

Filters

Year

- ☐ 2014
- ☐ 2015
- ☐ 2016

Quarter

- ☐ Qtr 1
- ☐ Qtr 2
- ☐ Qtr 3
- ☐ Qtr 4

Region

- ☐ Asia
- ☐ Europe
- ☐ North America

Sale Chanel

- ☐ Catalog
- ☐ Online
- ☐ Reseller
- ☐ Store

Product Class

- ☐ Deluxe
- ☐ Economy
- ☐ Regular

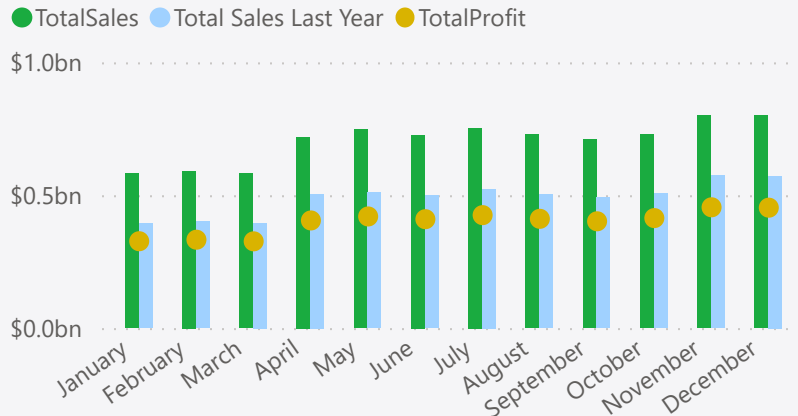
Product Category

- ☐ (Blank)
- ☐ Audio
- ☐ Cameras and camco...
- ☐ Cell phones
- ☐ Computers
- ☐ Music, Movies and ...
- ☐ TV and Video

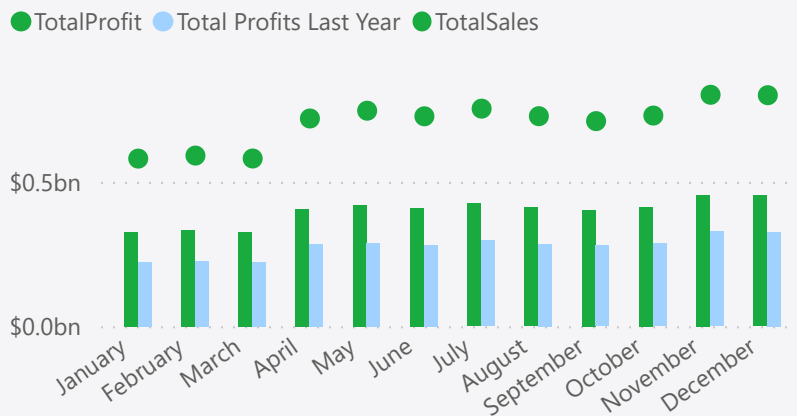
Sales Overview

Monthly Trends

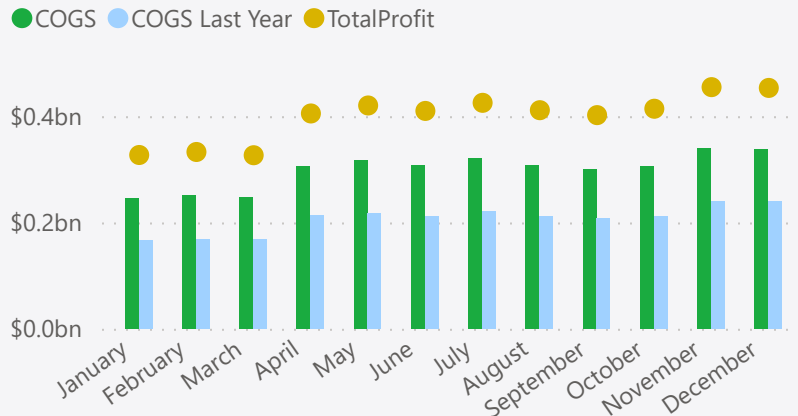
Sales vs Prior/Target by month



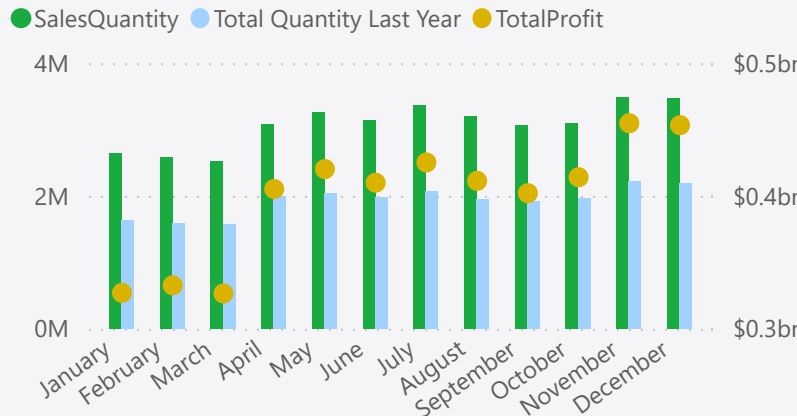
Profit vs Prior/Target by month



COGS vs Prior/Target by month



Quantity vs Prior/Target by month



KPIs

Sales YTD vs Prior/Target

\$800.09M✓
Prior: \$572.67M (+39.71%)

