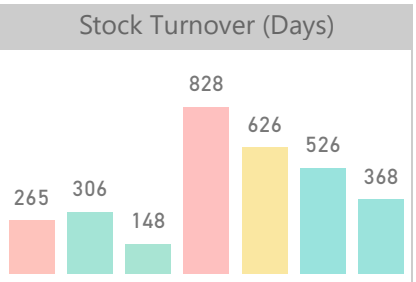
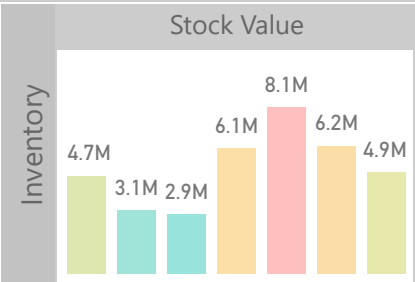
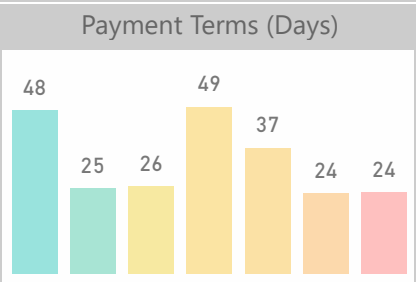
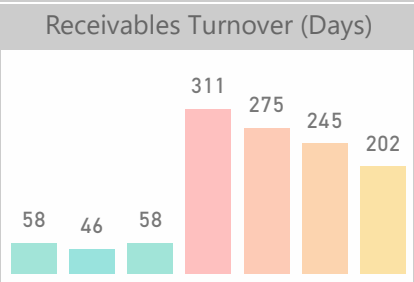
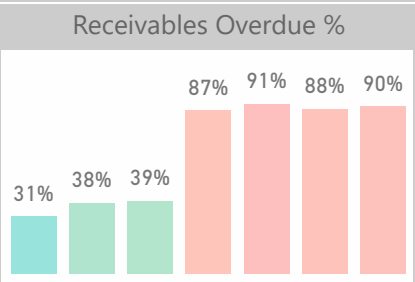
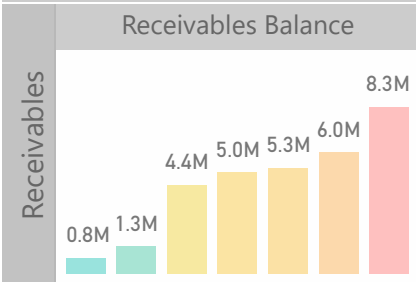
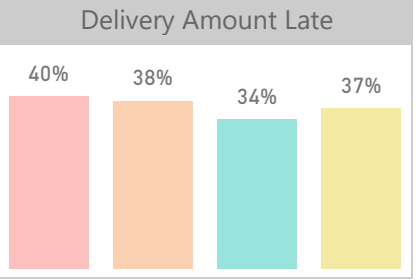
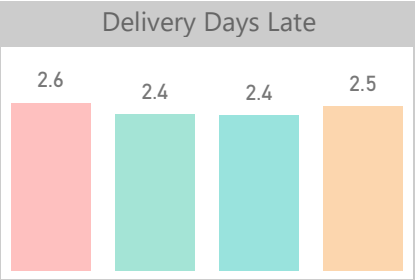
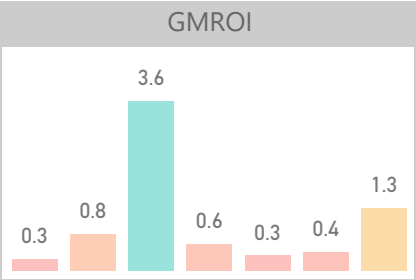
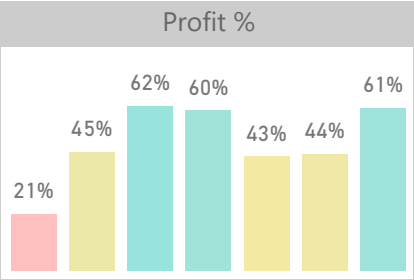
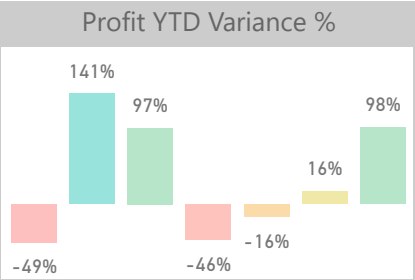
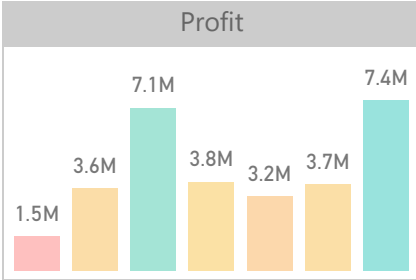
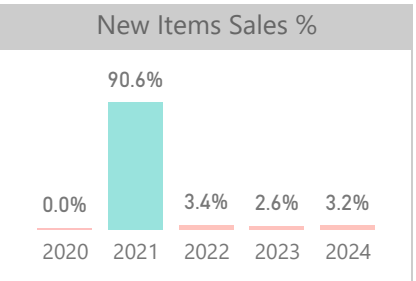
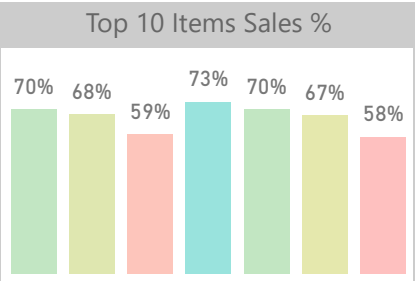
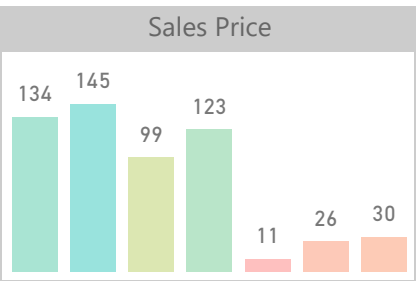
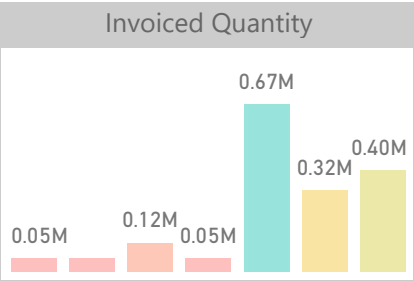
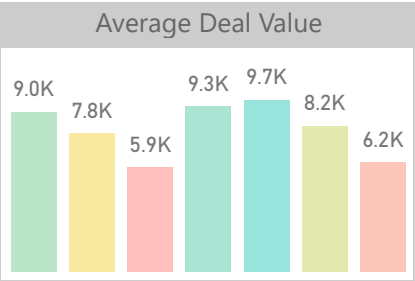
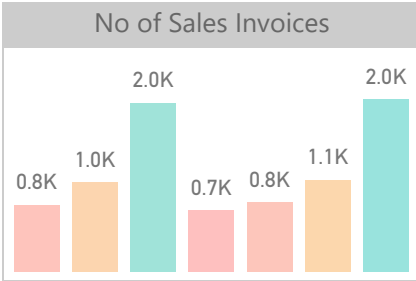
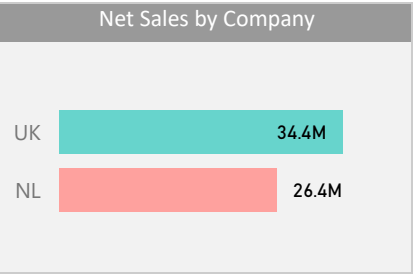
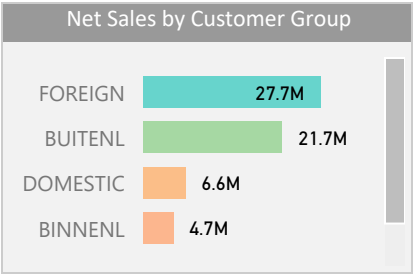
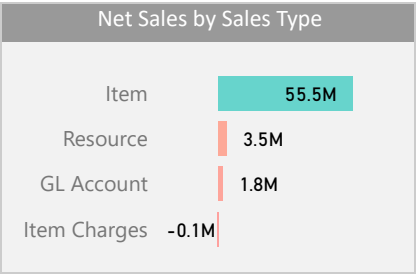
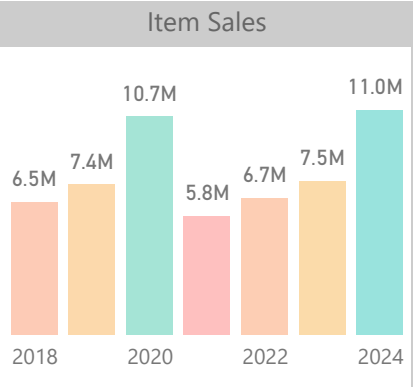
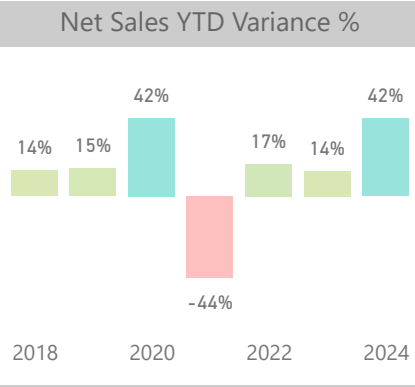
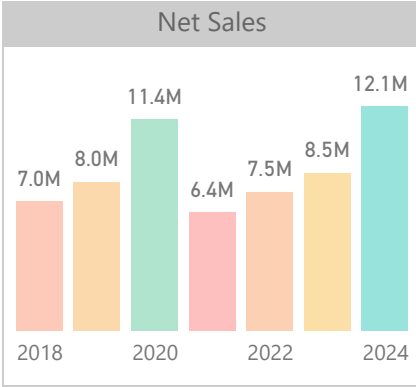


# Dashboard by Year

Q1	Q2	Q3	Q4
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2018	2019	2020	2021	2022	2023	2024
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1	2	3	4	5	6	7	8	9	10	11	12
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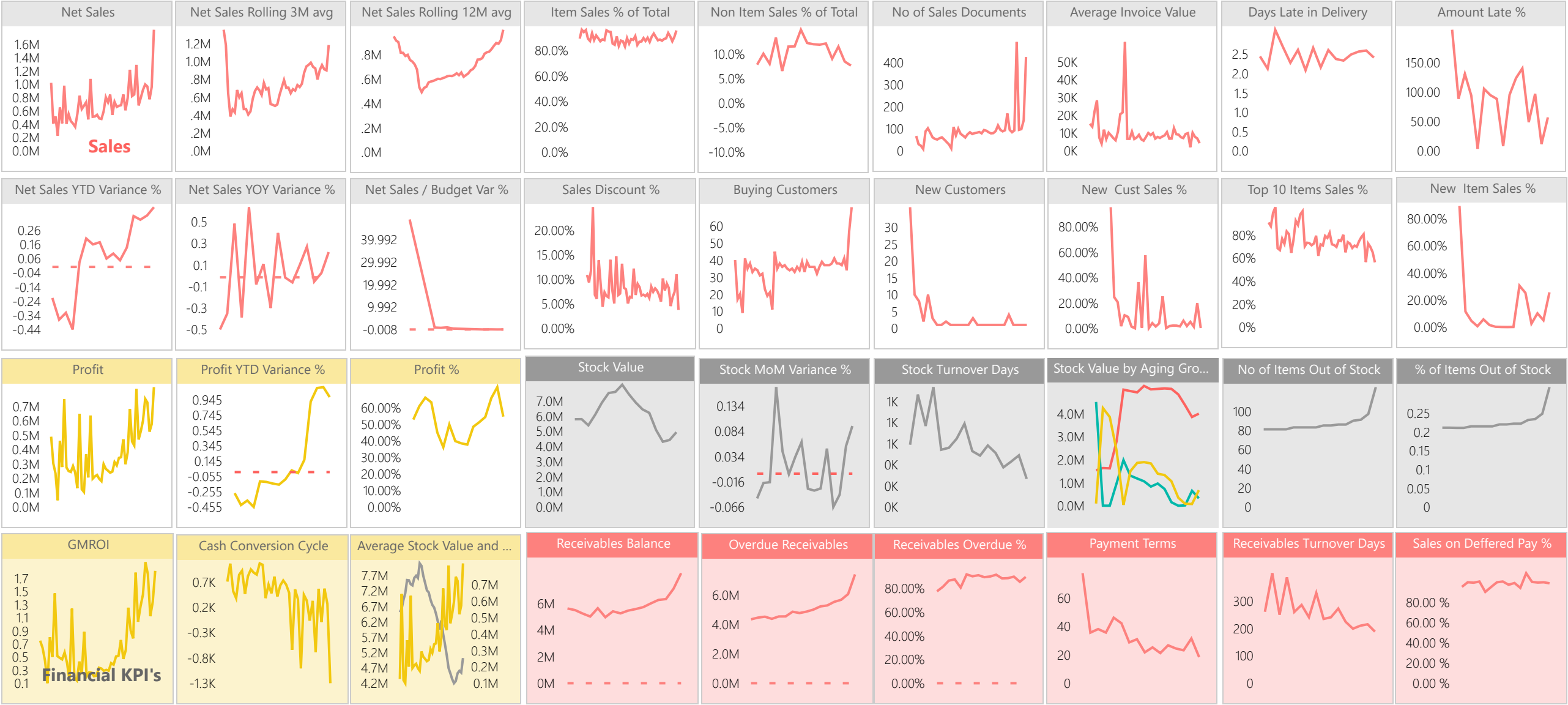
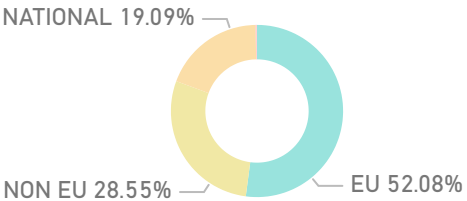


Dashboard by Month

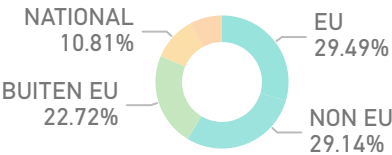
Sales, Inventory & Receivables

2018 2019 2020 2021 2022 2023 2024

Net Sales	Net Sales YTD var %	Net Sales YOY var %	Days Late	Stock Value	Avg Stock Value	Stock Turn Days
34.43M	41.98 %	2.03 %	2.5	4.93M	4.85M	554
Profit	Profit Variance %	Profit %	Amount Late %	Receiv Balance	Receiv Overdue	Rec Turn Days
18.20M	97.91 %	52.85%	37.36 %	8.28M	89.51%	267



# Sales by Year



2018

2019

1

2

3

2020

2021

4

5

6

7

8

9

10

11

12

Net Sales

60.8M

Sales Item

55.5M

Sales GL

1.8M

Invoiced Quantity

1.7M

Discount Amount

5.4M

Profit

30.3M

Profit %

49.9%

No of Documents

8,664

Ship / Inv Qty Var

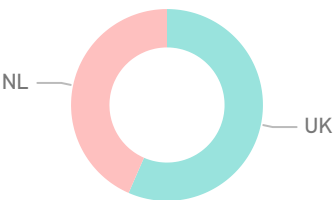
-101.5K

Discount %

8.2%

NL

UK

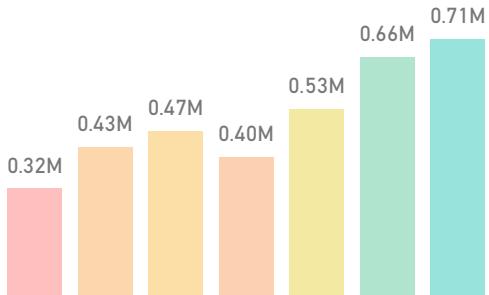
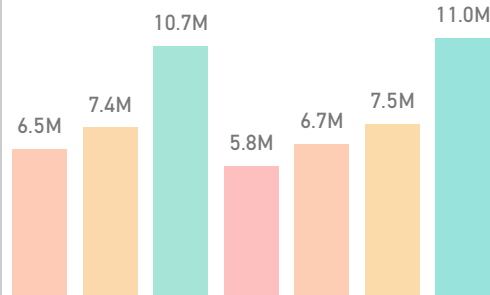
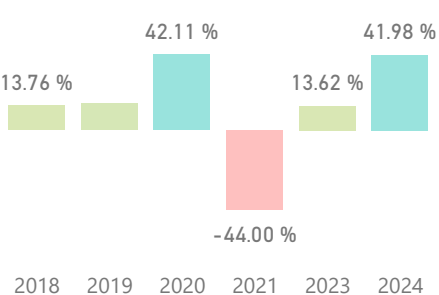
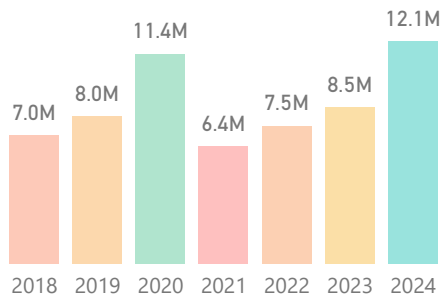


Net Sales

Net Sales YTD Variance %

Item Sales

Services Sales

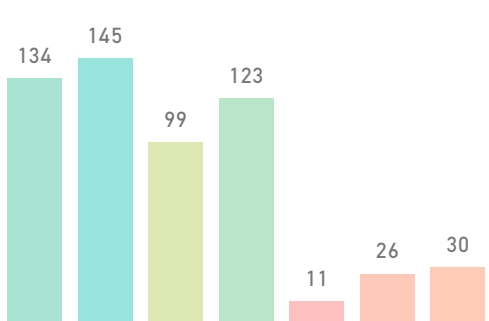
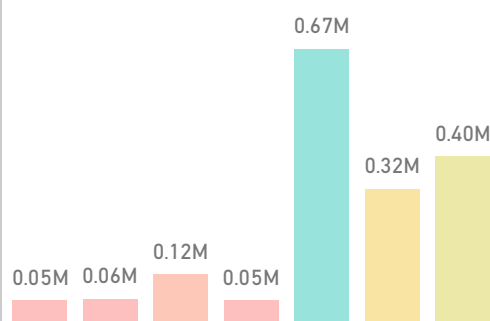
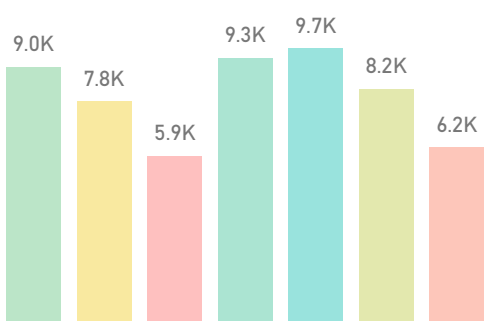
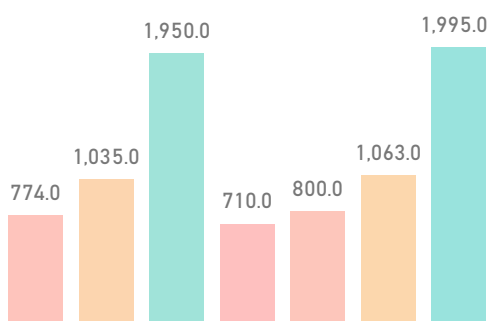


No of Sales Invoices

Average Deal Value

Invoiced Quantity

Sales Price

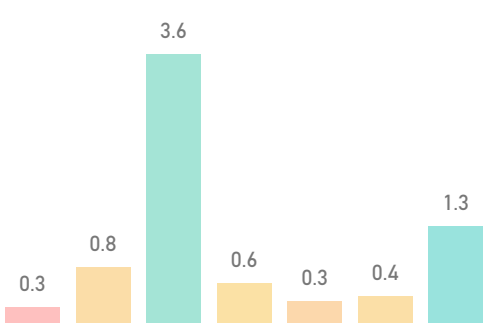
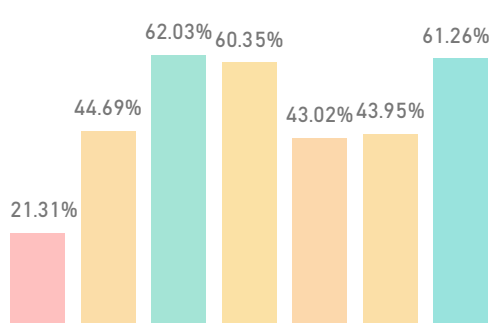
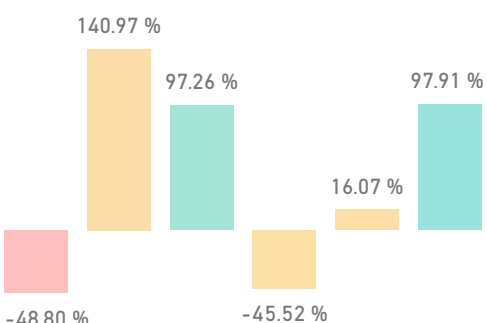
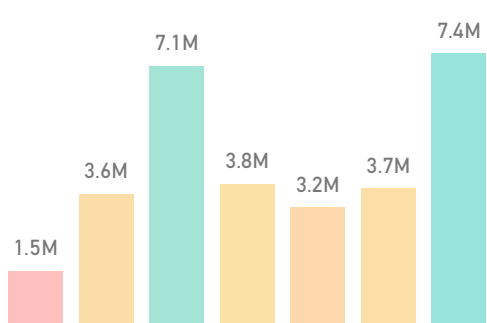


Profit

Profit YTD Variance %

Profit %

GMROI



Country

Net Sales

Profit %

United Kingdom	7,208,484	55.98%
Netherlands	4,895,624	54.93%
Morocco	4,273,844	10.32%
Germany	4,224,126	51.44%
Austria	4,048,686	62.23%
Switzerland	3,557,547	51.84%
Spain	3,520,931	51.90%
Canada	3,169,053	54.84%
Sweden	3,088,074	57.54%
Malaysia	2,827,781	21.48%
USA	2,807,237	66.45%
Iceland	2,743,734	52.46%
Belgium	2,626,431	50.75%
Slovenia	2,610,707	51.27%
Denmark	2,602,990	50.49%
Norway	2,009,629	51.75%
Total	60,801,404	49.88%

Item Category Group

Net Sales

Profit %

SOFTWARE	15,693,528	44.51%
SPORT	14,419,487	54.75%
OFFICE	11,100,975	46.26%
MEUBILAIR	8,468,025	40.37%
HARDWARE	5,691,838	62.32%
Total	60,801,404	49.88%

Customer Posting Group

Net Sales

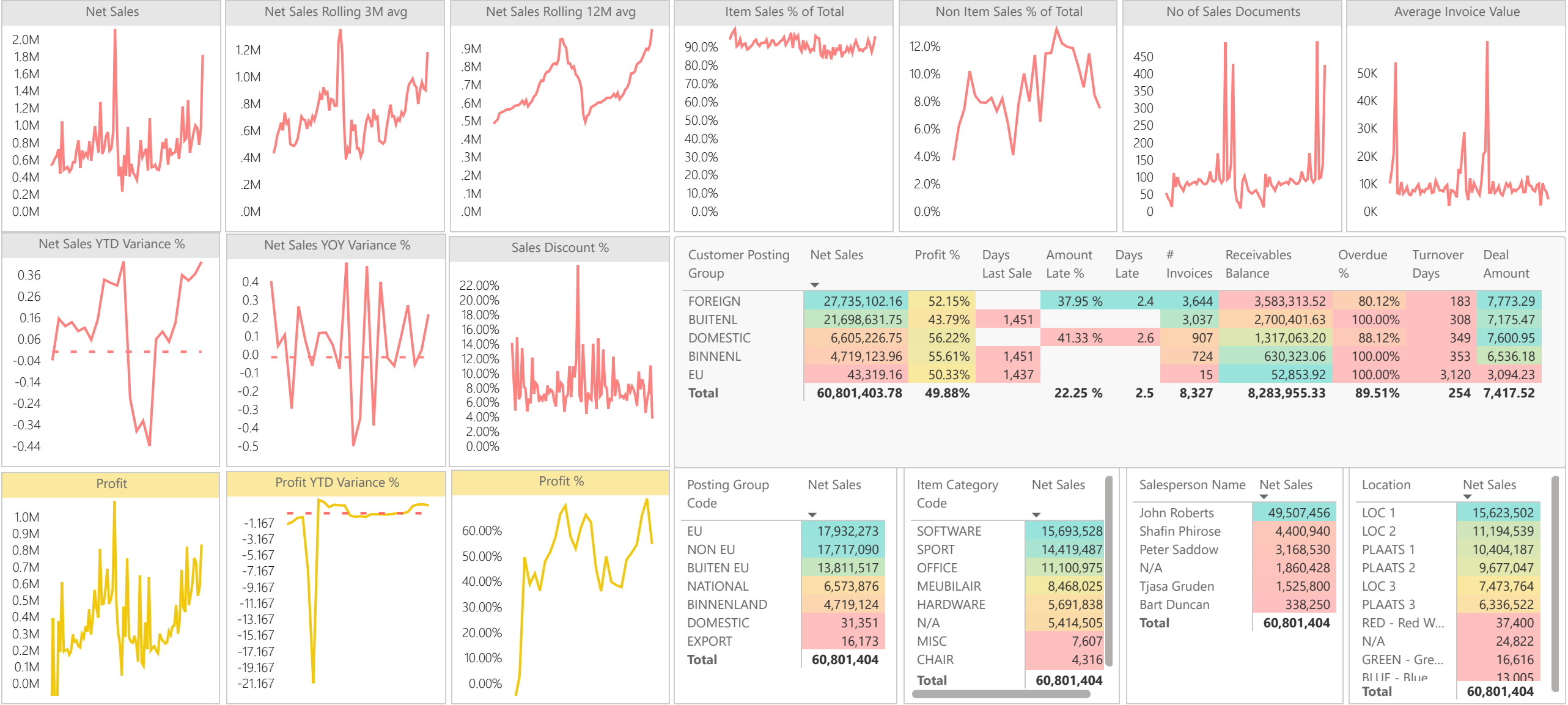
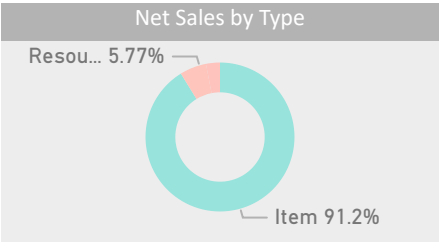
Profit %

