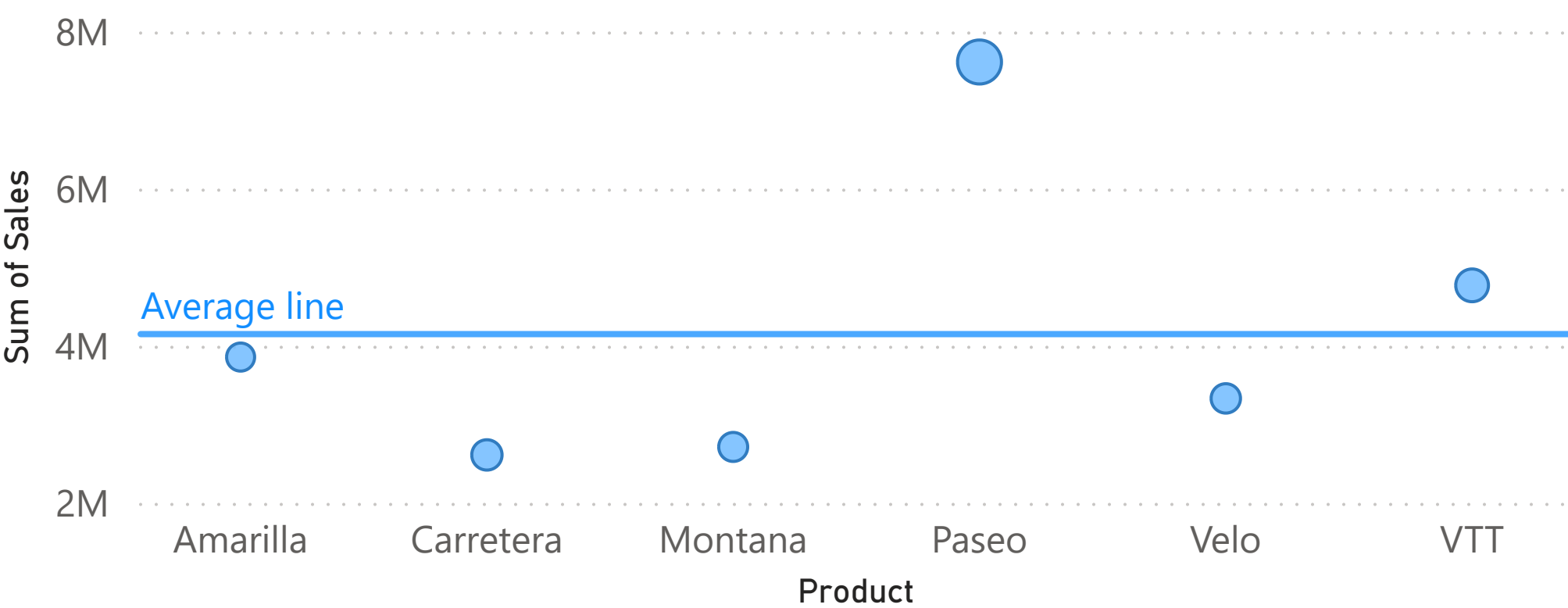


# Financial Sales Analysis

<div>Total Sales</div> <div>24.89M</div>	<div>COGS</div> <div>21M</div>	<div>Total Units Sold</div> <div>247.43K</div>	<div>Profit Margin</div> <div>14.18%</div>
<div>Sales YoY%+380.84%</div> <div>Sales MoM%+18.92%</div>	<div>COGS YoY%+388.50%</div> <div>COGS MoM%+17.68%</div>	<div>Total Units Sold ...+297.21%</div> <div>Total Units Sold ...+14.46%</div>	<div>Profit Margin Yo...-8.67%</div> <div>Profit Margin M...+6.82%</div>

