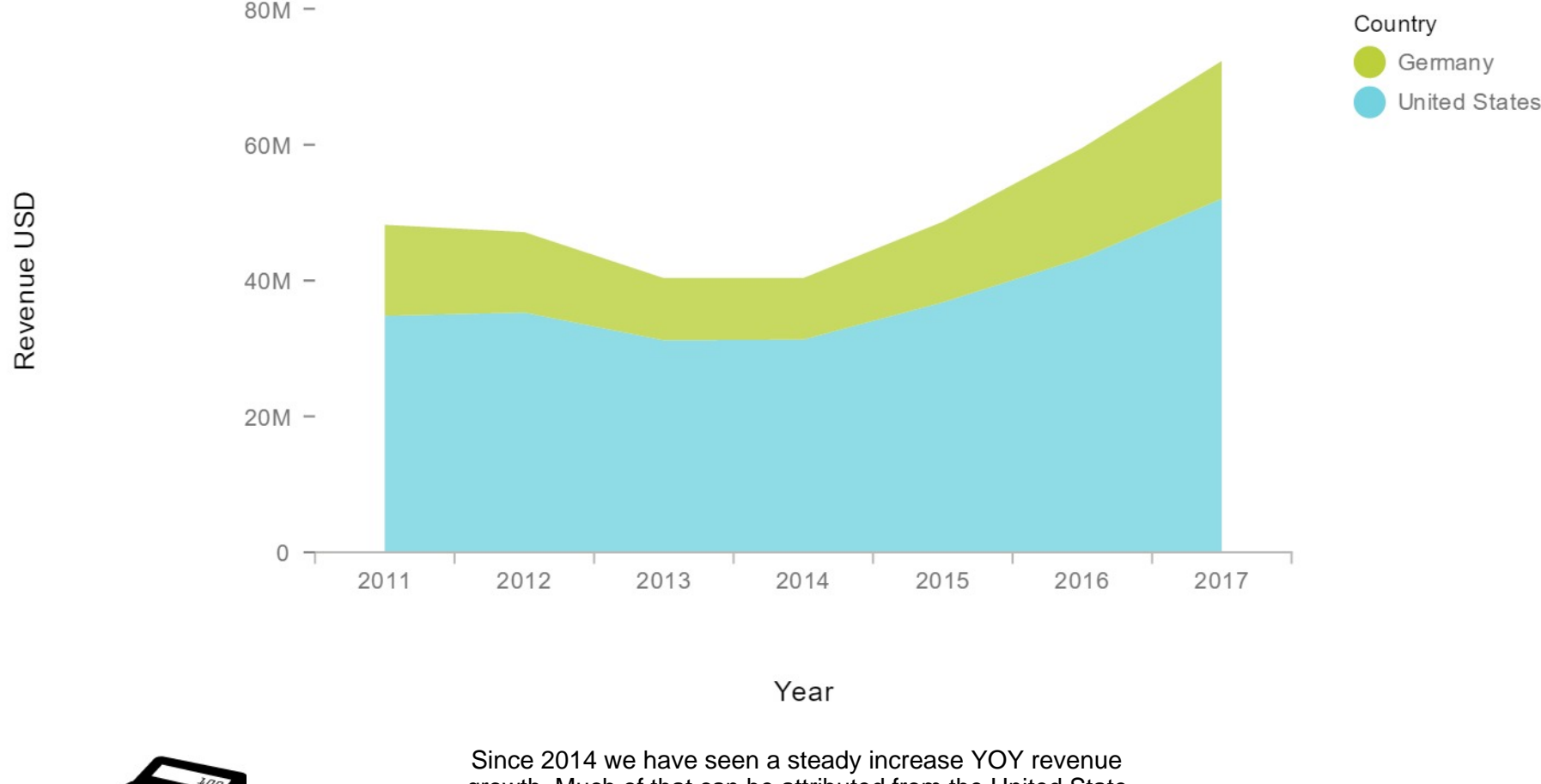


# GBI 2011-2017 Transaction Report

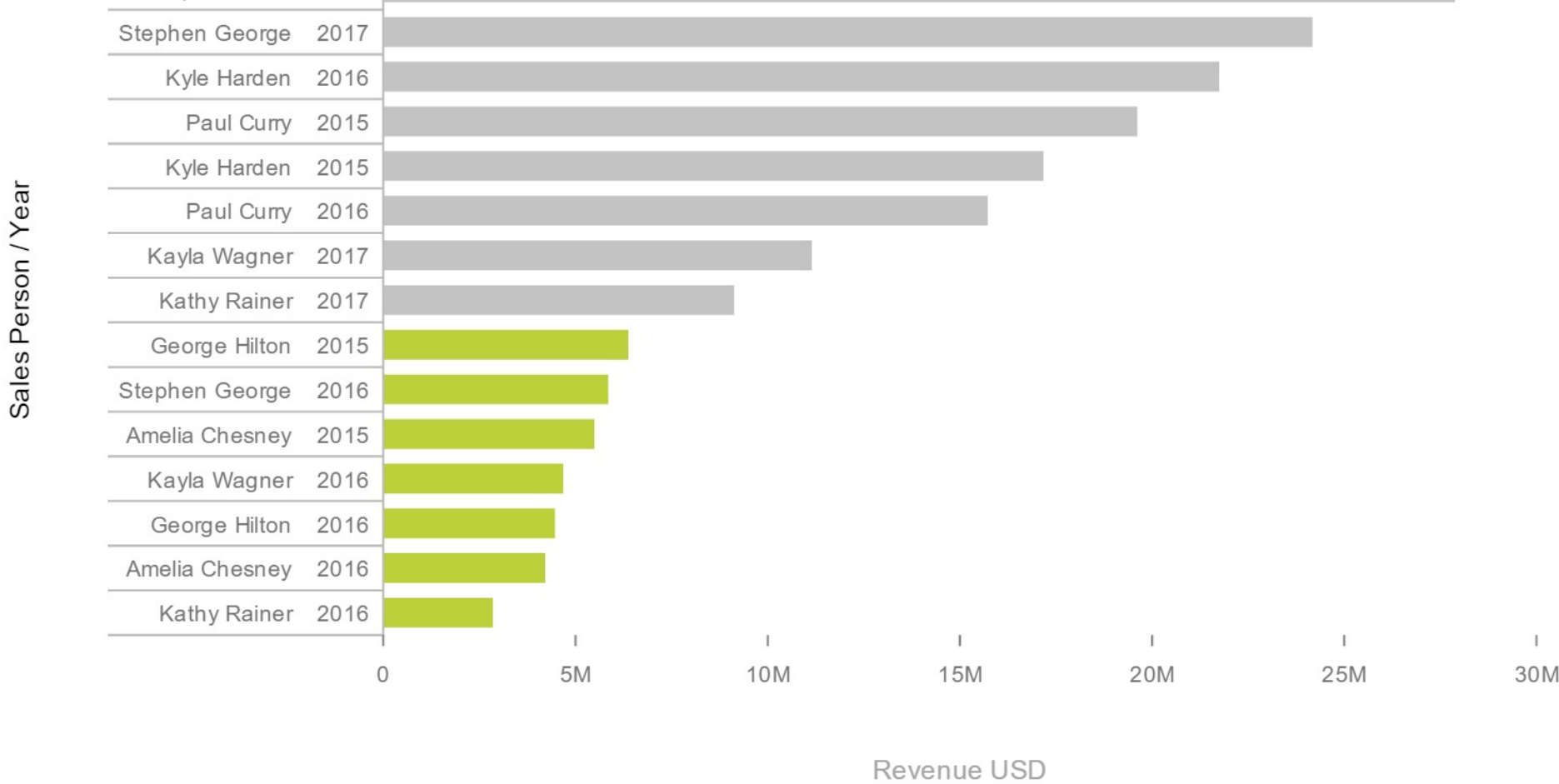


Revenue USD by Year and Country



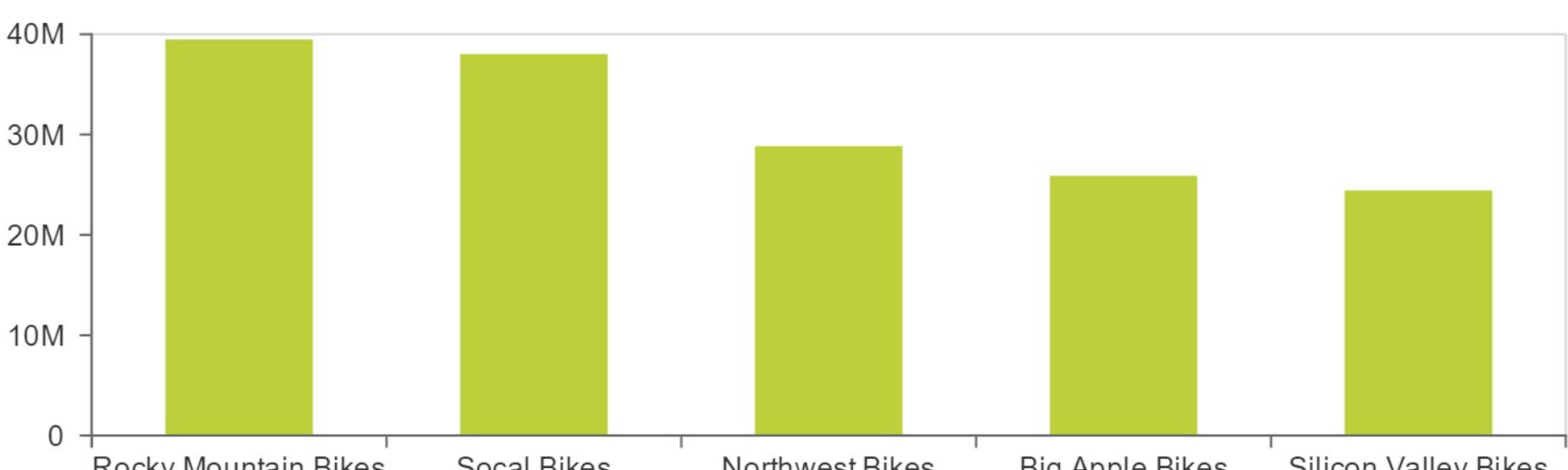
