

# Sales

Year

☐ 2022

☐ 2023

☐ 2024

\$8 160 416

Revenue

277

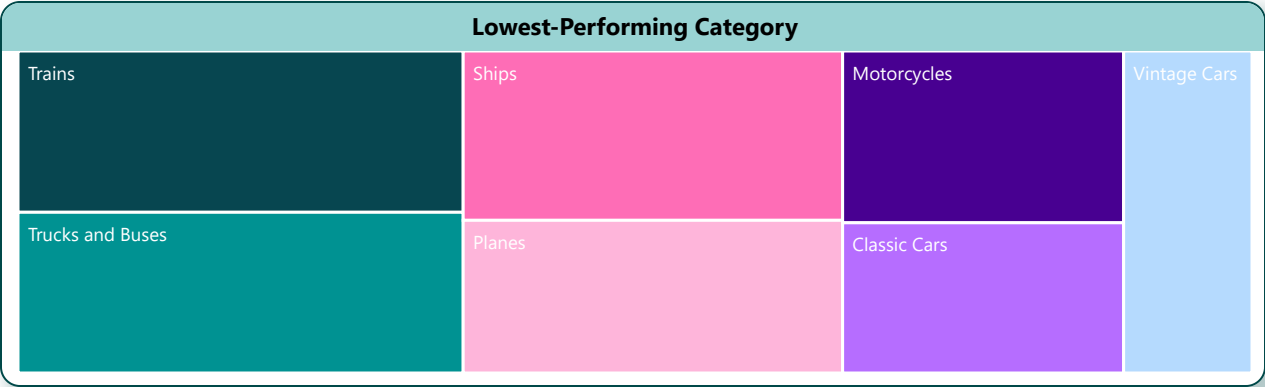
