



Order Details

Territory

All

Group

All

Year

- ☐ 2011
- ☐ 2012
- ☐ 2013
- ☐ 2014

Category

- Accessories
- Bikes
- Clothing
- Components

31K

Orders

\$110M

Total Sales

\$10M

Total Tax

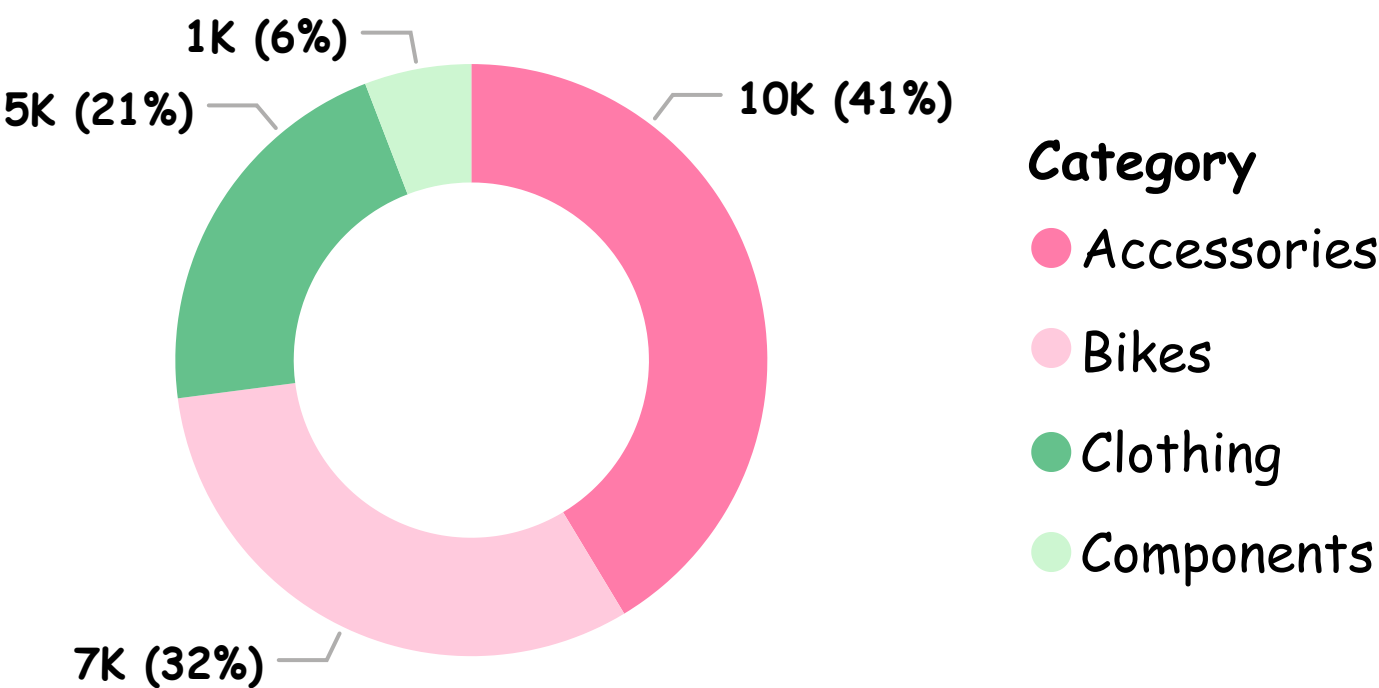
\$3M

Total Freight

\$123M

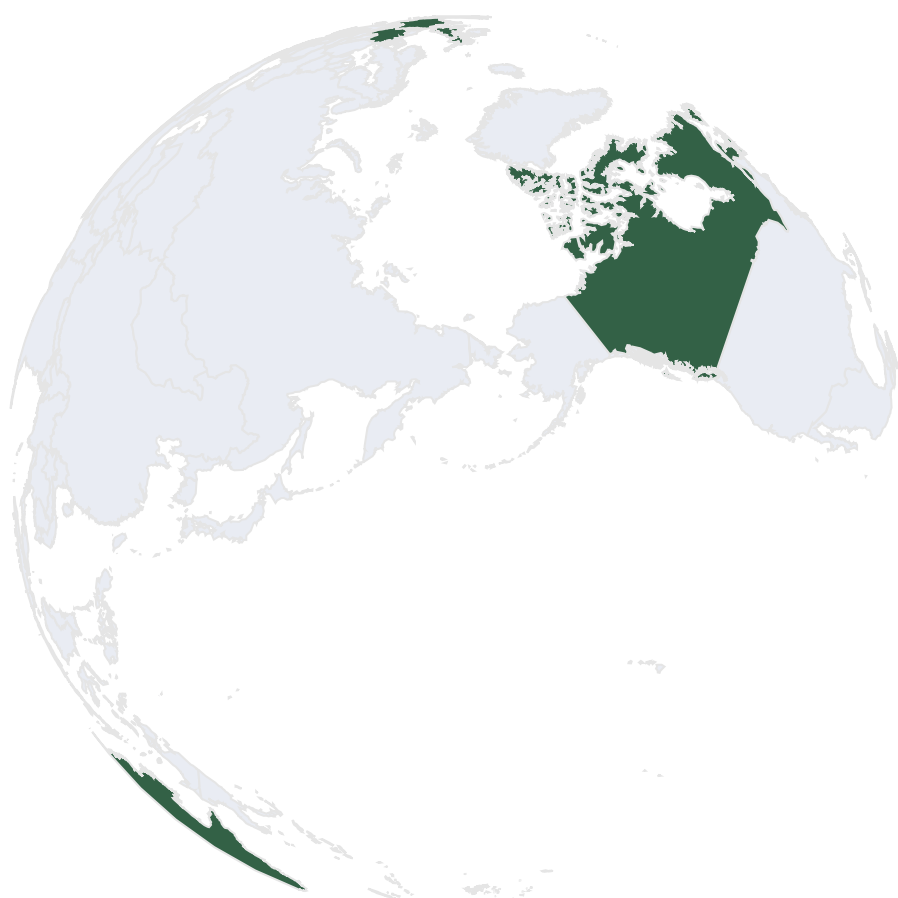
Total Due

Number of Orders by Category