Profit YTD vs Prior/Target

\$453.25M✓
Prior: \$326.59M (+38.79%)

COGS YTD vs Prior/Target

\$338.41M✓
Prior: \$240.03M (+40.99%)

Quantity YTD vs Prior/Target

3,463K✓
Prior: 2198K (+57.59%)

Filters

Year

- ☐ 2014
☐ 2015
☐ 2016

Quarter

- ☐ Qtr 1
☐ Qtr 2
☐ Qtr 3
☐ Qtr 4

Region

- ☐ Asia
☐ Europe
☐ North America

Sale Chanel

- ☐ Catalog
☐ Online
☐ Reseller
☐ Store

Product Class

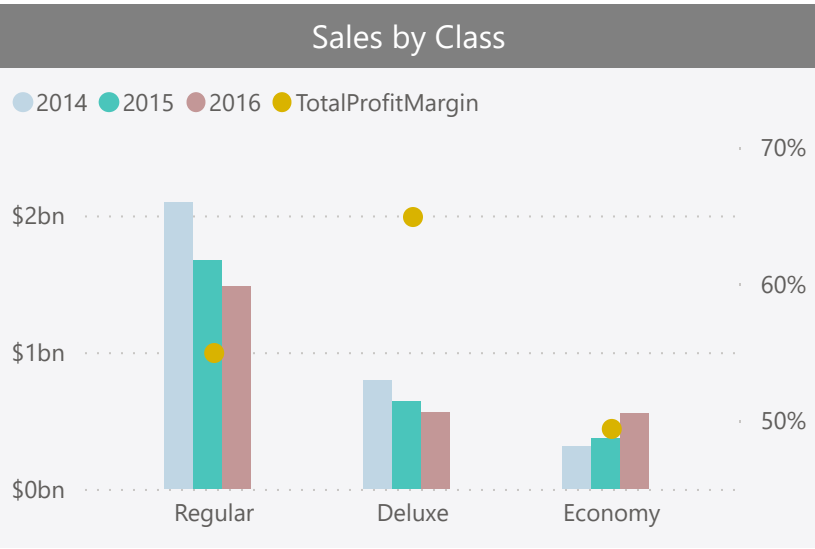
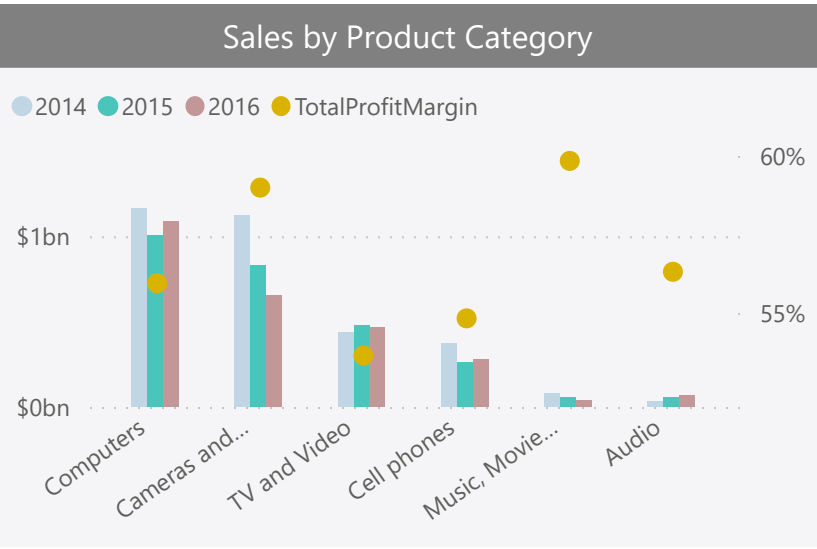
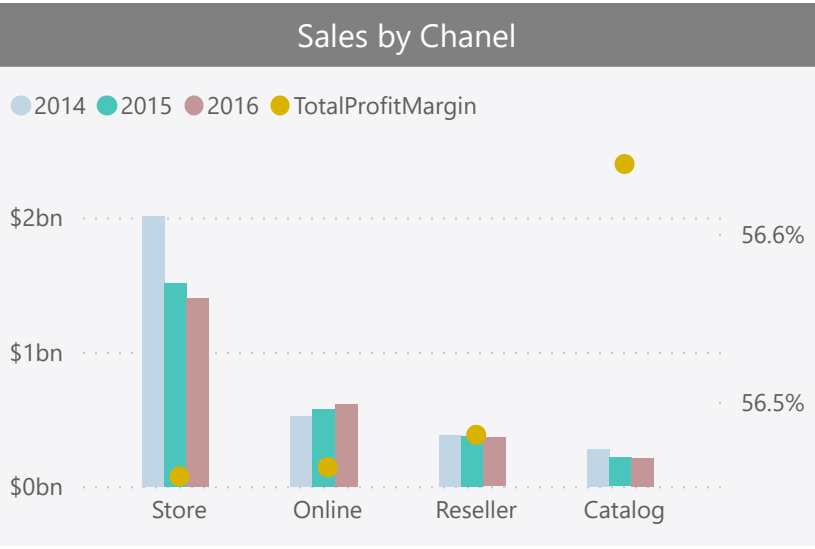
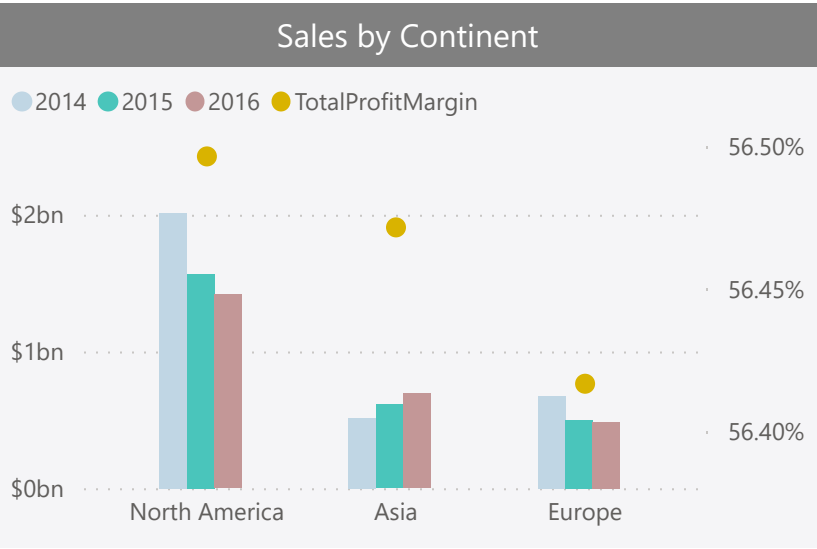
- ☐ Deluxe
☐ Economy
☐ Regular

