

FINANCIAL REPORT ANALYSIS

KEY PERFORMANCE INDICATOR

Sales | Current VS Last Year

9,23,11,095✓
Last Year: 2,64,15,256
(+249.46%)

Orders | Current VS Last Year

861132✓
Last Year: 264674 (+225.36%)

Profit Mergin Current VS Last Year

14%!
Last Year: 15% (-3.97%)

Profit| Current VS Last Year

1,30,15,238✓
Last Year: 38,78,465 (+235.58%)

Discount | Current VS Last Year

70,59,717✓
Last Year: 21,45,531 (+229.04%)

Order By Country

Channel...	73.13%
Midmar...	27.71%
Govern...	21.69%
Small B...	9.77%
Enterprise	-3.13%

Profit Margin By Country

Germany	0.02K%
France	0.02K%
Canada	0.02K%
Mexico	0.01K%
United St...	0.01K%

% Of Discount By Discount Band

Low	9.62%
Mediu...	32.62%
High	57.76%

Profit Margin By Segment And Product

Segment	Profit_Margin(%)
Small Business	9.77%
VTT	10.51%
Velo	6.73%
Paseo	10.71%
Montana	11.14%
Carretera	8.90%
Amarilla	8.86%
Midmarket	27.71%
VTT	27.33%
Velo	25.96%
Paseo	28.50%
Montana	28.90%
Carretera	27.90%
Amarilla	25.58%
Government	21.69%
VTT	22.35%
Velo	22.48%
Paseo	20.54%
Montana	20.30%
Carretera	23.01%
Amarilla	22.21%
Enterprise	-3.13%
Total	14.23%

Profit Margin By Segment

Canada	247K
France	241K
United St...	233K
Mexico	203K
Germany	201K

Sales Amount By Year And Month

Top 3 product By Sale

Paseo	33011K
VTT	20512K
Velo	18250K
Amarilla	17747K
Montana	15391K
Carretera	13815K