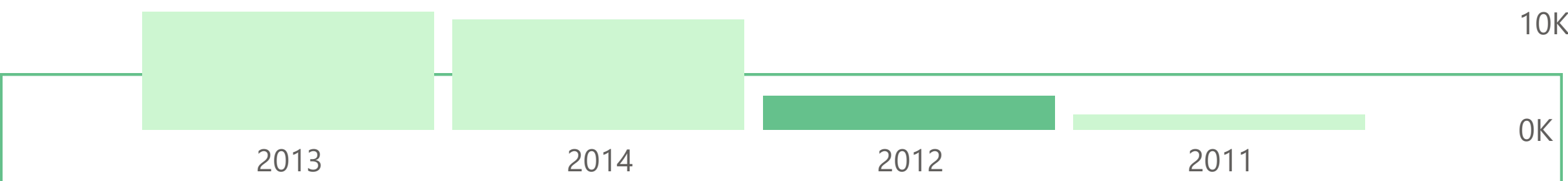
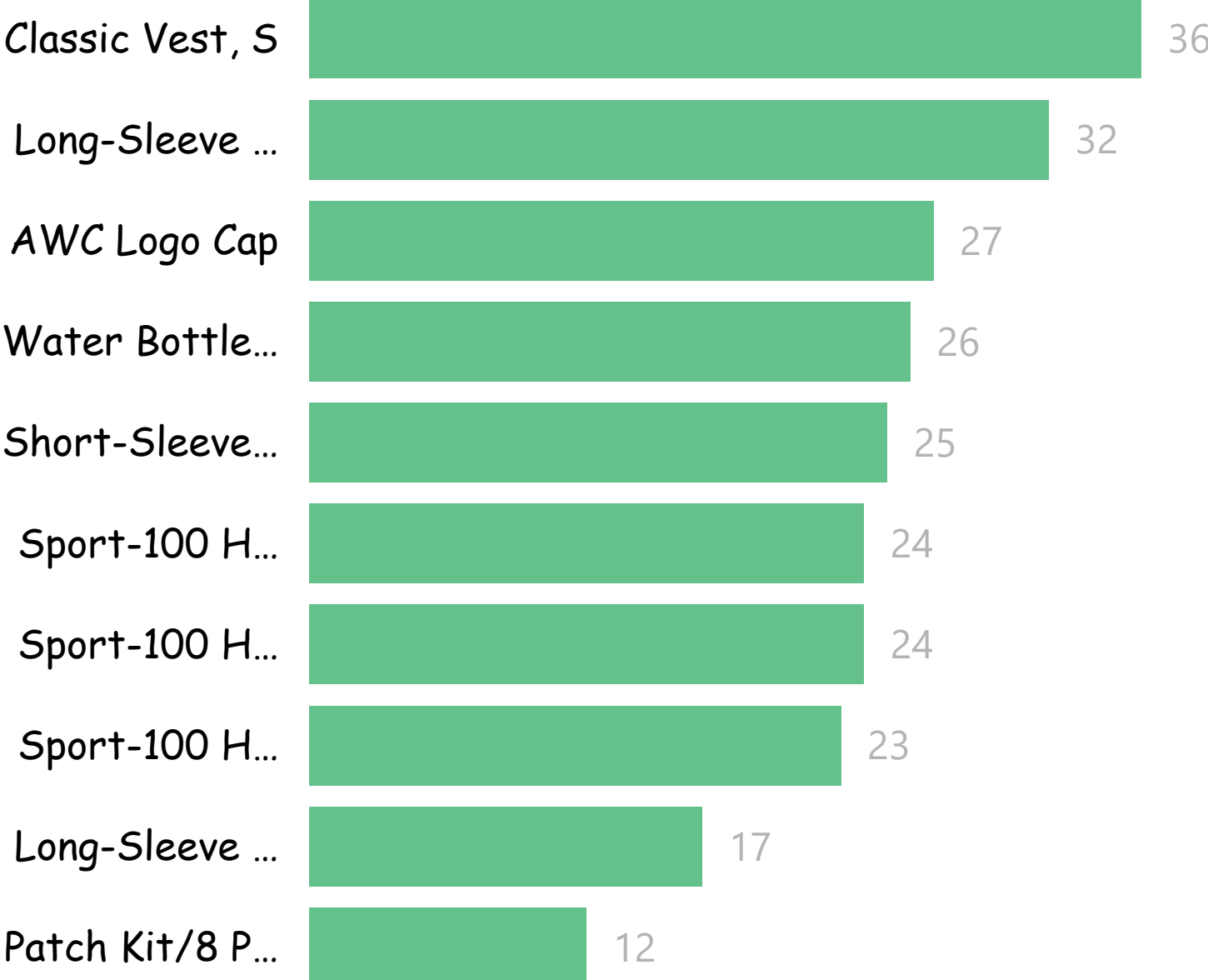


RegionCode

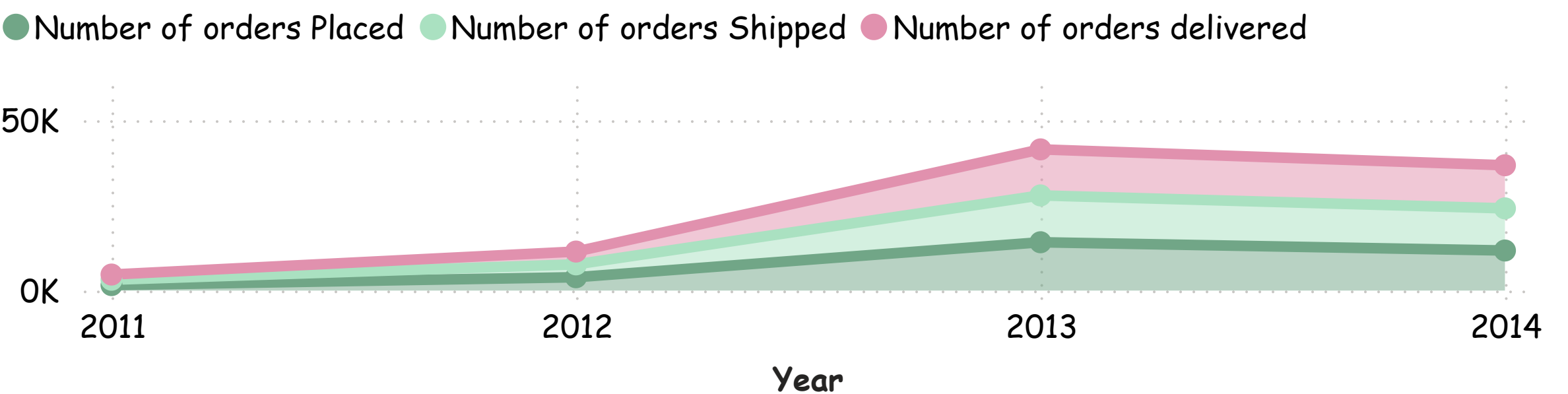
- ☐ AU
- ☐ CA
- ☐ DE
- ☐ FR
- ☐ GB
- ☐ US

