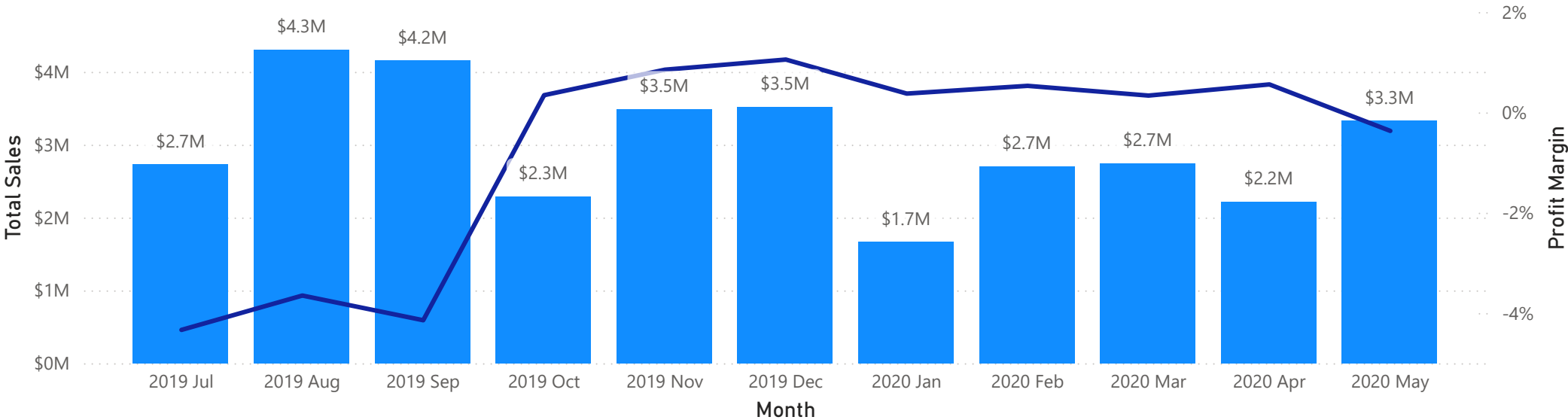


Year

FY2020

Total Sales and Profit Margin by Month

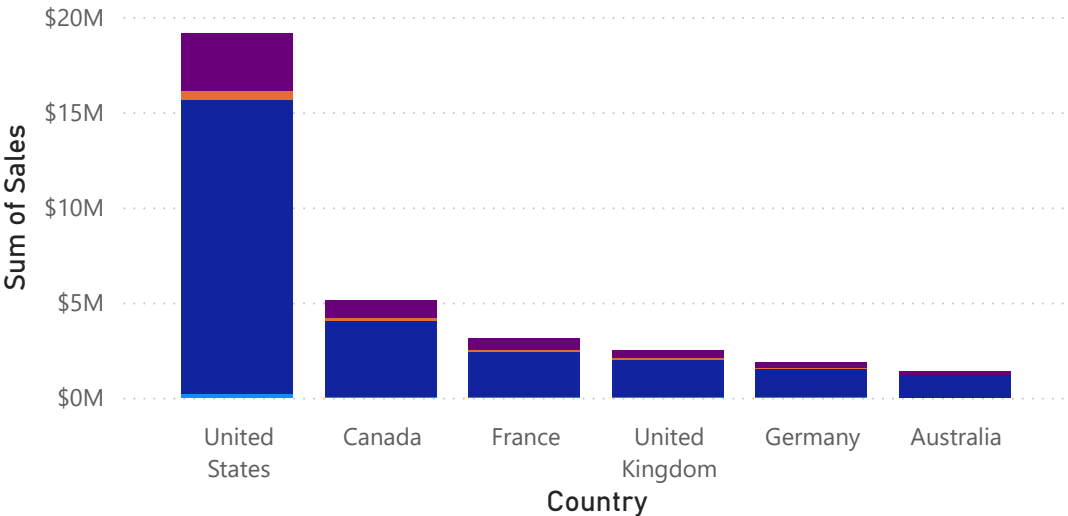
Sum of Sales Profit Margin



