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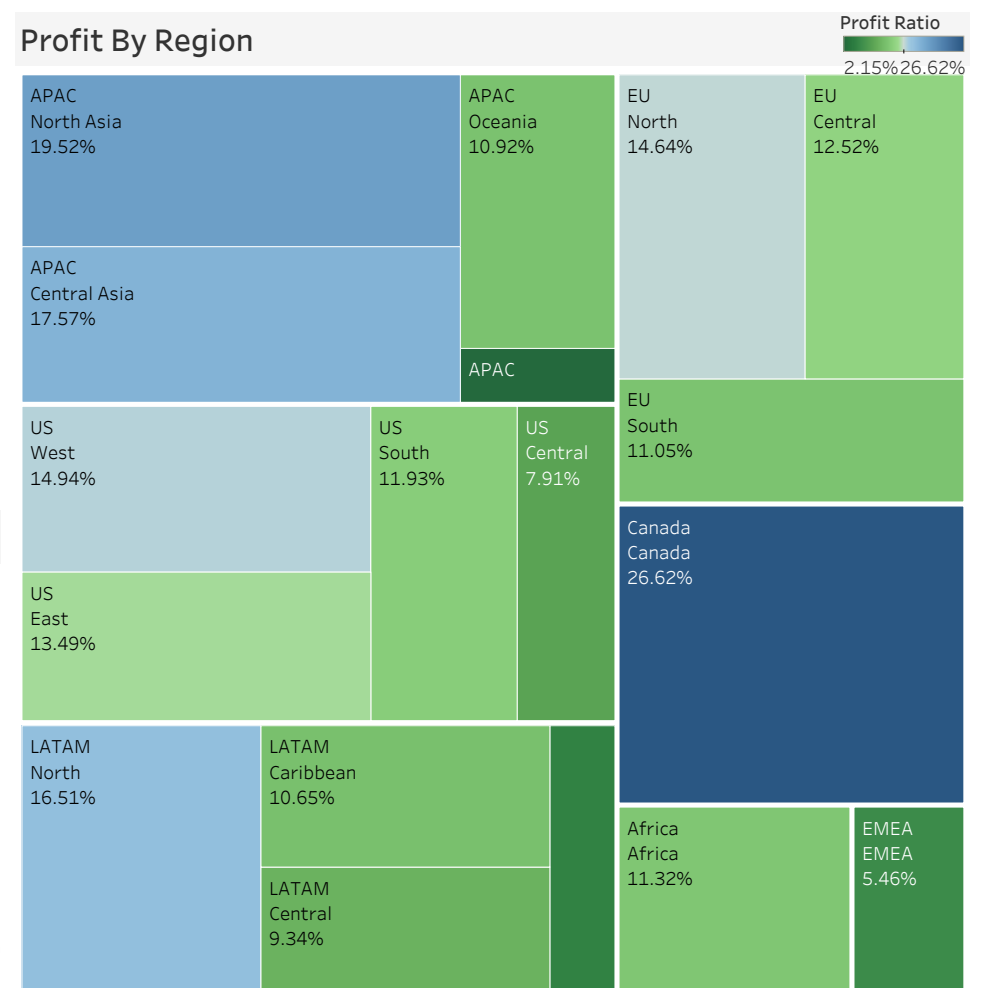
MARKET ANALYSIS

Africa		APAC		Canada		Market EMEA		EU		LATAM		US	
Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales
\$88,674	\$783,192	\$436,586	\$3,580,581	\$17,817	\$66,928	\$43,914	\$804,879	\$372,030	\$2,935,146	\$221,120	\$2,162,030	\$286,295	\$2,296,487

