

STORES

FINANCIAL ANALYSIS REPORT

KEY PERFORMANCE INDICATOR

SALES CURRENT VS LAST YEAR	UNIT SOLD CURRENT VS LAST YEAR	PROFIT CURRENT VS LAST YEAR	DISCOUNT CURRENT VS LAST YEAR	PROFIT% CURRENT VS LAST YEAR
9,23,11,095✓ Last year: 2,64,15,256 (+249.46%)	861132✓ Last year: 264674 (+225.36%)	1,30,15,237.75✓ Last year: 38,78,464.51 (+235.58%)	70,59,716.75✓ Last year: 21,45,531.49 (+229.04%)	14%! Last year: 15% (-3.97%)

Orders by Country		Profit percent by Country		Profit percent by segment		Profit % by segment and product																																																																																			
<table><tr><th>Country</th><th>Orders</th></tr><tr><td>Canada</td><td>247K</td></tr><tr><td>France</td><td>241K</td></tr><tr><td>United States</td><td>233K</td></tr><tr><td>Mexico</td><td>203K</td></tr><tr><td>Germany</td><td>201K</td></tr></table>		Country	Orders	Canada	247K	France	241K	United States	233K	Mexico	203K	Germany	201K	<table><tr><th>Country</th><th>Profit percent</th></tr><tr><td>Germany</td><td>16%</td></tr><tr><td>France</td><td>16%</td></tr><tr><td>Canada</td><td>14%</td></tr><tr><td>Mexico</td><td>14%</td></tr><tr><td>United States of America</td><td>12%</td></tr></table>		Country	Profit percent	Germany	16%	France	16%	Canada	14%	Mexico	14%	United States of America	12%	<table><tr><th>Segment</th><th>Profit percent</th></tr><tr><td>Channel Partners</td><td>73.1%</td></tr><tr><td>Midmarket</td><td>27.7%</td></tr><tr><td>Government</td><td>21.7%</td></tr><tr><td>Small Business</td><td>9.8%</td></tr><tr><td>Enterprise</td><td>-3.1%</td></tr></table>		Segment	Profit percent	Channel Partners	73.1%	Midmarket	27.7%	Government	21.7%	Small Business	9.8%	Enterprise	-3.1%	<table><tr><th>Segment</th><th>Profit percent</th></tr><tr><td>Channel Partners</td><td>73.13%</td></tr><tr><td>Amarilla</td><td>↑ 72.43%</td></tr><tr><td>Carretera</td><td>↑ 73.68%</td></tr><tr><td>Montana</td><td>↑ 73.50%</td></tr><tr><td>Paseo</td><td>↑ 73.01%</td></tr><tr><td>Velo</td><td>↑ 73.40%</td></tr><tr><td>VTT</td><td>↑ 73.05%</td></tr><tr><td>Enterprise</td><td>-3.13%</td></tr><tr><td>Amarilla</td><td>↓ -3.60%</td></tr><tr><td>Carretera</td><td>↓ -6.95%</td></tr><tr><td>Montana</td><td>↓ -1.19%</td></tr><tr><td>Paseo</td><td>↓ -1.55%</td></tr><tr><td>Velo</td><td>↓ -2.37%</td></tr><tr><td>VTT</td><td>↓ -4.31%</td></tr><tr><td>Government</td><td>21.69%</td></tr><tr><td>Amarilla</td><td>↑ 22.21%</td></tr><tr><td>Carretera</td><td>↑ 23.01%</td></tr><tr><td>Montana</td><td>↑ 20.30%</td></tr><tr><td>Paseo</td><td>↑ 20.54%</td></tr><tr><td>Velo</td><td>↑ 22.48%</td></tr><tr><td>VTT</td><td>↑ 22.35%</td></tr><tr><td>Total</td><td>14.23%</td></tr></table>		Segment	Profit percent	Channel Partners	73.13%	Amarilla	↑ 72.43%	Carretera	↑ 73.68%	Montana	↑ 73.50%	Paseo	↑ 73.01%	Velo	↑ 73.40%	VTT	↑ 73.05%	Enterprise	-3.13%	Amarilla	↓ -3.60%	Carretera	↓ -6.95%	Montana	↓ -1.19%	Paseo	↓ -1.55%	Velo	↓ -2.37%	VTT	↓ -4.31%	Government	21.69%	Amarilla	↑ 22.21%	Carretera	↑ 23.01%	Montana	↑ 20.30%	Paseo	↑ 20.54%	Velo	↑ 22.48%	VTT	↑ 22.35%	Total	14.23%
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