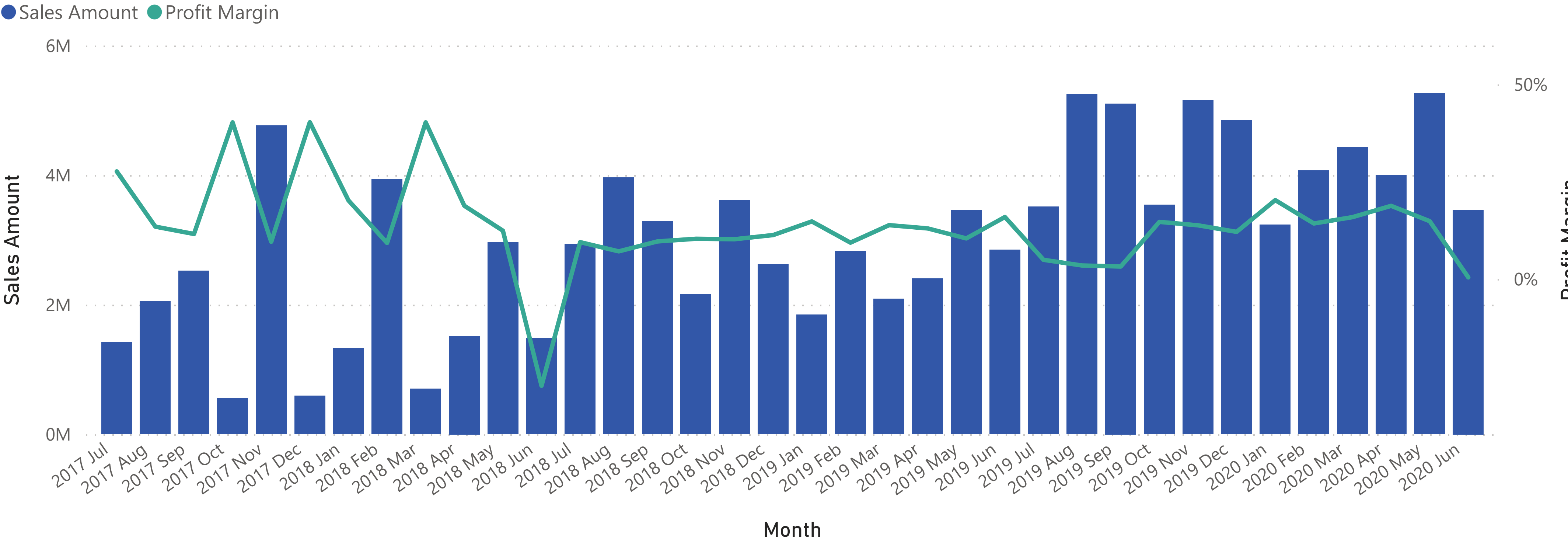


Year

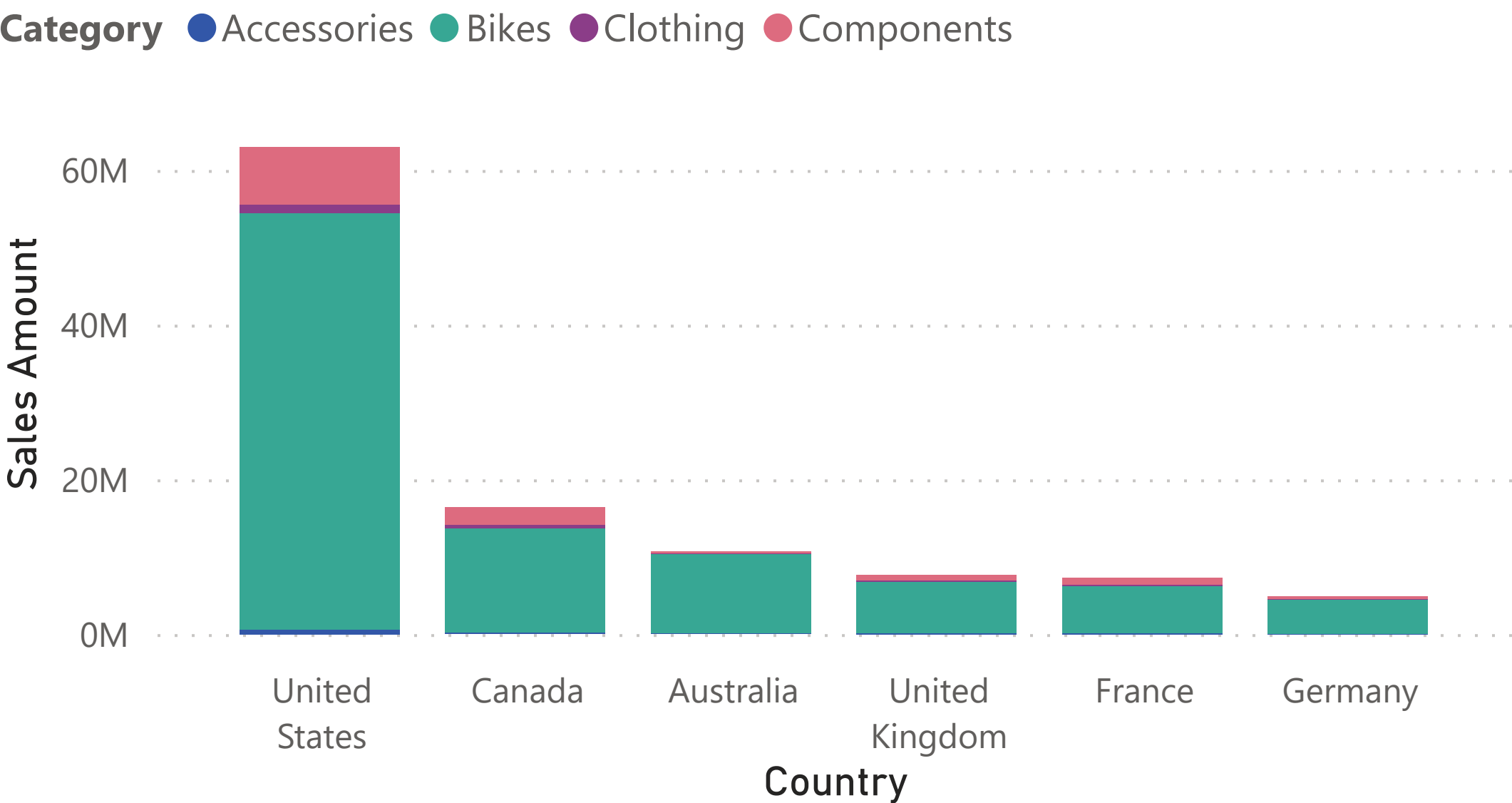
All

- Region
- Australia
 - Canada
 - Central
 - Corporate HQ
 - France
 - Germany
 - Northeast
 - Northwest
 - Southeast
 - Southwest
 - United Kingdom