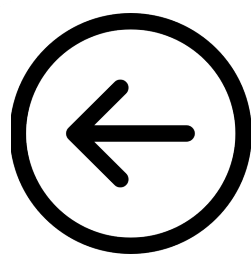


The 10 Most In-Demand Products



Number of Order over Time





Territory

All

Status

All

Year

- ☐ 2011
- ☐ 2012
- ☐ 2013
- ☐ 2014

Category

Accessories

Bikes

Clothing

Components

31K

Orders

\$110M

Total Sales

\$123M

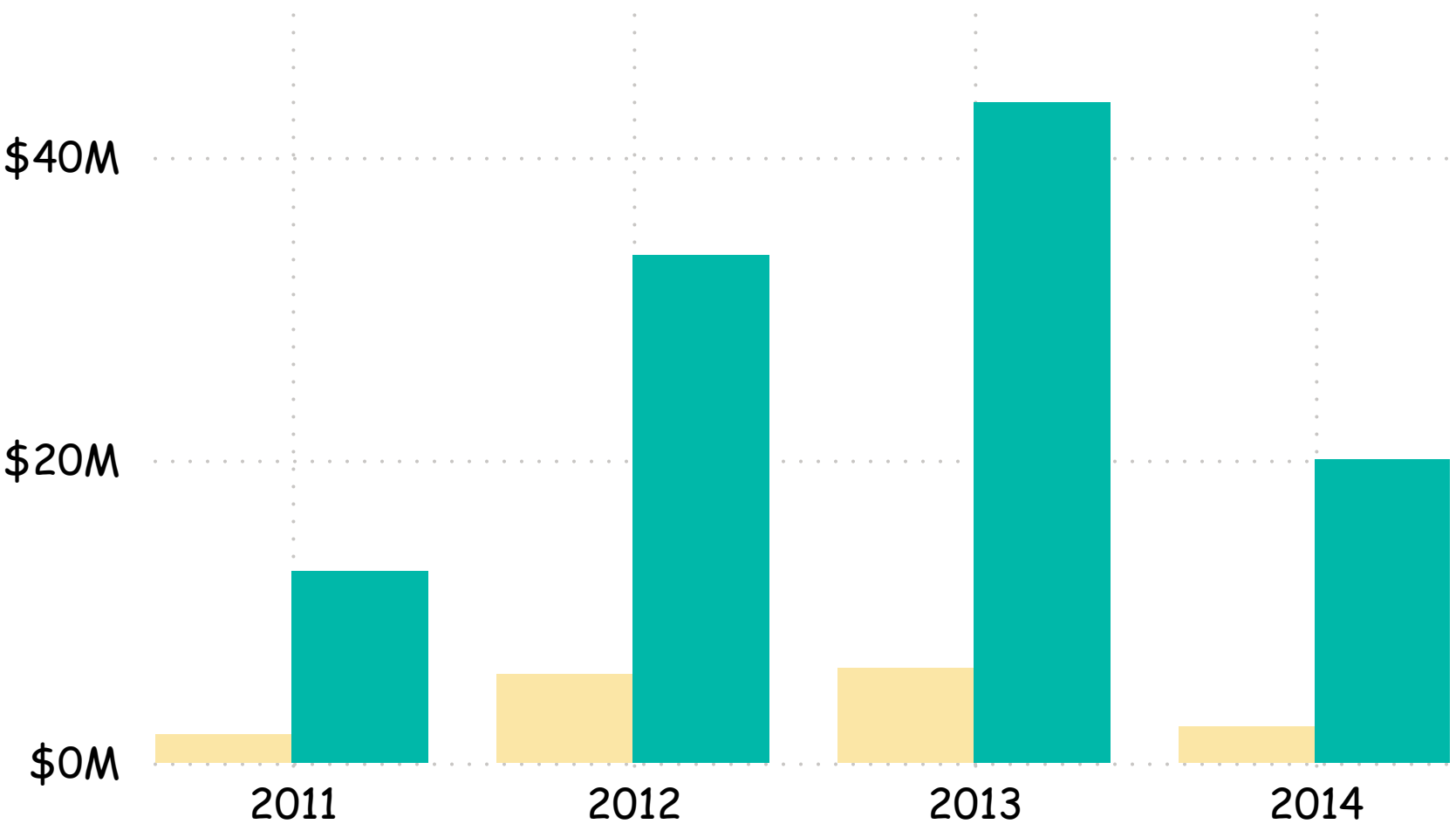
Total Due

16M

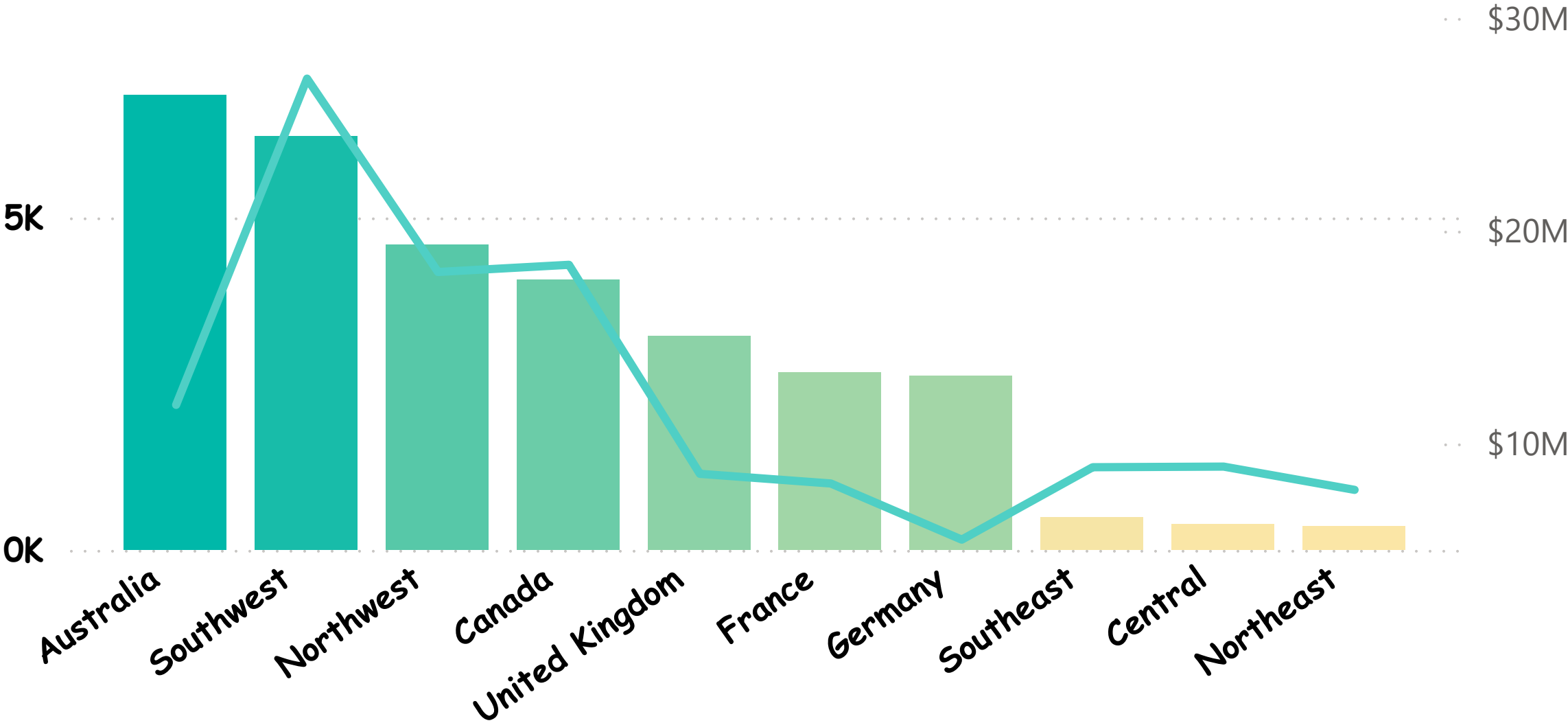
Canada Sales

Total Revenue: Canada vs Territories

