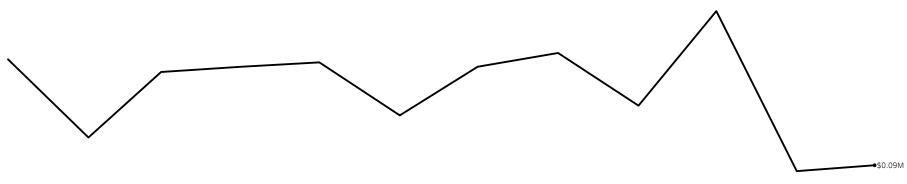


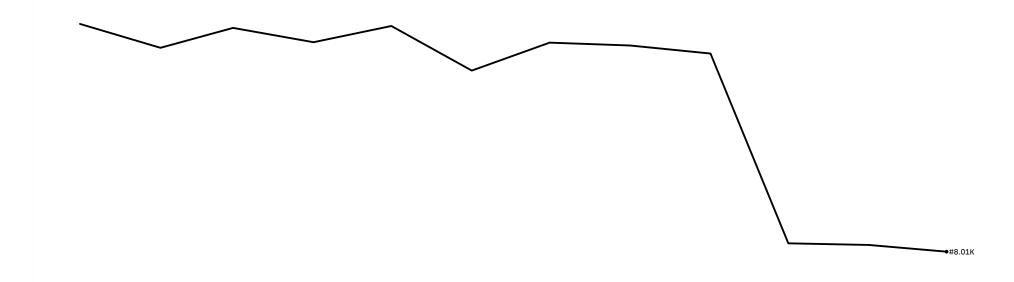
The trend of sum of Sales for Order Date Month. The marks are labeled by sum of Sales. Details are shown for YOY Sales Margin. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA. The data is filtered on Order Date Year, which keeps 2017.





The trend of sum of Profit Per Order for Order Date Month. The marks are labeled by sum of Profit Per Order. Details are shown for YOY Profit Margin. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA. The data is filtered on Order Date Year, which keeps 2017.

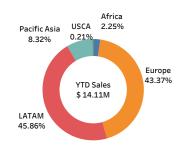




The trend of sum of Order Quantity for Order Date Month. The marks are labeled by sum of Order Quantity. Details are shown for YOY Quantity Margin. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA. The data is filtered on Order Date Year, which keeps 2017.

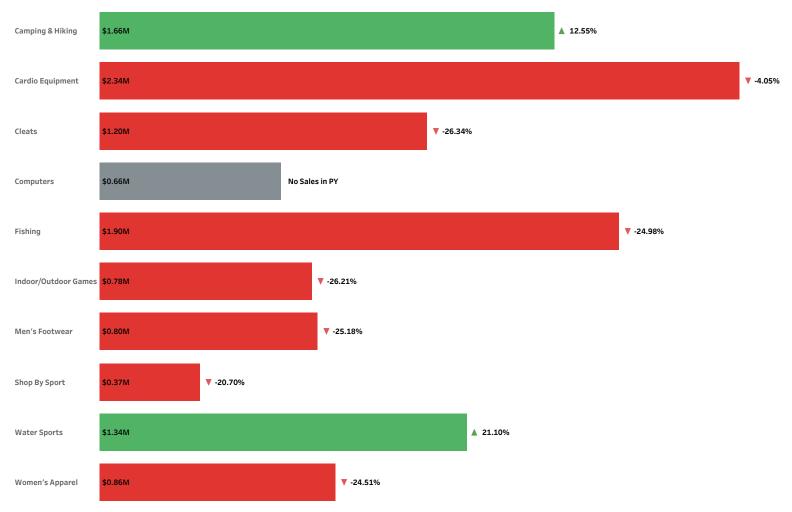






AVG(0) and AVG(0). For pane AVG(0): Color shows details about Market1. The marks are labeled by % of Total YTD Sales and Market1. For pane AVG(0): The marks are labeled by sum of YTD Sales. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA.

YTD vs PYTD by Category

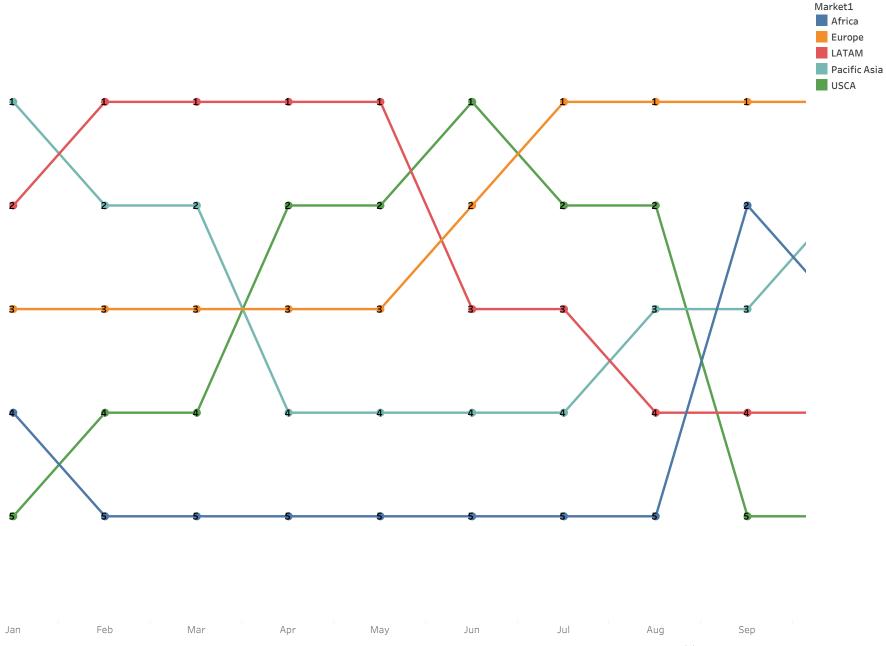


Sales Margin
Greater than PY

Less than PY
No sales in PY

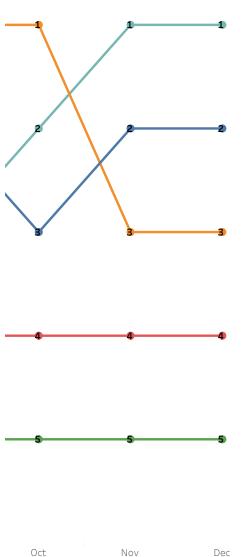
Sum of YTD Sales and sum of YTD Sales for each Category Name1. For pane Sum of YTD Sales. (2): Color shows details about Sales Margin. The marks are labeled by % Difference, Positive % Difference, Negative % Difference and No Sales. For pane Sum of YTD Sales: The marks are labeled by sum of YTD Sales. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA. The view is filtered on Category Name1, which has multiple members selected.

Monthly CX Acquisition by Market



The trends of Rank of Order Quantity and Rank of Order Quantity for Order Date Month. Color shows details about Market1. For pane Rank of Order Quantity (2): The marks are labeled by Rank of Order Quantity. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA.

Monthly CX Acquisition by Market



Oct Nov Dec

The trends of Rank of Order Quantity and Rank of Order Quantity for Order Date Month. Color shows details about Market1. For pane Rank of Order Quantity (2): The marks are labeled by Rank of Order Quantity. The context is filtered on Customer Segment1 and Market1. The Customer Segment1 filter keeps Consumer, Corporate and Home Office. The Market1 filter keeps Africa, Europe, LATAM, Pacific Asia and USCA.

Market1
Africa
Europe
LATAM
Pacific Asia
USCA

Customer Segment

