

# Sales Overview

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

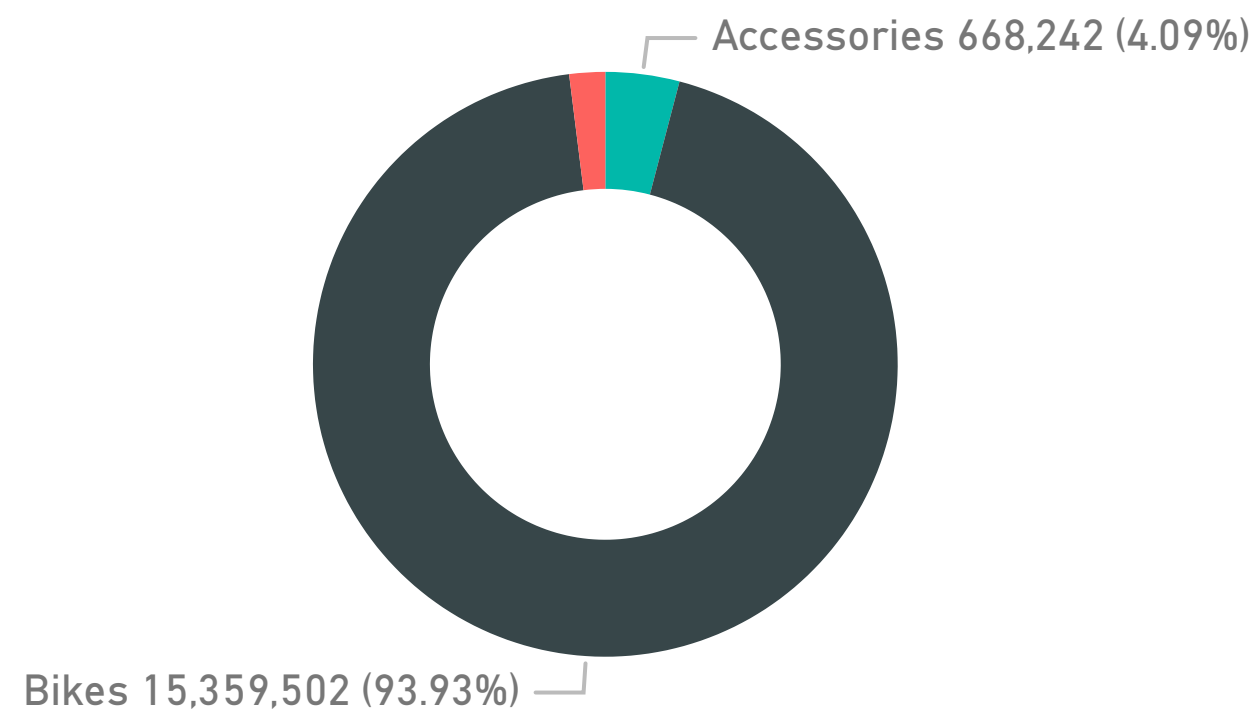
## Sales vs Budget

# 16,351,550

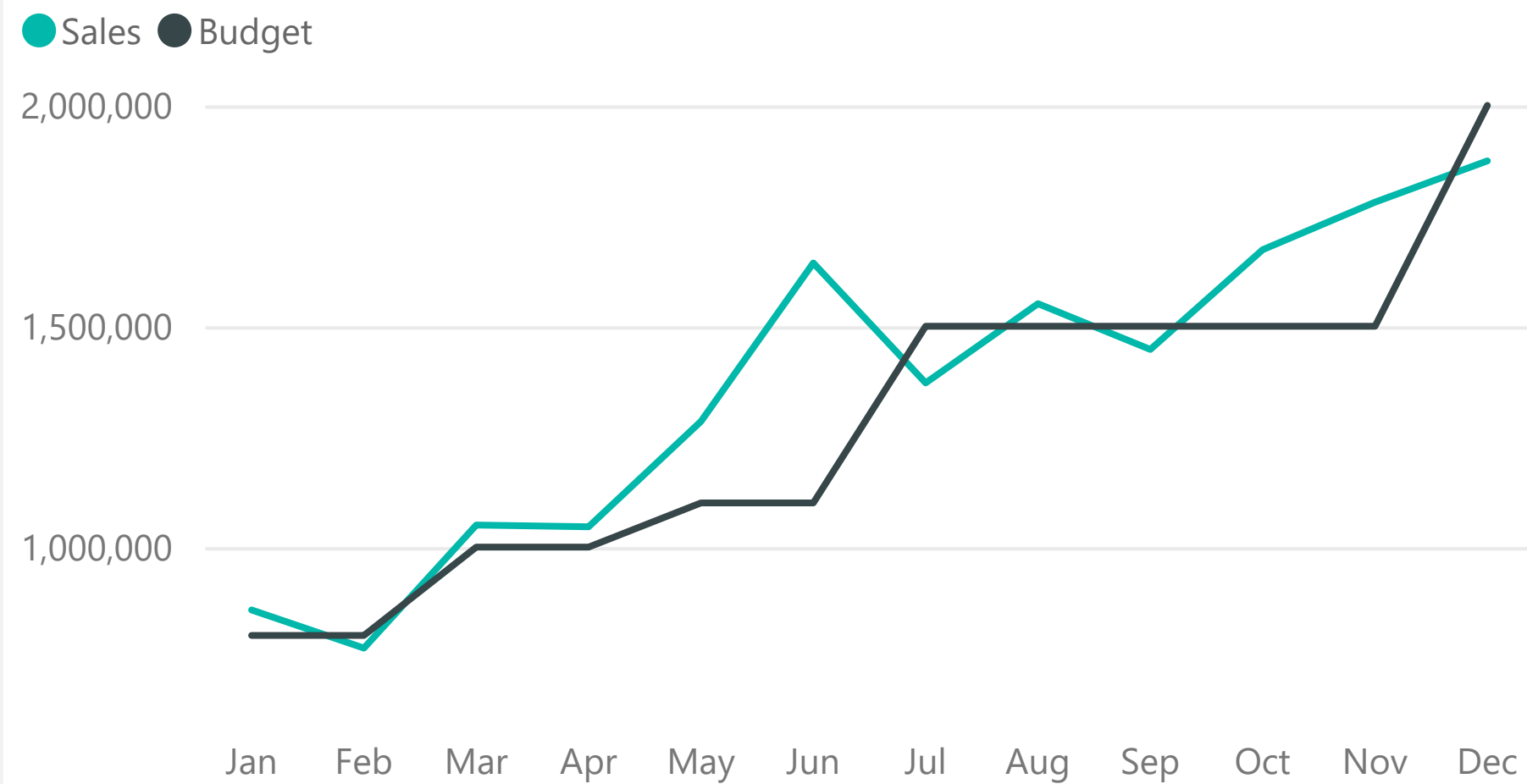
15,300,000.00

1,051,550 ↑

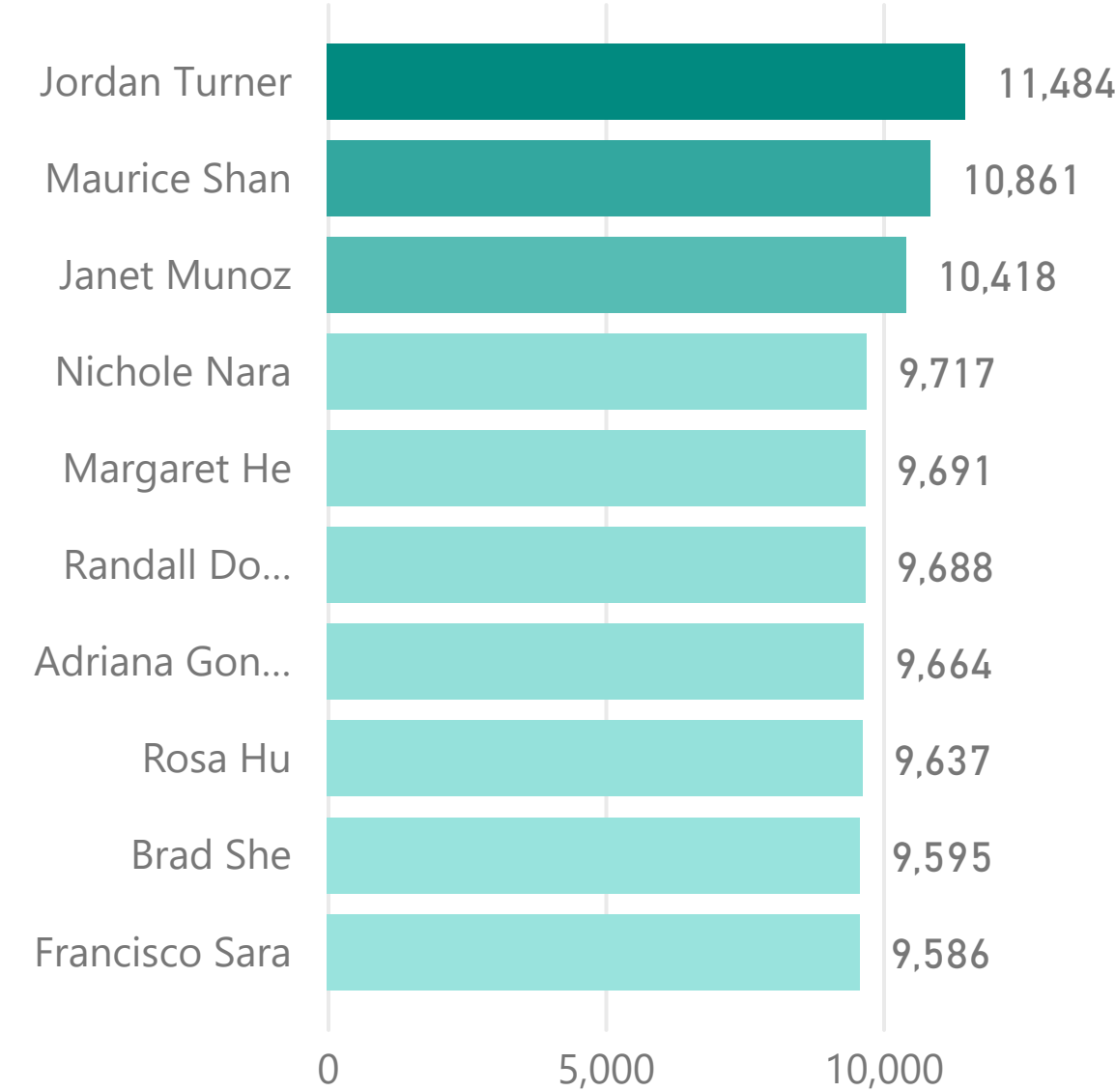
### Sales by Product Category



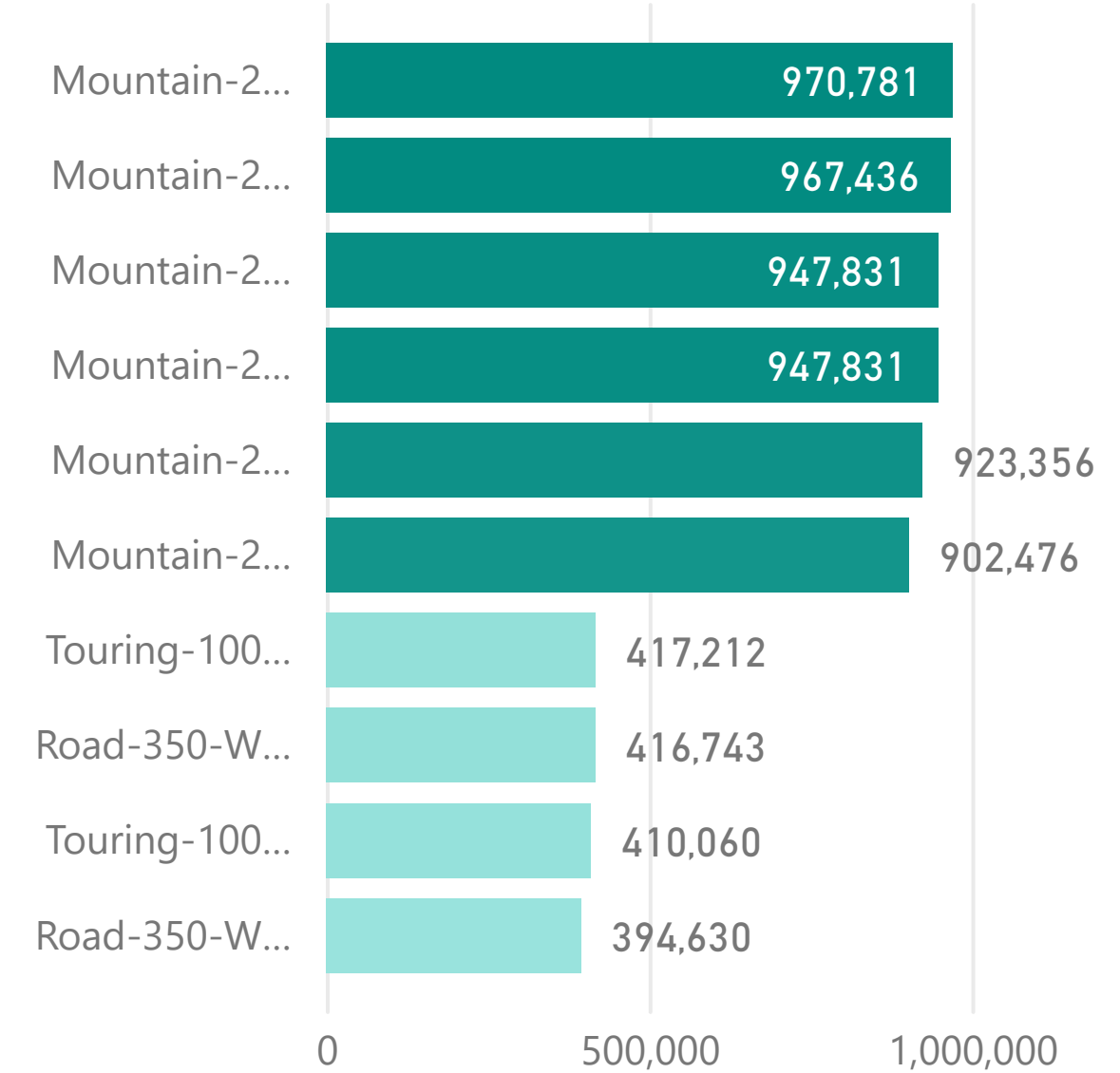