Product Category

- ☐ (Blank)
☐ Audio
☐ Cameras and camco...
☐ Cell phones
☐ Computers
☐ Music, Movies and ...
☐ TV and Video

Sales Overview

Segment Trends



KPIs

Sales YTD vs Prior/Target

\$800.09M✓

Prior: \$572.67M (+39.71%)

Profit YTD vs Prior/Target

\$453.25M✓

Prior: \$326.59M (+38.79%)

COGS YTD vs Prior/Target

\$338.41M✓

Prior: \$240.03M (+40.99%)

Quantity YTD vs Prior/Target

3,463K✓

Prior: 2198K (+57.59%)

Filters

Year

- ☐ 2014
☐ 2015
☐ 2016

Quarter

- ☐ Qtr 1
☐ Qtr 2
☐ Qtr 3
☐ Qtr 4

Region

- ☐ Asia
☐ Europe
☐ North America

Sale Chanel

- ☐ Catalog
☐ Online
☐ Reseller
☐ Store

Product Class

- ☐ Deluxe
☐ Economy
☐ Regular

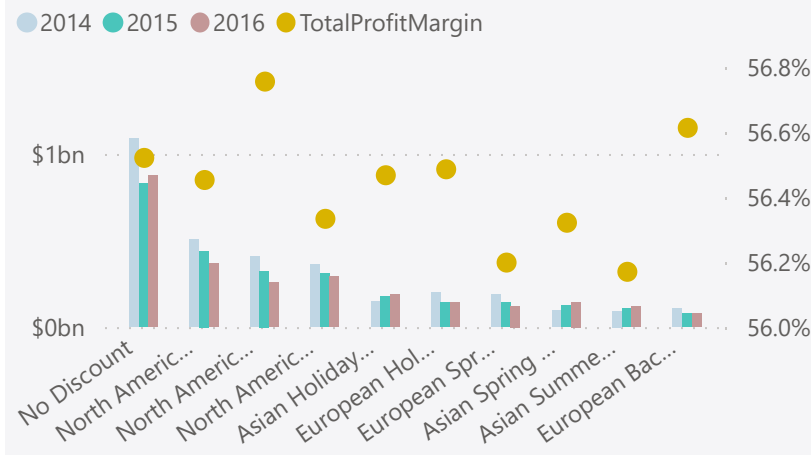
Product Category

- ☐ (Blank)
☐ Audio
☐ Cameras and camco...
☐ Cell phones
☐ Computers
☐ Music, Movies and ...
☐ TV and Video

