

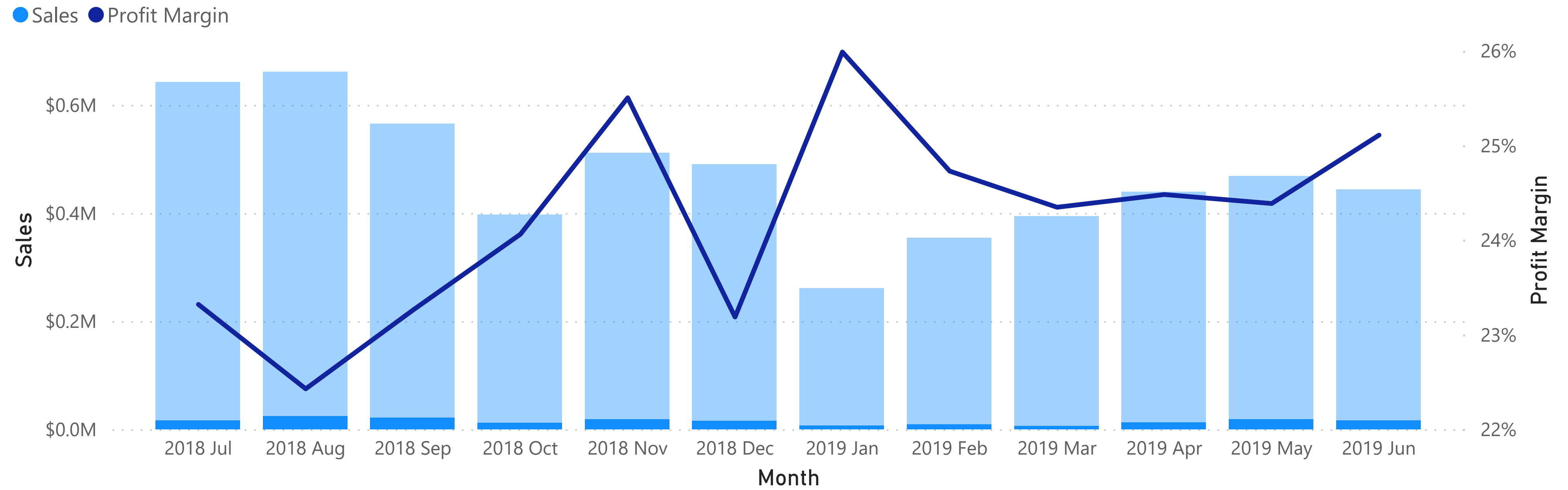


Year

FY2019

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

Sales and Profit Margin by Month

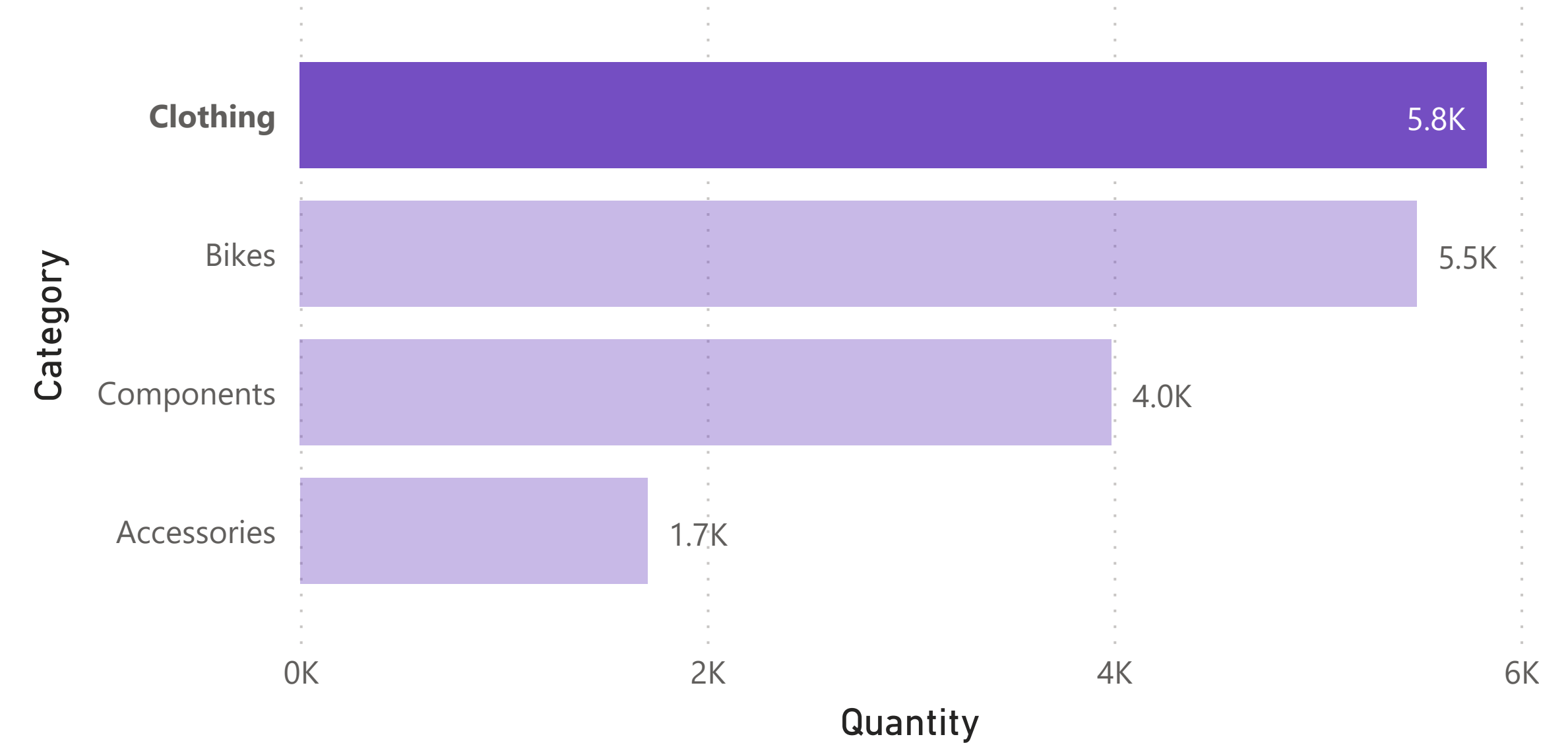


Sales by Country and Category

Category ● Clothing



Quantity by Category



- Region
- ☐

Select all
- ☐

Australia
- ☒

Canada
- ☐

Central
- ☐

France
- ☐

Germany
- ☐

Northeast
- ☐

Northwest
- ☐

Southeast
- ☐

Southwest
- ☐

United Kingdom

| Year | Orders | Sales | Cost | Profit | Profit Margin |
|-------------|--------|-------------|-------------|------------|---------------|
| ⌵ FY2018 | 60 | \$1,296,344 | \$1,323,703 | (\$27,359) | -2.11% |
| ⊕ FY2018 Q1 | 17 | \$331,048 | \$310,303 | \$20,745 | 6.27% |
| ⊕ FY2018 Q2 | 14 | \$346,558 | \$325,601 | \$20,958 | 6.05% |
| ⊕ FY2018 Q3 | 15 | \$349,633 | \$327,724 | \$21,910 | 6.27% |