FOREIGN	27,735,102	52.15%
BUITENL	21,698,632	43.79%
DOMESTIC	6,605,227	56.22%
BINNENL	4,719,124	55.61%
EU	43,319	50.33%
Total	60,801,404	49.88%

Sales Overview

- 2018
- 2019
- 2020
- 2021
- 2022
- 2023

Net Sales	Sales Variance	Sales Item	Sales GL	Invoiced Quantity	Discount Amount	Days Late
60.80M	3.57M	55.53M	1.8M	1.7M	5.4M	2.5
Profit	Profit Variance	Profit %	No of Documents	Ship / Inv Qty Var	Discount %	Amount Late %
30.33M	3.66M	49.88%	8,664	-101K	8.2%	22.25 %



Net Sales YTD Variance %

Net Sales YOY Variance %

Sales Discount %

Customer Posting Group	Net Sales	Profit %	Days Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue %	Turnover Days	Deal Amount
FOREIGN	27,735,102.16	52.15%		37.95 %	2.4	3,644	3,583,313.52	80.12%	183	7,773.29
BUITENL	21,698,631.75	43.79%	1,451			3,037	2,700,401.63	100.00%	308	7,175.47
DOMESTIC	6,605,226.75	56.22%		41.33 %	2.6	907	1,317,063.20	88.12%	349	7,600.95
BINNENL	4,719,123.96	55.61%	1,451			724	630,323.06	100.00%	353	6,536.18
EU	43,319.16	50.33%	1,437			15	52,853.92	100.00%	3,120	3,094.23
Total	60,801,403.78	49.88%		22.25 %	2.5	8,327	8,283,955.33	89.51%	254	7,417.52

Posting Group Code	Net Sales
EU	17,932,273
NON EU	17,717,090
BUITEN EU	13,811,517
NATIONAL	6,573,876
BINNENLAND	4,719,124
DOMESTIC	31,351
EXPORT	16,173
Total	60,801,404

Item Category Code	Net Sales
SOFTWARE	15,693,528
SPORT	14,419,487
OFFICE	11,100,975
MEUBILAIR	8,468,025
HARDWARE	5,691,838
N/A	5,414,505
MISC	7,607
CHAIR	4,316
Total	60,801,404

Salesperson Name	Net Sales
John Roberts	49,507,456
Shafin Phirose	4,400,940
Peter Saddow	3,168,530
N/A	1,860,428
Tjasa Gruden	1,525,800
Bart Duncan	338,250
Total	60,801,404

Location	Net Sales
LOC 1	15,623,502
LOC 2	11,194,539
PLAATS 1	10,404,187
PLAATS 2	9,677,047
LOC 3	7,473,764
PLAATS 3	6,336,522
RED - Red W...	37,400
N/A	24,822
GREEN - Gre...	16,616
RI IIF - Blue	13,005
Total	60,801,404

Profit

Profit YTD Variance %

Profit %

Additional or Corporate Currency

<===== ACY=====>

Year	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Profit	Profit %	Receivables Balance	Net Sales ACY	Net Sales ACY YTD Var %	Receivables Balance ACY	Profit ACY
▲										
2024	12,070,120	3,568,770	41.98 %	7,394,075	61.26%	8,283,955	23,666,902	10.77 %	14,465,056	14,498,187
2024 - Jan	1,215,183	624,381	105.68 %	681,201	56.06%	6,315,814	2,382,711	41.16 %	10,605,956	1,335,688
2024 - Feb	820,767	641,582	46.01 %	455,533	55.50%	6,235,981	1,609,347	-3.18 %	10,449,420	893,201
2024 - Mar	845,489	759,164	35.77 %	427,768	50.59%	6,266,964	1,657,821	-10.73 %	10,510,170	838,761
2024 - Apr	1,289,344	1,205,034	40.63 %	820,473	63.63%	6,690,840	2,528,125	-6.42 %	11,341,299	1,608,771
2024 - May	680,134	1,345,182	38.37 %	469,124	68.98%	6,153,810	1,333,596	-6.73 %	10,288,300	919,850
2024 - Jun	795,660	1,406,843	33.18 %	526,674	66.19%	6,334,504	1,560,118	-8.35 %	10,642,602	1,032,695
2024 - Jul	914,272	1,663,285	33.96 %	599,902	65.62%	6,427,969	1,792,690	-5.99 %	10,825,866	1,176,278
2024 - Aug	995,958	1,984,364	35.61 %	752,098	75.51%	6,761,911	1,952,860	-2.86 %	11,480,655	1,474,701
2024 - Sep	965,046	2,264,845	36.20 %	726,964	75.33%	7,111,303	1,892,248	-0.39 %	12,165,738	1,425,419
2024 - Oct	771,918	2,191,412	30.85 %	523,831	67.86%	6,865,981	1,513,564	-1.89 %	11,684,714	1,027,120
2024 - Nov	960,258	2,544,784	33.01 %	576,909	60.08%	6,993,556	1,882,859	1.48 %	11,934,862	1,131,193
2024 - Dec	1,816,091	3,568,770	41.98 %	833,600	45.90%	8,283,955	3,560,963	10.77 %	14,465,056	1,634,510
Total	12,070,120	3,568,770	41.98 %	7,394,075	61.26%	8,283,955	23,666,902	10.77 %	14,465,056	14,498,187

Definition

ACY currency **must be available in Dynamics company**. ACY is selected from list of currencies in the company; when using multiple companies ACY is the same across all companies automatically allowing **comparison** or **consolidation** by companies over almost every measure in any application area.

**Example**  
Net Sales ACY (corporate currency) value is calculated from Net Sales (base currency) using **last available exchange rate** for ACY **per each transaction**. Exchange rate is coming from Dynamics. BI is creating calculations based on Dynamics data.

**Scope**  
Around **200 ACY measures** are already available in the model. **Every important measure** in every application area is available as ACY measure.

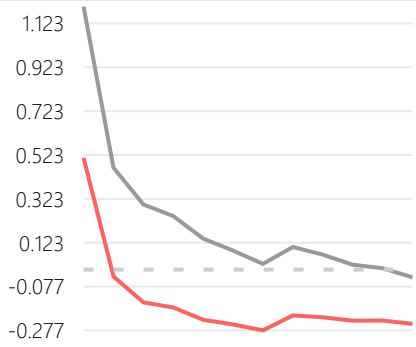
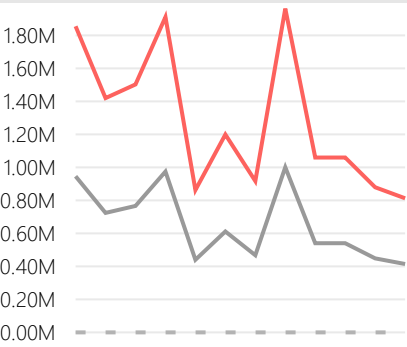
Companies

Comp ID	Data source ID	Company code	Company	Local curr	Add. curr
1	1	brmf	Contoso Entertainment System Brazil	BRL	USD
2	1	cnmf	Contoso Entertainment China	CNY	USD
3	1	demf	Contoso Entertainment System Germany	EUR	USD
4	1	frft	Contoso Retail FR	EUR	USD
5	1	frsi	Contoso Consulting FR	EUR	USD
6	1	gbsi	Contoso Consulting GB	GBP	USD
7	1	glco	Contoso Group	USD	USD
8	1	glmf	Contoso Entertainment System	USD	USD
9	1	glrt	Contoso Retail	USD	USD
10	1	glsi	Contoso Consulting	USD	USD
11	1	inmf	Contoso Entertainment System India	INR	USD
12	1	itco	Contoso Italy	EUR	USD
13	1	jpmf	Contoso Entertainment Japan	JPY	USD
14	1	rumf	Contoso Entertainment System Russia	RUB	USD

Operational cost (GL transactions) in Local and Additional currency

Comparison in absolute and relative measures				
Year	GL Net Change	GL Net Change YTD Var %	GL Net Change ACY	GL Net Change ACY YTD Var %
▲				
2024	7,875,406.94	-3.51 %	15,441,974.40	-24.75 %
2024 - Jan	946,156.53	119.97 %	1,855,208.88	50.96 %
2024 - Feb	724,157.11	46.48 %	1,419,915.90	-3.13 %
2024 - Mar	766,411.11	29.74 %	1,502,766.88	-14.94 %
2024 - Apr	974,664.84	24.40 %	1,911,107.53	-17.28 %
2024 - May	440,031.36	14.13 %	862,806.59	-22.90 %
2024 - Jun	611,579.14	8.68 %	1,199,174.79	-25.03 %
2024 - Jul	467,703.22	2.58 %	917,065.14	-27.74 %
2024 - Aug	1,000,802.72	10.30 %	1,962,358.28	-20.92 %
2024 - Sep	540,410.99	6.83 %	1,059,629.39	-21.76 %
2024 - Oct	540,475.76	2.22 %	1,059,756.39	-23.30 %
Total	7,875,406.94	-3.51 %	15,441,974.40	-24.75 %

GL Cost in Local and Corporate currency GL Cost Variance % in Local and Corpor...



GL Cost Variance % in Local currency

-3.51 %

GL Cost Variance % in Corporate currency

-24.75 %

Different results in local and corporate currency are due to different currency exchange rates by date.

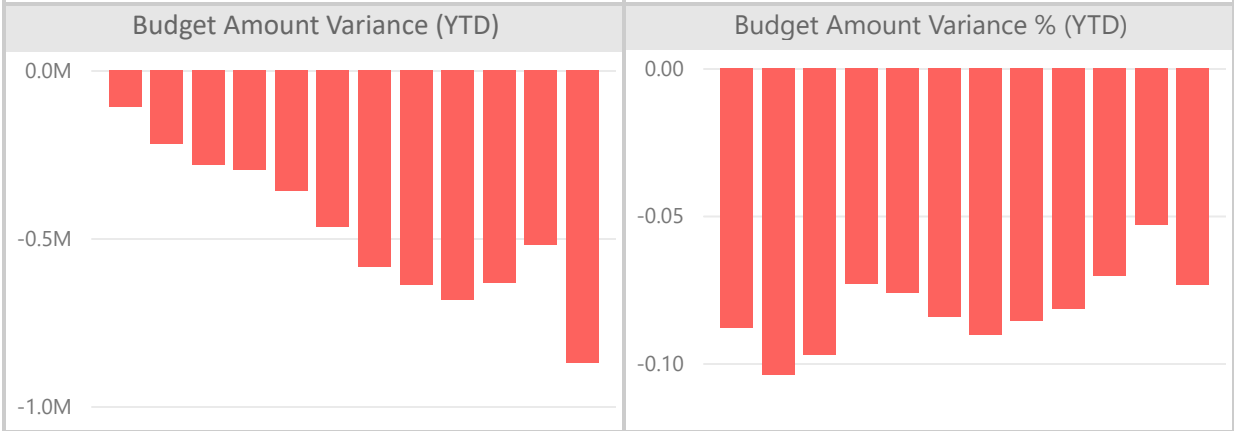
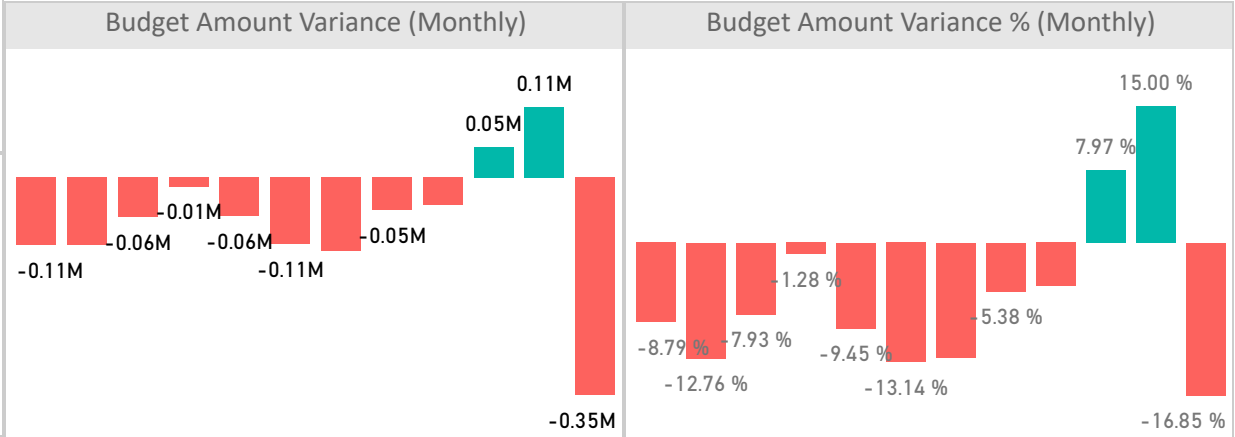
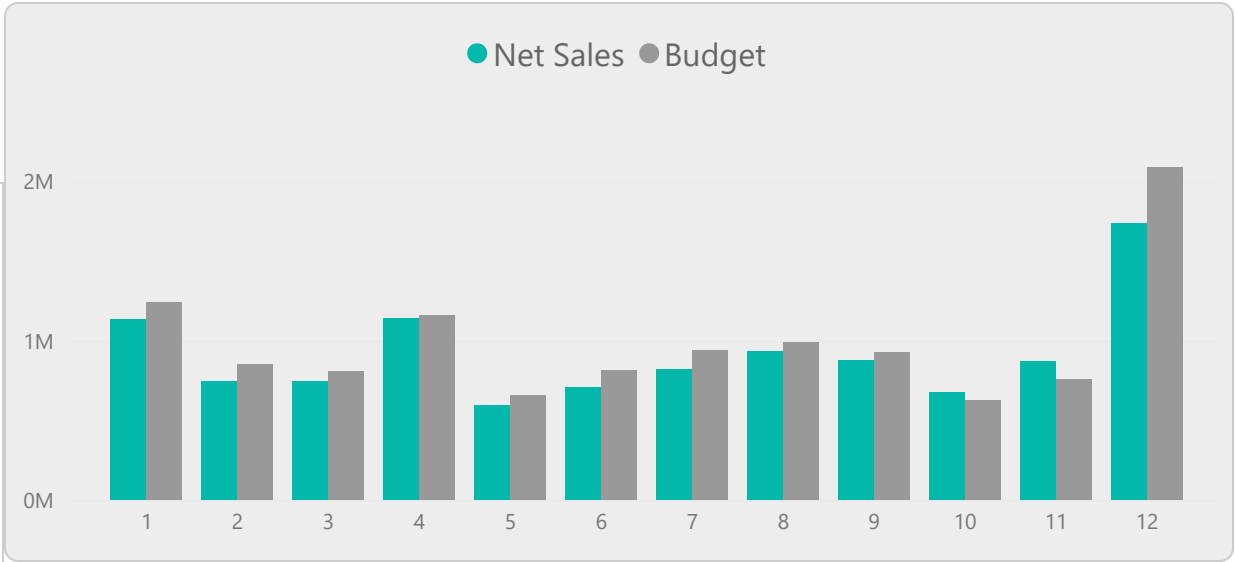
Sales Budget

Net Sales	Budget Amount	Budget Variance	Budget Variance %
10.98M	11.85M	-87,111...	-0.1
2018	2019	2020	2021
2022	2023	2024	

Year	Net Sales	Net Sales YTD	Budget Amount	Budget Variance	Budget YTD Variance	Budget Variance %	Sales Budget YTD Var %	Sales Budget YTD Index
2024	10,980,826	10,980,826	11,851,937	-871,111	-871,111	-7.35 %	-7.35 %	92.65 %
2024 - Jan	1,134,163	1,134,163	1,243,479	-109,316	-109,316	-8.79 %	-8.79 %	91.21 %
2024 - Feb	743,394	1,877,558	852,157	-108,763	-218,078	-12.76 %	-10.41 %	89.59 %
2024 - Mar	744,251	2,621,809	808,333	-64,082	-282,160	-7.93 %	-9.72 %	90.28 %
2024 - Apr	1,142,759	3,764,568	1,157,579	-14,820	-296,980	-1.28 %	-7.31 %	92.69 %
2024 - May	596,267	4,360,835	658,524	-62,257	-359,237	-9.45 %	-7.61 %	92.39 %
2024 - Jun	708,949	5,069,784	816,217	-107,268	-466,505	-13.14 %	-8.43 %	91.57 %
2024 - Jul	819,014	5,888,798	937,711	-118,697	-585,202	-12.66 %	-9.04 %	90.96 %
2024 - Aug	934,515	6,823,313	987,661	-53,146	-638,348	-5.38 %	-8.56 %	91.44 %
2024 - Sep	879,041	7,702,354	923,584	-44,543	-682,891	-4.82 %	-8.14 %	91.86 %
2024 - Oct	673,243	8,375,597	623,528	49,715	-633,176	7.97 %	-7.03 %	92.97 %
2024 - Nov	870,805	9,246,402	757,198	113,607	-519,569	15.00 %	-5.32 %	94.68 %
2024 - Dec	1,734,424	10,980,826	2,085,966	-351,542	-871,111	-16.85 %	-7.35 %	92.65 %
Total	10,980,826	10,980,826	11,851,937	-871,111	-871,111	-7.35 %	-7.35 %	92.65 %

Item Category Code	Net Sales	Budget Amount	Budget Variance	Budget YTD Variance	Net Sales YTD	Budget Variance %	Sales Budget YTD Var %	Sales Budget YTD Index
SOFTWARE	3,527,726	3,434,398	93,328	93,328	3,527,726	2.72 %	2.72 %	102.72 %
HARDWARE	1,809,118	1,819,065	-9,947	-9,947	1,809,118	-0.55 %	-0.55 %	99.45 %
OFFICE	3,737,355	4,019,467	-282,112	-282,112	3,737,355	-7.02 %	-7.02 %	92.98 %
SPORT	1,906,627	2,579,007	-672,380	-672,380	1,906,627	-26.07 %	-26.07 %	73.93 %
Total	10,980,826	11,851,937	-871,111	-871,111	10,980,826	-7.35 %	-7.35 %	92.65 %

Item Description	Net Sales	Budget Amount	Budget Variance	Budget YTD Variance	Net Sales YTD	Budget Variance %	Sales Budget YTD Var %
BI4Dynamics NAV	1,944,815	1,934,780	10,035	10,035	1,944,815	0.52 %	0.52 %
Touring Bicycle	1,387,090	1,499,977	-112,887	-112,887	1,387,090	-7.53 %	-7.53 %
BI4Dynamics AX	486,154	420,710	65,444	65,444	486,154	15.56 %	15.56 %
ATHENS Euro Chair	455,465	456,840	-1,375	-1,375	455,465	-0.30 %	-0.30 %
SAPPORO Whiteboard	453,249	440,504	12,745	12,745	453,249	2.89 %	2.89 %
BI4Dynamics CRM	381,515	364,510	17,005	17,005	381,515	4.67 %	4.67 %
CALGARY Whiteboard	300,190	291,410	8,780	8,780	300,190	3.01 %	3.01 %
ATLANTA Whiteboard	288,017	287,983	34	34	288,017	0.01 %	0.01 %
ALBERTVILLE Whiteboard	261,523	249,850	11,673	11,673	261,523	4.67 %	4.67 %
SARAJEVO Whiteboard	227,031	237,590	-10,559	-10,559	227,031	-4.44 %	-4.44 %
SPENCER Whiteboard	222,626	255,121	-32,495	-32,495	222,626	-12.74 %	-12.74 %
Total	10,980,826	11,851,937	-871,111	-871,111	10,980,826	-7.35 %	-7.35 %





Current Year		Net Sales		Sales Item		Sales GL		Profit		Profit %		No of Documents		Ship / Inv Qty Var		Invoiced Quantity		Discount Amount		Discount %	
2024		12.1M		11.0M		379.2K		7.4M		61.3%		2,090		15.0K		402.7K		939.3K		7.2%	
Month	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Deals	Profit	Profit %	Days Late	Amount Late %	Receivables Balance	Receivables Overdue	Receivables Overdue %	Customer Change	Cust Turn	Top 10 Item Sales	GMROI	Stock Value Trans	Stock Turn	Sell Through	Buying Cust	New Cust	New Items
2024 - Jan	1,215,183	624,381	105.68 %	95	681,201	56.06%	2.3	32.43 %	6,315,814	5,431,639	86.00%	309,124	158	72.33%	1.23	5,767,463	335		37	1	
2024 - Feb	820,767	641,582	46.01 %	88	455,533	55.50%	2.7	42.78 %	6,235,981	5,594,880	89.72%	-79,833	224	68.62%	0.88	5,434,222	431		37	1	
2024 - Mar	845,489	759,164	35.77 %	93	427,768	50.59%	2.6	31.88 %	6,266,964	5,544,380	88.47%	30,983	232	70.67%	0.76	5,076,980	377	30,664.62 %	37	1	1
2024 - Apr	1,289,344	1,205,034	40.63 %	169	820,473	63.63%	2.6	38.62 %	6,690,840	5,834,161	87.20%	423,876	152	69.65%	1.76	4,660,076	298	469,900.0...	38		
2024 - May	680,134	1,345,182	38.37 %	95	469,124	68.98%	2.3	40.54 %	6,153,810	5,550,340	90.19%	-537,029	284	74.52%	1.01	4,487,254	659	92,310.00 %	41	1	
2024 - Jun	795,660	1,406,843	33.18 %	84	526,674	66.19%	2.7	38.21 %	6,334,504	5,684,748	89.74%	180,694	239	78.04%	1.25	4,301,292	480	87.74 %	38	1	
2024 - Jul	914,272	1,663,285	33.96 %	92	599,902	65.62%	2.8	27.24 %	6,427,969	5,759,088	89.59%	93,465	217	80.51%	1.46	4,089,175	403	6,276.00 %	38	1	
2024 - Aug	995,958	1,984,364	35.61 %	493	752,098	75.51%	2.9	38.49 %	6,761,911	5,931,482	87.72%	333,942	208	56.37%	1.95	4,188,719	532	0.97 %	37		1
2024 - Sep	965,046	2,264,845	36.20 %	95	726,964	75.33%	2.0	32.59 %	7,111,303	6,070,979	85.37%	349,392	220	72.50%	1.77	4,416,969	557	5,426.68 %	41	1	2
2024 - Oct	771,918	2,191,412	30.85 %	98	523,831	67.86%	2.5	46.21 %	6,865,981	6,112,383	89.02%	-245,322	279	69.50%	1.10	4,578,642	572	6.13 %	34		
2024 - Nov	960,258	2,544,784	33.01 %	138	576,909	60.08%	2.7	42.38 %	6,993,556	6,251,786	89.39%	127,575	218	64.97%	1.32	4,505,177	353	424.13 %	57		
2024 - Dec	1,816,091	3,568,770	41.98 %	425	833,600	45.90%	2.2	36.42 %	8,283,955	7,415,274	89.51%	1,290,399	134	56.18%	1.81	4,929,659	156	5,178.14 %	71		
Total	12,070,120	3,568,770	41.98 %	1,961	7,394,075	61.26%	2.5	36.78 %	8,283,955	7,415,274	89.51%	2,277,265	202	58.39%	1.34	4,929,659	368	42.37 %	79	7	4

Net Sales

Net Sales YTD Variance %

Net Sales Rolling 12 Mont...