Total Sales and Units Sold by Product



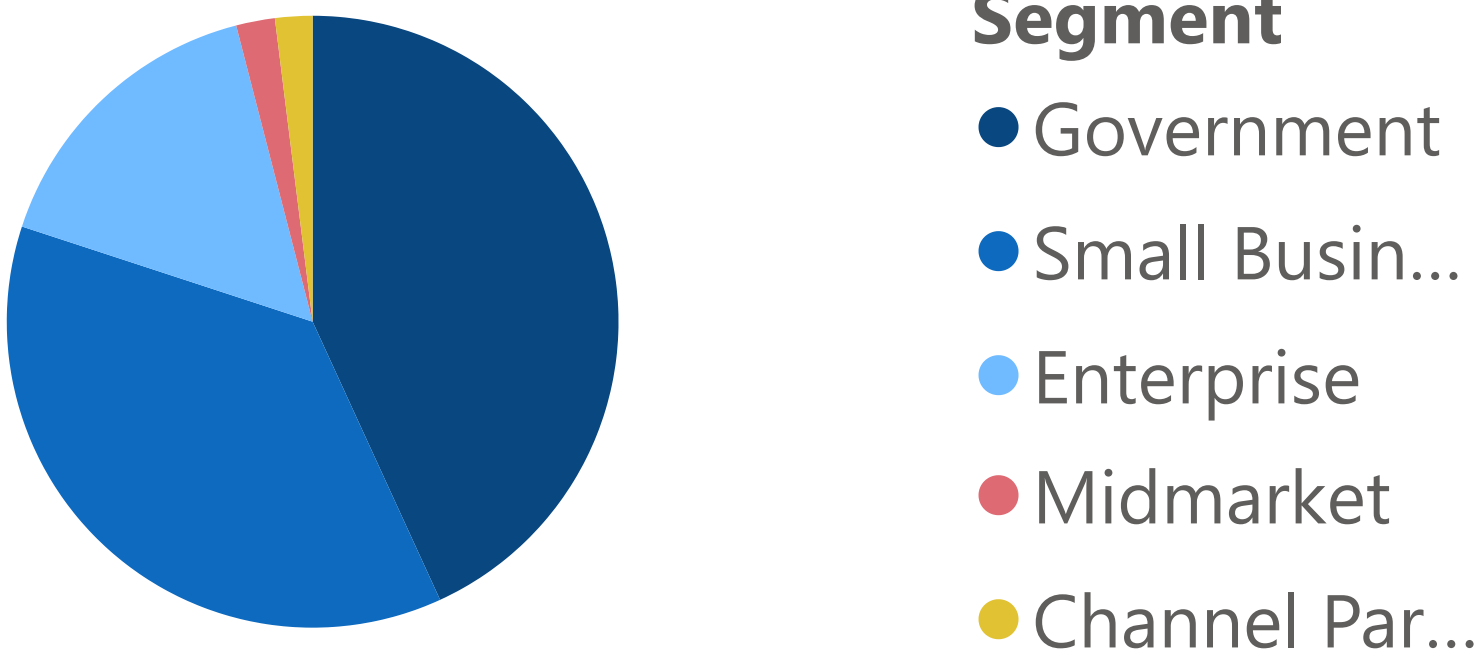
Product

- ☐ Amarilla
- ☐ Carretera
- ☐ Montana
- ☐ Paseo
- ☐ Velo
- ☐ VTT

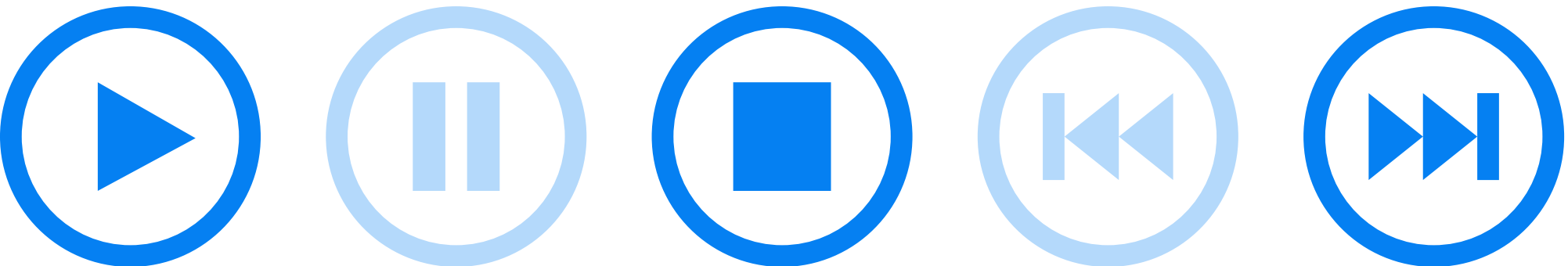
Country

- ☒ Canada
- ☐ France
- ☐ Germany
- ☐ Mexico
- ☐ United States of America

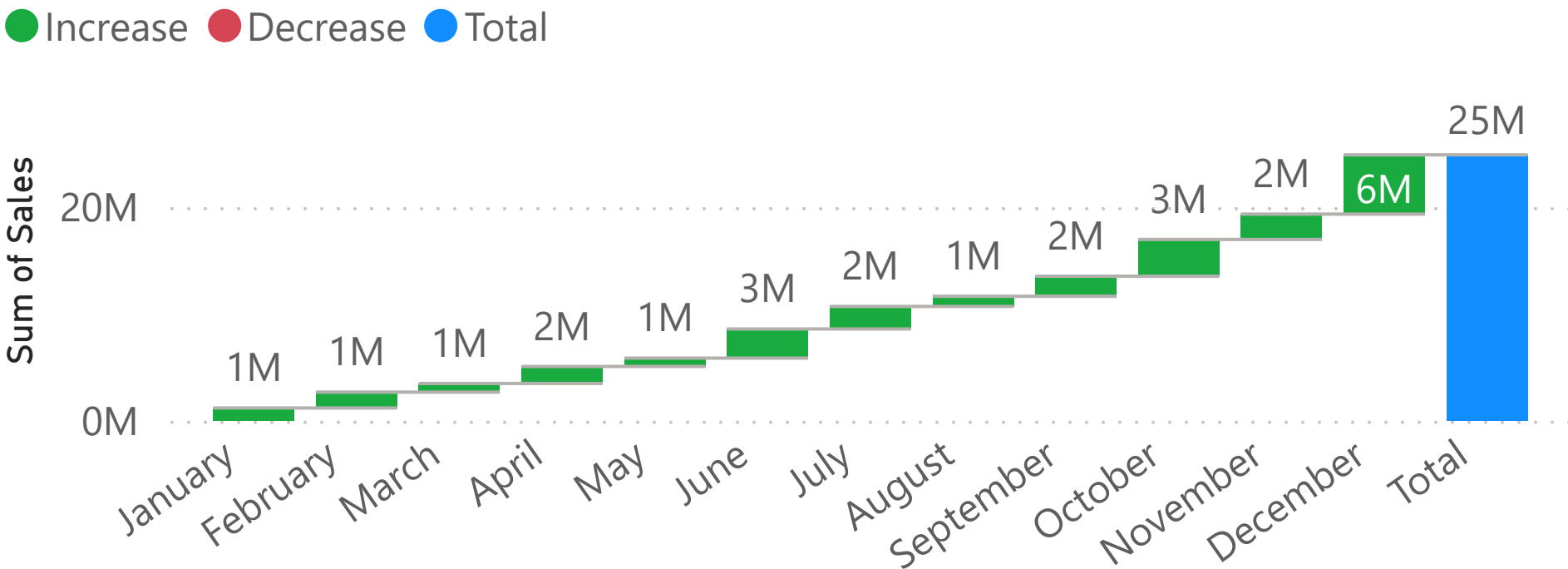
Total Sales by Segment



Click to view monthly progression



Total Sales by Month



# Regional Sales Analysis

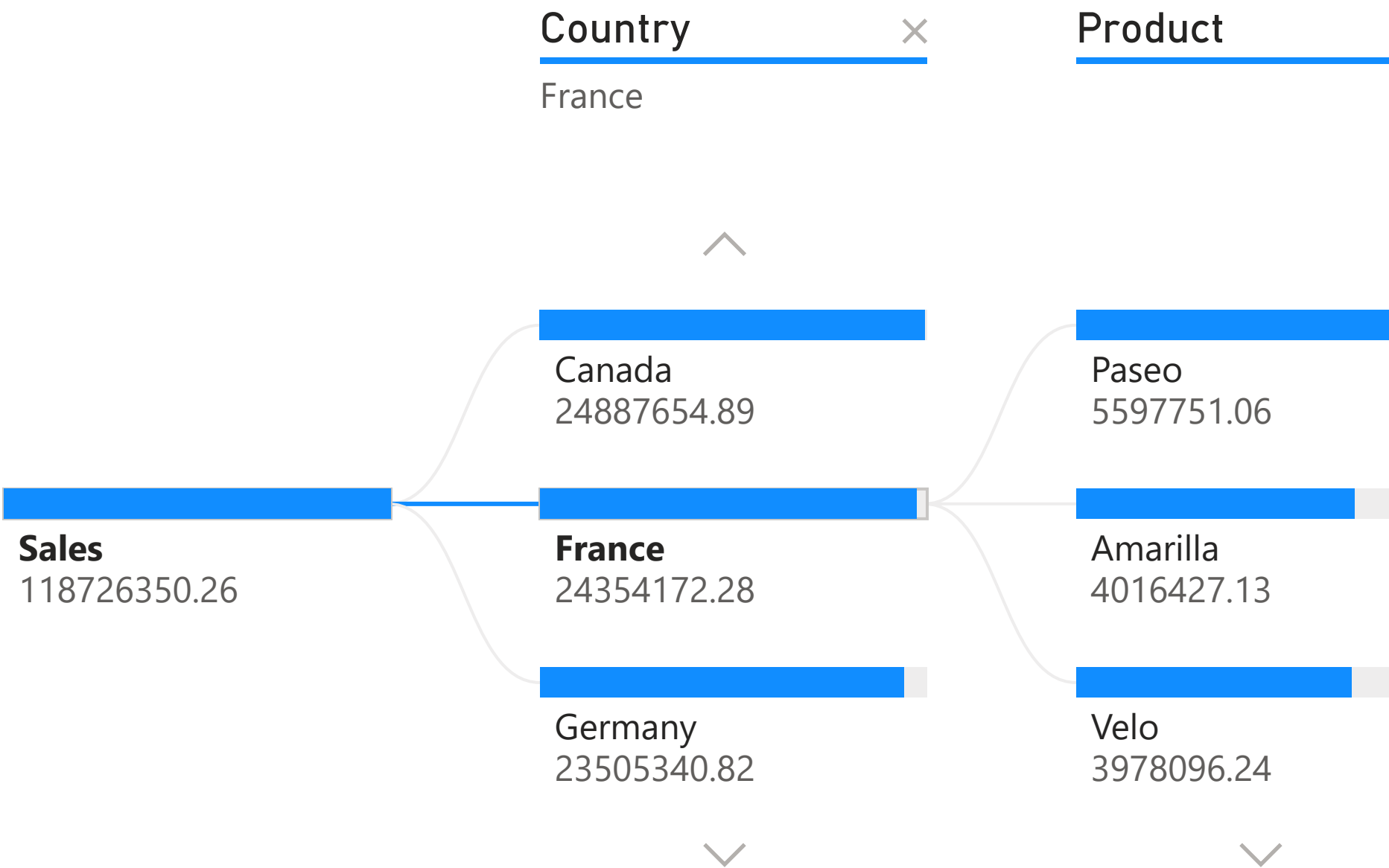
## Sales Decomposition

No. of countries

5

Most profitable country

France



Discount Band

All

Product

All

Country

All

Country

Sum of Sales

Sum of Discounts

Sum of Profit

Profit Margin

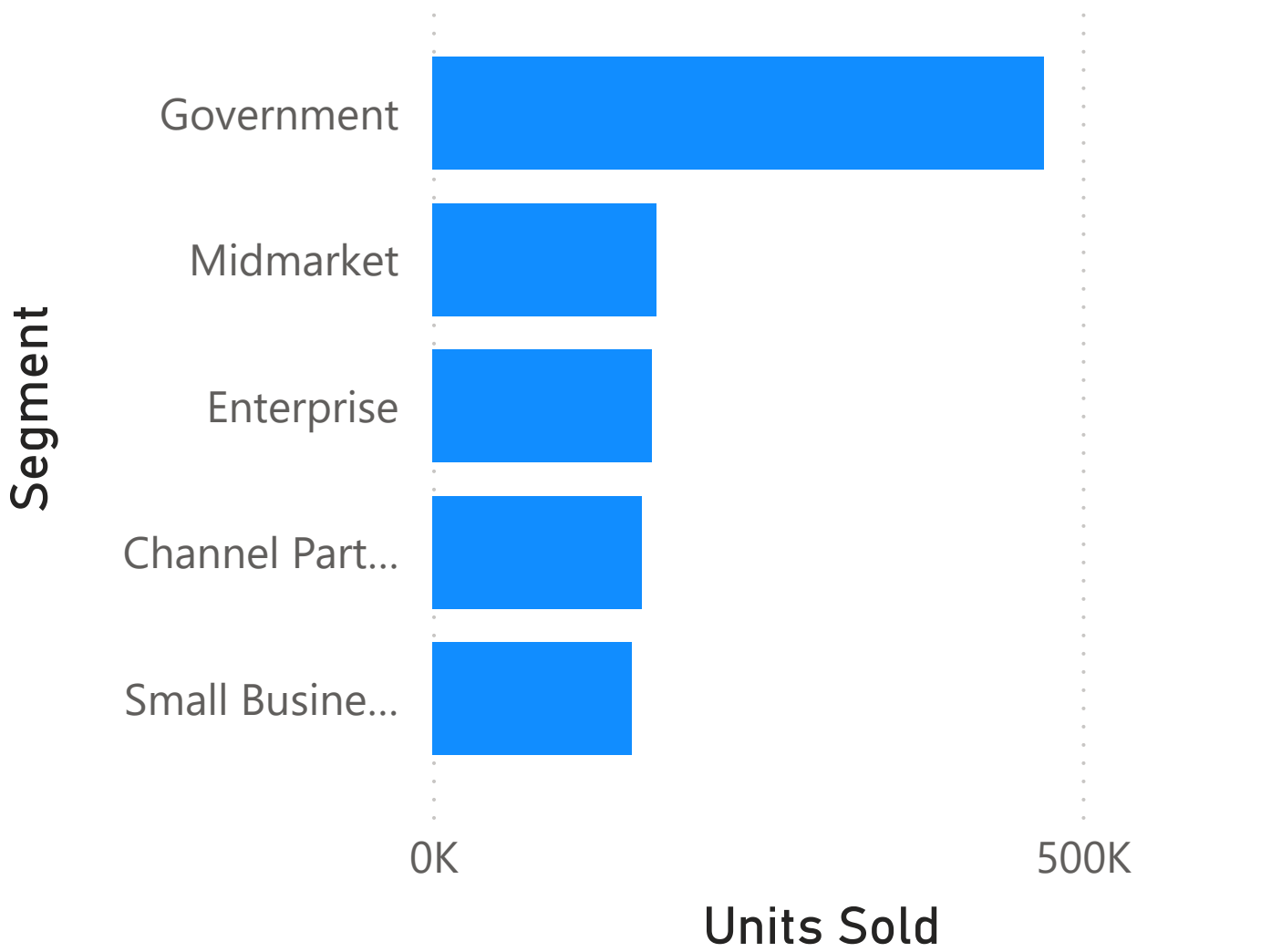
<div>United States of America</div>	25029830.17	2,239,527.84	2,995,540.67	11.97%
Amarilla	2837117.41	290,414.10	388,626.41	13.70%
Carretera	1839839.55	165,610.95	238,491.55	12.96%
Montana	3644126.80	229,447.20	434,521.80	11.92%
Paseo	6944325.77	521,913.23	1,020,603.27	14.70%
