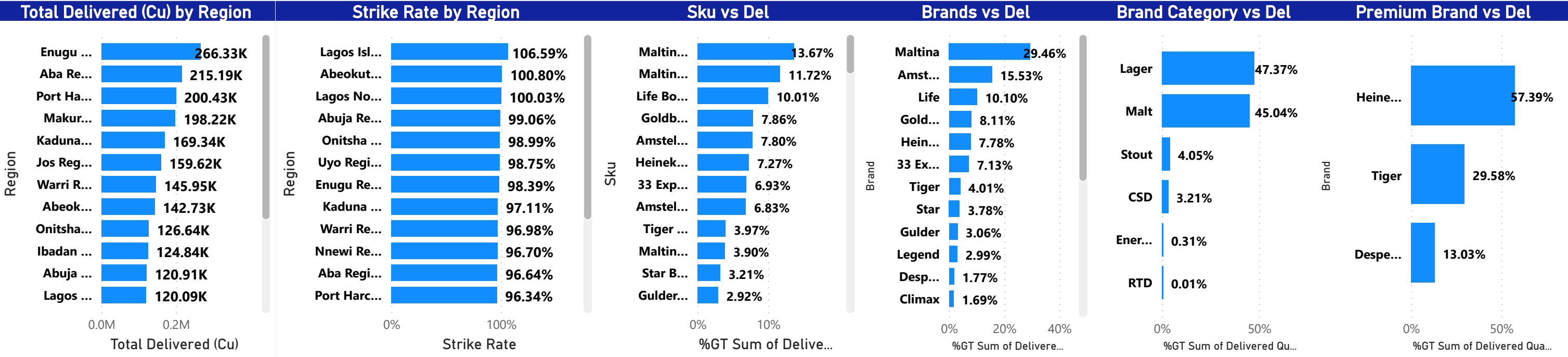


| Zone <div><div></div>Select all</div> <div><div></div>East</div> <div><div></div>North</div> <div><div></div>West</div> | Year | Actual Vs Target <div>2.57M!</div> <div>Goal: 44025696 (-94.17%)</div> <div>2023</div> | Total Created | | Total Delivered Cu | | Total Delivered HL | | Total Revenue | Premium Brand |
|---|---------|--|---------------|--------------|--------------------|---------------|--------------------|------------------|---------------|----------------|
| | 2023 | | 2.6M | | 2.57M | | 181.83K | | 9.16bn | 347.85K |
| | Month | | Strike Rate | West Full Yr | East Full Yr | North Full Yr | | National Full Yr | | %Premium Brand |
| | January | | 97.3% | 5.1% | 6.1% | 6.3% | | 5.8% | | 13.6% |



| Date | Day Name | Month | Week of Year | Year | Total Created | Total Created MTD | Total Created YTD | Total Delivered (Cu) | Total Delivered MTD (Cu) | Total Delivered YTD (Cu) | Total Delivered YTD (HL) |
|-----------|-----------|---------|--------------|------|---------------|-------------------|-------------------|----------------------|--------------------------|--------------------------|--------------------------|
| 1/1/2023 | Sunday | January | 1 | 2023 | 131 | 131 | 131 | 114.00 | 114 | 114 | 8.74 |
| 1/2/2023 | Monday | January | 1 | 2023 | 78070 | 78201 | 78201 | 76488.00 | 76602 | 76602 | 5,408.26 |
| 1/3/2023 | Tuesday | January | 1 | 2023 | 93198 | 171399 | 171399 | 91817.00 | 168419 | 168419 | 11,916.70 |
| 1/4/2023 | Wednesday | January | 1 | 2023 | 101258 | 272657 | 272657 | 98643.00 | 267062 | 267062 | 18,909.78 |
| 1/5/2023 | Thursday | January | 1 | 2023 | 99048 | 371705 | 371705 | 96523.00 | 363585 | 363585 | 25,708.73 |
| 1/6/2023 | Friday | January | 1 | 2023 | 105317 | 477022 | 477022 | 102299.00 | 465884 | 465884 | 32,972.09 |
| 1/7/2023 | Saturday | January | 1 | 2023 | 81449 | 558471 | 558471 | 81621.00 | 547505 | 547505 | 38,800.90 |
| 1/8/2023 | Sunday | January | 2 | 2023 | 938 | 559409 | 559409 | 873.00 | 548378 | 548378 | 38,864.84 |
| 1/9/2023 | Monday | January | 2 | 2023 | 106386 | 665795 | 665795 | 103344.00 | 651722 | 651722 | 46,145.44 |
| 1/10/2023 | Tuesday | January | 2 | 2023 | 111785 | 777580 | 777580 | 106992.00 | 758714 | 758714 | 53,728.71 |
| 1/11/2023 | Wednesday | January | 2 | 2023 | 104527 | 882107 | 882107 | 101343.00 | 860057 | 860057 | 60,838.66 |
| 1/12/2023 | Thursday | January | 2 | 2023 | 107554 | 989661 | 989661 | 104161.00 | 964218 | 964218 | 68,193.44 |
| 1/13/2023 | Friday | January | 2 | 2023 | 104691 | 1094352 | 1094352 | 101690.00 | 1065908 | 1065908 | 75,392.04 |
| Total | | | | | 2637266 | 2637266 | 2637266 | 2565765.00 | 2565765 | 2565765 | 181,827.90 |