Item Sales % of Total

Customer Group

FOREIGN	10,354,020	61.42%
DOMESTIC	1,716,100	60.31%
Total	12,070,120	61.26%

Item Category

HARDWARE	1,809,118	61.38%
N/A	1,089,294	61.46%
OFFICE	3,737,355	57.89%
SOFTWARE	3,527,726	56.98%
SPORT	1,906,627	75.57%
Total	12,070,120	61.26%

Type Name

Item	10,985,176
Resource	710,141
GL Account	379,153
Item Charges	-4,350
Total	12,070,120

Profit

Profit %

Profit YTD Variance %

Daily Sales

Country

United King...	1,716,100	60.31%
USA	1,036,223	64.05%
Germany	989,506	62.41%
Canada	969,137	62.55%
Switzerland	877,542	62.82%
Total	12,070,120	61.26%

Item Category

HARDWARE	1,809,118	61.38%
N/A	1,089,294	61.46%
OFFICE	3,737,355	57.89%
SOFTWARE	3,527,726	56.98%
SPORT	1,906,627	75.57%
Total	12,070,120	61.26%

Salesperson

John Roberts	3,053,231
Richard Lum	2,612,148
Mary A. Dem...	2,136,241
Bart Duncan	1,987,627
Linda Martin	895,479
Total	12,070,120

No of Deals

Deal Amount

Buying Customers

Net Sales by Day in Month

Item Category

HARDWARE	1,809,118	61.38%
N/A	1,089,294	61.46%
OFFICE	3,737,355	57.89%
SOFTWARE	3,527,726	56.98%
SPORT	1,906,627	75.57%
Total	12,070,120	61.26%

Location

LOC 1	5,017,536
LOC 2	4,300,226
LOC 3	2,752,358
Total	12,070,120

Current Month

2024 - Dec

Net Sales	Sales Item	Sales GL	Profit	Profit %	No of Documents	Invoiced Quantity	Ship / Inv Qty Var
1.8M	1.7M	30.8K	833.6K	45.9%	454	44.5K	200.0

Day	Net Sales	Net Sales YOY	Deals	Profit	Profit %	Days Late	Amount Late % Delivery	Receivables Balance	Receivables Overdue %	Customer Net Change	Turnover Days
01.12.2024	110,928	45,360	21	81,092	73.10%	3	35.58 %	7,102,886	88.04%	109,330	64
02.12.2024	108,692		20	35,456	32.62%	3	29.18 %	7,209,154	87.00%	106,267	85
03.12.2024	142,530	45,197	16	104,300	73.18%	2	66.04 %	7,324,041	85.05%	114,887	54
04.12.2024	133,614	845	16	66,449	49.73%	3	67.83 %	7,416,630	84.30%	92,589	65
05.12.2024	4,537	36,913	3	2,607	57.46%	2	1.43 %	7,412,942	85.08%	-3,688	1,634
06.12.2024	1,529	41,524	3	793	51.88%	1	32.71 %	7,405,070	86.16%	-7,872	4,844
07.12.2024	80,565	41,053	26	42,643	52.93%	2	29.28 %	7,396,556	86.11%	-8,514	92
08.12.2024	57,029	30,480	17	29,283	51.35%	2	18.33 %	7,440,088	85.45%	43,532	135
09.12.2024	67,135	4,740	20	44,239	65.90%	2	26.04 %	7,505,963	85.01%	65,874	114
10.12.2024	65,487	8,481	17	15,687	23.95%	2	50.64 %	7,507,974	85.82%	2,012	115
11.12.2024	51,199	15,094	18	21,697	42.38%	2	17.97 %	7,541,557	85.80%	33,583	152
12.12.2024	7,450	10,683		6,900	92.62%			7,543,349	86.81%	1,791	
13.12.2024	11,297	21,146	3	7,463	66.06%	2	76.63 %	7,552,366	86.93%	9,017	669
14.12.2024	55,005	75,507	20	25,921	47.12%	3	11.24 %	7,605,808	87.32%	53,442	146
15.12.2024	81,467	3,769	24	50,124	61.53%	3	36.76 %	7,695,013	86.84%	89,205	98
16.12.2024	67,819	16,532	20	10,967	16.17%	2	50.94 %	7,761,839	87.01%	66,826	116
17.12.2024	65,779	9,953	15	14,637	22.25%	2	28.30 %	7,815,553	86.89%	53,714	218
18.12.2024	87,483	34,941	26	41,819	47.80%	2	31.87 %	7,797,959	87.29%	-17,595	93
19.12.2024	1,054	21,650	1	795	75.39%			7,799,258	88.01%	1,299	5,605
20.12.2024	85,362	21,012	9	56,105	65.73%	3	40.40 %	7,875,015	87.29%	75,757	130
21.12.2024	124,752	3,796	34	64,082	51.37%	2	37.84 %	8,006,985	86.68%	131,970	90
22.12.2024	243,735	36,130	24	126,693	51.98%	2	43.86 %	8,255,193	85.23%	248,208	35
23.12.2024	112,038		19	55,350	49.40%	2	49.93 %	8,371,050	84.60%	115,857	94
24.12.2024	135,341	21,113	22	66,016	48.78%	2	46.11 %	8,505,419	83.82%	134,369	63
25.12.2024	91,166	25,804	17	50,973	55.91%	2	39.16 %	8,502,182	84.23%	-3,237	159
26.12.2024	19,342	3,676	6	11,794	60.98%	3	8.98 %	8,489,171	85.18%	-13,011	439
27.12.2024	2,910	20,668	1	1,804	61.98%	1	0.58 %	8,430,447	85.65%	-58,724	2,897
28.12.2024	45,015	81,584	5	37,769	83.90%	3	13.08 %	8,463,977	85.94%	33,531	188
29.12.2024	845	67,110		622	73.65%			8,453,059	88.31%	-10,918	8,453
30.12.2024	23,068		1	13,634	59.10%	1	99.89 %	8,450,013	89.29%	-3,047	
31.12.2024	-268,083	47,343	1	-254,114	94.79%	2	13.01 %	8,283,955	89.51%	-166,057	-544
Total	1,816,091	792,104	425	833,600	45.90%	2	36.42 %	8,283,955	89.51%	1,290,399	134

Top 10 Customers by Net Sales					
Customer Name	Net Sales	Profit %	# Invoices	Rec Balance	Rec Overdue %
Candoxy Canada Inc.	144,824	60.92%	7	329,485	98.58%
Hotel Pferdesee	111,401	52.26%	9	340,956	74.52%
The Device Shop	102,552	54.77%	20	114,916	73.33%
Möbel Scherrer AG	100,718	88.26%	5	186,478	97.63%
Karoo Supermarkets	92,407	17.53%	15	205,540	91.49%
The Cannon Group PLC	71,753	63.75%	9	106,484	93.21%
Woonboulevard Kuitenbrouwer	70,905	59.29%	10	74,564	62.74%
Helguera industrial	65,569	59.30%	13	183,641	93.01%
Elkhorn Airport	64,743	41.70%	11	121,745	64.12%
Selangorian Ltd.	61,781	60.03%	10	73,983	77.95%
Total	886,651	56.22%	109	1,737,793	85.50%

GL Account	Item	Resource
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Type Name	Net Sales	Profit %	# Invoices
Item	1,738,774	45.04%	428
Resource	50,891	47.36%	62
GL Account	30,775	100.00%	34
Item Charges	-4,350	100.00%	4
Total	1,816,091	45.90%	436

Top 10 Items by Net Sales			
Code Description	Net Sales	Profit %	# Invoices
2000 - BI4Dynamics NAV	225,350	51.77%	17
1001 - Touring Bicycle	129,400	95.26%	8
4013 - Enterprise Computer	101,228	61.82%	32
2020 - BI4Dynamics CRM	92,252	86.90%	13
2060 - MS Dynamics AX	89,826	99.76%	24
2031 - MS Dynamics NAV Lite	79,824	17.02%	20
2010 - BI4Dynamics AX	73,022	77.63%	7
4012 - Team Work Computer	69,261	45.71%	25
4038 - 24" Ultrascan	66,585	48.59%	31
2080 - MS Dynamics GP	59,841	47.08%	16
Total	986,589	64.34%	147



Previous Month

2024 - Nov

Net Sales	Sales Item	Sales GL	Profit	Profit %	No of Documents	Invoiced Quantity	Ship / Inv Qty Var
960.3K	870.8K	33.3K	576.9K	60.1%	145	11.7K	(Blank)

Day	Net Sales	Net Sales YOY	Deals	Profit	Profit %	Days Late	Amount Late % Delivery	Receivables Balance	Receivables Overdue %	Customer Net Change	Turnover Days
01.11.2024	939	9,180	1	532	56.68%	2	67.93 %	6,853,871	89.23%	-12,110	7,298
02.11.2024	35,443	44,373	3	24,027	67.79%	3	31.06 %	6,791,682	89.13%	-62,189	192
03.11.2024	3,851		1	3,061	79.48%	3	17.10 %	6,785,686	89.37%	-5,996	1,762
04.11.2024	14,780	38,985	7	9,905	67.01%	2	58.74 %	6,756,215	89.64%	-29,471	457
05.11.2024	17,810	49,326	2	11,329	63.61%	2	64.55 %	6,762,482	89.54%	6,267	380
06.11.2024	41,386	5,677	4	30,157	72.87%	4	79.84 %	6,802,621	89.96%	40,139	164
07.11.2024		34,719						6,782,427	90.04%	-20,194	
08.11.2024	17,262		3	10,872	62.98%	4	49.91 %	6,778,391	91.57%	-4,036	393
09.11.2024	1,021	18,074	1	793	77.71%			6,748,187	91.83%	-30,204	4,969
10.11.2024	16,382	48	6	11,330	69.16%	3	50.08 %	6,703,125	92.58%	-45,062	409
11.11.2024		32,259						6,667,240	92.67%	-35,884	
12.11.2024	7,419	12,319	6	4,595	61.94%	2	34.94 %	6,640,883	92.62%	-26,357	1,048
13.11.2024	8,709	14,099	2	5,613	64.45%	3	43.75 %	6,608,726	92.92%	-32,157	759
14.11.2024	73,216	1,035	6	50,889	69.51%	3	32.97 %	6,665,233	92.01%	56,507	91
15.11.2024	3,973	31,851	1	2,682	67.51%	4	20.58 %	6,653,128	92.21%	-12,105	1,675
16.11.2024	8,234	12,817	4	5,770	70.08%	2	47.19 %	6,629,662	92.60%	-23,466	3,203
17.11.2024	40,747	22,201	1	12,681	31.12%	2	46.62 %	6,665,012	92.81%	35,350	164
18.11.2024	92,050	11,393	4	58,186	63.21%	2	10.63 %	6,727,444	91.49%	62,432	73
19.11.2024		39,051						6,677,119	92.08%	-50,325	
20.11.2024	73,879	3,941	6	62,837	85.05%	3	5.28 %	6,703,504	91.65%	26,385	91
21.11.2024		36,116						6,670,950	92.35%	-32,554	
22.11.2024	12,066	6,879	3	8,316	68.92%	2	55.50 %	6,662,115	92.21%	-8,834	552
23.11.2024	56,009	34,309	10	2,855	5.10%	3	38.21 %	6,687,461	91.95%	25,346	123
24.11.2024	23,679	7,098	7	12,893	54.45%	2	32.79 %	6,685,995	91.73%	-1,466	666
25.11.2024		57,326						6,678,935	92.08%	-7,061	
26.11.2024	30,462		5	24,712	81.12%	1	80.69 %	6,699,146	92.53%	20,212	220
27.11.2024	62,892	25,201	6	35,965	57.19%	2	22.10 %	6,743,881	91.90%	44,734	107
28.11.2024	135,613	15,440	27	66,331	48.91%	3	60.99 %	6,873,454	90.07%	129,573	51
29.11.2024	61,108	42,826	3	57,017	93.31%	3	97.05 %	6,899,768	89.55%	26,315	112
30.11.2024	121,329	342	19	63,561	52.39%	3	33.17 %	6,993,556	89.39%	93,788	63
Total	960,258	606,886	138	576,909	60.08%	3	42.38 %	6,993,556	89.39%	127,575	218

Top 10 Customers by Net Sales					
Customer Name	Net Sales	Profit %	# Invoices	Rec Balance	Rec Overdue %
Marsholm Karmstol	121,678	67.99%	5	195,398	46.65%
Highlights Electronics Sdn Bhd	74,263	75.56%	6	187,585	61.69%
Otis McAllister	65,548	91.86%	4	92,710	22.22%
Möbel Scherrer AG	46,934	62.73%	5	194,550	93.12%
Progressive Home Furnishings	39,057	75.97%	5	34,640	50.39%
MEMA Ljubljana d.o.o.	37,045	62.66%	6	64,986	68.89%
Hotel Pferdesee	33,750	70.20%	6	269,498	87.48%
Parmentier Boutique	28,729	61.74%	4	67,850	83.68%
Gagn & Gaman	28,309	59.73%	3	152,910	80.28%
J & V v.o.s.	27,709	50.46%	4	72,840	88.43%
Total	503,021	70.32%	48	1,332,966	71.31%

GL Account	Item	Resource
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Type Name	Net Sales	Profit %	# Invoices
Item	870,805	60.95%	137
Resource	56,197	22.90%	59
GL Account	33,256	100.00%	39
Total	960,258	60.08%	139

Top 10 Items by Net Sales			
Code Description	Net Sales	Profit %	# Invoices
1001 - Touring Bicycle	182,200	95.00%	9
2000 - BI4Dynamics NAV	129,424	41.93%	6
2020 - BI4Dynamics CRM	44,102	71.39%	6
2010 - BI4Dynamics AX	41,025	59.01%	3
4038 - 24" Ultrascan	34,798	46.42%	13
1974 - SAPPORO Whiteboard	30,804	63.19%	3
1990 - CALGARY Whiteboard	29,439	60.28%	3
2061 - MS Dynamics AX Lite	22,580	99.78%	5
2031 - MS Dynamics NAV Lite	20,034	32.61%	7
1970 - GRENOBLE Whiteboard	18,862	58.68%	3
Total	553,268	68.06%	49

Customer Table

2018	2019	2020	2021	Net Sales	Balance	Net Change	Turnover Days	Overdue	Overdue %
2022	2023	2024		34.4M	8.3M	3.9M	267	7.4M	89.5%

Customer Name	Net Sales	Net Sales YTD Var	Net Sales YTD Var%	Profit %	Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Change	Turnover Days	Deal Amount
Libros S.A.	1,534,174	47,757	16.94 %	53.66%	1	57.02 %	3	106	90,279	66,877	74.08%	25,979	92	14,473
Gagn & Gaman	1,435,981	-22,243	-4.14 %	54.48%	7	41.81 %	2	181	158,160	136,539	86.33%	98,064	129	7,890
Somadis	1,192,561	23,848	10.62 %	35.21%	3	57.91 %	2	138	134,853	124,410	92.26%	58,385	133	8,967
Möbel Siegfried	1,181,039	180,578	155.43 %	65.19%	19	50.23 %	2	147	43,055	42,100	97.78%	27,504	61	8,436
Selangorian Ltd.	1,149,983	105,792	53.92 %	37.19%		49.94 %	2	134	170,033	153,720	90.41%	-41,544	123	9,200
Designstudio Gmunden	1,126,500	-11,271	-4.17 %	65.92%	3	33.29 %	2	160	284,098	281,684	99.15%	108,959	391	7,315
Otis McAllister	1,115,706	-12,766	-6.56 %	65.05%	5	33.88 %	3	91	20,984	20,984	100.00%	20,984	54	12,261
Highlights Electronics S...	1,104,686	150,535	55.24 %	52.64%	10	23.00 %	3	138	156,132	143,599	91.97%	108,264	153	8,244
Hotel Pferdesee	1,097,618	29,121	6.84 %	51.33%	3	34.08 %	2	165	355,351	268,490	75.56%	149,289	401	6,775
Klubben	1,075,551	-59,556	-17.84 %	53.72%	5	36.00 %	2	143	257,725	230,679	89.51%	134,655	256	7,574
Marsholm Karmstol	1,057,259	21,500	5.29 %	56.92%	3	37.17 %	3	122	118,887	101,165	85.09%	59,081	156	8,738
Blanemark Hifi Shops	1,044,221	213,906	124.50 %	65.86%	8	43.85 %	3	163	52,442	42,736	81.49%	68,984	63	6,406
Progressive Home Furni...	990,916	173,779	49.63 %	64.78%		25.22 %	3	145	32,784	45,653	139.25%	9,031	68	7,028
Sonnmatt Design	976,477	99,389	28.34 %	49.80%	5	42.67 %	3	121	234,408	205,924	87.85%	121,091	243	8,346
The Device Shop	972,645	173,054	95.27 %	59.38%	7	44.86 %	3	122	114,916	84,268	73.33%	114,916	50	7,972
Candoxy Canada Inc.	969,915	203,769	61.43 %	51.01%	6	40.59 %	3	155	329,485	324,807	98.58%	168,413	318	6,339
Möbel Scherrer AG	872,155	126,309	43.64 %	56.03%	10	48.29 %	2	106	186,478	182,058	97.63%	54,973	287	8,228
Total	34,430,059	3,568,770	41.98 %	52.85%		37.36 %	2	4,568	8,283,955	7,415,274	89.51%	3,882,685	267	7,732

Customer Posting Group	Net Sales	Net Sales YTD Var	Net Sales YTD Var%	Profit %	Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Change	Turnover Days	Deal Amount
FOREIGN	27,735,102	3,045,465	41.67 %	52.15%		37.95 %	2	3,644	3,583,314	2,871,086	80.12%	3,361,072	105	7,773
DOMESTIC	6,603,630	523,305	43.87 %	56.21%		41.34 %	3	905	1,317,063	1,160,609	88.12%	468,759	200	7,617
EU	43,319			50.33%	1,437			15	52,854	52,854	100.00%	52,854	1,783	3,094
BUITENL	39,392			-8.67%	1,451			3	2,700,402	2,700,402	100.00%			13,131
BINNENL	8,615			21.69%	1,451			1	630,323	630,323	100.00%			8,615
Total	34,430,059	3,568,770	41.98 %	52.85%		37.36 %	2	4,568	8,283,955	7,415,274	89.51%	3,882,685	267	7,732

Year	Net Sales	Net Sales YTD Var	Net Sales YTD Var%	Profit %	Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Change	Turnover Days	Deal Amount
2021	6,376,117	-5,009,944	-44.00 %	60.35%		39.55 %	3	710	5,019,873	4,386,361	87.38%	618,603	311	9,322
2022	7,482,473	1,106,356	17.35 %	43.02%		38.48 %	2	800	5,257,525	4,780,937	90.94%	237,652	275	9,667
2023	8,501,350	1,018,877	13.62 %	43.95%		34.32 %	2	1,063	6,006,690	5,300,590	88.24%	749,165	245	8,222
2024	12,070,120	3,568,770	41.98 %	61.26%		36.78 %	3	1,995	8,283,955	7,415,274	89.51%	2,277,265	202	6,155
Total	34,430,059	3,568,770	41.98 %	52.85%		37.36 %	2	4,568	8,283,955	7,415,274	89.51%	3,882,685	267	7,732

Country	Net Sales	Receivables Balance	Turnover Days
United Kin...	6,572,876	866,253	97
Austria	2,374,940	416,981	257
Germany	2,256,652	609,008	321
Morocco	2,214,634	173,380	87
Spain	2,196,142	368,374	190
Switzerland	1,873,149	457,062	278
USA	1,775,200	270,652	206
Total	34,430,059	8,283,955	267

Customer Disc Group Code	Net Sales	Receivables Balance	Turnover Days
LARGE ACC	9,766,376	2,700,336	319
N/A	13,668,749	3,318,477	275
RETAIL	10,994,933	2,265,143	212
Total	34,430,059	8,283,955	267

VAT Bus Posting Group	Net Sales	Receivables Balance	Turnover Days
EU	17,971,665	4,186,916	261
EXPORT	9,846,148	1,251,403	96
NATIONAL	6,573,876	701,038	58
DOMESTIC	29,755	616,025	28,754
BINNENLAND	8,615	630,323	
NON EU		898,250	
Total	34,430,059	8,283,955	267

Payment Terms Code	Net Sales	Receivables Balance	Turnover Days
1M(8D)	13,221,552	3,526,116	296
14 DAYS	11,967,578	2,526,563	216
CM	7,249,589	2,202,477	344
N/A	1,116,706	27,798	58
30D	874,633	1,000	35
Total	34,430,059	8,283,955	267

Customer  
by Date

2018	2019	2020	2021	Net Sales	Balance	Net Change	Turnover Days	Overdue	Overdue %
2022	2023	2024		12.1M	8.3M	2.3M	202	7.4M	89.5%

Year	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Deals	Profit	Profit %	Days Late	Amount Late %	Receivables Balance	Receivables Overdue	Receivables Overdue %	Customer Change	Turnover Days
2024	12,070,120	3,568,770	41.98 %	1,961	7,394,075	61.26%	3	36.78 %	8,283,955	7,415,274	89.51%	2,277,265	202
2024 - Jan	1,215,183	624,381	105.68 %	95	681,201	56.06%	2	32.43 %	6,315,814	5,431,639	86.00%	309,124	158
2024 - Feb	820,767	641,582	46.01 %	88	455,533	55.50%	3	42.78 %	6,235,981	5,594,880	89.72%	-79,833	224
2024 - Mar	845,489	759,164	35.77 %	93	427,768	50.59%	3	31.88 %	6,266,964	5,544,380	88.47%	30,983	232
2024 - Apr	1,289,344	1,205,034	40.63 %	169	820,473	63.63%	3	38.62 %	6,690,840	5,834,161	87.20%	423,876	152
2024 - May	680,134	1,345,182	38.37 %	95	469,124	68.98%	2	40.54 %	6,153,810	5,550,340	90.19%	-537,029	284
2024 - Jun	795,660	1,406,843	33.18 %	84	526,674	66.19%	3	38.21 %	6,334,504	5,684,748	89.74%	180,694	239
2024 - Jul	914,272	1,663,285	33.96 %	92	599,902	65.62%	3	27.24 %	6,427,969	5,759,088	89.59%	93,465	217
2024 - Aug	995,958	1,984,364	35.61 %	493	752,098	75.51%	3	38.49 %	6,761,911	5,931,482	87.72%	333,942	208
2024 - Sep	965,046	2,264,845	36.20 %	95	726,964	75.33%	2	32.59 %	7,111,303	6,070,979	85.37%	349,392	220
2024 - Oct	771,918	2,191,412	30.85 %	98	523,831	67.86%	3	46.21 %	6,865,981	6,112,383	89.02%	-245,322	279
2024 - Nov	960,258	2,544,784	33.01 %	138	576,909	60.08%	3	42.38 %	6,993,556	6,251,786	89.39%	127,575	218
2024 - Dec	1,816,091	3,568,770	41.98 %	425	833,600	45.90%	2	36.42 %	8,283,955	7,415,274	89.51%	1,290,399	134
Total	12,070,120	3,568,770	41.98 %	1,961	7,394,075	61.26%	3	36.78 %	8,283,955	7,415,274	89.51%	2,277,265	202

Country	Net Sales	Receivables Balance	Turnover Days
United Kin...	1,716,100	866,253	92
USA	1,036,223	379,653	142
Germany	989,506	609,008	184
Canada	969,137	498,925	137
Switzerland	877,542	457,062	157
Sweden	704,619	221,157	123
Spain	637,543	368,374	187
Total	12,070,120	8,283,955	202

Customer Disc Group Code	Net Sales	Receivables Balance	Turnover Days
N/A	4,740,093	3,318,477	201
RETAIL	3,745,694	2,265,143	176
LARGE ACC	3,584,333	2,700,336	227
Total	12,070,120	8,283,955	202

VAT Bus Posting Group	Net Sales	Receivables Balance	Turnover Days
EU	6,326,972	4,186,916	200
EXPORT	4,027,047	1,251,403	72
NATIONAL	1,716,100	701,038	60
BINNENLAND		630,323	
DOMESTIC		616,025	
NON EU		898,250	
Total	12,070,120	8,283,955	202

Payment Terms Code	Net Sales	Receivables Balance	Turnover Days
1M(8D)	4,869,850	3,526,116	210
14 DAYS	4,100,402	2,526,563	177
CM	2,499,551	2,202,477	258
30D	418,533	1,000	32
N/A	181,783	27,798	75
Total	12,070,120	8,283,955	202

Customer Posting Group	Net Sales	Net Sales YTD Var	Net Sales YTD Var%	Profit %	Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Change	Turnover Days	Deal Amount
FOREIGN	10,354,020	3,045,465	41.67 %	61.42%		36.98 %	3	1,618	3,583,314	2,871,086	80.12%	1,859,049	84	6,500
DOMESTIC	1,716,100	523,305	43.87 %	60.31%		35.85 %	3	377	1,317,063	1,160,609	88.12%	418,216	182	4,663
BINNENL					1,451				630,323	630,323	100.00%			
BUITENL					1,451				2,700,402	2,700,402	100.00%			
Total	12,070,120	3,568,770	41.98 %	61.26%		36.78 %	3	1,995	8,283,955	7,415,274	89.51%	2,277,265	202	6,155

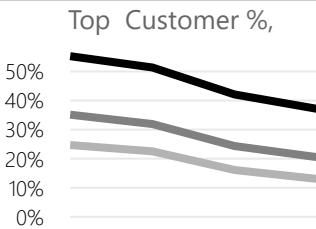
Company short name	Net Sales	Net Sales YTD Var	Net Sales YTD Var%	Profit %	Last Sale	Amount Late %	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Change	Turnover Days	Deal Amount
UK	12,070,120	3,568,770	41.98 %	61.26%		36.78 %	3	1,995	4,953,231	4,084,549	82.46%	2,277,265	101	6,155
NL					1,451				3,330,725	3,330,725	100.00%			
Total	12,070,120	3,568,770	41.98 %	61.26%		36.78 %	3	1,995	8,283,955	7,415,274	89.51%	2,277,265	202	6,155

Top Customers

201820192020

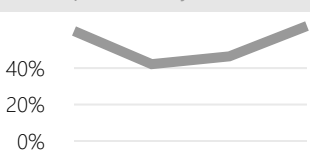
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2024



Profit % by Year

(Top 10 Cust by Net Sales)



All Selected Dates

Top 3 Cust

12%

Top 5 Cust

19%

Top 10 Cust

35%

Current Year

Top 3 Cust

13%

Top 5 Cust

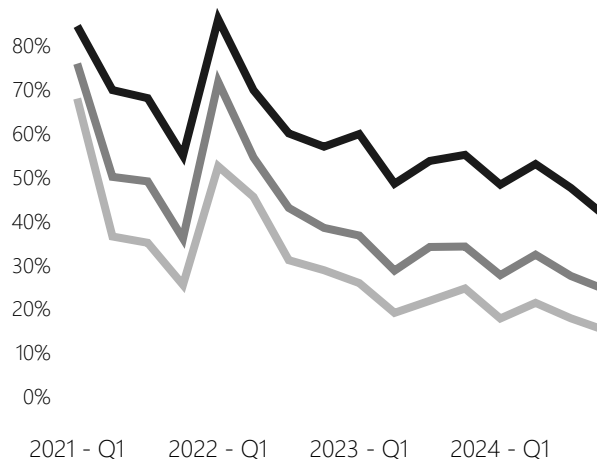
21%

Top 10 Cust

37%

Top Customer by Date (may include different Customer ...

● Top 3 Cust ● Top 5 Cust ● Top 10 Cust



Receivables Balance by Year

(Top 10 Cust by Net Sales)



Receivables Turnover Days...

(Top 10 Cust by Net Sales)



Year	Net Sales	Top 3 Cust	Top 5 Cust	Top 10 Cust	Top 3 Cust %	Top 5 Cust %	Top 10 Cust %
2021	6,376,117	1,574,641	2,240,044	3,524,307	25%	35%	55%
2022	7,482,473	1,685,802	2,388,667	3,844,863	23%	32%	51%
2023	8,501,350	1,368,764	2,069,661	3,579,039	16%	24%	42%
2024	12,070,120	1,574,299	2,479,042	4,485,913	13%	21%	37%
Total	34,430,059	4,161,840	6,486,351	11,966,511	12%	19%	35%

Customer Posting Group	Customer Rank Net Sales - Top 10
FOREIGN	9,707,332
DOMESTIC	2,259,179
Total	11,966,511

Top Customer by Date (may include different customer as in all dates)

Customer	2021	2022	2023	2024	Total
32 - Libros S.A.	808,167	114,463	281,893	329,650	1,534,174
36 - Gagn & Gaman	170,367	212,729	537,125	514,883	1,435,104
16 - Somadis	115,577	603,959	224,589	248,437	1,192,561
68 - Möbel Siegfried	337,219	430,884	116,178	296,757	1,181,039
12 - Selangorian Ltd.	328,184	317,107	196,195	301,987	1,143,473
57 - Otis McAllister	358,906	380,470	194,548	181,783	1,115,706
44 - Designstudio Gmunden	280,704	302,514	270,410	259,139	1,112,767
14 - Highlights Electronics Sdn...	240,086	169,046	272,509	423,044	1,104,686
60 - Hotel Pferdesee	91,017	112,098	425,493	454,614	1,083,222
64 - Klubben	215,226	240,471	333,819	274,263	1,063,779
Total	6,376,117	7,482,473	8,501,350	12,070,120	34,430,059

Item Description	Net Sales
Touring Bicycle	2,398,000
BI4Dynamics NAV	2,376,567
Bicycle	914,516
ATLANTA Whiteboard	491,386
ATHENS Euro Chair	406,317
CALGARY Whiteboard	371,837
BI4Dynamics AX	317,567
SAPPORO Whiteboard	294,780
PARIS Guest Chair	268,546
CAPETOWN Leisure Chair	204,567
BI4Dynamics CRM	190,672
Total	11,143,470

Visual shown by Date may include different customer than if visual is shown with no Date filter.

