

| ProductName             | Total Orders | Return Rate |
|-------------------------|--------------|-------------|
| Water Bottle - 30 oz.   | 3983         | 1.95%       |
| Patch Kit/8 Patches     | 2952         | 1.61%       |
| Mountain Tire Tube      | 2846         | 1.64%       |
| Road Tire Tube          | 2173         | 1.55%       |
| Sport-100 Helmet, Red   | 2099         | 3.33%       |
| AWC Logo Cap            | 2062         | 1.11%       |
| Sport-100 Helmet, Blue  | 1995         | 3.31%       |
| Fender Set - Mountain   | 1975         | 1.36%       |
| Sport-100 Helmet, Black | 1940         | 2.68%       |
| Mountain Bottle Cage    | 1896         | 2.02%       |
| Road Bottle Cage        | 1668         | 1.68%       |
| Touring Tire Tube       | 1364         | 1.64%       |
| HL Mountain Tire        | 1305         | 3.75%       |
| ML Mountain Tire        | 1059         | 1.32%       |
| LL Road Tire            | 957          | 2.26%       |
| ML Road Tire            | 868          | 1.51%       |
| Touring Tire            | 863          | 1.22%       |
| Bike Wash - Dissolver   | 850          | 1.47%       |
| HL Road Tire            | 795          | 3.52%       |
| LL Mountain Tire        | 788          | 2.50%       |
| Hydration Pack - 70 oz. | 695          | 3.60%       |
| Mountain-200 Black, 46  | 528          | 3.22%       |
| Mountain-200 Black, 42  | 524          | 3.63%       |
| Mountain-200 Silver, 38 | 522          | 2.30%       |
| Mountain-200 Silver, 46 | 521          | 2.11%       |
| Mountain-200 Black, 38  | 519          | 2.89%       |
| Mountain-200 Silver, 42 | 483          | 2.48%       |
| Half-Finger Gloves, M   | 465          | 1.74%       |
| Total                   | 22534        | 2.14%       |

**Actual Performance vs. Goal**

| Metric          | Actual  | Goal  | Variance |
|-----------------|---------|-------|----------|
| Revenue         | \$1.83M | 1.77M | +3.31%   |
| Monthly Orders  | 2146    | 2165  | -0.88%   |
| Monthly Returns | 167     | 169   | +1.18%   |

## Water Bottle - 30 oz.

## Mountain-200 Black, 46

Select all

Europe

North America

Pacific





AWC Logo Cap

Price Adjustment (%)