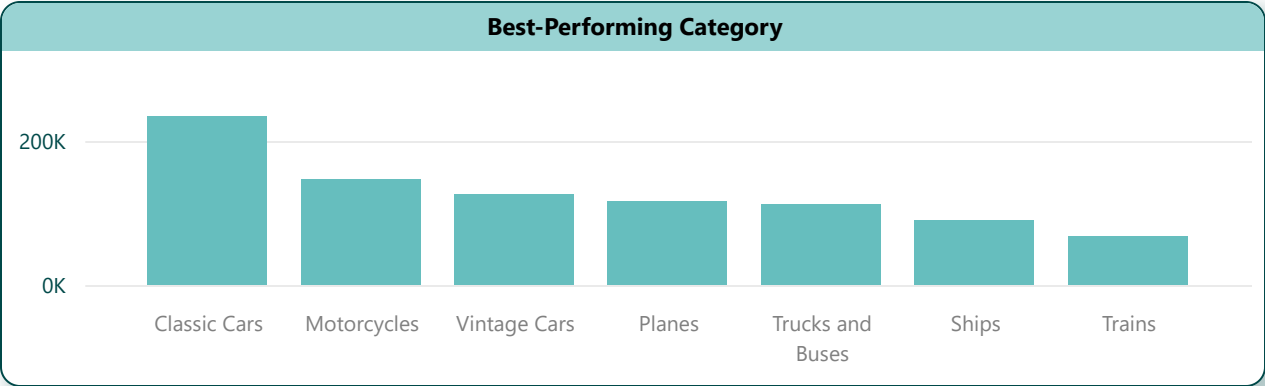
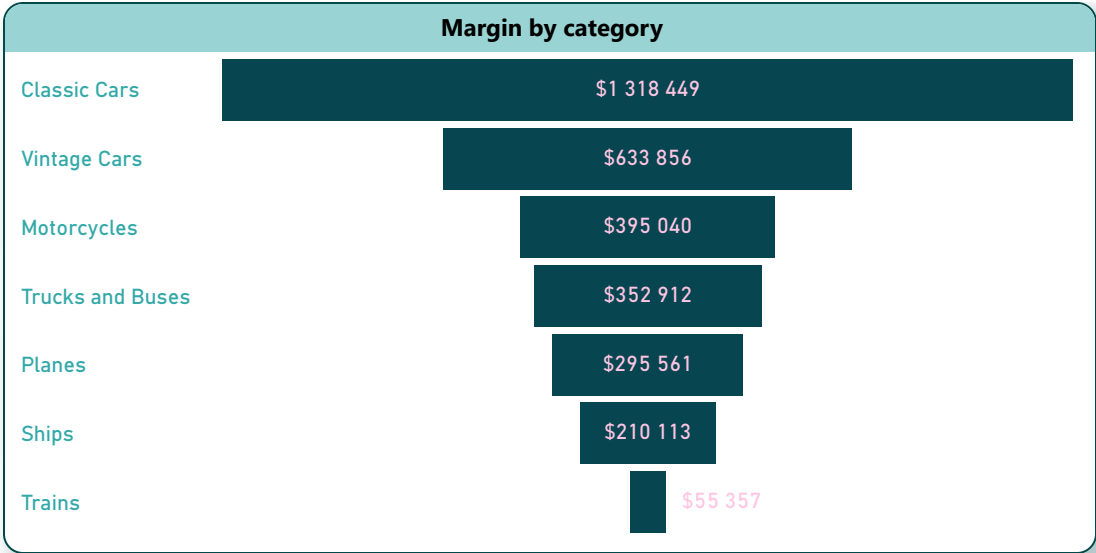
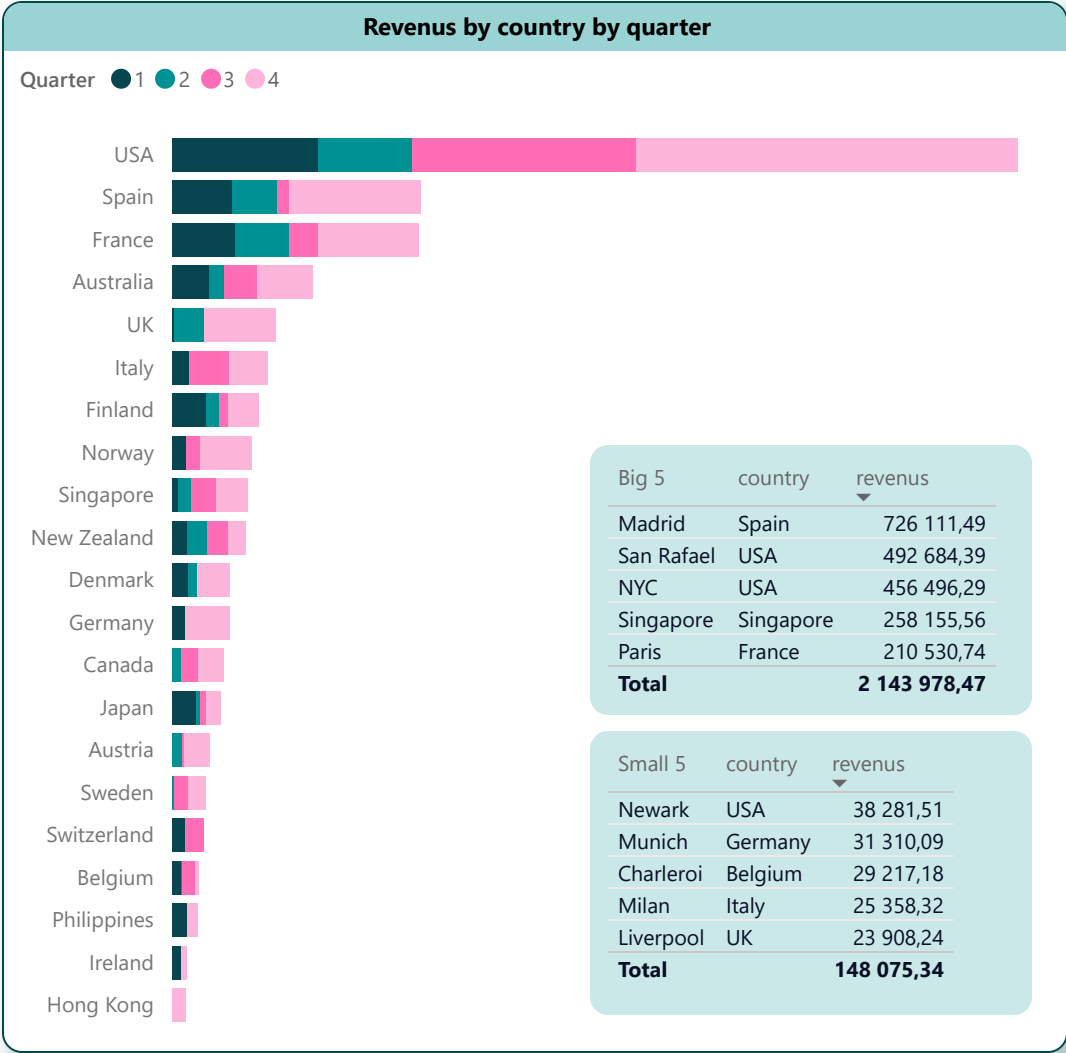
# Orders