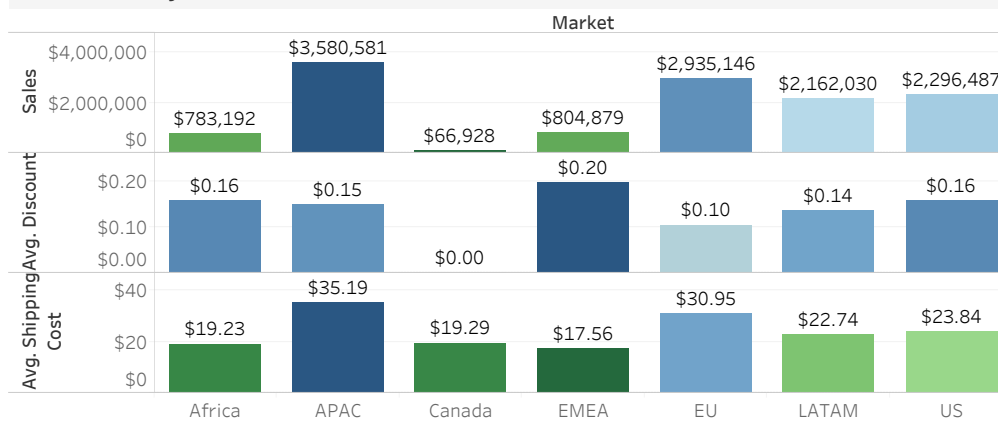
Top 5 Most Profitable & Least Profitable Countries



Profit By Region



Order Analysis On Market



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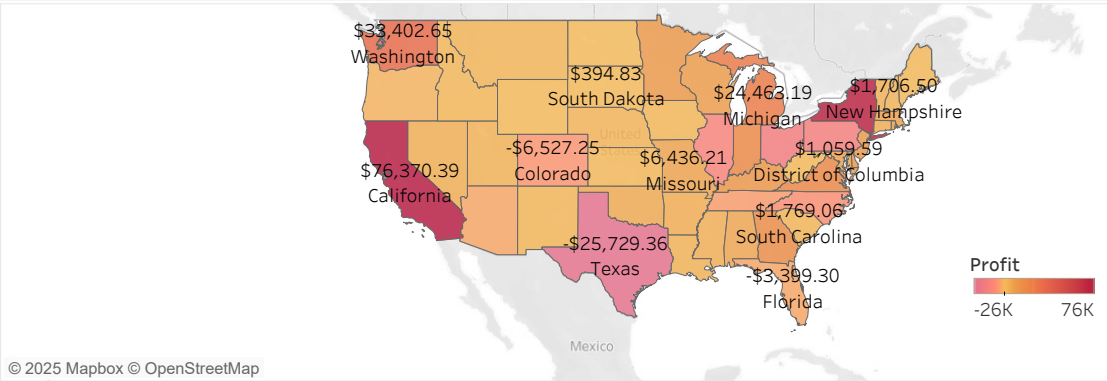
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COUNTRY ANALYSIS - USA

Profit Quantity	Furniture				Office Supplies				Technology			
	Central	East	South	West	Central	East	South	West	Central	East	South	West
Profit	-2,871	3,034	6,771	11,505	8,823	40,995	19,986	52,599	33,697	47,459	19,992	44,304
Quantity	1,827	2,210	1,291	2,696	5,407	6,459	3,800	7,228	1,544	1,935	1,118	2,335

Profit By State



Profit And Sales By Category in The US

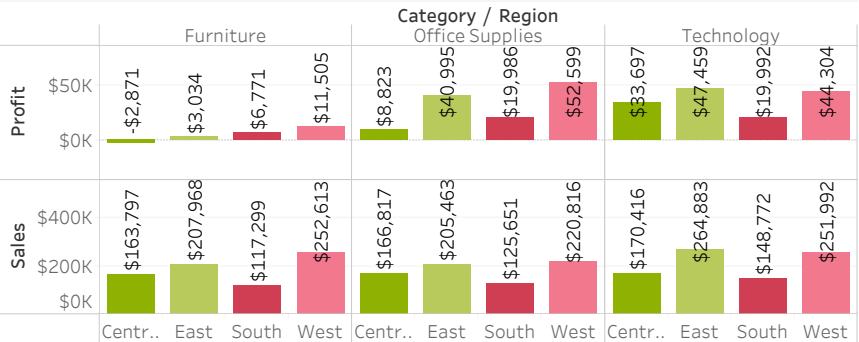
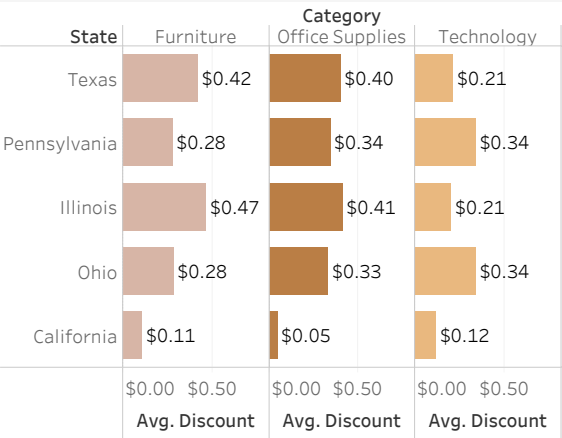
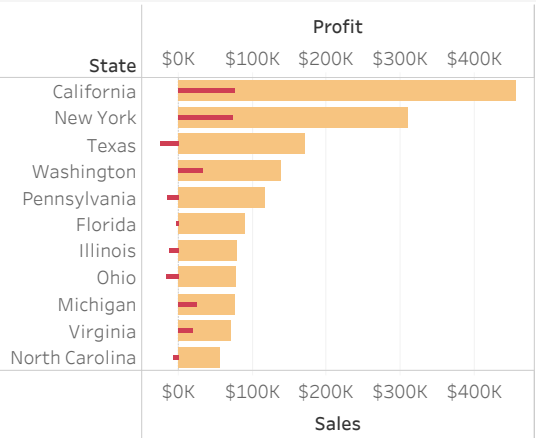


