



\$24.9M

REVENUE

\$10.5M

PROFIT

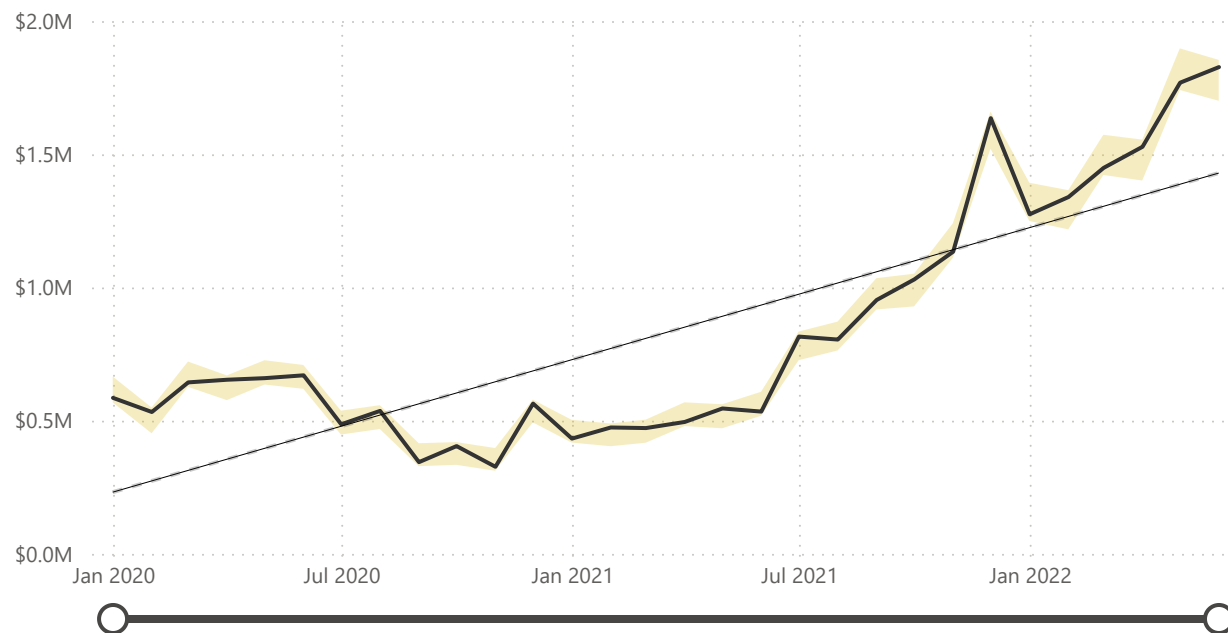
25.2K

ORDERS

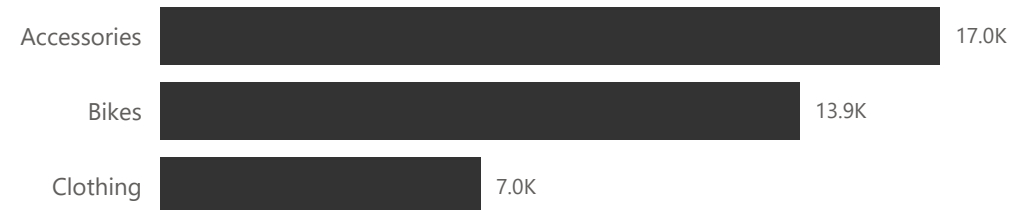
2.2%

RETURN RATE

Revenue Trending



Orders by Category



Top 10 Products

	Orders	Revenue	Return %
Water Bottle - 30 oz.	3,983	\$39,755	1.95%
Patch Kit/8 Patches	2,952	\$13,506	1.61%
Mountain Tire Tube	2,846	\$28,333	1.64%
Road Tire Tube	2,173	\$17,265	1.55%
Sport-100 Helmet, Red	2,099	\$73,444	3.33%
AWC Logo Cap	2,062	\$35,882	1.11%
Sport-100 Helmet, Blue	1,995	\$67,120	3.31%
Fender Set - Mountain	1,975	\$87,041	1.36%
Sport-100 Helmet, Black	1,940	\$65,270	2.68%
Mountain Bottle Cage	1,896	\$38,062	2.02%

Monthly Revenue

\$1.83M✓

Prev Month: \$1.77M (+3.31%)

Monthly Orders

2,146!