Velo	4298828.00	474,843.00	265,401.00	6.17%
VTT	5465592.64	557,299.36	647,896.64	11.85%
<div>Mexico</div>	20949352.11	1,777,582.89	2,907,523.11	13.88%
Amarilla	3077555.39	225,640.61	498,611.39	16.20%
Carretera	2879601.42	232,409.58	393,668.42	13.67%
Montana	1941329.31	111,245.69	337,689.31	17.39%
Paseo	7627731.39	804,474.61	928,651.39	12.17%
Velo	2250737.89	259,635.11	173,303.89	7.70%
VTT	3172396.71	144,177.29	575,598.71	18.14%
<div>Germany</div>	23505340.82	1,416,126.68	3,680,388.82	15.66%
Amarilla	3960250.26	162,954.24	612,137.26	15.46%
Carretera	3062340.68	244,035.32	369,674.68	12.07%
Montana	3566044.37	232,310.63	559,438.37	15.69%
Paseo	5229814.74	326,023.26	744,416.74	14.23%
Velo	4392907.00	244,996.00	788,789.00	17.96%
VTT	3293983.77	205,807.23	605,932.77	18.40%
<div>France</div>	24354172.28	1,727,502.22	3,781,020.78	15.53%
Amarilla	4016427.13	302,236.87	667,867.63	16.63%
Carretera	3423321.90	264,507.61	388,864.90	11.36%
Total	118726350.26	9,205,248.24	16,893,702.26	14.23%

