

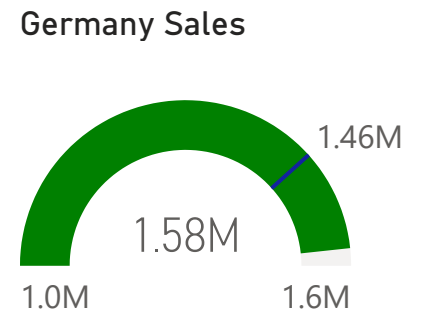
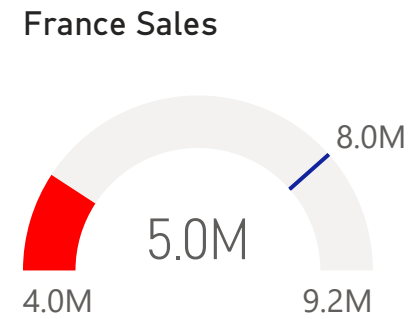
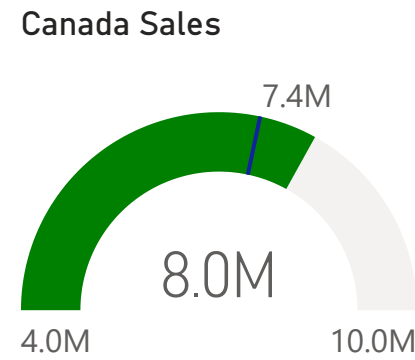
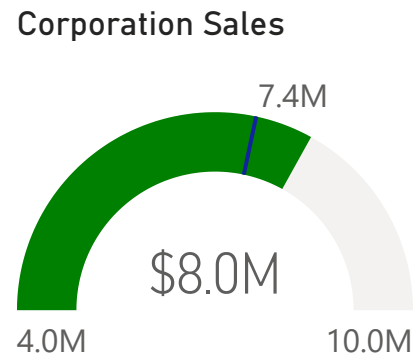


Year

2020

Country

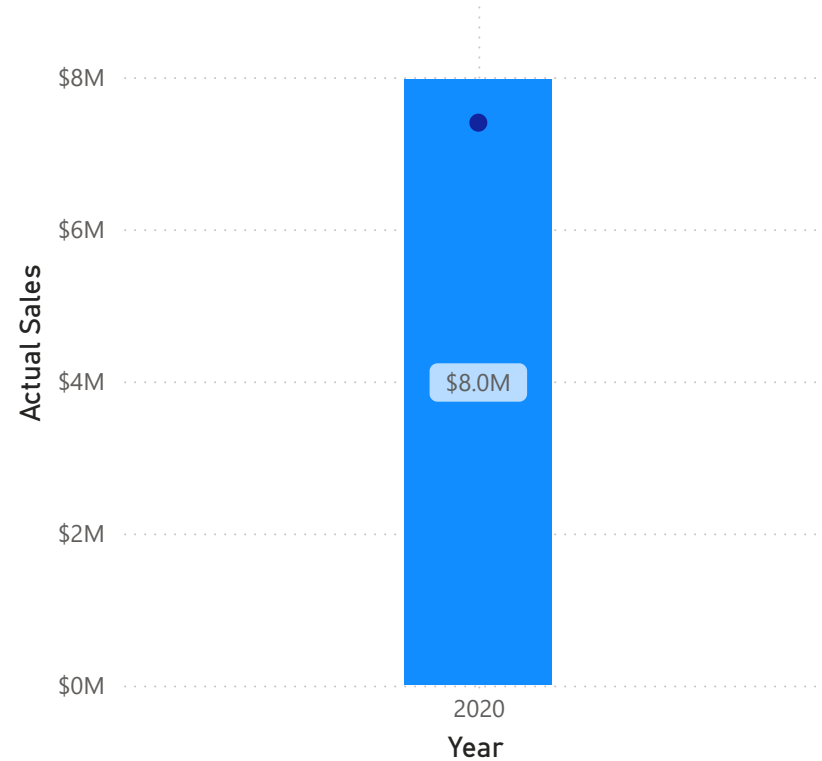
Multiple selections



YearQuarter	Sales_Actual_Quarter	Sales_vs_Target_Percent	Sales_Trend_Indicator
2020-Q4	\$2,061,035	37.40%	▲