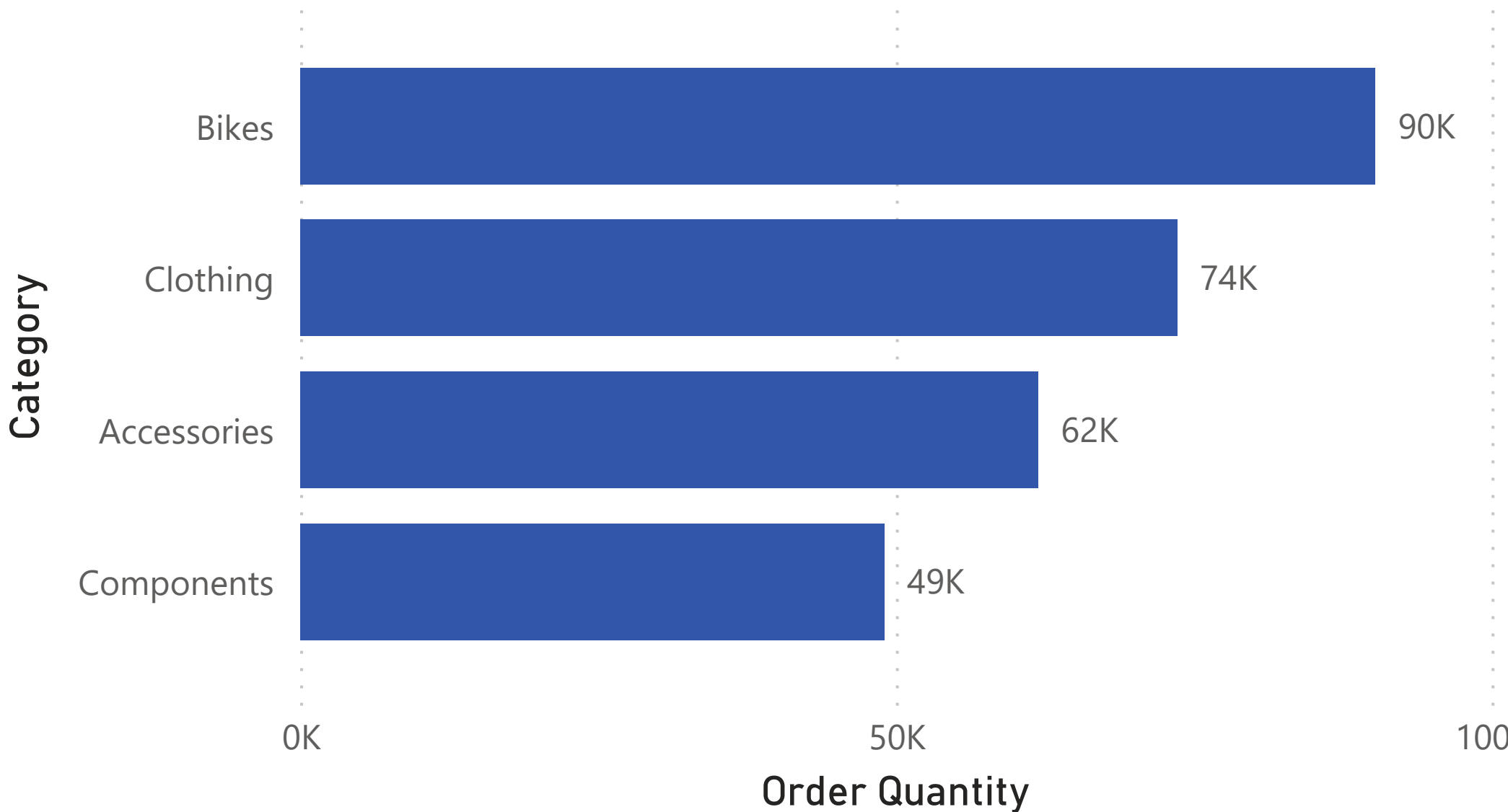
Sales Amount and Profit Margin by Month













Sales Amount by Country and Category



Order Quantity by Category



Region	Year	Sum of Sales Amount	Sum of Total Product Cost	Profit	Profit Margin
Select all	 FY2018	23,860,891.17	20,824,957.60	3,035,933.57	12.72%
	 FY2018 Q1	6,005,207.32	5,044,768.46	960,438.87	15.99%
Australia	2017 Jul	1,423,357.32	1,030,145.99	393,211.33	27.63%
	2017 Aug	2,057,902.45	1,781,802.05	276,100.40	13.42%
	2017 Sep	2,523,947.55	2,232,820.41	291,127.14	11.53%
Canada	 FY2018 Q2	5,923,348.19	5,002,933.21	920,414.99	15.54%
	2017 Oct	561,681.48	335,651.93	226,029.55	40.24%
	2017 Nov	4,764,920.16	4,310,855.63	454,064.53	9.53%
Central	2017 Dec	596,746.56	356,425.65	240,320.91	40.27%
	 FY2018 Q3	5,965,011.12	5,052,590.36	912,420.76	15.30%
	2018 Jan	1,327,674.63	1,059,910.76	267,763.87	20.17%
Corporate HQ	2018 Feb	3,936,463.31	3,573,840.19	362,623.12	9.21%
	2018 Mar	700,873.18	418,839.41	282,033.77	40.24%
	 FY2018 Q4	5,967,324.53	5,724,665.57	242,658.96	4.07%
France	2018 Apr	1,519,275.24	1,233,736.41	285,538.83	18.79%
