

1. Number of successful transactions

| company | SC successful contracts | CON number of contacts | $\frac{SC \times 100}{CON}$ |
|----------------|-------------------------|------------------------|-----------------------------|
| MECSOL | 14 | 30 | 46,67% |
| SOLMAKT | 14 | 35 | 40% |

2. Advertising

MECSOL brochure, poster, Facebook, video
SOLMAKT brochure, poster, Facebook, video

3. Highest profit /EUR

| company | CG cost of sold goods | AI average inventory | Rotation index = $\frac{CG}{AI}$ |
|----------------|-----------------------|----------------------|----------------------------------|
| MECSOL | 1860 | 3000 | 0.62 |
| SOLMAKT | 5820 | 7500 | 0.78 |

| company | REVENUES | COSTS OF GOODS SOLD | PROFIT |
|----------------|----------|---------------------|-------------|
| MECSOL | 6626 | 1860 | 4766 |
| SOLMAKT | 14095 | 5820 | 8275 |

4. Highest turnover /EUR

| company | REVENUES |
|----------------|----------|
| MECSOL | 6626 |
| SOLMAKT | 14095 |