

\$2,502,907,887.74

Revenue

\$2,463,184,823.62

TARGET

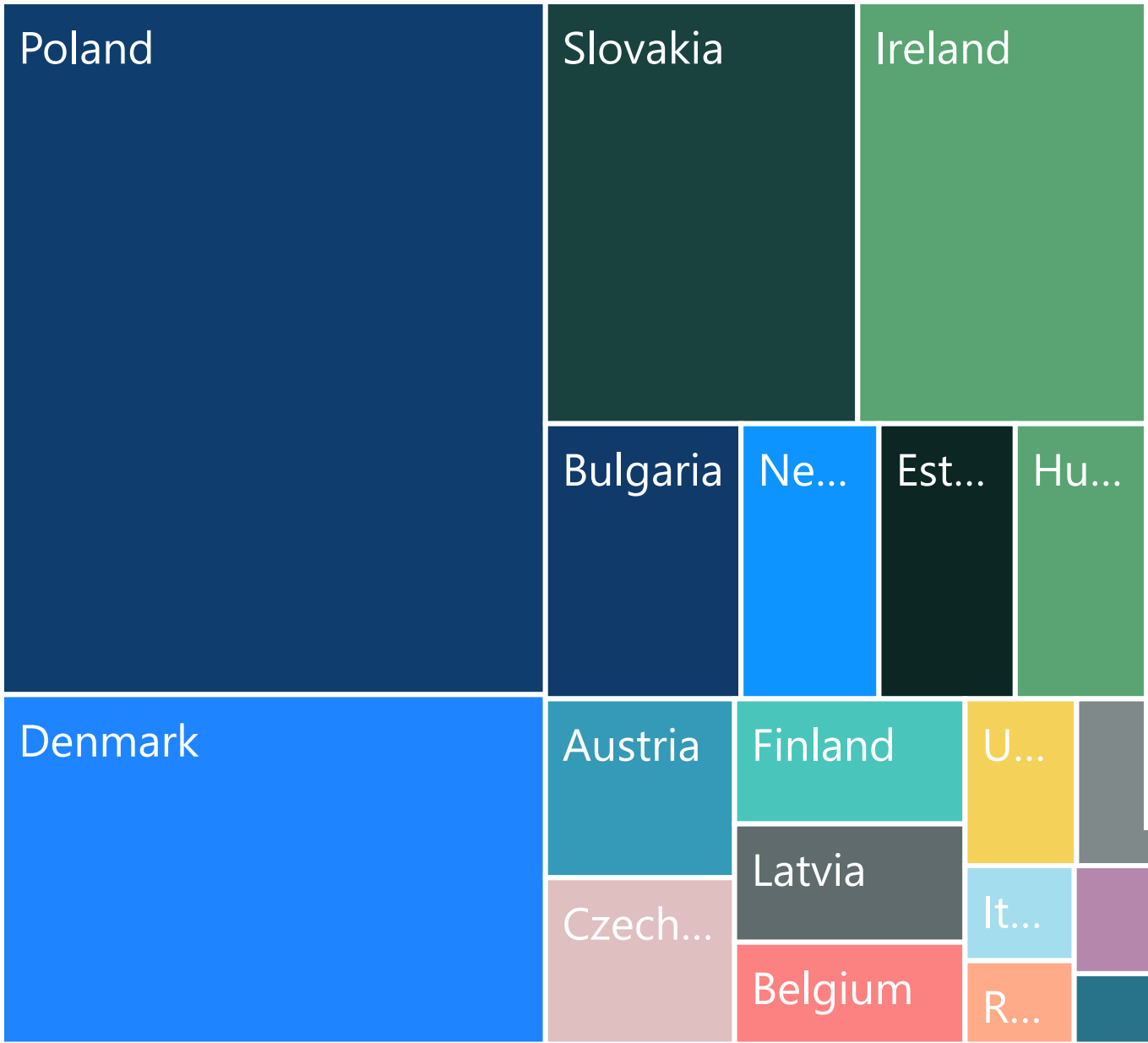
(\$39,723,064.12)