Since 2014 we have seen a steady increase YOY revenue growth. Much of that can be attributed from the United State market

Revenue USD by Sales Person and Year



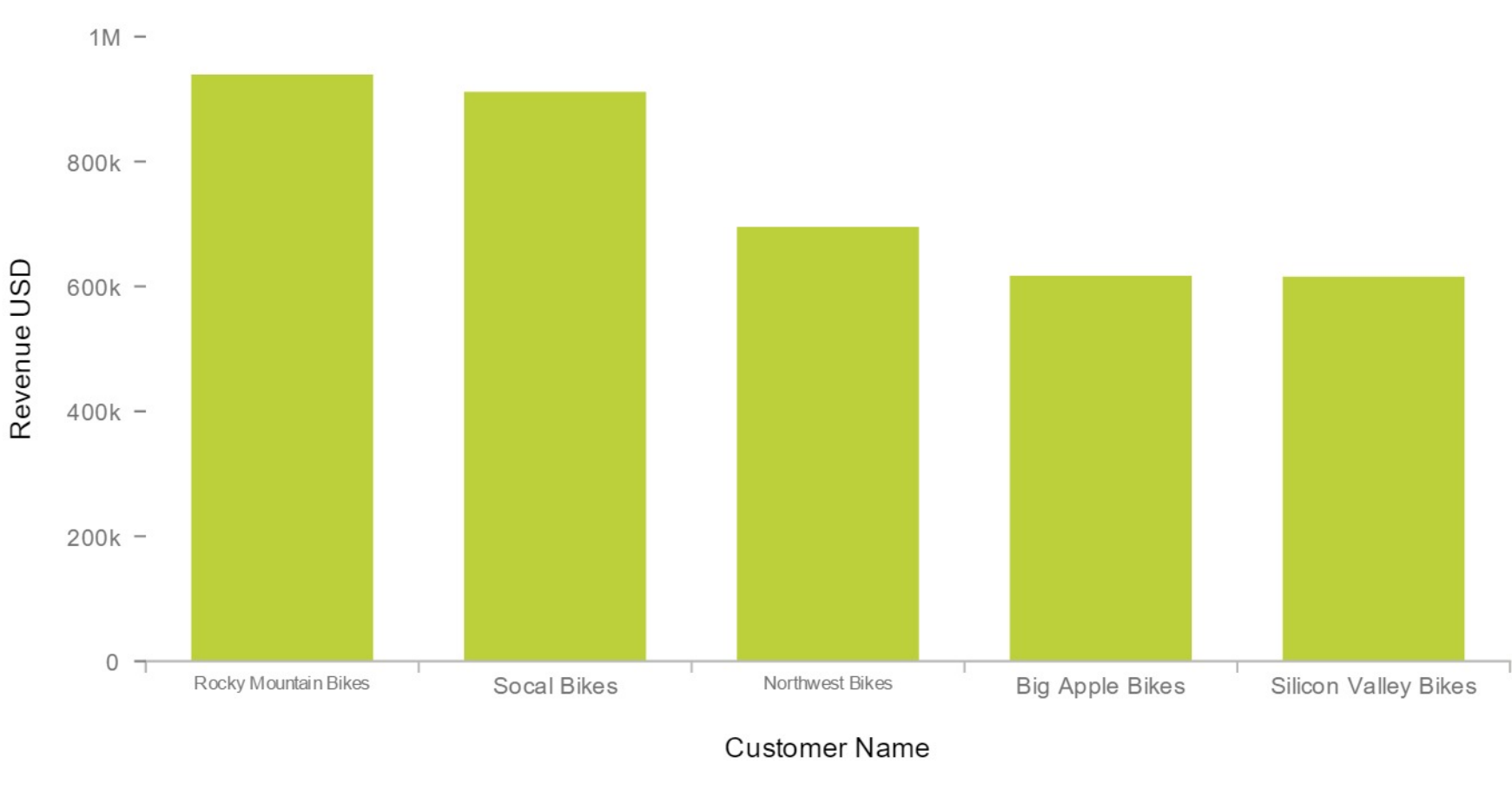
The bars that are highlight in green highlight are poorest performers in sales. George Hilton, Ameilia Chesney, and Kathy Rainer were our top 3 worst performers in a year that we saw significant revenue growth.

