

# Northwind Sales Overview

## 1996 - 1998

\$1.35M

Total Revenue

\$1.63K

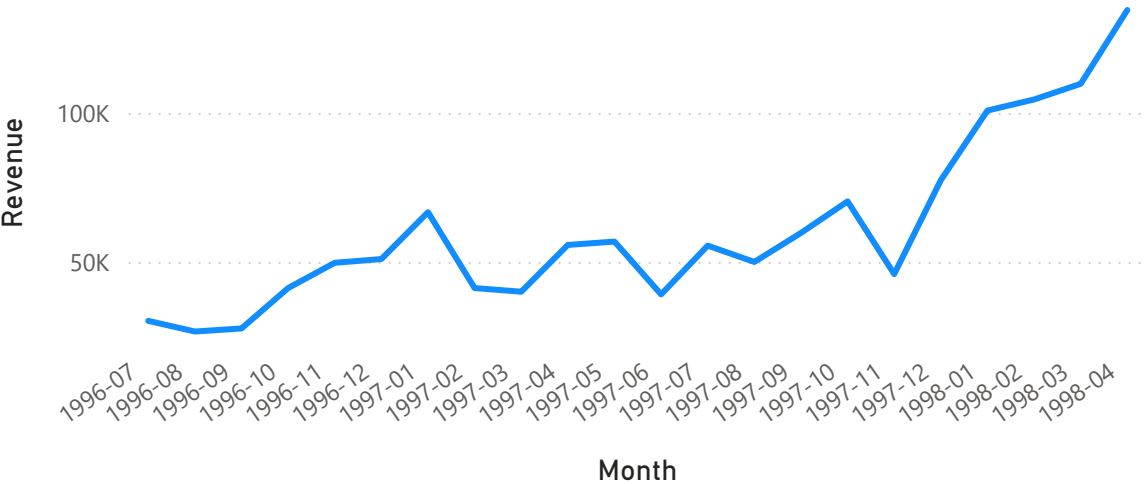
Average Order Value

830

Total Orders

Year	Average Monthly Revenue	Total Revenue	Year-Over-Year Growth
1996	\$37,716.42	\$226,298.50	
1997	\$54,865.73	\$658,388.75	45.47%
1998	\$93,954.27	\$469,771.34	71.24%

Monthly Revenue Trend



- Average monthly revenue increased 45% in 1997 and 71% in 1998
- USA and Germany account for 37.5% of total revenue
- Revenue momentum accelerated significantly entering 1998

Country	Total Revenue	Revenue Percentage
USA	\$263,566.98	19.46%
Germany	\$244,640.63	18.06%
Austria	\$139,496.63	10.30%
Brazil	\$114,968.48	8.49%
France	\$85,498.76	6.31%
Venezuela	\$60,814.89	4.49%
UK	\$60,616.51	4.48%
Sweden	\$59,523.70	4.39%
Ireland	\$57,317.39	4.23%
Canada	\$55,334.10	4.09%
Belgium	\$35,134.98	2.59%
Denmark	\$34,782.25	2.57%
Switzerland	\$32,919.50	2.43%
Mexico	\$24,073.45	1.78%
Finland	\$19,778.45	1.46%
Spain	\$19,431.89	1.43%
Italy	\$16,705.15	1.23%
Portugal	\$12,468.65	0.92%
Argentina	\$8,119.10	0.60%
Norway	\$5,735.15	0.42%
Poland	\$3,531.95	0.26%
Total	\$1,354,458.59	100.00%