ABC STORES

FINANCIAL ANALYSIS REPORT

Key Performance Indicators

Sales | Current vs Prior 9,93,70,812 Last Year: 2,85,60,787 (+247.93%)

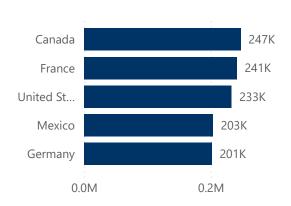
Orders | Current vs Prior Last Year: 2,64,674 (+225.36%)

Profit | Current vs Prior Last Year: 38,78,465 (+235.58%) **Profit Margin** | Current vs Prior 13.1%!

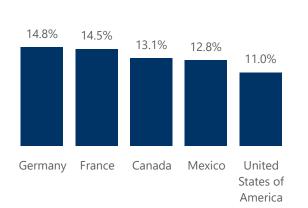
Last Year: 13.6% (-3.55%)

Discount | Current vs Prior Last Year: 21,45,531 (+229.04%)

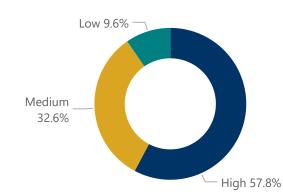
Orders By Country



Profit Margin By Country



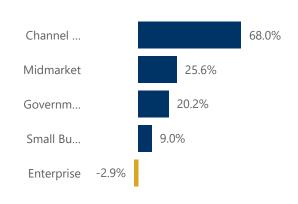
% of Discount Offered By Discount Band



Profit Margin By Segment & Product

Profit Margin
14.78%
65.68%
-3.34%
20.97%
22.91%
8.11%
12.23%
70.00%
-6.24%
21.75%
25.80%
8.14%

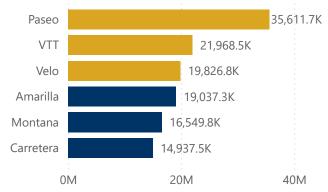
Profit Margin By Segment



Sales By Year & Month



Top 3 Products By Sales Amount



Midmarket		22.91%
Small Business	P	8.11%
☐ Carretera		12.23%
Channel Partners	Po	70.00%
Enterprise		-6.24%
Government	P	21.75%
Midmarket		25.80%
Small Business	Po	8.14%
⊟ Montana		12.78%
Channel Partners	Po	69.34%
Enterprise	100	-1.13%
Government	Po	18.50%
Midmarket		27.10%
Small Business	P	10.44%
□ Paseo		13.47%
	-	

67.62%

13.21%

Channel Partners

Total