Prev Month: 2165 (-0.88%)

Monthly Returns

166✓

Prev Month: 169 (+1.78%)

Most Ordered Product Type:

Tires and Tubes

Most Returned Product Type:

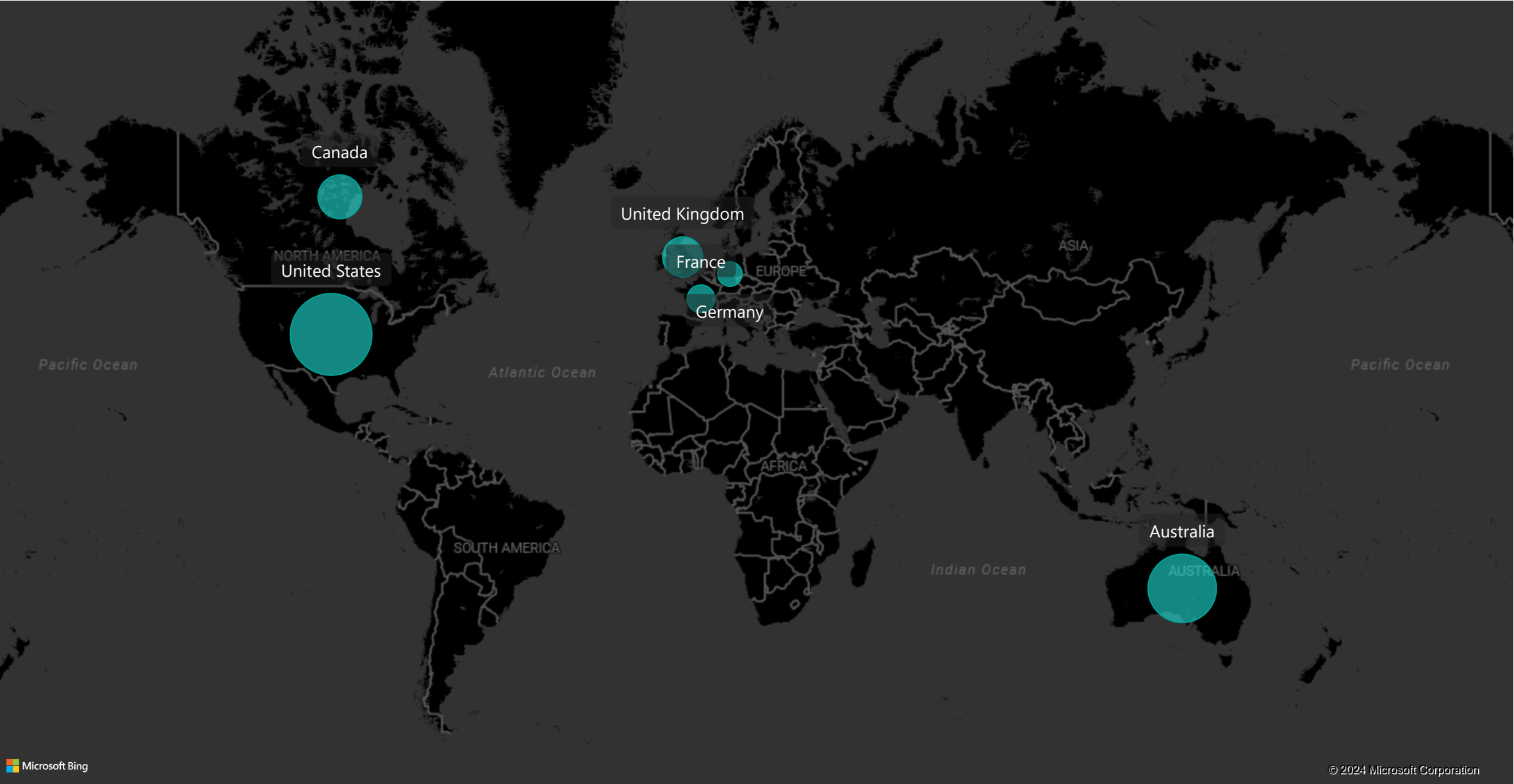
Shorts

Select all

Europe

North America

Pacific



Selected Product:

Water Bottle -  
30 oz.