### Sales and Budget by Month



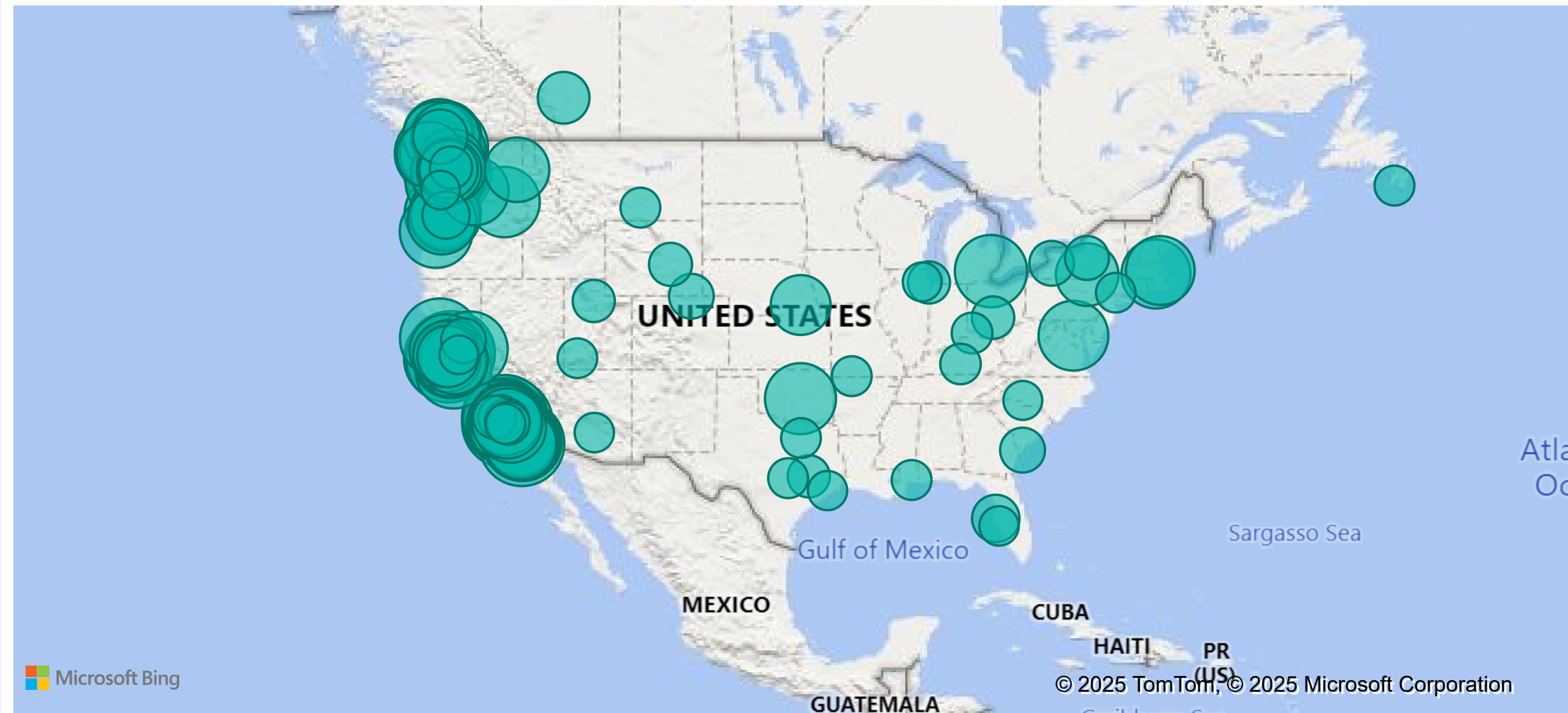
### Sales by Top 10 Customers



### Sales by Top 10 Products



### Sales by Customer City



# Customer Details

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

16,351,550

Sales

15,300,000

Budget

Sales and Budget by Month