0.10



\$8.64

Avg Retail Price

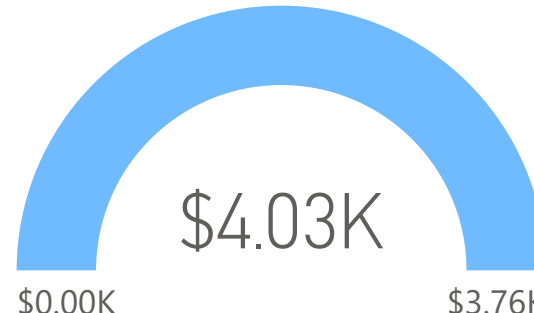
\$9.50

Adjusted Price

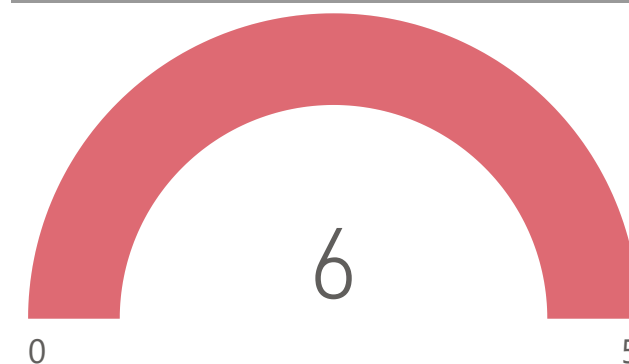
Current Month Orders vs Target



Current Month Revenue vs Target

