



Company
Sales



Sales
Analysis



Company
Products



Sales
Forecast



Adventure Works Sale Analysis

Sales
29M

Orders
27K

Products
115

Customers
18K

Countries
6

Year, Quarter, Month, Day

2005

SalesTerritoryGroup

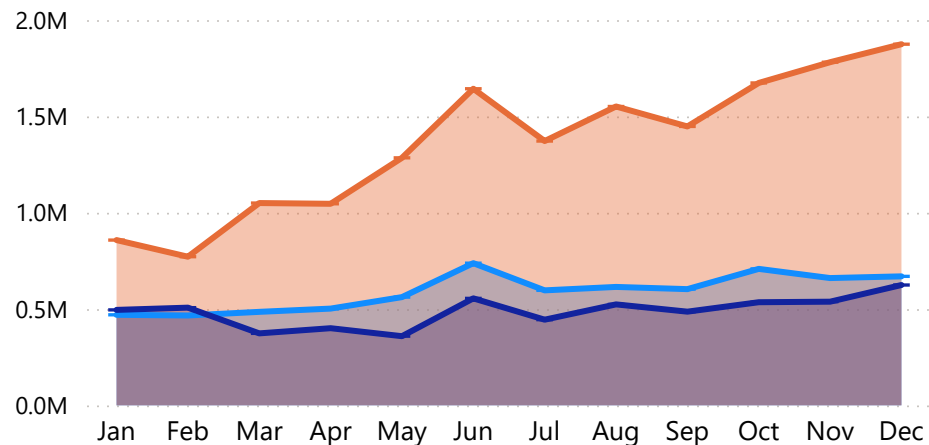
All

Product Category, Subcategory

All

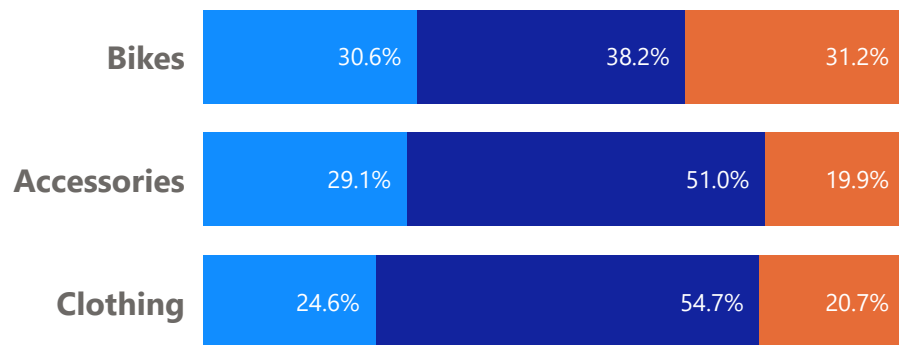
Sales by Month and Year

Calendar Year 2011 2012 2013

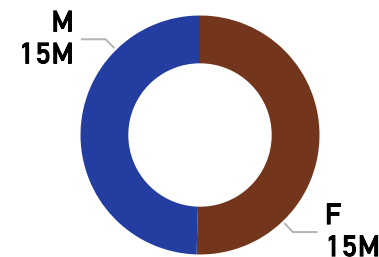


Sales by Product Category and Territory

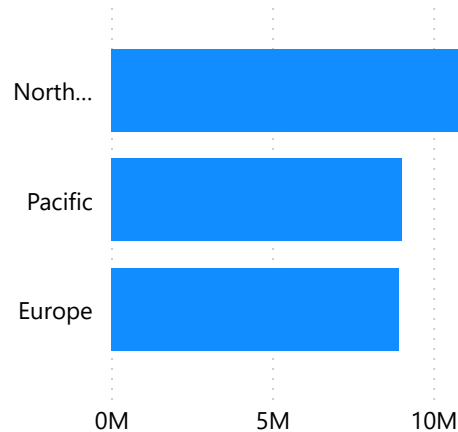
Europe North America Pacific



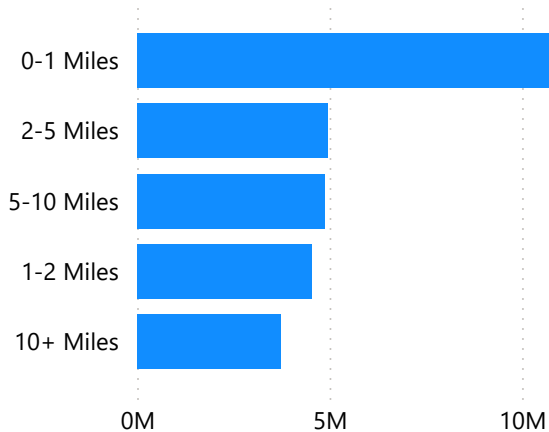
Sales by Gender



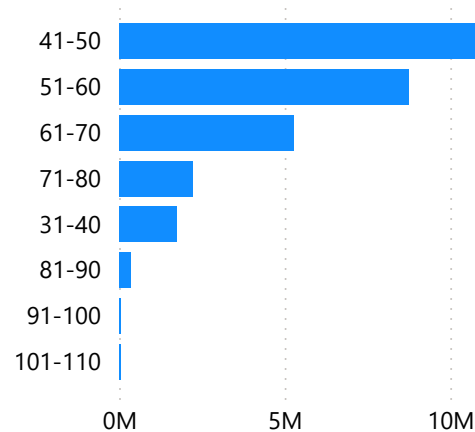
Sales by Territory



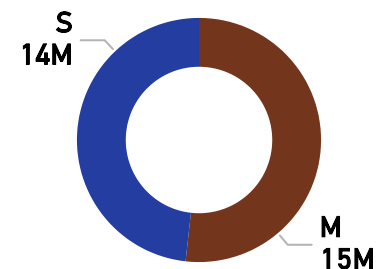
Sales by Commute Distance



Sales by Age



Sales by Marital Status



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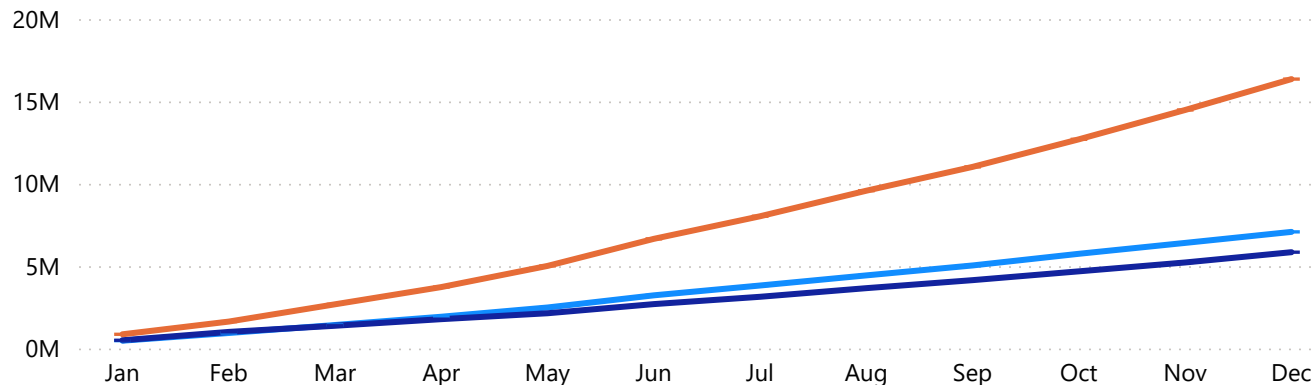
Year, Quarter, Month, Day

