SALE OVERVIEW

0.0bn

Sale Amount YTD

1.3bn

1bn

SalesAmount

1.0bn

2007 Qtr 1 Qtr 2 Qtr 3 Qtr 4 2008 Qtr 1 Qtr 2 Qtr 3 Qtr 4 2009

-0.2bn

947.45M 219567

Transaction

0.9bn

SaleAmount p. order

4.32K

SaleQuantity p. order

22.31

Average Discount Amount

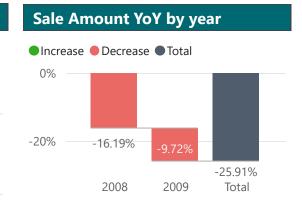
-9.72%

SaleAmount YOY SaleAmount MoM

1.78%

■Increase ■ Decrease ■ Total ■ Other

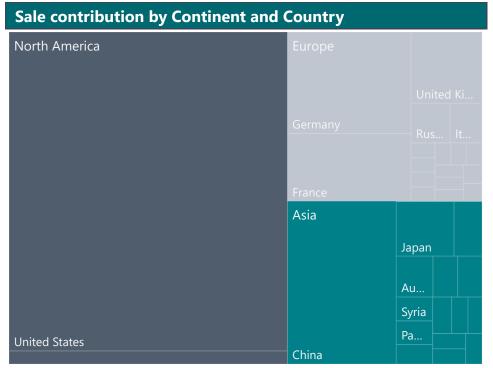
0.0bn 0.0bn -0.1bn -0.1bn

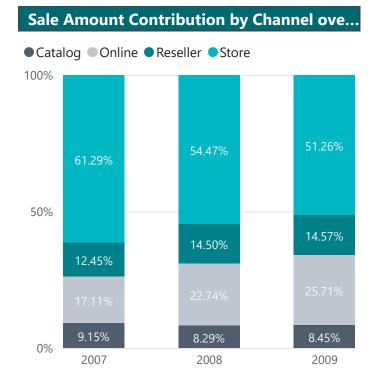




Sale Amount by continent by Channel







SALE OVERVIEW

SalesAmount

Transaction

SaleAmount p. order

SaleQuantity p. order

Average Discount Amount

SaleAmount YOY

SaleAmount MoM

947.45M 219567

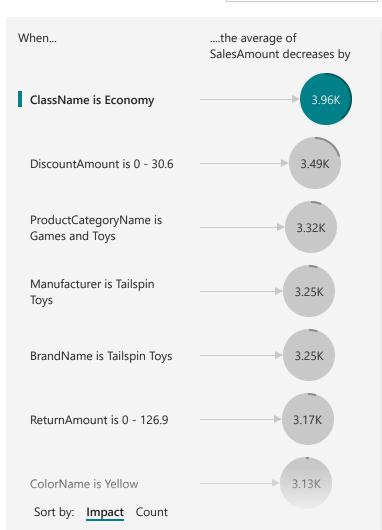
4.32K

22.31

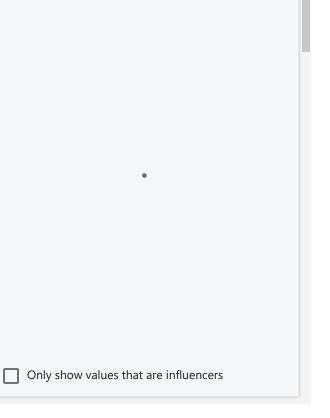
Key influencers Top segments

45

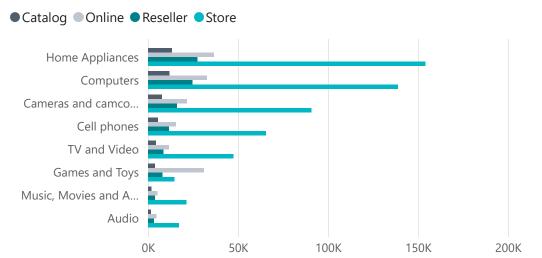
What influences SalesAmount to Decrease



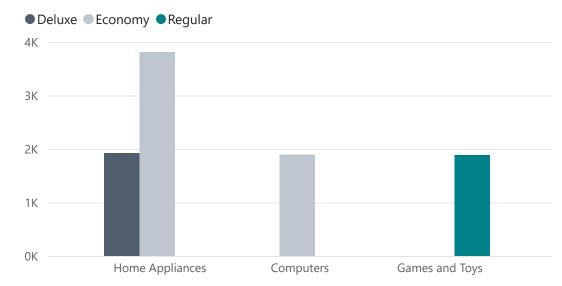
← SalesAmount is more likely to decrease when ClassName is Economy than otherwise (on average).





