

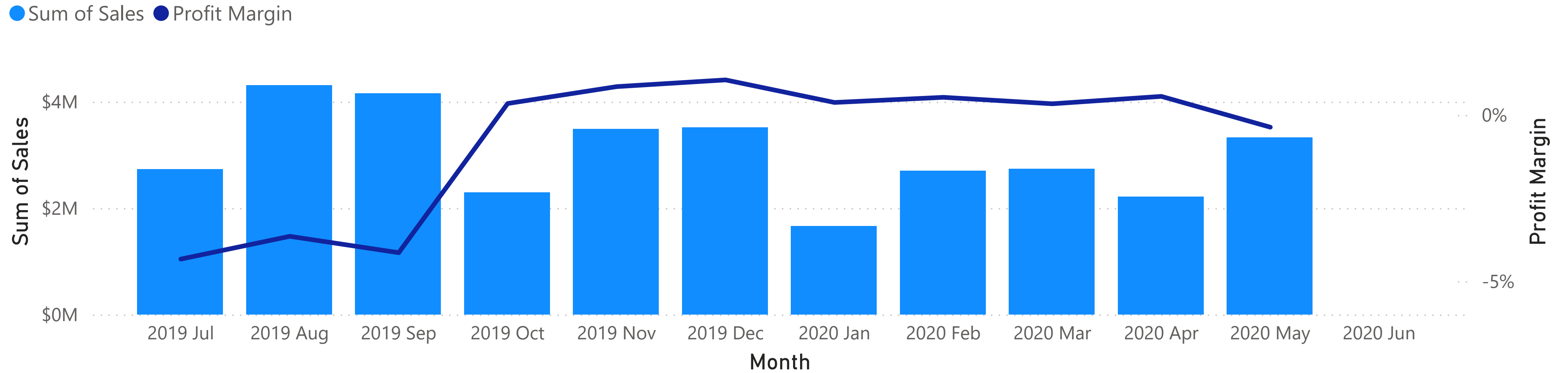


Year

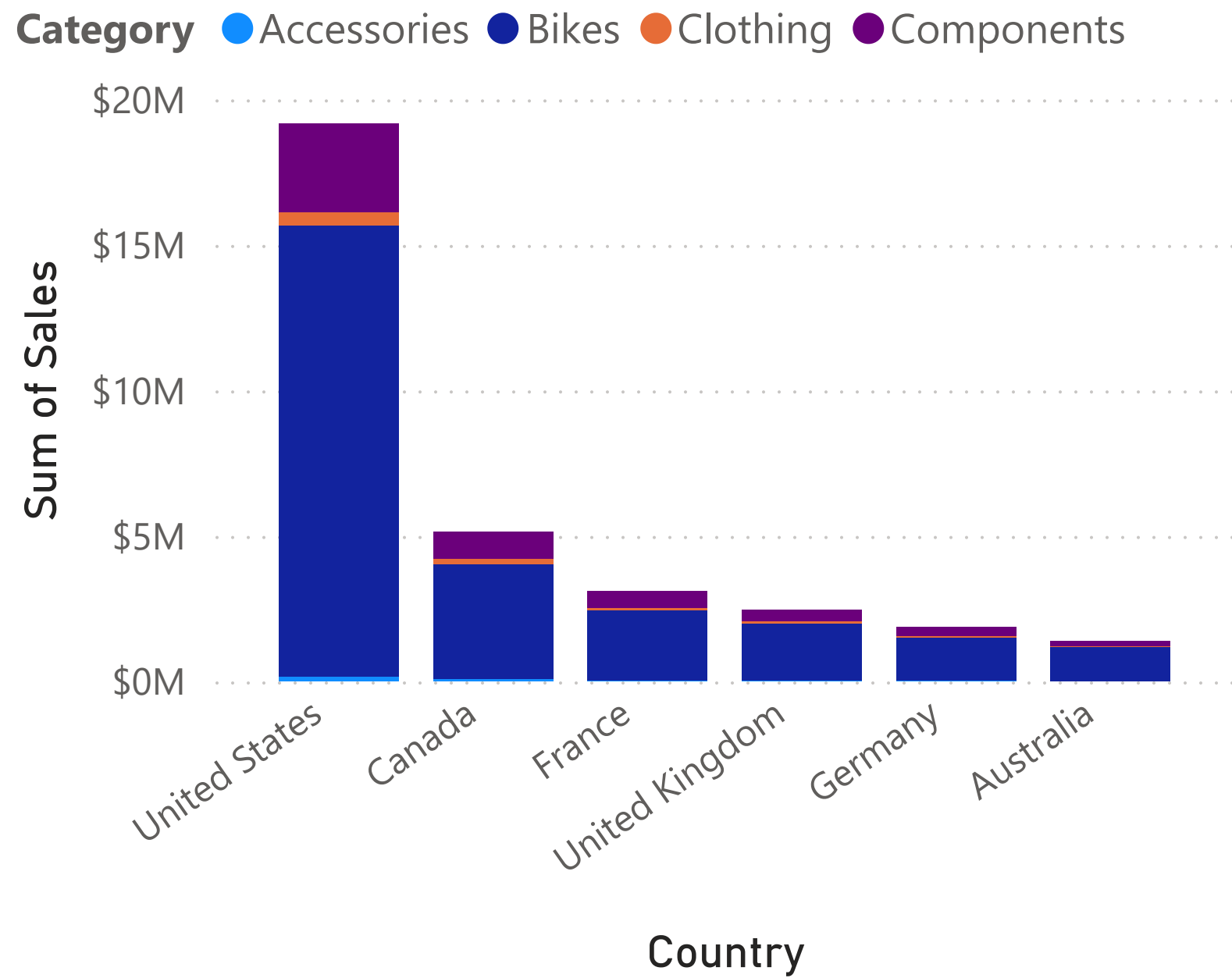
FY2020

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

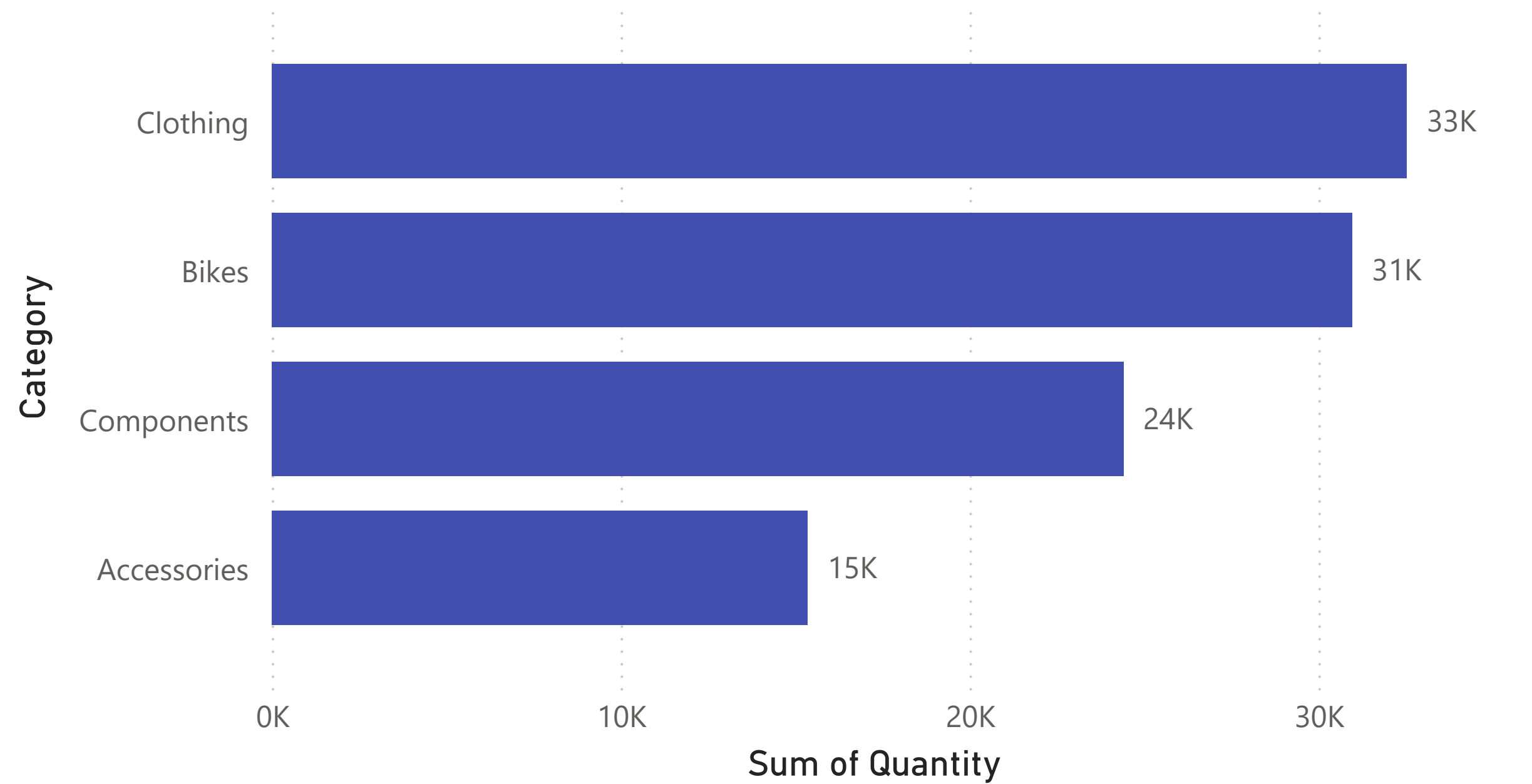
Sum of Sales and Profit Margin by Month



Sum of Sales by Country and Category



Sum of Quantity by Category



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

Year	Orders	Sum of Sales	Sum of Cost	Profit	Profit Margin
<div><div></div>FY2018</div>	739	\$16,429,043	\$16,297,680	\$131,362	0.80%
<div><div></div>FY2018 Q1</div>	173	\$3,195,733	\$3,050,238	\$145,494	4.55%
2017 Jul	38	\$489,328	\$472,295	\$17,033	3.48%
2017 Aug	75	\$1,540,072	\$1,469,460	\$70,612	4.58%
2017 Sep	60	\$1,166,332	\$1,108,483	\$57,849	4.96%