variance

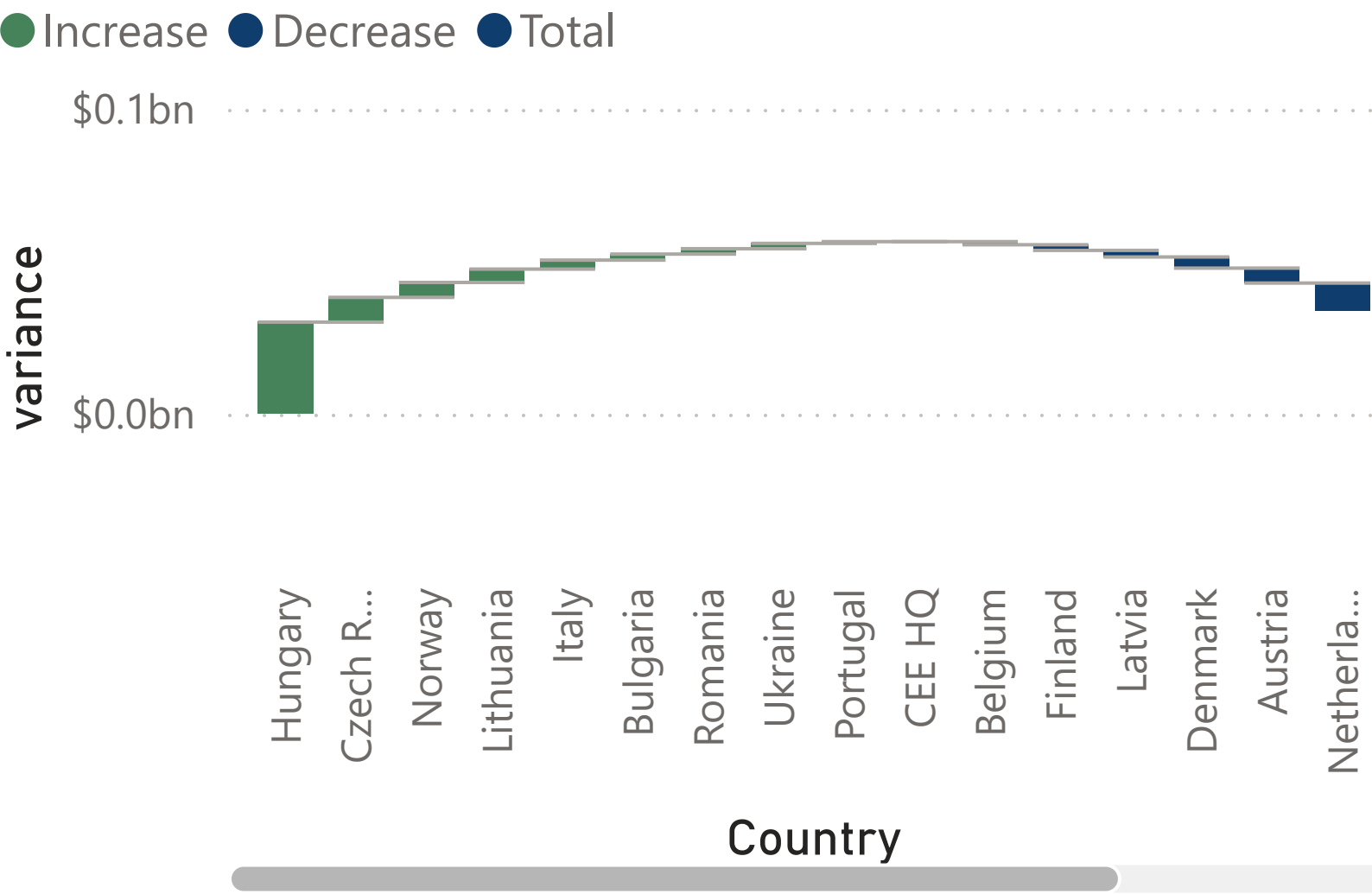
-1.61%

Margin

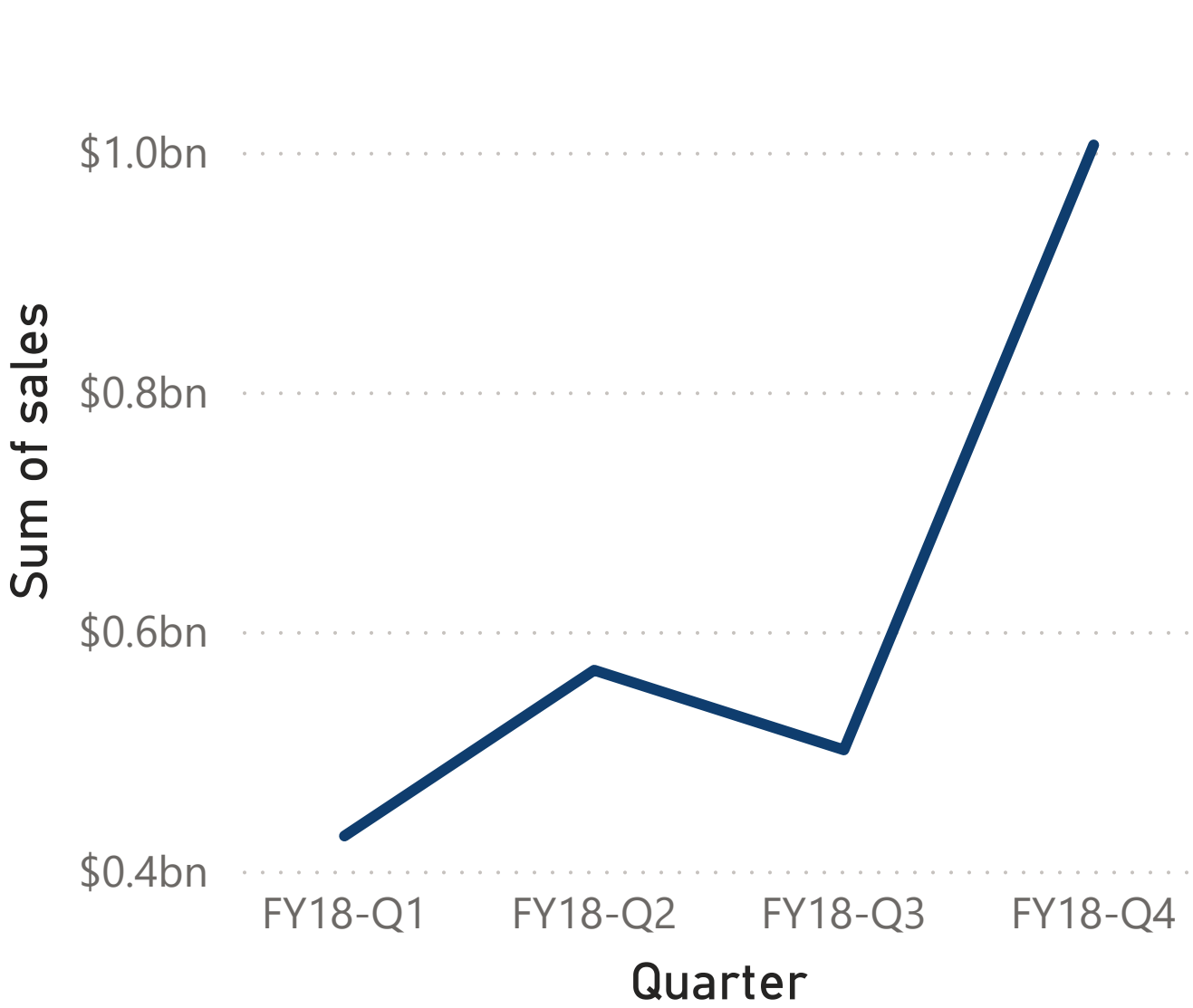