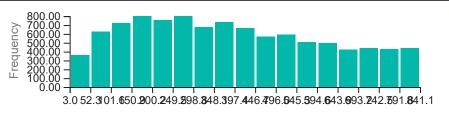






SALE AMOUNT

Sale Amount Distribution



SalesAmount

Summary Statistic

5,317.94

Standard deviation of SalesAmount

2,080.00

Median of SalesAmount

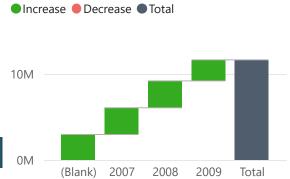
3,780.21

Average of SalesAmount

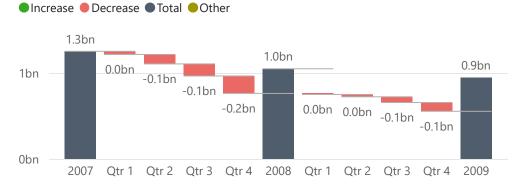
Sale amount by SaleKey



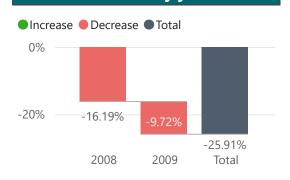
Sale Amount rolling average by year



Sale Amount YTD



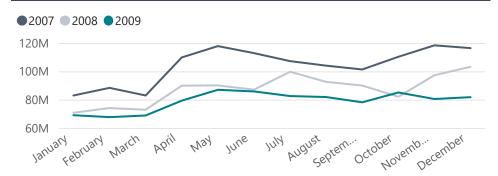
Sale Amount YoY by year



Sale Amount MoM



Sale Amount By Month and Year



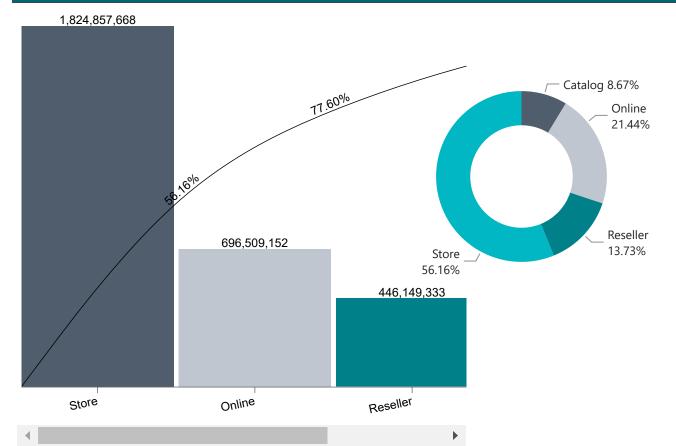
SalesAmount MTD by Month



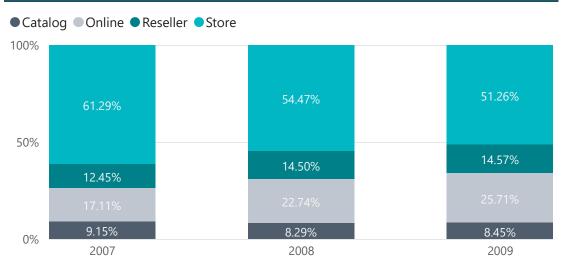
CHANNEL

Channel Summary						
ChannelName	%GT SalesKey	Median of SalesAmount	%GT SalesAmount	Average of SalesAmount	%GT SalesQuantity	
Catalog	5.73%	2,815.91	8.67%	5,720.71	8.41%	
Online	18.39%	1,999.60	21.44%	4,405.78	23.41%	
