



\$24.9M

REVENUE

\$10.5M

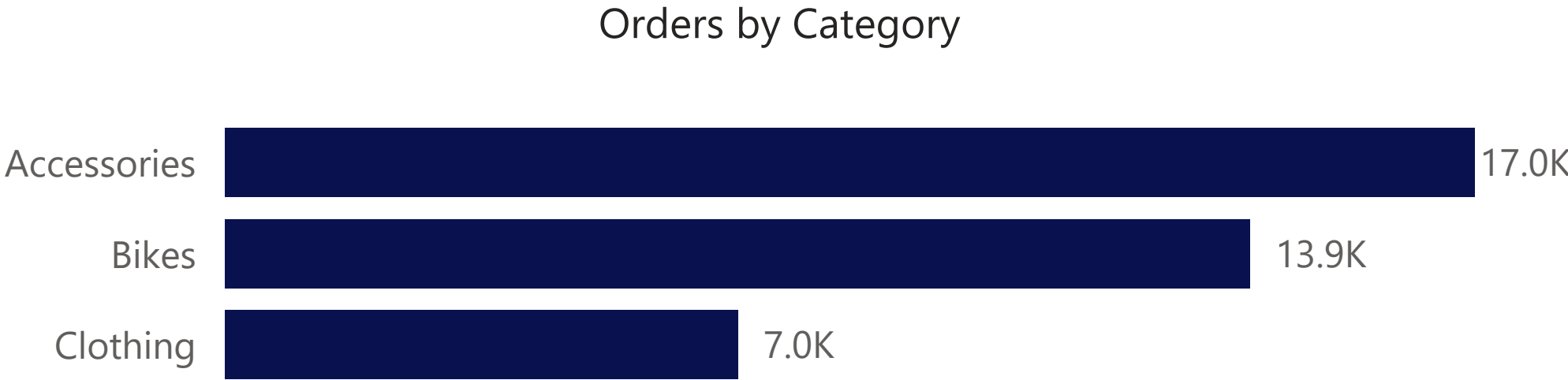
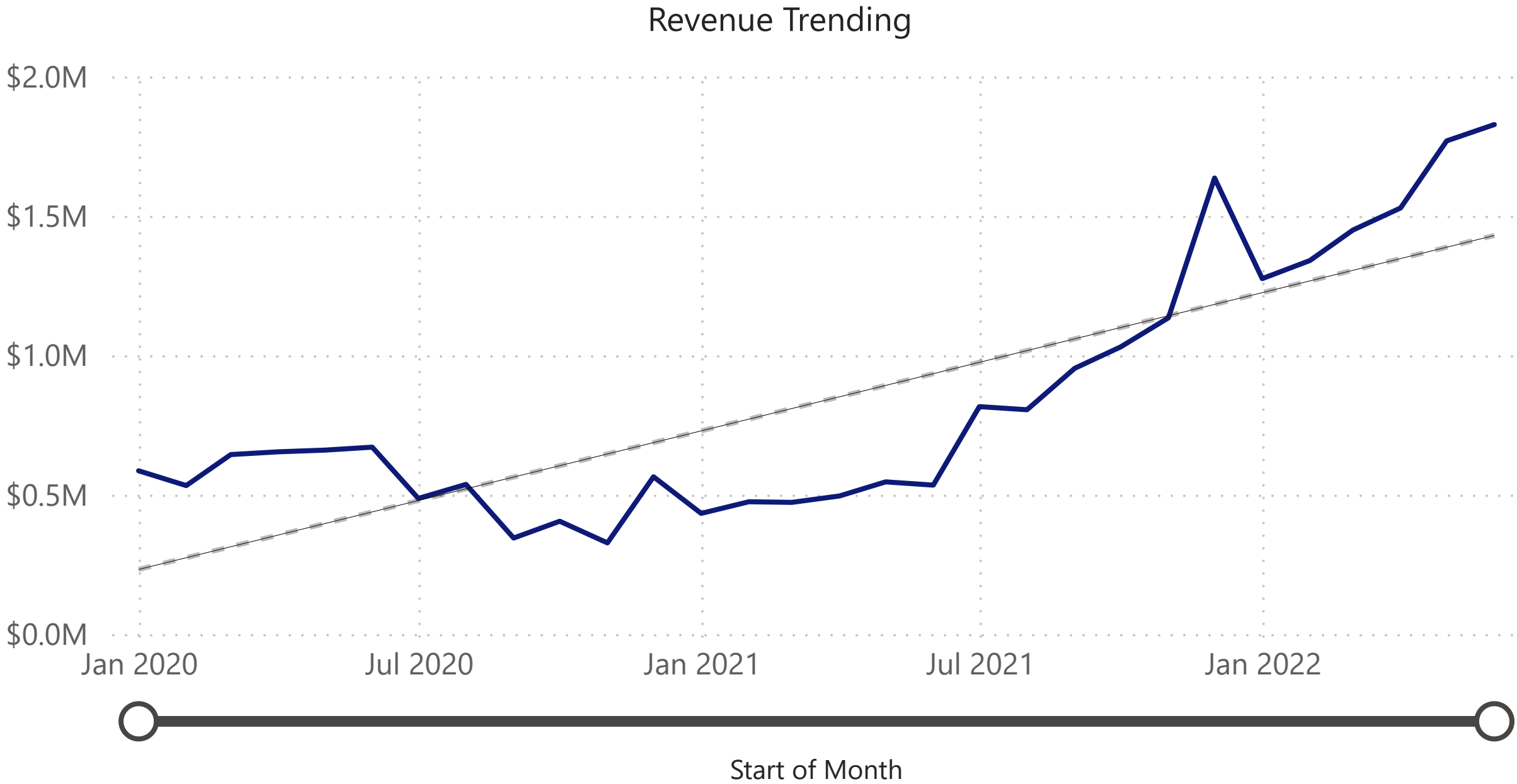
Total Profit