Sum of sales by Country



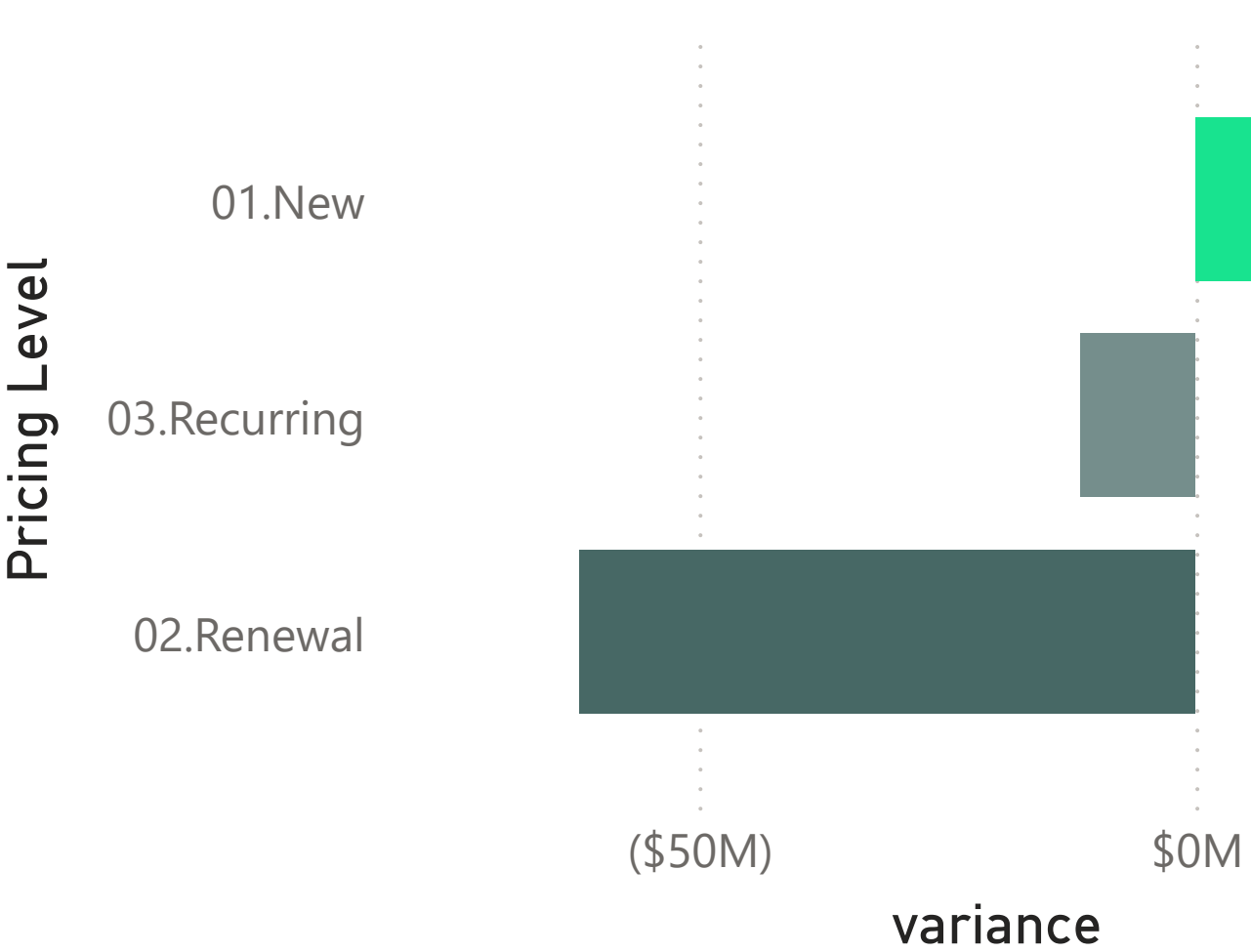
variance by Country