Reseller	11.96%	2,276.85	13.73%	4,339.38	13.66%	
Store	63.92%	1,999.80	56.16%	3,321.69	54.52%	
Total	100.00%	2,080.00	100.00%	3,780.21	100.00%	

Sale Amount by Channel



Sale Amount Contribution by Channel over year

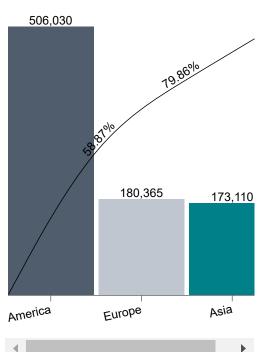




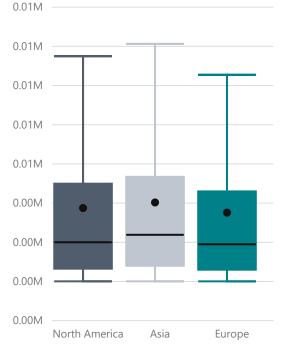


Geography Summary						
ContinentName	%GT SalesAmount	Median of SalesAmount	Average of SalesAmount			
Asia	21.64%	2,356.20	4,061.88			
Europe	19.57%	1,880.00	3,525.78			
North America	58.79%	2,051.10	3,774.55			
Total	100.00%	2,080.00	3,780.21			

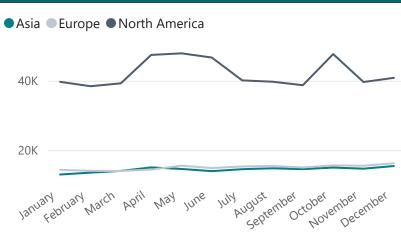
Transaction by Continent



Transaction by Continent

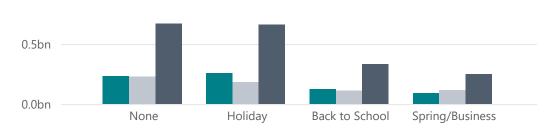


Transaction by Month by Continent



SalesAmount by EuropeSeason and ContinentName

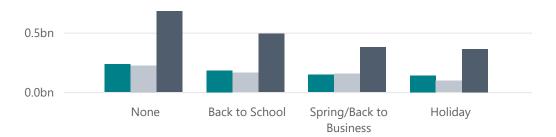
● Asia ■ Europe ■ North America



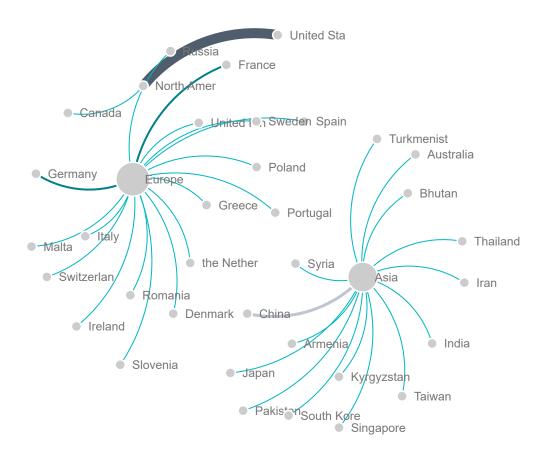
SalesAmount by AsiaSeason and ContinentName