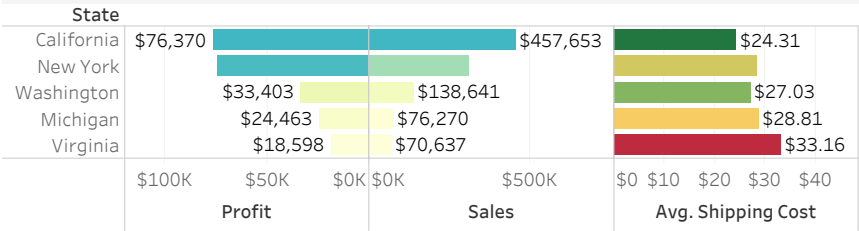
Figure 07 - Average Discount of Top 5 States in The US



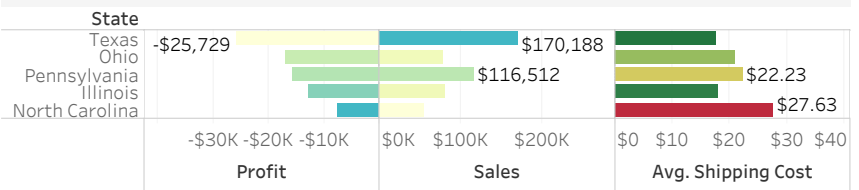
Sales And Profit Comparison (Top 10 in Sales)