## Sum of Sales by Country

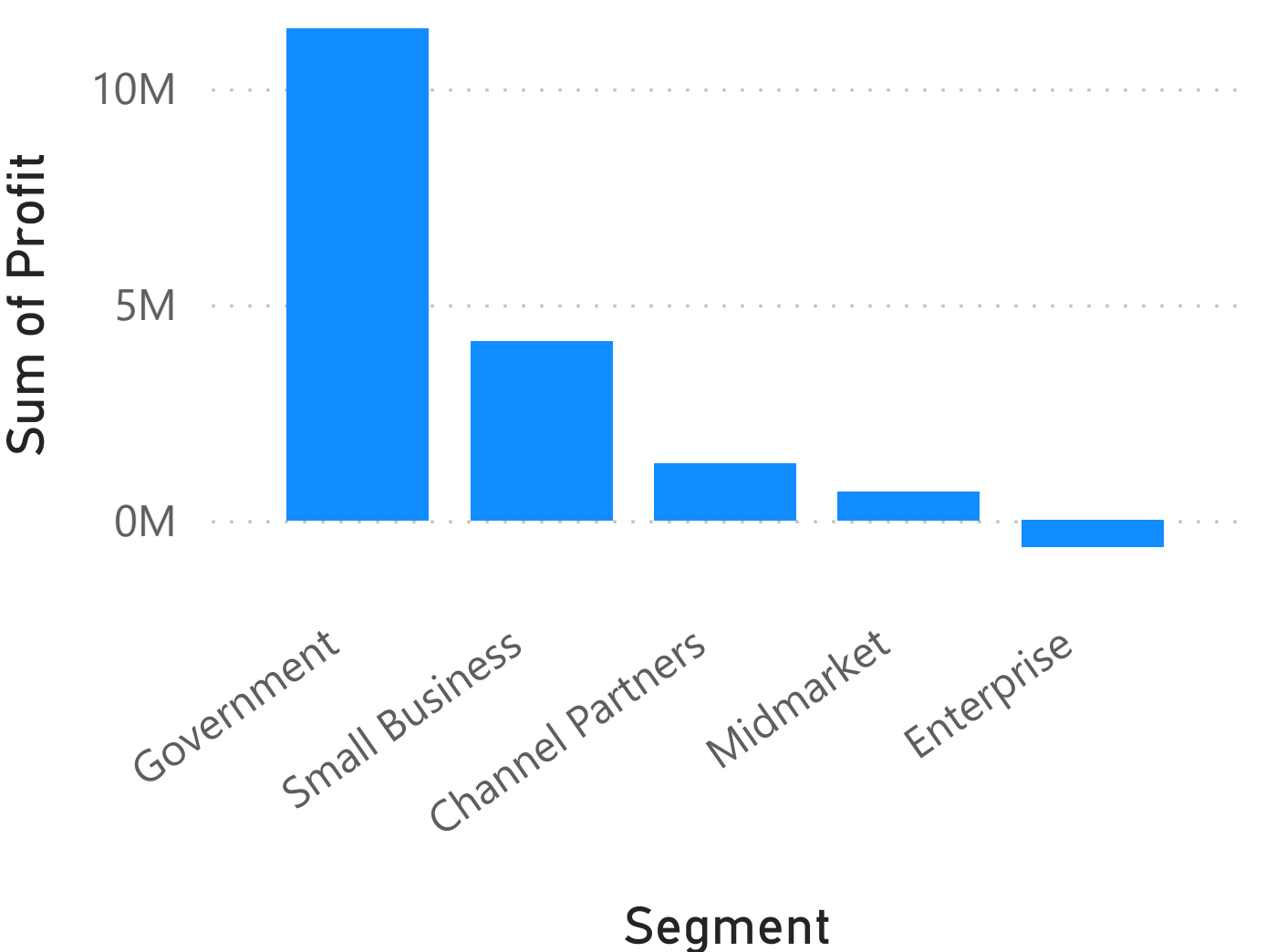


# Segment Analysis

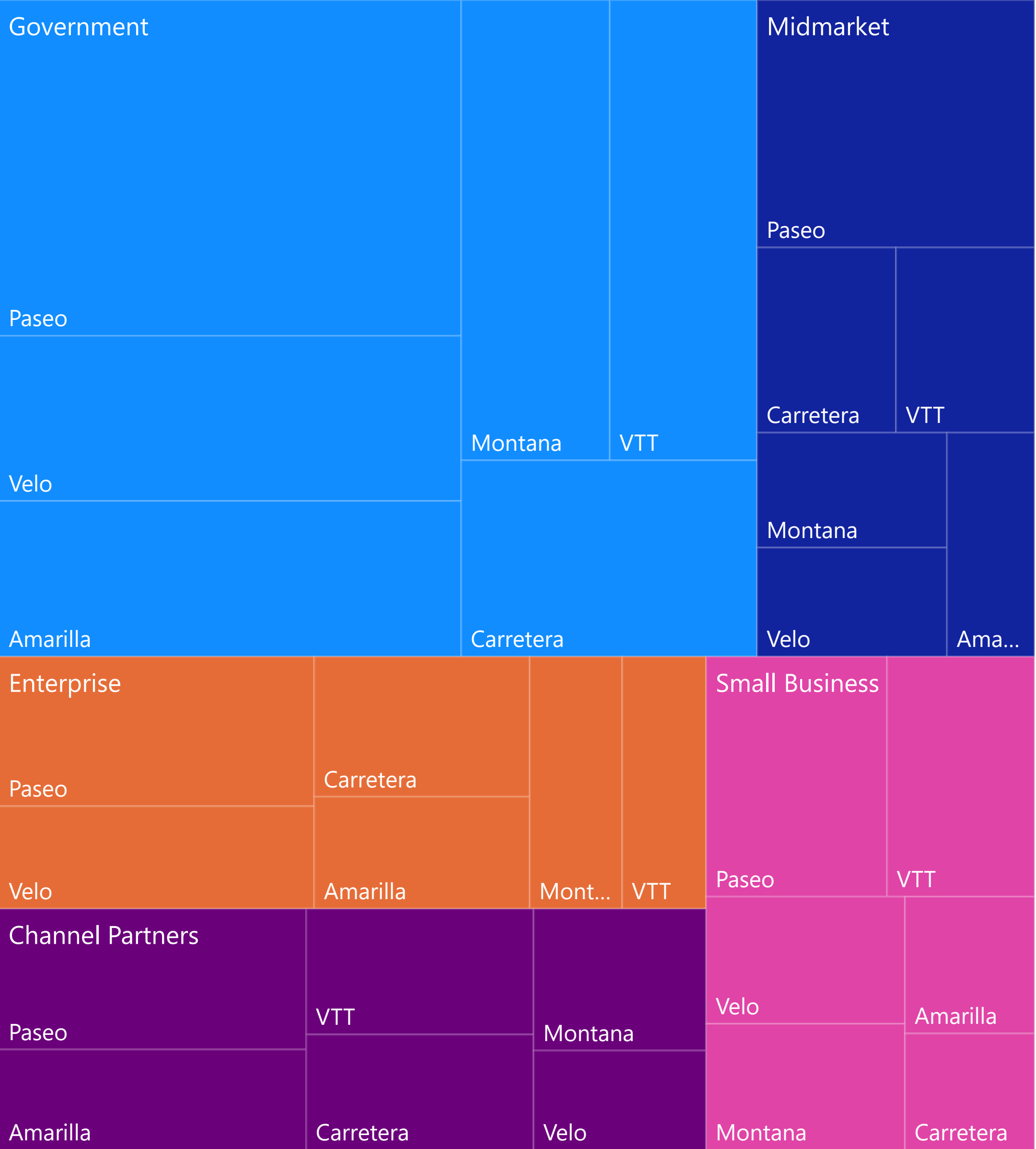
Sum of Units Sold by Segment



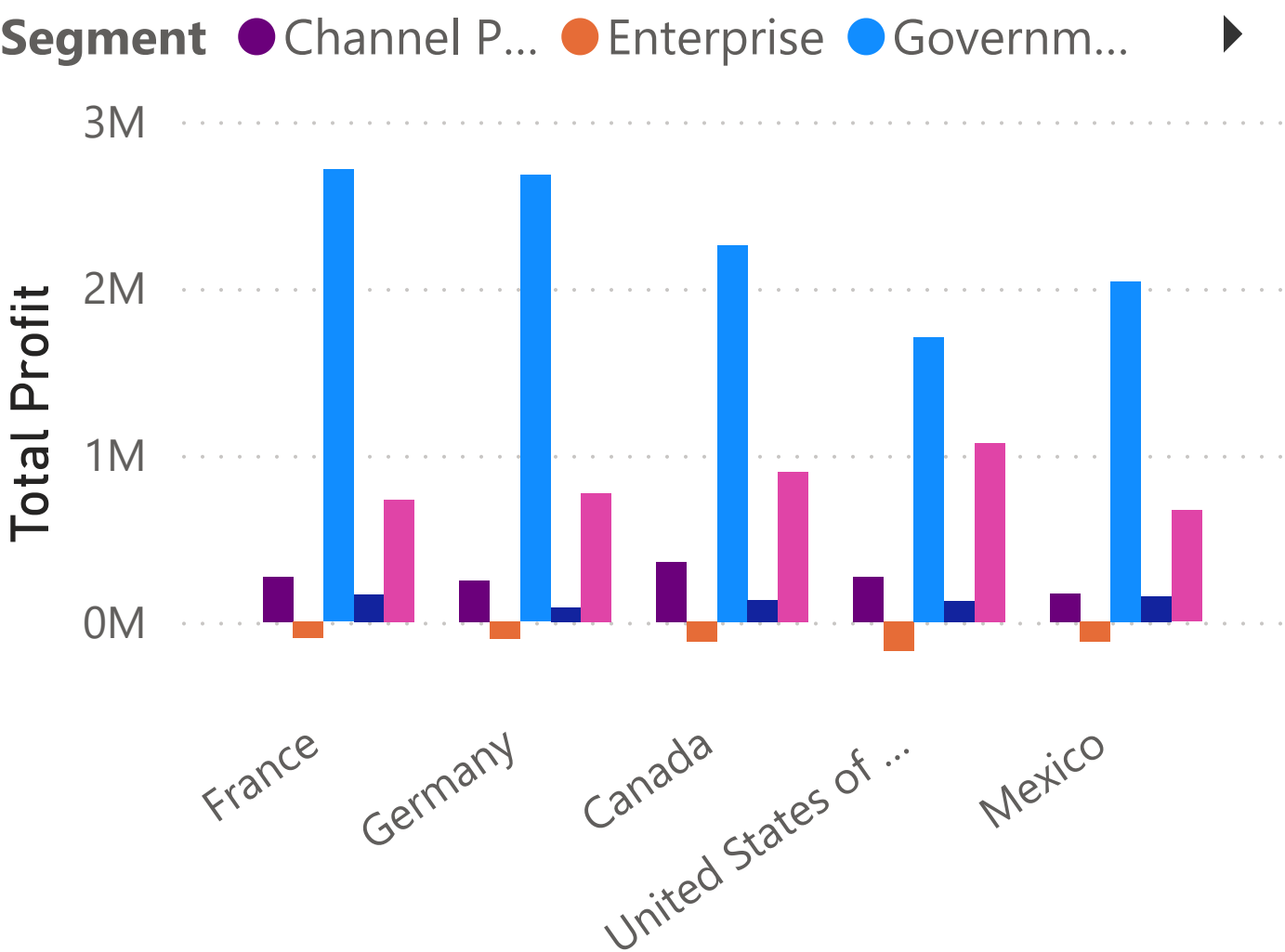
Sum of Profit by Segment



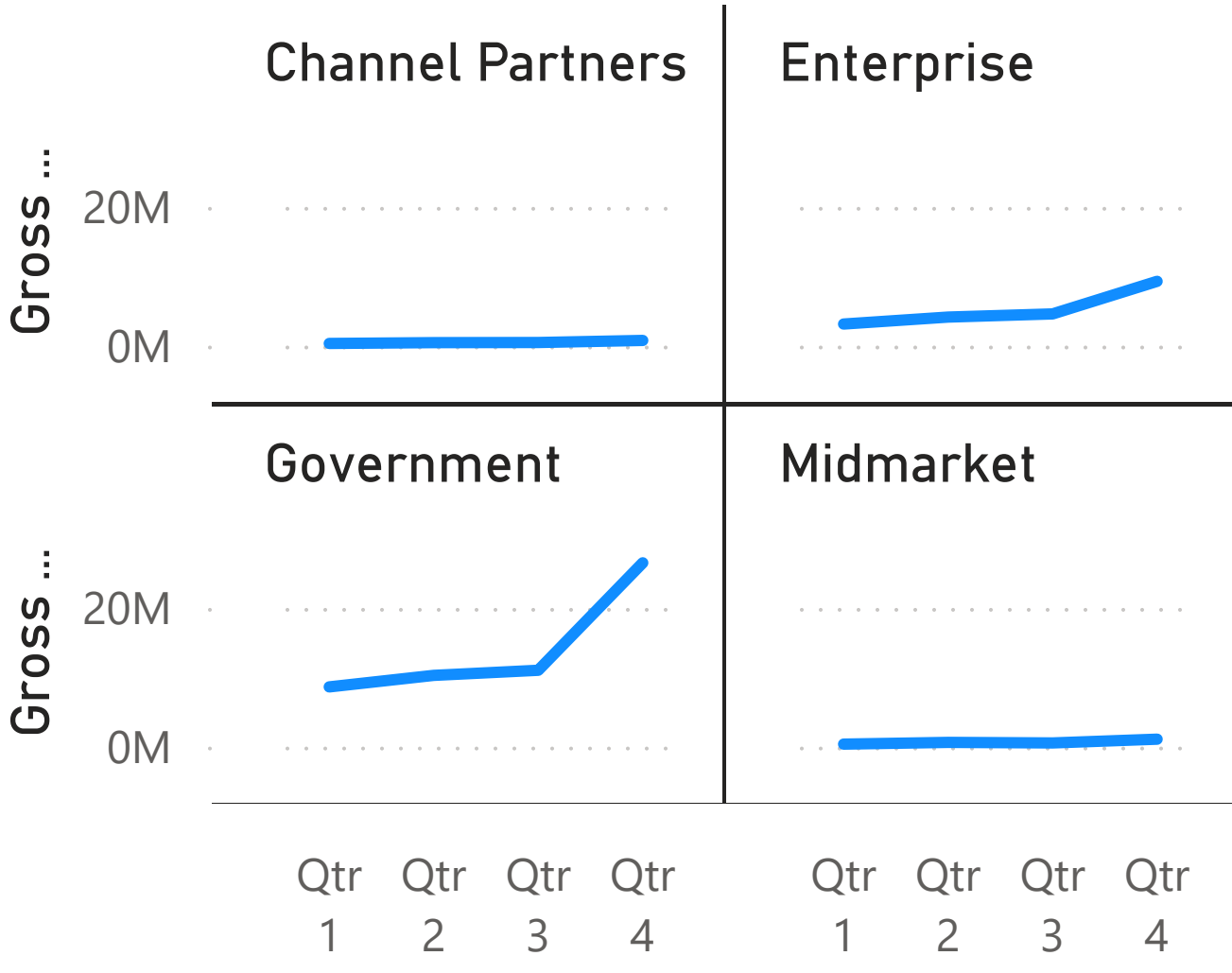