● Asia ■ Europe ■ North America



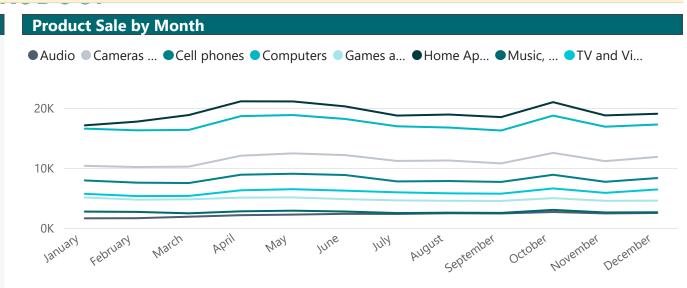
SalesAmount by ContinentName and RegionCountryName



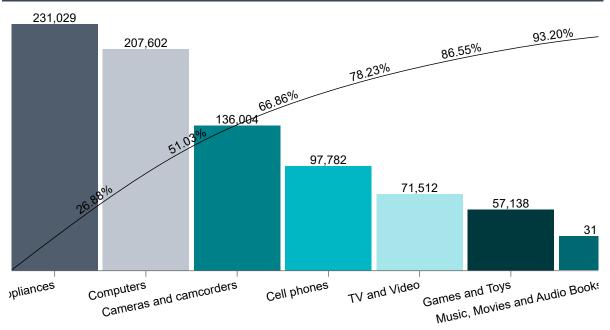
Don't show again



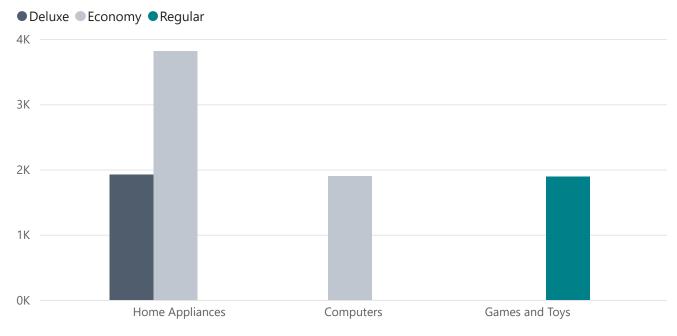
Product Summary			
ProductCategoryName	%GT Count of ProductKey	%GT SalesKey	%GT SalesAmount
Audio	4.45%	3.09%	1.18%
Cameras and camcorders	14.79%	15.82%	21.67%
Cell phones	11.45%	11.38%	6.46%
Computers	24.01%	24.15%	26.64%
Games and Toys	6.68%	6.65%	1.26%
Home Appliances	26.23%	26.88%	31.19%
Music, Movies and Audio Books	3.50%	3.71%	1.45%
TV and Video	8.90%	8.32%	10.15%
Total	100.00%	100.00%	100.00%



