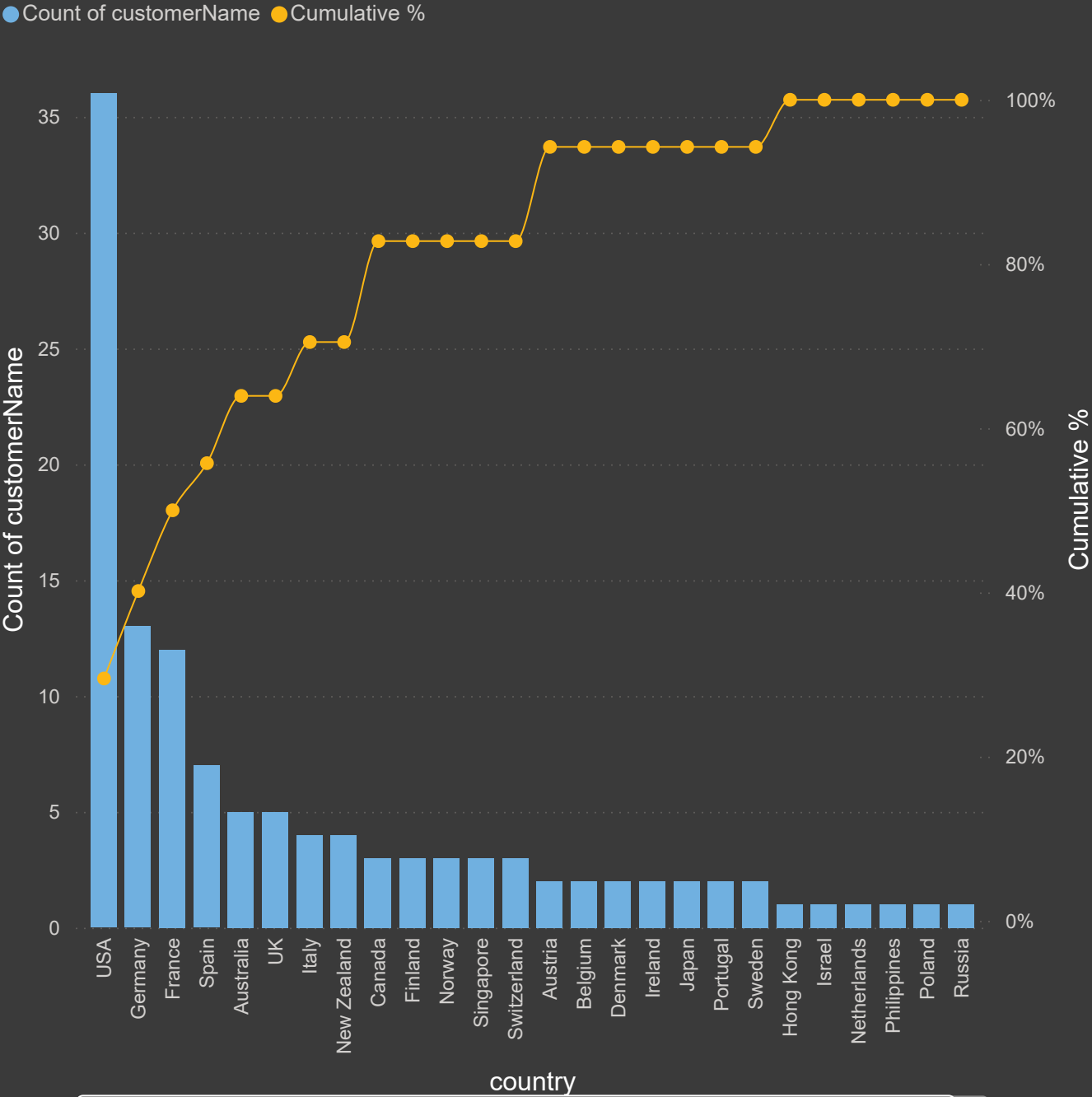


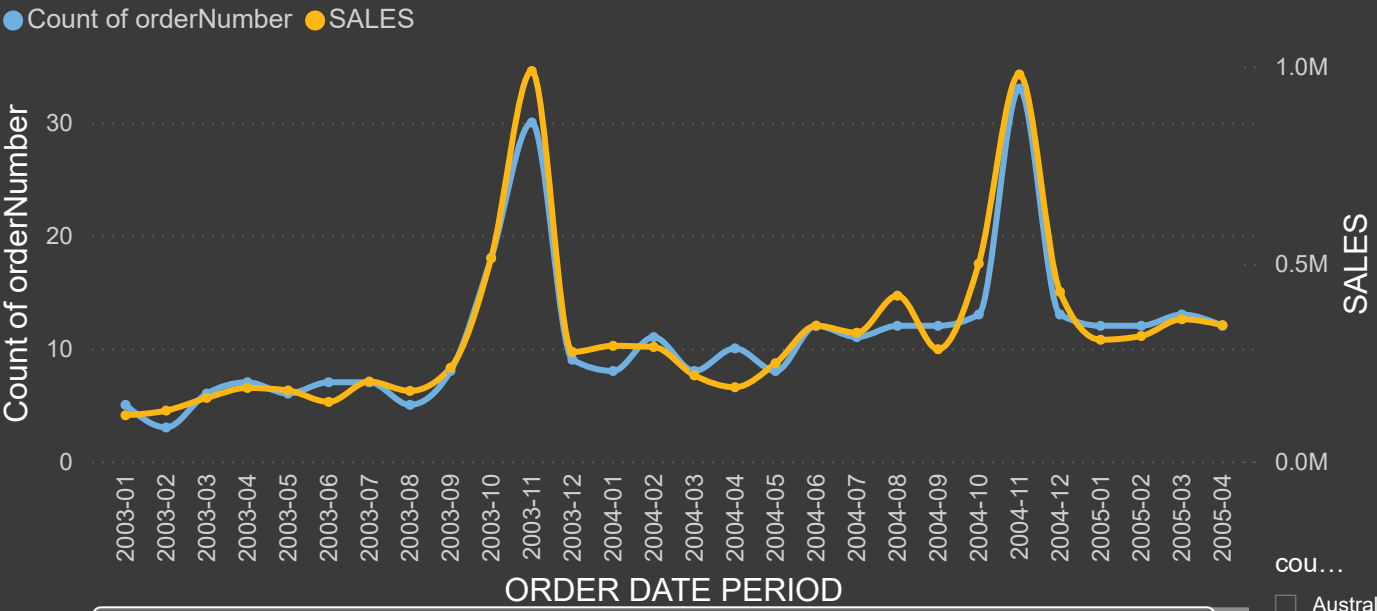
Count of customerName and Cumulative % by country