Average Shipping Cost By Top 5 States by Sales in The US



Average Shipping Cost of Bottom 5 States by Sales in The US



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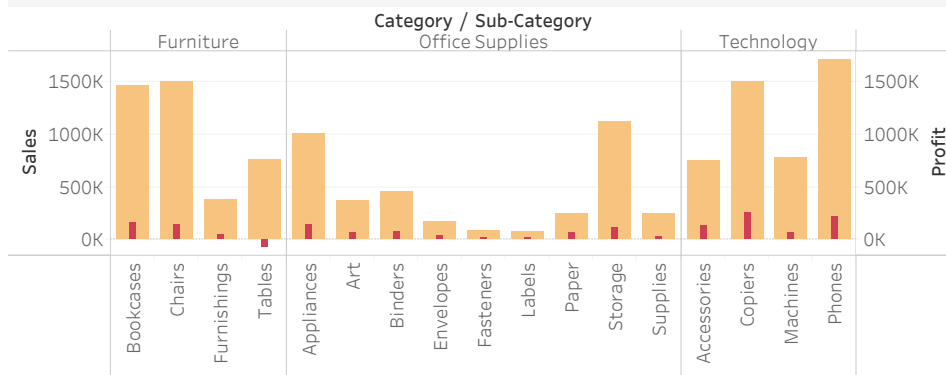
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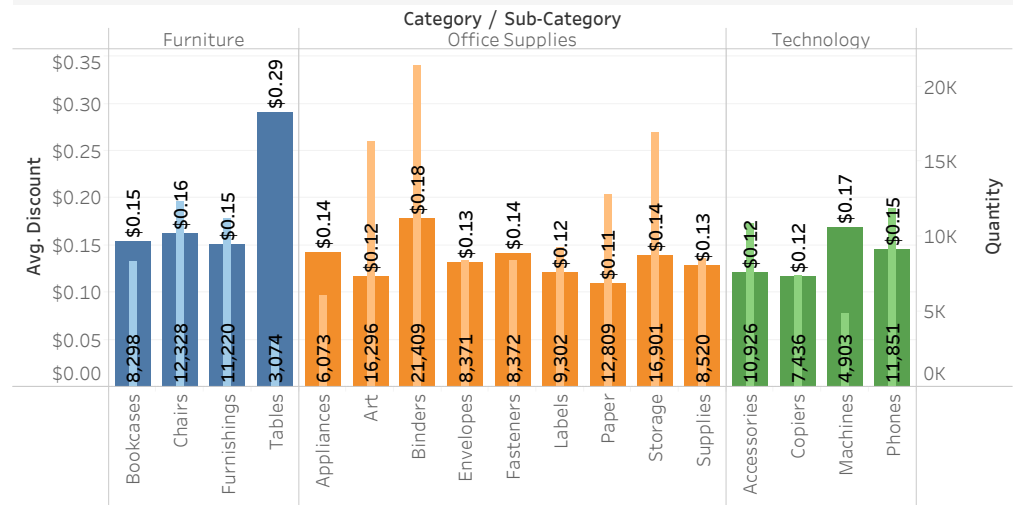
CATEGORICAL ANALYSIS

Category	Profit	Sales	Avg. Discount	Quantity
Furniture	\$286,097	\$4,106,879	\$0.17	34,920
Office Supplies	\$517,735	\$3,784,100	\$0.14	108,053
Technology	\$662,605	\$4,738,265	\$0.14	35,116