	2018 May	2,960,378.09	2,593,952.74	366,425.35	12.38%
	2018 Jun	1,487,671.19	1,896,976.42	-409,305.23	-27.51%
Germany	 FY2019	34,070,108.50	30,362,108.34	3,708,000.16	10.88%
	 FY2019 Q1	10,192,098.13	9,318,892.70	873,205.44	8.57%
Northeast	2018 Jul	2,939,691.00	2,662,556.63	277,134.37	9.43%
	2018 Aug	3,964,801.20	3,684,824.86	279,976.35	7.06%
	2018 Sep	3,287,605.93	2,971,511.22	316,094.72	9.61%
Northwest	 FY2019 Q2	8,392,458.01	7,507,083.93	885,374.09	10.55%
	2018 Oct	2,157,287.40	1,935,100.94	222,186.46	10.30%
	2018 Nov	3,611,092.23	3,243,337.53	367,754.70	10.18%
Southeast	2018 Dec	2,624,078.39	2,328,645.46	295,432.93	11.26%
	 FY2019 Q3	6,769,487.90	5,944,699.11	824,788.79	12.18%
	2019 Jan	1,847,691.91	1,574,931.74	272,760.17	14.76%
Southwest	2019 Feb	2,829,361.64	2,566,119.02	263,242.62	9.30%
	2019 Mar	2,092,434.35	1,803,648.35	288,786.00	13.80%
	 FY2019 Q4	8,716,064.45	7,591,432.60	1,124,631.85	12.90%
United Kingdom	2019 Apr	2,405,970.99	2,094,120.13	311,850.86	12.96%
	2019 May	3,459,444.04	3,099,901.05	359,542.99	10.39%
	Total	109,809,274.20	97,257,907.95	12,551,366.25	11.43%