<div><div></div>FY2018 Q2</div>	193	\$4,874,023	\$4,686,271	\$187,751	3.85%
2017 Oct	40	\$844,833	\$817,130	\$27,703	3.28%
2017 Nov	90	\$2,325,755	\$2,236,064	\$89,691	3.86%
2017 Dec	63	\$1,703,435	\$1,633,078	\$70,357	4.13%
<div><div></div>FY2018 Q3</div>	183	\$4,069,304	\$3,917,678	\$151,626	3.73%
2018 Jan	40	\$713,230	\$690,430	\$22,800	3.20%
2018 Feb	79	\$1,900,794	\$1,830,481	\$70,314	3.70%
2018 Mar	64	\$1,455,280	\$1,396,767	\$58,513	4.02%
<div><div></div>FY2018 Q4</div>	190	\$4,289,983	\$4,643,492	(\$353,510)	-8.24%
2018 Apr	37	\$883,011	\$854,646	\$28,365	3.21%
2018 May	85	\$2,269,720	\$2,181,838	\$87,882	3.87%
2018 Jun	68	\$1,137,252	\$1,607,008	(\$469,756)	-41.31%
<div><div></div>FY2019</div>	1,255	\$27,979,780	\$26,768,232	\$1,211,548	4.33%
<div><div></div>FY2019 Q1</div>	322	\$8,922,120	\$8,542,715	\$379,405	4.25%
2018 Jul	72	\$2,411,559	\$2,338,001	\$73,557	3.05%
2018 Aug	139	\$3,615,914	\$3,468,827	\$147,088	4.07%
2018 Sep	111	\$2,894,647	\$2,735,887	\$158,760	5.48%
<div><div></div>FY2019 Q2</div>	320	\$7,047,379	\$6,717,148	\$330,231	4.69%
2018 Oct	73	\$1,804,177	\$1,724,518	\$79,659	4.42%
2018 Nov	133	\$3,054,997	\$2,919,121	\$135,876	4.45%
2018 Dec	114	\$2,188,206	\$2,073,509	\$114,697	5.24%
<div><div></div>FY2019 Q3</div>	303	\$5,268,960	\$5,073,020	\$195,940	3.72%
2019 Jan	65	\$1,318,592	\$1,267,386	\$51,206	3.88%
2019 Feb	132	\$2,386,073	\$2,308,084	\$77,989	3.27%
2019 Mar	106	\$1,564,395	\$1,487,550	\$76,845	4.87%
Total	3,616	\$77,548,570	\$76,549,076	\$999,495	1.29%

