

Current Fiscal

FY2015

Key Metrics (YTD)

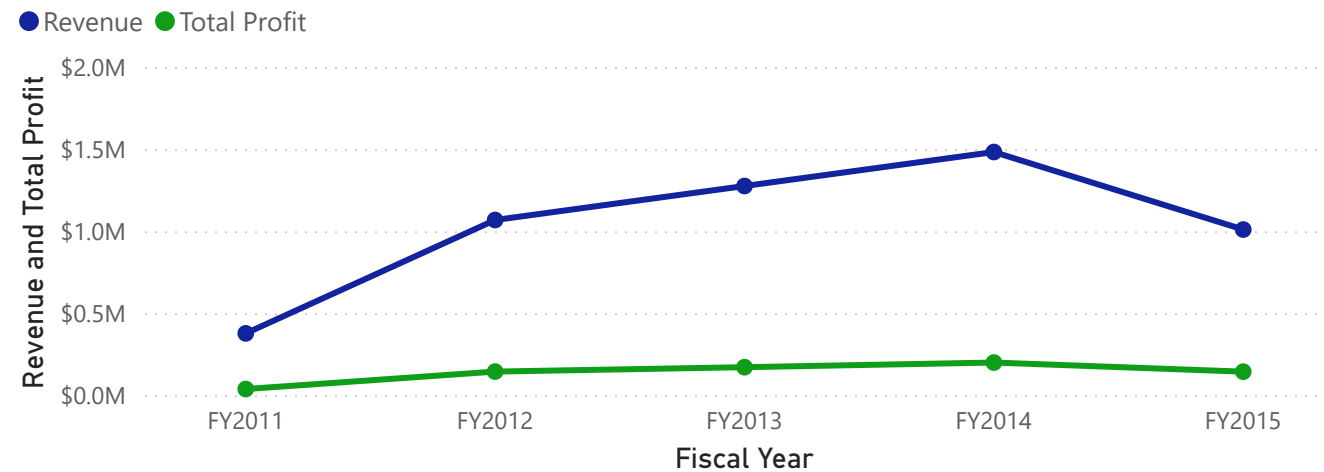
Number of Orders YTD

2154!
Prior YTD Orders: 3072 (-29.88%)

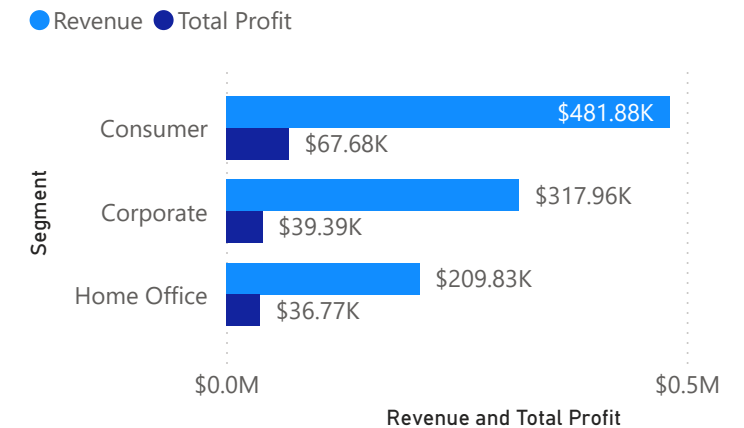
Revenue YTD

\$1.01M!
Prior YTD: \$1.37M (-26.12%)

5-Year Financial Performance Overview



Revenue and Total Profit by Segment



Revenue and orders declined YoY due to reduced demand in Q2 and Q3. The Consumer segment remains the most profitable.