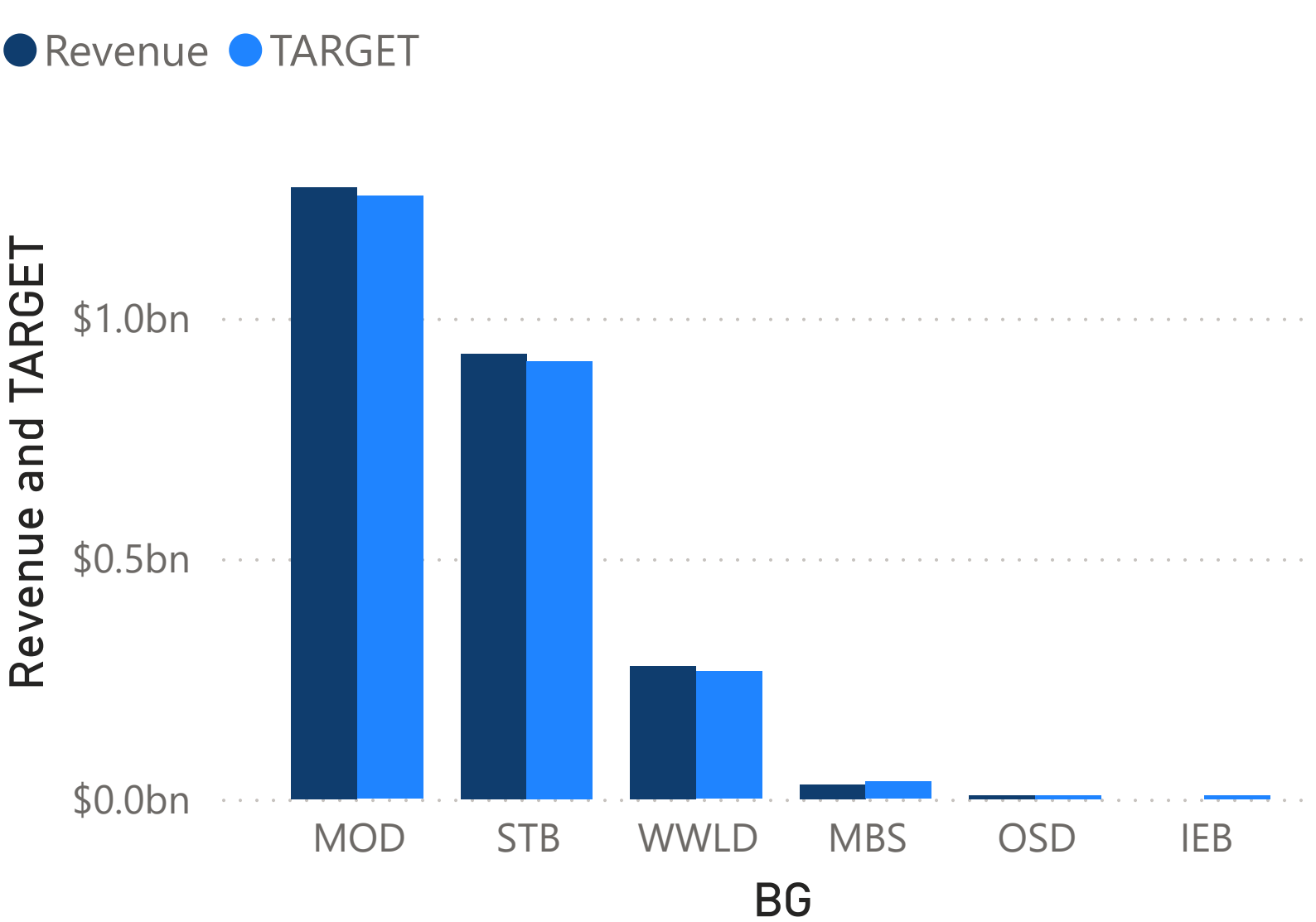
Sum of sales by Quarter



variance by Pricing Level