Top customer in one Date period may not qualify for Top customer in all Dates. List of Top customer is different in every period. Visual with filter "...Top customer > 0" is calculating filter by all Dates.

Top Customer in Selected Dates

Customer Posting Group	No	Customer Name	Top 3 by Net Sales	Top 5 by Net Sales	Top 10 by Net Sales	Net Sales YTD	Net Sales YTD Last	Net Sales YTD Var %	Profit	Profit %	Balance	Overdue	Overdue %	Turnover Days
FOREIGN	32	Libros S.A.	1,534,174	1,534,174	1,534,174	329,650	281,893	16.94 %	823,293	54%	25,979	2,577	10%	29
FOREIGN	36	Gagn & Gaman	1,435,104	1,435,104	1,435,104	514,883	537,125	-4.14 %	782,139	55%	97,187	75,566	78%	68
FOREIGN	16	Somadis	1,192,561	1,192,561	1,192,561	248,437	224,589	10.62 %	419,931	35%	58,385	47,942	82%	38
FOREIGN	68	Möbel Siegfried		1,181,039	1,181,039	296,757	116,178	155.43 %	769,866	65%	27,504	26,548	97%	42
DOMESTIC	12	Selangorian Ltd.		1,143,473	1,143,473	301,987	196,195	53.92 %	425,181	37%	73,983	57,670	78%	-2
DOMESTIC	57	Otis McAllister			1,115,706	181,783	194,548	-6.56 %	725,785	65%	20,984	20,984	100%	54
FOREIGN	44	Designstudio Gmunden			1,112,767	259,139	270,410	-4.17 %	731,021	66%	95,226	92,812	97%	147
FOREIGN	14	Highlights Electronics Sdn Bhd			1,104,686	423,044	272,509	55.24 %	581,503	53%	108,264	95,732	88%	88
FOREIGN	60	Hotel Pferdesee			1,083,222	454,614	425,493	6.84 %	558,421	52%	134,893	48,032	36%	101
Total			4,161,840	6,486,351	11,966,511	3,284,557	2,852,760	15.14 %	6,390,851	53%	1,533,843	1,332,255	87%	161

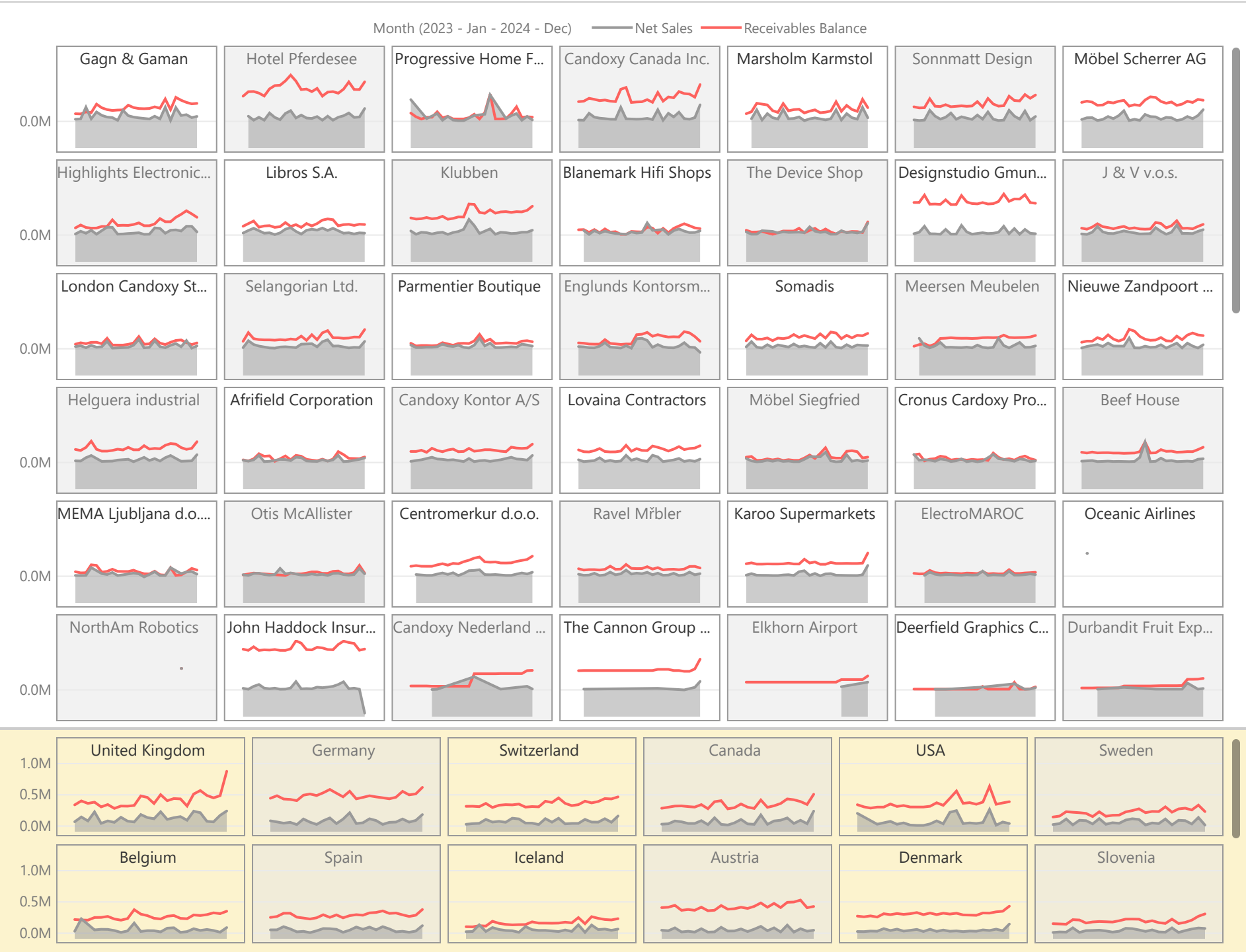


Customer Chart

2018 2019 2020 2021 2022 2023 2024

Customer Name	Net Sales	Receivables Balance	Turnover
Gagn & Gaman	1,052,008	158,160	90
Hotel Pferdesee	880,107	355,351	254
Progressive Home ...	874,094	32,784	39
Candoxy Canada Inc.	867,192	329,485	180
Marsholm Karmstol	833,790	118,887	100
Sonnsmatt Design	800,869	234,408	150
Möbel Scherrer AG	705,199	186,478	179
Highlights Electron...	695,553	156,132	124
Libros S.A.	611,544	90,279	116
Klubben	608,082	257,725	228
Blanemark Hifi Sho...	557,532	52,442	60
The Device Shop	536,364	114,916	46
Designstudio Gmu...	529,549	284,098	417
J & V v.o.s.	529,275	91,755	92
London Candoxy St...	527,956	47,695	75
Selangorian Ltd.	498,182	170,033	144
Parmentier Boutique	482,315	58,190	75
Englunds Kontors...	482,258	62,283	125
Somadis	473,025	134,853	179
Meersen Meubelen	470,792	115,465	148
Nieuwe Zandpoort ...	453,299	114,179	162
Helguera industrial	427,412	183,641	216
Afrifield Corporation	424,614	44,581	59
Candoxy Kontor A/S	417,490	161,699	195
Lovaina Contractors	413,350	146,916	204
Möbel Siegfried	412,935	43,055	89
Cronus Cardoxy Pr...	401,890	15,809	63
Total	20,571,470	8,283,955	223

Customer Posting Group	Net Sales	Receivables Balance	Turnover
FOREIGN	17,662,574	3,583,314	84
DOMESTIC	2,908,896	1,317,063	216
BINNENL		630,323	
BUITENL		2,700,402	
EU		52,854	
Total	20,571,470	8,283,955	223



Customer 360

2018	2019	2020	2021
2022	2023	2024	

Customer name

Afrifield Corporation

Salesperson

Peter Sadow

Customer ranking percentile (1=top, 100=bottom)

Sales	YTD	YTD Var	YTD Var %	Profit	Profit %
30	37	96	79	33	59

Select Customer

Search

Clear All

X Afrifield Corporation

Ahold

Akzo Nobel Group

Antarcticopy

Autohaus Mielberg KG



Sales by Date

Year	Net Sales	YTD Var %	Profit %	Receivables	Overdue %	Net Change	Turnover	Deals
2022	107,832	38.47 %	38.14%	16,992		16,992	49	22
2022 - Q1	10,707	30.64 %	41.48%	6,895	8.94%	6,895	57	4
2022 - Q2	13,940	11.35 %	55.55%	17,014	43.55%	10,119	80	5
2022 - Q3	56,783	9.13 %	36.21%	11,179	42.40%	-5,835	41	8
2022 - Q4	26,402	38.47 %	31.74%	16,992		5,813	38	5
2023	239,909	122.48 %	40.80%	50,896		33,904	61	29
2023 - Q1	38,549	260.03 %	26.61%	27,100	8.90%	10,108	42	9
2023 - Q2	66,120	324.67 %	29.37%	54,526	70.22%	27,426	79	6
2023 - Q3	43,142	81.52 %	65.48%	53,636	51.53%	-890	49	4
2023 - Q4	92,099	122.48 %	43.37%	50,896		-2,740	44	10
2024	184,705	-23.01 %	71.38%	44,581	47.42%	-6,315	60	30
2024 - Q1	16,946	-56.04 %	52.02%	9,576	53.38%	-41,320	110	6
2024 - Q2	43,629	-42.13 %	74.18%	24,480		14,904	27	10
Total	532,447	-23.01 %	50.87%	44,581	47.42%	44,581	70	81

Customer Ranking

Year	Sales	YTD	YTD Var	YTD Var %	Profit	Profit %
2022	40	40	24	21	40	68
2023	21	21	23	31	34	75
2024	38	38	97	82	37	13
Total	30	37	96	79	33	59

Open Orders by Date

Date	Amt
27/11/2022	146,549
27/10/2022	20,473
Total	167,022

Sales by Sales Type

Type	Net Sales	YTD Var %	Profit %	Qty
Item	495,834	-23.21 %	50.28%	3,841
Resource	26,764	-7.02 %	43.67%	494
GL Account	9,849	-49.73 %	100.00%	
Total	532,447	-23.01 %	50.87%	4,335

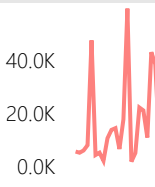
Open Orders Details

Item	Amt
17" M780 M...	86,274
Stand for Lou...	80,748
Total	167,022

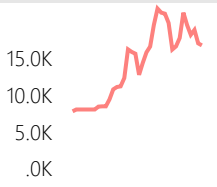
Last Sales

Date	22/12/2024
Days	9
Amt	5,200
Quantity	6.00

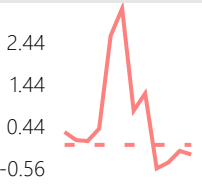
Net Sales



Sales Moving 12M avg



Net Sales YTD Var %



Days Late in Delivery



Amount Late %



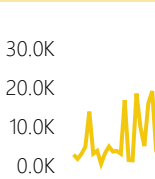
Top Item Categories and Items

Category	Net Sales	YTD Var %	Profit %	Qty	Last
OFFICE	243,189	-21.08 %	42.41%	1,296	11
SOFTWARE	170,746	-38.66 %	46.18%	344	10
SPORT	57,045	21.45 %	90.01%	775	9
HARDWARE	24,854	10.07 %	64.28%	1,426	11
Total	495,834	-23.21 %	50.28%	3,841	9

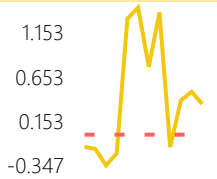
Top 3 Sales Documents by Net Sales

Document No	Posting Date	Net Sales	Profit %
SI070360	17/07/2022	30,944	28.20%
SI080277	13/04/2023	30,753	36.12%
SI090647	13/07/2024	30,753	69.68%
Total		92,451	44.63%

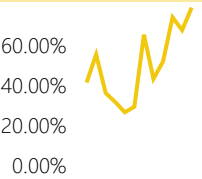
Profit



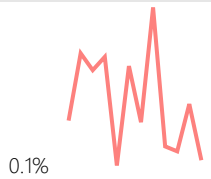
Profit YTD Variance %



Profit %



Non Item Sales % of ...



Average Deal

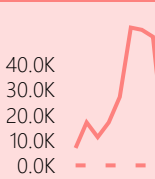


Item	Net Sales	YTD Var %	Profit %	Qty	Last
BI4Dynamic...	64,966	-50.00 %	49.44%	12	171
ATHENS Eu...	50,004	-21.95 %	52.62%	77	178
BI4Dynamic...	48,175	0.00 %	34.17%	60	168
GRENOBLE ...	35,093	-30.77 %	31.76%	36	255
Touring Bic	32,000	0.00 %	97.81%	8	35
Total	340,644	-35.53 %	49.28%	298	9

Bottom 3 Sales Documents by Net Sales

Document No	Posting Date	Net Sales	Profit %
SI090179	02/03/2024	26	50.12%
SI070692	01/12/2022	121	61.75%
SI070505	08/09/2022	320	25.07%
Total		467	35.93%

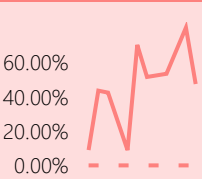
Receivables Balance



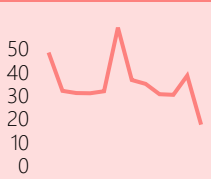
Overdue Receivables



Receivables Overdue %



Payment Terms



Receivables Turnover ...



Receivables Aging by Date

Due Overdue	2022	2023	2024
Overdue			21,140
Before due	16,992	50,896	23,440
Total	16,992	50,896	44,581

Receivables Details by Document

Doc Type	Doc	Balance	Due Date	Over
Invoice	SI091092	12,884	25-12-2024	2
Invoice	SI091837	9,454	15-01-2025	
Invoice	SI091075	7,501	27-12-2024	1
Invoice	SI091092	6,588	05-01-2025	
Total		44,581		1



# Item Table

## (Sales and Inventory)

2018

2020

2022

2023

Net Sales

Net Sales Varian %

Stock Value

Avg Stock Value

Stock Turn Days

55.45M

46.85 %

4.93M

4.61M

438

Item Description	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Profit %	Sales Discount %	Days Last Sale	Days Late	Amount Late % Delivery	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price	Stock Value	Stock Turn Days	GMROI	Aging Stock Value >1Y
BI4Dynamics NAV	9,765,677	159,073	8.91 %	42.62%	13.33%		2.5	19.88 %	257	1	2,073	4,711	18,492	316	12.89	18,492
Touring Bicycle	5,332,857	560,819	67.87 %	78.16%	7.80%		2.6	53.50 %	133	5	1,875	2,844	162,834	66	138.15	162,834
Tourfiets	3,877,000			72.80%	8.13%	1,464			112		1,350	2,872	176,400	272	18.11	176,400
SAPPORO Whiteboard	2,147,983	72,833	19.15 %	36.59%	7.69%		2.6	19.98 %	288	2	2,388	899	142,783	480	4.14	142,783
Bicycle	2,095,891	-16,863	-13.49 %	16.32%	22.34%		2.1	34.19 %	81	3	1,744	1,202	388,541	83	5.30	388,541
BI4Dynamics AX	1,984,679	179,402	58.48 %	40.41%	12.09%		2.4	21.10 %	166	1	1,211	1,639	6,420	343	10.33	6,420
ATLANTA Whiteboard	1,780,377	58,486	25.48 %	35.85%	1.70%		2.4	24.48 %	189	4	2,016	883	150,987	461	3.97	150,987
BI4Dynamics CRM	1,707,019	100,690	35.86 %	45.68%	13.20%		2.2	20.37 %	244	4	1,889	904	6,911	335	12.85	6,911
CALGARY Whiteboard	1,553,958	29,220	10.78 %	39.72%	7.82%	11	2.5	23.07 %	188	4	1,742	892	148,097	477	3.86	148,097
Fiets-Tourenrad	1,319,828			-53.87%	21.84%	1,461			64		920	1,435	390,500	311	-2.06	390,500
ATHENS Euro Chair	1,301,404	72,351	18.89 %	60.19%	1.51%		2.5	43.45 %	184	3	2,039	638	250,121	632	5.29	250,121
ALBERTVILLE Whiteb...	1,162,099	11,097	4.43 %	41.08%	7.42%		2.5	26.40 %	160	4	1,288	902	145,966	585	3.21	145,966
SARAJEVO Whiteboa...	1,141,513	12,526	5.84 %	38.10%	6.26%	9	2.4	21.73 %	134	1	1,252	912	141,720	542	3.07	141,720
ATHENE Euro stoel	1,066,516			56.03%	1.48%	1,472			153	1	1,667	640	232,697	1,088	2.69	232,697
GRENOBLE Whiteboa...	1,059,584	46,393	26.32 %	34.54%	8.12%		2.0	28.33 %	132	1	1,183	896	0	395	7.24	0
MS Dynamics CRM Li...	555,713	66,905	98.12 %	36.61%	1.25%		2.8	23.15 %	280	2	2,187	254	0	214	14.21	0
Enterprise Computer	550,502	168,679	384.52 %	65.50%	0.36%		2.7	24.82 %	255	2	2,005	275	0	185	50.73	0
Team Work Computer	483,852	103,563	197.63 %	55.61%	1.81%		2.3	18.64 %	287	9	2,661	182	3,408	224	23.19	2,941
MS Dynamics NAV Lite	474,609	91,530	154.78 %	28.57%	1.97%		2.2	18.16 %	278	3	3,270	145	1,080	188	10.29	1,080
MS Dynamics AX	457,253	94,495	201.54 %	98.84%	6.09%		2.2	18.55 %	478	3	6,388	72	0	796	477.80	0
PARIS Guest Chair	445,091	22,889	24.71 %	31.80%	0.85%		2.4	21.95 %	212	2	3,527	126	154,820	853	1.19	154,820
CAPETOWN Leisure ...	390,321	15,725	19.83 %	42.26%	1.38%		2.3	45.02 %	86	3	941	415	656	548	10.80	656
PARIJS Bezoekersstoel	377,195			27.77%	0.82%	1,464			185	1	3,040	124	164,099	1,374	0.66	164,099
MS Dynamics GP	355,564	93,006	255.78 %	52.11%	1.25%		2.1	15.75 %	141	1	1,035	344	57,565	182	12.89	57,565
INNSBRUCK Storage ...	352,485	20,195	20.13 %	50.23%	7.21%		2.5	33.52 %	172	6	1,385	255	60,414	721	3.21	60,414
Pedestal	345,028	22,800	49.40 %	49.72%	2.50%		2.8	34.50 %	95	2	1,264	273	20,657	767	5.16	20,657
INNSBRUCK Kest...	338,507			46.23%	7.24%	1,472			133	1	1,138	254	16,636	483	6.43	16,636
Total	55,445,466	3,503,147	46.85 %	48.72%	8.65%		2.5	21.98 %	8,138	204	1,549,235	36	4,929,659	438	5.87	4,918,293

Item Category Code	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Profit %	Sales Discount %	Days Last Sale	Days Late	Amount Late % Delivery	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price	Stock Value	Stock Turn Days	GMROI	Aging Stock Value >1Y
SOFTWARE	15,693,528	915,264	35.03 %	44.51%	11.81%		2.4	19.99 %	1,868	15	26,484	593	90,585	308	13.73	90,534
SPORT	14,419,487	703,072	58.42 %	54.75%	11.89%		2.5	27.20 %	3,756	56	78,697	183	1,242,708	196	11.62	1,240,181
OFFICE	11,100,975	698,034	22.97 %	46.26%	5.23%		2.5	36.83 %	2,498	69	1,156,359	10	1,127,708	763	4.49	1,121,426
MEUBILAIR	8,468,025			40.37%	5.27%	1,4...			2,037	9	47,153	180	941,178	639	3.28	941,178
HARDWARE	5,691,838	1,186,777	190.70 %	62.32%	1.92%		2.5	17.50 %	6,703	99	240,317	24	301,642	376	11.13	299,136
N/A	58,555			48.16%	5.28%	1,472			21	1	468	265	60,455	18,888	8.84	60,155
Total	55,445,466	3,503,147	46.85 %	48.72%	8.65%		2.5	21.98 %	8,138	204	1,549,235	36	4,929,659	438	5.87	4,918,293

Year	Net Sales	Stock Value	Stock Turnover
2018	6,501,010	4,739,268	274
2019	7,361,940	3,072,984	323
2020	10,673,699	2,876,020	157
2021	5,779,742	6,079,774	929
2022	6,670,568	8,063,211	674
2023	7,477,680	6,205,289	570
2024	10,980,826	4,929,659	404
Total	55,445,466	4,929,659	438

Item Category Group	Net Sales	Stock Value
SOFTWARE	15,693,528	90,585
SPORT	14,419,487	1,242,708
OFFICE	11,100,975	1,127,708
MEUBILAIR	8,468,025	941,178
HARDWARE	5,691,838	301,642
N/A	58,567	694,952
MISC - Miscella...	7,607	135,593
CHAIR - Office C...	4,316	177,264
Total	55,445,466	4,929,659

Location Code	Net Sales	Stock Value
LOC 1	13,301,560	1,644,744
LOC 2	11,012,130	444,955
PLAATS 2	9,522,479	442,731
PLAATS 1	9,470,171	1,042,519
LOC 3	6,525,111	64,436
Total	55,445,466	4,929,659

Item Vendor Name	Net Sales	Stock Value
London Postmas...	28,321,174	1,748,680
CoolWood Techn...	10,709,514	1,661,418
AR Day Property ...	6,385,458	888,328
BI4DYNAMICS Ltd.	5,453,399	236,740
Grassblue Ltd.	2,194,029	45,471
N/A	1,336,595	162,823
Custom Metals I...	769,586	117,339
Groene Kater BV...	158,013	34,158
Kinnareds Träind...	71,241	33,911
Lyselette Lamper...	44,170	790
Service Electroni...	2,385	0
Total	55,445,466	4,929,659

# Sales and Inventory

2018 2019 2020 2021

2022 2023 2024

Net Sales

Net Sales Varian %

Avg Invoice Value

Amount Late %

Stock Value

Avg Stock Value

Stock Turn Days

18.46M

46.85 %

6.27K

35.52 %

4.93M

4.65M

489

Year	Net Sales	Net Sales YTD Var %	Profit %	Sales Discount %	Days Late	Amount Late %	# Invoices	# Credit Memos	Sales Quantity	Avg Price	Avg Sales Cost	Stock Value	Stock Turnover Days	Items of Stock 1d	Sales Order Amount	Sales Order Qty
2023	7,477,680	12.10 %	41.28%	8.29%	2.3	34.36 %	1,037	47	302,384	25	15	6,205,289	570	86	980	1
2023 - Jan	504,558	3.29 %	49.42%	13.44%	2.5	43.22 %	76	5	4,588	110	56	7,983,381	970	83	980	1
2023 - Feb	715,185	-4.70 %	29.18%	7.04%	1.7	22.98 %	81	5	255,760	3	2	7,654,571	423	85		
2023 - Mar	643,312	-0.59 %	31.14%	9.53%	2.0	35.44 %	83	4	4,191	153	106	7,426,437	520	85		
2023 - Apr	770,774	4.84 %	24.71%	8.81%	2.4	31.96 %	85	4	4,354	177	133	7,186,260	371	85		
2023 - May	455,515	-1.42 %	40.71%	6.61%	3.1	31.36 %	80	4	3,039	150	89	7,121,338	817	85		
2023 - Jun	637,936	5.56 %	39.56%	7.34%	2.6	37.22 %	93	3	4,663	137	83	6,883,486	536	85		
2023 - Jul	572,705	-4.73 %	41.45%	6.72%	2.2	28.69 %	92	4	4,268	134	79	6,714,305	621	85		
2023 - Aug	606,155	-0.68 %	48.78%	7.61%	2.5	29.23 %	83	3	3,857	157	80	6,628,220	662	85		
2023 - Sep	598,996	2.11 %	49.12%	6.59%	2.3	26.50 %	80	4	5,265	114	58	6,434,232	633	86		
2023 - Oct	761,142	6.88 %	54.29%	8.75%	2.7	44.27 %	79	3	3,447	221	101	6,185,354	551	86		
2023 - Nov	526,271	8.39 %	48.12%	8.05%	2.3	40.99 %	89	3	3,935	134	69	5,912,372	650	86		
2023 - Dec	685,130	12.10 %	44.75%	8.77%	2.0	40.68 %	116	5	5,017	137	75	6,205,289	508	86		
2024	10,980,826	46.85 %	61.24%	7.55%	2.5	36.25 %	1,969	52	362,919	30	12	4,929,659	404	125		
2024 - Jan	1,134,163	124.78 %	55.83%	8.08%	2.3	31.17 %	96	4	24,332	47	21	5,767,463	357	87		
2024 - Feb	743,394	53.93 %	55.17%	7.04%	2.7	43.47 %	88	4	4,957	150	67	5,434,222	473	90		
2024 - Mar	744,251	40.73 %	49.05%	5.71%	2.6	30.86 %	94	4	14,206	52	27	5,076,980	415	90		
2024 - Apr	1,142,759	42.93 %	63.27%	11.11%	2.6	38.67 %	169	4	8,557	134	49	4,660,076	333	91		
2024 - May	596,267	41.16 %	70.49%	8.14%	2.4	40.43 %	96	4	4,099	145	43	4,487,254	790	91		
2024 - Jun	708,949	36.02 %	66.20%	9.55%	2.8	38.76 %	83	3	4,295	165	56	4,301,292	538	91		
2024 - Jul	819,014	36.95 %	65.20%	8.79%	2.9	25.39 %	94	5	4,923	166	58	4,089,175	445	92		
2024 - Aug	934,515	39.08 %	76.60%	4.72%	2.9	38.92 %	492	3	6,889	136	32	4,188,719	594	92		
2024 - Sep	879,041	39.91 %	76.79%	6.69%	2.1	30.83 %	94	3	236,422	4	1	4,416,969	649	97		
2024 - Oct	673,243	33.66 %	69.69%	7.52%	2.5	47.14 %	98	3	4,621	146	44	4,578,642	696	95		
2024 - Nov	870,805	36.13 %	60.95%	11.51%	2.7	43.43 %	137	3	10,113	86	34	4,505,177	397	105		
2024 - Dec	1,734,424	46.85 %	44.90%	3.78%	2.2	35.21 %	432	12	39,505	44	24	4,929,659	160	125		
Total	18,458,506	46.85 %	53.15%	7.85%	2.5	35.52 %	3,006	99	665,303	28	13	4,929,659	489	125	980	1