Year

FY2020



\$7,232,695

Sum of Sales

\$6,300,000

Target

\$932,695.21

Variance

14.80%

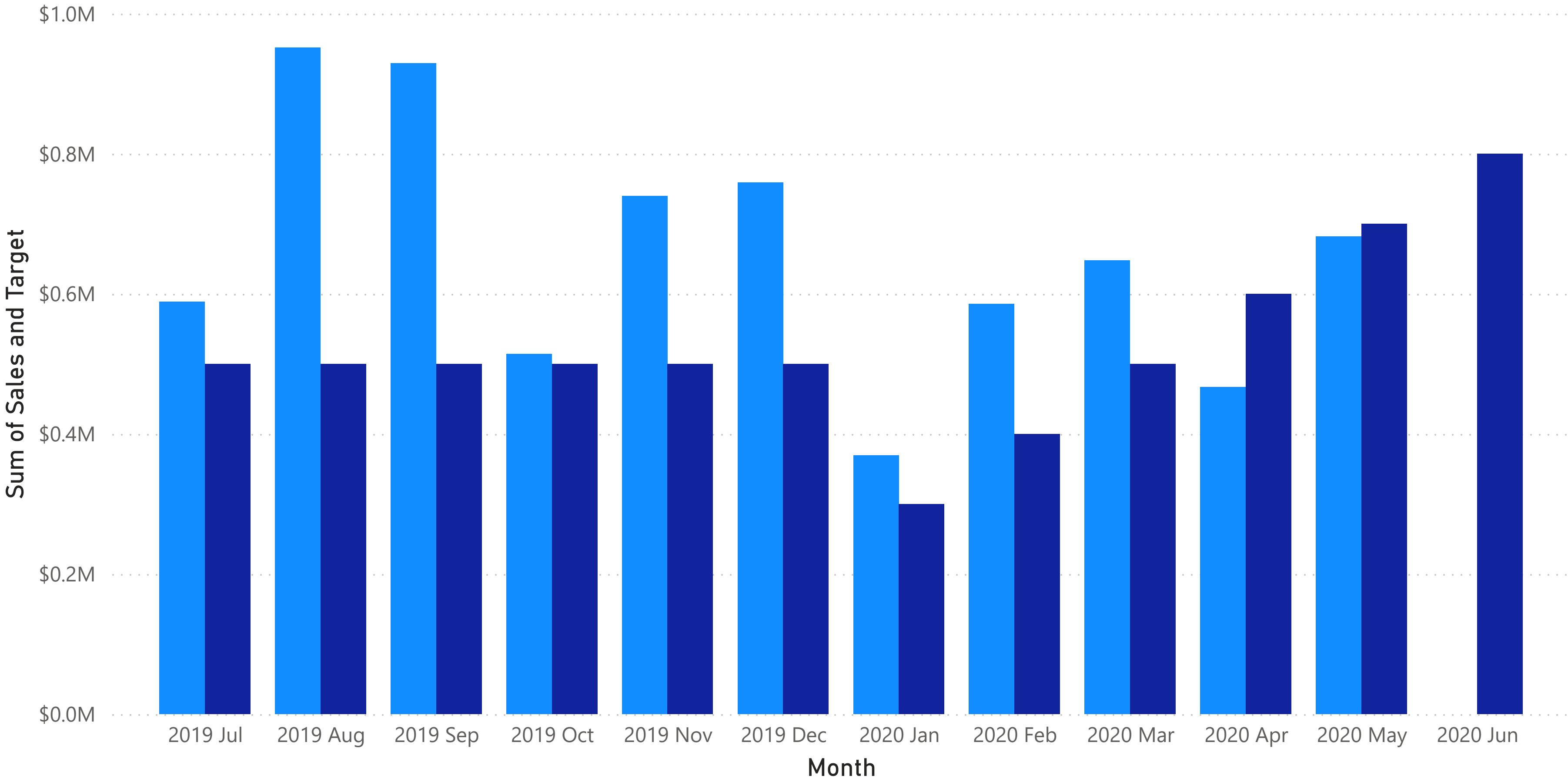
Variance Margin

Bar chart

Column chart

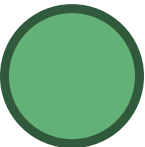



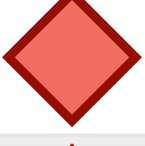
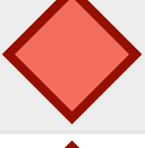
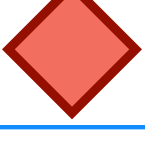
Sum of Sales and Target by Month