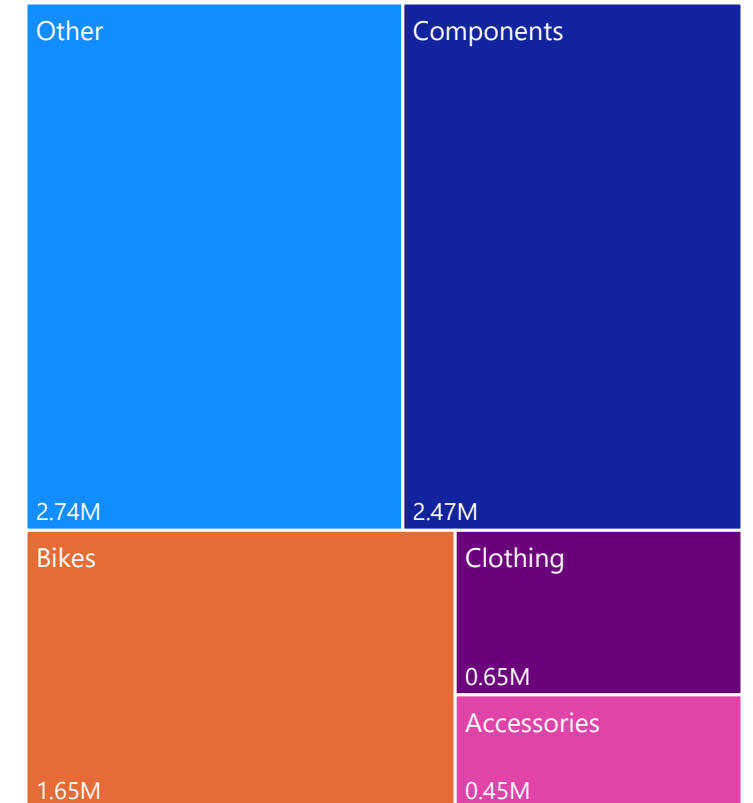
Actual Sales and Target by Year

● Sales Actual — Target



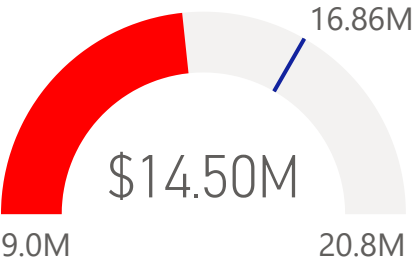
Country	Sales	Sales vs Target	Sales vs Target (%)
	\$7,967,562	\$567,562	7.67%
Total	\$7,967,562	\$567,562	7.67%

Sales by Product Category

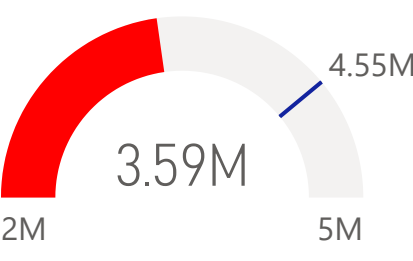




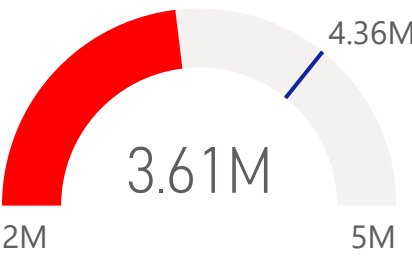
Sales for year 2020



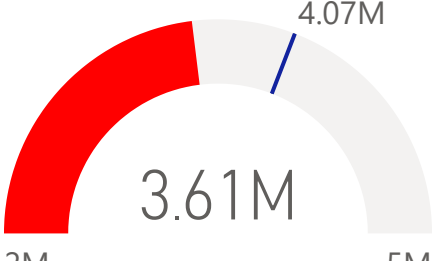
Sales for year 2020-Q1



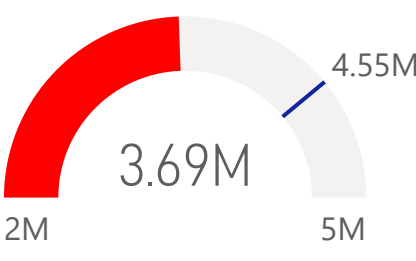
Sales for year 2020-Q2



Sales for year 2020-Q3



Sales for year 2020-Q4



\$14,504,300

Sales

\$16,860,000

Corporate sales target

-13.97%

Sales vs target (%)