98,00

New customers

74,00

Repeat customers





# Salesperson performance

Year

- ☐ 2022
- ☐ 2023
- ☐ 2024

City

- ☐ Boston
- ☐ London
- ☐ NYC
- ☐ Paris
- ☐ San Francisco
- ☐ Sydney
- ☐ Tokyo

Salesperson

- ☐ Andy Fixter
- ☐ Barry Jones
- ☐ Foon Yue Tseng
- ☐ George Vanauf
- ☐ Gerard Hernandez
- ☐ Julie Firrelli
- ☐ Larry Bott
- ☐ Leslie Jennings
- ☐ Leslie Thompson
- ☐ Loui Bondur
- ☐ Mami Nishi
- ☐ Martin Gerard
- ☐ Pamela Castillo
- ☐ Peter Marsh
- ☐ Steve Patterson
- ☐ Tom King
- ☐ Yochimi Kato

122

# Customers

238,85K

Sales cancelled

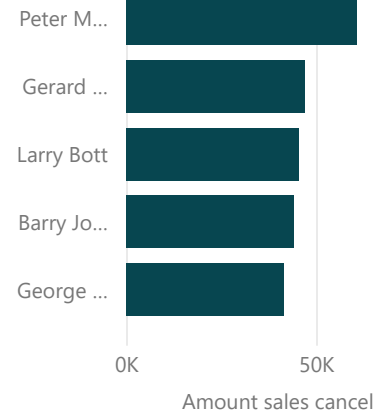
8,40M

Revenue

22

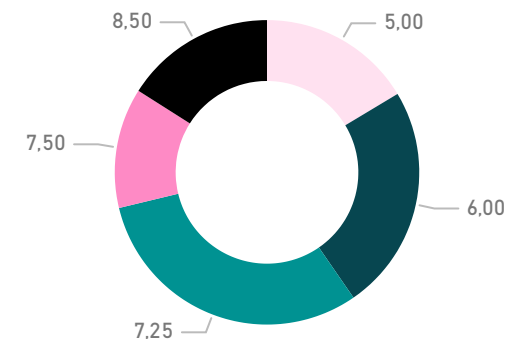
Customer w/o salesperson

## Sales cancelled



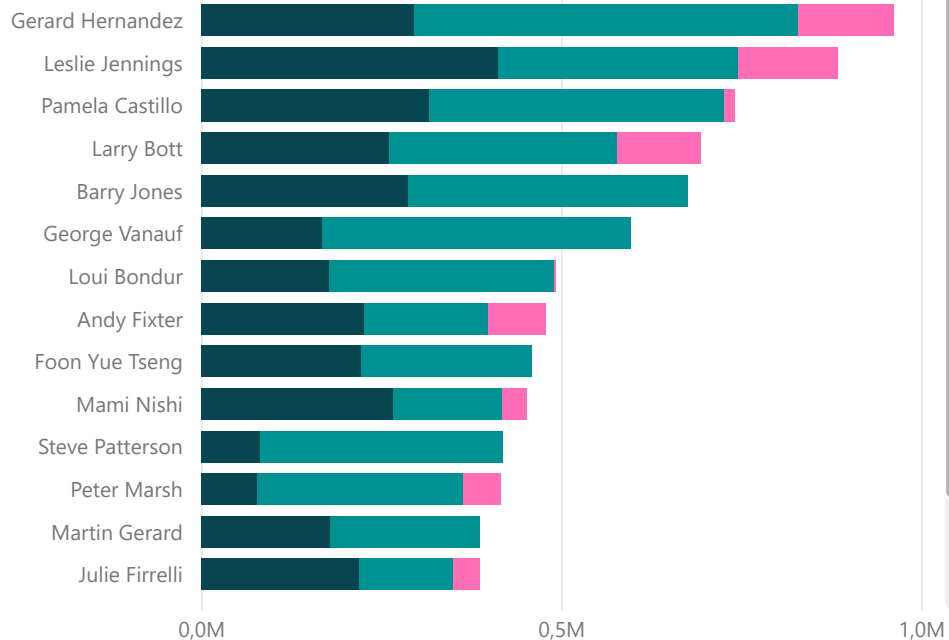
## Ratio revenue, nb customers by salesperson