2005

2006

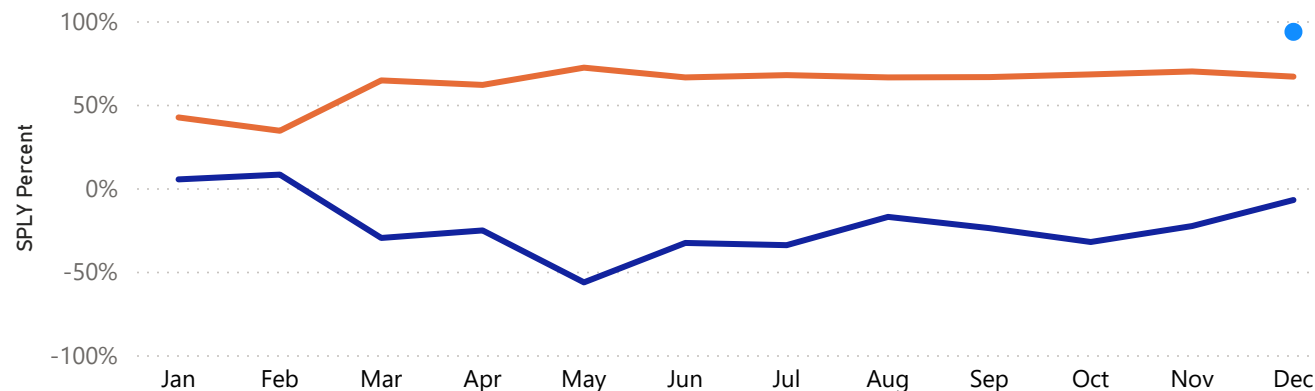
YTD Sales

Year 2011 2012 2013



SPLY % Sales

Year 2011 2012 2013



Sales Analysis

| Year | Short Month Name | SalesAmt | YTD Sales | SPLY | SPLY Percent |
|-------|------------------|------------|---------------|------------|--------------|
| 2011 | Jan | 469,824 | 469,823.91 | | |
| 2011 | Feb | 466,335 | 936,158.82 | | |
| 2011 | Mar | 485,199 | 1,421,357.48 | | |
| 2011 | Apr | 502,074 | 1,923,431.32 | | |
| 2011 | May | 561,681 | 2,485,112.80 | | |
| 2011 | Jun | 737,840 | 3,222,952.62 | | |
| 2011 | Jul | 596,747 | 3,819,699.18 | | |
| 2011 | Aug | 614,558 | 4,434,257.11 | | |
| 2011 | Sep | 603,083 | 5,037,340.61 | | |
| 2011 | Oct | 708,208 | 5,745,548.61 | | |
| 2011 | Nov | 660,546 | 6,406,094.43 | | |
| 2011 | Dec | 669,432 | 7,075,525.93 | 43,421 | 93.5% |
| 2012 | Jan | 495,364 | 495,364.13 | 469,824 | 5.2% |
| 2012 | Feb | 506,994 | 1,002,358.31 | 466,335 | 8.0% |
| 2012 | Mar | 373,483 | 1,375,841.32 | 485,199 | -29.9% |
| 2012 | Apr | 400,336 | 1,776,176.93 | 502,074 | -25.4% |
| 2012 | May | 358,878 | 2,135,054.82 | 561,681 | -56.5% |
| 2012 | Jun | 555,160 | 2,690,214.97 | 737,840 | -32.9% |
| 2012 | Jul | 444,558 | 3,134,773.20 | 596,747 | -34.2% |
| 2012 | Aug | 523,917 | 3,658,690.58 | 614,558 | -17.3% |
| 2012 | Sep | 486,177 | 4,144,868.03 | 603,083 | -24.0% |
| 2012 | Oct | 535,159 | 4,680,027.51 | 708,208 | -32.3% |
| Total | | 29,269,561 | 16,351,550.34 | 12,961,432 | 55.7% |