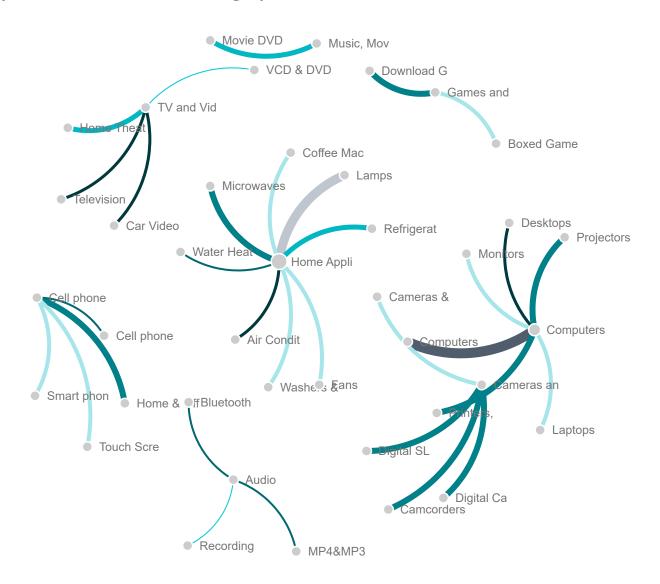




SalesKey by ProductCategoryName and ClassName



SalesKey by ProductCategoryName and ProductSubcategoryName



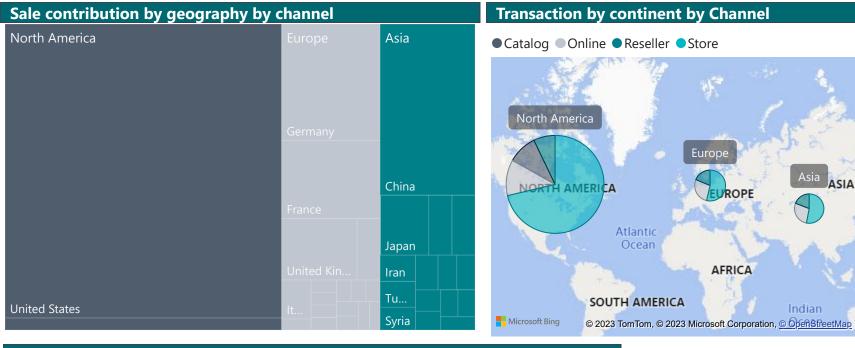
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X

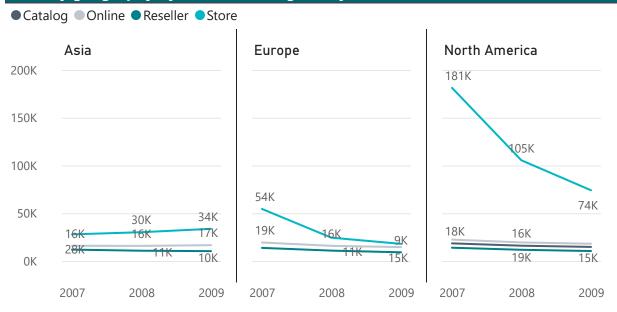
Channel-Geography Summary ChannelName Asia North America **Total** Europe Catalog 49224 49224 48367 49802 Online 59921 158090 Reseller 33016 33717 36081 **102814** 96846 Store 91727 360804 549377 **Total** 173110 180365 506030 859505

ChannelName	Asia	Europe	North America	Total
Catalog			100.00%	100.00%
Online	30 .59%	3 1.50%	37.90%	100.00%
Reseller	32 .11%	32 .79%	35.09%	100.00%
Store	16.70%	17.63%	65. 68%	100.00%
Total	20.14%	20.98%	58.87%	100.00%

ChannelName	Asia	Europe	No	orth America	Total
Catalog				9.73%	5.73%
Online	27.94%	2 7.61%		11.84%	18.39%
Reseller	19.07%	18.69%		7.13%	11.96 %
Store	52.99%	53.69%		71.30%	63.929
Total	100.00%	100.00%		100.00%	100.009