Sum of Sales Target



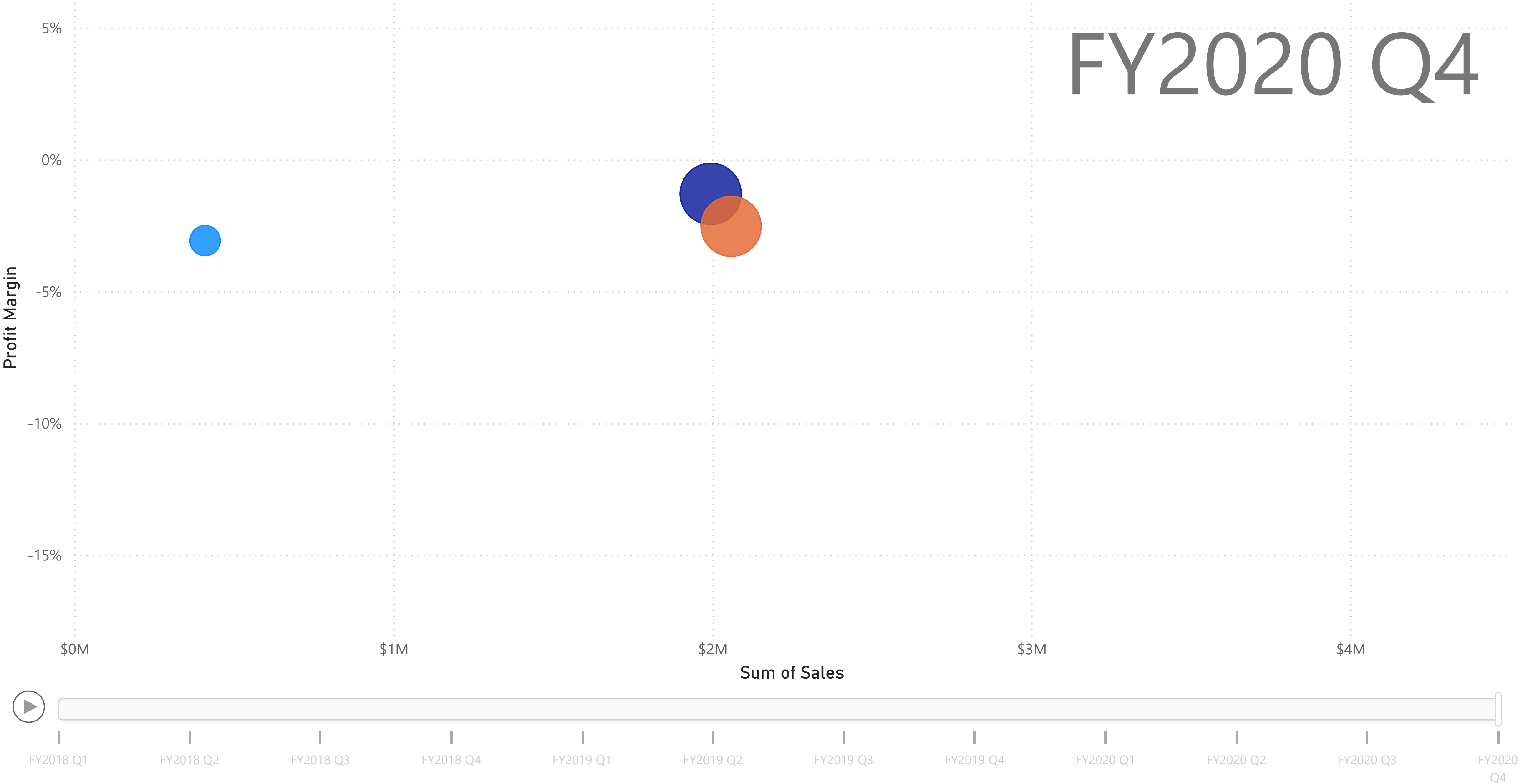


Bikes

Subcategory	Color	Sum of Quantity	Sum of Sales	Profit Margin
Mountain Bikes	Black	12,371	\$14,219,696	6.13% 
Mountain Bikes	Silver	10,083	\$11,660,457	5.91% 
Road Bikes	Black	13,908	\$9,625,464	-3.36% 
Road Bikes	Red	15,310	\$12,116,381	-3.01% 
Road Bikes	Yellow	8,960	\$6,940,054	-5.25% 
Touring Bikes	Blue	6,415	\$5,593,085	-5.58% 
Touring Bikes	Yellow	4,833	\$3,913,896	-16.17% 
Total		71,880	\$64,069,033	-0.68%

Sum of Sales, Profit Margin and Sum of Quantity by Business Type and Quater

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



Sum of Sales by Date