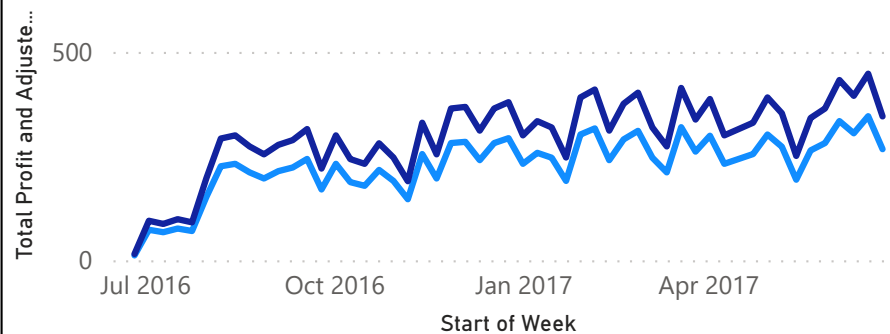


Current Month Returns vs Previous Month

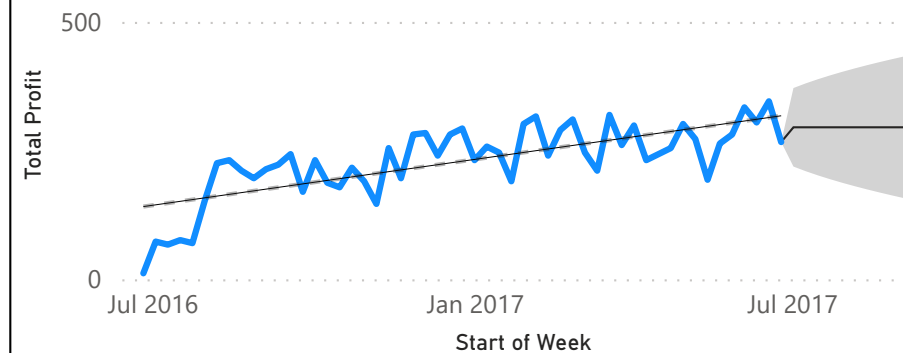


### Weekly Profit

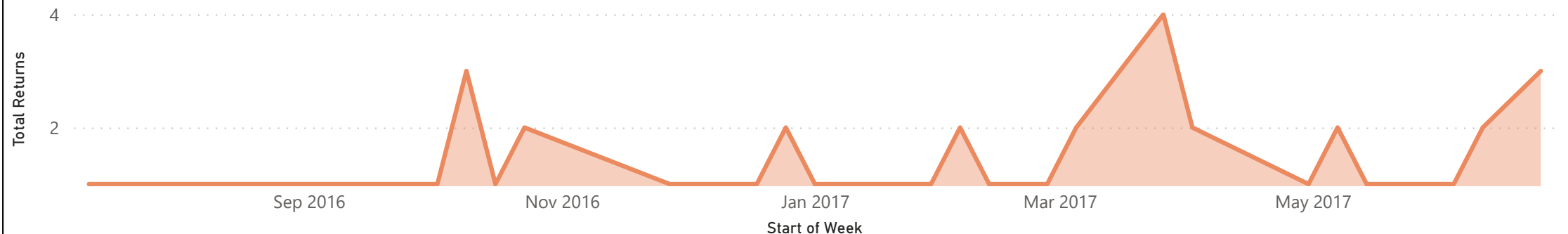
● Total Profit ● Adjusted Profit