Adventure Works Sale Analysis

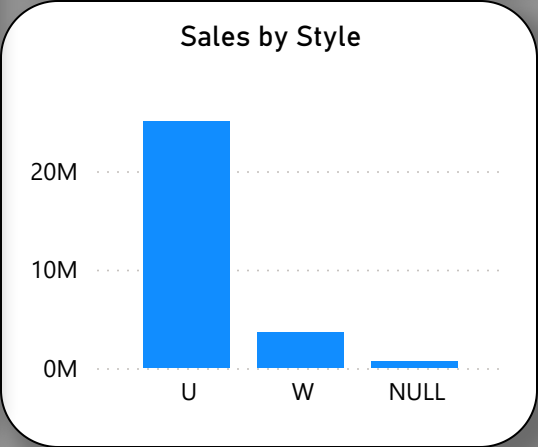
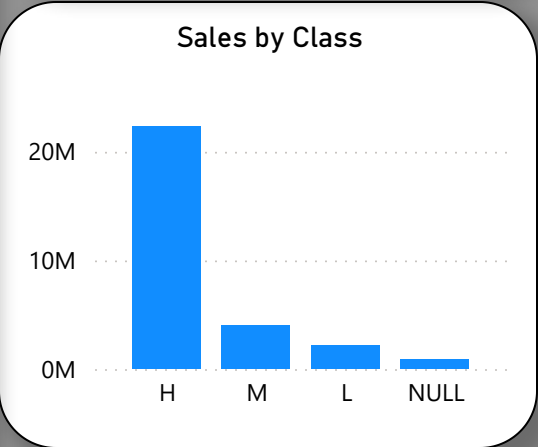