Monthly Orders vs. Target



Monthly Revenue vs. Target



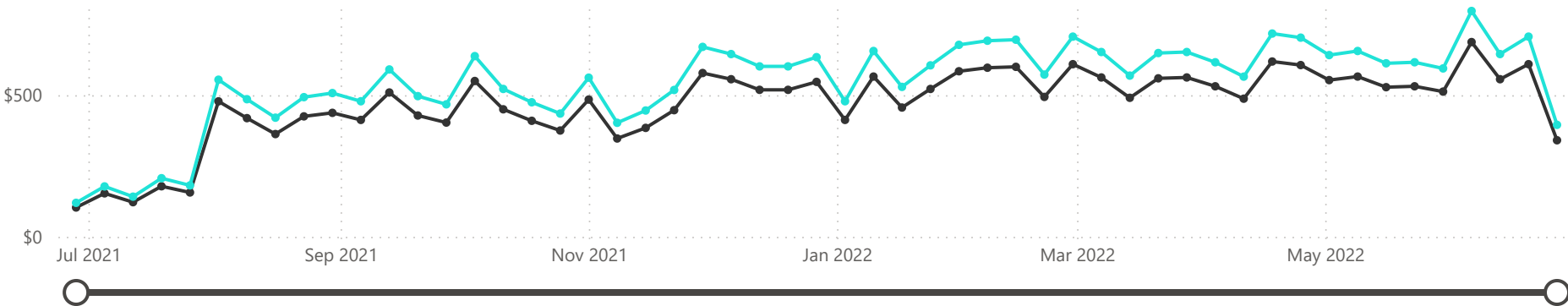
Monthly Profit vs. Target



Price Adjustment (%)

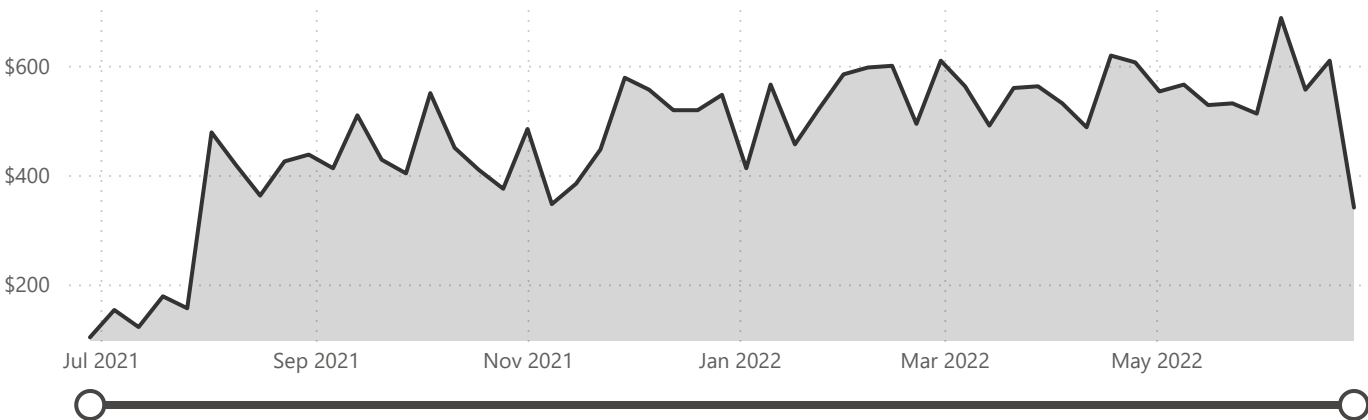
0.10

● Total Profit ● Adjusted Profit



Product Metric Selecti...

