

CountryRegion

State

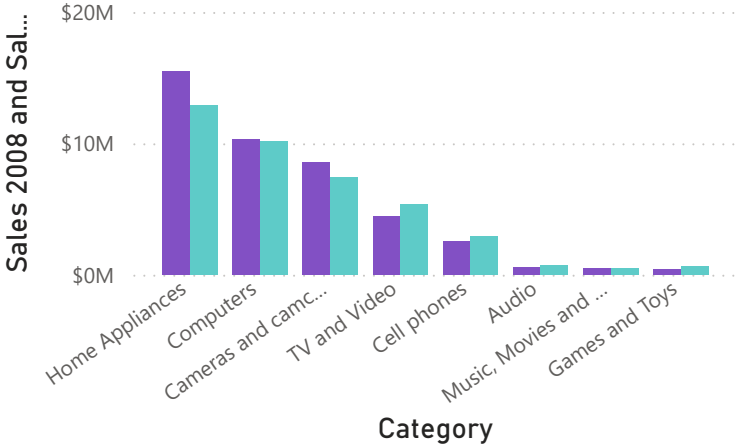
All

All

Sales Performance & Forecast Analvsis (2008-2009)

Sales 2009 vs 2008 by Category

Sales 2008Sales 2009



Sales 2008

43M

Sales 2009

41M

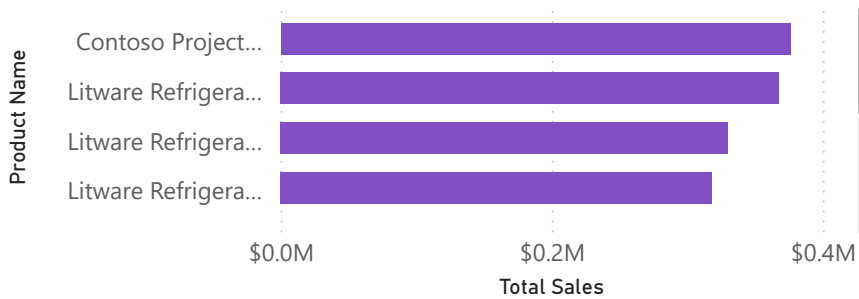
Total Sales

84M

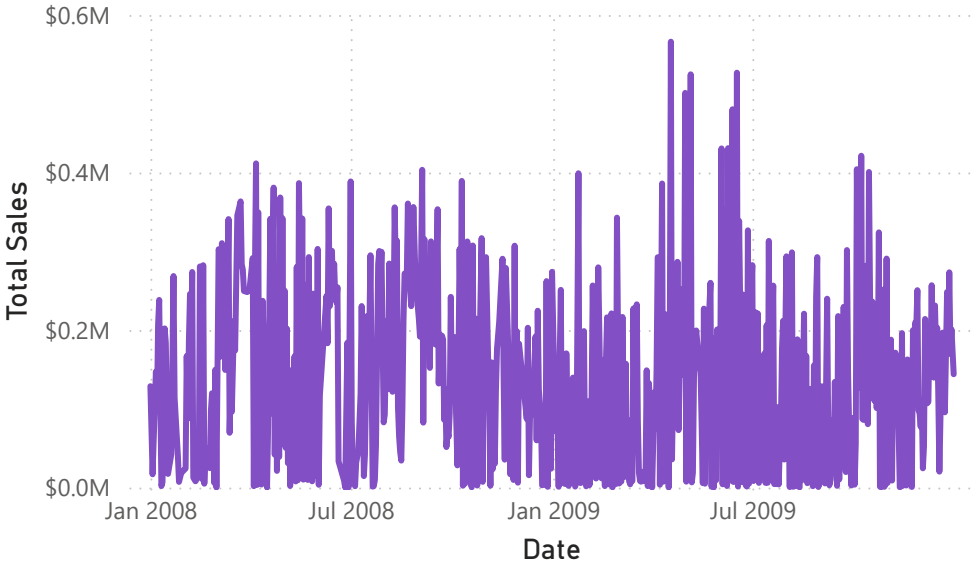
Top 10 Products by Sales

| Product Name | Total Sales | % of Grand Total Sales |
|--|----------------|------------------------|
| Contoso Projector 1080p X980 White | \$376,265.25 | 12.63% |
| Litware Refrigerator 24.7CuFt X980 Brown | \$367,998.85 | 12.35% |
| Litware Refrigerator 24.7CuFt X980 Grey | \$330,398.97 | 11.09% |
| Litware Refrigerator 24.7CuFt X980 Green | \$318,079.81 | 10.68% |
| Total | \$2,979,384.96 | 100.00% |

Top Products for Selected Customer



Sales Trend Over Time



2009 Sales & Forecast Variance by CountryRegion

| CountryRegion | Actual vs Forecast Diff 2009 | Total Forecast 2009 | Sales 2009 |
|---------------|------------------------------|---------------------|-----------------|
| United States | (\$6,708,442.21) | \$39,004,512.00 | \$32,296,069.79 |
| China | (\$34,397,683.48) | \$39,004,512.00 | \$4,606,828.52 |
| Germany | (\$25,288,527.16) | \$39,004,512.00 | \$2,715,971.51 |
| Total | \$1,614,360.86 | \$39,004,512.00 | \$40,618,872.86 |

Top 15 Customers

| Name | Total Sales |
|-------------------|--------------|
| Alvarez, Sabrina | \$20,977.78 |
| Mitchell, Kaitlyn | \$19,708.64 |
| Young, Noah | \$19,027.56 |
| Smith, Brandon | \$18,684.37 |
| Adams, Andrea | \$17,992.90 |
| Martin, Emily | \$17,717.83 |
| Rogers, Erin | \$17,207.41 |
| Chande, Gregory | \$16,590.12 |
| Cook, Alexandria | \$16,164.46 |
| Gonzales, Justin | \$15,813.25 |
| Jai, Bradley | \$15,088.51 |
| Total | \$252,196.71 |

Sales by Product Category