R/C/SM 5,00 6,00 7,25 7,50 8,50



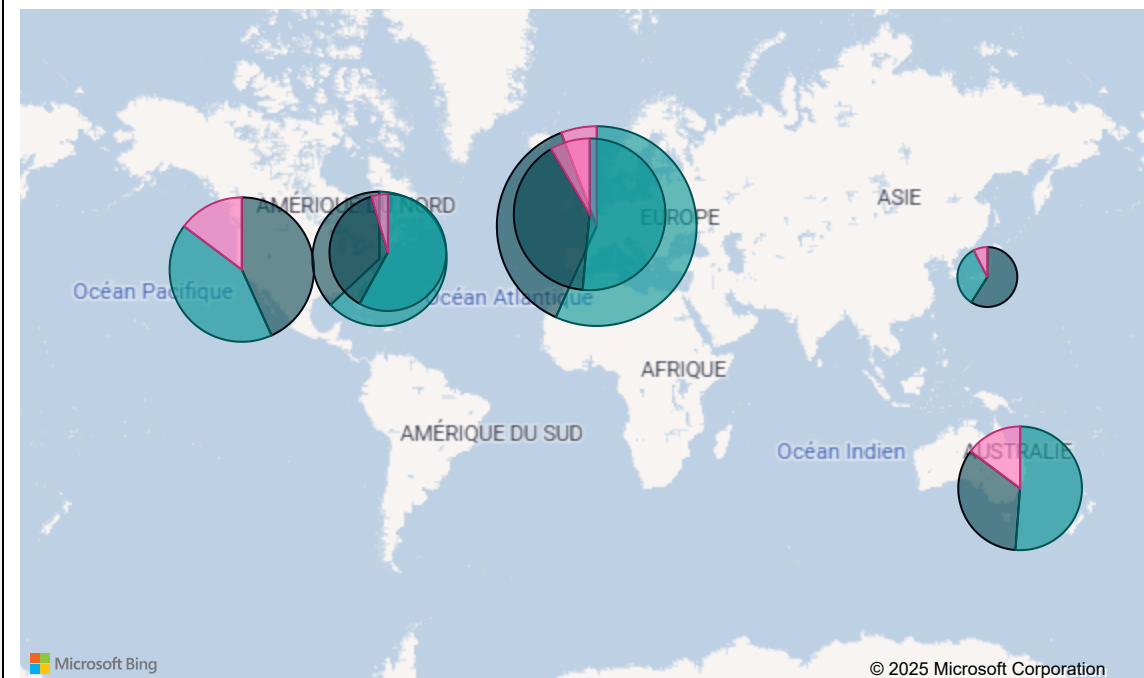
## Revenue per salesperson

annee 2022 2023 2024



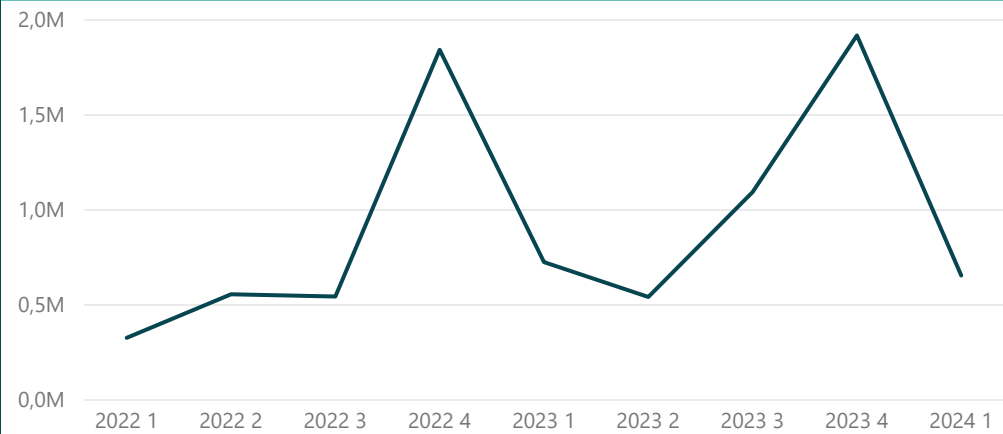
## Revenue per agency

annee 2022 2023 2024

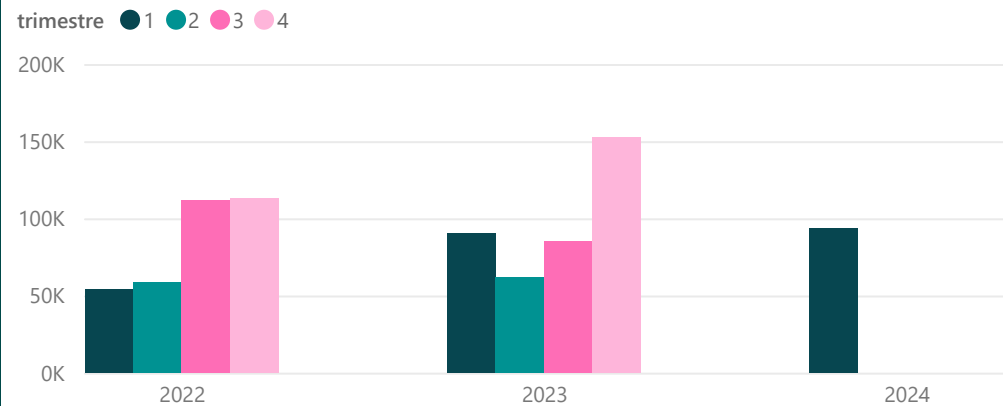


# Finance

Sales revenue evolution by quarter and year



Revenue by best customer and quarter



## Euro+ Shopping Channel

Best customer by period (period default = total time activity)