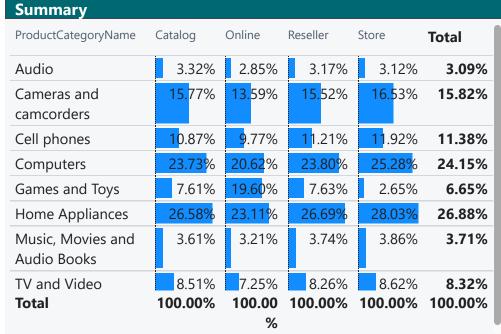


Sale by geography by channel through the years



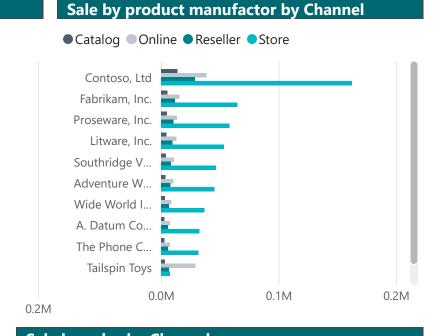
Don't show again





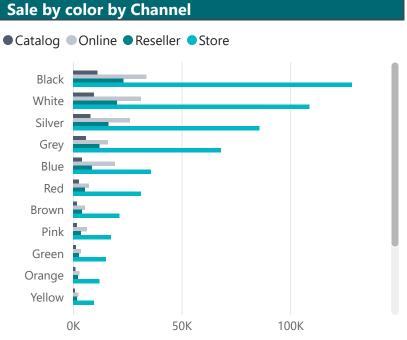
● Catalog ■ Online ● Reseller ● Store				
Home Applianc				
Computers				
Cameras and c	_			
Cell phones				
TV and Video				
Games and Toys	_			
Music, Movies	_			
Audio	_			
0.	DM 0.1M			

Sale by sub-category by Channel



ProductCategoryName Catalog Online Reseller Store **Total** 6.16% Audio 17.00% 12.27% 64.57% 100.00% 15.80% Cameras and 5.71% 11.73% 100.00% 66.77% camcorders 5.47% 15.80% 11.78% 100.00% Cell phones 66.95% 5.63% **1**5.70% 11.79% 100.00% Computers 66.89% 6.56% 13.73% **25**.49% Games and Toys 100.00% 11.88% 5.66% **1**5.81% 100.00% **Home Appliances** 66.65% 5.56% 15.88% 12.06% 100.00% Music, Movies and 66.50% Audio Books TV and Video 5.86% 16.04% 11.87% 66.23% 100.00% 5.73% 18.39% 11.96% 63.92% 100.00% **Total**





Transaction by Manufactor by Continent

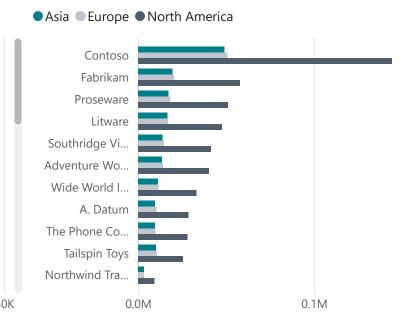
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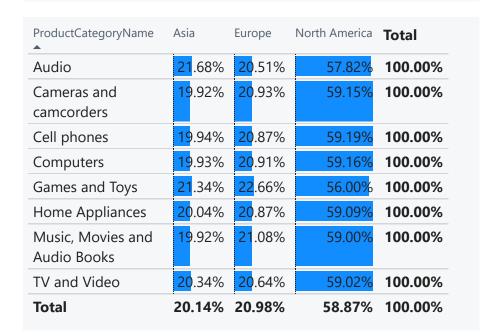


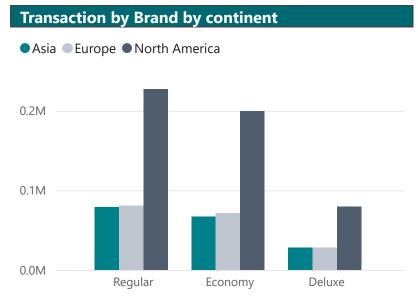
Summary				
ProductCategoryName	Asia	Europe	North America	Total
Audio	3.32%	3.02%	3.03%	3.09%
Cameras and camcorders	15. 65%	15.78%	15 .90%	15.82%
Cell phones	11.26%	11.32%	11.44%	11.38%
Computers	23.91%	24.06%	24.27%	24.15%
Games and Toys	7.04%	7.18%	6.32%	6.65%
Home Appliances	26.75%	26.73%	26.98%	26.88%
Music, Movies and Audio Books	3.67%	3.73%	3.72%	3.71%
TV and Video	8.40%	8.18%	8.34%	8.32%
Total	100.00%	100.00%	100.00%	100.00%