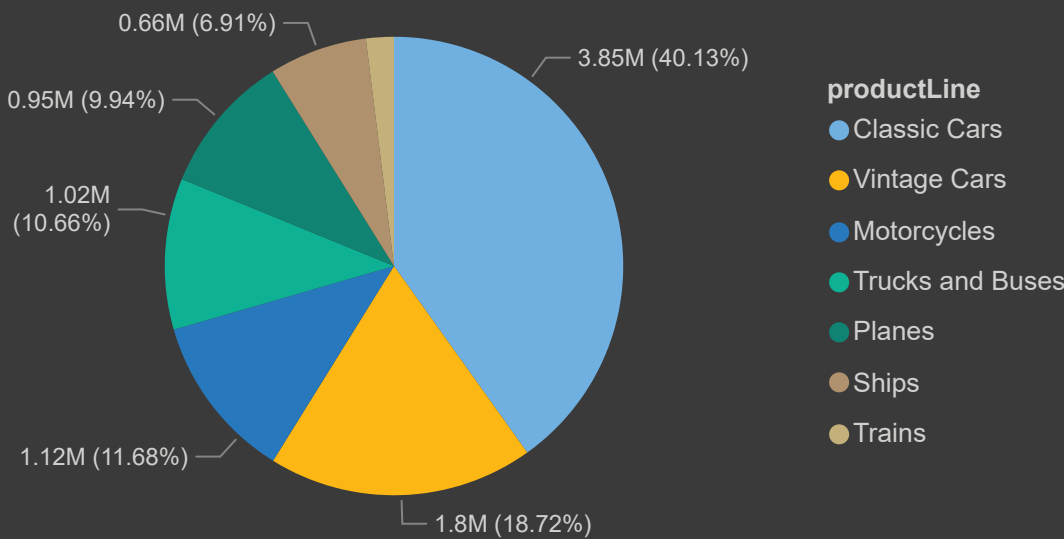
Count of customerName by city



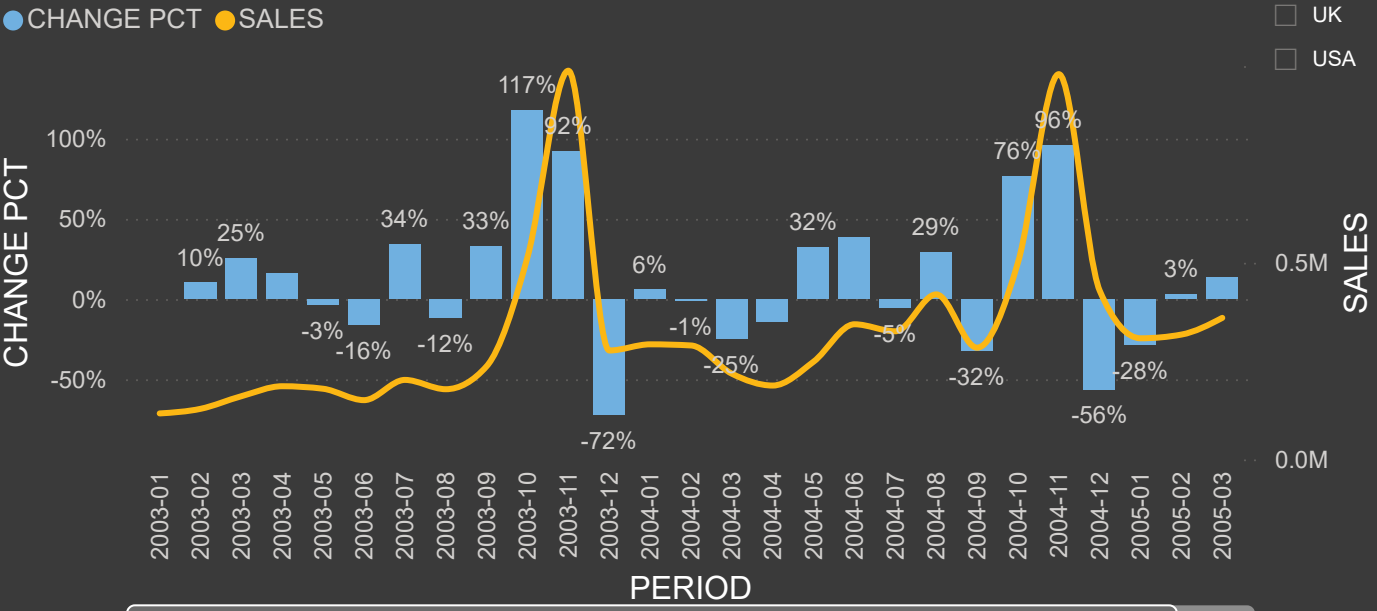
Count of orderNumber and SALES by ORDER DATE PERIOD