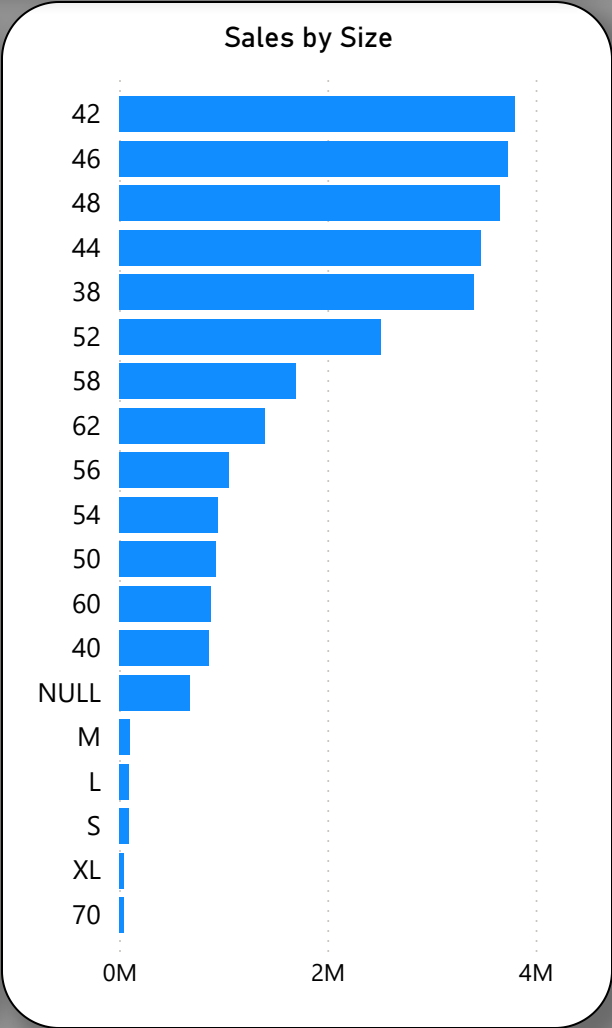
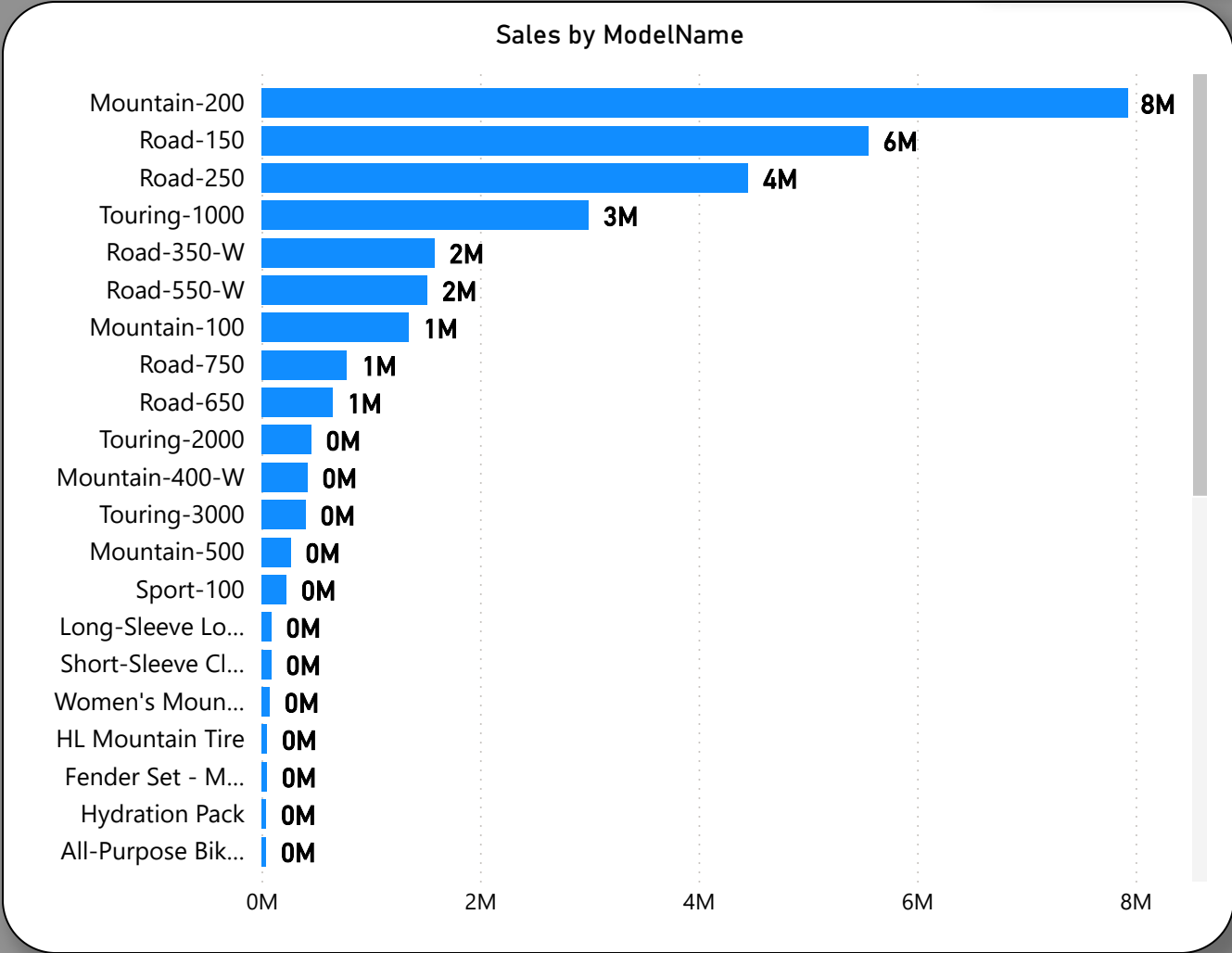
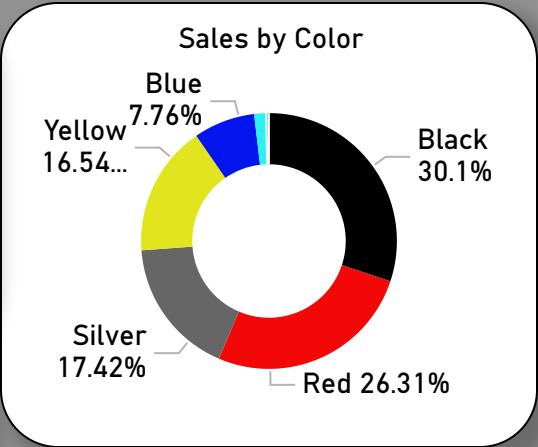
SalesTerritoryGroup