25.2K

ORDERS

2.2%

RETURN RATE



Top 10 Products	Orders	Revenue	Return %
Water Bottle - 30 oz.	3,983	\$39,755	1.95%
Patch Kit/8 Patches	2,952	\$13,506	1.61%
Mountain Tire Tube	2,846	\$28,333	1.64%
Road Tire Tube	2,173	\$17,265	1.55%
Sport-100 Helmet, Red	2,099	\$73,444	3.33%
AWC Logo Cap	2,062	\$35,882	1.11%
Sport-100 Helmet, Blue	1,995	\$67,120	3.31%
Fender Set - Mountain	1,975	\$87,041	1.36%
Sport-100 Helmet, Black	1,940	\$65,270	2.68%
Mountain Bottle Cage	1,896	\$38,062	2.02%

Monthly Revenue

\$1.83M✓

Previous Month: \$1.77M

(+3.31%)

Monthly Orders

2,146!

Previous Month: 2165

(-0.88%)

Monthly Returns

166✓

Previous Month: 169

(+1.78%)

Most Ordered Product Type:

Tires and Tubes

Most Returned Product Type:

Shorts

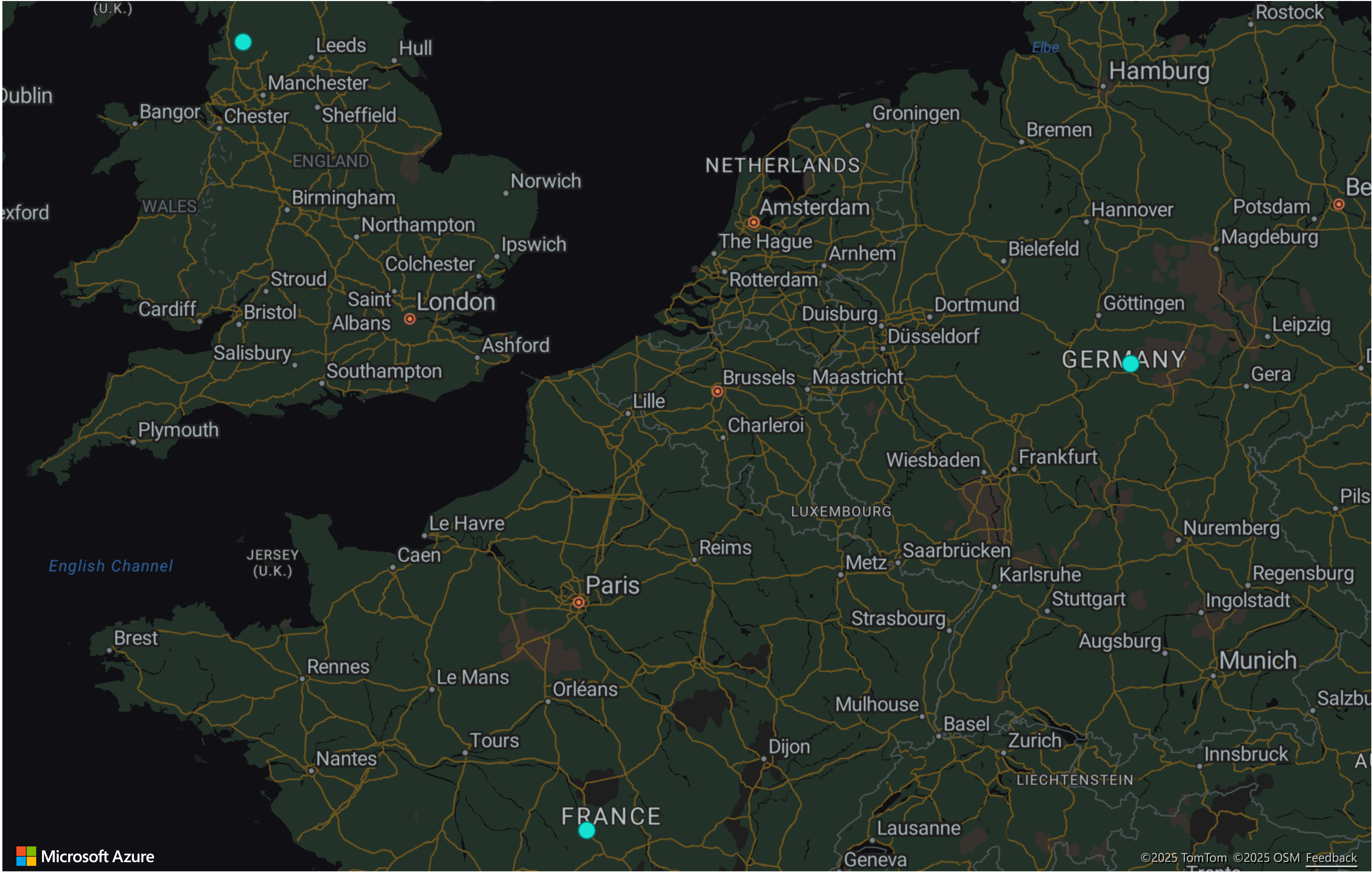
Continent

Select all

Europe

North America

Pacific



Selected Product:

Mountain Tire
Tube

Price Adjustment (%)

0.70

Product Metric Selection

- ☒ Orders
- ☐ Profit
- ☐ Revenue
- ☐ Returns
- ☐ Return %

Monthly Orders vs. Target



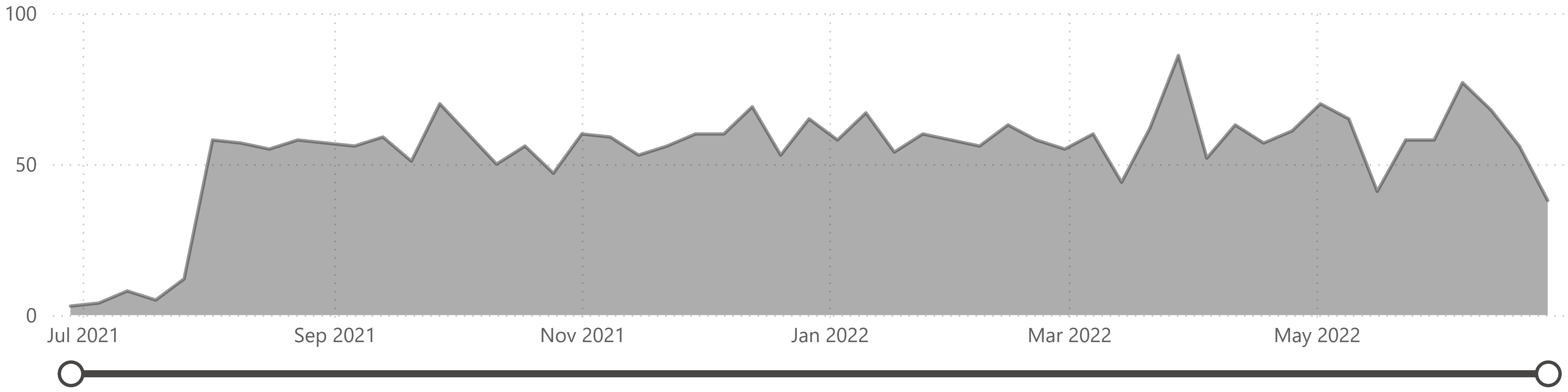
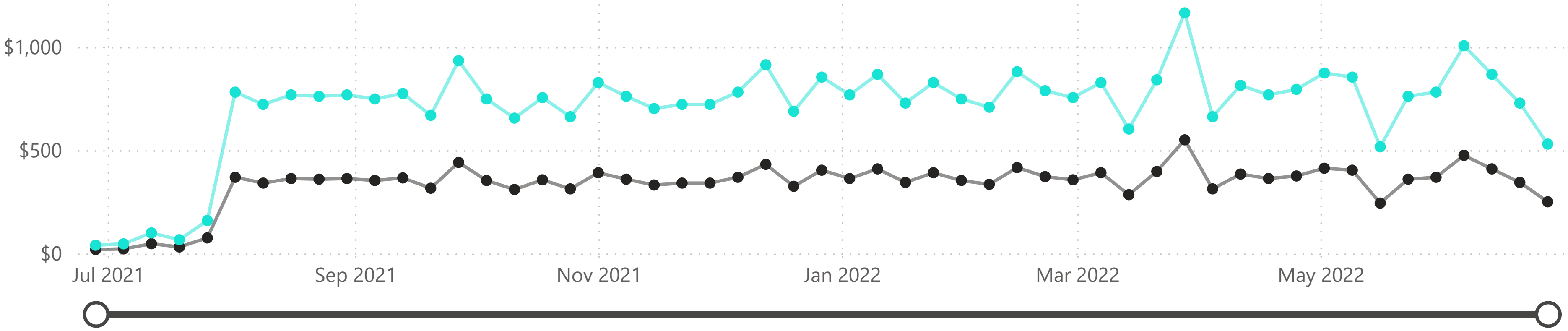
Monthly Revenue vs. Target