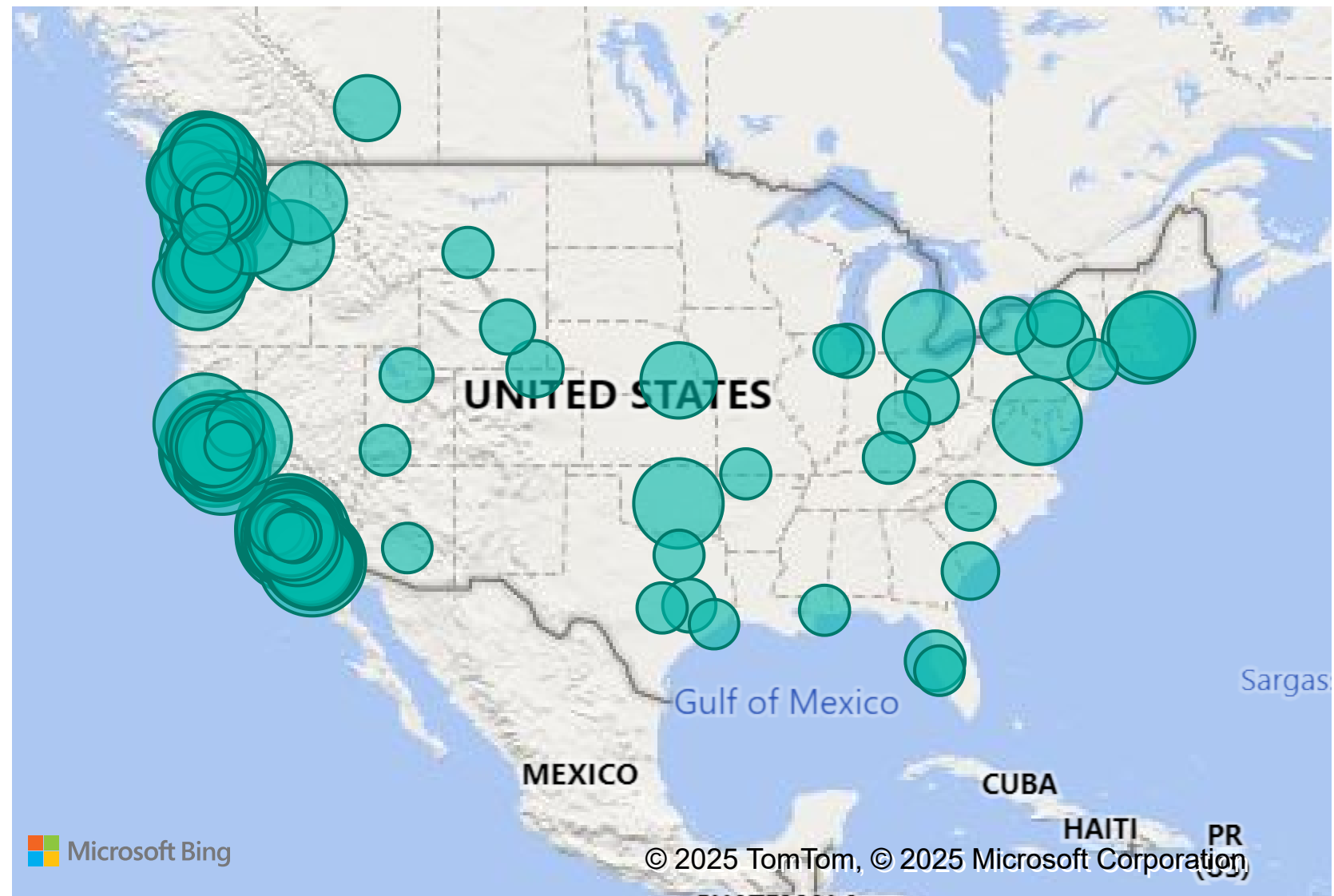
Sales Budget

2,000,000

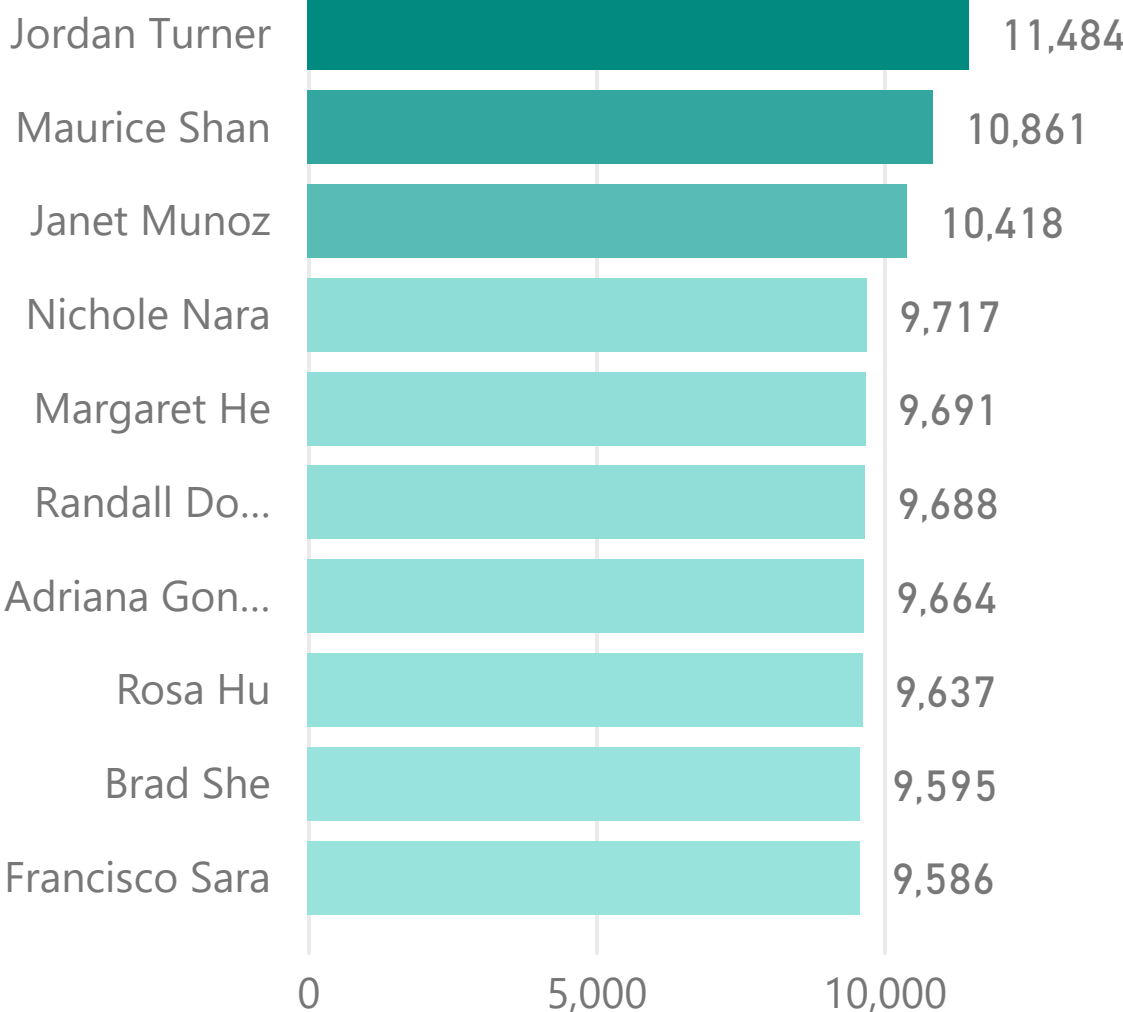
1,000,000

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Sales by Customer City



Sales by Top 10 Customers



Customer	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jordan Turner	2,377				2,355		540	2,433	540		3,239		11,484
