SALES DATA SAMPLE ANALYSIS Page 2 Report ~ Monday Ochedi **TOTAL SALES** Sales Trend by Year, Quarter and Month **Country With Most Revenue** USA 3.63M 1.1M 10.03M 1.0M 0.5M 0.5M Sales Across Dealsize 0.3M 0.2M 0.2M 0.3M **AVERAGE ORDER** 0.3M 0.3M 0.1M **QUANTITY PER ORDER** Jan 2003 Jul 2003 Jan 2004 Jul 2004 Jan 2005 0.16K (5.56%) — 35 1.38K (49.03%) Average Sales Per Order (Top 5 Customers) Total Sales Revenue By Year **DEALSIZE** 4.7K 4.7M Medium 4.2K 4.2K 4.2K 4.1K **AVERAGE PRICE PER** Small 3.5M **PRODUCT SOLD** Large 1.8M 1.43M 1.28K (45.41%) Super Scale Mini Caravy La Corne **Royale Belge** Muscle 2003 2004 2005 **Machine Inc** Inc. D'abondan... ORDERDATE 1/6/2003 Total Sales By Productline **Products With Highest Sales** Top 3 Customers With Highest-Value Orders **Euro Shopping Channel** Mini Gifts Distributors L... 5/31/2005 **Classic Cars Vintage Cars** 1.9M 607 Motorcycles 1.2M 331 PRODUCTLINE. PRODUCTCO... Trucks and ... 1.1M Classic Cars **Planes** 1.0M 654.86K Motorcycles Ships 0.7M Australian Collectors, Co. Planes Trains 0.2M 912.29K 201.00K

SALES DATA SAMPLE ANALYSIS Page 1 Report ~ Monday Ochedi **Ordered Quantity Variation By TOTAL SALES** Relationship Between DealSize & Productline Shipping Statuses Effect on Sales Region (Top 7 Countries) **DEALSIZE** • Large • Medium • Small 10.03M 9.3M 2.4M USA 1.0K **AVERAGE ORDER QUANTITY PER ORDER** 0.3K Spain 0.2M 0.2M 0.1M 0.1M 35 Cancelled On Hold Disputed Resolved In Process France 0.3K 1.1M **Quantity Ordered Distribution AVERAGE PRICE PER** 0.8M 0.8M **PRODUCT SOLD** Australia 0.2K 0.48M 0.6M 1.43M 0.4M 0.7M 0.1K 0.3M 0.1M 0.1M 0.00M 0.01M 0.00M Trucks and Buses Vintage Cars Motorcycles ORDERDATE 50 100 1/6/2003 QUANTITYORDERED Finland 5/31/2005 Comparison Of MSRP & SALES by Productline ● Sum of MSRP ● Sum of SALES Most Popular Product Ordered (Quantity) Most Delayed Orders by Territories (Country) 3.9M PRODUCTLINE. PRODUCTCO... **COUNTRY** Sweden USA 1.9M 1.2M 1.1M Classic Cars 1.0M Classic Cars 967 Motorcycles On Hold 0.03M 0.15M Planes

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SALES DATA SAMPLE ANALYSIS

~ Monday Ochedi

REPORT

Total Sales Amounted to 10.03M Average Order Quantity Per Order Amounted to 35 Average Price Per Product Sold 1.43M

Country With The Most Revenue Was USA With 3.63M

CLASSIC CARS was the Most Popular Product whose Quantity was most Ordered at 967 orders

AVERAGE SALES PER ORDER ranged from 4,119.52 to 4,674.83.; Where Super Scale Inc. had the highest with 4,674.83 and was 13.48% higher than Muscle Machine Inc, which had the lowest (5th Ranking) at 4,119.52.

Sum of SALES trended down, resulting in a 49.06% decrease between 2003 and 2005, dropping from 3,516,979.54 to 1,791,486.71 during its steepest decline between 2 years

Classic Cars had the highest SALES with 967 sales accounting for 50.76% and was 192.15% higher than Motorcycles, which recorded as the 3rd highest SALES with 331 sales.

DEALSIZE Medium had the highest total SALES at 6,087,432.24, followed by DEALSIZE Small at 2,643,077.35 and DEALSIZE Large at 1,302,119.26. Classic Cars in DEALSIZE Medium made up 24.22% of the Total SALES.

USA had the most delayed orders making up 85.33% of SALES that were delayed, being 126,458.77 higher than Sweden

MSRP and SALES are positively correlated with each other.

Classic Cars accounted for 40.77% of Manufacturer Suggested Retail Price (MSRP), when the SALES were 3,803,687 higher than MSRP.

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