Units Sold by Segment and Product



Profit by Country and Segment



Gross Sales by Quarter and Segment



# Profit Analysis

16.89M

Sum of Profit

October

Most Profitable Month

Government

Most Profitable Segment

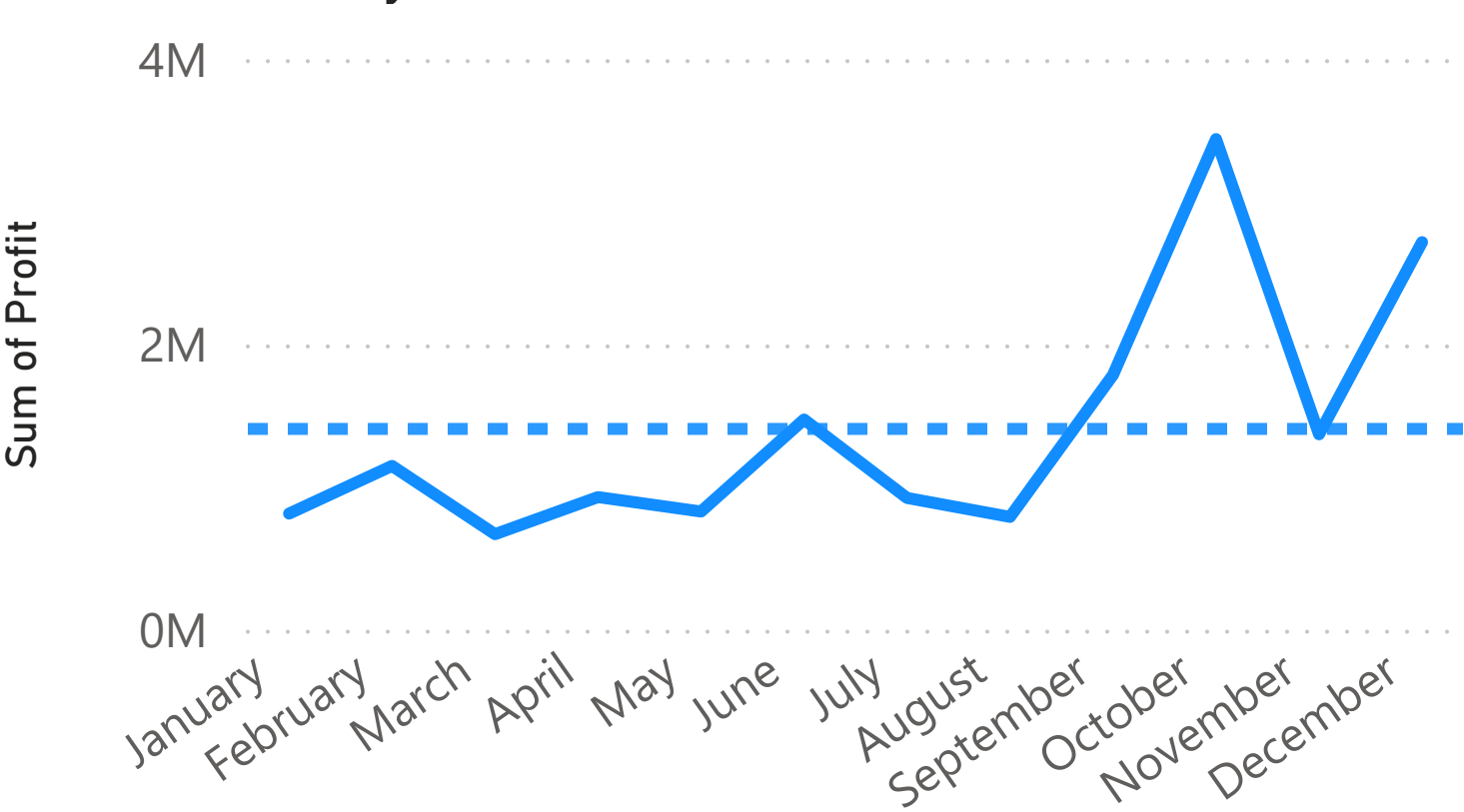