All

Product Category, Subcateg...

All

| SalesTerritoryGroup | Accessories | Bikes | Clothing | Total |
|---------------------|-------------|------------|----------|------------|
| Europe | 202,269 | 8,644,933 | 82,840 | 8,930,042 |
| North America | 359,800 | 10,821,162 | 186,673 | 11,367,634 |
| Pacific | 138,691 | 8,852,050 | 70,260 | 9,061,001 |
| Total | 700,760 | 28,318,145 | 339,773 | 29,358,677 |



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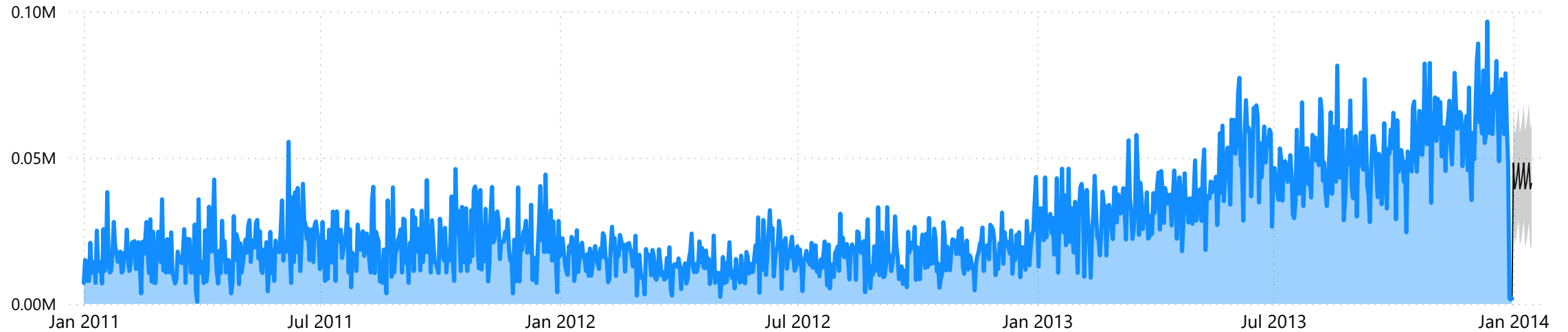
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Sales by Month and Year



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