- ☐ Orders
- ☐ Revenue
- ☒ Profit
- ☐ Returns
- ☐ Return %



Report Summary

Total orders for Water Bottle - 30 oz. were 404

Adjusted Profit (230.30% increase) and Total Profit (230.30% increase) both trended up between Monday, June 28, 2021 and Monday, June 27, 2022.

Profit experienced the longest period



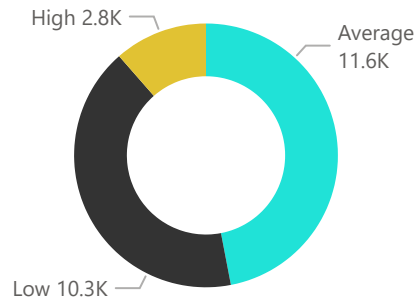
# 17.4K

UNIQUE CUSTOMERS

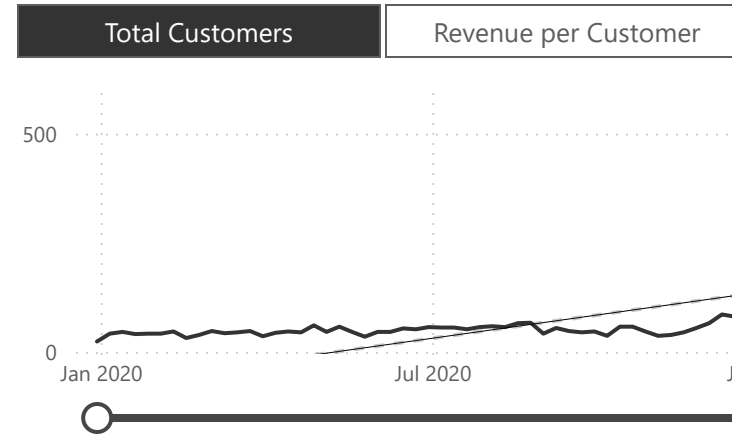
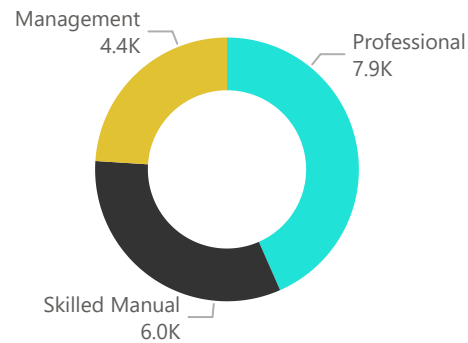
# \$1,431

REVENUE PER CUSTOMER

Orders by Income Level



Orders by Occupation



Top 100 Customers

Customer Key	Full Name	Orders	Revenue
11433	Mr. Maurice Shan	6	\$12,408
11439	Mrs. Janet Munoz	6	\$12,015
11241	Mrs. Lisa Cai	7	\$11,330
11417	Mrs. Lacey Zheng	7	\$11,086
11420	Mr. Jordan Turner	7	\$11,022
11242	Mr. Larry Munoz	7	\$10,852
13263	Mrs. Kate Anand	4	\$10,437
12655	Mr. Larry Vazquez	4	\$10,395
11425	Mrs. Ariana Gray	6	\$10,391
12631	Mr. Clarence Gao	4	\$10,332
12650	Mr. Aaron Wright	4	\$10,329
13405	Mr. Ethan Bryant	4	\$10,309
11429	Mr. Marco Lopez	6	\$10,290
12632	Mrs. Bonnie Nath	4	\$10,283
11245	Mr. Ricky Vazquez	4	\$10,166
11237	Mr. Clarence Anand	4	\$10,065
11428	Mrs. Deanna Perez	4	\$9,762
11427	Mrs. Desiree Dominguez	4	\$9,718
Total		1,272	\$6,15,329

Year

2020

2022

Top Customer (by Revenue):

## Mr. Maurice Shan

Orders:

# 6

Revenue:

# \$12.4K



Among customers in skilled manual roles in 2022, Ruben Suarez drove the most revenue at \$4,683