France

Most Profitable Country

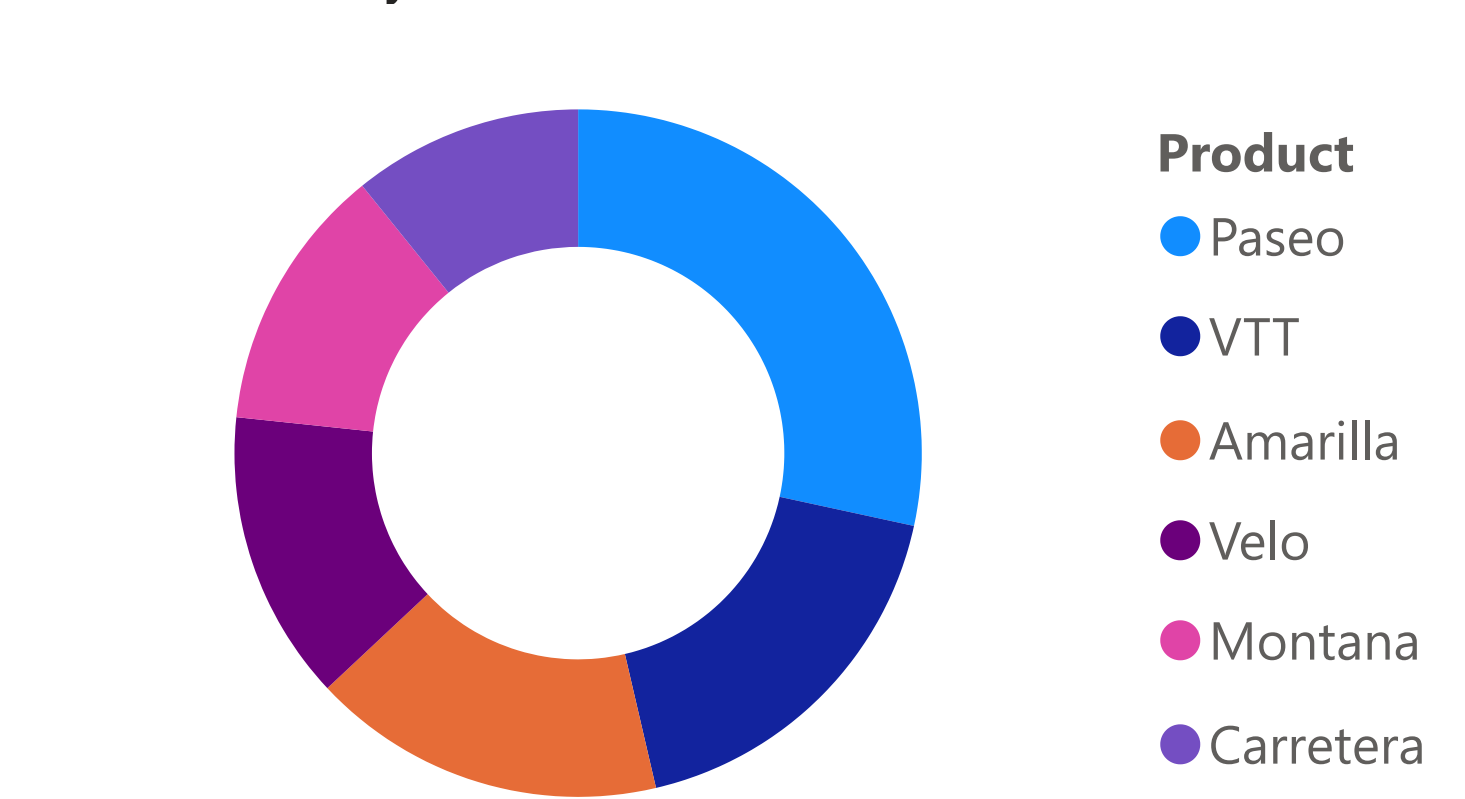
Paseo

Most Profitable Product

Total Profit by Month

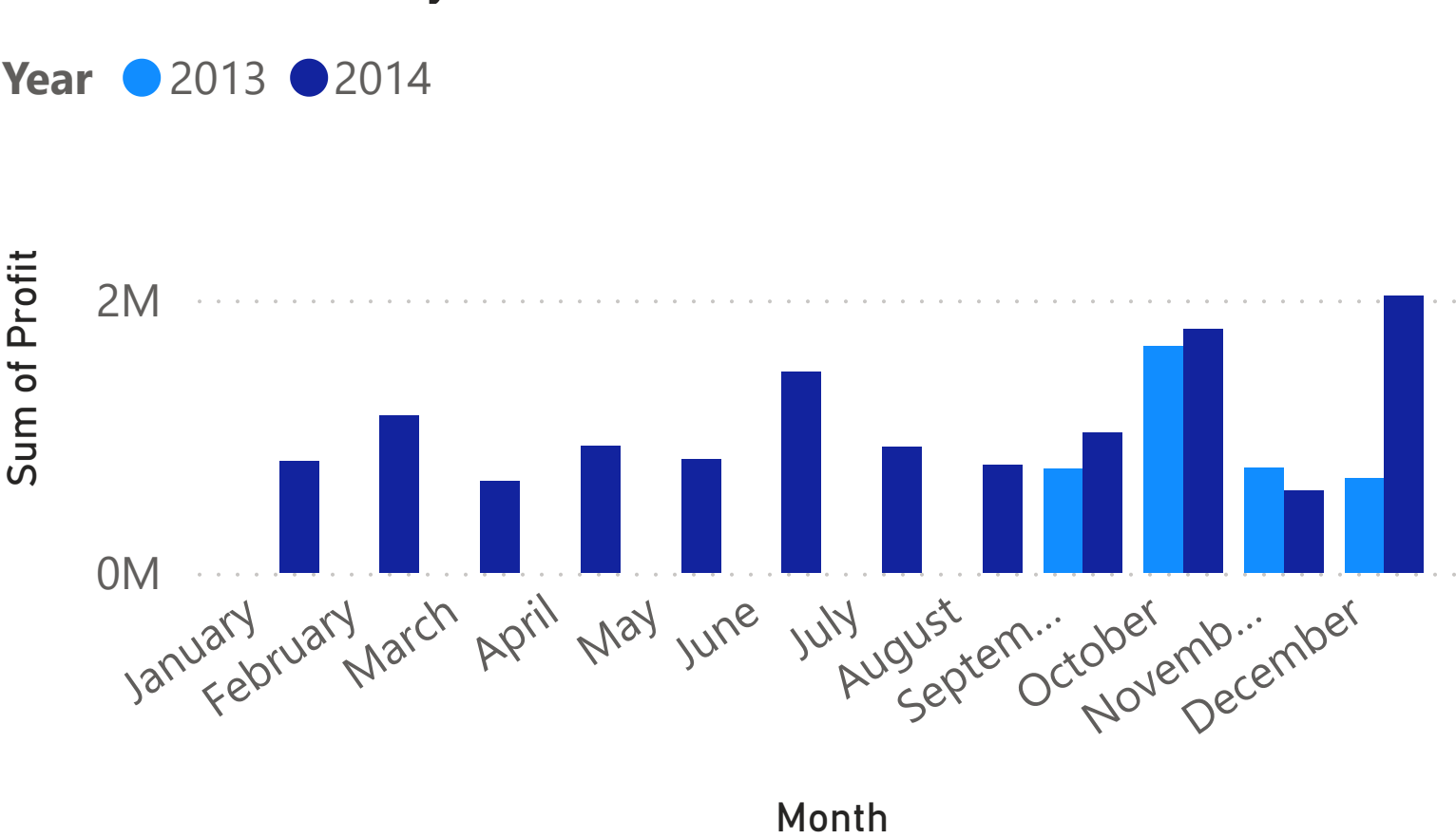


Total Profit by Product



Product	Sum of Sales	Sum of Profit	Profit Margin
Amarilla	17747116.06	2,814,104.06	15.86%
VTT	20511921.02	3,034,608.02	14.79%
Paseo	33011143.95	4,797,437.95	14.53%
Montana	15390801.88	2,114,754.88	13.74%
Carretera	13815307.89	1,826,804.89	13.22%
Velo	18250059.47	2,305,992.47	12.64%
Total	118726350.26	16,893,702.26	14.23%