--

Sales same period last year

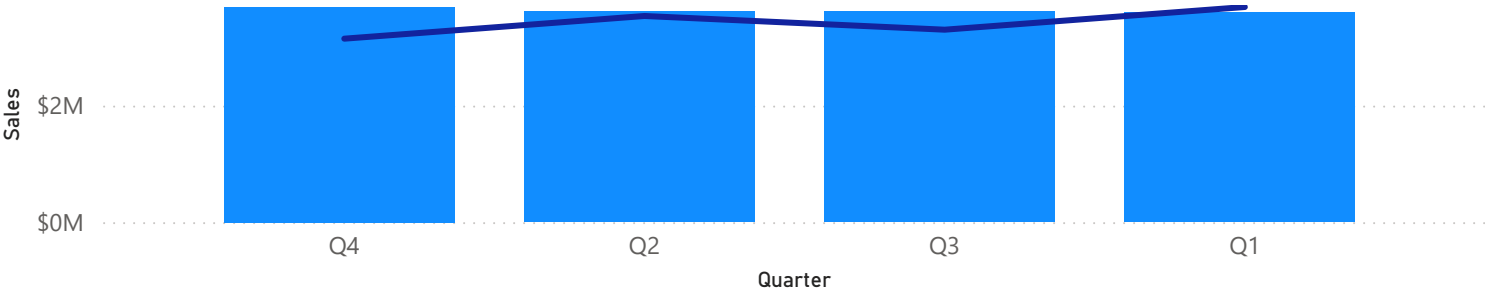
\$14,504,300

Gain/Lost from last year (actual...

Year	Sales	Target	Sales YTD	Actual vs Target	Actual vs Target (%)	Sales by Month	Last Year	Gain/Lost from previous year	Gain/Lost from previous year (%)
Q1	\$3,592,310	\$4,550,000	\$3,592,310	(\$957,690)	↓ -21.05%	✓	▲	\$3,592,310	
Q2	\$3,610,819	\$4,360,000	\$3,610,819	(\$749,181)	↓ -17.18%	✓		\$3,610,819	
Q3	\$3,609,715	\$4,070,000	\$3,609,715	(\$460,285)	↓ -11.31%	✓		\$3,609,715	
Q4	\$3,691,456	\$3,880,000	\$3,691,456	(\$188,544)	↓ -4.86%	✓		\$3,691,456	
Total	\$14,504,300	\$16,860,000	\$14,504,300	(\$2,355,700)	-13.97%	✓		\$14,504,300	