### Weekly Profit

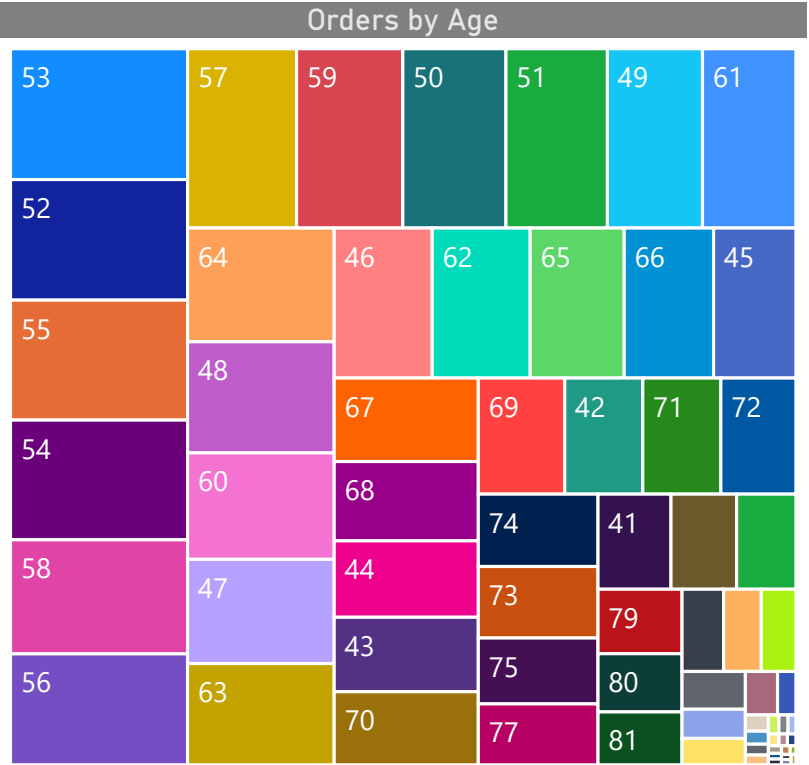
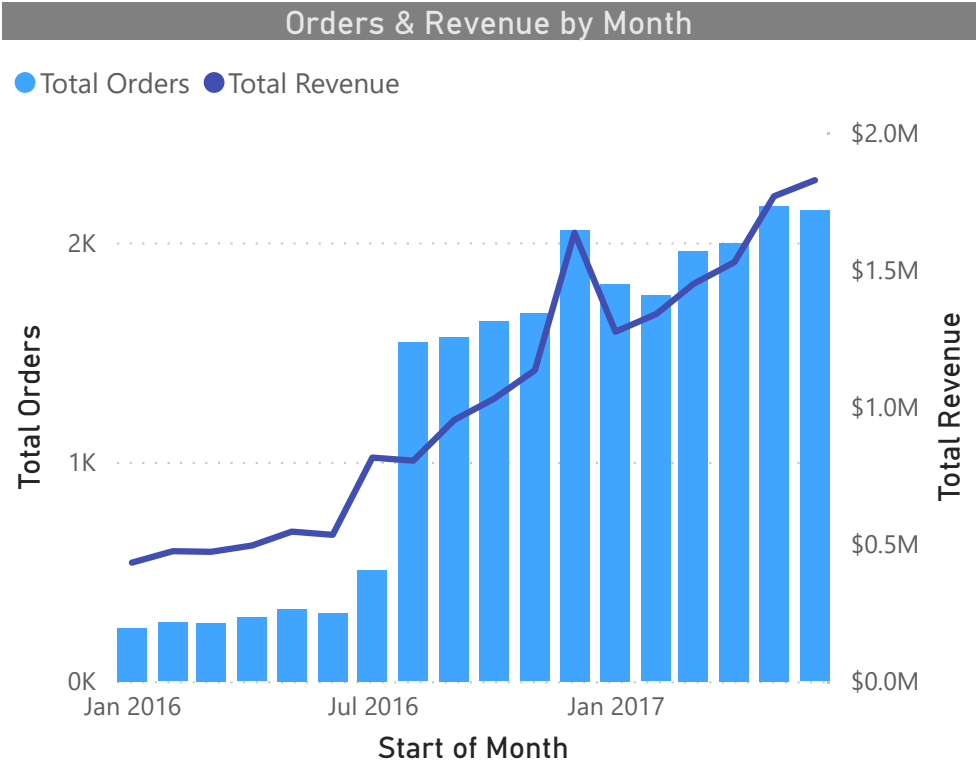
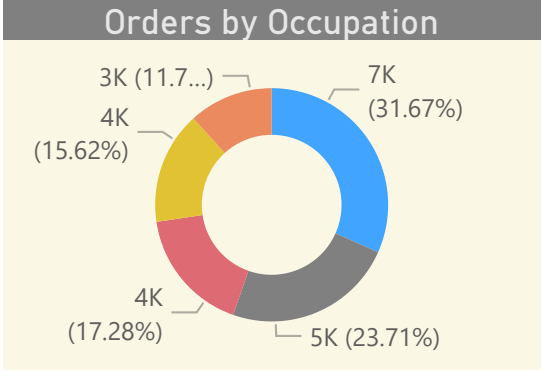
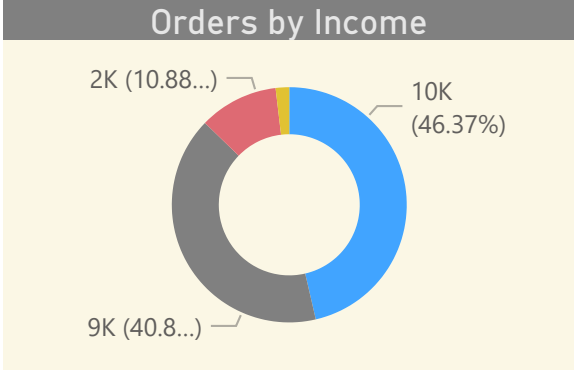
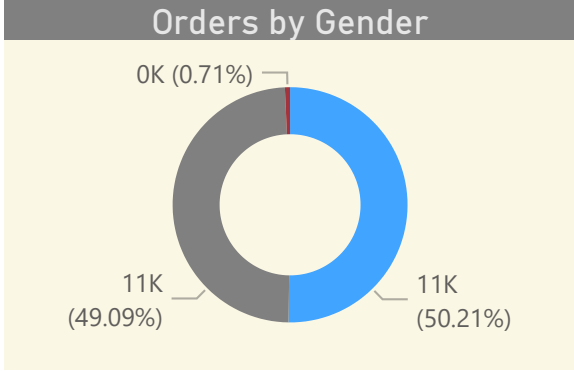