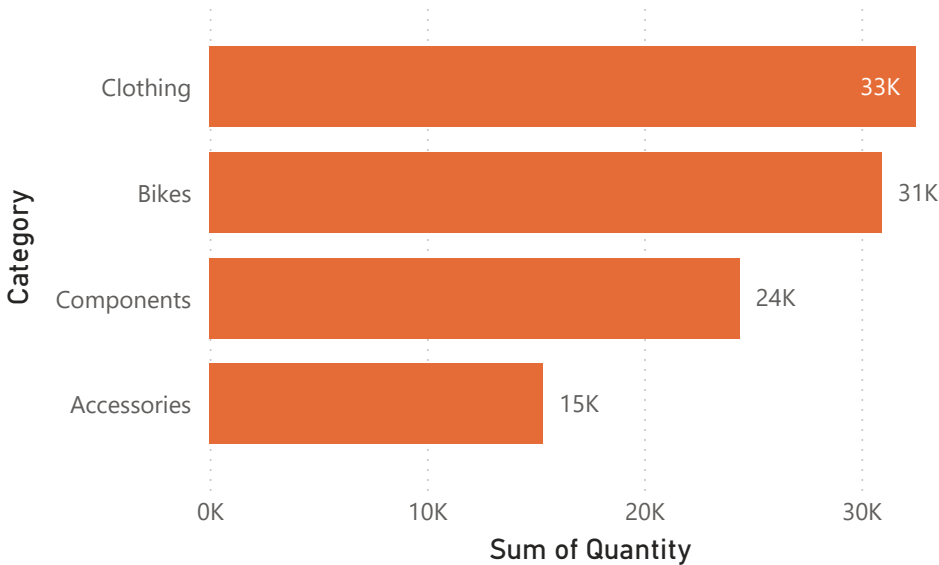
- Region
- ☒ Select all
- ☒ Australia
- ☒ Canada
- ☒ Central
- ☒ France
- ☒ Germany
- ☒ Northeast
- ☒ Northwest
- ☒ Southeast
- ☒ Southwest
- ☒ United Kingdom