Sales and Target by Quarter

● Sales ● Target



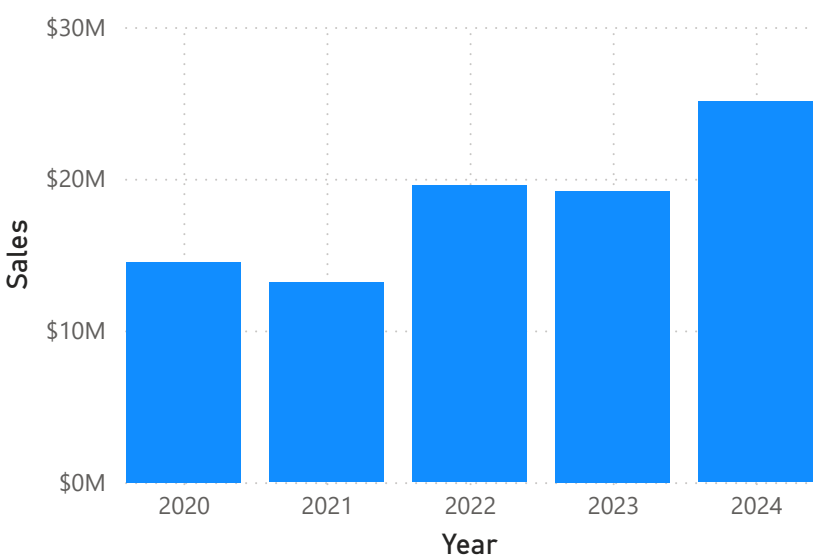
Country



Quarter	Sales	Gain (%)	Sales	Gain (%)	Sales	Gain (%)
Q4	\$2,061,035		\$396,106		\$1,234,315	
Q3	\$1,973,687		\$400,022		\$1,236,006	
Q2	\$1,982,316		\$397,213		\$1,231,290	
Total	\$7,967,562		\$1,579,566		\$4,957,172	