Location Code	Net Sales	Stock Value
LOC 2	7,784,262	444,955
LOC 1	6,674,266	1,644,744
LOC 3	3,999,978	64,436
BLUE		653,040
GREEN		111,916
Total	18,458,506	4,929,659

Item Category Group	Net Sales	Stock Value
OFFICE	6,776,676	1,127,708
SOFTWARE	6,140,188	90,585
SPORT	3,110,182	1,242,708
HARDWARE	2,431,460	301,642
CHAIR - Office...		177,264
MFIIIRII AIR		941,178
Total	18,458,506	4,929,659

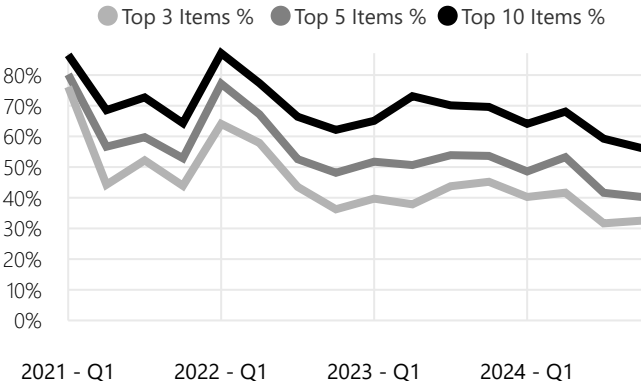
Item Description	Net Sales	Stock Value
BI4Dynamics NAV	3,730,557	18,492
Touring Bicycle	2,213,361	162,834
ATHENS Euro Chair	838,578	250,121
SAPPORO Whiteb...	833,664	142,783
BI4Dynamics AX	792,906	6,420
BI4Dynamics CRM	662,340	6,911
CALGARY Whitebo...	571,160	148,097
ATLANTA Whitebo...	517,547	150,987
ALBERTVILLE Whit...	511,949	145,966
SARAJEVO Whiteb...	441,536	141,720
GRENOBLE White...	398,880	0
Enterprise Comput...	256,415	0
Bicycle	233,066	388,541
INNSBRUCK Stora...	220,876	60,414
Front Wheel	219,398	30,555
MS Dynamics NAV...	209,805	1,080
Team Work Comp...	208,366	3,408
PARIS Guest Chair	208,162	154,820
MS Dynamics CR...	203,274	0
CHAIR - Office...	202,402	0
Total	18,458,506	4,929,659

Item Category Code	Net Sales	Net Sales YTD Var %	Profit %	Sales Discount %	Days Late	Amount Late %	# Invoices	# Credit Memos	Invoiced Quantity	Avg Price	Avg Sales Cost	Stock Value	Stock Turn Days	Items Out of Stock 1d	Items Out of Stock 7d	Items Out of Stock 30d
OFFICE	6,776,676	22.97 %	42.69%	5.38%	2.5	34.71 %	1,497	32	523,695	13	7	1,127,708	288	18		
SOFTWARE	6,140,188	35.03 %	46.52%	11.67%	2.4	36.22 %	732	7	11,209	548	293	90,585	211	9		
SPORT	3,110,182	58.42 %	82.14%	9.26%	2.5	37.64 %	1,332	29	27,040	115	21	1,242,708	990	18		
HARDWARE	2,431,460	190.70 %	62.01%	2.31%	2.5	33.06 %	2,515	56	103,359	24	9	301,642	308	59		
CHAIR												177,264				
Total	18,458,506	46.85 %	53.15%	7.85%	2.5	35.52 %	3,006	99	665,303	28	13	4,929,659	489	125		

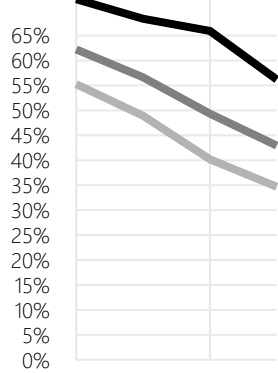
Top Items

2018201920202021202220232024

Top Item Net Sales % by Date (may include different Items as Top Items in all dates)



Top Items Net Sales % by Year



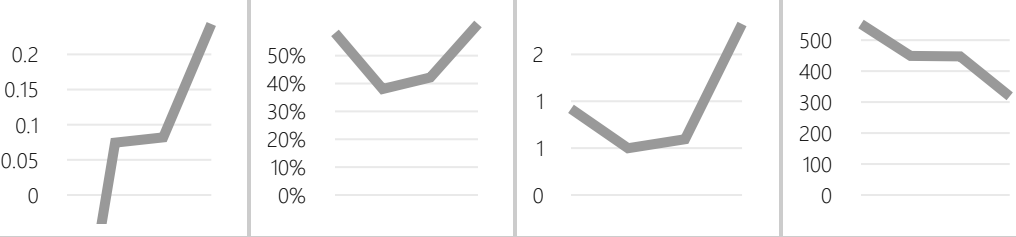
Top 10 Items

Sales YTD %  
24.32 %

Profit %  
50.6%

GMROI  
3.4

Turnover  
436



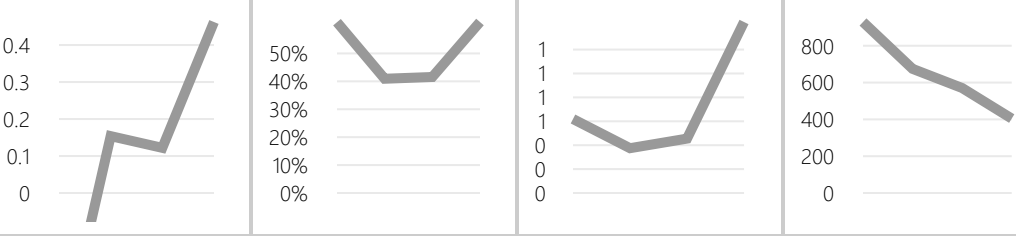
All Items

Sales YTD %  
46.22 %

Profit %  
52.1%

GMROI  
2.6

Turnover  
605



All Selected Dates

Top 3 Items  
40.9%

Top 5 Items  
48.8%

Top 10 Items  
62.9%

Current Year

Top 3 Items  
34.7%

Top 5 Items  
42.9%

Top 10 Items  
56.2%

Top items in Selected Dates

Item No	Item Description	Net Sales	Sales Qty	Profit %	Profit	Stock Value	Avg Stock	GMROI	Turnover	Sales Price
1001	Touring Bicycle	5,356,570	1,875	78.3%	4,191,715	162,834	30,083	139.3	38	2,857
2000	BI4Dynamics NAV	5,220,698	1,109	43.9%	2,291,168	18,492	691,046	3.3	345	4,708
1000	Bicycle	2,103,983	1,744	16.6%	350,170	388,541	57,239	6.1	48	1,206
1896	ATHENS Euro Chair	1,303,929	2,039	60.3%	785,900	250,121	128,100	6.1	361	639
1974	SAPPORO Whiteboard	1,145,731	1,276	38.0%	435,664	142,783	278,283	1.6	573	898
2010	BI4Dynamics AX	1,051,733	644	41.5%	436,394	6,420	155,101	2.8	368	1,633
1996	ATLANTA Whiteboard	971,754	1,106	37.7%	366,004	150,987	234,220	1.6	565	879
2020	BI4Dynamics CRM	898,708	1,001	46.5%	417,758	6,911	119,821	3.5	364	898
1990	CALGARY Whiteboard	821,488	922	40.8%	335,080	148,097	204,428	1.6	614	891
1984	SARAJEVO Whiteboard	609,153	666	39.6%	241,147	141,720	175,771	1.4	698	915
1000	Fiatc Tournead	300,500	300,500			300,500	300,500			
Total		19,483,747	12,382	50.6%	9,851,000	2,216,503	2,873,689	3.4	436	1,574

Year	Net Sales	Top 3 Items	Top 5 Items	Top 10 Items	Top 3 %	Top 5 %	Top 10 %
2021	5,803,242	3,206,269	3,611,230	4,195,374	55.25%	62.23%	72.29%
2022	6,695,568	3,275,656	3,791,642	4,577,782	48.92%	56.63%	68.37%
2023	7,512,680	3,019,455	3,706,623	4,952,880	40.19%	49.34%	65.93%
2024	10,985,176	3,810,185	4,716,581	6,171,957	34.68%	42.94%	56.18%
Total	30,996,666	12,681,251	15,130,911	19,483,747	40.91%	48.81%	62.86%

Top Item in one Date period may not qualify for Top Item in all Dates. List of Top Item is different in every period. Visual with filter "...Top Items > 0" is calculating filter by all Dates.

Customer Name	Item Rank Net Sales - Top 10
Libros S.A.	1,283,871
Gagn & Gaman	947,692
Selangorian Ltd.	901,481
Otis McAllister	876,771
Möbel Siegfried	870,545
Somadis	836,931
Designstudio Gmunden	824,782
Total	19,483,747

Top Items by Date (may include different Items as in all dates)

Item	2021	2022	2023	2024	Total
1001 - Touring Bic...	1,525,200	1,595,400	850,600	1,385,370	5,356,570
2000 - BI4Dynami...	680,244	815,318	1,785,742	1,939,394	5,220,698
1000 - Bicycle	1,000,825	864,938	135,000	103,220	2,103,983
1896 - ATHENS Eu...	206,847	259,344	383,114	454,624	1,303,929
1974 - SAPPORO ...	149,437	164,108	380,416	451,771	1,145,731
2010 - BI4Dynami...	119,144	140,416	306,752	485,422	1,051,733
1996 - ATLANTA ...	198,114	256,641	229,531	287,468	971,754
2020 - BI4Dynami...	100,505	137,742	280,825	379,636	898,708
1990 - CALGARY ...	108,495	141,833	270,970	300,190	821,488
1984 - SARAJEVO ...	72,330	95,287	214,505	227,031	609,153
Total	5,803,322	6,695,968	7,513,440	10,985,056	30,997,786

Item Category Code	Item Rank Net Sales - Top 10
SPORT	8,349,092
SOFTWARE	8,330,921
OFFICE	7,204,359
HARDWARE	1,724,013
N/A	56,202
MISC	7,607
CHAIR	4,316
TABLE	1,122
Total	19,483,747

# Sales by Item

## (Charts)

2018 2019 2020 2021 2022 2023 2024

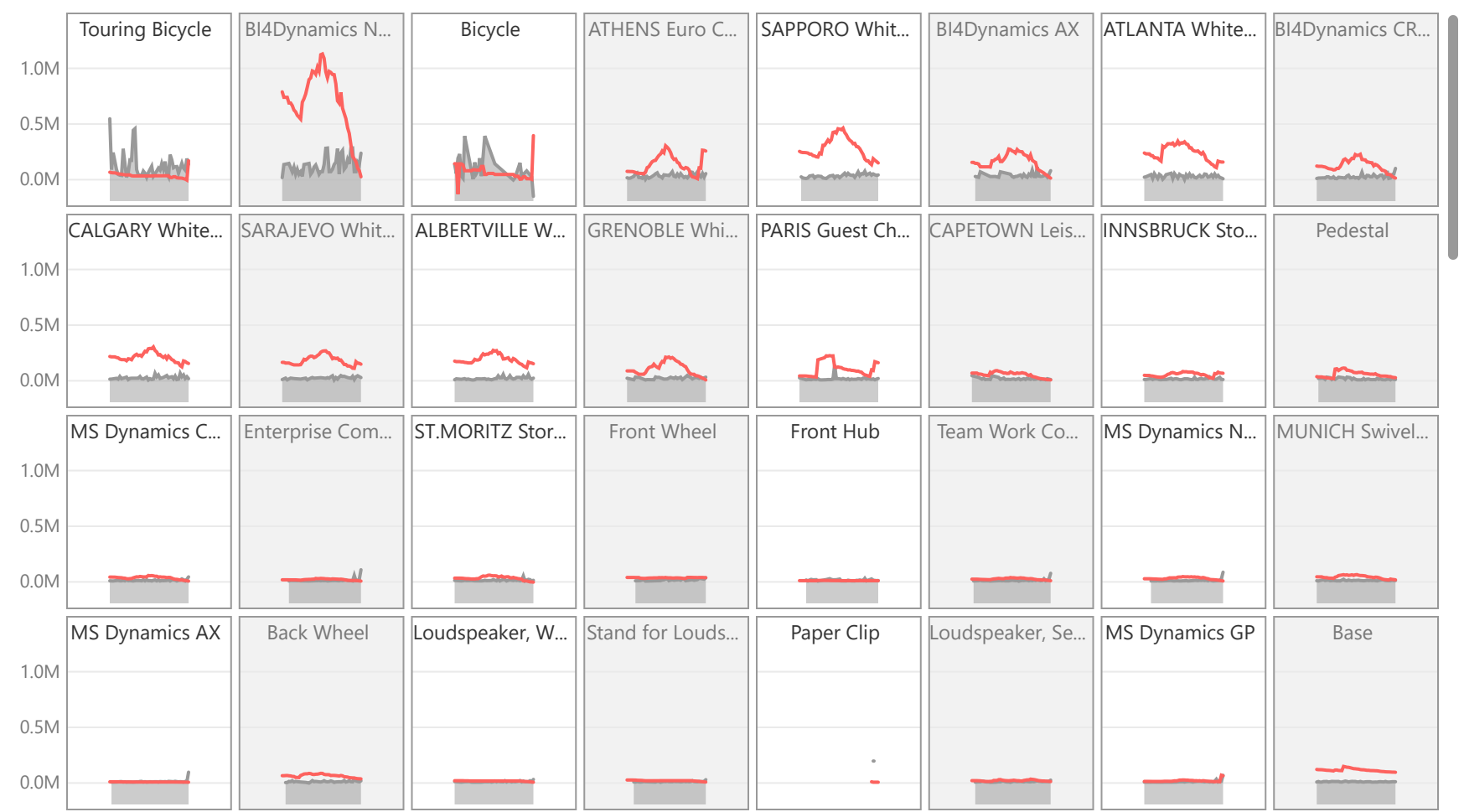
Item Description	Net Sales	Stock Value	Turnover Days
Touring Bicycle	5,332,857	162,834	38
BI4Dynamics NAV	5,225,224	18,492	345
Bicycle	2,095,891	388,541	48
ATHENS Euro Chair	1,301,404	250,121	361
SAPPORO Whiteboard	1,146,717	142,783	573
BI4Dynamics AX	1,052,089	6,420	368
ATLANTA Whiteboard	968,156	150,987	565
BI4Dynamics CRM	899,838	6,911	364
CALGARY Whiteboard	817,935	148,097	614
SARAJEVO Whiteboard	606,494	141,720	698
ALBERTVILLE Whiteboard	602,954	145,966	768
GRENOBLE Whiteboard	575,108	0	409
PARIS Guest Chair	445,091	154,820	487
CAPETOWN Leisure Chair	390,321	656	313
INNSBRUCK Storage Unit	352,485	60,414	412
Pedestal	345,028	20,657	439
MS Dynamics CRM Lite	300,382	0	234
Total	30,908,816	4,929,659	605

Item Category Group	Net Sales	Stock Value	Turnover Days
OFFICE	11,100,975	1,127,708	436
SPORT	8,392,836	1,242,708	352
SOFTWARE	8,338,720	90,585	336
HARDWARE	3,006,269	301,642	509
N/A	56,970	694,952	34,441
MISC - Miscellaneous	7,607	135,593	32,025
Total	30,908,816	4,929,659	605

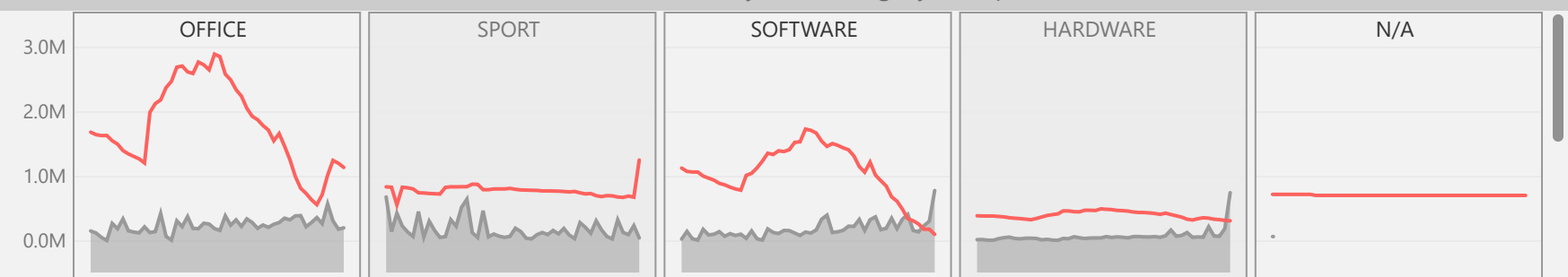
Location Code	Net Sales	Stock Value	Turnover Days
LOC 1	13,301,560	1,644,744	336
LOC 2	11,012,130	444,955	380
LOC 3	6,525,111	64,436	260
RED	37,400	68,021	3,744
GREEN	16,616	111,916	14,356
N/A	12,020	135,811	910,093
Total	30,908,816	4,929,659	605

Stock Value and Net Sales by Item Description and Month

Month (2021 - Jan - 2024 - Dec) Stock Value Net Sales



Stock Value and Net Sales by Item Category Group and Month





New Customer and Items Sales

2024

Last



1

Years (Calendar)



01/01/2024 - 31/12/2024

Net Sales

New Customers

New Cust Sales

New Cust Sales %

New Items

New Items Sales

New Items Sales %

11.0M

17

584K

5.32%

4

382.4K

3.48%

Year	Net Sales	Buying Cust	New Cust	New Cust Sales	New Cust Sales %	New Items	New Items Sales	New Items Sales %
2024	10,980,826	79	17	584,096	5.32%	4	382,400	3.48%
2024 - Jan	1,134,163	36	1	25,161	2.22%			
2024 - Feb	743,394	35	1	12,000	1.61%			
2024 - Mar	744,251	36	2	42,197	5.67%	1	85,500	11.49%
2024 - Apr	1,142,759	38						
2024 - May	596,267	40	3	3,749	0.63%			
2024 - Jun	708,949	36	2	39,173	5.53%			
2024 - Jul	819,014	36	1	11,376	1.39%			
2024 - Aug	934,515	36				1	49,900	5.34%
2024 - Sep	879,041	39	1	190,000	21.61%	2	247,000	28.10%
2024 - Oct	673,243	34						
2024 - Nov	870,805	56	2	5,782	0.66%			
2024 - Dec	1,734,424	71	4	128,703	7.42%			
Total	10,980,826	79	17	584,096	5.32%	4	382,400	3.48%

Item Category	New Items Sales	Net Sales	New Cust	New Items
OFFICE	382,400	3,737,355	8	4
HARDWARE		1,809,118	18	
SOFTWARE		3,527,726	28	
SPORT		1,906,627	16	
Total	382,400	10,980,826	17	4

Customer Posting Group	New Items Sales	Net Sales	New Cust	New Items
FOREIGN	332,500	9,409,114	16	3
DOMESTIC	50,080	1,571,713	1	2
Total	382,400	10,980,826	17	4

Country	New Cust Sales	Net Sales	New Items Sales	New Cust
USA	325,033	971,135	283,598	7
Canada	64,743	859,745	18,847	1
South Africa	39,643	252,150	166,691	1
Norway	36,114	290,154	107,051	2
Spain	33,403	564,464	17,269	1
Denmark	23,576	402,621	8,951	1
United Kingdom	16,691	1,571,713	50,080	1
Sweden	16,667	667,053	3,524	1
France	16,567	312,569	114,226	1
Switzerland	11,660	822,504	16,197	1
Austria		544,625	9,118	
Belgium		408,033	9,182	
Czech Republic		329,611	43,716	
Germany		917,505	9,006	
Iceland		478,232	24,021	
Malaysia		400,025	47,917	
Morocco		363,944	44,680	
Netherlands		427,946	90,683	
Slovenia		296,706	40,393	
Total	584,096	10,980,826	382,400	17

New Items			New Customers		
Item	New Items Sales	New Cust	Customer Name	New Cust Sales	New Items
8008 - Paper Clip	190,000	1	NorthAm Robotics	190,000	1
8004 - Organizer	85,500	1	Elkhorn Airport	64,743	20
8006 - Paper	57,000	1	Nakatomi Trading Corp	42,323	3
8005 - Paper Shredder	49,900	1	Clampett Oil	40,224	2
1000 - Bicycle		17	Zanlan Corp.	39,643	29
1001 - Touring Bicycle		9	Corporación Beta	33,403	20
1100 - Front Wheel		13	Sirius Cybernetics Corp	25,161	2
1110 - Rim		4	Lauritzen Kontormöbler A/S	23,576	7
1120 - Spokes		5	Sjrboden	18,898	9
1150 - Front Hub		9	Slubrevik Senger AS	17,216	13
1151 - Axle Front Wheel		6	Zuni Home Crafts Ltd.	16,691	15
1155 - Socket Front		7	Konberg Tapet AB	16,667	16
1160 - Tire		4	Francematic	16,567	12
1170 - Tube		5	Stark Industries	12,000	2
1200 - Back Wheel		6	Pilatus AG	11,660	8
1250 - Back Hub		3	National Motors Corporat...	11,376	2
1251 - Axle Back Wheel		3	Gringotts Inc	3,950	1
1255 - Socket Back		4	Total	584,096	79
1300 - Chain Assy		9			
1310 - Chain		8			
1320 - Chain Wheel Front		4			
1330 - Chain Wheel Back		6			
1400 - Mudguard front		4			
1450 - Mudguard back		4			
1500 - Lamp		11			
1600 - Bell		8			
1700 - Brake		8			
1710 - Hand rear wheel Brake		2			
1720 - Hand front wheel Brake		3			
1800 - Handlebars		7			
1850 - Saddle		11			
1896 - ATHENS Euro Chair		3			
1900 - PARIS Guest Chair		2			
1908 - LONDON Swivel Chair		6			
1920 - CAPETOWN Leisure Chair		8			
1924 - CHAMONIX Storage Unit		3			
1930 - ST.MORITZ Storage Unit		3			
Total	382,400	17			

New Customers

Last ▾

1

Years (Calendar) ▾

📅 01/01/2024 - 31/12/2024

2024

New Cust Sales...