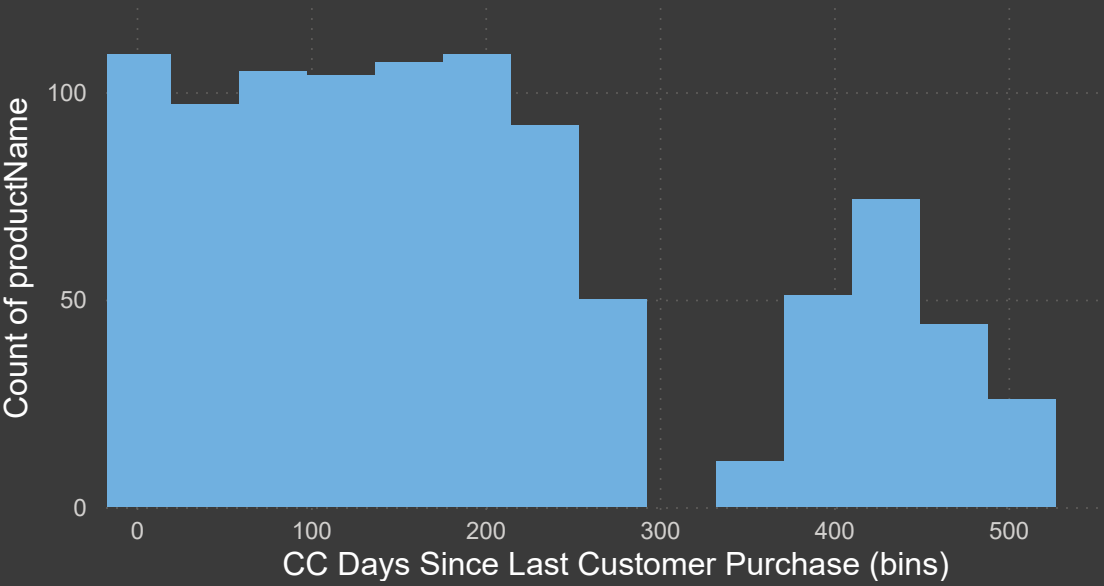
SALES by productLine



SALES CHANGE PCT and SALES by PERIOD

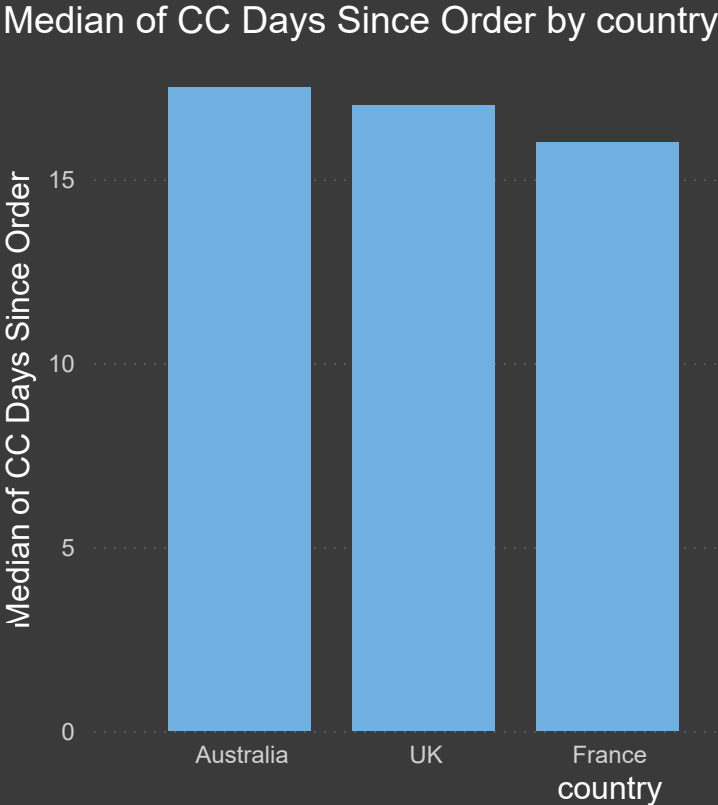


REQUENCY DISTRIBUTION OF DAYS PASSED SINCE LAST ORDER

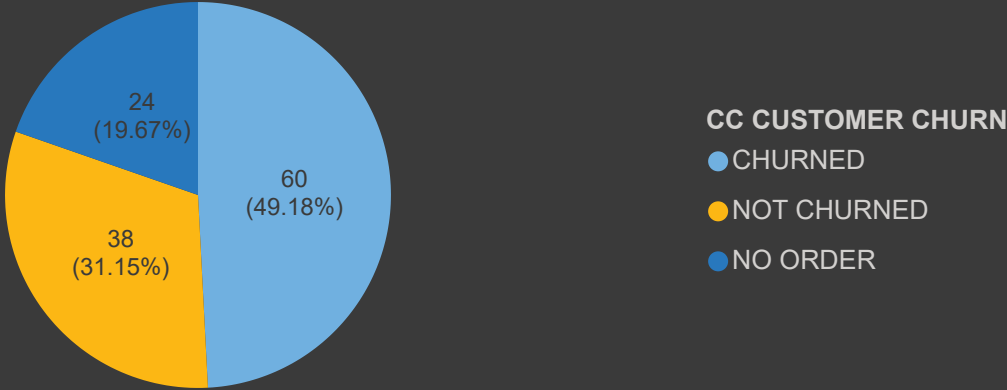


| customerNumber | UNPAIED AMOUNT | CM DAYS PASSED SINCE LAST ORDER | Max of CC Days Since Order |
|----------------|----------------|---------------------------------|----------------------------|
| 131 | \$41,445 | 197 | 17 |
| 144 | \$23,014 | 193 | 16 |
| 448 | \$44,167 | 89 | 46 |
| 496 | \$22,964 | 60 | 54 |
| 328 | \$43,525 | 58 | 18 |
| 201 | \$45,444 | 53 | 14 |
| 145 | \$21,638 | 46 | 25 |
| 450 | \$83,985 | 39 | |
| 166 | \$2,327 | 38 | 24 |
| 357 | \$37,770 | 32 | 14 |
| 362 | \$50,806 | 25 | 11 |
| 471 | \$10,945 | 22 | 26 |
| 386 | \$35,363 | 21 | 12 |
| 412 | \$23,627 | 15 | 15 |
| 382 | \$52,420 | 14 | 16 |
| 124 | \$7,639 | 2 | |
| 282 | \$42,251 | 2 | |
| 157 | \$5,850 | 1 | |
| 314 | \$8,599 | 1 | |
| Total | \$750,351 | 0 | |

- country
- Australia
 - France
 - Japan
 - UK
 - USA



SHARE OF CHURNED CUSTOMERS (WHO ORDERED IN LAST 12 MONTHS BUT DID NOT IN LAST 2 MONTHS)



COUNT OF Last Customers and New Customers by Year and Month