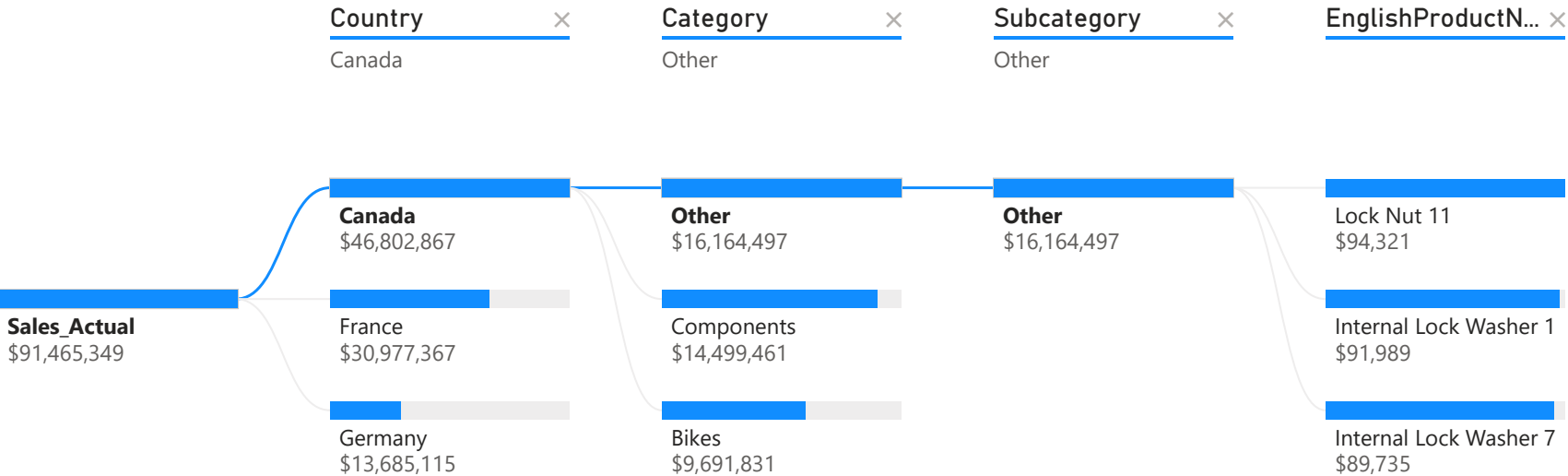


Sales by Year



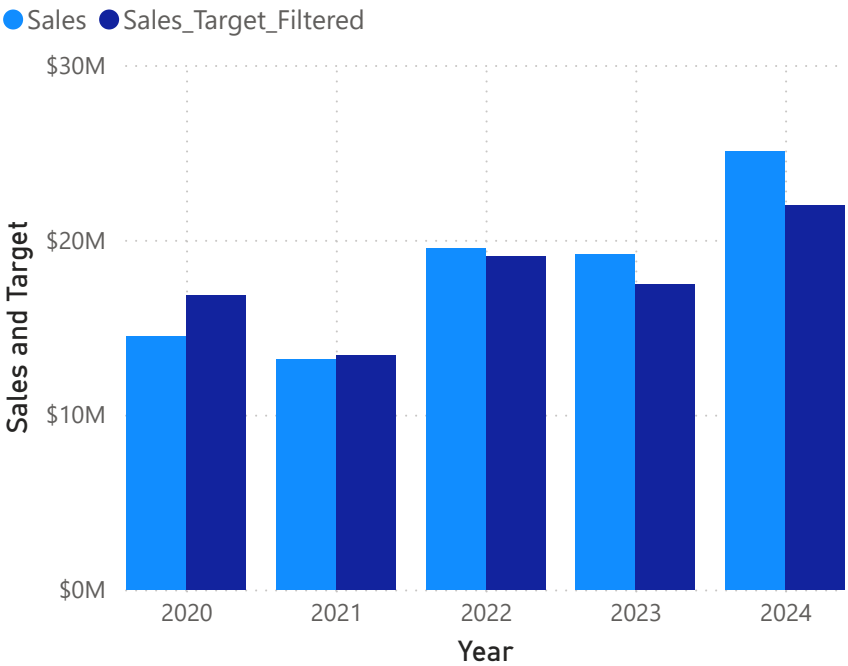
Sales_Actual	ModelName	Sales_Actual by Year
\$31,600,037		
\$3,361,208	HL Mountain Frame	
\$3,780,233	HL Road Frame	
\$1,498,512	LL Mountain Frame	
\$4,503,214	LL Road Frame	
\$1,483,605	LL Touring Frame	
\$1,823,239	Long-Sleeve Logo Jersey	
\$1,505,719	ML Road Frame-W	
\$1,825,859	Mountain-200	
\$1,519,269	Mountain-500	
\$1,991,567	Road-250	
\$1,493,667	Road-550-W	
\$62,821,779		

Image	Sales by country
	\$46,802,867
	\$30,977,367
	\$13,685,115
Total	\$91,465,349