Bikes

Subcategory	Color	Sum of Order Quantity	Sum of Sales Amount	Profit	Profit Margin	
Mountain Bikes	Black	15,050	19,440,363.10	3,034,834.78	<div></div>	15.61%
Mountain Bikes	Silver	13,271	17,005,080.84	2,898,081.37	<div></div>	17.04%
Road Bikes	Black	17,334	13,688,742.02	1,069,438.61	<div></div>	7.81%
Road Bikes	Red	18,052	19,760,890.71	2,577,221.56	<div></div>	13.04%
Road Bikes	Yellow	11,762	10,429,158.26	718,242.58	<div></div>	6.89%
Touring Bikes	Blue	8,456	8,374,313.88	433,017.48	<div></div>	5.17%
Touring Bikes	Yellow	6,295	5,921,977.39	-215,739.77	<div></div>	-3.64%
Total		90,220	94,620,526.21	10,515,096.61	11.11%	

Year

☐ FY2018

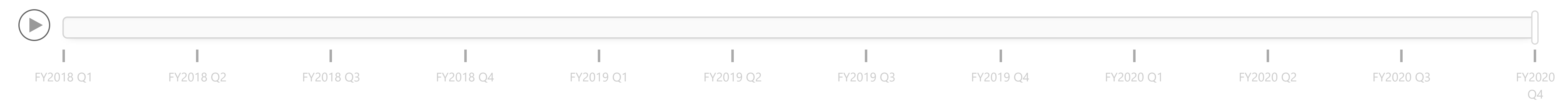
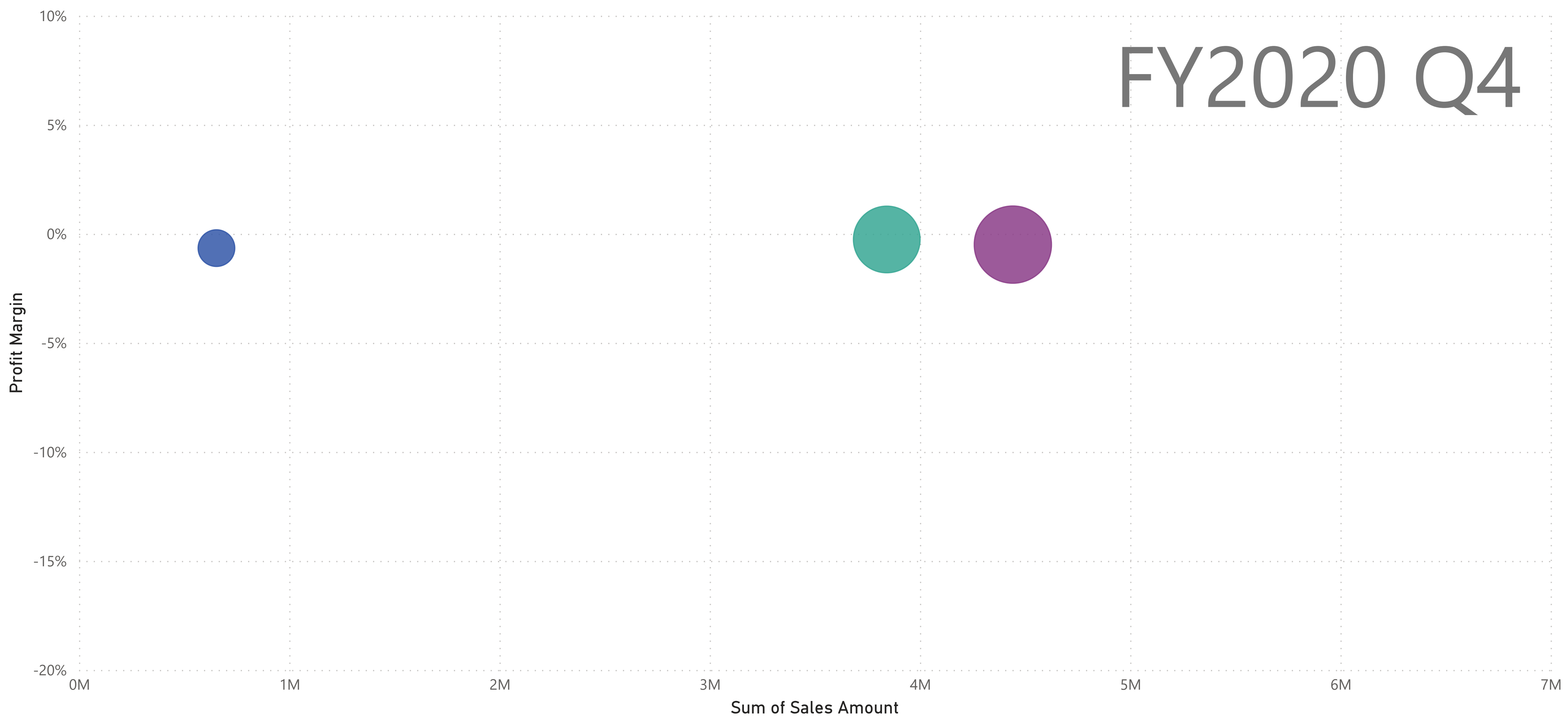
☐ FY2019

