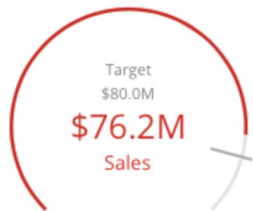


Missed Q4 Target by \$-3.5M or -2.1% | Sales of \$76.2M are Under Prior Year by \$-13.3M or -14.8%

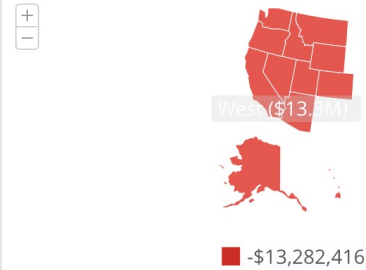
Sales Attainment

95% Attainment %



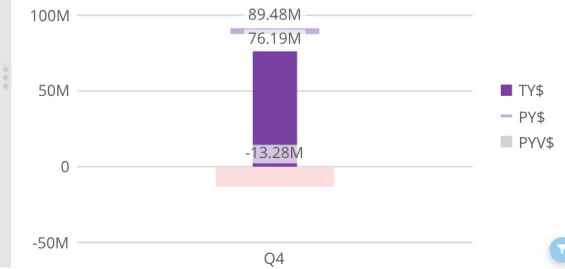
Region Map YoY Variance

-\$13M Prior Year Variance



YoY Actual Variance

-15% Prior Year Variance



What Actions Should Be Taken?



ADD CONTENT



ADD CONTENT