Bicycles Division: Revenue USD by Customer



For the Bicycle Division we find our largest customer to be Rocky Mountain Bikes followed by Social Bikes and Northwest Bikes

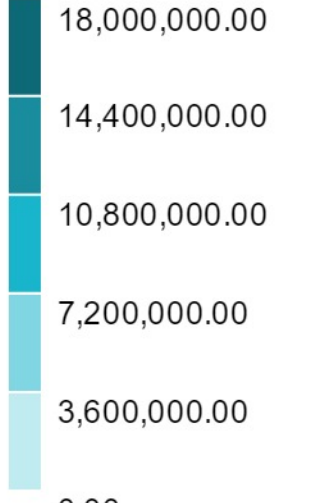
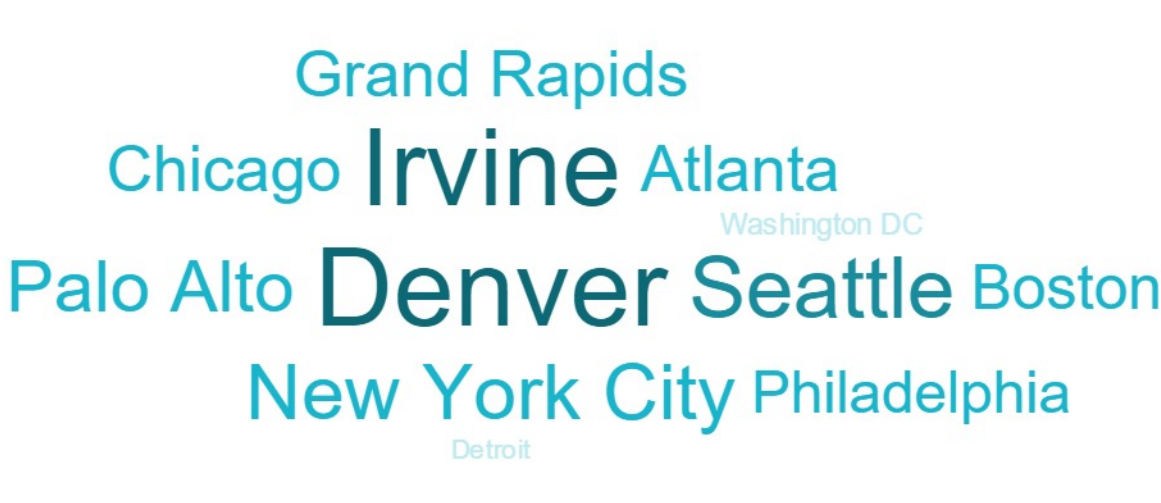
Accessories Division: Revenue USD by Customer



