

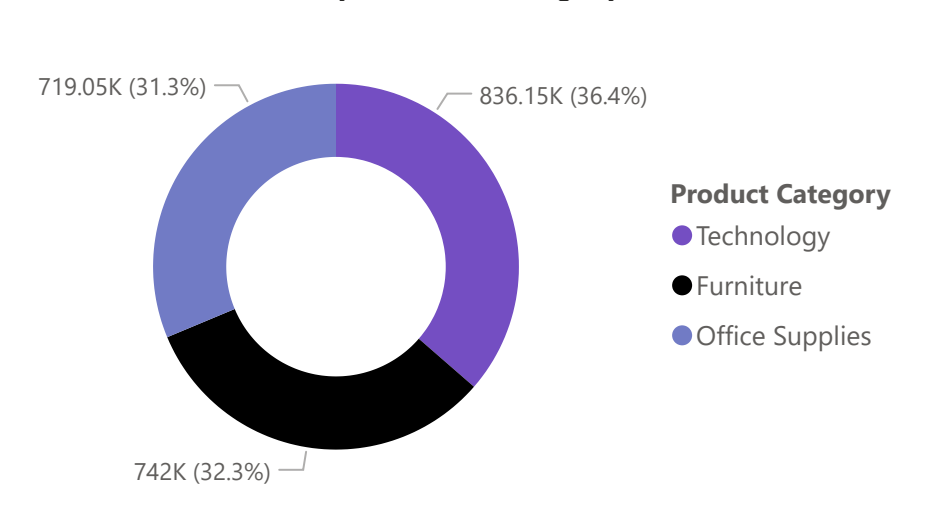
EPAM Systems: Financial & Customer Analysis

Svetlana Kamarova, V&A Analyst

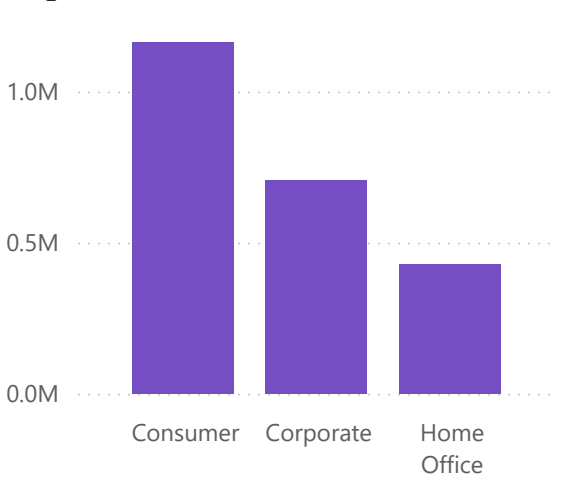


Total Volume of Orders	Total Profit	Gross Profit Margin
10K	286.40K	
Total Revenue	Average Discount...	
2.30M	0.16	0.12
	Average Profit	
	28.66	