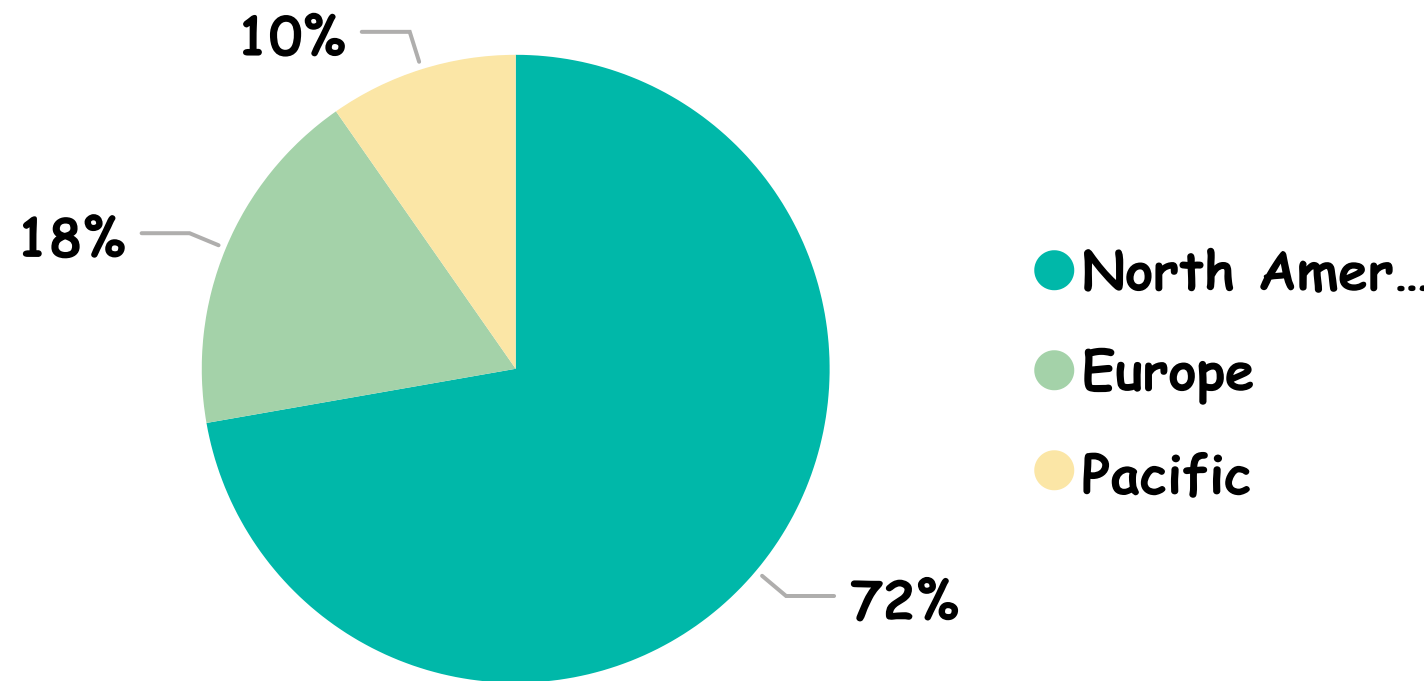
Canada Sales Total Sales



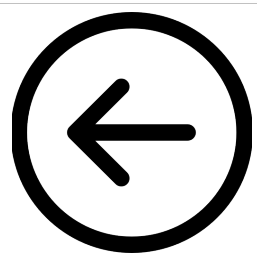
Orders and Total Due per Territory



Sales Percentage per Territory Group



| Year | 2011 | | 2012 | |
|-----------|--------------|-------------------|--------------|-------------------|
| Territory | Canada Sales | Territories Sales | Canada Sales | Territories Sales |
| Australia | | 1,532,156.31 | | 2,124,783.18 |
| Canada | 1,874,382.42 | 1,874,382.42 | 5,861,057.47 | 5,861,057.47 |
| Central | | 1,000,360.59 | | 2,958,558.29 |
| France | | 213,817.76 | | 1,557,152.94 |
| Germany | | 246,860.54 | | 550,070.74 |
| Northeast | | 626,625.69 | | 2,903,111.40 |
| Northwest | | 2,336,872.90 | | 4,735,144.20 |
| Southeast | | 1,640,390.01 | | 2,963,713.47 |
| Southwest | | 2,807,317.37 | | 8,288,853.90 |
| Total | 1,874,382.42 | 12,641,672.21 | 5,861,057.47 | 33,524,301.32 |