Fiscal Year

☒ FY2015

☐ FY2014

☐ FY2013

☐ FY2012

☐ FY2011

Market

☐ Africa

☒ APAC

☐ Canada

☐ EMEA

☐ EU

☐ LATAM

☐ US

Revenue and Profit by Product Category

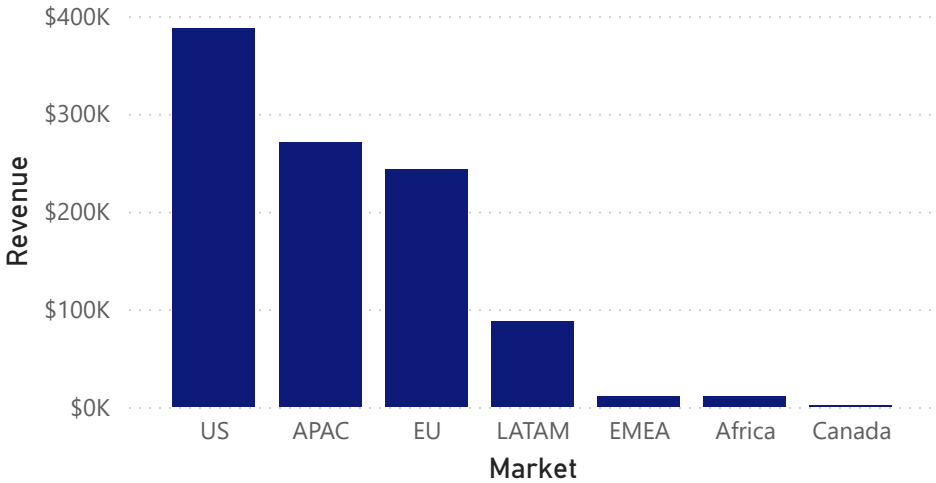
Category	Revenue	Total Profit
⊟ Furniture	\$109K	\$10.4K
Chairs	\$46K	\$4.3K
Bookcases	\$36K	\$4.6K
Tables	\$19K	\$0.1K
Furnishings	\$9K	\$1.4K
⊟ Technology	\$105K	\$24.2K
Copiers	\$42K	\$10.6K
Phones	\$41K	\$9.2K
Machines	\$13K	\$3.2K
Accessories	\$10K	\$1.3K
⊟ Office Supplies	\$56K	\$9.5K
Appliances	\$29K	\$7.1K
Storage	\$8K	\$1.0K
Supplies	\$4K	\$0.2K
Paper	\$4K	\$0.5K
Envelopes	\$3K	(\$0.2K)
Binders	\$3K	\$0.6K
Art	\$3K	\$0.3K
Labels	\$2K	(\$0.1K)
Fasteners	\$1K	\$0.1K
Total	\$270K	\$44.1K

View Details

Top 10 Countries by Revenue

Country	Furniture	Office Supplies	Technology	Total
India	\$26K	\$14K	\$19K	\$60K
Australia	\$20K	\$12K	\$23K	\$55K
China	\$16K	\$5K	\$28K	\$50K
Indonesia	\$14K	\$9K	\$19K	\$42K
Philippines	\$6K	\$3K	\$5K	\$13K
Japan	\$3K	\$5K	\$4K	\$12K
Pakistan	\$5K	\$1K	\$1K	\$7K
Thailand	\$6K	\$0K	\$1K	\$7K
Cambodia	\$4K	\$0K	\$1K	\$6K
Bangladesh	\$2K	\$1K		\$3K
Total	\$103K	\$51K	\$102K	\$256K

Revenue by Market



[View Details](#)