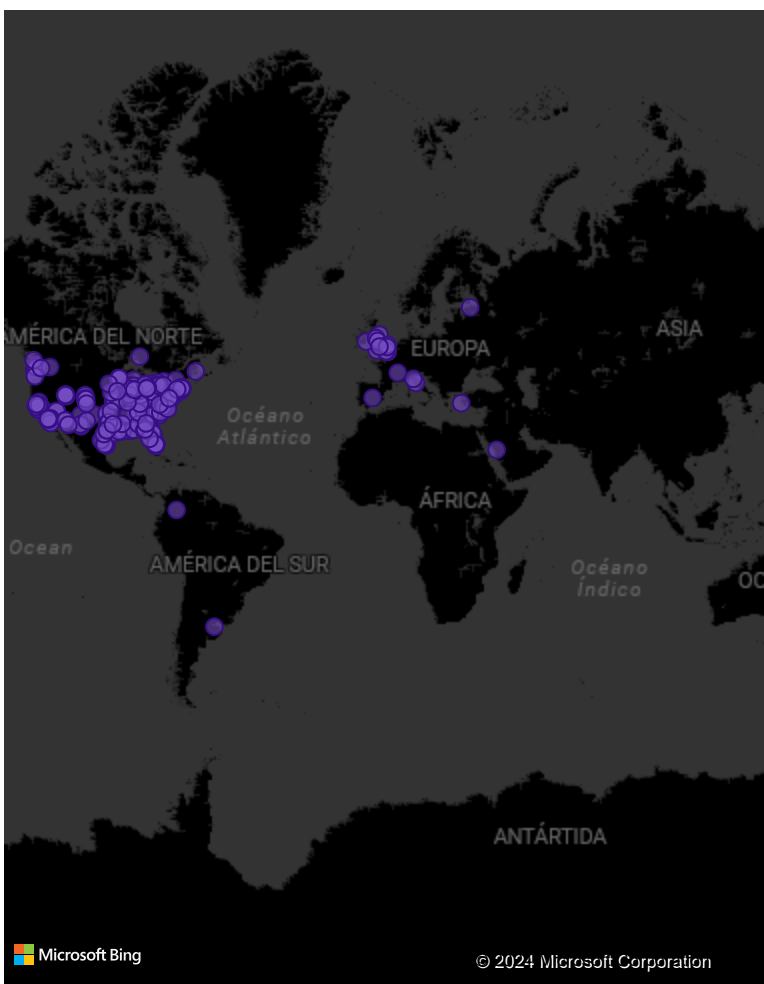
Revenue Breakdown by Product Category



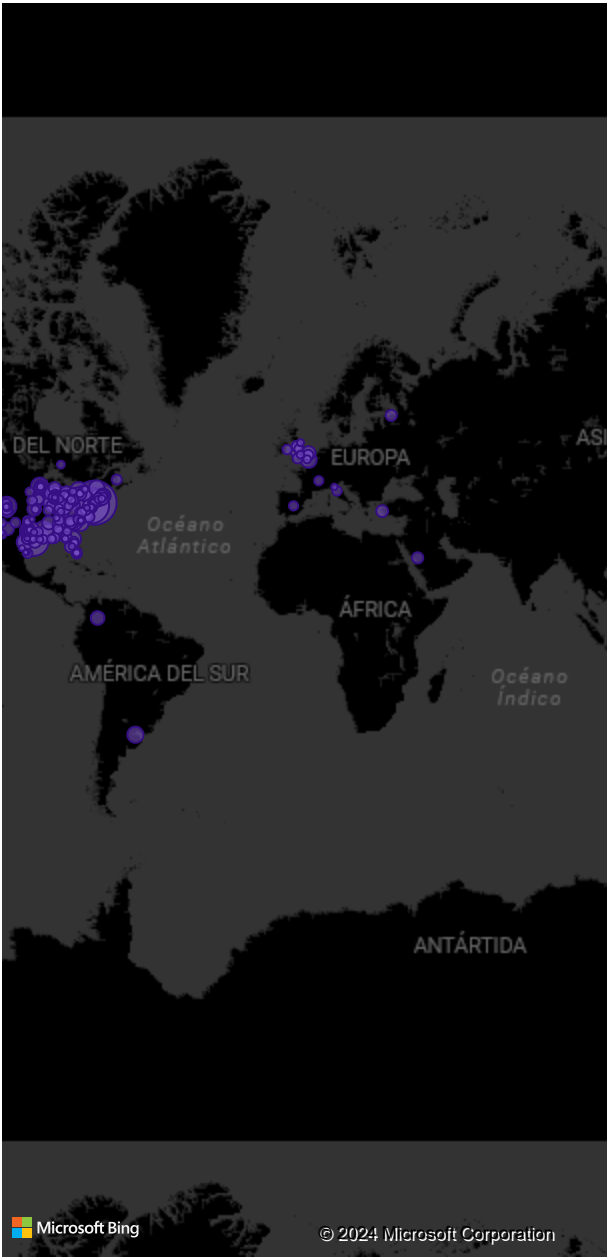
Revenue Contribution by Market Segment



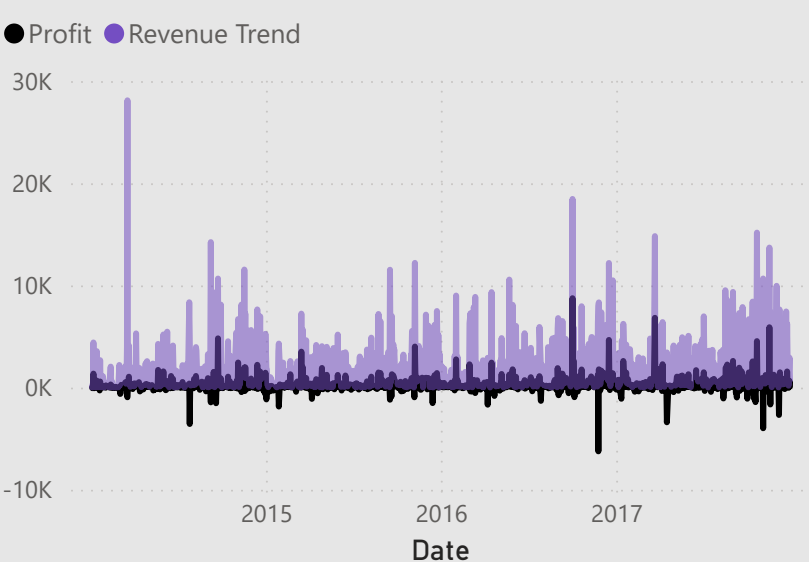
Geographic Distribution by Initial Customers



