



\$24.9M REVENUE

\$10.5M **PROFIT** 

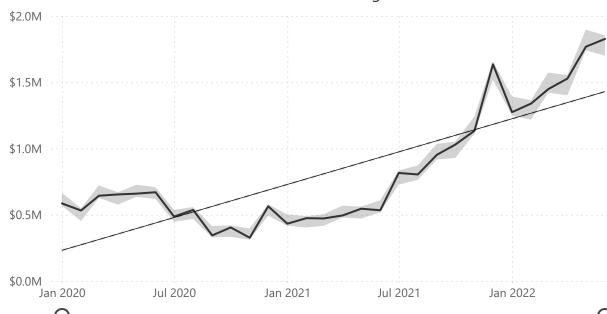
25.2K

**ORDERS** 

2.2%

**RETURN RATE** 





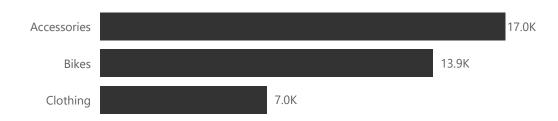
Monthly Revenue

\$1.83M~ Prev Month: \$1.77M (+3.31%) **Monthly Orders** 

2,146 Prev Month: \$2.17K (-0.88%) Monthly Returns

166 Prev Month: 169 (+1.78%)

#### Total Orders by CategoryName



Top 10 Product Name	Orders •	Returns	Return %
Water Bottle - 30 oz.	3,98	83 149	1.95%
Patch Kit/8 Patches	2,9	52 92	1.61%
Mountain Tire Tube	2,84	46 91	1.64%
Road Tire Tube	2,1	73 67	1.55%
Sport-100 Helmet, Red	2,09	99 70	3.33%
AWC Logo Cap	2,00	62 45	1.11%
Sport-100 Helmet, Blue	1,99	95 66	3.31%
Fender Set - Mountain	1,9	75 54	1.36%
Sport-100 Helmet, Black	1,94	40 52	2.68%
Mountain Bottle Cage	1,89	96 74	2.02%