Customer name

Tout

☐ Paid

☒ Payment missing

Average payment delay

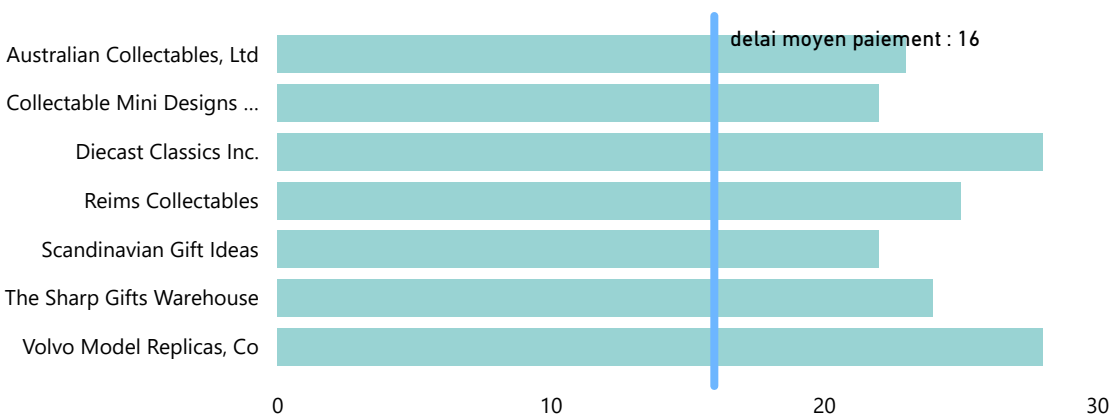
22

29

Customer orders payment and outstanding balance

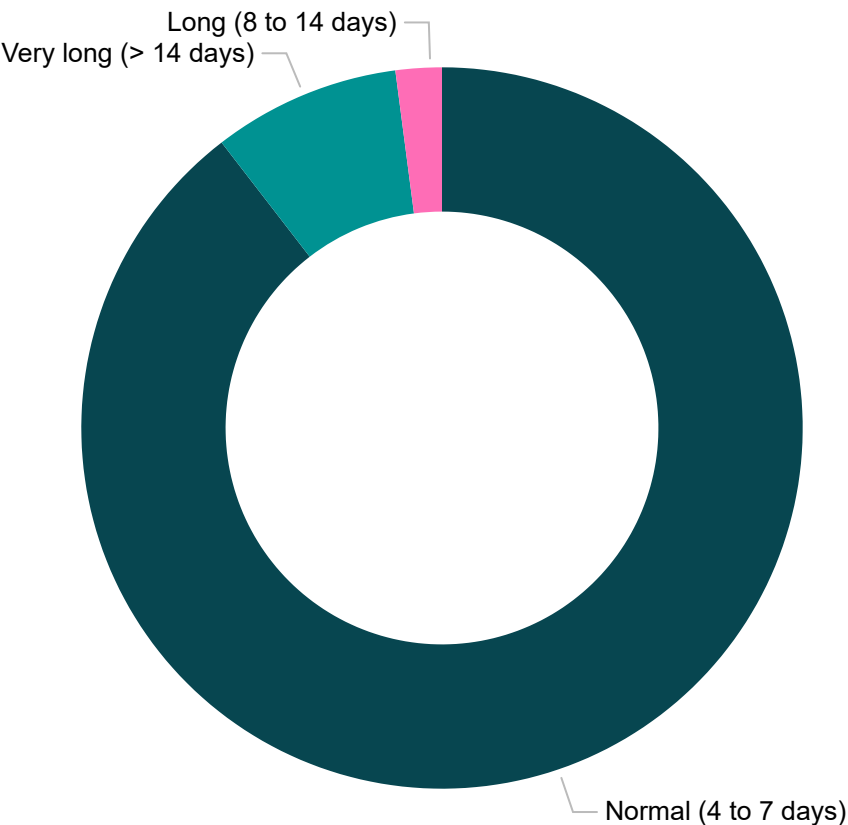
customerName	Total payments	Remaining credit	Credit limit
Euro+ Shopping Channel	483 605,66	130 379,96	227 600,00
Mini Gifts Distributors Ltd.	399 345,61	93 338,78	210 500,00
Scandinavian Gift Ideas	48 809,90	44 167,09	116 400,00
Land of Toys Inc.	107 639,94	41 445,21	114 900,00
Kelly's Gift Shop	84 243,44	22 963,60	110 000,00
Corporate Gift Ideas Co.	85 559,12	32 626,09	105 000,00
Toys of Finland, Co.	71 943,56	23 602,90	96 500,00
UK Collectables, Ltd.	61 167,18	8 184,60	92 700,00
GiftsForHim.com	56 662,38	1 327,04	77 700,00
Volvo Model Replicas, Co	43 680,65	23 014,17	53 100,00
Australian Gift Network, Co	33 757,85	21 432,31	51 600,00
Boards & Toys Co.	4 465,85	3 452,75	11 000,00
Total	1 480 881,14	445 934,50	1 267 000,00