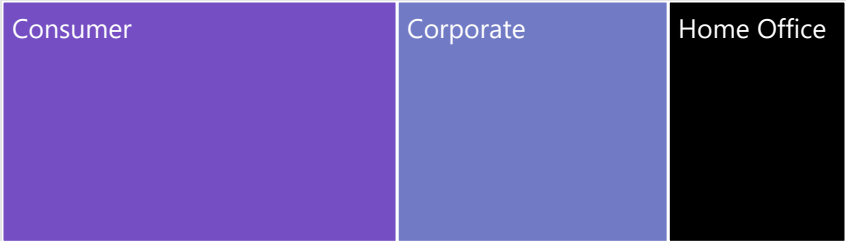
Geographic Distribution by Revenue



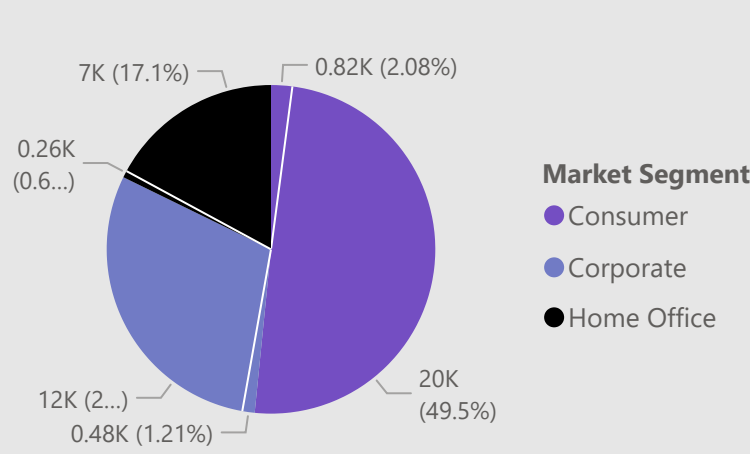
Profit and Revenue Trend by Date



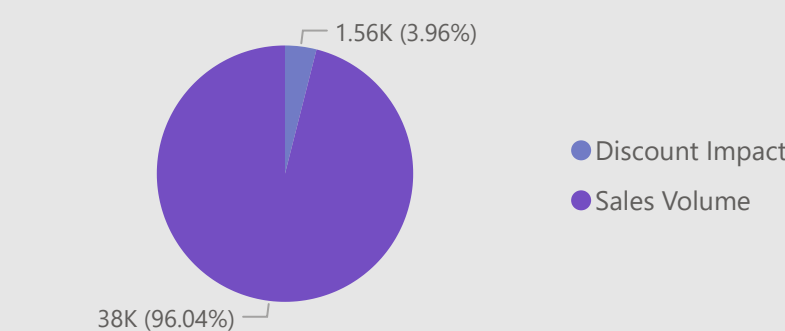
Profitability by Market Segment



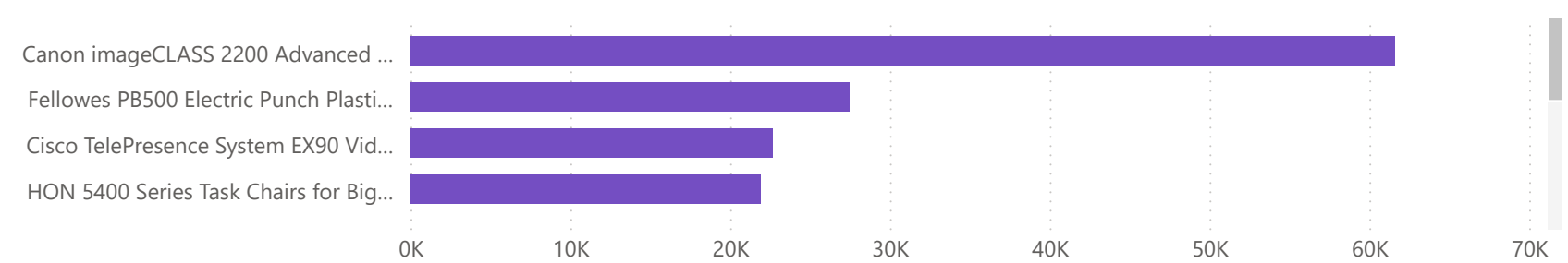
Discount Impact and Sales Volume by Market Segment