Category



Furniture

Office Supplies

Technology

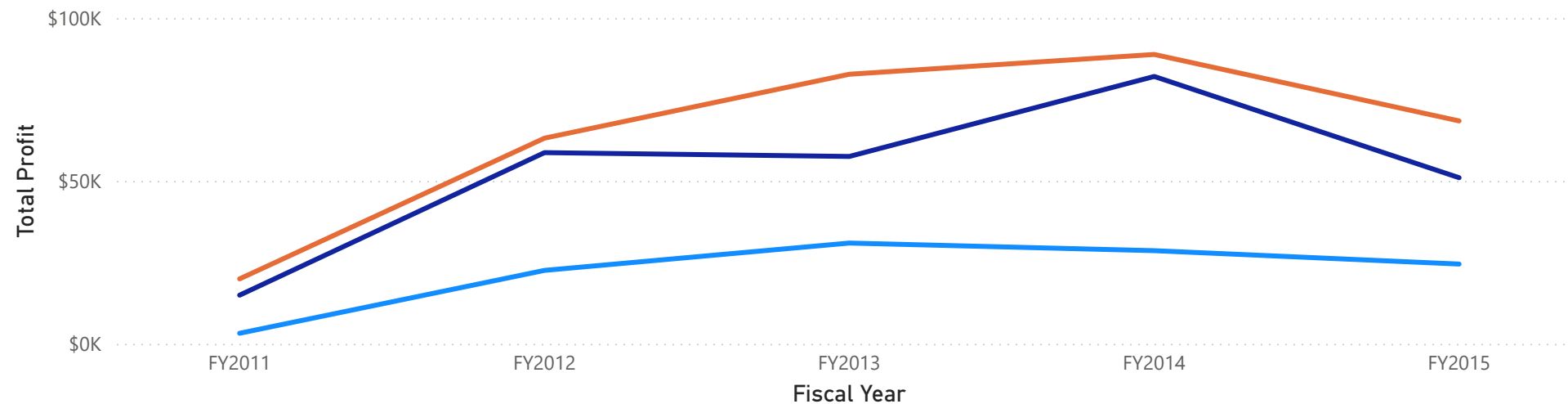
Sub-Category



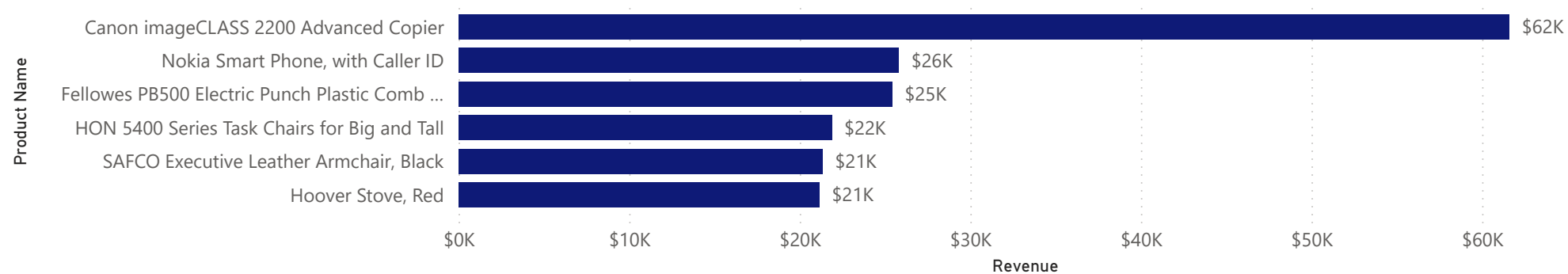
All



Total Profit by Fiscal Year and Product Category

Product Category ● Furniture ● Office Supplies ● Technology

Revenue by Product Name



\$287

Average Shipping Cost per Order

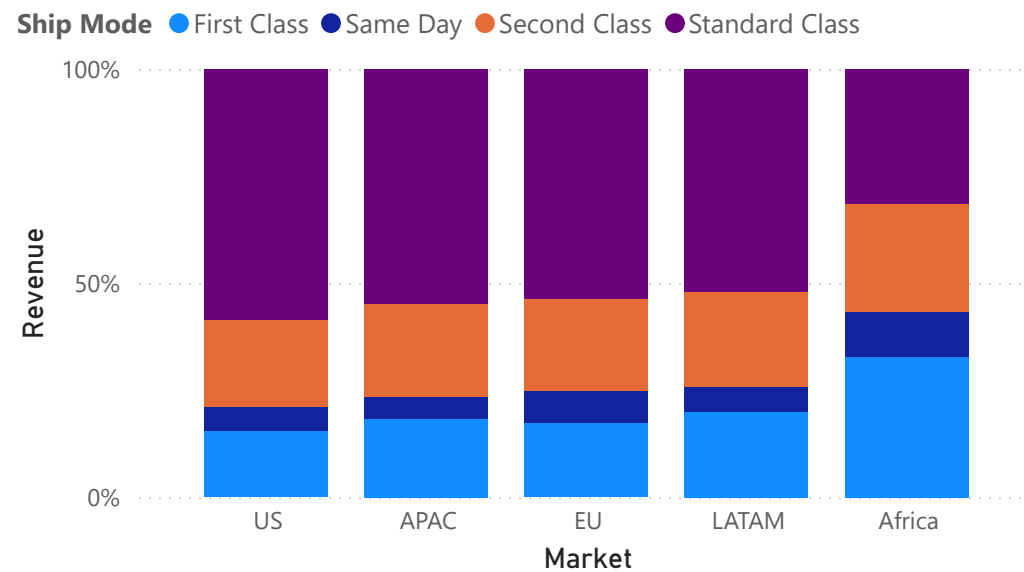
5.71%

% Same day shipping

Average Shipping Cost by Ship Mode

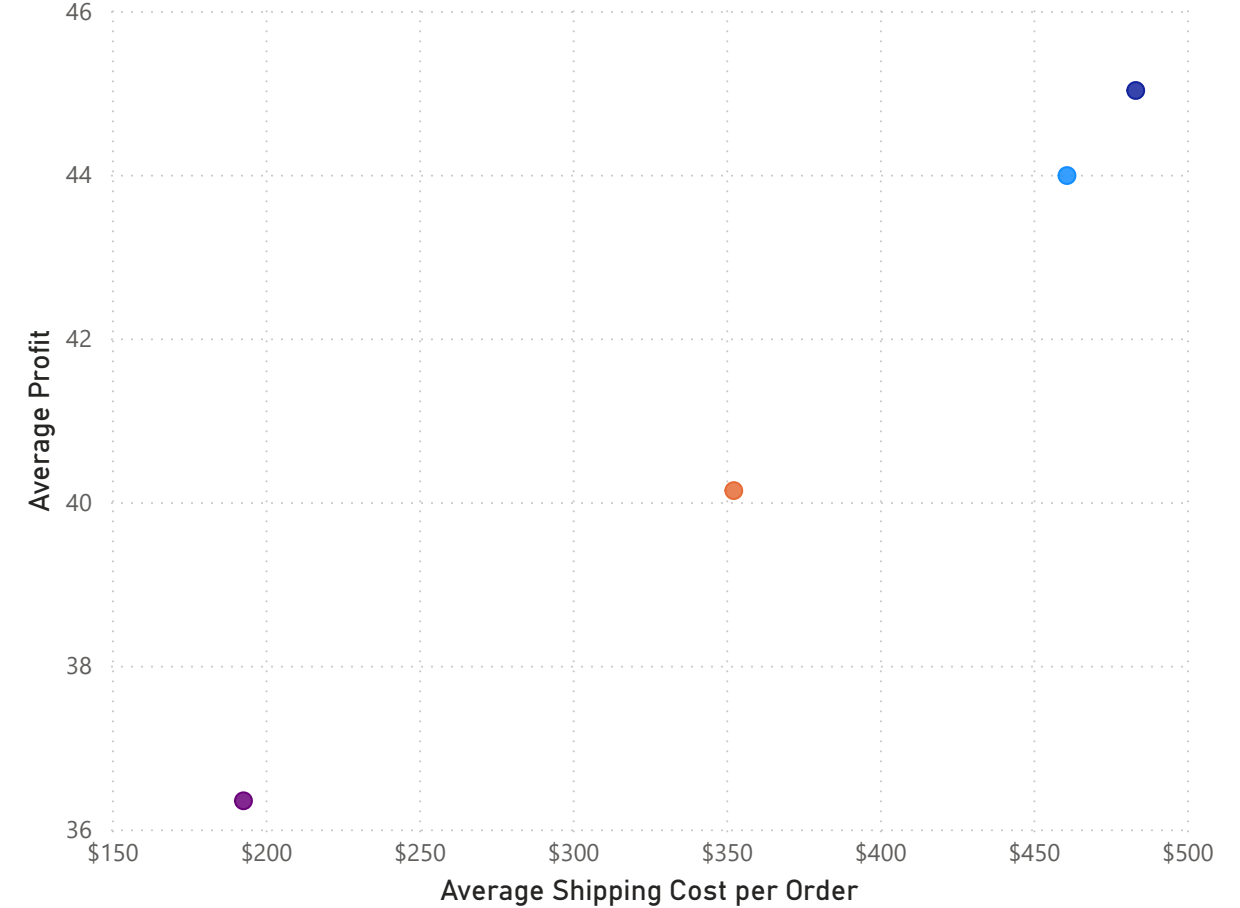


Revenue by Ship Mode for top 5 Markets



Average Shipping Cost per Order and Average Profit by Ship Mode

Ship Mode ● First Class ● Same Day ● Second Class ● Standard Class



Insight: Same Day and First Class shipping modes, while the most expensive, also yield the highest average profit per order—suggesting they are used for high-value transactions. In contrast, Standard Class, though cost-effective, is associated with the lowest profit, indicating it may be used for low-margin products. This analysis highlights opportunities to optimize shipping strategies based on product profitability.