Sum of Profit by Month and Year



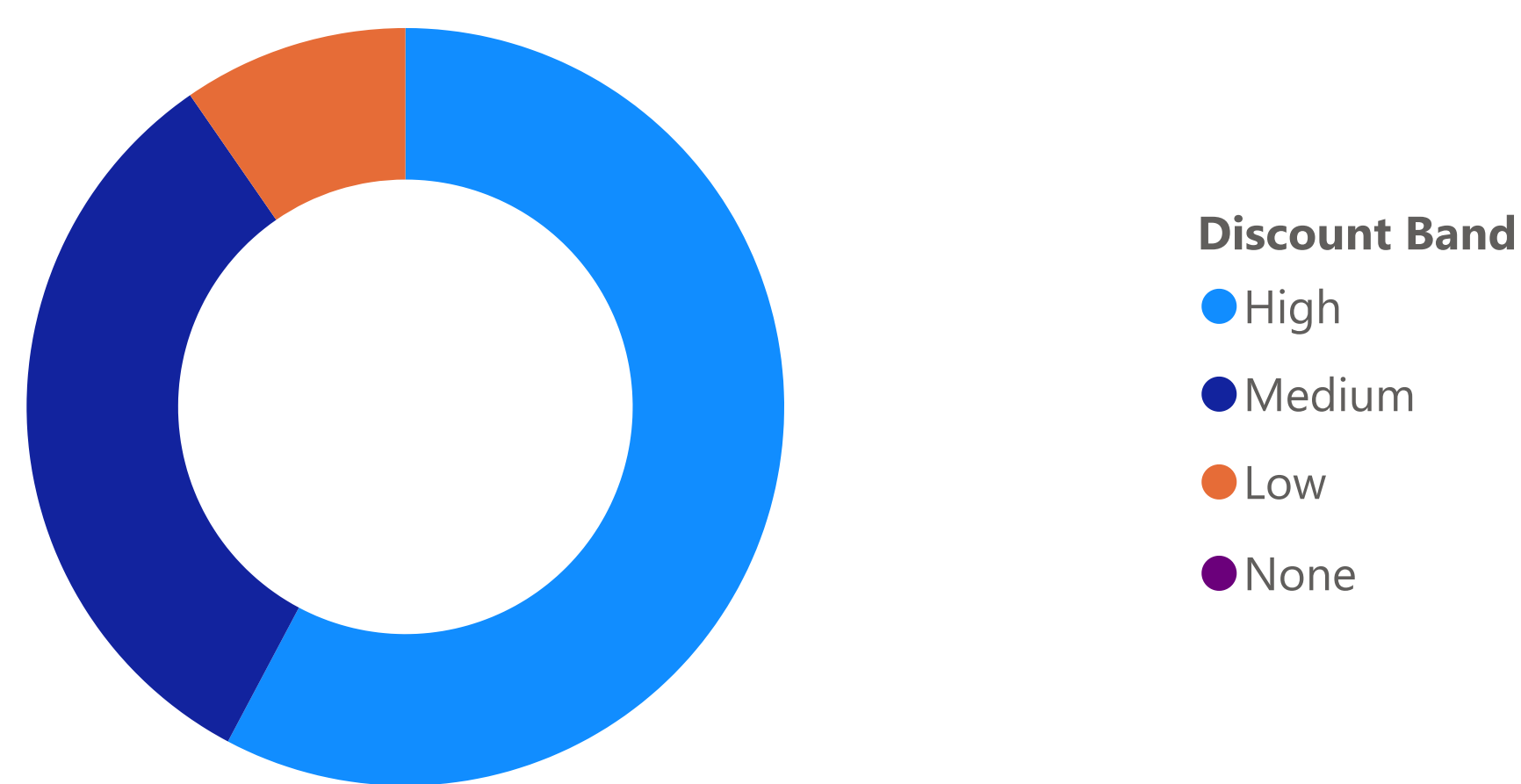
Profit by Country



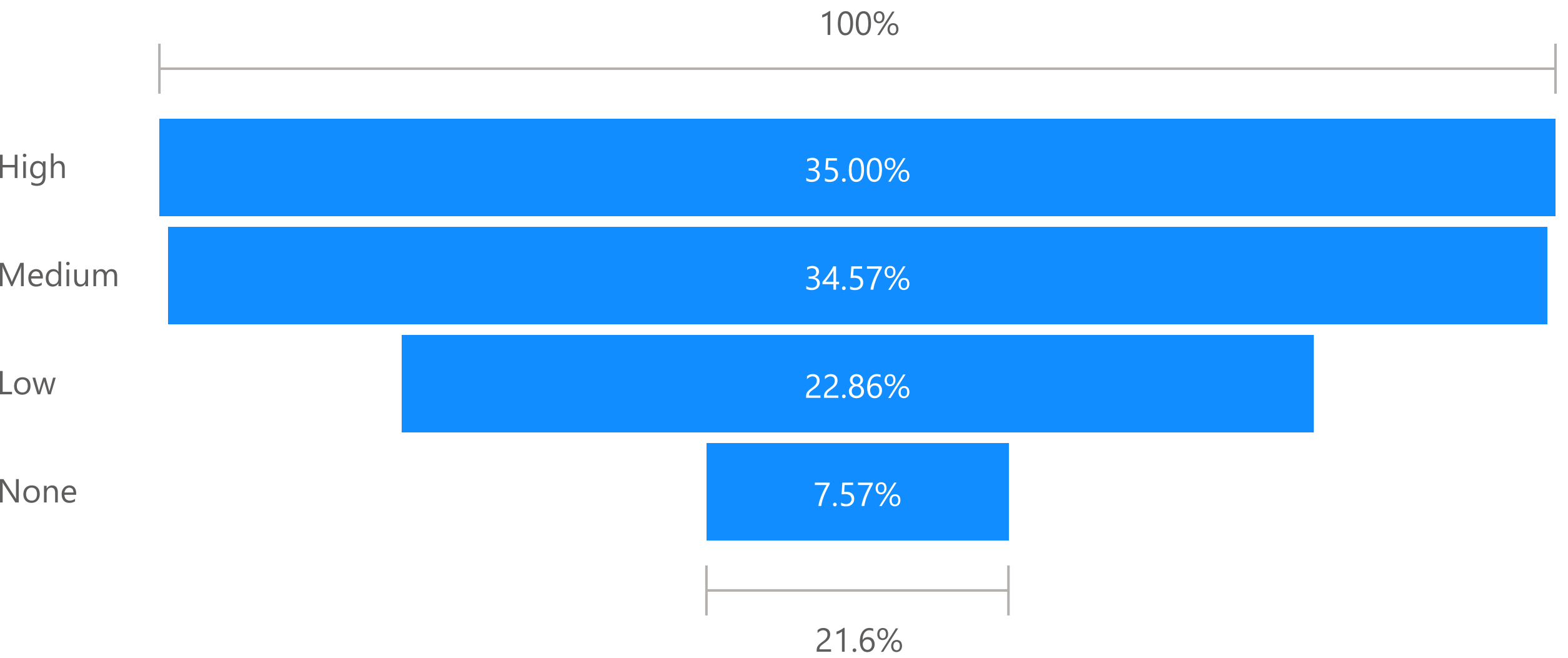


# Discount and Discount Band Analysis

Sum of Discounts by Discount Band

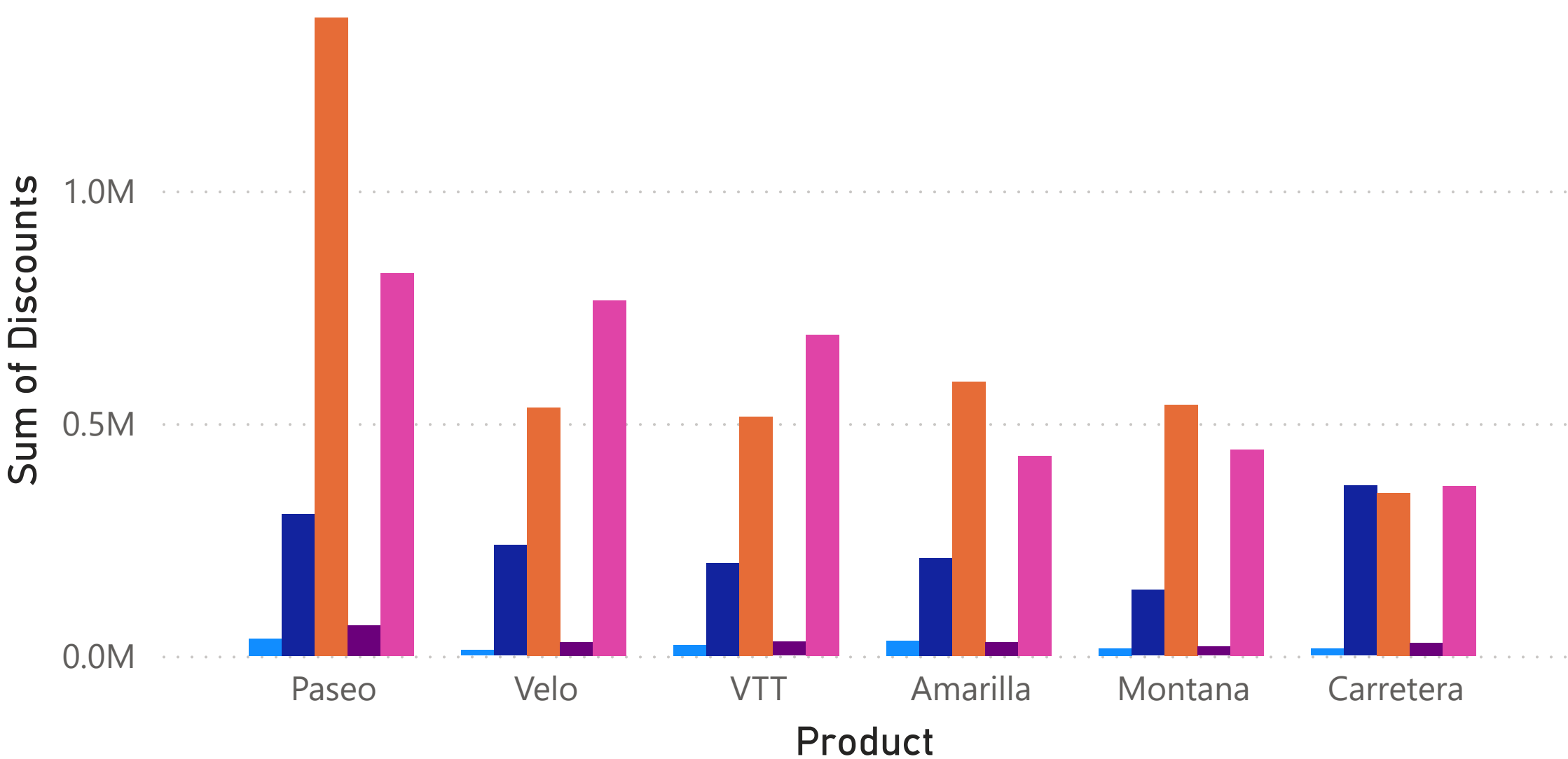


%GT Count of Product by Discount Band



Discount by Product and Segment

Segment Channel Partners Enterprise Government Midmarket Small Business



Sum of Discounts by Sales (bins)