Revenue and TARGET by BG



FINANCIAL
OVERVIEW

-1.61%

Margin

\$2.50bn

Revenue

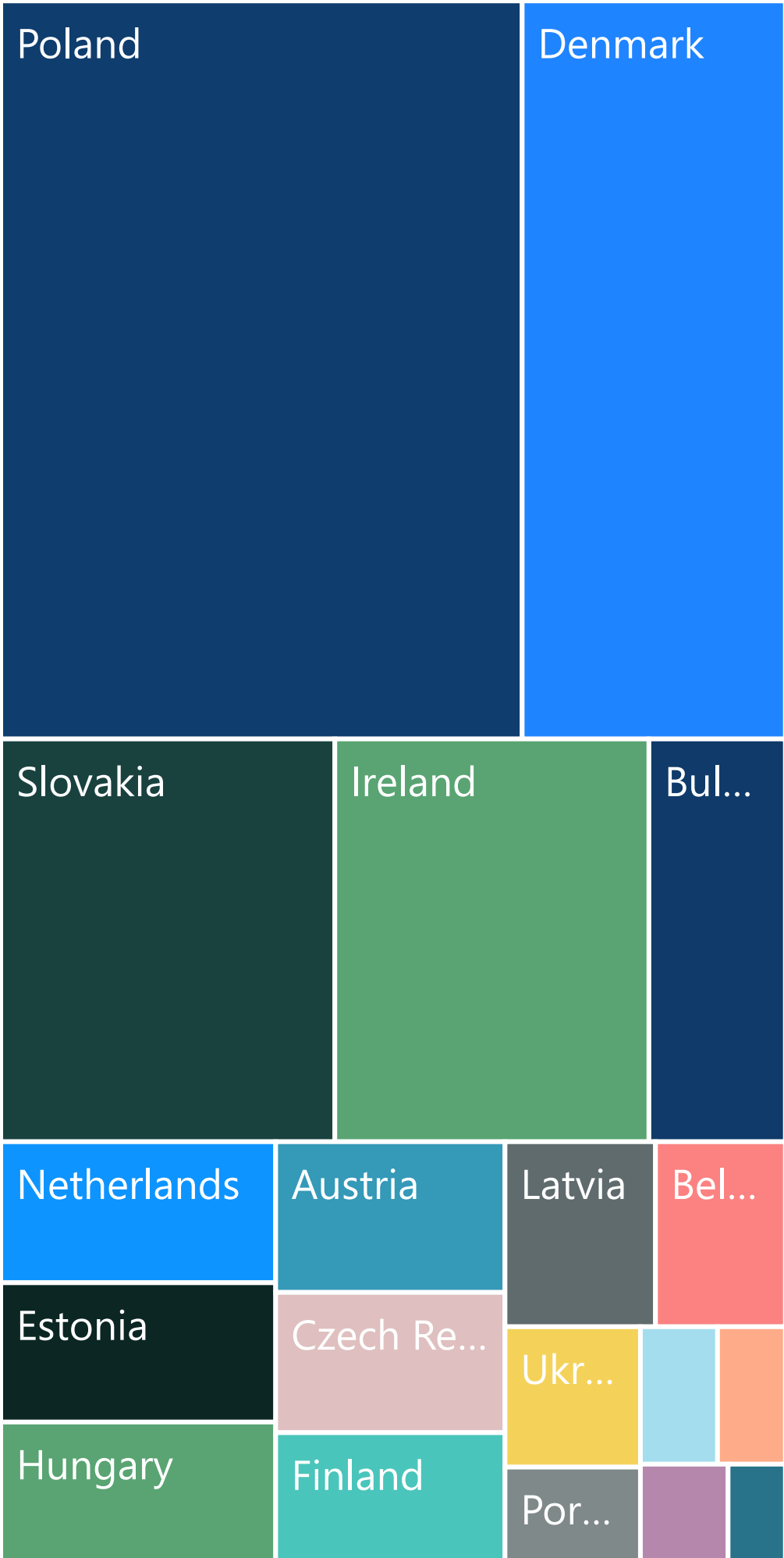
\$2.46bn

TARGET

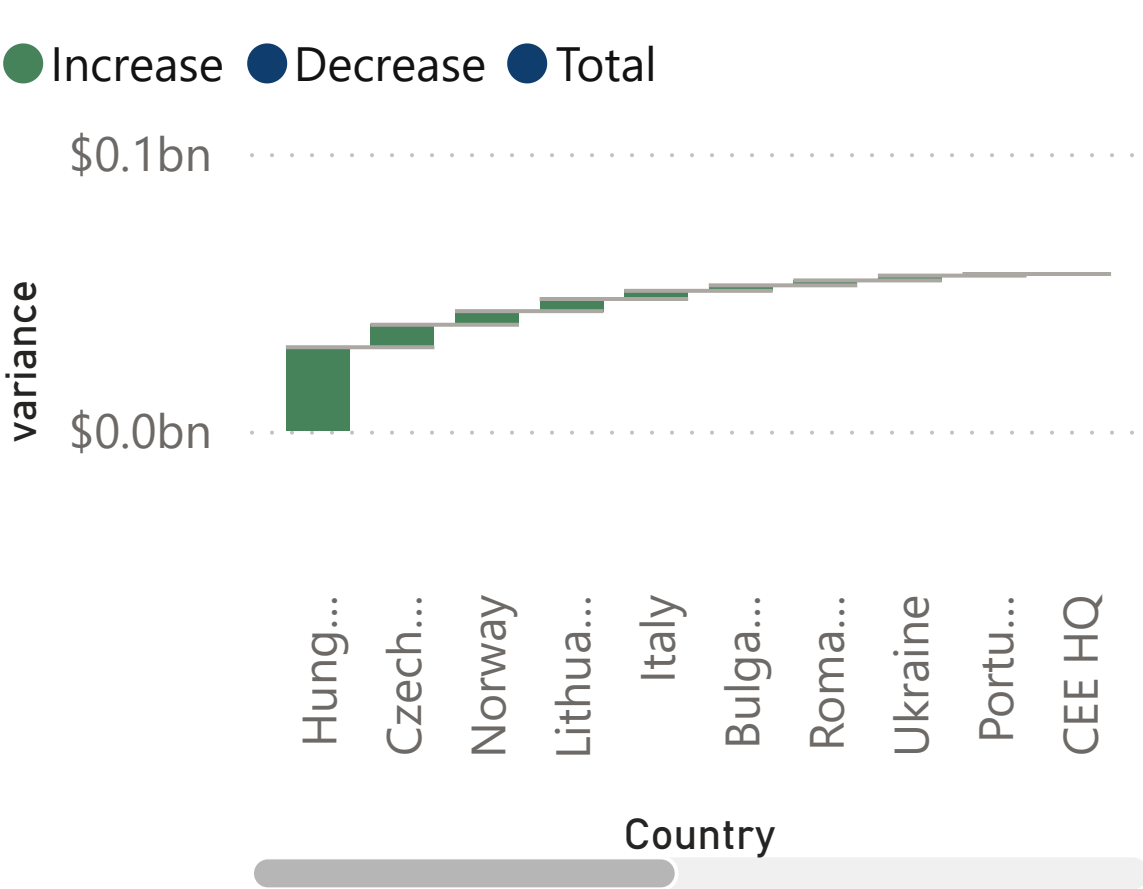
(\$39.72M)