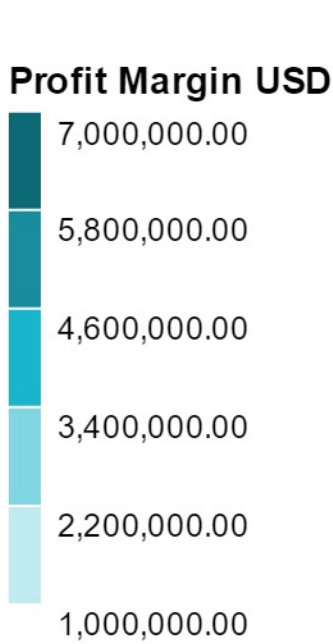
The top 5 customers are shown again for the Accessories Division. We find again that our 5 biggest customers for Bicycles are also the biggest for Accessories

## Revenue and Profit Margin by Country

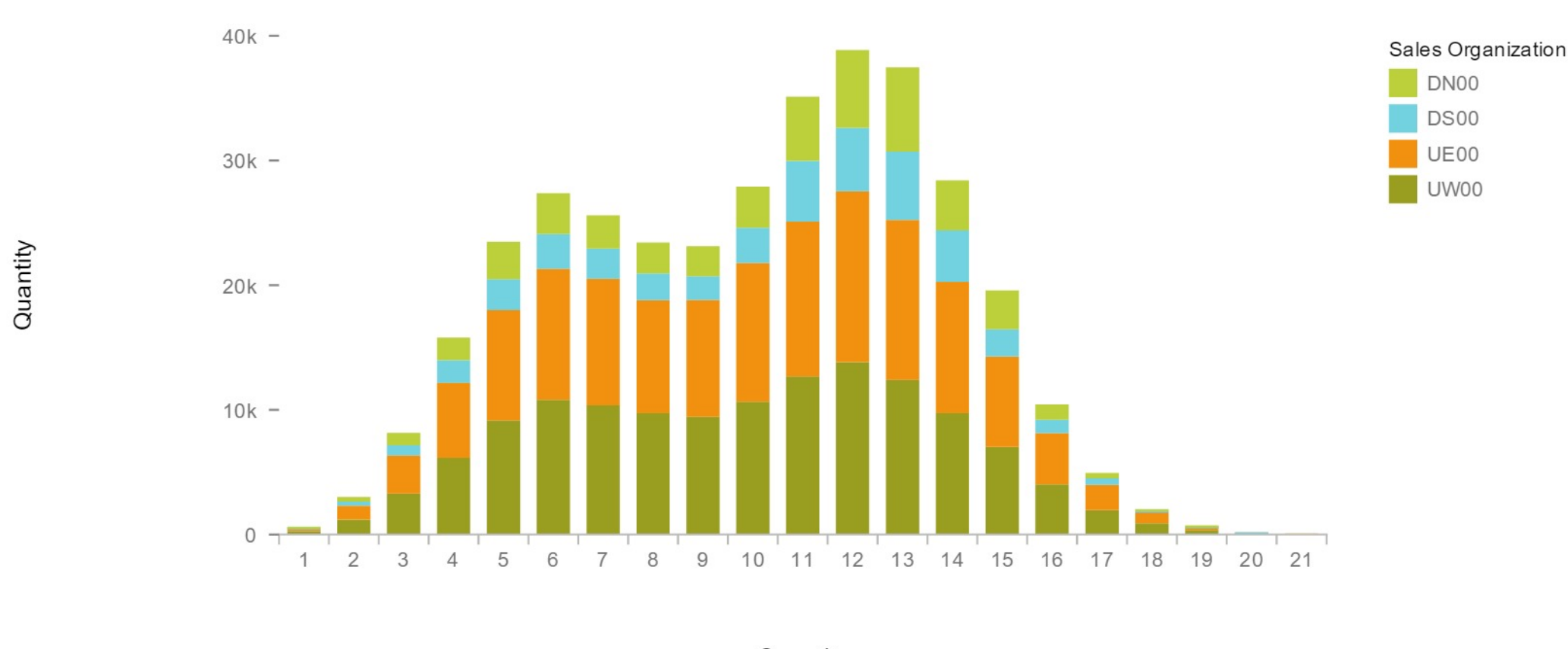
### United States



### Germany



Quantity by Quantity and Sales Organization



From this graph we find that sales organization UW00 and UE00 sell the most quantity with UW00 having the most quantity sold. We also find our distribution of quantity to be bimodal with peaks at 6 and 12. This indicates that our customers usually buy in packages of 6s.