Average customer payment delay

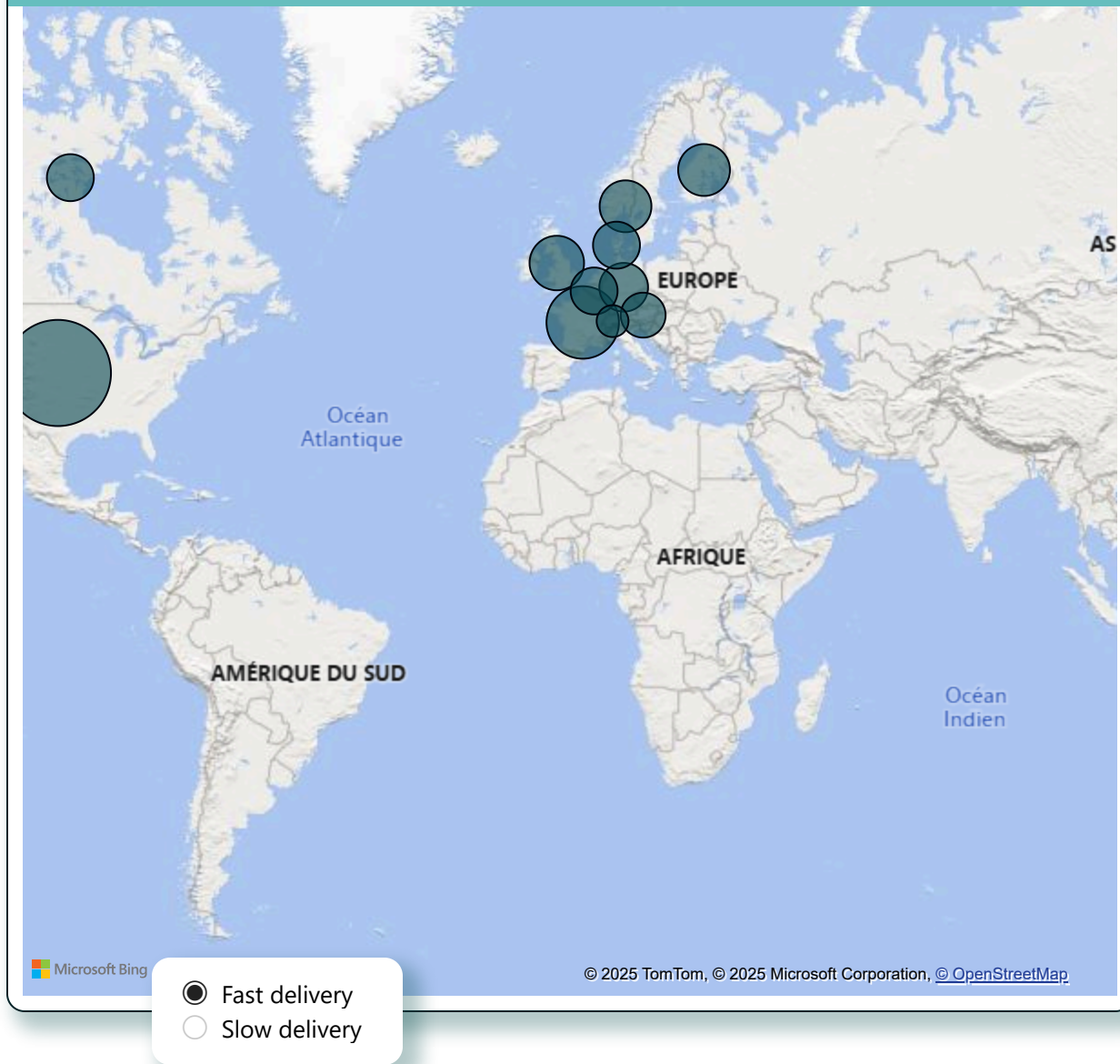


# Logistics

Comparison of processing times between categories

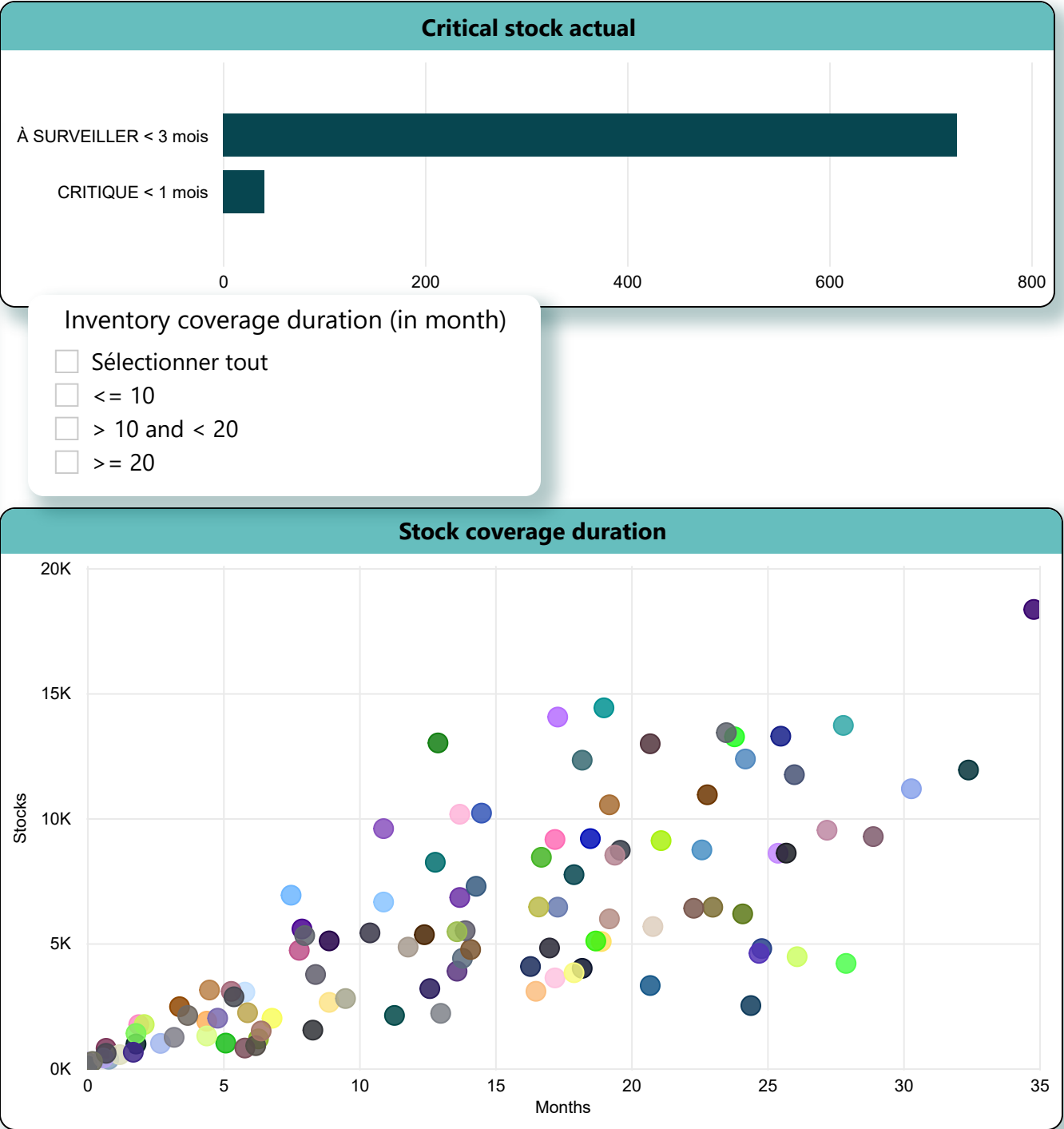


Regional Logistics Performance

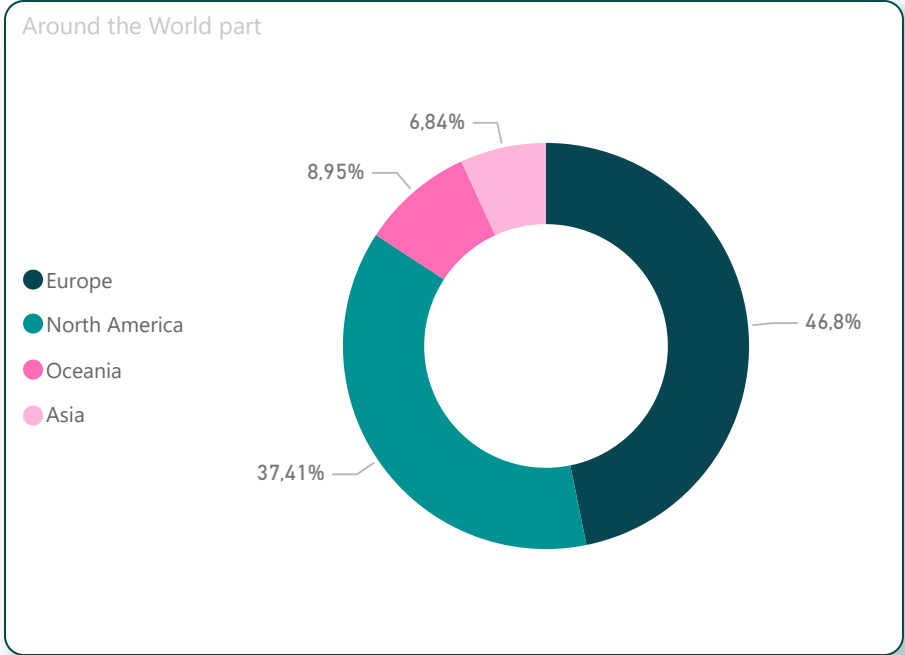


# Stocks

Stock Actual by product code				
Model	Label	Line	Stock actual	
S24_2011	18th century schooner	Ships	190	
S18_3136	18th Century Vintage Horse Carriage	Vintage Cars	599	
S24_2841	1900s Vintage Bi-Plane	Planes	594	
S24_4278	1900s Vintage Tri-Plane	Planes	276	
S18_3140	1903 Ford Model A	Vintage Cars	391	
S18_4522	1904 Buick Runabout	Vintage Cars	829	
S18_2248	1911 Ford Town Car	Vintage Cars	54	
S24_3151	1912 Ford Model T Delivery Wagon	Vintage Cars	917	
S18_2949	1913 Ford Model T Speedster	Vintage Cars	419	