variance

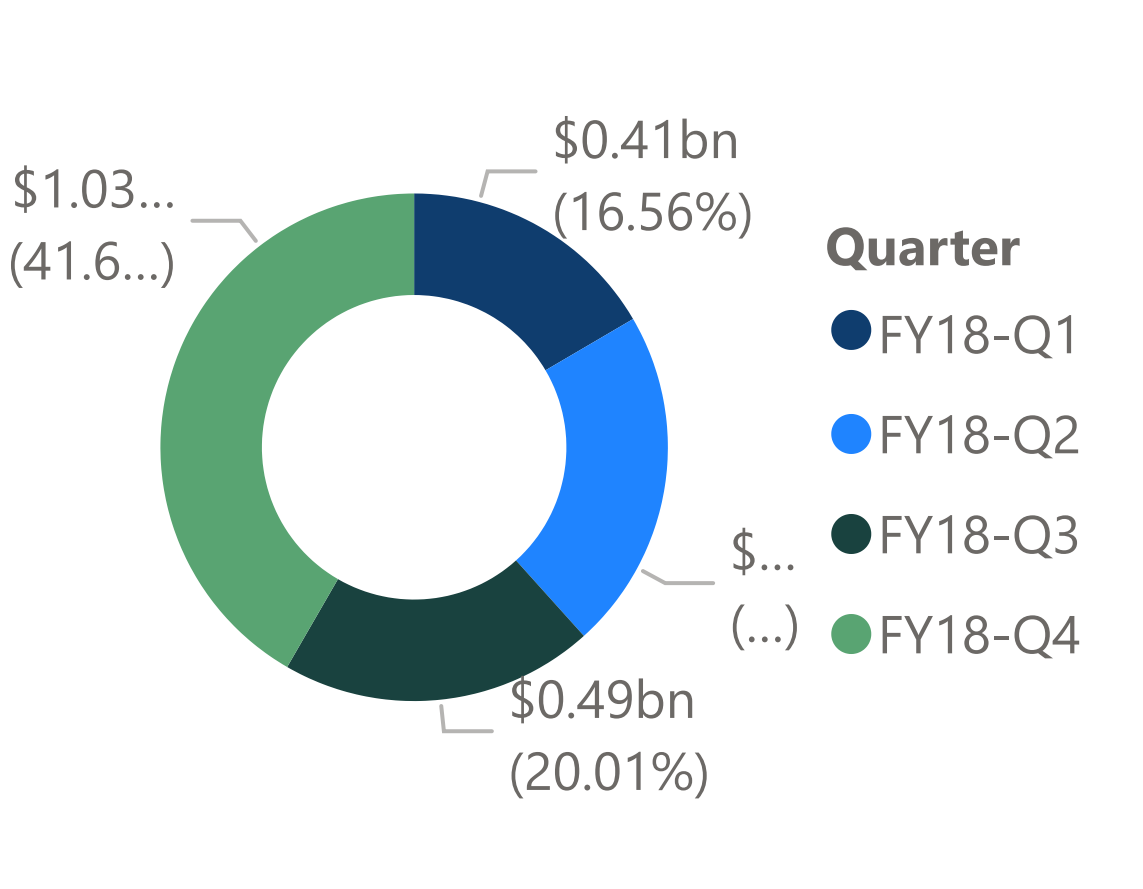
Sum of sales by Country



variance by Country



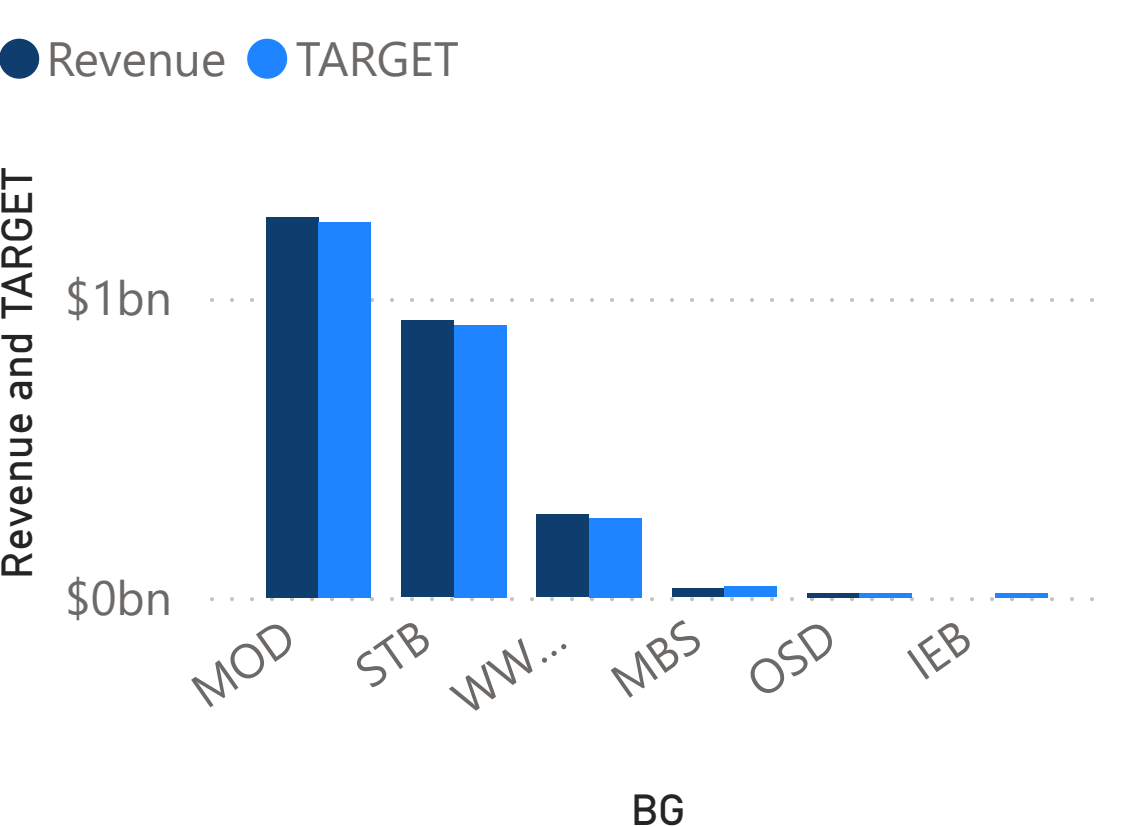
TARGET by Quarter



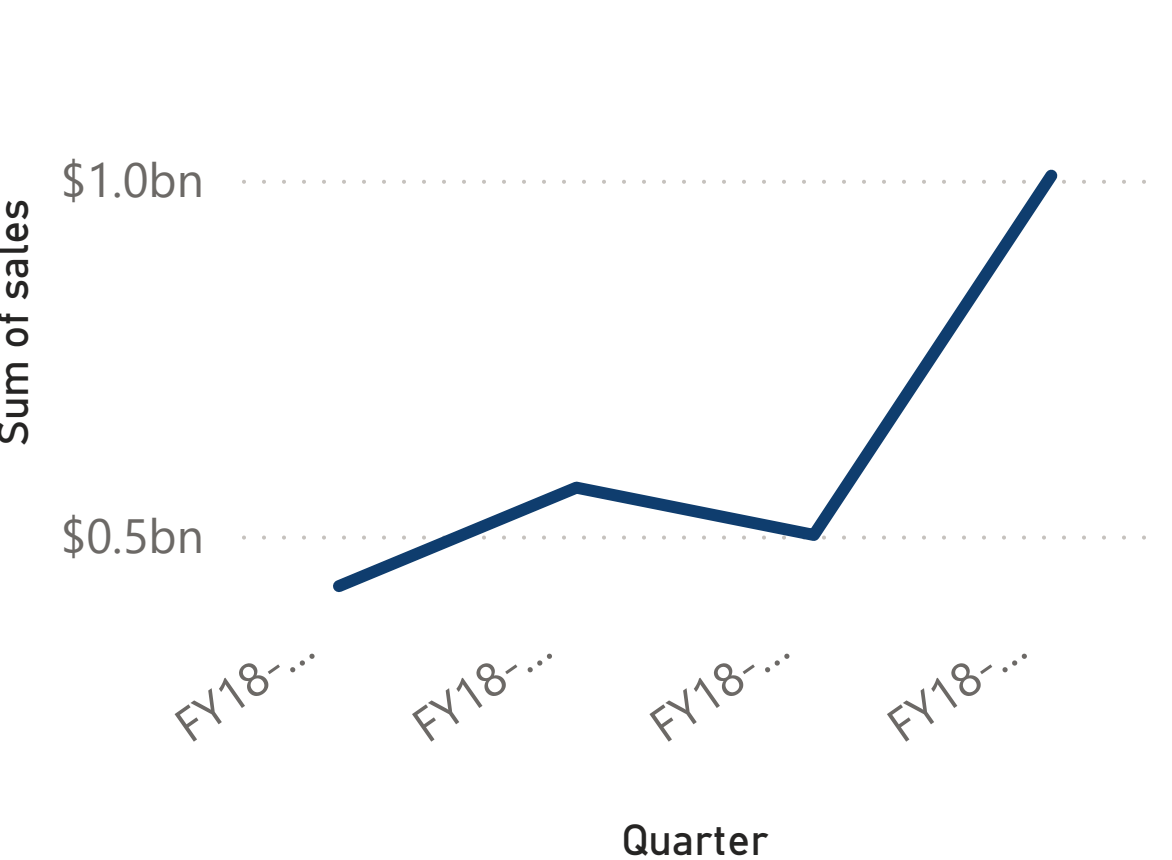
Quarterly Margin and Variance

Quarter	Margin	variance
FY18-Q4	1.99%	\$20,384,717.74
FY18-Q3	-1.64%	(\$8,063,134.97)
FY18-Q1	-5.13%	(\$20,929,961.68)
FY18-Q2	-5.80%	(\$31,114,685.22)
Total	-1.61%	(\$39,723,064.12)

Revenue and TARGET by BG



Sum of sales by Quarter



variance by Pricing Level