Territory

All

Status

All

Year

☐ 2011

☐ 2012

☐ 2013

☐ 2014

Category

Clothing

682

Orders

\$156K

Total Sales

\$15K

Total Tax

\$176K

Total Due

Number of orders vs Sales Revenue per Product Category



Monthly Sales Revenue by Product

| Product | Aug | Dec | Jan | Jul | Jun |
|-----------------|----------|---------|---------|----------|----------|
| Classic Vest, S | \$10,278 | \$8,767 | \$9,431 | \$16,199 | \$17,374 |
| Total | \$10,278 | \$8,767 | \$9,431 | \$16,199 | \$17,374 |

Product Orders by Territory

| Category | Australia | Canada | Central | France | Germany | Northeast | Northwest | Southeast | Southwest | United Kingdom |
|------------|-----------|--------|---------|--------|---------|-----------|-----------|-----------|-----------|----------------|
| ☐ Clothing | 37 | 93 | 48 | 42 | 38 | 44 | 45 | 41 | 87 | 39 |
| Total | 37 | 93 | 48 | 42 | 38 | 44 | 45 | 41 | 87 | 39 |



Group

All



Category

All



121K

Order Details

\$110M

Total Sales

\$123M

Total Due

Year

All



Territory

All



Order Details

| OrderID | Number of Orders | Category | Subcategory | Product | ShipMethod | FullName | Total Tax |
|---------|------------------|-------------|-----------------|-------------------------------|-------------------|-----------------------|--------------|
| 43659 | 1 | Accessories | Helmets | Sport-100 Helmet, Blue | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$8 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 42 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$194 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 44 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$582 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 48 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$194 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Silver, 38 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$196 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Silver, 42 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$196 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Silver, 44 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$391 |
| 43659 | 1 | Bikes | Mountain Bikes | Mountain-100 Silver, 48 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$196 |
| 43659 | 1 | Clothing | Caps | AWC Logo Cap | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$1 |
| 43659 | 1 | Clothing | Jerseys | Long-Sleeve Logo Jersey, M | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$8 |
| 43659 | 1 | Clothing | Jerseys | Long-Sleeve Logo Jersey, XL | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$3 |
| 43659 | 1 | Clothing | Socks | Mountain Bike Socks, M | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$3 |
| 43660 | 1 | Bikes | Road Bikes | Road-450 Red, 52 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$84 |
| 43660 | 1 | Bikes | Road Bikes | Road-650 Red, 44 | CARGO TRANSPORT 5 | Tsvi Michael. Reiter | \$40 |
| 43661 | 1 | Accessories | Helmets | Sport-100 Helmet, Black | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$10 |
| 43661 | 1 | Accessories | Helmets | Sport-100 Helmet, Blue | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$4 |
| 43661 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 38 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$585 |
| 43661 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 42 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$781 |
| 43661 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 44 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$390 |
| 43661 | 1 | Bikes | Mountain Bikes | Mountain-100 Black, 48 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$390 |
| 43661 | 1 | Bikes | Mountain Bikes | Mountain-100 Silver, 44 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$393 |
| 43661 | 1 | Clothing | Caps | AWC Logo Cap | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$2 |
| 43661 | 1 | Clothing | Jerseys | Long-Sleeve Logo Jersey, L | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$11 |
| 43661 | 1 | Clothing | Jerseys | Long-Sleeve Logo Jersey, XL | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$6 |
| 43661 | 1 | Components | Mountain Frames | HL Mountain Frame - Black, 38 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$138 |
| 43661 | 1 | Components | Mountain Frames | HL Mountain Frame - Black, 42 | CARGO TRANSPORT 5 | José Edvaldo. Saraiva | \$69 |
| Total | 31465 | | | | | | \$10,186,974 |