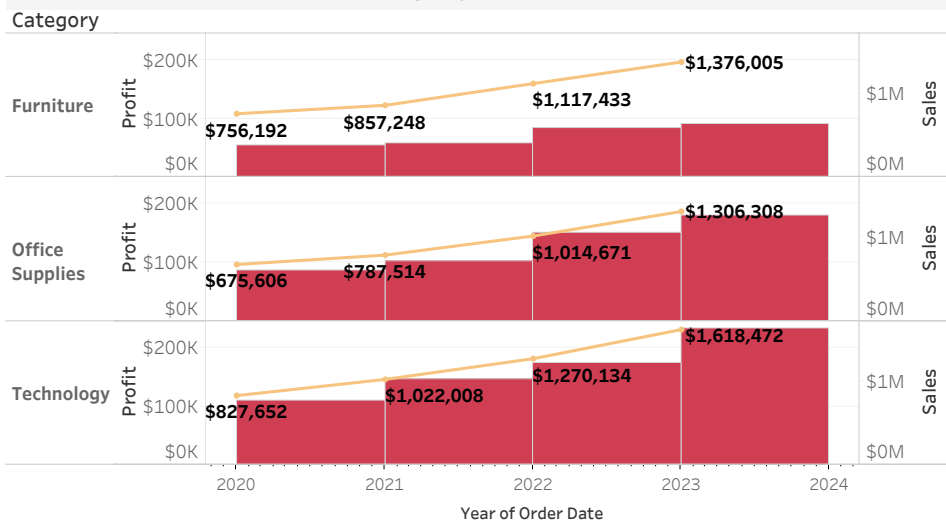
Sales Vs. Profit in each Sub-Category



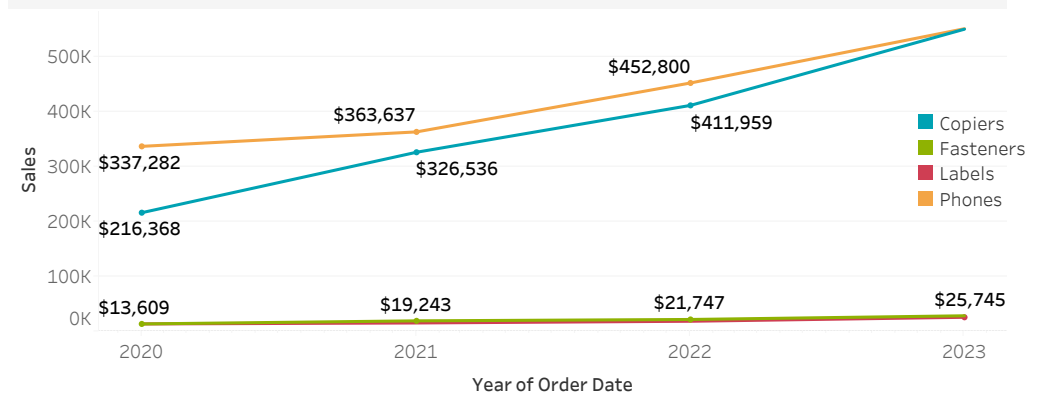
Average Discount And Quantity Sold Per Sub-Category



Sales Vs. Profit in Each Category Over The Years



Top 2 Best and Worst Selling Categories Over the Years



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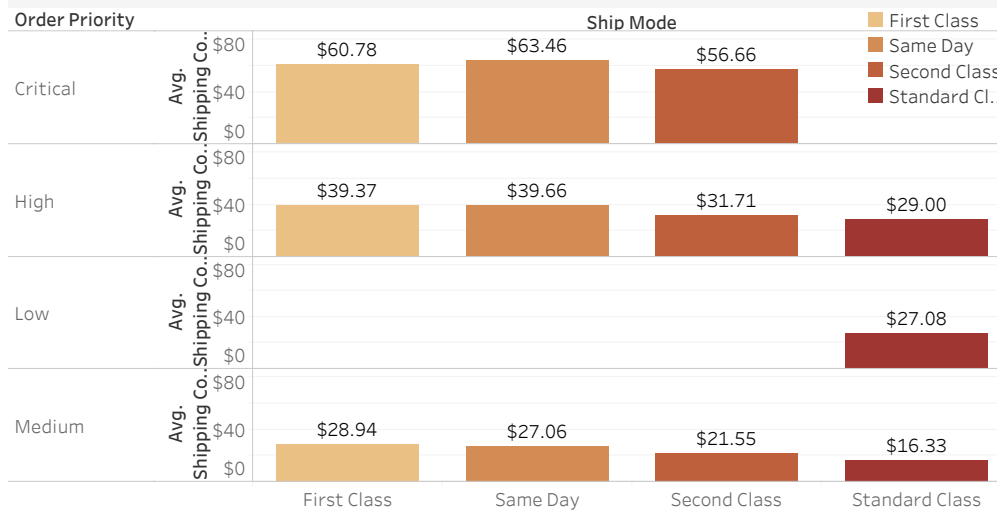
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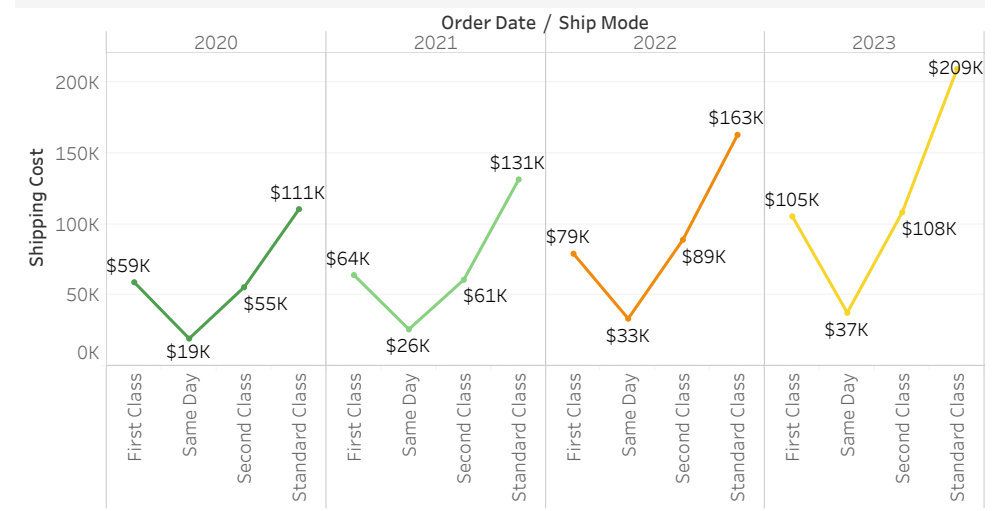
SHIPPING ANALYSIS