5.32%

Buying Cust

79

New Cust

17

Return Cust

62

Lost Cust 1m

8

Lost Cust 3m

8

Lost Cust 6m

6

Lost Cust 12m

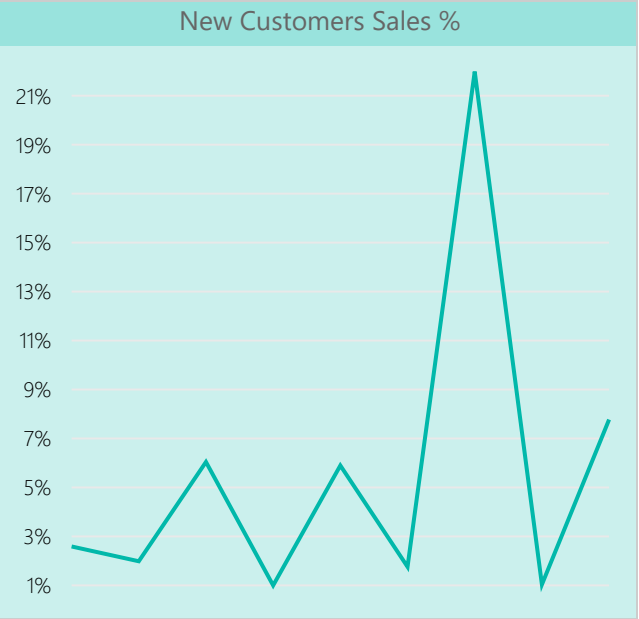
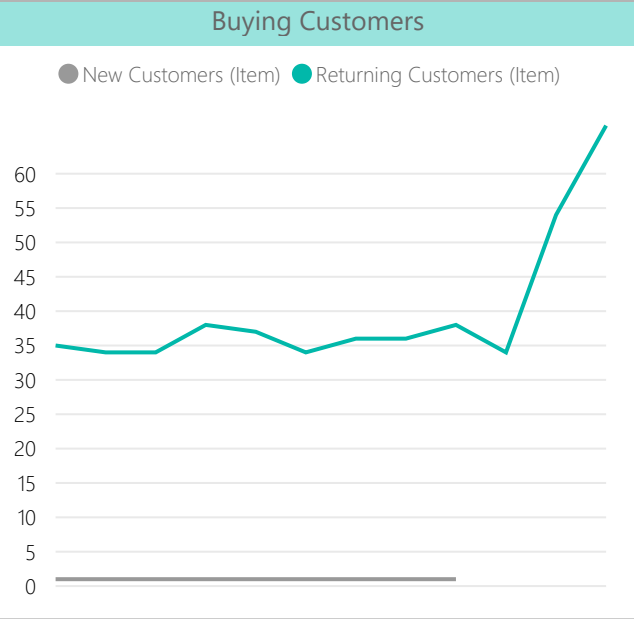
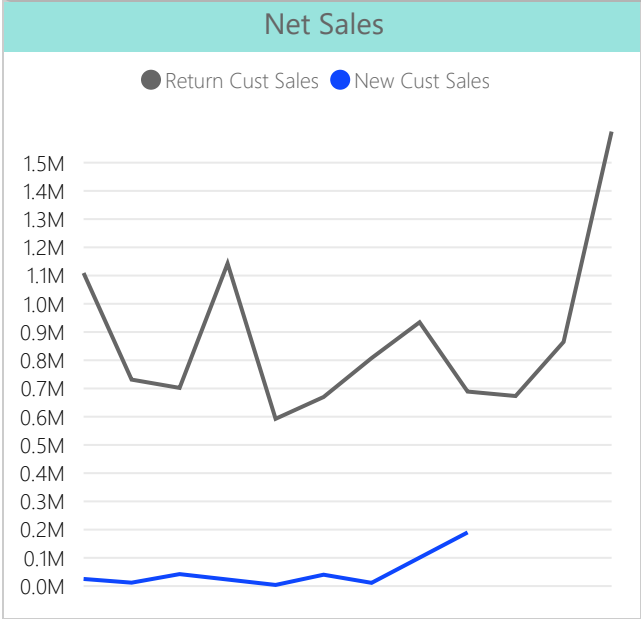
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Customer Posting Group	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
FOREIGN	9,434,414	8,867,009	567,405	65	49	16	7	8	8	6	1
DOMESTIC	1,550,763	1,534,072	16,691	14	13	1					
Total	10,985,176	10,401,080	325,033	79	62	7	7	8	8	6	1

Item Category Code	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
OFFICE	3,754,114	3,414,812	339,302	53	46	8	6	17	13	8	3
SOFTWARE	3,516,915	3,224,674		69	40		12	6	2		
SPORT	1,901,637	1,774,705	37,161	61	45	2	5	12	7	7	
HARDWARE	1,812,510	1,562,162		69	51			2			
Total	10,985,176	10,401,080	325,033	79	62	7	7	8	8	6	1

New Customers			
Year	DOMESTIC	FOREIGN	Total
2024	1	16	7
2024 - Jan		1	1
2024 - Feb		1	1
2024 - Mar		2	1
2024 - May		3	1
2024 - Jun	1	1	1
2024 - Jul		1	1
2024 - Sep		1	1
2024 - Nov		2	
2024 - Dec		4	
Total	1	16	7

Customer Name	New Cust Sales
NorthAm Robotics	190,000
Nakatomi Trading Corp	42,323
Clampett Oil	40,224
Sirius Cybernetics Corp	25,161
Zuni Home Crafts Ltd.	16,691
Stark Industries	12,000
National Motors Corp...	11,376
Gringotts Inc	3,950
Total	325,033





New Customers

2024

Last ▾

1

Years (Calendar) ▾

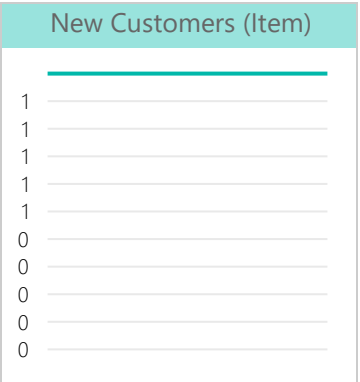
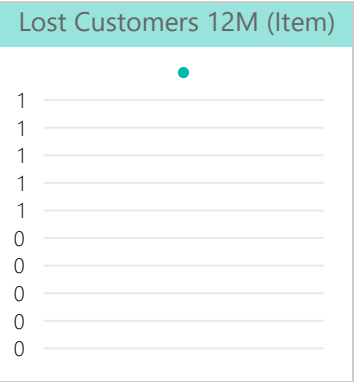
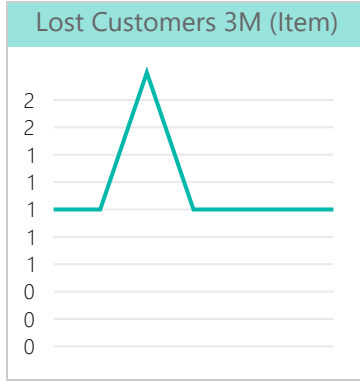
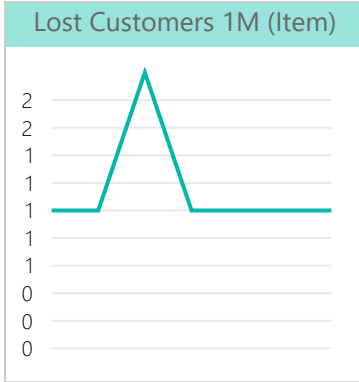
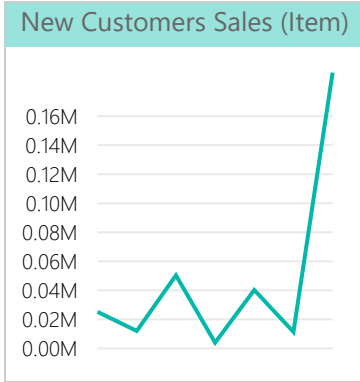
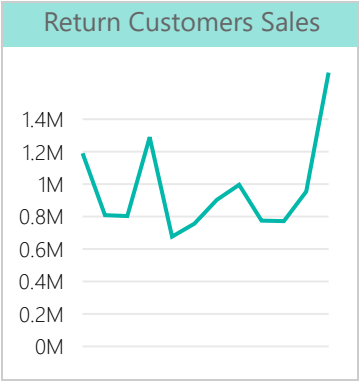
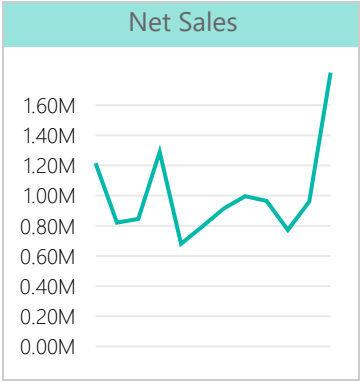
📅 01/01/2024 - 31/12/2024

Buying Cust	New Cust	New Cust (Item)	Return Cust (Item)
79	11	7	62
Net Sales	New Cust Sales	New Cust Sales It...	Return Cust Sales ...
12.1M	438K	333K	11.5M



UK 2009

Item Category ...	Net Sales
OFFICE	3,737,355
SOFTWARE	3,527,726
SPORT	1,906,627
HARDWARE	1,809,118
N/A	1,089,294
Total	12,070,120



Top 5 Cust by Sales

Customer Name	Net Sales
NorthAm Robotics	190,000
Nakatomi Tradin...	50,323
Zanlan Corp.	47,651
Clampett Oil	40,224
Sirius Cybernetic...	25,161
Total	353,358

Top 5 New Cust by Item Sales

Customer Name	New Sales
NorthAm Robotics	190,000
Nakatomi Tradin...	50,323
Clampett Oil	40,224
Sirius Cybernetic...	25,161
Zuni Home Craft...	23,389
Total	329,096

Top 5 Lost Customers 1M

Customer N...	Sales
NorthAm Ro...	190,000.00
Twitter Inc	85,500.00
Nakatomi Tr...	42,322.50
Clampett Oil	40,223.70
Sirius Cyber...	25,160.85
Stark Indust...	12,000.00
Total	410,533.43

Year	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
2024	12,070,120	11,486,024	333,033	79	62	7	7	8	8	6	1
2024 - Jan	1,215,183	1,190,022	25,161	37	35	1	1				
2024 - Feb	820,767	808,767	12,000	37	34	1	1	1			1
2024 - Mar	845,489	803,292	50,323	37	34	1	1	1			
2024 - Apr	1,289,344	1,289,344		38	38			2	1		
2024 - May	680,134	676,384	3,950	41	37	1	1		1		
2024 - Jun	795,660	756,487	40,224	38	34	1	1	1	2		
2024 - Jul	914,272	902,896	11,376	38	36	1	1	1		1	
2024 - Aug	995,958	995,958		37	36			1	1	1	
2024 - Sep	965,046	775,046	190,000	41	38	1	1		1	2	
2024 - Oct	771,918	771,918		34	34			1	1		
2024 - Nov	960,258	954,476		57	54						1
2024 - Dec	1,816,091	1,687,388		71	67				1	1	
Total	12,070,120	11,486,024	333,033	79	62	7	7	8	8	6	1

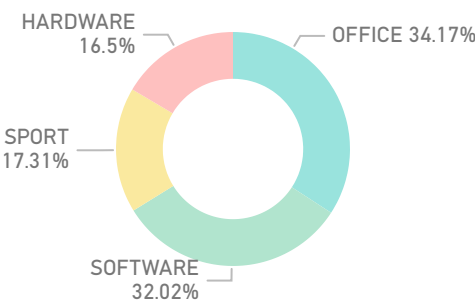
Last Sales Transactions

Last▼

1

Years (Calendar)▼

📅 01/01/2024 - 31/12/2024



Last Sales Date	Days Last Sale	Last Sales Amt	Last Sales Qty
31/12/2024		-303,458	-8,826

Location Code	Net Sales	Days Since Last Sale	Out of Stock 1d
LOC 1	4,320,017		
LOC 2	4,234,237		
LOC 3	2,430,923		1
Total	10,985,176		

Year	Net Sales	Days Last Sale	Out of Stock 1d %
▲ 2024	10,985,176		31.97 %
2024 - Jan	1,134,163		22.42 %
2024 - Feb	743,394	1	23.20 %
2024 - Mar	744,251		23.20 %
2024 - Apr	1,142,759		23.45 %
2024 - May	596,267		23.45 %
2024 - Jun	708,949		23.45 %
2024 - Jul	819,014		23.71 %
2024 - Aug	934,515		23.59 %
2024 - Sep	879,041		24.87 %
2024 - Oct	673,243		24.36 %
2024 - Nov	870,805		26.92 %
2024 - Dec	1,738,774		31.97 %
Total	10,985,176		31.97 %

Country	Net Sales	Days Since Last Sale
▼ United Kingdom	1,550,763	
USA	956,435	
Germany	917,505	3
Canada	859,745	6
Switzerland	822,504	5
Sweden	667,053	
Spain	604,464	1
Austria	544,625	
Iceland	478,232	7
Netherlands	427,946	6
Belgium	408,033	6
Denmark	402,621	6
Malaysia	400,025	7
Slovenia	396,796	7
Morocco	363,944	2
Czech Republic	329,611	7
France	312,569	5
Norway	290,154	5
South Africa	252,150	5
Great Britain		1,433
N/A		1,466
Total	10,985,176	

Customer Name	Net Sales	Days Since Last Sale
Progressive Home Furnishings	481,711	
Candoxy Canada Inc.	469,717	6
Gagn & Gaman	454,681	7
Hotel Pferdesee	429,297	3
Sonnmat Design	419,343	5
Marsholm Karmstol	404,787	3
Möbel Scherrer AG	391,501	10
Highlights Electronics Sdn Bhd	366,753	10
Blanemark Hifi Shops	360,791	8
Libros S.A.	330,897	1
London Candoxy Storage Campus	325,286	6
The Device Shop	324,958	7
Beef House	288,000	6
J & V v.o.s.	285,558	7
Möbel Siegfried	279,850	19
Parmentier Boutique	276,469	5
Selangorian Ltd.	266,902	2
Klubben	254,040	5
Englunds Kontorsmöbler AB	245,600	
Helguera industrial	240,165	4
Designstudio Gmunden	238,821	3
Somadis	234,658	3
Meersen Meubelen	224,316	6
Centromerkur d.o.o.	199,162	7
Candoxy Kontor A/S	198,845	6
Lovaina Contractors	193,926	6
Nieuwe Zandpoort NV	192,111	13
NorthAm Robotics	190,000	121
MEMA Ljubljana d.o.o.	175,110	13
Afrifield Corporation	174,087	9
Cronus Cardoxy Procurement	170,614	19
Total	10,985,176	

Customer Posting Group	Net Sales	Days Since Last Sale	Out of Stock 1d
FOREIGN	9,434,414		
DOMESTIC	1,550,763		
BINNENL		1,463	
BUITENL		1,461	
EU		1,436	
Total	10,985,176		

Item	Net Sales	Days Since Last Sale	Out of Stock 1d
2000 - BI4Dynamics NAV	1,939,394	7	
1001 - Touring Bicycle	1,385,370		
2010 - BI4Dynamics AX	485,422	1	
1896 - ATHENS Euro Chair	454,624	11	
1974 - SAPPORO Whiteboard	451,771	16	
2020 - BI4Dynamics CRM	379,636		
1990 - CALGARY Whiteboard	300,190	11	
1996 - ATLANTA Whiteboard	287,468	34	
1992 - ALBERTVILLE Whiteboa...	261,051	3	
1984 - SARAJEVO Whiteboard	227,031	9	
1970 - GRENOBLE Whiteboard	222,401	13	1
4013 - Enterprise Computer	212,078	6	1
8008 - Paper Clip	190,000	121	1
4012 - Team Work Computer	155,103		
2031 - MS Dynamics NAV Lite	150,389	8	
2060 - MS Dynamics AX	141,021	4	1
2071 - MS Dynamics CRM Lite	134,915	5	1
4038 - 24" Ultrascan	133,858	5	
2080 - MS Dynamics GP	127,715	7	
1930 - ST.MORITZ Storage Unit	119,744	5	1
1200 - Back Wheel	110,080	9	
1900 - PARIS Guest Chair	107,819	3	
1100 - Front Wheel	105,225	6	
1000 - Bicycle	103,220		
4089 - Loudspeaker, Walnut	95,369	3	1
1920 - CAPETOWN Leisure Ch...	94,693	3	
4086 - Loudspeaker 40W	94,170	16	
1952 - OSLO Storage Unit	91,700	1	
4091 - Stand for Loudspeakers	86,631	7	
8004 - Organizer	85,500	305	1
4088 - Loudspeaker, Sezam	84,325	6	
Total	10,985,176		

Item Group Code	Net Sales	Days Since Last Sale	Out of Stock 1d
RETAIL	10,822,870		
RAW MAT	162,306		
GRONDSTOFF		1,461	
MANUFACT		1,445	
N/A			1
RETAILHAND		1,461	
Total	10,985,176		

# Sales by Territory

Last ▾

24

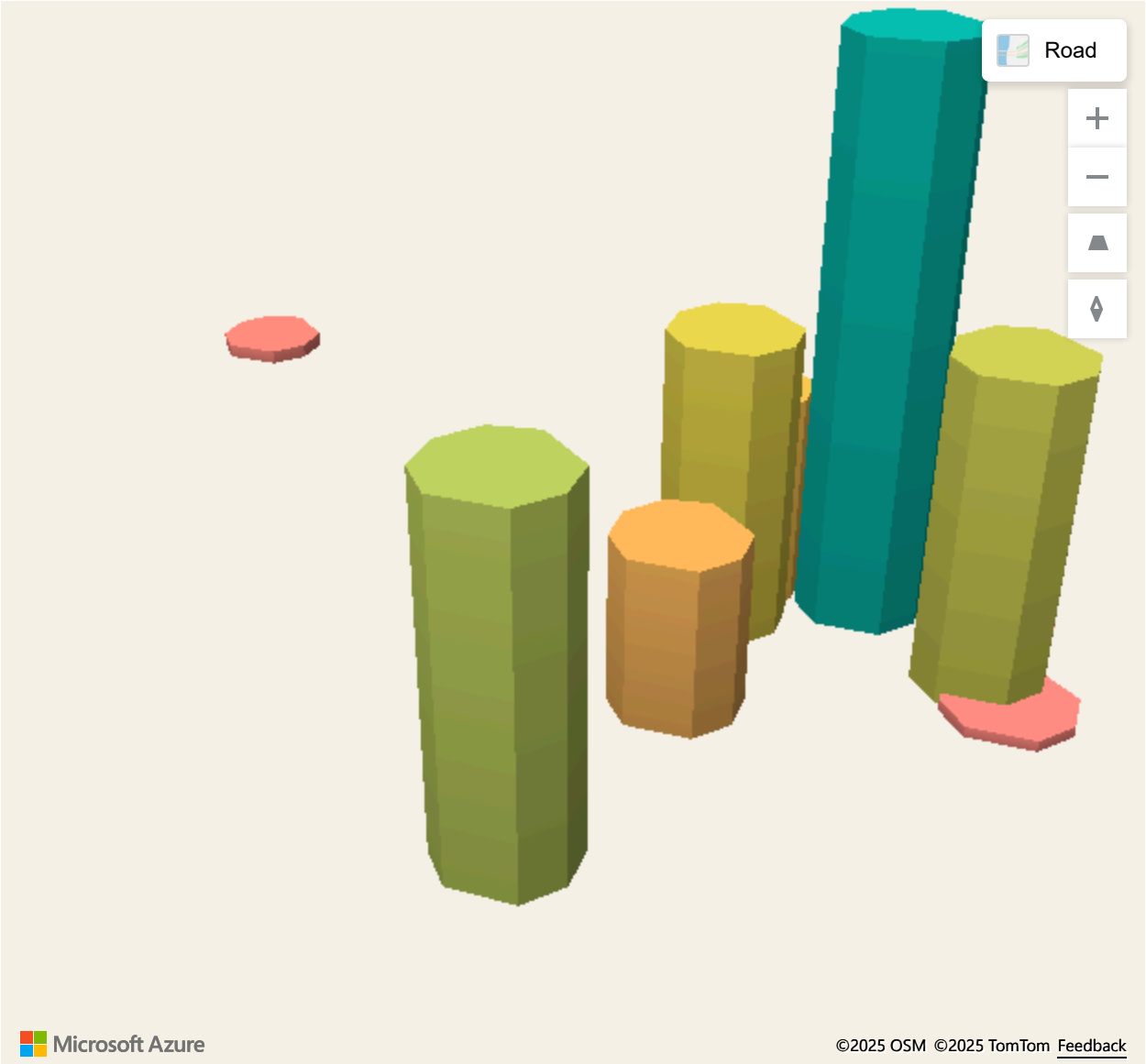
Months ▾

Cust Group	Net Sales	Profit %
FOREIGN	12,265,770	59.63%
DOMESTIC	2,071,760	59.42%
Total	14,337,530	59.60%

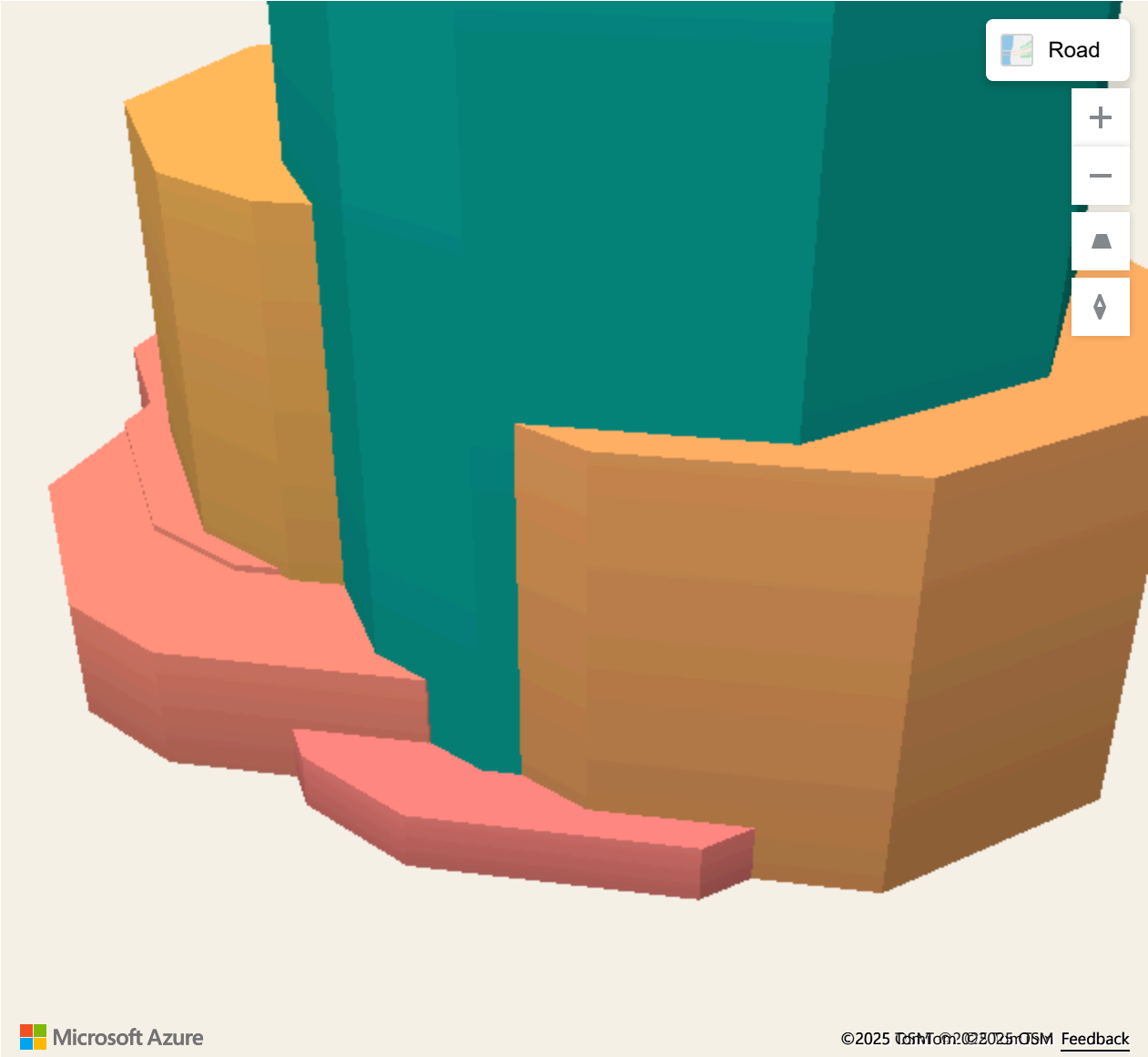
Business Group	Net Sales	Profit %
NON EU	7,941,908	59.71%
NATIONAL	2,071,760	59.42%
EU	4,323,862	59.49%
Total	14,337,530	59.60%

Country	Net Sales	Profit %
United Kingdom	2,071,760	59.42%
Germany	1,239,754	58.93%
USA	1,060,547	63.54%
Canada	1,033,326	61.33%
Total	14,337,530	59.60%

by Country



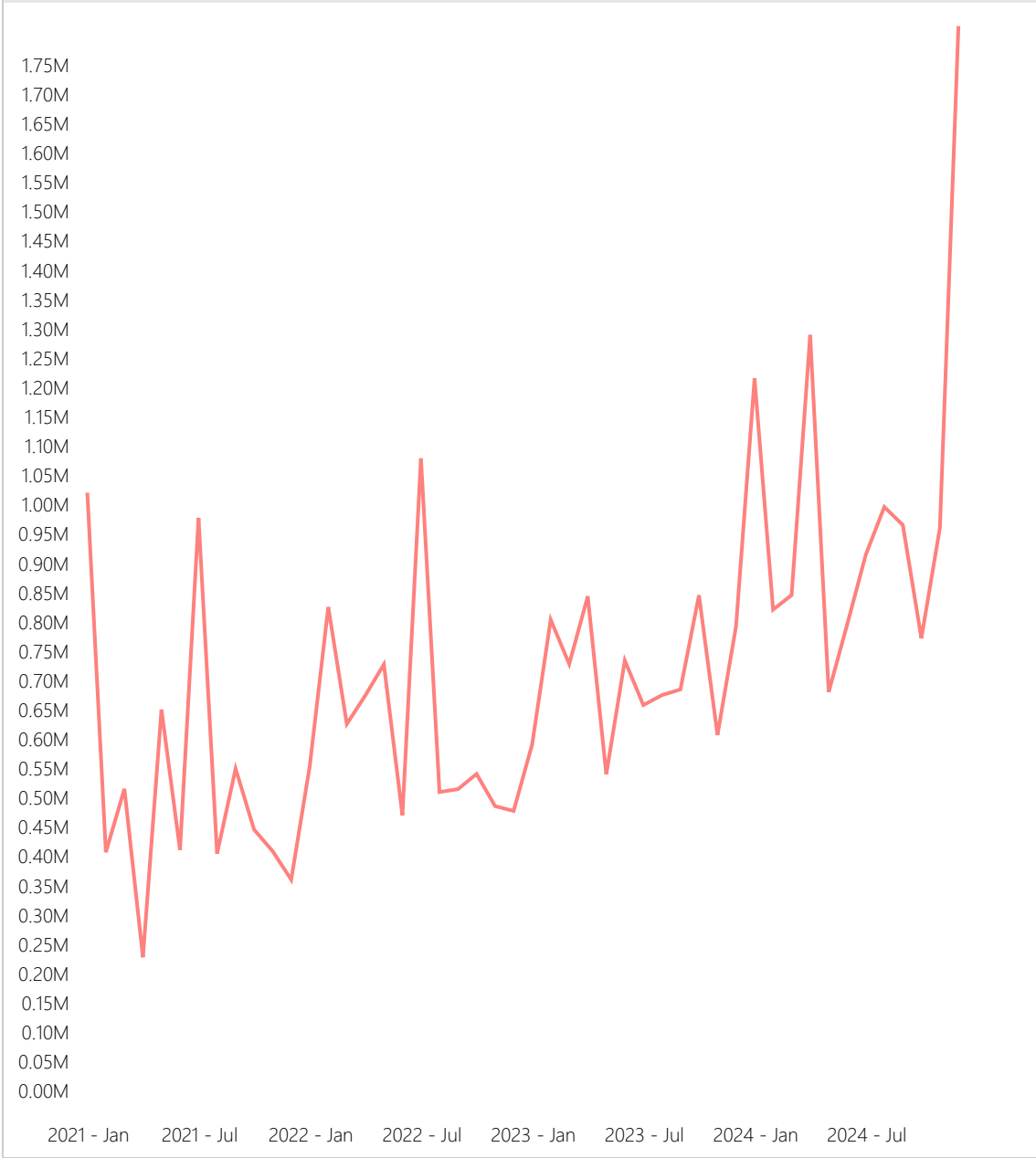
by City (domestic)