### Weekly Returns

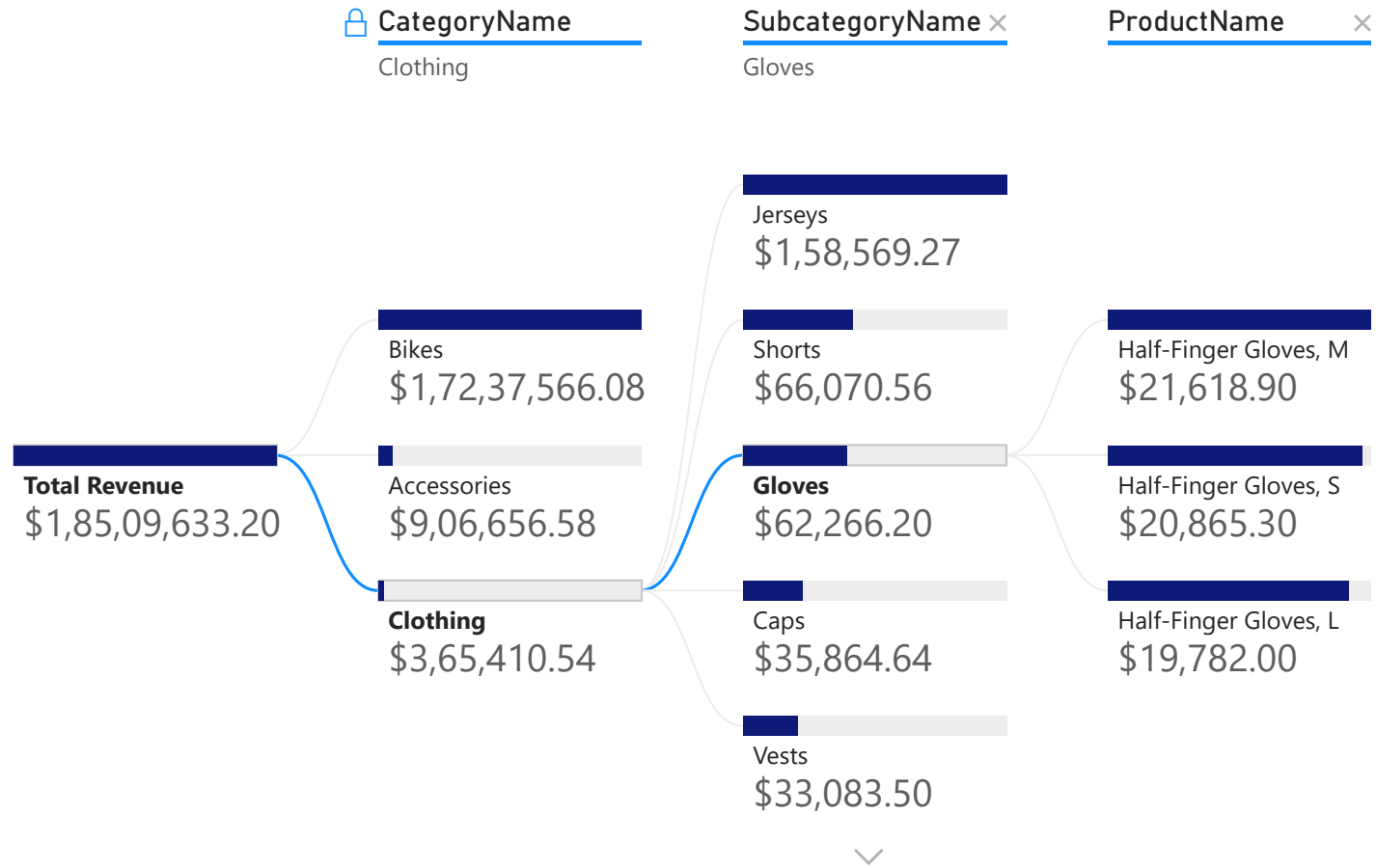




| Customer List          |              |               |
|------------------------|--------------|---------------|
| FullName               | Total Orders | Total Revenue |
| Mr. Maurice Shan       | 6            | \$12,407.95   |
| Mrs. Janet Munoz       | 6            | \$12,015.39   |
| Mrs. Lisa Cai          | 7            | \$11,330.44   |
| Mrs. Lacey Zheng       | 7            | \$11,085.74   |
| Mr. Jordan Turner      | 7            | \$11,022.38   |
| Mr. Larry Munoz        | 7            | \$10,852.04   |
| Mrs. Ariana Gray       | 6            | \$10,391.42   |
| Mr. Marco Lopez        | 6            | \$10,289.68   |
| Mr. Franklin Xu        | 5            | \$10,164.34   |
| Mrs. Margaret He       | 4            | \$9,266.74    |
| Mrs. Kaitlyn Henderson | 4            | \$9,258.92    |
| Mrs. Nichole Nara      | 4            | \$9,234.66    |
| Mr. Randall Dominguez  | 4            | \$9,210.36    |
| Mrs. Rosa Hu           | 4            | \$9,201.20    |
| Adriana Gonzalez       | 4            | \$9,195.69    |
| Mrs. Dominique Prasad  | 6            | \$9,180.93    |
| Mrs. Brandi Gill       | 4            | \$9,166.18    |
| Mr. Brad She           | 4            | \$9,161.01    |
| Mr. Francisco Sara     | 4            | \$9,125.54    |
| Mr. Kevin Coleman      | 4            | \$7,750.53    |
| Mr. Johnathan Suri     | 4            | \$7,721.33    |
| Mrs. Crystal Zeng      | 4            | \$7,706.81    |
| Mrs. Felicia Blanco    | 4            | \$7,669.66    |
| Mrs. Jill Suarez       | 4            | \$7,652.61    |
| Mr. Preston Raman      | 4            | \$7,500.40    |
| Total                  | 353          | \$7,51,130.39 |



| Top Customer     | Total Orders | Total Revenue |
|------------------|--------------|---------------|
| Mr. Maurice Shan | 6            | \$12.41K      |



## Country