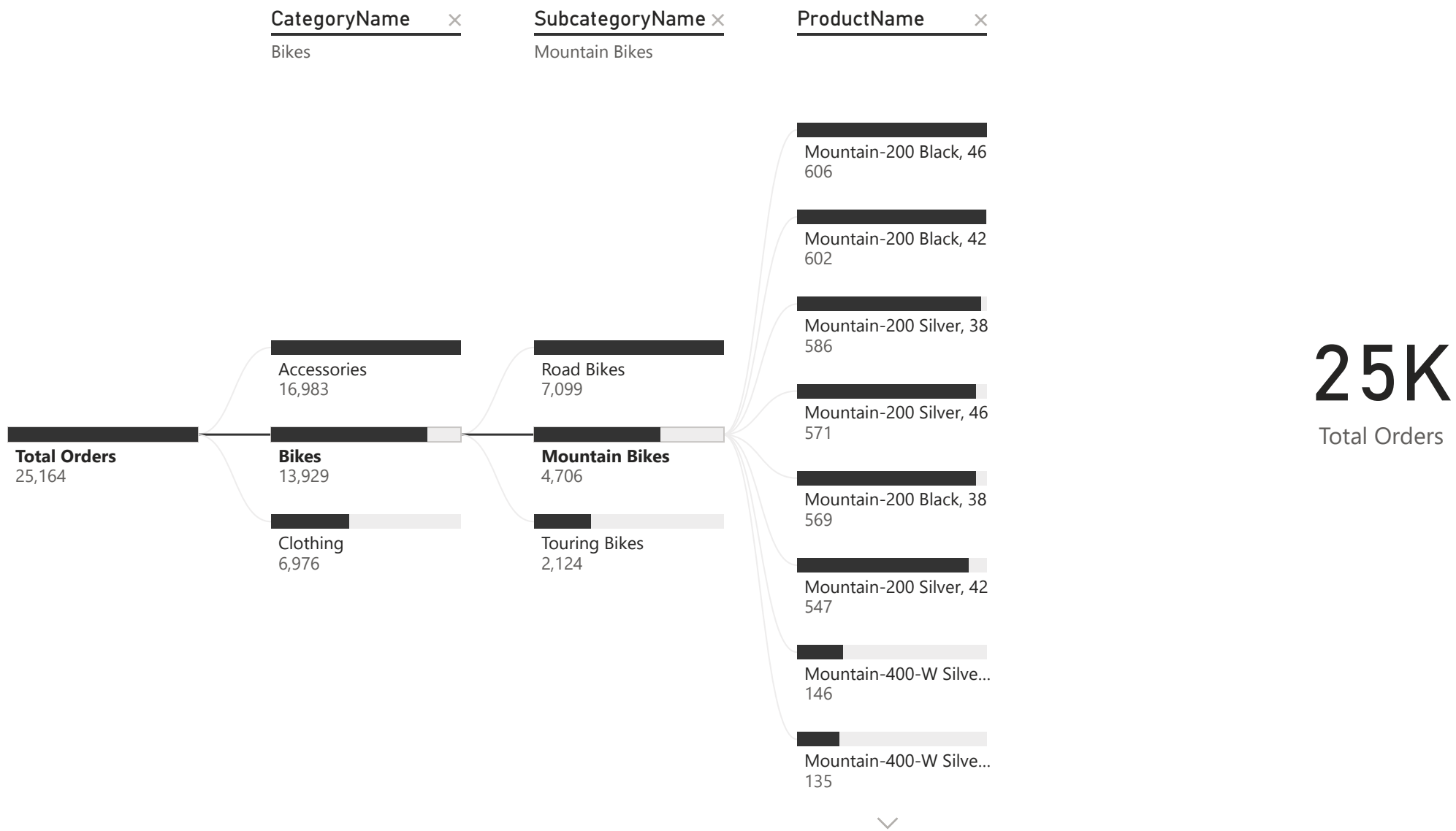


Orders by month



CategoryName    Total Orders

<b>Accessories</b>	<b>16,983</b>
<b>Bikes</b>	<b>13,929</b>
Black	5,062
Blue	1,263
Red	1,912
Silver	2,562
Yellow	3,130
<b>Clothing</b>	<b>6,976</b>
<b>Total</b>	<b>25,164</b>



