

Sales Data Actual 2015 - 2021

Table Information

			Discount		Quantity		Unit Price		Unit Cost		Revenu
			Actual	FCV1	Actual	FCV1	Actual	FCV1	Actual	FCV1	
Germany North		2015	720,072.67	—	19,768	—	1,947.11 €	—	1,017.52 €	—	39,697,
		2016	793,854.67	—	21,319	—	1,905.24 €	—	1,015.44 €	—	43,411,
		2017	757,092.15	—	21,763	—	1,696.73 €	—	986.38 €	—	38,908,
		2018	833,113.36	—	19,386	—	2,001.52 €	—	1,022.84 €	—	41,634,
		2019	891,325.53	—	20,316	—	2,144.46 €	—	1,070.91 €	—	46,521,
		2020	859,272.33	—	22,009	—	2,021.36 €	—	1,086.19 €	—	46,966,
		2021	900,910.41	—	22,124	—	2,073.60 €	—	854.64 €	—	50,885,
	➤ Product Group Bikes	2022	—	1,708,786.40	—	23,489	—	1,963.96 €	—	511.59 €	

### 3 Filters

Sales Organization	Measures	Quantity		Unit Price		Revenue AVG (Model)		
		Version	Actual	FCV2	Actual	FCV2	Actual	FCV2
Germany North	Deluxe Touring Bike-Red	50	60	2,300.00 €	2,300.00 €	115,000.00 €	138,000.00 €	
	Professional Touring Bike	65	75	2,300.00 €	2,300.00 €	149,500.00 €	172,500.00 €	
	▼ PG-Trend Bikes	767	1,239	1,609.01 €	1,757.61 €	3,579,115.64 €	5,435,126.56 €	
	City Max	103	119	2,082.08 €	2,084.53 €	214,454.29 €	248,058.64 €	
	Edel Fixie	56	57	1,679.88 €	1,675.35 €	94,073.18 €	95,494.67 €	
	E-Bike Tailwind	583	808	5,597.06 €	5,538.46 €	3,263,088.17 €	4,475,073.26 €	
	Hoverboard	25	55	300.00 €	300.00 €	7,500.00 €	16,500.00 €	

Comparison Version 1 and 2

 3 Filters

Measures		Quantity		Unit Price		Revenue AVG (Model)	
		Version					
		FCV1	FCV2	FCV1	FCV2	FCV1	FCV2
Sales Organization	Product						
Germany North	▼ PG-Trend Bikes	1,141	1,239	1,757.61 €	1,757.61 €	4,969,319.20 €	5,435,126.56 €
	City Max	119	119	2,084.53 €	2,084.53 €	248,058.64 €	248,058.64 €
	Edel Fixie	57	57	1,675.35 €	1,675.35 €	95,494.67 €	95,494.67 €
	E-Bike Tailwind	735	808	5,538.46 €	5,538.46 €	4,070,765.90 €	4,475,073.26 €
	Hoverboard	50	55	300.00 €	300.00 €	15,000.00 €	16,500.00 €
	BTTF Board	180	200	3,000.00 €	3,000.00 €	540,000.00 €	600,000.00 €
Germany South	▼ PG-Trend Bikes	867	936	1,758.80 €	1,758.80 €	3,626,842.72 €	3,906,703.03 €
	City Max	103	103	2,096.43 €	2,096.43 €	215,932.55 €	215,932.55 €

Top Down Forecasting A252					
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		Measures	Quantity	Revenue 2022 (Model)	Sales Price (l
		Version	FCVE3	FCVE3	FCVE3
		Date	(all)	(all)	(all)
Sales Organization	Product	Distribution Ch			
Germany North	PG-Trend Bikes	Unassigned	0	0.00 \$	2,409.00
		Internet	910	2,192,190.00 \$	2,409.00
		Whole Sale	490	1,180,410.00 \$	2,409.00
Germany South	PG-Trend Bikes	Unassigned	1	350.00 \$	1,925.00
		Internet	686	3,038,620.00 \$	3,365.00
		Whole Sale	347	1,461,875.00 \$	2,731.67
USA East	PG-Trend Bikes	Unassigned	1	3,500.00 \$	1,925.00
		Internet	974	4,268,020.00 \$	2,731.67
		Whole Sale	474	1,860,730.00 \$	2,731.67
USA West	PG-Trend Bikes	Unassigned	1	3,500.00 \$	1,925.00
		Internet	876	3,699,600.00 \$	2,731.67
		Whole Sale	372	1,566,550.00 \$	2,731.67

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Currency Conversion Testing			
Measures	Revenue	Global Currency USD	Alternative Currency CAD
Version	Actual	Actual	Actual
Sales Organization			
Germany North	307,791,969.40 €	341,648,954.94 \$	375,506,202.67 CA\$
Germany South	259,306,083.78 €	287,829,656.96 \$	316,353,422.21 CA\$
USA East	304,614,757.04 \$	304,614,757.04 \$	335,076,232.74 CA\$
USA West	127,338,215.18 \$	127,338,215.18 \$	140,072,036.70 CA\$