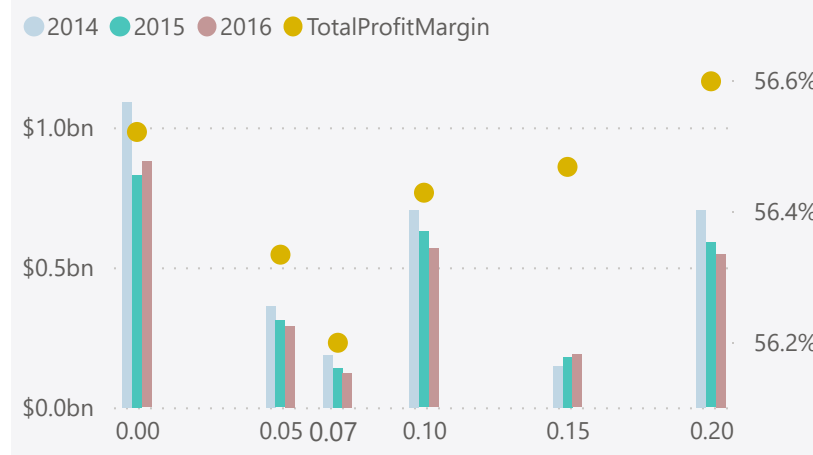
Sales Overview

Promotions and Returns

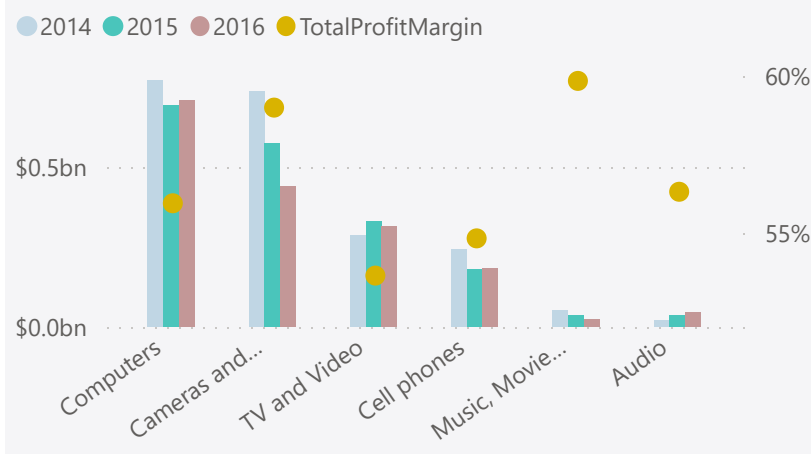
Total Sales by Promotional Campaign



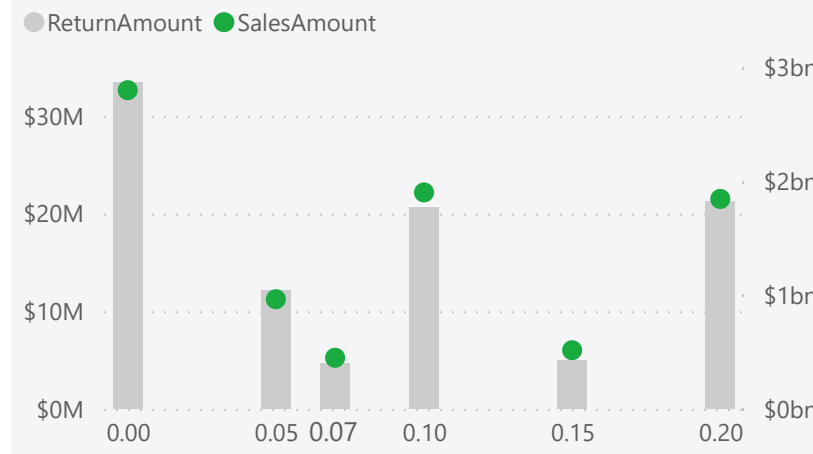
Total Sales by Discount Percent



Promotional Sales by Product Category



Sales vs Returns by Discount Percent



KPIs

Sales YTD vs Prior/Target

\$800.09M✓

Prior: \$572.67M (+39.71%)

Profit YTD vs Prior/Target

\$453.25M✓

Prior: \$326.59M (+38.79%)

COGS YTD vs Prior/Target

\$338.41M✓

Prior: \$240.03M (+40.99%)

Quantity YTD vs Prior/Target

3,463K✓

Prior: 2198K (+57.59%)