

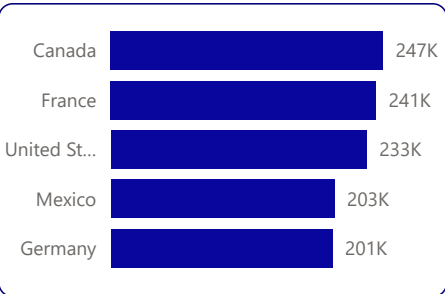
FestMan Stores

FINANCIAL ANALYSIS REPORT

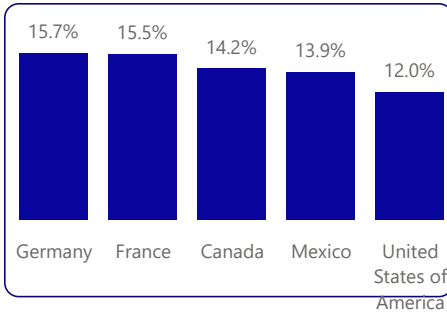
Key Performance Indicators

<div>Sales Current vs Prior Year</div> <div>92,311,095✓</div> <div>Last Year: 26,415,256 (+249.46%)</div>	<div>Orders Current vs Prior Year</div> <div>861,132✓</div> <div>Last Year: 264,674 (+225.36%)</div>	<div>Profit Current vs Prior Year</div> <div>13,015,238✓</div> <div>Last Year: 3,878,465 (+235.58%)</div>	<div>Profit Margin Current vs Prior Year</div> <div>14.1%! </div> <div>Last Year: 14.7% (-3.97%)</div>	<div>Discounts Current vs Prior Year</div> <div>7,059,717✓</div> <div>Last Year: 2,145,531 (+229.04%)</div>
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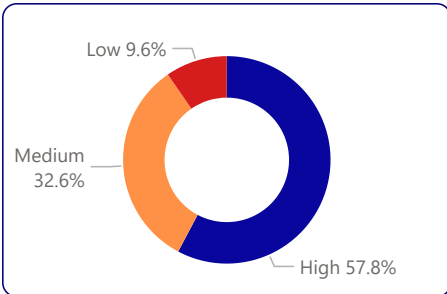
Orders by Country



Profit Margin by Country



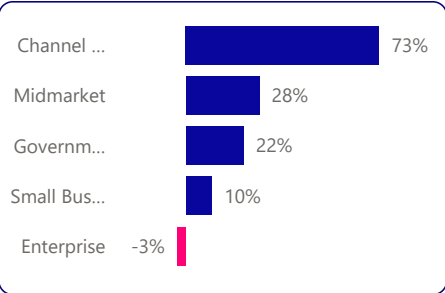
% of Discount by Discount Band



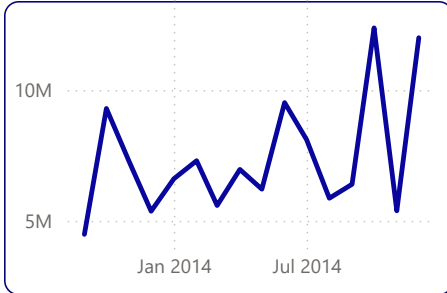
Profit Margin by Segment and Products

Segment	Profit Margin
Small Business	9.77%
VTT	10.51%
Velo	6.73%
Paseo	10.71%
Montana	11.14%
Carretera	8.90%
Amarilla	8.86%
Midmarket	27.71%
VTT	27.33%
Velo	25.96%
Paseo	28.50%
Montana	28.90%
Carretera	27.90%
Amarilla	25.58%
Government	21.69%
VTT	22.35%
Velo	22.48%
Paseo	20.54%
Total	14.23%

Profit Margin by Segment



Sales by Year and Month



Top 3 Products by Sales Amount

