

Adventure Works



1812

Orders

\$36M

Revenue

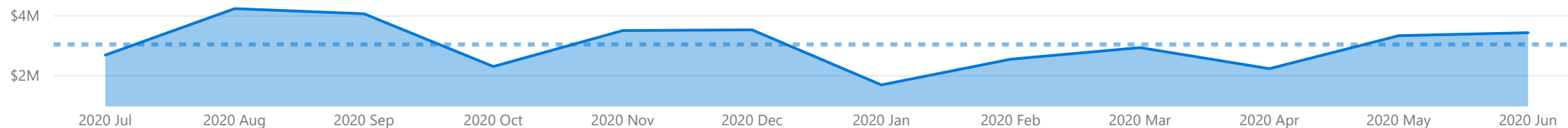
114K

Items Sold

Fiscal Year

- ☐ 2018
- ☐ 2019
- ☒ 2020
- ☐ 2021

Revenue by Fiscal Year and Fiscal Month



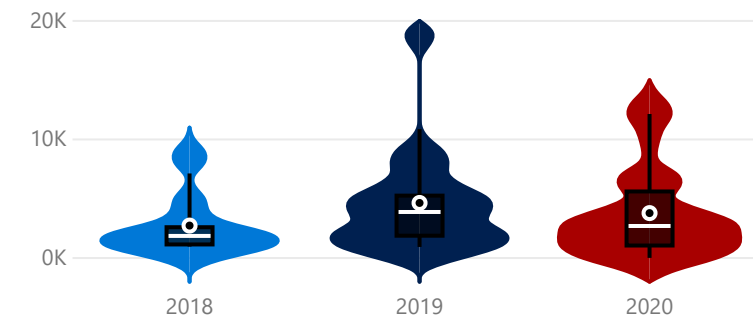
Revenue by Region and Country

Country ● Australia ● Canada ● France ● Germany ● United Kingdom ● United States

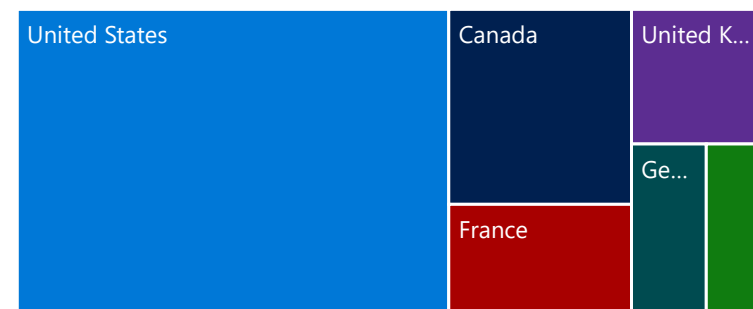


Items Sold by Sub Category and Fiscal Year

Fiscal Year ▲ 2018 ▲ 2019 ▲ 2020 Median Val... Mean Value

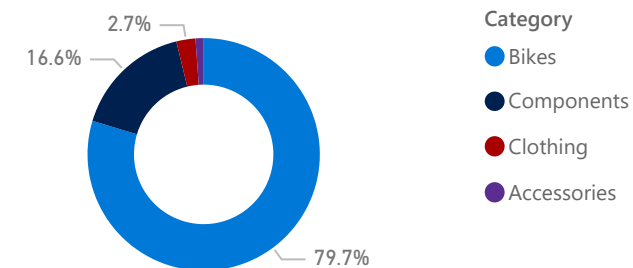


Revenue by Country



Fiscal Month	2018	2019	2020	Total
Jul	\$4,89,328	\$23,93,680	\$26,67,407	\$55,50,4
Aug	\$15,38,407	\$36,01,179	\$42,20,892	\$93,60,4
Sep	\$11,65,896	\$28,85,348	\$40,49,182	\$81,00,4
Oct	\$8,44,721	\$18,02,147	\$22,84,038	\$49,30,9
Nov	\$23,24,134	\$30,53,806	\$34,86,859	\$88,64,7
Dec	\$17,02,943	\$21,85,205	\$35,11,194	\$73,99,3
Jan	\$7,13,116	\$13,17,536	\$16,68,939	\$36,99,5
Feb	\$17,23,917	\$20,26,787	\$25,29,124	\$62,79,8
Mar	\$16,32,149	\$19,22,001	\$29,16,636	\$64,70,7
Apr	\$8,82,900	\$18,65,271	\$22,11,815	\$49,59,9
May	\$22,69,115	\$28,80,743	\$33,15,779	\$84,65,6
Total	\$1,62,88,430	\$2,79,21,569	\$3,62,77,320	\$8,04,87,3

