

COSTCO
PERFORMANCE

Country

All

Discount Band

All

Product

All

Segment

All

BUSINESS PERFORMANCE DASHBOARD

GROSS SALES

128M

YoY 348%

SALES

119M

YoY 349%

COGS

102M

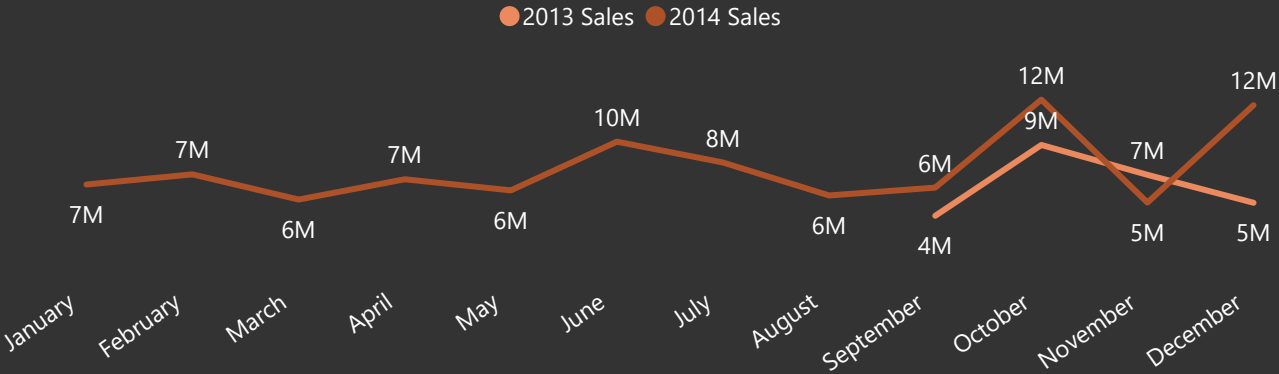
YoY 352%

PROFIT

17M

YoY 336%

2013 AND 2014 SALES BY MONTH



TOP 3 PRODUCTS IN EACH SEGMENT BY UNITS SOLD

Segment	Product	Sum of Sales	Sum of Gross Sales	Sum of Profit
Channel Partners	Paseo	454514	490704	331838
Channel Partners	Velo	182924	194628	134267
Channel Partners	VTT	300829	324252	219766
Enterprise	Paseo	5267860	5572500	-81740
Enterprise	Velo	3581238	3818750	-84763
Enterprise	VTT	2300438	2499500	-99083
Government	Paseo	14882231	16253973	3057291
Government	Velo	7813422	8347373	1756732
Government	VTT	8235829	8750224	1840654
Midmarket	Paseo	907729	973485	258739
Midmarket	Velo	264498	293768	68653
Midmarket	VTT	333426	363458	91121
Small Business	Paseo	11498810	12321000	1231310
Small Business	Velo	6407978	7172250	431103
Small Business	VTT	9341400	10031100	982150
Total		71773124	77406964	10138038

2013 AND 2014 SALES BY COUNTRY