Total Orders  
25,164

Accessories  
16,983

Bikes  
13,929

Clothing  
6,976

Road Bikes  
7,099

Mountain Bikes  
4,706

Touring Bikes  
2,124

Mountain-200 Black, 46  
606

Mountain-200 Black, 42  
602

Mountain-200 Silver, 38  
586

Mountain-200 Silver, 46  
571

Mountain-200 Black, 38  
569

Mountain-200 Silver, 42  
547

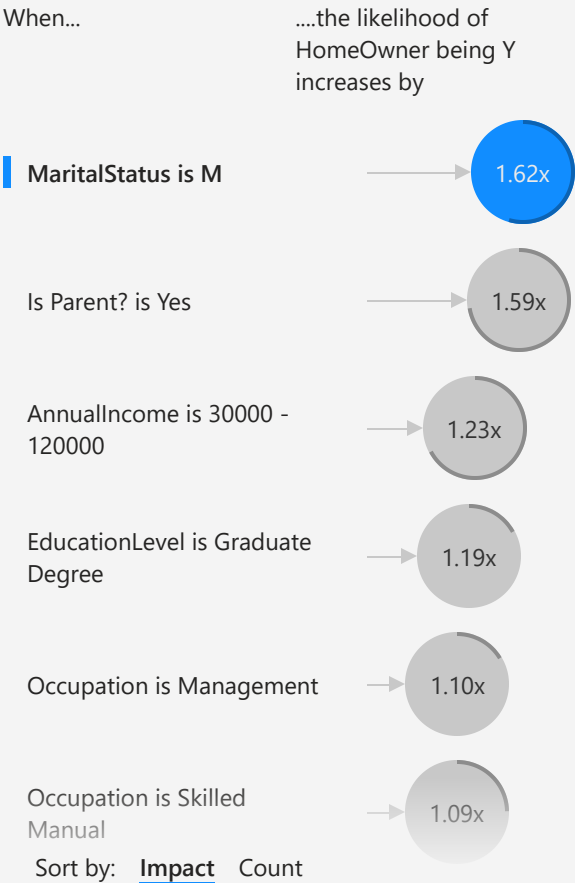
Mountain-400-W Silve...  
146

Mountain-400-W Silve...  
135

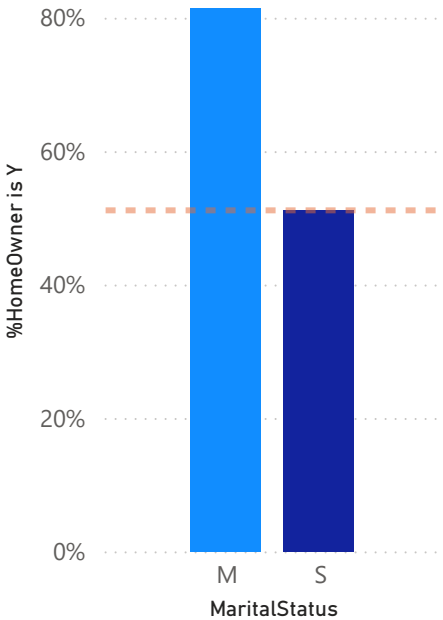
Key influencers Top segments



What influences HomeOwner to be Y ?



← HomeOwner is more likely to be Y when MaritalStatus is M than otherwise (on average).

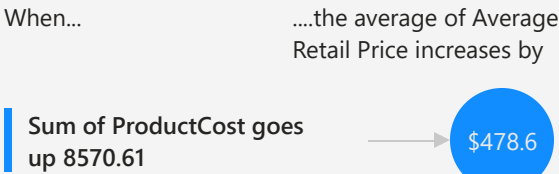


☐ Only show values that are influencers

Key influencers Top segments



What influences Average Retail Price to Increase ?



← On average when Sum of ProductCost increases, Average Retail Price also increases.

