

CUSTOMER ANALYSIS

2013

2014

2015

2016

Q1

Q2

Q3

Q4

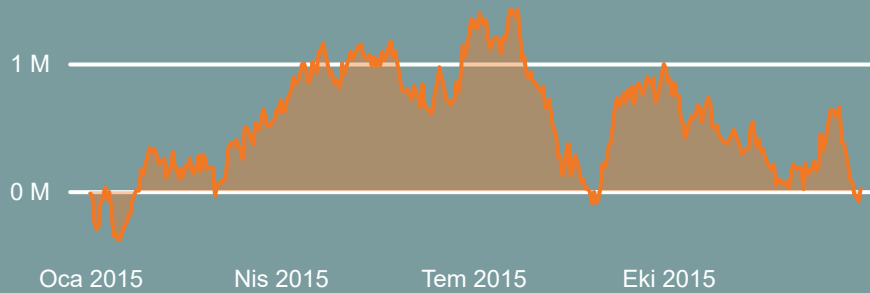
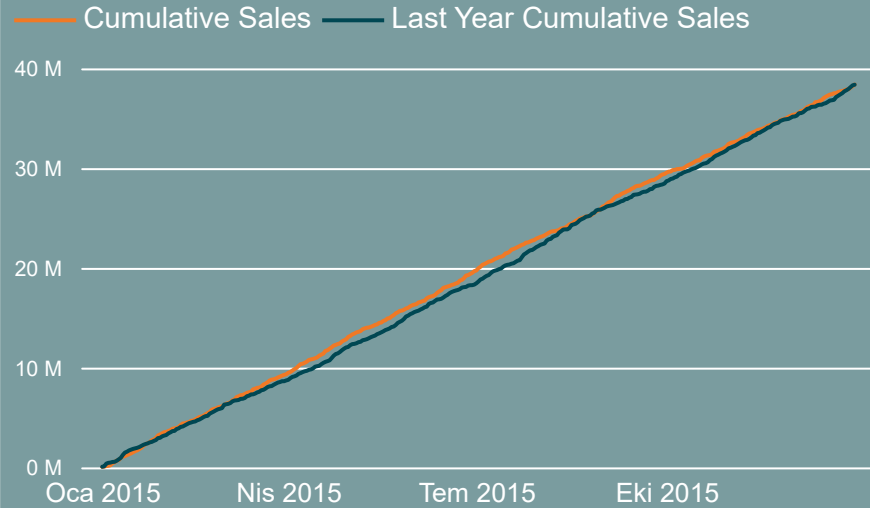
- ☐ High
- ☐ Poor Performance
- ☐ Standart
- ☐ Unexpectedly Poor

2015-2014

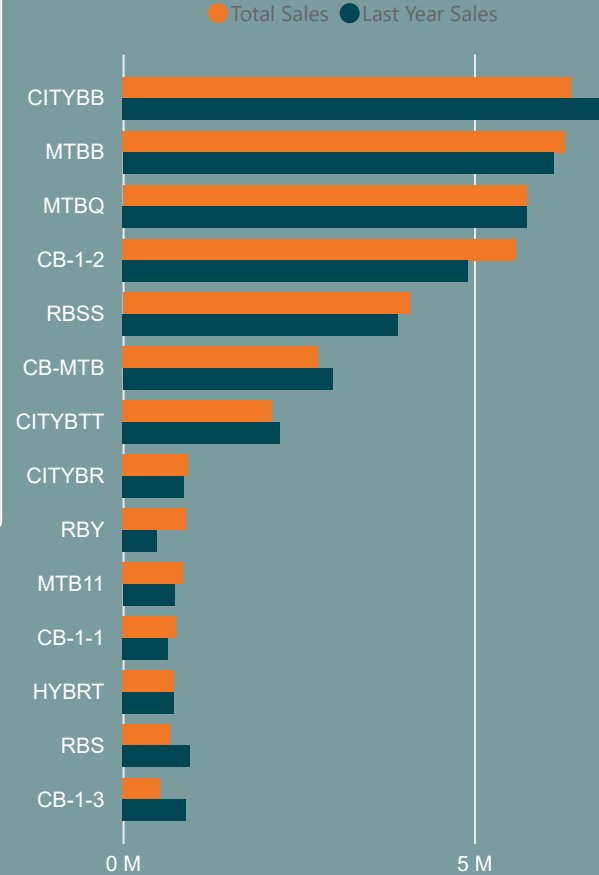
- ☐ High
- ☐ Poor Performance
- ☐ Standart
- ☐ Unexpectedly Poor

2016-2015

- ☐ 21st Ltd
- ☐ 3LAB, Ltd
- ☐ Amylin Group
- ☐ Apollo Ltd
- ☐ Apotheca, Ltd
- ☐ Ascend Ltd
- ☐ AuroMedics Corp
- ☐ Avon Corp
- ☐ Bare
- ☐ Burt's Corp
- ☐ Capweld
- ☐ Dharma Ltd
- ☐ E. Ltd
- ☐ Ei
- ☐ Elorac, Corp
- ☐ Eminence Corp
- ☐ ETUDE Ltd
- ☐ Exact-Rx, Corp
- ☐ Farwell Corp



SiparisTarihi	SiparisNo	Sehir	SatisKanal	UrunAdi	Total Sales	Total Cost	Gross Margin
01.01.2015	SO - 0004120	BUDAPEST	Toptan Satış	CB-MTB	6.813,90	2.929,98	%57,0
01.01.2015	SO - 0004121	Kraków	Distributor	RBSS	904,50	569,84	%37,0
01.01.2015	SO - 0004122	Hannover	Distributor	RBSS	12.616,10	7.443,50	%41,0
01.01.2015	SO - 0004123	HELSINKI	Toptan Satış	RBV	1.567,80	972,04	%38,0
01.01.2015	SO - 0004124	BEOGRAD (Belgrade)	Toptan Satış	CB-1-2	1.989,90	1.213,84	%39,0
01.01.2015	SO - 0004125	Stuttgart	Toptan Satış	MTBQ	22.244,00	18.462,52	%17,0
02.01.2015	SO - 0004126	Barcelona	Toptan Satış	RBSS	30.418,00	20.380,06	%33,0
03.01.2015	SO - 0004127	Kharkov	Export	CB-1-2	47.436,00	36.525,72	%23,0
03.01.2015	SO - 0004128	VILNIUS	Toptan Satış	MTBQ	8.629,60	4.487,39	%48,0



SALES 38.388.387

G. MARGIN %37,5

GROWTH %0,1