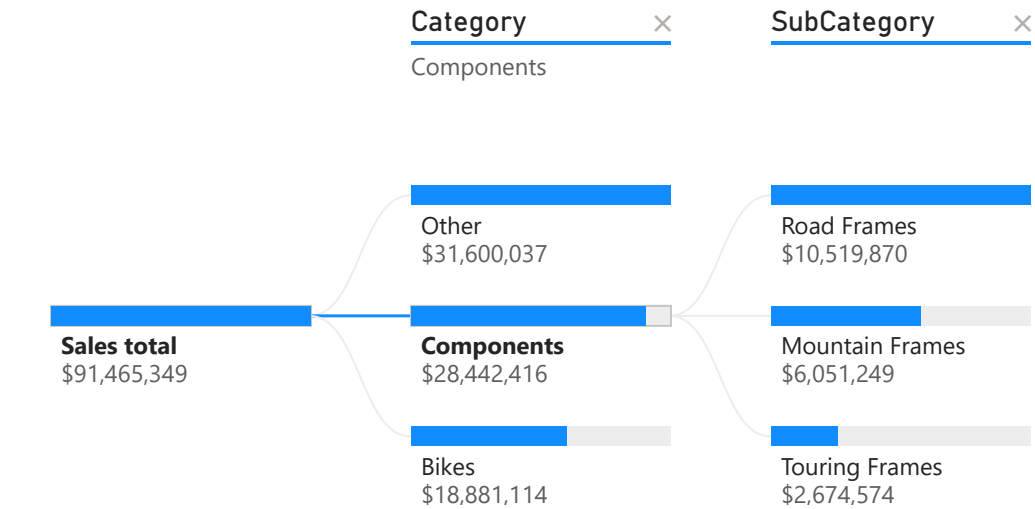
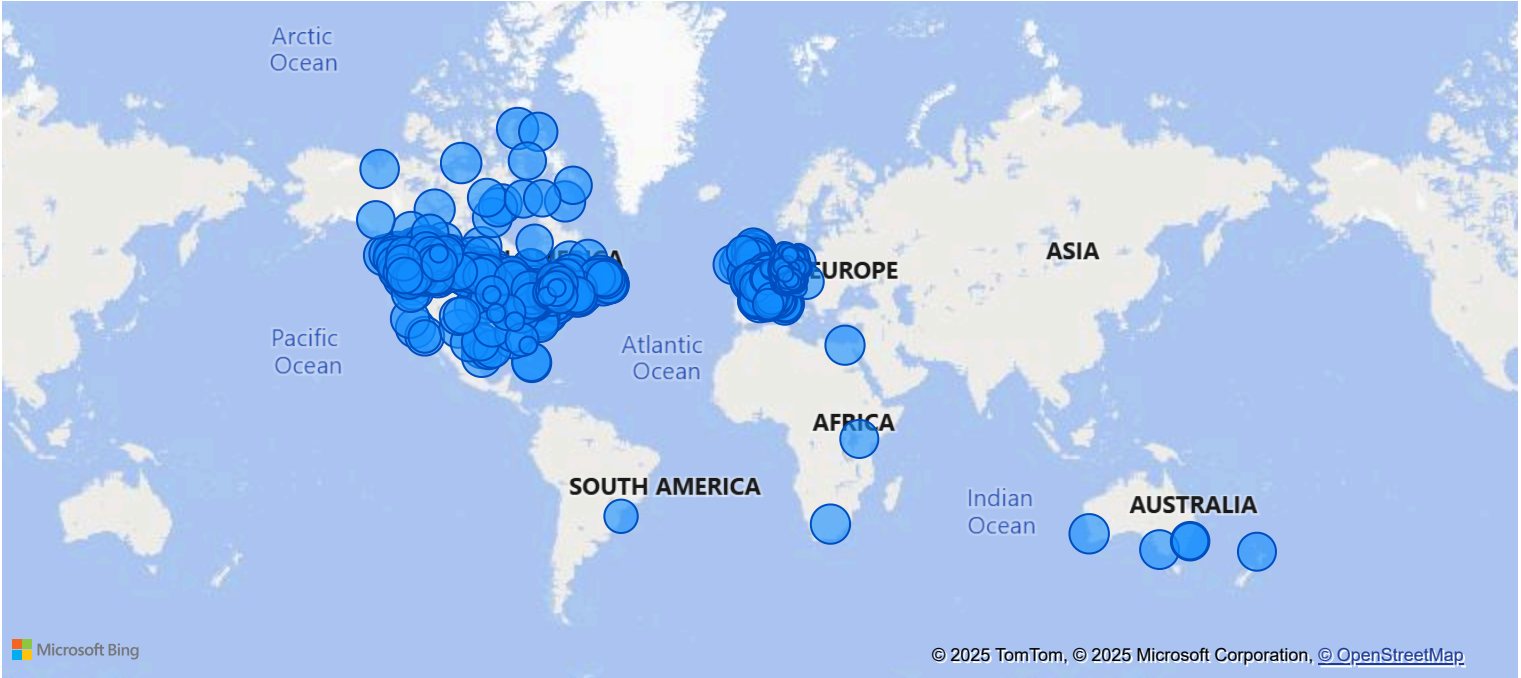




