

## **Financial Analysis Report**

# **Key Performance Indicators**

Sales | Current vs Last Year

9,23,11,095

Last Year: 2,64,15,256 (+249.46%)

**Orders | Current vs Last Year** 

8,61,132

Last Year: 2,64,674 (+225.36%)

**Profit | Current vs Last Year** 

1,30,15,238

Last Year: 38,78,465 (+235.58%)

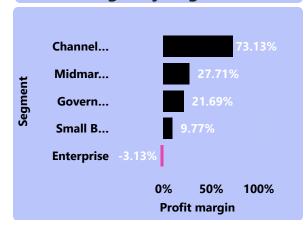
**Profit Margin | Current vs Last Year** 

Last Year: 0 (-3.97%)

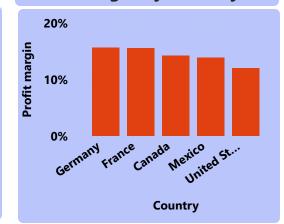
### **Orders by Country**



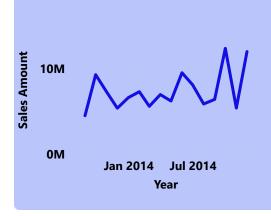
# **Profit margin by Segment**



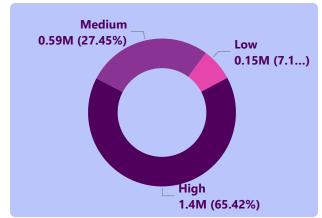
### **Profit margin by Country**



#### Sales amount by year & Month sales amount by product



# Discount offered by discount band Profit Margin by segment & Product





Segment ▼	Profit margin	
☐ Small Business		9.77%
VTT	Po	10.51%
Velo		6.73%
Paseo	P	10.71%
Montana		11.14%
Carretera		8.90%
Amarilla		8.86%
<b>☐ Midmarket</b>		27.71%
VTT		27.33%
Velo	P	25.96%
Paseo		28.50%
Montana	P	28.90%
Carretera		27.90%
Amarilla	Po	25.58%
<b>☐ Government</b>		21.69%
VTT	Po	22.35%
Velo		22.48%
Paseo		20.54%
Montana		20.30%
Total		14.23%