Maurice Shan	4,885		2,322				1,269		2,384				10,861
Janet Munoz	4,876		3,122							2,419			10,418
Nichole Nara	2,482			2,494	2,322						2,419		9,717
Margaret He	2,500			2,423	2,340						2,428		9,691
Randall Dominguez	4,864			2,355						2,469			9,688
Adriana Gonzalez	2,498		2,393		2,320					2,453			9,664
Rosa Hu			2,492		4,747						2,398		9,637
Brad She	2,443			2,423	2,345						2,384		9,595
Francisco Sara	2,451		2,433		2,295					2,407			9,586
Lacey Zheng	2,462					594	549	2,419			756	2,419	9,199
Larry Munoz	2,320				575	540		2,384			781	2,419	9,019
Ariana Gray		2,502					575		2,413		570	2,419	8,480
Franklin Xu									2,334	1,274	2,419	2,377	8,404
Marco Lopez		2,330							2,433			3,634	8,397
Willie Xu			777				2,375			2,295	2,393		7,840
Katrina Tang						2,440	2,433	2,480					7,353
Frank Vazquez						2,345	4,996						7,341
Total	857,690	771,349	1,049,907	1,046,023	1,284,593	1,643,178	1,371,676	1,551,066	1,447,496	1,673,293	1,780,920	1,874,360	16,351,550