Quantity by Material Master Description, Material Color and Quarter



## Average Order Fulfillment Time

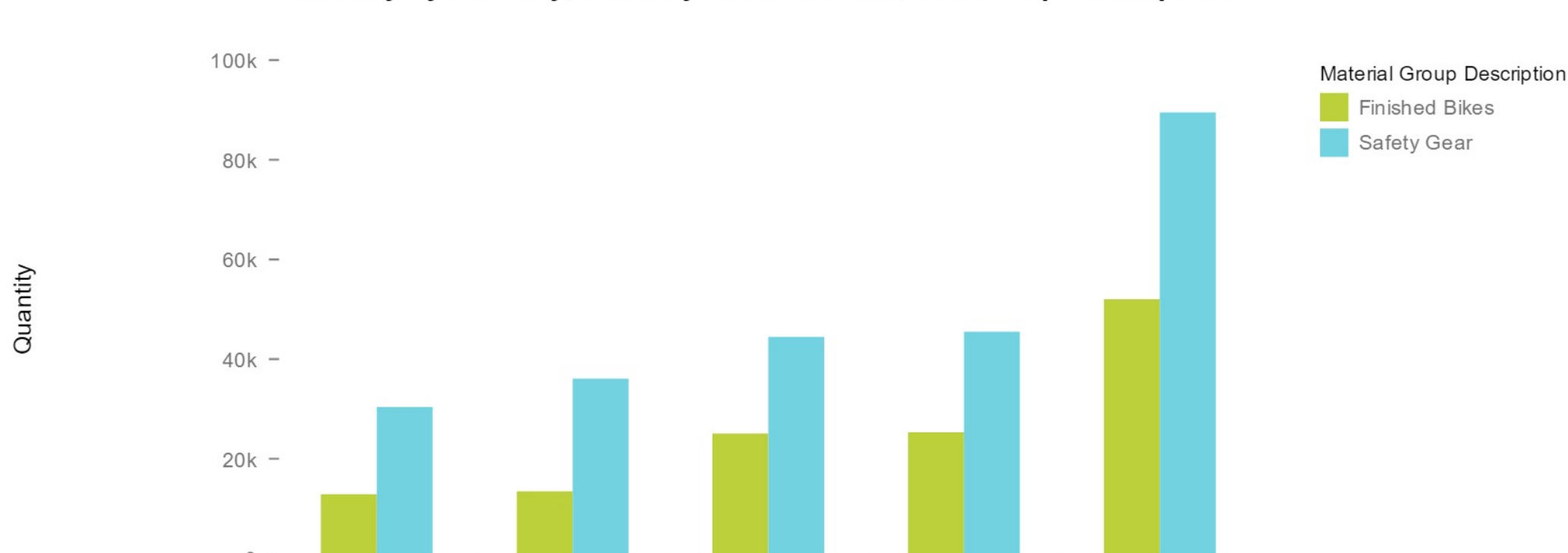
26.66 Days

Order Fulfillment by Sales Org Description

Sales Org Descri Measures			
Germany North	Germany South	United States East	United States West
Order Fulfillment	Order Fulfillment	Order Fulfillment	Order Fulfillment
26.70	26.63	26.67	26.65

## Plants Production

Quantity by Country, Delivery Plant and Material Group Description



SD00 Plant had the highest shipment of finished bikes and safety gears from 2011-2017 period. This plant produced 89,496 safety gears and 52,020 finished bikes in 7 year period