### **Most Ordered Product:**

Tires and Tubes

### Most Returned Product:

**Shorts** 



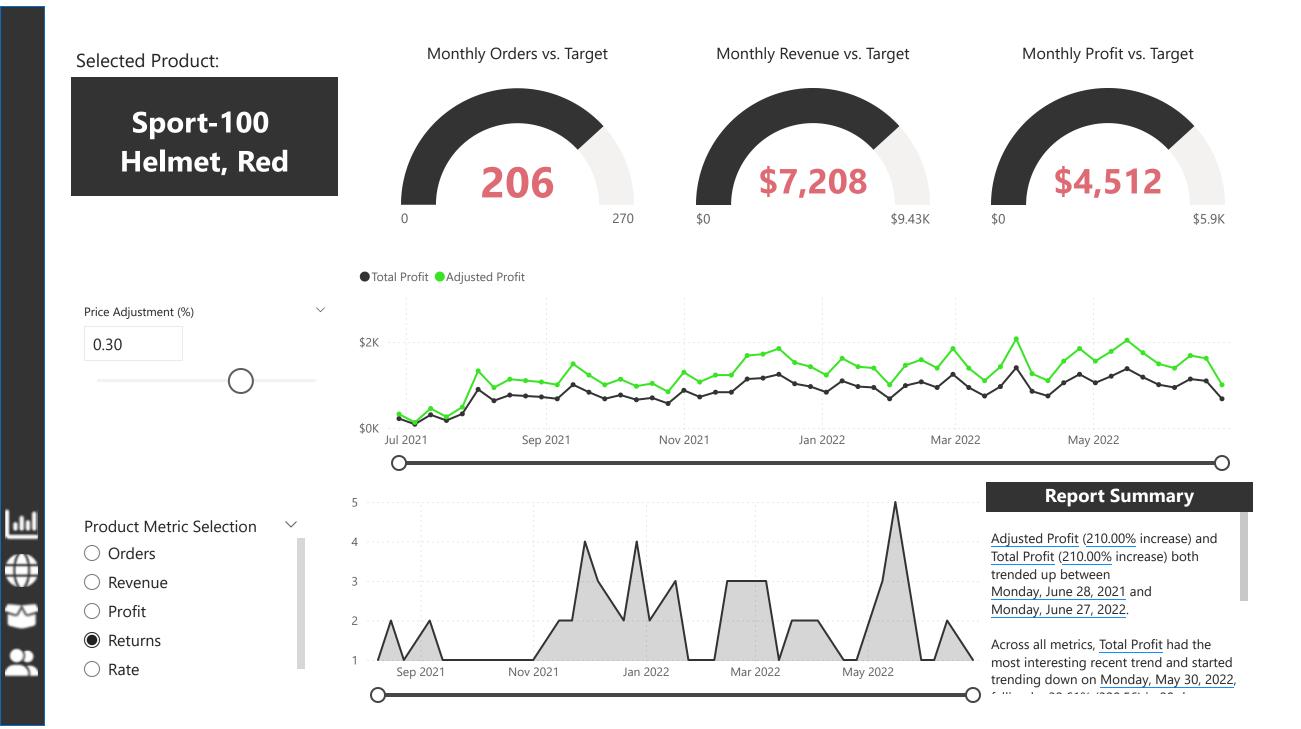


## Total Orders by Country







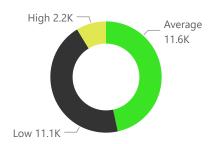




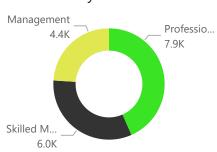
\$1.4K
REVENUE PER CUSTOMER

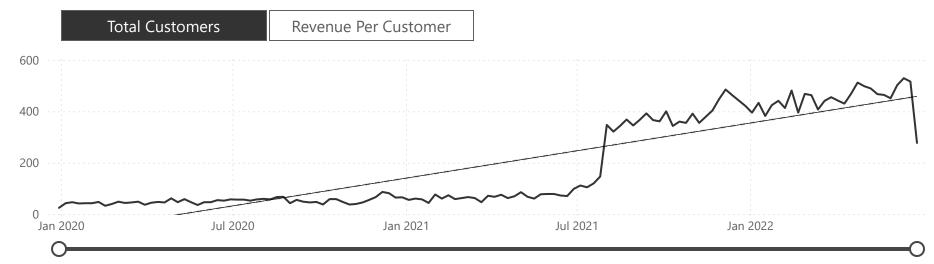
17.4K
UNIQUE CUSTOMERS

### Orders by Income Level



### Orders by Income Level





Top 100 Customers

CustomerKey	Full Name	Orders -	Revenue
11091	Mr. Dalton Perez	26	\$1,513
11223	Mrs. Hailey Patterson	26	\$1,616
11300	Mr. Fernando Barnes	26	\$1,839
11330	Mr. Ryan Thompson	26	\$1,597
11331	Mrs. Samantha Jenkins	26	\$1,740
11185	Mrs. Ashley Henderson	25	\$1,717
11200	Mr. Jason Griffin	25	\$1,614
11176	Mr. Mason Roberts	24	\$1,526
11262	Mrs. Jennifer Simmons	24	\$1,465
11277	Mr. Charles Jackson	24	\$1,777
11287	Mr. Henry Garcia	24	\$1,443
11566	Ms. April Shan	24	\$1,424
11711	Mr. Daniel Davis	24	\$1,404
11276	Mrs. Nancy Chapman	23	\$1,111
11203	Mr. Luis Diaz	17	\$1,002

Top Customer (by revenue):

2022

# Mr. Maurice Shan

Orders:

2020

6

Revenue:

\$12.4K



Among customers in professional roles in 2022, Lacey Zheng drove the most revenue at \$6,180