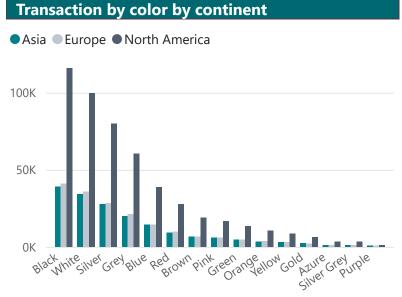
●Asia ●Europe ●	North America	,	
Computers Acc			
Lamps			
Camcorders			
Digital SLR Ca			
Digital Cameras			
Projectors & Sc			
Printers, Scann			
Microwaves			
Home & Office			
Download Gam			
Refrigerators			
()K	20K	40K

Transaction by Sub-product by Continent











Spring/Business

■ Audio ■ Cameras ... ■ Cell phones ■ Computers ■ Games a... ■ Home Ap... ■ Music, M... ■ TV and Vi...

None

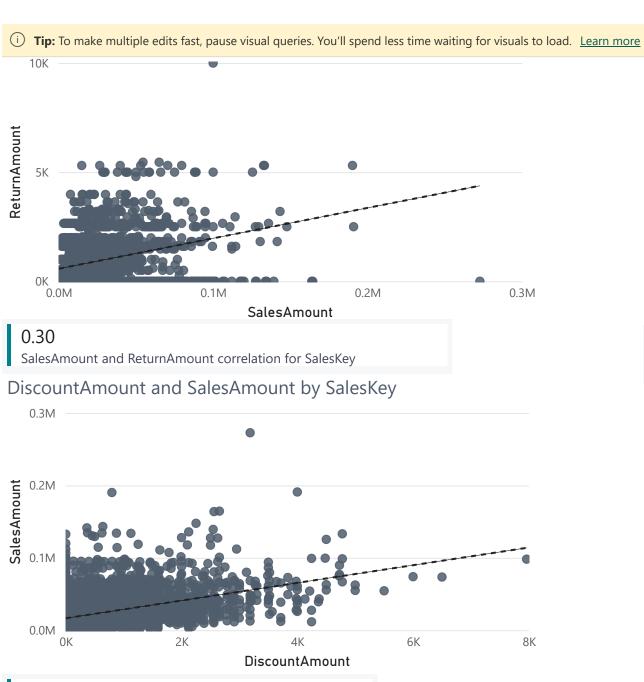
Holiday

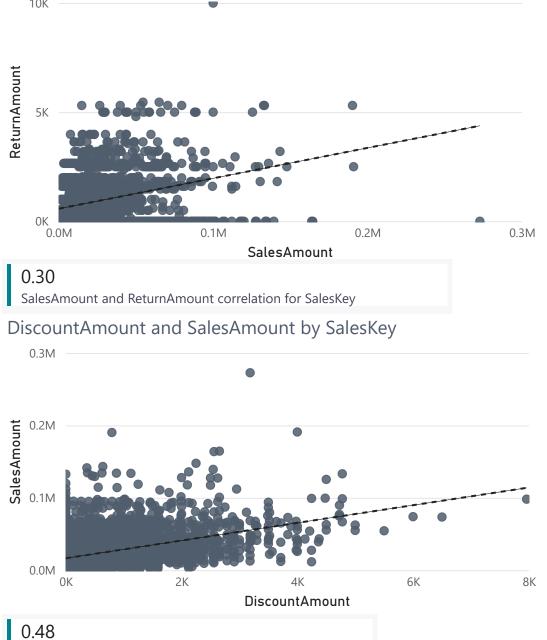
Europe

Back to School

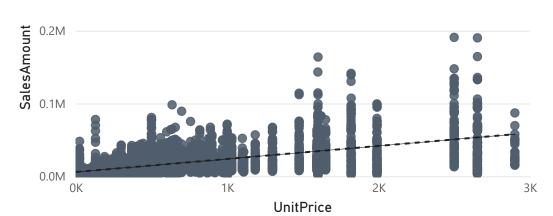
50M

0M





DiscountAmount and SalesAmount correlation for SalesKey



Pause visuals

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0.76 UnitPrice and SalesAmount correlation for SalesKey

0.3M

