



BICYCLE
STORE

Reporte Financiero Adventure Works Cycles

REPORT E GENERAL

REPORT E USA

ingresos

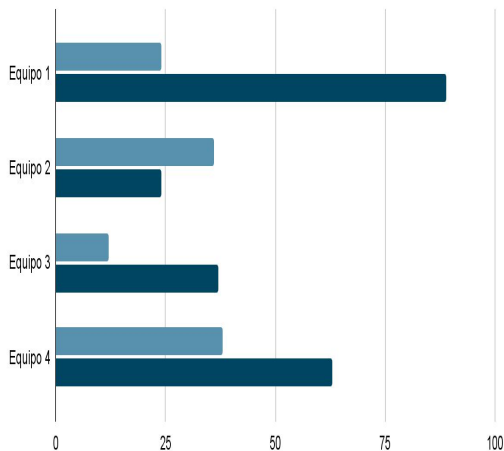
Utilidad Bruta/ Neta

Costos

**Cantidad
Vendida**

Utilidad por segmento

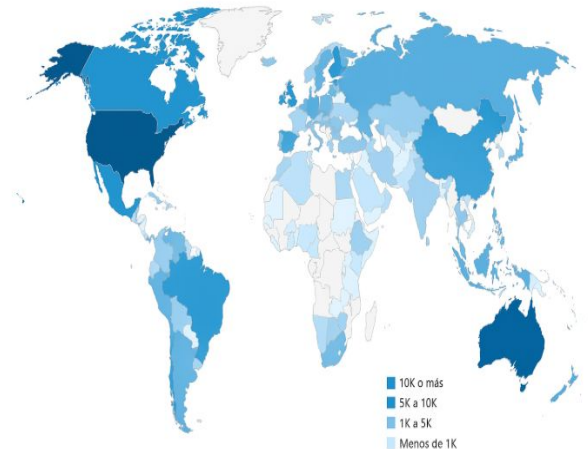
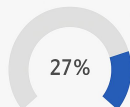
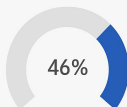
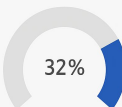
Categoría



Ratio Costo
operacionaal
versus LY

Margen de
utilidad bruta

Margen de
utilidad neta





REPORTE ESTADOS UNIDOS - ADVENTURE WORKS CYCLES

ingresos

utilidad Bruta/ Neta

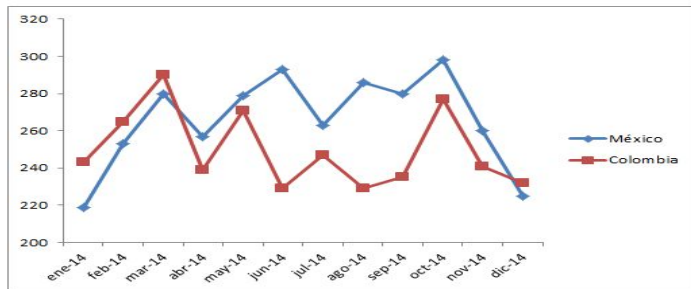
Costos

Año

categoría

| Company Type | Mean | % relative to country mean | Min | 25th percentile | 50th percentile (median) | 75th percentile | Max | Number | % of sample |
|--|------------|----------------------------|------------|-----------------|--------------------------|-----------------|------------|--------|-------------|
| United States - Executive Management / Vice President of Medical Affairs | \$ 286,046 | - | \$ 152,000 | \$ 262,000 | \$ 283,000 | \$ 325,000 | \$ 425,000 | 65 | 100% |
| Large Pharmaceutical / Biotechnology | \$ 258,100 | 90% | \$ 180,000 | \$ 262,250 | \$ 263,500 | \$ 276,000 | \$ 297,000 | 10 | 15% |
| Medium Pharmaceutical / Biotechnology | \$ 307,375 | 107% | \$ 260,000 | \$ 267,750 | \$ 291,500 | \$ 335,750 | \$ 400,000 | 8 | 12% |
| Small Pharmaceutical / Biotechnology | \$ 303,000 | 105% | \$ 186,000 | \$ 270,000 | \$ 300,000 | \$ 335,000 | \$ 425,000 | 33 | 51% |
| Medical Devices | \$ 184,000 | 64% | \$ 184,000 | \$ 184,000 | \$ 184,000 | \$ 184,000 | \$ 184,000 | 1 | 2% |
| Contract Research Organization (CRO) | \$ 307,750 | 107% | \$ 283,000 | \$ 288,250 | \$ 302,500 | \$ 322,000 | \$ 343,000 | 4 | 6% |
| Diagnostic Company | \$ 217,750 | 76% | \$ 173,000 | \$ 215,750 | \$ 231,000 | \$ 233,000 | \$ 236,000 | 4 | 6% |
| Contract MSL Organization | \$ 243,333 | 85% | \$ 152,000 | \$ 215,000 | \$ 278,000 | \$ 289,000 | \$ 300,000 | 3 | 5% |
| Other (please specify) | \$ 269,000 | 93% | \$ 223,000 | \$ 246,000 | \$ 269,000 | \$ 292,000 | \$ 315,000 | 2 | 3% |

INGRESOS ACTUALES VS. ANTERIORES



COGS Y % UTILIDAD