S18_1749	1917 Grand Touring Sedan	Vintage Cars	272	
S18_3320	1917 Maxwell Touring Car	Vintage Cars	791	
S18_2432	1926 Ford Fire Engine	Trucks and Buses	202	
S24_1785	1928 British Royal Navy Airplane	Planes	363	
S32_4289	1928 Ford Phaeton Deluxe	Vintage Cars	14	
S18_2795	1928 Mercedes-Benz SSK	Vintage Cars	55	
S50_1341	1930 Buick Marquette Phaeton	Vintage Cars	706	
S18_4409	1932 Alfa Romeo 8C2300 Spider Sport	Vintage Cars	655	
S18_2325	1932 Model A Ford J-Coupe	Vintage Cars	935	
S18_2957	1934 Ford V8 Coupe	Vintage Cars	565	
S24_4258	1936 Chrysler Airflow	Vintage Cars	471	
S18_2625	1936 Harley Davidson El Knucklehead	Motorcycles	436	
S24_3969	1936 Mercedes Benz 500k Roadster	Vintage Cars	208	
S18_1367	1936 Mercedes-Benz 500K Special Roadster	Vintage Cars	864	
S24_3420	1937 Horch 930V Limousine	Vintage Cars	290	
S18_1342	1937 Lincoln Berline	Vintage Cars	869	
S24_2022	1938 Cadillac V-16 Presidential Limousine	Vintage Cars	285	
S18_4668	1939 Cadillac Limousine	Vintage Cars	665	
S24_1937	1939 Chevrolet Deluxe Coupe	Vintage Cars	733	
S24_3816	1940 Ford Delivery Sedan	Vintage Cars	662	
S18_1097	1940 Ford Pickup Truck	Trucks and Buses	261	
S18_4600	1940s Ford truck	Trucks and Buses	313	
Total			55517	



# Global View



Year

☐ 2022

☐ 2023

☐ 2024

277

Numbers of Orders

Euro+ Shopping Channel

Meilleur Client

👍 1992 Ferrari 360 Spider red

Around the World margin	
Asia	221 027,68
Europe	1 527 709,43
North America	1 222 481,68
Oceania	290 069,44
Total	3 261 288,23

Around the World revenus	
Asia	558 399,15
Europe	3 819 291,70
North America	3 052 417,03
Oceania	730 307,67
Total	8 160 415,55