Total Sales by Country and Category

Category Accessories Bikes Clothing Components



Sales Quantity by Category



- Year

☐ FY2018

☐ FY2019

☐ FY2020

☐ FY2021

☐ FY2022
- Region

☒ Select all

☒ Australia

☒ Canada

☒ Central

☒ France

☒ Germany

☒ Northeast

☒ Northwest

☒ Southeast

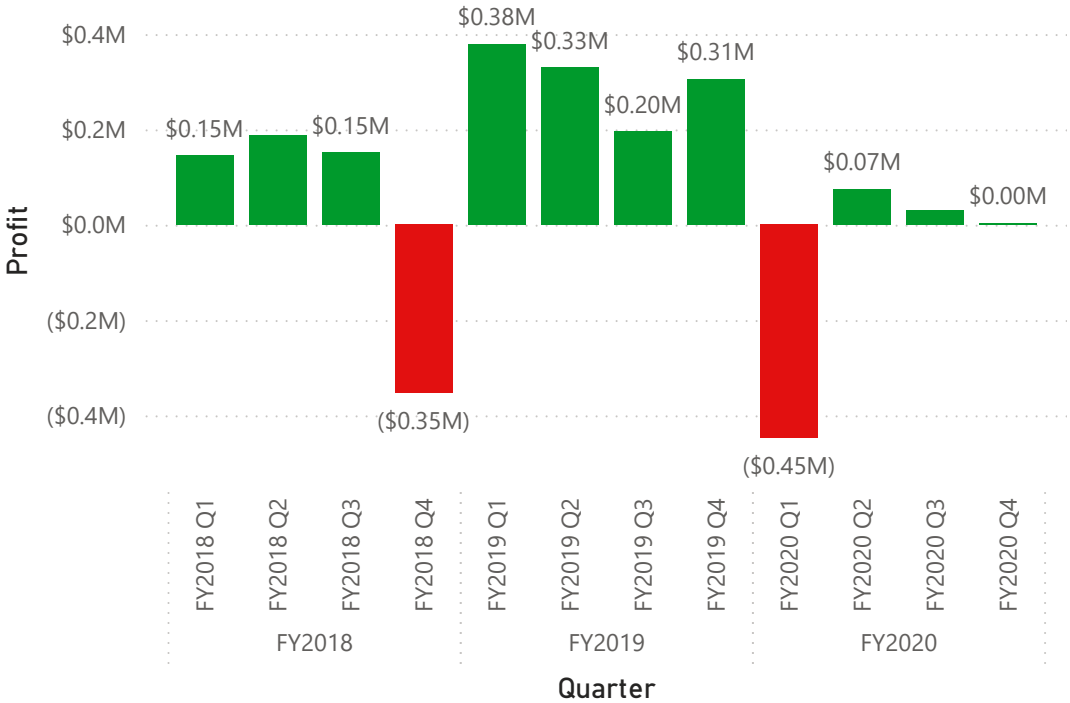
☒ Southwest

☒ United Kingdom

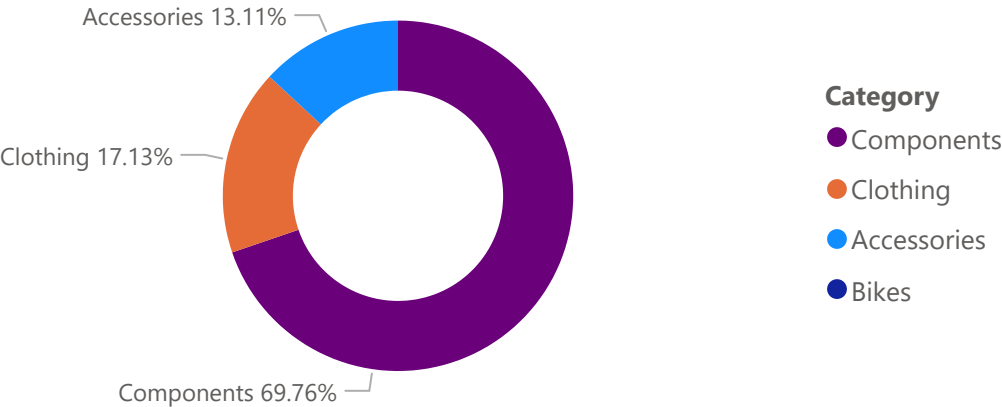
Financial Performance Summary

Year	Sum of Sales	Sum of Cost	Profit	Profit Margin	Orders
FY2020	\$3,31,39,748	\$3,34,83,164	(\$3,43,416)	-1.04%	1622
FY2020 Q4	\$55,42,698	\$55,42,657	\$41	0.00%	272
FY2020 Q3	\$71,07,325	\$70,77,642	\$29,682	0.42%	442
FY2020 Q2	\$93,00,610	\$92,26,063	\$74,547	0.80%	453
FY2020 Q1	\$1,11,89,116	\$1,16,36,801	(\$4,47,686)	-4.00%	455
FY2019	\$2,79,79,780	\$2,67,68,232	\$12,11,548	4.33%	1255
FY2019 Q4	\$67,41,320	\$64,35,349	\$3,05,971	4.54%	310
FY2019 Q3	\$52,68,960	\$50,73,020	\$1,95,940	3.72%	303
FY2019 Q2	\$70,47,379	\$67,17,148	\$3,30,231	4.69%	320
FY2019 Q1	\$89,22,120	\$85,42,715	\$3,79,405	4.25%	322
FY2018	\$1,64,29,043	\$1,62,97,680	\$1,31,362	0.80%	739
FY2018 Q4	\$42,89,983	\$46,43,492	(\$3,53,510)	-8.24%	190
FY2018 Q3	\$40,69,304	\$39,17,678	\$1,51,626	3.73%	183
FY2018 Q2	\$48,74,023	\$46,86,271	\$1,87,751	3.85%	193
FY2018 Q1	\$31,95,733	\$30,50,238	\$1,45,494	4.55%	173
Total	\$7,75,48,570	\$7,65,49,076	\$9,99,495	1.29%	3616