| ⊕ FY2018 Q4 | 14 | \$269,104 | \$360,075 | (\$90,971) | -33.81% |
| ⌵ FY2019 | 101 | \$1,826,004 | \$1,652,317 | \$173,686 | 9.51% |
| ⊕ FY2019 Q1 | 25 | \$593,270 | \$536,665 | \$56,605 | 9.54% |
| ⊕ FY2019 Q2 | 26 | \$468,860 | \$424,965 | \$43,896 | 9.36% |
| ⊕ FY2019 Q3 | 24 | \$348,865 | \$315,544 | \$33,321 | 9.55% |
| ⊕ FY2019 Q4 | 26 | \$415,008 | \$375,144 | \$39,864 | 9.61% |
| ⌵ FY2020 | 82 | \$1,453,091 | \$1,324,950 | \$128,141 | 8.82% |
| ⊕ FY2020 Q1 | 25 | \$449,181 | \$408,994 | \$40,187 | 8.95% |
| ⊕ FY2020 Q2 | 24 | \$453,867 | \$412,663 | \$41,203 | 9.08% |
| ⊕ FY2020 Q3 | 19 | \$312,548 | \$284,633 | \$27,915 | 8.93% |
| ⊕ FY2020 Q4 | 14 | \$237,495 | \$218,659 | \$18,836 | 7.93% |
| Total | 243 | \$4,575,439 | \$4,300,970 | \$274,468 | 6.00% |

