

Financial Report

1. Overall Financial Performance

"In 2013, total revenue was \$26.4 million, led by the US with \$27.3 million, followed by Canada, France, and Germany. The Enterprise segment had a -4.78% net profit margin, indicating losses. In the first two months of 2014, Small Business segment cash inflow was \$5.96 million. "

2. Revenue Breakdown

Revenue Breakdown: **By Market Segment:** - Enterprise: revenue not specified, net profit margin -4.78% in 2013 - Small Business: \$5,962,867.50 in Jan-Feb 2014 **By Country:** - United States: \$27,300,000 - Canada: revenue not specified - France: revenue not specified - Germany: revenue not specified - Mexico: lowest revenue among listed countries, amount not specified **By Product:** - Carreerta: no cost of goods sold information available for 2013-2014, revenue not specified **Trends and Insights:** - The United States generated the most revenue in 2013 - Small Business segment saw significant cash inflow in early 2014 - Enterprise segment experienced losses in 2013 - No information available on product-level revenue and discounts

3. Expense Analysis

In 2013, total revenue was \$26,415,255.51, led by the US (\$27.3 million), with Canada, France, and Germany following. The Enterprise segment reported losses (-4.78% net profit margin). In 2014's first two months, the Small Business segment saw \$5,962,867.50 in sales.

4. Profit Margins

Gross profit margins not available due to missing cost of goods sold data. Net profit margins: 2013 - US 11.45%, Canada 8.23%, France 7.34%, Germany 6.18%, Mexico -4.19%, Enterprise segment -4.78%, Small Business 11.51%. 2014 (Jan-Feb) Small Business 21.19% with limited data, no comparable data for other segments.

5. Key Financial Ratios

Gross profit margins vary by segment, with Enterprise incurring losses at -4.78% net profit margin in 2013. Small Business saw a \$5.96 million cash inflow in the first two months of 2014, but costs for Carretera product are unknown, hindering full profitability assessment.

6. Conclusion and Outlook

Total revenue in 2013 was \$26.4 million, led by the United States with \$27.3 million, followed by Canada, France, and Germany. The Enterprise segment reported a net loss of 4.78%. Small Business saw \$5.96 million in cash inflow in the first two months of 2014.