# Product Details

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

16,351,550

Sales

15,300,000

Budget

Sales and Budget by Month

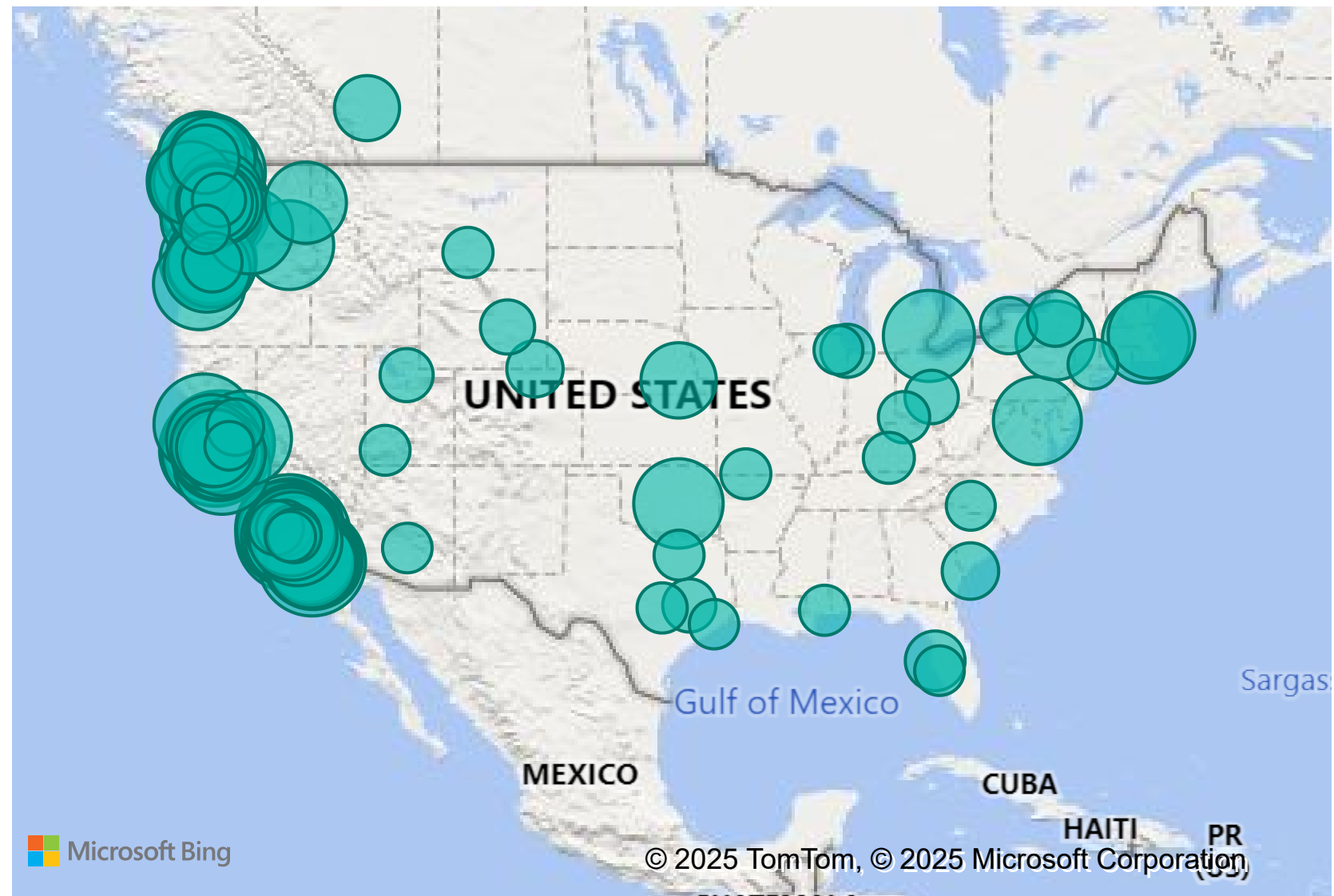
● Sales ● Budget

2,000,000

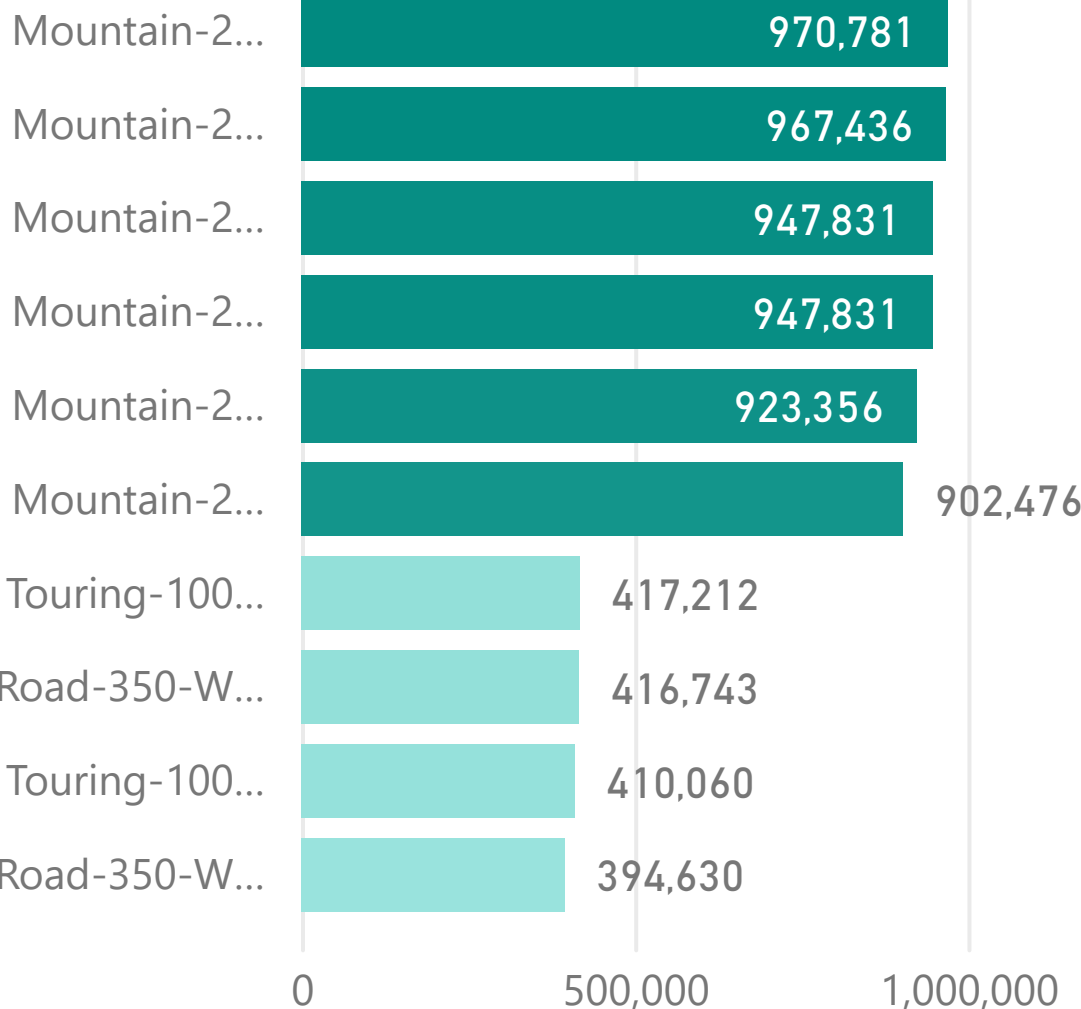
1,000,000

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Sales by Customer City



Sales by Top 10 Product



Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Bikes</b>	<b>829,911</b>	<b>703,797</b>	<b>967,773</b>	<b>968,904</b>	<b>1,200,153</b>	<b>1,551,225</b>	<b>1,284,187</b>	<b>1,461,493</b>	<b>1,361,345</b>	<b>1,573,443</b>	<b>1,683,498</b>	<b>1,773,772</b>	<b>15,359,502</b>
Mountain-200 Black, 42	41,310	45,900	64,260	55,080	89,505	98,685	59,670	94,095	100,980	94,095	100,980	126,224	970,781
Mountain-200 Silver, 38	76,560	41,760	55,680	64,960	74,240	64,960	71,920	83,520	78,880	106,720	109,040	139,199	967,436
Mountain-200 Black, 38	61,965	34,425	64,260	41,310	64,260	94,095	94,095	100,980	73,440	98,685	119,339	100,980	947,831
Mountain-200 Black, 46	61,965	61,965	59,670	66,555	73,440	98,685	82,620	78,030	75,735	80,325	110,160	98,685	947,831
Mountain-200 Silver, 46	34,800	30,160	55,680	58,000	71,920	92,800	99,760	99,760	78,880	76,560	129,919	95,120	923,356
Mountain-200 Silver, 42	51,040	34,800	76,560	60,320	58,000	88,160	69,600	83,520	76,560	83,520	99,760	120,639	902,476
Touring-1000 Blue, 46	11,920	4,768	16,688	26,225	30,993	42,913	42,913	54,834	47,681	61,986	42,913	33,377	417,212