Year

FY2019

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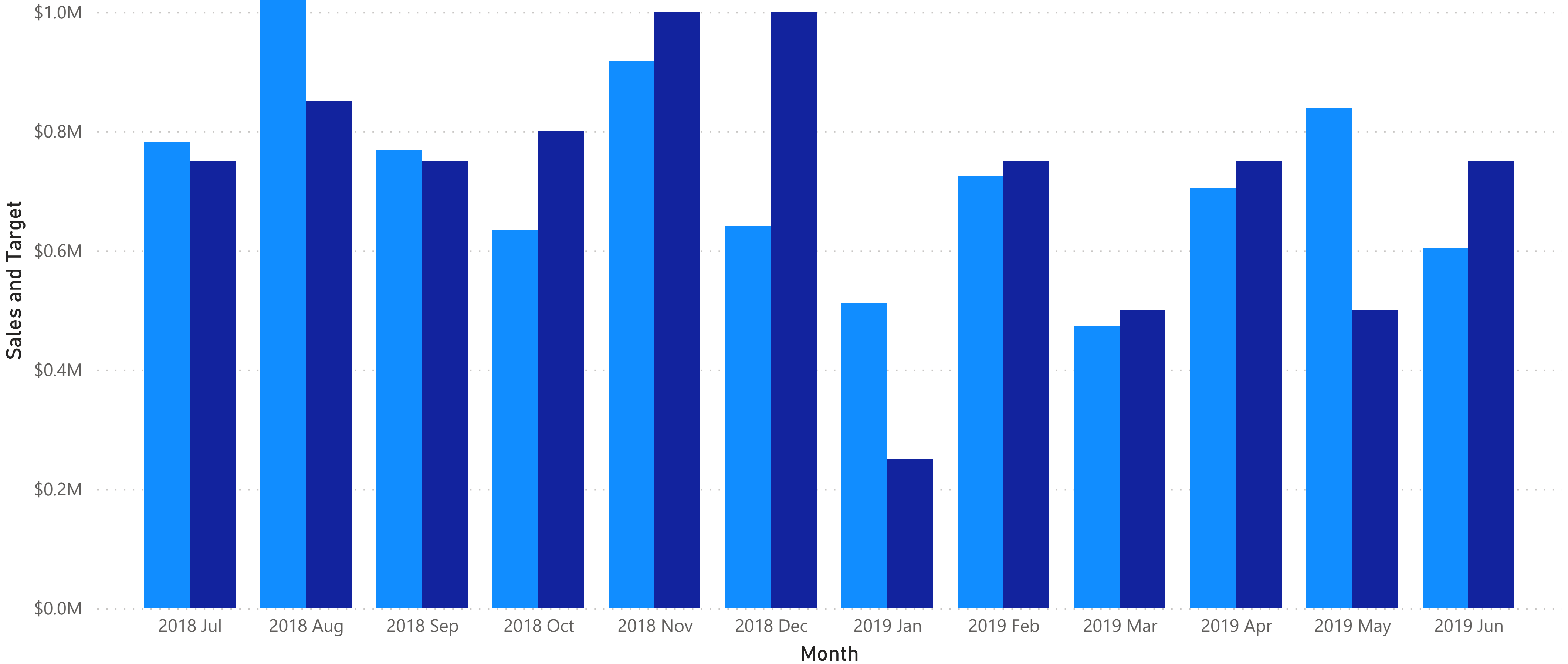
Bar Chart

Column Chart

| | | | |
|---|--|--|---|
| <div>\$8,658,484</div> <div>Sales</div> | <div>\$8,650,000</div> <div>Target</div> | <div>\$8,484</div> <div>Variance</div> | <div>0.10%</div> <div>Variance Margin</div> |
|---|--|--|---|

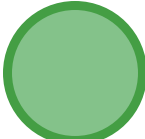

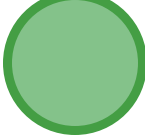

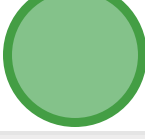

Sales and Target by Month

● Sales ● Target





Clothing

| Subcategory | Color | Quantity | Sales | Profit Margin |
|-------------|-------|----------|-----------|--|
| Tights | Black | 1,073 | \$47,927 | 30.75%  |
| Bib-Shorts | Multi | 764 | \$40,978 | 30.79%  |
| Gloves | Black | 1,696 | \$33,840 | 29.33%  |
| Jerseys | Multi | 1,145 | \$32,716 | -1.78%  |
| Shorts | Black | 567 | \$20,350 | 31.05%  |
| Caps | Multi | 590 | \$3,025 | -2.01%  |
| Total | | 5,835 | \$178,837 | 24.02% |