Rolling

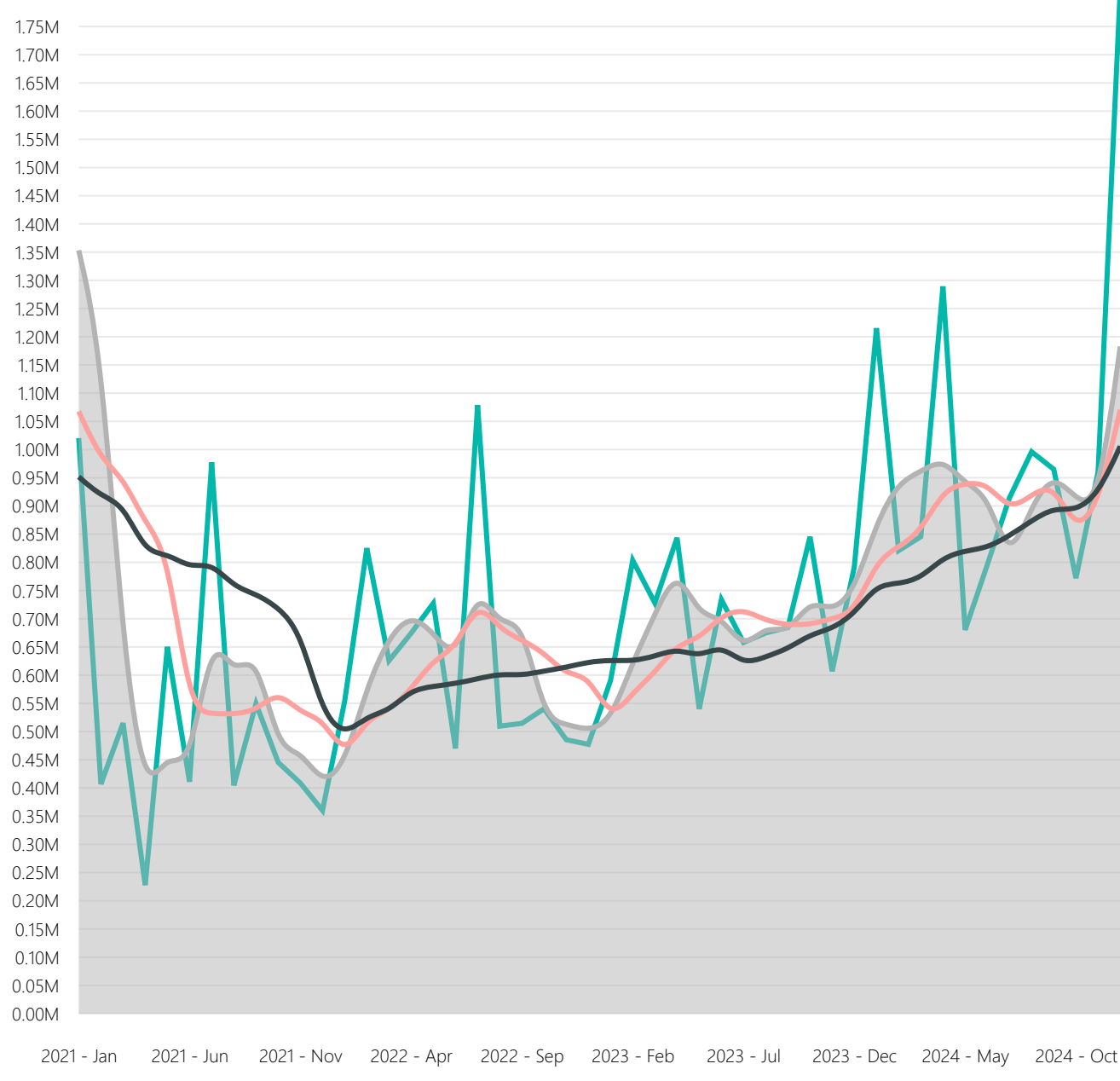
2021 2022 2023 2024

Net Sales



Net Sales Rolling 3 / 6 / 12 Month Average

Net Sales Rolling 3M Avg Rolling 6M Avg Rolling 12M Avg



GMROI

(Gross Margin Return On Investment)

Last

▼

1

Years (Calendar)

▼

📅

01/01/2024 - 31/12/2024

Inventory Group

▼

All

▼

Item Category

▼

All

▼

Location

▼

All

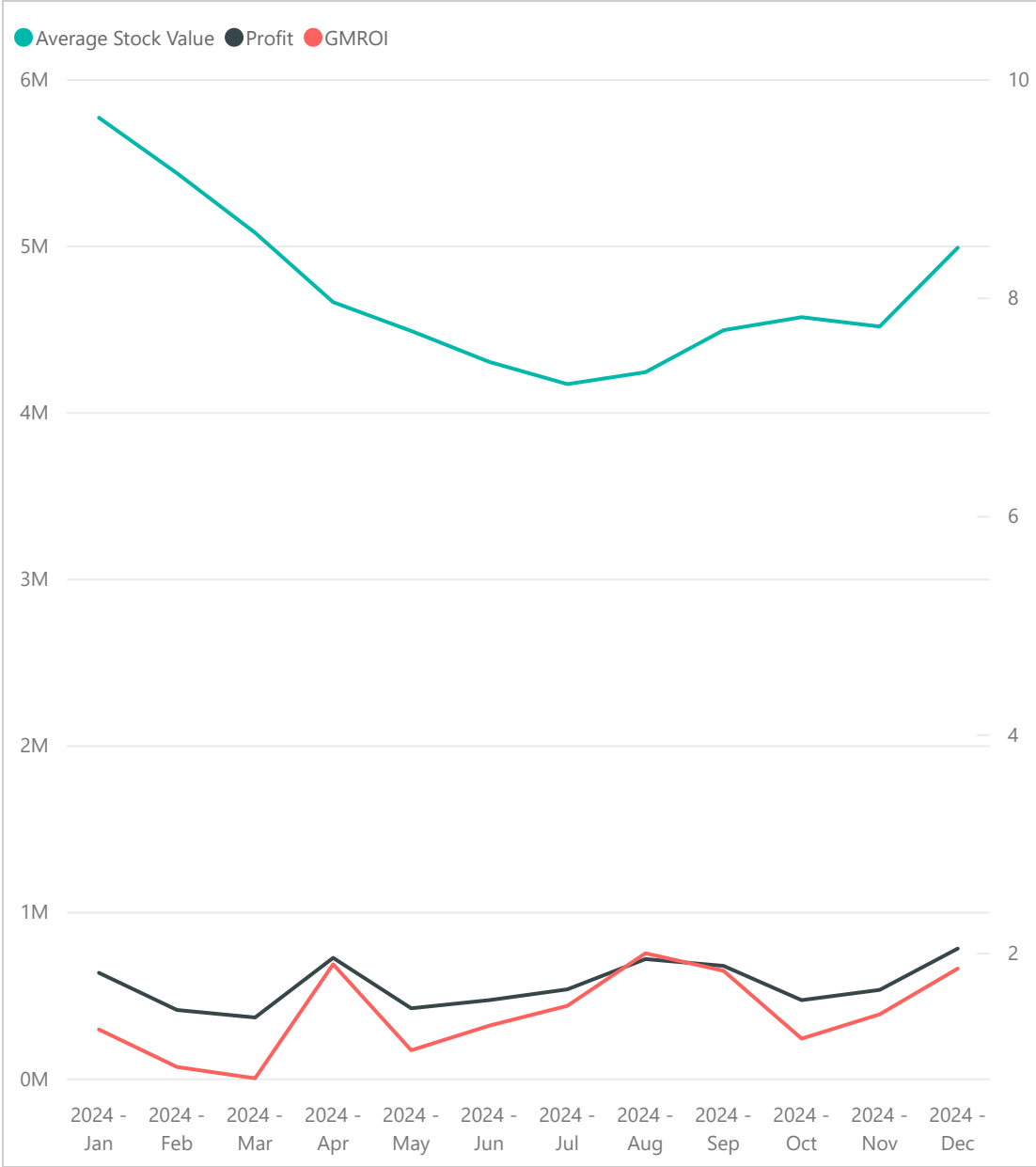
▼

Company

▼

All

▼



Month	Net Sales	Profit %	Profit	Average Stock Value	GMROI
2024 - Jan	1,134,163	55.83%	633,209	5,767,463	1.30
2024 - Feb	743,394	55.17%	410,095	5,434,222	0.95
2024 - Mar	744,251	49.05%	365,078	5,076,980	0.85
2024 - Apr	1,142,759	63.27%	723,076	4,660,076	1.89
2024 - May	596,267	70.49%	420,294	4,487,254	1.11
2024 - Jun	708,949	66.20%	469,290	4,301,292	1.33
2024 - Jul	819,014	65.20%	534,001	4,167,954	1.51
2024 - Aug	934,515	76.60%	715,845	4,239,713	1.99
2024 - Sep	879,041	76.79%	674,981	4,491,649	1.83
2024 - Oct	673,243	69.69%	469,190	4,569,841	1.21
2024 - Nov	870,805	60.95%	530,785	4,513,751	1.43
2024 - Dec	1,734,424	44.90%	778,724	4,986,970	1.85
Total	10,980,826	61.24%	6,724,567	4,509,411	1.49

Item Category	Net Sales	Profit %	Profit	Average Stock Value	GMROI
OFFICE	3,737,355	57.89%	2,163,3...	984,645	2.21
SOFTWARE	3,527,726	56.98%	2,009,9...	268,177	7.45
SPORT	1,906,627	75.57%	1,440,8...	766,306	1.87
HARDWARE	1,809,118	61.38%	1,110,4...	323,267	3.45
Total	10,980,826	61.24%	6,724,...	2,342,395	2.87

GMROI

Stock Value Trans

SOFTWARE

HARDWARE

SPORT

OFFICE

Item category GMROI is manually set to be sorted by stock value in descending order

Stock Value Trans by Item Category Code and Month

CHAIR

HARDWARE

MEUBILAIR

MISC

N/A

OFFICE

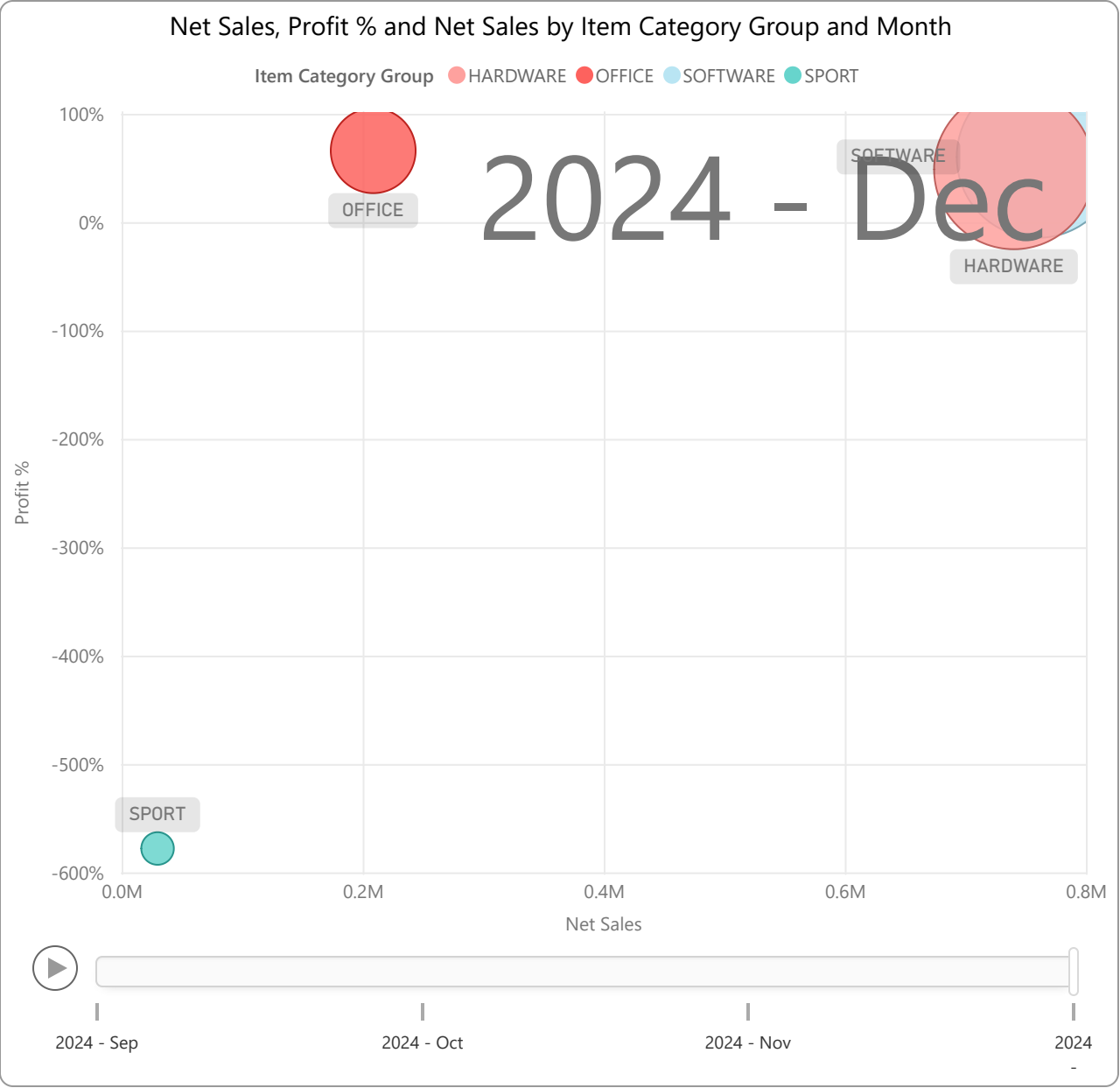
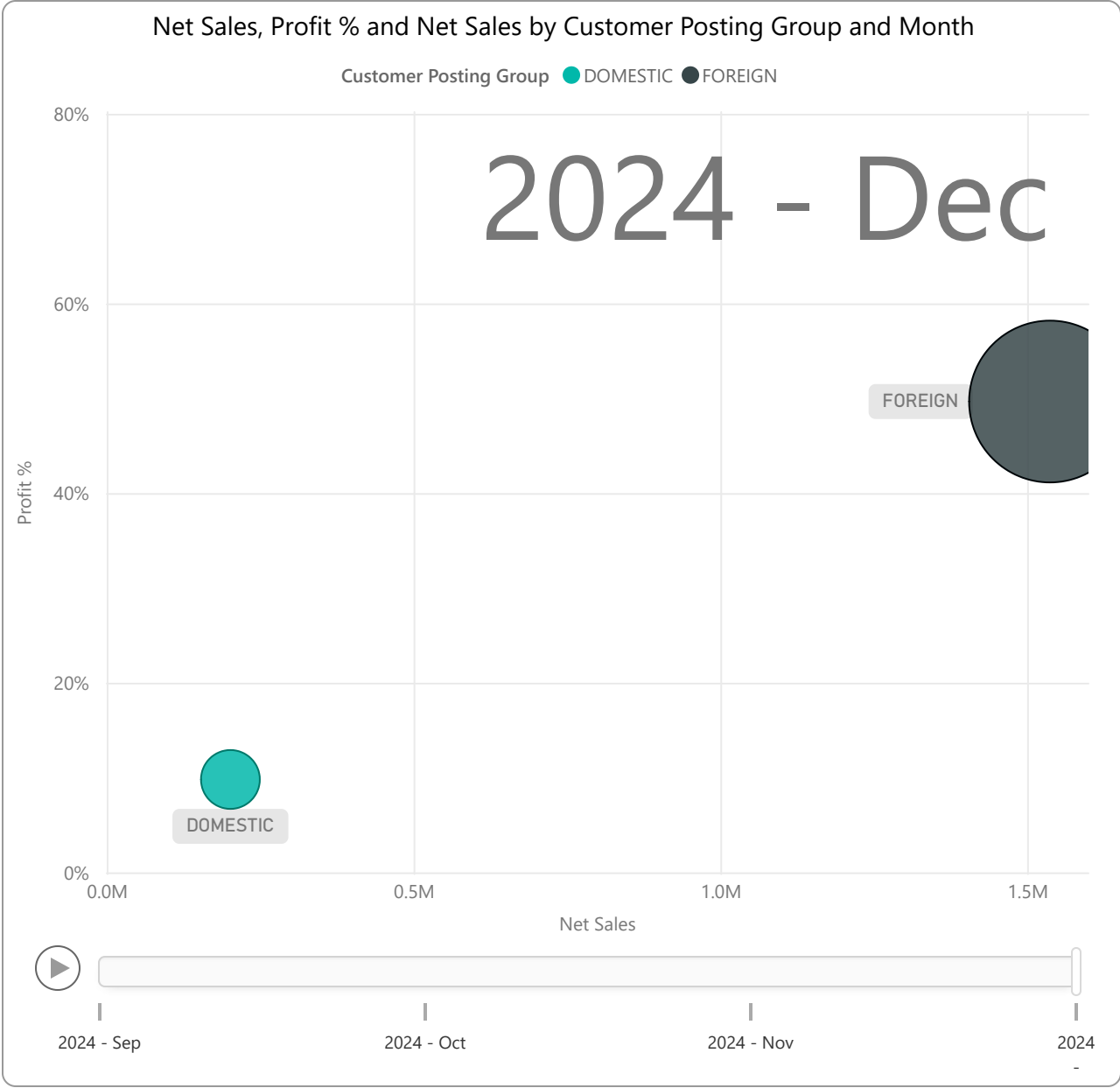
# Scatter Chart

Last ▾

12

Months (Calendar) ▾

2024





Delivery performance  
by Customer & Item

20182019202020212022

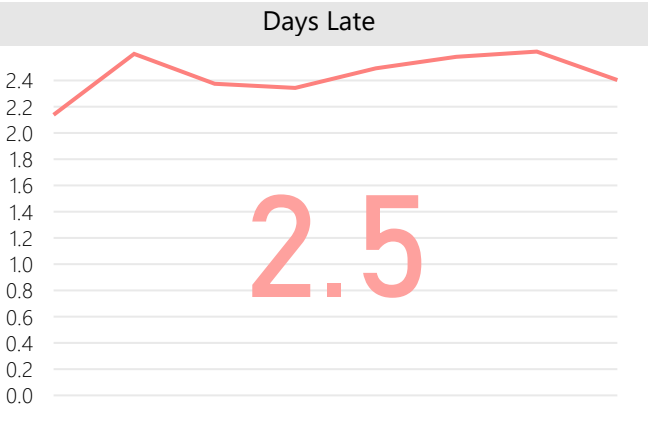
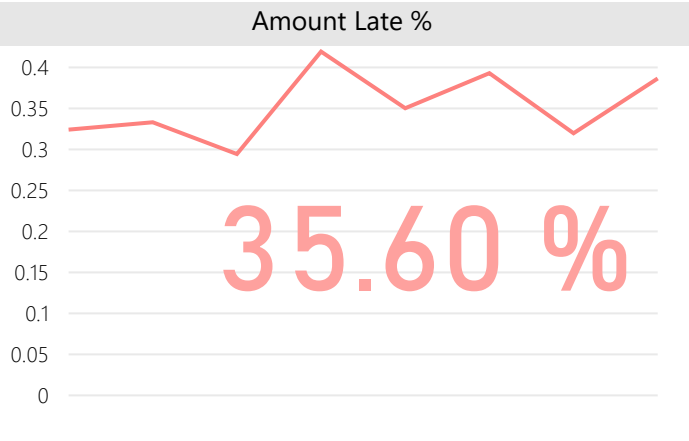
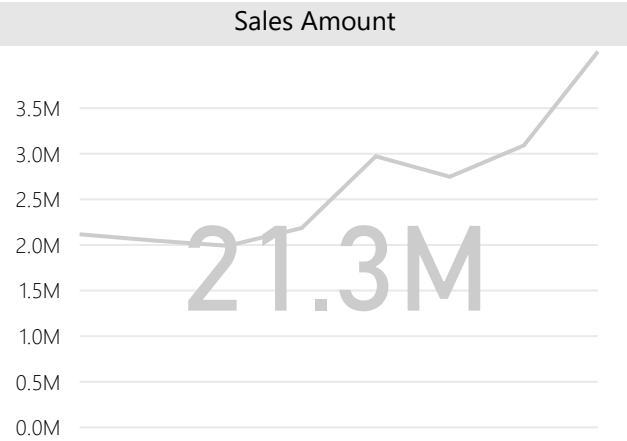
20232024

Sales Amount

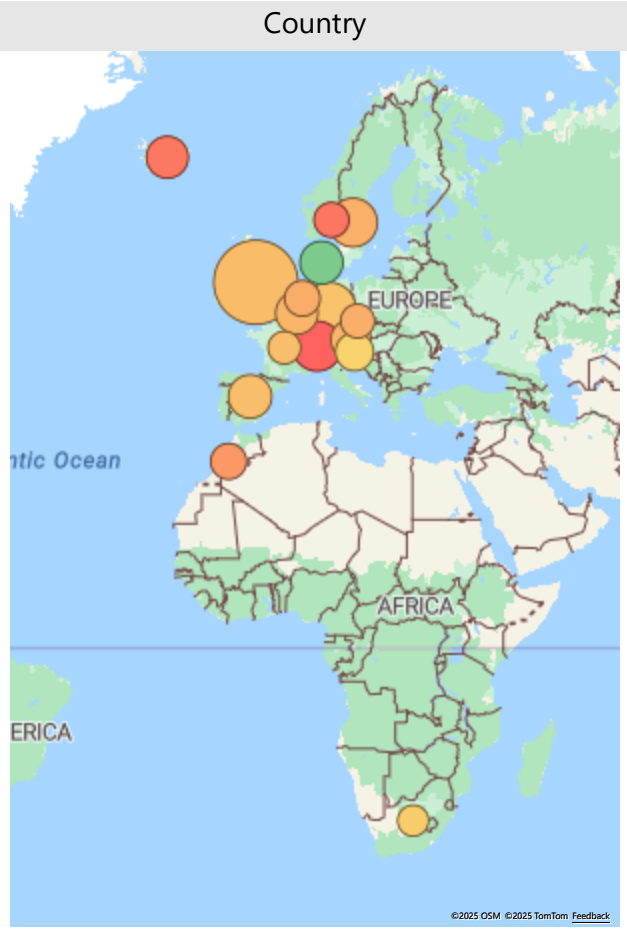
21.3M

Amount Late

7.6M



Date			
Year	Amount	Late %	Days Late
2023	8,342,535	34.42 %	2.4
2023 - Jan	587,173	41.54 %	2.5
2023 - Feb	777,323	23.04 %	1.8
2023 - Mar	752,682	34.98 %	2.0
2023 - Apr	821,114	31.35 %	2.4
2023 - May	531,343	32.34 %	3.0
2023 - Jun	696,293	36.37 %	2.6
2023 - Jul	650,324	30.32 %	2.2
2023 - Aug	684,033	30.45 %	2.5
2023 - Sep	656,475	27.51 %	2.4
2023 - Oct	814,614	44.76 %	2.7
2023 - Nov	581,253	40.55 %	2.3
2023 - Dec	789,911	40.03 %	2.0
2024	12,931,528	36.36 %	2.5
2024 - Jan	1,289,901	32.22 %	2.3
2024 - Feb	882,358	42.38 %	2.7
2024 - Mar	799,985	31.44 %	2.6
2024 - Apr	1,268,256	39.07 %	2.6
2024 - May	713,759	41.24 %	2.3
2024 - Jun	765,804	37.87 %	2.8
2024 - Jul	1,168,906	26.69 %	2.8
2024 - Aug	987,052	38.12 %	2.9
2024 - Sep	935,466	32.09 %	2.1
2024 - Oct	738,811	46.15 %	2.5
2024 - Nov	931,493	42.24 %	2.7
2024 - Dec	2,449,737	35.03 %	2.2
Total	21,274,063	35.60 %	2.5



Customer			
Customer Name	Amount	Late %	Days Late
Gagn & Gaman	1,009,643	44.61 %	2
Progressive Home Furnishi...	885,465	24.42 %	3
Hotel Pferdesee	867,374	33.05 %	2
Candoxy Canada Inc.	845,954	42.27 %	3
Marsholm Karmstol	819,032	38.57 %	3
Sonnmat Design	795,706	43.65 %	3
Möbel Scherrer AG	692,837	53.75 %	2
Libros S.A.	659,954	39.70 %	2
John Haddock Insurance Co.	656,463	23.86 %	3
Highlights Electronics Sdn ...	656,274	14.17 %	2
Blanemark Hifi Shops	646,574	34.54 %	2
The Device Shop	611,402	37.74 %	3
Englunds Kontorsmöbler AB	601,865	36.16 %	2
Klubben	593,405	44.18 %	2
London Candoxy Storage ...	539,528	36.02 %	3
J & V v.o.s.	526,846	35.63 %	3
Designstudio Gmunden	514,411	25.95 %	3
Selangorian Ltd.	465,146	40.34 %	2
Somadis	464,306	44.39 %	2
Meersen Meubelen	462,154	46.48 %	2
Parmentier Boutique	458,397	37.94 %	3
Nieuwe Zandpoort NV	435,827	52.67 %	3
MEMA Ljubljana d.o.o.	434,437	25.43 %	2
Afrifield Corporation	418,737	52.69 %	2
Helguera industrial	413,723	33.45 %	3
Candoxy Kontor A/S	402,317	38.61 %	3
Levina Corporation	300,731	42.06 %	2
Total	21,274,063	35.60 %	2

Customer Group			
Customer Group	Amount	Late %	Days Late
EU	11,609,933	36.50 %	2
NON EU	6,164,841	33.61 %	2
NATIONAL	3,499,289	36.10 %	2
Total	21,274,063	35.60 %	2

Line Type			
Type Name	Amount	Late %	Days Late
Item	19,909,611	35.52 %	2
Resource	1,364,452	36.76 %	2
Total	21,274,063	35.60 %	2

Item Category			
Item Category	Amount	Late %	Days Late
OFFICE	7,185,182	34.71 %	3
SOFTWARE	6,155,243	36.22 %	2
SPORT	3,856,620	37.64 %	2
HARDWARE	2,712,566	33.06 %	2
N/A	1,364,452	36.76 %	2
Total	21,274,063	35.60 %	2

Delivery Details

20202021202220232024



Select Customer

Search

Afrifield Corporation

Ahold

Akzo Nobel Group

Antarcticopy

Autohaus Mielberg KG

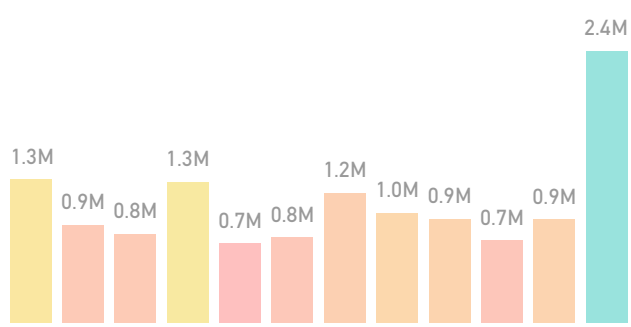
Date

Year	Amount	Late %	Days Late
2024	12,931,528	36.36 %	2.5
2024 - Jan	1,289,901	32.22 %	2.3
2024 - Feb	882,358	42.38 %	2.7
2024 - Mar	799,985	31.44 %	2.6
2024 - Apr	1,268,256	39.07 %	2.6
2024 - May	713,759	41.24 %	2.3
2024 - Jun	765,804	37.87 %	2.8
2024 - Jul	1,168,906	26.69 %	2.8
2024 - Aug	987,052	38.12 %	2.9
2024 - Sep	935,466	32.09 %	2.1
2024 - Oct	738,811	46.15 %	2.5
2024 - Nov	931,493	42.24 %	2.7
2024 - Dec	2,449,737	35.03 %	2.2
Total	12,931,528	36.36 %	2.5