Profit by Year and Quarter



Profit by Category





Year

FY2019



## Performance Summary

\$2,79,79,780

Sum of Sales

\$10,86,50,000

Sum of TargetAmount

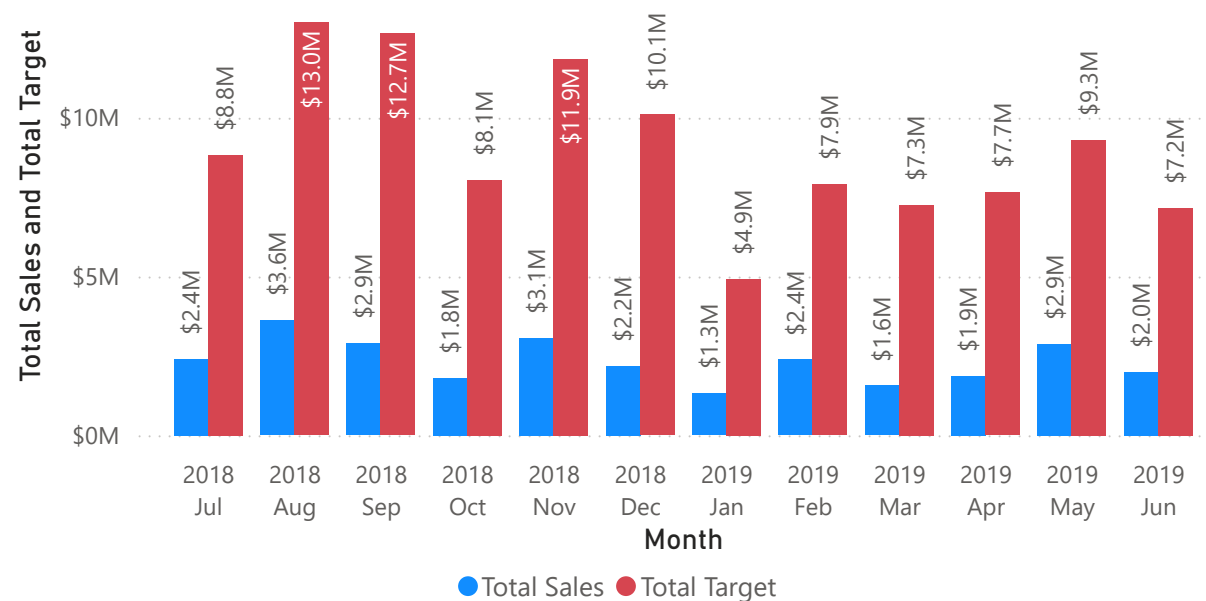
(\$8,06,70,220)

Variance

-74.25%

Variance Margin

## Total Sales and Total Target by Month



### Salesperson

- ☒ Select all
- ☒ Amy Alberts
- ☒ Brian Welcker
- ☒ David Campbell
- ☒ Garrett Vargas
- ☒ Jae Pak
- ☒ Jillian Carson
- ☒ José Saraiva
- ☒ Linda Mitchell
- ☒ Lynn Tsoflias
- ☒ Michael Blythe
- ☒ Pamela Ansman-Wolfe
- ☒ Rachel Valdez
- ☒ Ranjit Varkey Chudukatil
- ☒ Shu Ito

Salesperson	Variance	Variance Margin
Jae Pak	\$20,43,880	86.97%
Jillian Carson	\$18,95,709	84.25%
Ranjit Varkey Chudukatil	\$2,92,409	26.58%
Tsvi Reiter	\$1,62,993	7.95%
David Campbell	(\$20,56,952)	-64.28%
Amy Alberts	(\$21,37,099)	-90.94%
Tete Mensa-Annan	(\$23,63,997)	-76.26%
Shu Ito	(\$35,69,032)	-59.98%
José Saraiva	(\$39,63,987)	-76.23%
Garrett Vargas	(\$40,69,762)	-76.79%
Michael Blythe	(\$47,12,372)	-54.48%
Linda Mitchell	(\$56,36,595)	-59.33%
Pamela Ansman-Wolfe	(\$1,10,02,248)	-93.64%
Stephen Jiang	(\$2,09,53,167)	-98.37%
Brian Welcker	(\$2,46,00,000)	-100.00%
Total	(\$8,06,70,220)	-74.25%

## Top Achiever Of The Year

Jae Pak