☐ FY2020

Reseller	Accessories	Bikes	Clothing	Components	Total
	700,759.96	28,318,144.65	339,772.61		29,358,677.22
A Bike Store	40.37	80,585.73	28.84	4,522.13	85,177.08
A Great Bicycle Company		9,002.48	15.56	37.25	9,055.29
A Typical Bike Shop	141.31	79,103.81	219.72	3,992.28	83,457.11
Acceptable Sales & Service		1,258.38			1,258.38
Accessories Network	5.99	2,159.80			2,165.79
Acclaimed Bicycle Company		5,021.39		2,279.44	7,300.83
Ace Bicycle Supply		3,611.37		137.76	3,749.13
Action Bicycle Specialists	4,831.94	249,038.89	10,058.01	57,823.99	321,752.84
Active Cycling		1,409.38		396.07	1,805.45
Active Life Toys	1,001.28	176,802.98	3,683.08	18,526.02	200,013.37
Active Systems	30.28		609.70		639.98
Active Transport Inc.		82,211.11		6,034.77	88,245.87
Activity Center	131.74	37,304.91	1,411.80	3,801.94	42,650.40
Advanced Bike Components	8,764.77	289,721.40	20,231.90	43,280.99	361,999.06
Aerobic Exercise Company				2,676.65	2,676.65
Affordable Sports Equipment	1,064.29	273,177.53	4,987.72	32,216.89	311,446.43
All Cycle Shop	142.62		2,226.29	634.29	3,003.20
All Seasons Sports Supply		5,020.24		2,416.03	7,436.27
Alpine Ski House		10,778.66		568.22	11,346.88
Alternative Vehicles		9,059.77	68.05		9,127.82
Amalgamated Parts Shop	4,914.08	150,097.79	9,696.41	32,619.31	197,327.59
Another Bicycle Company	2,279.04	191,418.40	4,123.72	18,832.46	216,653.62
Area Bike Accessories	4,080.78	345,932.47	6,043.42	24,397.36	380,454.03
Area Sheet Metal Supply		793.79	21.58	1,631.01	2,446.38
Associated Bikes	60.56	4,363.16	344.88	3,011.74	7,780.34
Atypical Bike Company				381.19	381.19
Authentic Sales and Service			751.61	866.79	1,618.39
Authorized Bike Sales and Rental		118,005.48	128.99	30,453.58	148,588.05
Basic Bike Company	146.73	9,854.52	376.82	2,759.29	13,137.37
Basic Sports Equipment	717.76	52,754.84	4,449.81	313.66	58,236.07
Beneficial Exercises and Activities		469.79		1,244.90	1,714.69
Best Cycle Store	4,465.75	195,415.43	9,725.18	62,445.86	272,052.23
Total	1,272,057.89	94,620,526.21	2,117,613.45	11,799,076.66	109,809,274.20

Sales Amount, Profit Margin and Order Quantity by Business Type and Quarter

Business Type ● Specialty Bike Shop ● Value Added Reseller ● Warehouse



Sales Amount by Date