Order Priority	Avg. Shipping Cost	Profit Ratio	Quantity
Critical	\$59.76	12.59%	13,426
High	\$32.86	11.08%	53,941
Low	\$27.08	10.33%	8,297
Medium	\$18.45	11.86%	102,425

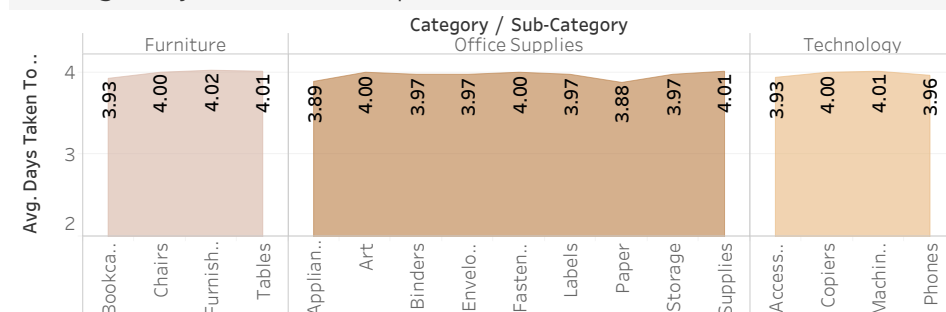
Average Shipping Cost By Order Priority & Shipping Mode