Monthly Profit vs. Target



● Total Profit ● Adjusted Profit





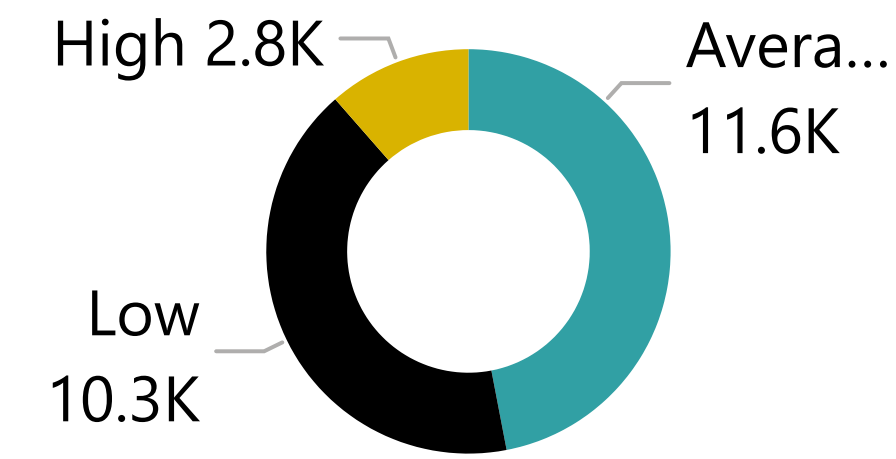
17.4K

UNIQUE CUSTOMERS

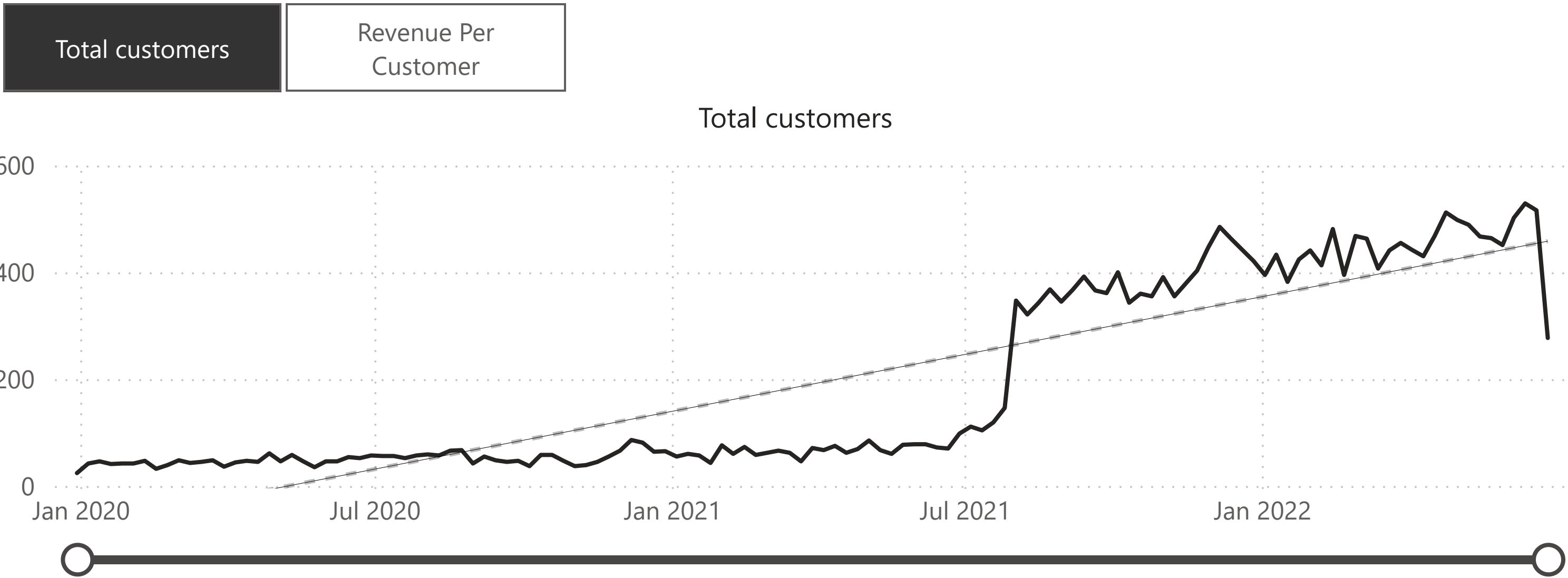
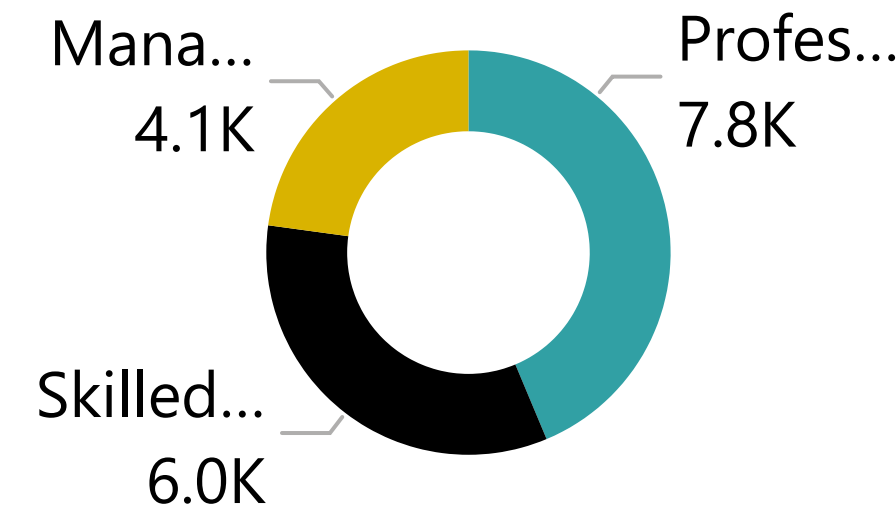
\$1,431

REVENUE PER CUSTOMER

Orders by Income Level



Orders by Occupation



Top 100 Customers

CustomerKey	Full Name	Total Orders	Total Revenue
11433	Mr. Maurice Shan	6	\$12,408
11439	Mrs. Janet Munoz	6	\$12,015
11241	Mrs. Lisa Cai	7	\$11,330
11417	Mrs. Lacey Zheng	7	\$11,086
11420	Mr. Jordan Turner	7	\$11,022
11242	Mr. Larry Munoz	7	\$10,852
13263	Mrs. Kate Anand	4	\$10,437
12655	Mr. Larry Vazquez	4	\$10,395
11425	Mrs. Ariana Gray	6	\$10,391
12631	Mr. Clarence Gao	4	\$10,332
12650	Mr. Aaron Wright	4	\$10,329
13405	Mr. Ethan Bryant	4	\$10,309
11429	Mr. Marco Lopez	6	\$10,290
Total		25,164	\$24,914,587

Top Customer (by revenue):

Mr. Maurice Shan

Orders:

6

Revenue:

\$12.4K

Among Customers in Skilled manual roles in 2022, Ruben Suarez drove the most revenue at \$4,683