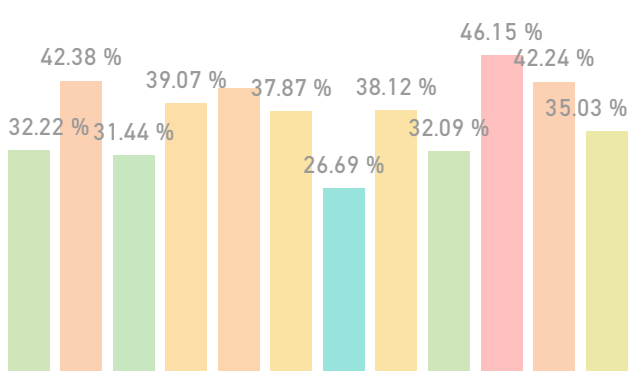
1	2	3	4	5	6
7	8	9	10	11	12

Days Late	Amount Late	Amount Late %	Lines Late	Lines Late%	Qty Late	Qty Late%
2.5	4.7M	36.36 %	3,026	39.16 %	58.1K	13.31 %

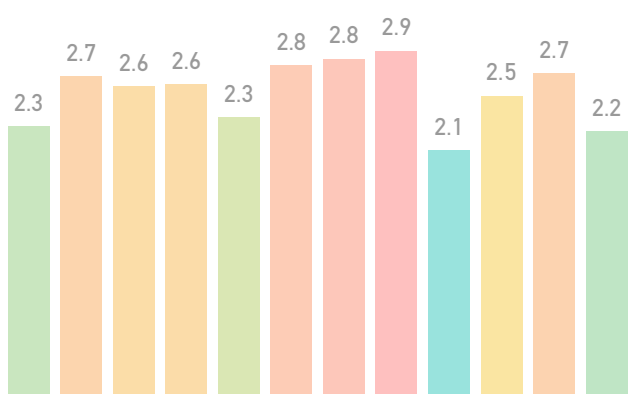
Sales Amount



Amount Late %



Days Late



Document

Document Type	Document No	Posting Date	Amount	Amount Late %	Days Late	Lines Late	Lines Late %	Qty Late	Qty Late %
Sales Shipm...	SS090574	17.06.2024	7,077	60.43 %	4.0	2	66.67 %	18	56.25 %
Sales Shipm...	SS090008	04.01.2024	41,533	99.72 %	4.0	1	33.33 %	9	40.91 %
Sales Shipm...	SS090022	08.01.2024	694	14.46 %	4.0	1	25.00 %	4	15.38 %
Sales Shipm...	SS090028	10.01.2024	15,732	73.74 %	4.0	1	25.00 %	14	38.89 %
Sales Shipm...	SS090029	12.01.2024	22,314	13.97 %	4.0	1	14.29 %	9	16.98 %
Sales Shipm...	SS090034	14.01.2024	798	73.66 %	4.0	1	33.33 %	9	40.91 %
Sales Shipm...	SS090048	18.01.2024	1,113	19.41 %	4.0	1	14.29 %	4	5.88 %
Sales Shipm...	SS090054	20.01.2024	3,136	35.89 %	4.0	1	14.29 %	4	6.35 %
Sales Shipm...	SS090066	23.01.2024	1,429	78.78 %	4.0	1	33.33 %	9	28.13 %
Sales Shipm...	SS090097	03.02.2024	755	25.03 %	4.0	1	33.33 %	9	30.00 %
Sales Shipm...	SS090101	04.02.2024	4,832	21.30 %	4.0	1	33.33 %	4	18.18 %
Sales Shipm...	SS090110	08.02.2024	5,195	6.94 %	4.0	2	33.33 %	23	38.98 %
Sales Shipm...	SS090111	08.02.2024	3,179	1.89 %	4.0	1	12.50 %	4	6.45 %
Sales Shipm...	SS090112	08.02.2024	6,474	60.95 %	4.0	2	25.00 %	18	25.00 %
Sales Shipm...	SS090142	13.02.2024	4,090	99.96 %	4.0	1	50.00 %	14	77.78 %
Sales Shipm...	SS090147	17.02.2024	1,368	66.82 %	4.0	1	16.67 %	14	20.29 %
Sales Shipm...	SS090161	21.02.2024	8,683	2.42 %	4.0	1	16.67 %	14	11.29 %
Sales Shipm...	SS090164	23.02.2024	878	12.77 %	4.0	2	50.00 %	13	36.11 %
Sales Shipm...	SS090165	23.02.2024	16,588	1.30 %	4.0	1	16.67 %	4	8.16 %
Sales Shipm...	SS090174	27.02.2024	431	74.27 %	4.0	1	33.33 %	9	23.68 %
Sales Shipm...	SS090184	03.03.2024	25,280	1.31 %	4.0	1	16.67 %	9	23.08 %
Total			12,931,528	36.36 %	2.5	3,026	39.16 %	58,117	13.31 %

Customer

Customer Name	Amount	Late %	Days Late
Progressive Home Fur...	540,449	18.33 %	2.5
Candoxy Canada Inc.	514,884	51.78 %	2.6
Gagn & Gaman	491,636	36.15 %	3.1
John Haddock Insuran...	451,526	19.38 %	2.4
Hotel Pferdesee	449,131	42.01 %	1.7
Sonnstatt Design	439,374	54.79 %	2.8
The Device Shop	438,822	34.66 %	2.9
Marsholm Karmstol	420,911	41.92 %	2.9
Möbel Scherrer AG	409,065	60.77 %	2.0
Highlights Electronics ...	399,987	17.61 %	2.4
Total	12,931,528	36.36 %	2.5

Item

Item Description	Amount	Late %	Days Late
BI4Dynamics NAV	1,939,394	40.25 %	2.7
Touring Bicycle	1,468,170	54.61 %	2.4
N/A	707,776	38.26 %	2.3
Bicycle	553,221	14.33 %	2.3
BI4Dynamics AX	485,422	55.34 %	2.3
SAPPORO Whiteboard	462,591	32.52 %	2.7
ATHENS Euro Chair	454,624	37.52 %	2.6
BI4Dynamics CRM	387,193	41.33 %	2.4
ATLANTA Whiteboard	347,313	27.97 %	3.1
CALGARY Whiteboard	323,877	35.58 %	2.8
Total	12,931,528	36.36 %	2.5

# Sales Orders

2018      2019      2020      2021      2022

2023 2024

1      2      3

4      5      6

7 8 9

10 11 12

Order Amount

## Outstanding Amount

Amount to Invoice

Amount to Ship

Quantity to Ship

16.6M

16.4M

16.4M

16.4M

2.5M

Sales Orders by Customer						Sales Orders by Order Date				Customer Posting Group	Sales Order Amount	Net Sales	Receivables Balance		
Customer Name	Sales Order Amount	Sales Order Amount Shipped	Sales Order Amount Invoiced	Sales Outstanding Amount		Year	Sales Order Amount	Sales Order Amount Shipped	Sales Order Amount Invoiced	Sales Outstanding Amount					
London Light Company	1,302,287			1,302,287		2018	5,220,838			5,220,838		FOREIGN	12,795,002	27,735,102	3,583,314
Livre Importants	1,068,136			1,068,136		2020	1			1		DOMESTIC	3,332,006	6,605,227	1,317,063
Metatorad Malaysia Sdn Bhd	872,141			872,141		2021	438,173	13,868	3,172	424,306		EU	395,989	43,319	52,854
Selangorian Ltd.	829,462			829,462		2022	10,914,736	170,882	132,171	10,743,854		Total	16,575,978	60,801,404	8,283,955
MEMA Ljubljana d.o.o.	710,858	804		710,054		2023	2,230			2,230					
Englunds Kontorsmöbler AB	707,561	674	674	706,887		Total	16,575,978	184,750	135,343	16,391,228					
Carl Anthonyv	690,154	158,972	122,261	531,182											
Total	16,575,978	184,750	135,343	16,391,228											

Sales Orders by Item

Item Description	Sales Order Amount	Sales Outstanding Amount	Sales Order Qty Inv	Sales Order Qty Ship	Sales Order Quantity	Sales Order Quantity Invoiced	Sales Order Quantity Shipped
Chip 32 MB	567,722	567,722	111,906	111,906	111,906		
INNSBRUCK Storage Unit	539,759	441,417	1,897	1,797	2,197	300	400
40GB ATA-66 IDE	438,748	438,748	13,274	13,274	13,274		
15" 1501 FP Flat	436,070	436,070	18,179	18,179	18,179		
10.2 GB ATA-66 IDE	389,522	389,522	31,500	31,500	31,500		
SYDNEY Swivel Chair	355,845	355,845	3,307	3,307	3,307		
Total	16,575,978	16,391,228	2,544,535	2,544,101	2,545,353	818	1,252

Sales Orders by Document

Document No	Document Type	Day	Sales Order Amount	Sales Outstanding Amount	Sales Order Qty Inv	Sales Order Qty Ship	Order Value	Sales Order Quantity
SO-2014-0004	Order	10.01.2018	1,736	1,736	31	31	1,736	31
SO-2014-0005	Order	10.01.2018	1,632	1,632	199	199	1,632	199
SO-2014-0006	Order	10.01.2018	1,866	1,866	217	217	1,866	217
SO-2014-0007	Order	10.01.2018	9,043	9,043	794	794	9,043	794
SO-2014-0008	Order	10.01.2018	9,500	9,500	655	655	9,500	655
SO-2014-0009	Order	10.01.2018	9,351	9,351	830	830	9,351	830
SO-2014-0010	Order	10.01.2018	9,276	9,276	705	705	9,276	705
Total			16,575,978	16,391,228	2,544,535	2,544,101	11,403,926	2,545,353

Salesperson

Salesperson	Sales Order Amount	Net Sales	Receivables Balance
John Roberts	13,506,632	20,088,043	2,364,120
Shafin Phirose	3,041,330	1,540,960	596,929
Peter Sadow	28,017	734,168	1,156,002
Annette Hill		338,572	362,512
Bart Duncan		11,417,212	332,508
Linda Martin		2,074,282	1,796,194
Mary A. Dempsey		11,585,957	660,781
N/A		37,104	16,370
Peter Kozina		21,981	20,882
Richard Lum		12,088,172	632,289
Total	16,575,978	60,801,404	8,283,955

Resource Table

2018	2019	2020	2021	Net Sales	Net Sales Varien %
2022	2023	2024		2.30M	7.19 %

Code Description	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Days Last Sale	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price	Base Unit of Measure	Net Sales	Resource Group	Net Sales
102 - Classroom (cap. 50)	655,656	3,757	2.24 %	1	1,232	2	12,379	53	▲	2,300,238	RENT	1,728,262
200 - Projector (1200x1024)	647,290	16,917	8.01 %	3	743		6,150	105	▲	2,300,238	B-YES	300,768
101 - Classroom (cap. 30)	270,667	10,571	12.74 %		626	3	5,068	53	▲	2,300,238	B-NO	251,977
201 - Projector (1600x1280)	125,534	1,789	5.13 %		801	2	10,504	12	▲	2,300,238	N/A	19,230
LEAD - Project Leading	102,879	-41,506	-84.17 %	52	13		1,163	88	▲	2,300,238	Total	2,300,238
A - Administration fee	82,125	9,121	65.07 %	32	12		4,591	18				
T - Travel	80,414	31,836	229.91 %	29	11		44,683	2				
BUG - Bug fixing	71,796	365	1.69 %	119	10		3,963	18				
CON - Consulting	58,282	-7,790	-33.95 %	52	10		793	73				
DEV - Development	58,206	9,763	69.61 %	12	8		932	62				
S2 - Support - offsite	49,264	20,206	142.21 %	59	6		648	76				
S1 - Support - online	32,137	-7,423	-47.82 %	12	4		587	55				
TIMOTHY - Timothy Sneath	19,230			1,436	3		367	52				
201 - Projector (1024x768)	18,602			1,451	2		1,694	11				
100 - Classroom (cap. 10)	10,512			966	6		36	292				
MS - Marketing and Sales	9,027			1,451	1		496	18				
S - Sick	8,615			1,451	1		519	17				
200 - Projector (800x600)				1,464								
Total	2,300,238	47,607	7.19 %		2,750	5	94,573	24				

Group	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Sales Discount %	Days Last Sale	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price
SERVICES	2,281,008	47,607	7.19 %	3.89%		2,747	5	94,206	24
SERVICES - Resources, etc.	19,230				1,436	3		367	52
Total	2,300,238	47,607	7.19 %	3.86%		2,750	5	94,573	24

Resource Type	Net Sales
Machine	1,728,262
Person	571,976
Total	2,300,238

Gen Prod Posting Group	Net Sales
SERVICES	2,300,238
Total	2,300,238

Year	Net Sales
2021	401,431
2022	526,132
2023	662,534
2024	710,141
Total	2,300,238

Resource  
by Date

2018 2019 2020 2021  
2022 2023 2024

Net Sales 1.37M  
Net Sales Varian % 7.19 %

Year	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Days Last Sale	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price
2023	662,534	136,402	25.93 %		811		20,982	32
2023 - Jan	58,068	1,608	2.85 %	1	67		1,494	39
2023 - Feb	53,302	34,765	45.38 %		63		1,619	33
2023 - Mar	54,745	68,218	69.68 %		64		1,225	45
2023 - Apr	47,339	95,003	80.21 %	1	69		1,142	41
2023 - May	55,718	74,326	38.15 %		55		918	61
2023 - Jun	58,251	87,386	36.41 %		76		8,085	7
2023 - Jul	54,148	81,008	26.95 %		63		1,172	46
2023 - Aug	48,843	77,414	21.93 %		64		804	61
2023 - Sep	55,520	92,085	23.38 %		60		951	58
2023 - Oct	53,959	108,033	25.02 %		62		989	55
2023 - Nov	53,749	115,533	24.16 %		78		1,441	37
2023 - Dec	68,894	136,402	25.93 %		90		1,142	60
2024	710,141	47,607	7.19 %		888	5	39,453	18
2024 - Jan	56,830	-1,237	-2.13 %		74	1	4,918	12
2024 - Feb	52,448	-2,091	-1.88 %	1	71	1	5,130	10
2024 - Mar	63,655	6,819	4.10 %	1	77	1	5,709	11
2024 - Apr	92,611	52,091	24.40 %		142		5,504	17
2024 - May	55,962	52,335	19.44 %		71	1	5,115	11
2024 - Jun	55,220	49,304	15.06 %		64		944	58
2024 - Jul	60,131	55,288	14.49 %		74		1,335	45
2024 - Aug	45,060	51,504	11.97 %		53		1,171	38
2024 - Sep	56,601	52,585	10.82 %		73		1,342	42
2024 - Oct	64,535	63,161	11.70 %		68		1,716	38
2024 - Nov	56,197	65,609	11.05 %		59		1,558	36
2024 - Dec	50,891	47,607	7.19 %		62	1	5,011	10
Total	1,372,675	47,607	7.19 %		1,699	5	60,435	23

Base Unit of Measure	Net Sales	Resource Group	Net Sales
HOUR	1,372,675	RENT	1,027,235
Total	1,372,675	B-YES	205,276
		B-NO	140,165
		Total	1,372,675

Resource Type	Net Sales	Gen Prod Posting Group	Net Sales
Machine	1,027,235	SERVICES	1,372,675
Person	345,440	Total	1,372,675
Total	1,372,675		

Group	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Days Last Sale	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price
SERVICES	1,372,675	47,607	7.19 %		1,699	5	60,435	23
SERVICES - Resources, etc.				1,436				
Total	1,372,675	47,607	7.19 %		1,699	5	60,435	23

Customer Name	Net Sales	Net Sales YTD Var %	Days Last Sale	# Invoices
Gagn & Gaman	69,240	29.54 %	13	78
Candoxy Canada Inc.	60,277	90.05 %	6	60
Sonnmat Design	51,590	-36.53 %	5	75
Highlights Electronics Sdn Bhd	50,699	90.30 %	11	39
Parmentier Boutique	45,491	-15.94 %	5	57
Meersen Meubelen	40,933	-28.79 %	7	41
Total	1,372,675	7.19 %		1,699

# Resource Attributes

Base Unit of Measure		Net Sales	
HOUR		3,513,925	
Total		3,513,925	

Gen Prod Posting Group		Net Sales	
SERVICES		3,513,925	
Total		3,513,925	

Resource Blocked		Net Sales	
False		3,513,925	
Total		3,513,925	

Resource Group		Net Sales	
RENT		2,941,950	
B-YES		300,768	
B-NO		251,977	
N/A		19,230	
Total		3,513,925	

Resource Type		Net Sales	
Machine		2,941,950	
Person		571,976	
Total		3,513,925	

Search Name		Net Sales	
CLASSROOM (CAP. 50)		1,101,973	
PROJECTOR (1200X1024)		647,290	
PROJECTOR (800X600)		491,619	
CLASSROOM (CAP. 30)		479,377	
PROJECTOR (1600X1280)		125,534	
PROJECT LEADING		102,879	
ADMINISTRATION FEE		82,125	
TRAVEL		80,414	
PROJECTOR (1024X768)		78,052	
BUG FIXING		71,796	
CONSULTING		58,282	
DEVELOPMENT		58,206	
SUPPORT - OFFSITE		49,264	
SUPPORT - ONLINE		32,137	
TIMOTHY SNEATH		19,230	
CLASSROOM (CAP. 10)		18,104	
MARKETING AND SALES		9,027	
SICK		8,615	
Total		3,513,925	

Resource		Net Sales	
102 - Classroom (cap. 50)		1,101,973	
200 - Projector (1200x1024)		647,290	
200 - Projector (800x600)		491,619	
101 - Classroom (cap. 30)		479,377	
201 - Projector (1600x1280)		125,534	
LEAD - Project Leading		102,879	
A - Administration fee		82,125	
T - Travel		80,414	
201 - Projector (1024x768)		78,052	
BUG - Bug fixing		71,796	
CON - Consulting		58,282	
DEV - Development		58,206	
S2 - Support - offsite		49,264	
S1 - Support - online		32,137	
TIMOTHY - Timothy Sneath		19,230	
100 - Classroom (cap. 10)		18,104	
MS - Marketing and Sales		9,027	
S - Sick		8,615	
Total		3,513,925	

Resource Name		Net Sales	
Classroom (cap. 50)		1,101,973	
Projector (1200x1024)		647,290	
Projector (800x600)		491,619	
Classroom (cap. 30)		479,377	
Projector (1600x1280)		125,534	
Project Leading		102,879	
Administration fee		82,125	
Travel		80,414	
Projector (1024x768)		78,052	
Bug fixing		71,796	
Consulting		58,282	
Development		58,206	
Support - offsite		49,264	
Support - online		32,137	
Timothy Sneath		19,230	
Classroom (cap. 10)		18,104	
Marketing and Sales		9,027	
Sick		8,615	
Total		3,513,925	



# Item Attributes

Item Type			Type Name			Item Discount Group			VAT Prod. Posting Group Code		
▼			▼			▼			▼		
N/A			Item			FINISHED			VAT25		
Inventory			Total			A			VAT10		
Total			55,533,316			RESALE			Total		
						N/A					
						RAW MAT					
						B					
						Total					

# Customer Attributes

<div>Customer Posting Group</div> <div>Net Sales</div>		<div>Country</div> <div>Net Sales</div>		<div>Payment Terms Code</div> <div>Net Sales</div>		<div>Location Code</div> <div>Net Sales</div>		<div>Blocked</div> <div>Net Sales</div>	
BINNENL	4,719,124	United Kingdom	7,208,484	1M(8D)	23,824,822	LOC 1	15,623,502		60,801,404
BUITENL	21,698,632	Netherlands	4,895,624	14 DAYS	21,221,853	LOC 2	11,194,539	Total	60,801,404
DOMESTIC	6,605,227	Morocco	4,273,844	CM	12,976,889	PLAATS 1	10,404,187		
EU	43,319	Germany	4,224,126	N/A	1,903,206	PLAATS 2	9,677,047		
FOREIGN	27,735,102	Austria	4,048,686	30D	874,633	LOC 3	7,473,764		
Total	60,801,404	Switzerland	3,557,547	Total	60,801,404	PLAATS 3	6,336,522		
		Spain	3,520,931			RED	37,400		
		Canada	3,169,053			N/A	24,822		
		Sweden	3,088,074			GREEN	16,616		
		Malaysia	2,827,781			BLUE	13,005		
		USA	2,807,237			Total	60,801,404		
		Iceland	2,743,734						
		Belgium	2,626,431						
		Slovenia	2,610,707						
		Denmark	2,602,990						
		Norway	2,009,629						
		Czech Republic	1,578,244						
		France	1,149,081						
		Total	60,801,404						

<div>Gen Bus Posting Group</div> <div>Net Sales</div>		<div>VAT Bus Posting Group</div> <div>Net Sales</div>		<div>Customer Disc Group Code</div> <div>Net Sales</div>		<div>Customer Price Group</div> <div>Net Sales</div>		<div>Salesperson</div> <div>Net Sales</div>	
EU	17,932,273	EU	31,743,790	N/A	24,254,364	N/A	60,801,404	John Roberts	20,088,043
NON EU	17,717,090	EXPORT	9,846,148	RETAIL	19,477,337	Total	60,801,404	Richard Lum	12,088,172
BUITEN EU	13,811,517	NON EU	7,887,115	LARGE ACC	17,069,704			Mary A. Dempsey	11,585,957
NATIONAL	6,573,876	NATIONAL	6,573,876	Total	60,801,404			Bart Duncan	11,417,212
BINNENLAND	4,719,124	BINNENLAND	4,719,124					Linda Martin	2,074,282
DOMESTIC	31,351	DOMESTIC	31,351					Shafin Phirose	1,540,960
EXPORT	16,173	Total	60,801,404					Tjasa Gruden	874,953
Total	60,801,404							Peter Sadow	734,168
								Annette Hill	338,572
								N/A	37,104
								Peter Kozina	21,981
								Total	60,801,404

Up to 20 global dimensions (BC) and unlimited (DFO) accross all business areaas

<div><div>Dim Area L1</div><div>Net Sales</div><div><div>10 - Europe</div><div>20 - Europe North</div><div>20 - Noord-Europa</div><div>50 - Europe South</div><div>50 - Zuid-Europa</div><div>60 - America</div><div>80 - America South</div><div>70 - America North</div><div>80 - Zuid-Amerika</div><div>70 - Noord-Amerika</div><div>60 - America</div><div>N/A</div><div>N/A</div><div>Total</div></div><div><div>45,882,614</div><div>22,103,386</div><div>17,580,883</div><div>3,761,030</div><div>2,437,315</div><div>14,326,580</div><div>3,966,879</div><div>3,949,603</div><div>3,412,184</div><div>2,951,635</div><div>46,281</div><div>592,209</div><div>592,209</div><div>60,801,404</div></div></div>	<div><div>Dim Business Group L1</div><div>Net Sales</div><div><div>INDUSTRIAL</div><div>OFFICE</div><div>INDUSTRIE</div><div>KANTOOR</div><div>INTERCOMPANY</div><div>HOME</div><div>HUIS</div><div>N/A</div><div>HOME - Home</div><div>OFFICE - Office</div><div>INDUSTRIAL - Industrial</div><div>Total</div></div><div><div>13,575,882</div><div>13,056,140</div><div>10,851,726</div><div>10,499,053</div><div>4,840,730</div><div>4,021,993</div><div>2,954,271</div><div>966,131</div><div>20,539</div><div>14,266</div><div>674</div><div>60,801,404</div></div></div>	<div><div>Dim Customer Group L1</div><div>Net Sales</div><div><div>SMALL</div><div>1-KLEIN BEDRIJF</div><div>MEDIUM</div><div>LARGE</div><div>3-GROOT BEDRIJF</div><div>2-MIDDEL BEDRIJF</div><div>PRIVATE</div><div>4-STAAAT</div><div>INTERCOMPANY</div><div>5-INTERCOMPANY</div><div>N/A</div><div>SMALL - Small Business</div><div>MEDIUM - Medium Business</div><div>LARGE - Large Business</div><div>Total</div></div><div><div>16,547,637</div><div>13,115,318</div><div>6,094,357</div><div>5,782,367</div><div>4,683,968</div><div>4,362,156</div><div>3,265,083</div><div>2,840,021</div><div>1,707,652</div><div>1,401,235</div><div>915,098</div><div>44,424</div><div>34,078</div><div>8,010</div><div>60,801,404</div></div></div>	<div><div>Dim Department L1</div><div>Net Sales</div><div><div>SALES - Sales</div><div>SALES - Verkoop</div><div>N/A</div><div>Total</div></div><div><div>30,657,817</div><div>24,025,092</div><div>6,118,495</div><div>60,801,404</div></div></div>
<div><div>Net Sales</div><div>60,801,404</div></div>	<div><div>Net Sales</div><div>60,801,404</div></div>	<div><div>Net Sales</div><div>60,801,404</div></div>	<div><div>Net Sales</div><div>60,801,404</div></div>

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Last Data Refresh - Analytical database

BI4Dynamics PBI XMLA	1033	EN-US	2017	11/6/2021	6	1
Instance Name	Language	Language Code	Start Year	Fiscal Date Start	Fiscal Date Offset	Number Of Years

BI4Dynamics PBI XMLA	BI4Dynamics PBI XMLA	19,5	19,5	0	0
Data Warehouse Name	Tabular Database Name	Decimal Precision Fact	Decimal Precision Stage	Process Type	CCI Stage

ASDF-LKJH-ASDF-LKJA	9.3.0	standard	15.00	enterprise64
BI4Dynamics License Key	BI4Version	SQL Server Edition	SQL Server Version	Analysis Services Edition