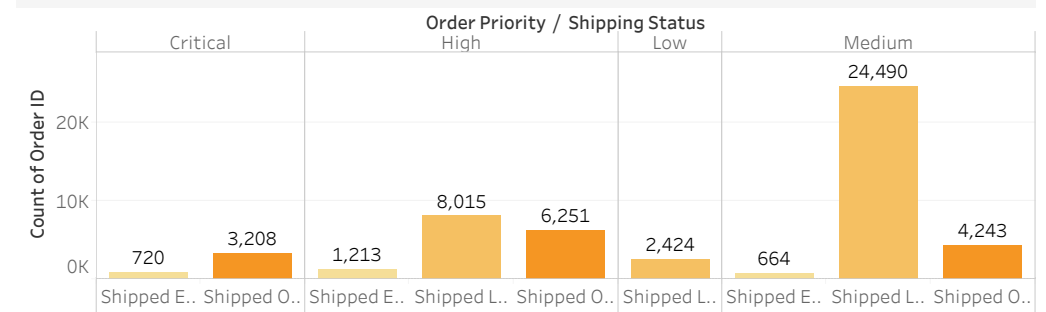
Shipping Cost Overtime By Ship Mode



Average Days Taken To Ship



Shipping Status Based on Order Priority



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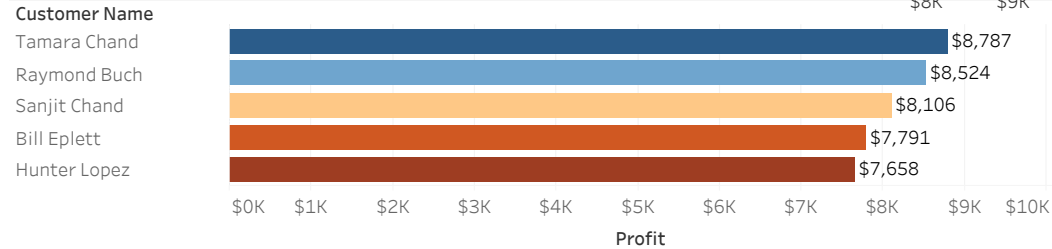
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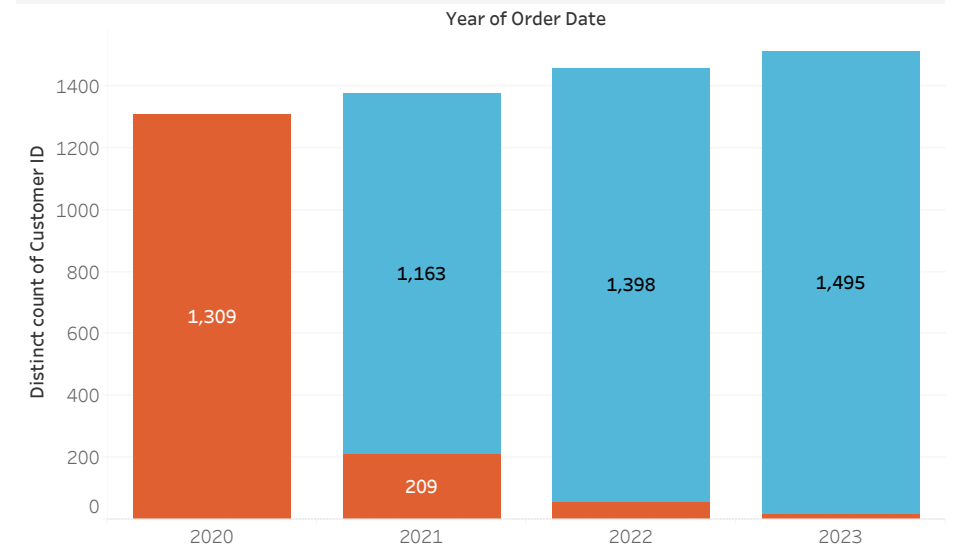
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CUSTOMER ANALYSIS

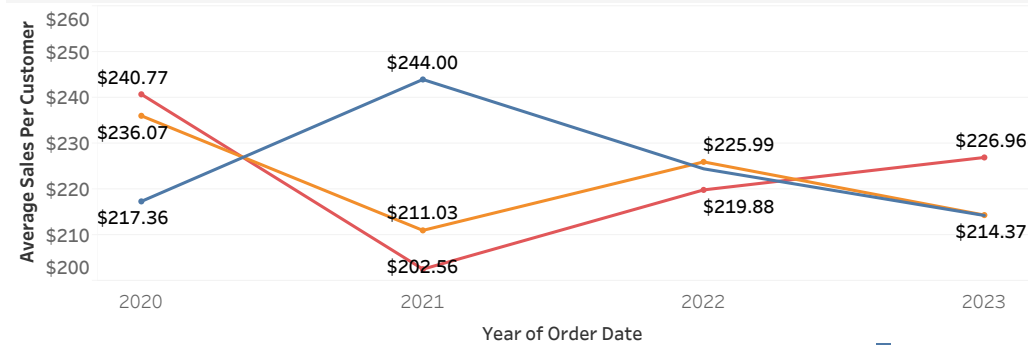
Top 5 Customers That Contributed To Overall Profit



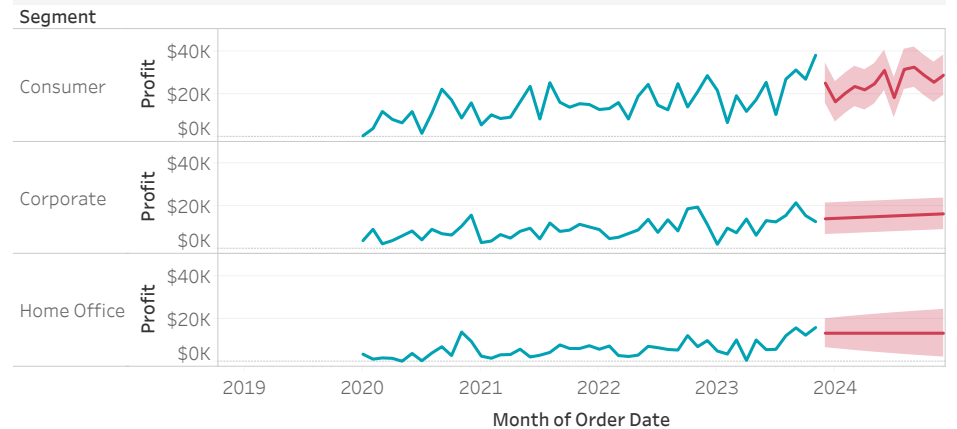
The Number of New And Existing Customers Per Year



Average Sales Per Customer By Segment Over the Years



Forecasting Profit By Customer Segment



Overall Sales By Customer Segment