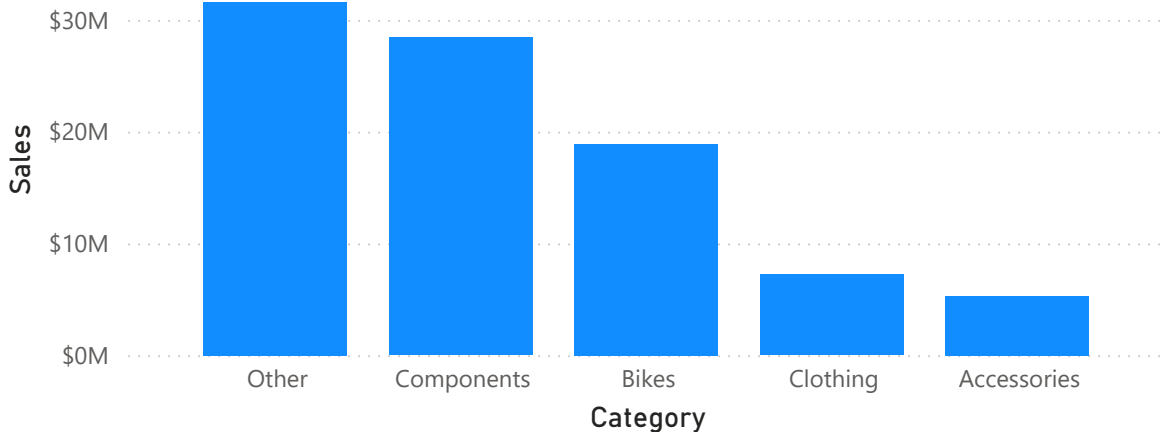
Sales vs Target



Sales Map



Sales by Category



Month	Sales	Simulated Sales 2025	Sales Gap 2025	Required Quota Increase
January-2024	2215362	2525513	125513	8.33%
February-2024	1975115	2251631	-148369	21.51%
March-2024	2121247	2418222	18222	13.14%
April-2024	2049354	2336264	-63736	17.11%
May-2024	2135537	2434512	34512	12.38%
June-2024	1999670	2279624	-120376	20.02%
July-2024	2155058	2456766	56766	11.37%
August-2024	2067244	2356658	-43342	16.10%
September-2024	2014216	2296206	-103794	19.15%
October-2024	2099335	2393242	-6758	14.32%
November-2024	2104094	2398667	-1333	14.06%
December-2024	2133852	2432591	32591	12.47%

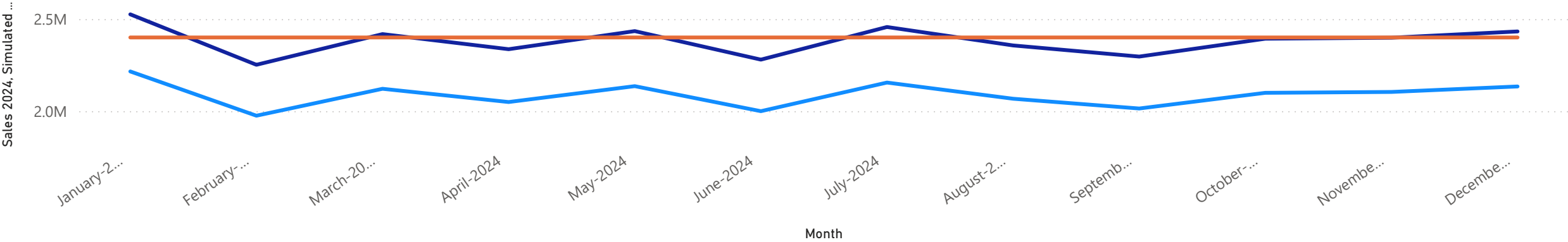
Quota Increase Percentage

14%

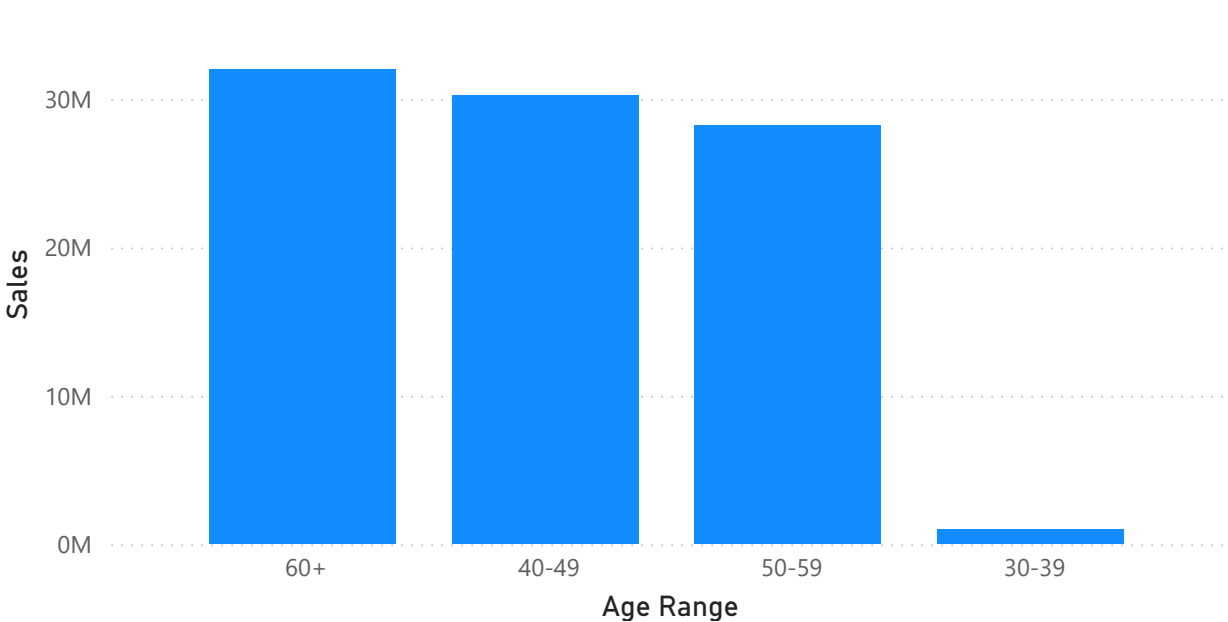
Corporation	Sales
<div><div></div>Corporation 1</div>	\$47,323,530
<div><div></div>Bikes</div>	\$18,881,114
<div><div></div>Components</div>	\$28,442,416
<div><div></div>Corporation 2</div>	\$12,541,782
<div><div></div>Accessories</div>	\$5,297,182
<div><div></div>Clothing</div>	\$7,244,600
<div><div></div>Other</div>	\$31,600,037
<div>Total</div>	\$91,465,349