Revenue by Category



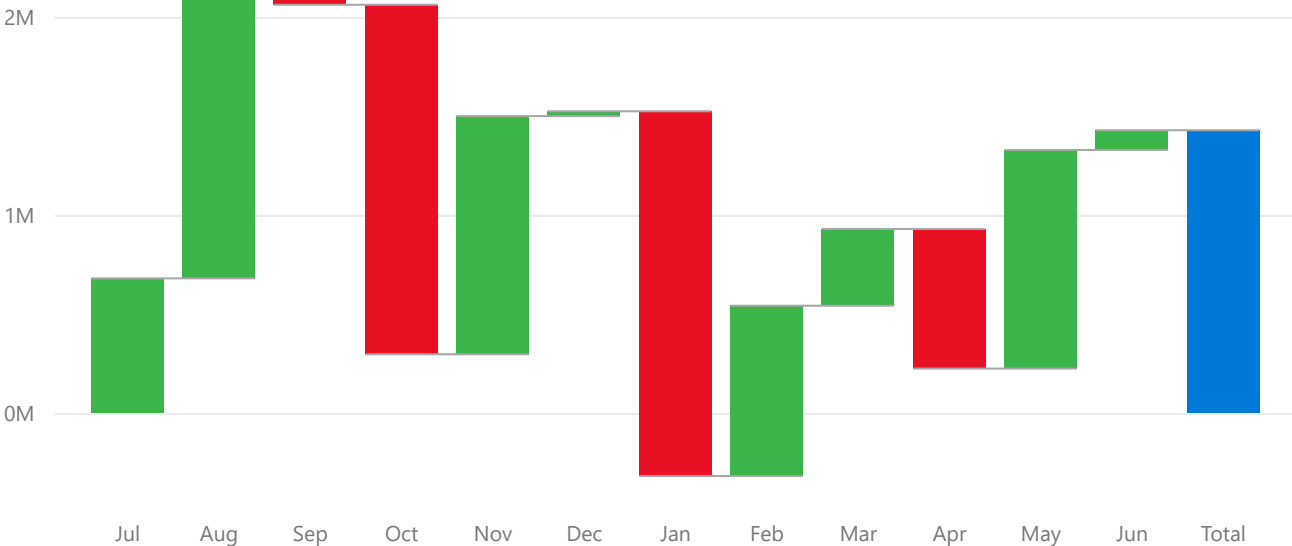


Fiscal Year

- ☐ 2018
- ☐ 2019
- ☒ 2020
- ☐ 2021

MoM Change by Fiscal Month

● Increase ● Decrease ● Total



Fiscal Month	Revenue	Revenue Previous Month	MoM % Change
Jul	\$26,67,407	\$19,87,864	▲ 34.2%
Aug	\$42,20,892	\$26,67,407	▲ 58.2%
Sep	\$40,49,182	\$42,20,892	▼ -4.1%
Oct	\$22,84,038	\$40,49,182	▼ -43.6%
Nov	\$34,86,859	\$22,84,038	▲ 52.7%
Dec	\$35,11,194	\$34,86,859	▲ 0.7%
Jan	\$16,68,939	\$35,11,194	▼ -52.5%
Feb	\$25,29,124	\$16,68,939	▲ 51.5%
Mar	\$29,16,636	\$25,29,124	▲ 15.3%
Apr	\$22,11,815	\$29,16,636	▼ -24.2%
May	\$33,15,779	\$22,11,815	▲ 49.9%
Jun	\$34,15,455	\$33,15,779	▲ 3.0%



Fiscal Year



- ☐ 2018
- ☐ 2019
- ☒ 2020
- ☐ 2021

Staff name	Quota	Revenue	Quota Var
Amy Alberts	\$5,00,000	\$5,19,903	19,903.27
David Campbell	\$15,00,000	\$15,73,004	73,004.02
Garrett Vargas	\$20,00,000	\$14,53,705	-5,46,294.72
Jae Pak	\$35,00,000	\$41,16,836	6,16,836.47
Jillian Carson	\$30,00,000	\$31,89,387	1,89,387.87
José Saraiva	\$20,00,000	\$26,04,521	6,04,521.34
Linda Mitchell	\$50,00,000	\$42,51,335	-7,48,665.32
Lynn Tsoflias	\$12,50,000	\$14,21,804	1,71,804.63
Michael Blythe	\$30,00,000	\$37,63,151	7,63,151.20
Pamela Ansman-Wolfe	\$20,00,000	\$13,52,569	-6,47,430.50
Rachel Valdez	\$20,00,000	\$18,27,052	-1,72,948.05
Ranjit Varkey Chudukatil	\$30,00,000	\$31,21,594	1,21,594.13
Shu Ito	\$20,00,000	\$24,58,520	4,58,520.52
Stephen Jiang	\$20,00,000	\$5,59,693	-14,40,307.37
Syed Abbas	\$5,00,000	\$1,72,523	-3,27,477.15
Tete Mensa-Annan	\$30,00,000	\$15,76,555	-14,23,445.26
Tsvi Reiter	\$25,00,000	\$23,15,167	-1,84,832.55
Total	\$3,87,50,000	\$3,62,77,320	-24,72,680.48

Revenue and Quota