Road-350-W Yellow, 40	15,309	20,412	20,412	20,412	40,824	35,721	32,319	42,525	40,824	40,824	42,525	64,638	416,743
Touring-1000 Yellow, 46	14,304	14,304	19,073	21,457	28,609	40,529	38,145	40,529	33,377	45,297	57,218	57,218	410,060
Road-350-W Yellow, 42	10,206	10,206	18,711	15,309	37,422	40,824	27,216	47,628	42,525	52,731	34,020	57,834	394,630
Road-350-W Yellow, 48	8,505	17,010	17,010	18,711	30,618	40,824	34,020	37,422	28,917	57,834	57,834	44,226	392,929
Touring-1000 Blue, 54	11,920	28,609	4,768	16,688	23,841	40,529	35,761	40,529	38,145	38,145	45,297	57,218	381,451
Road-250 Black, 48	43,980	39,094	34,207	39,094	26,877	41,537	14,660	36,650	26,877	31,764	19,547	26,877	381,163
Touring-1000 Yellow, 54	4,768	11,920	9,536	28,609	33,377	47,681	21,457	40,529	40,529	47,681	42,913	47,681	376,683
Road-350-W Yellow, 44	15,309	8,505	17,010	13,608	23,814	42,525	17,010	42,525	39,123	34,020	61,236	52,731	367,414
Touring-1000 Blue, 50	11,920	2,384	28,609	33,377	30,993	35,761	28,609	35,761	28,609	47,681	26,225	45,297	355,226
Touring-1000 Yellow, 50	7,152	9,536	16,688	21,457	35,761	33,377	40,529	45,297	40,529	30,993	26,225	47,681	355,226
<b>Total</b>	<b>857,690</b>	<b>771,349</b>	<b>1,049,907</b>	<b>1,046,023</b>	<b>1,284,593</b>	<b>1,643,178</b>	<b>1,371,676</b>	<b>1,551,066</b>	<b>1,447,496</b>	<b>1,673,293</b>	<b>1,780,920</b>	<b>1,874,360</b>	<b>16,351,550</b>