Sales 2024, Sales 2025 and Target

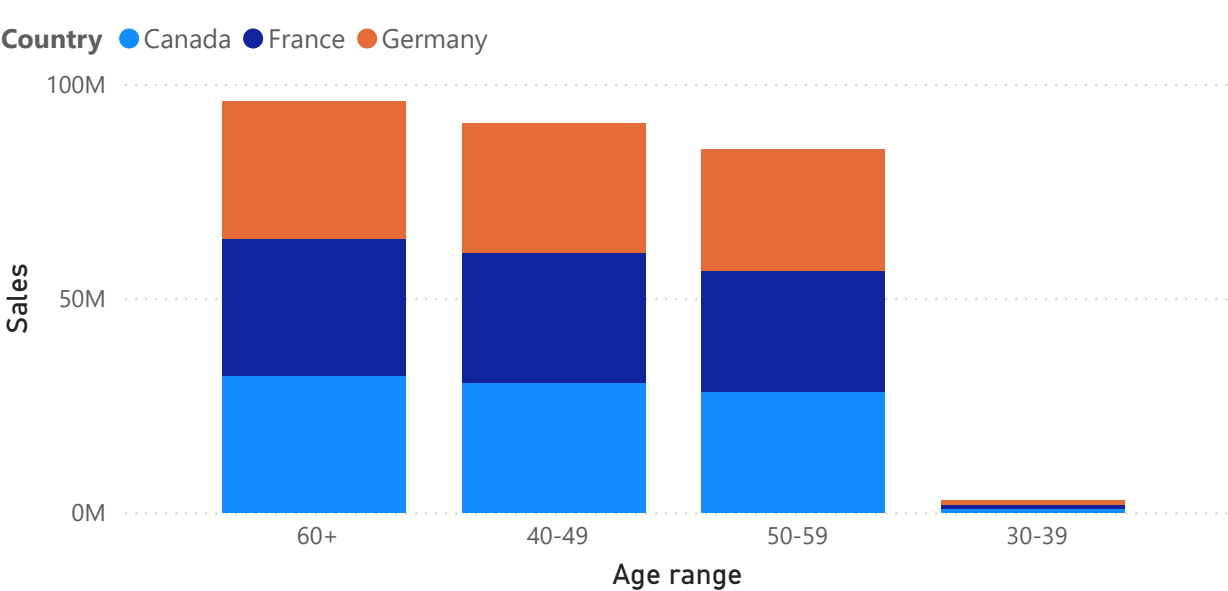
● Sales 2024 ● Simulated Sales 2025 ● Target 2025



Sales by age range



Sales by age range and country



Sales by age range and Product category