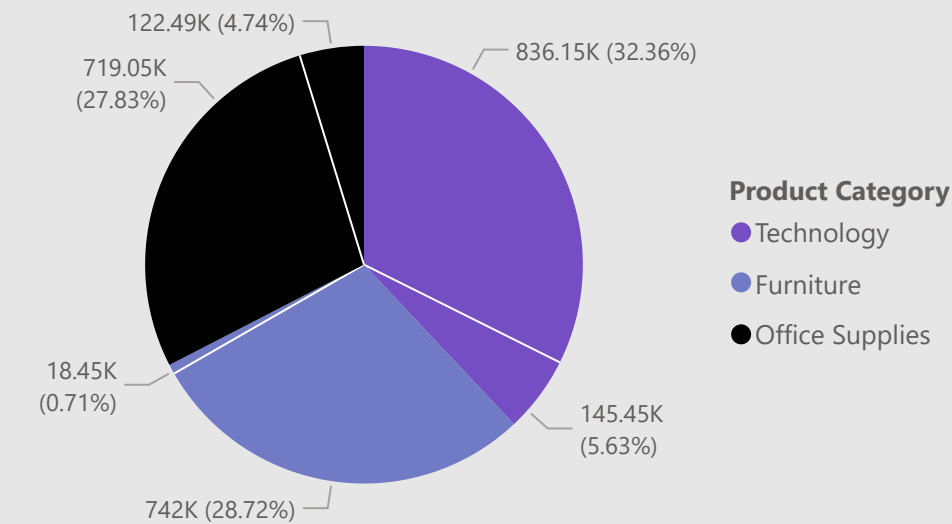
Discount Impact and Sales Volume



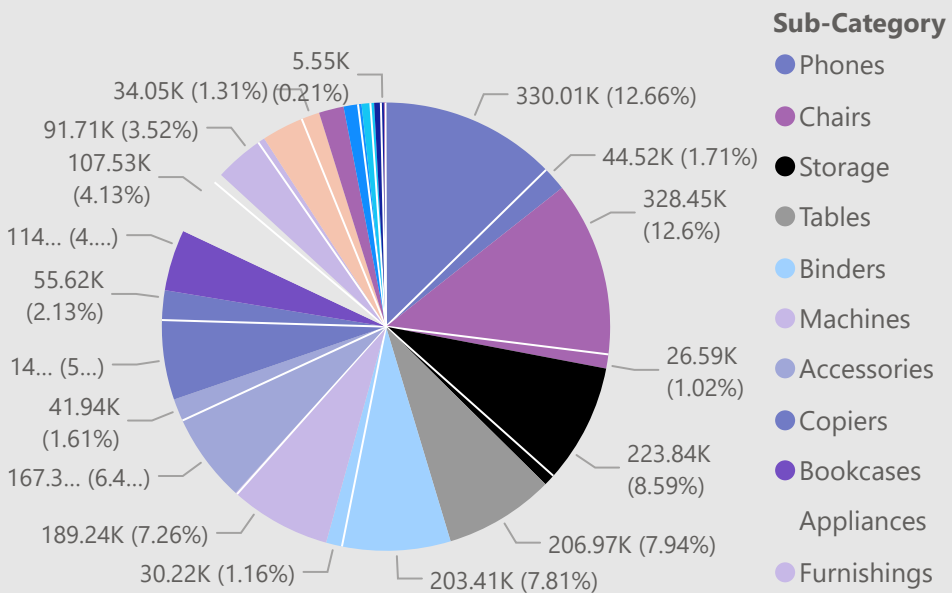
Revenue Analysis by Product-Level



Revenue and Profitability by Product Category



Revenue and Profitability by Sub-Category



Discount Correlation by Profit

