

ACCOUNT PERFORMANCE METRICS AND SALES TREND







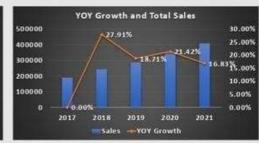




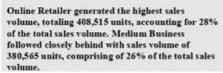
Medium Business account type is experiencing higher profitability driven by the avg 5YR CAGR. 2021 recorded the highest sales volumne, while 2018 showed substantial increase in sale volumne followed by a drastic drop in 2018. However, 2020 witnessed an increase and 2021 saw slight decline in sales volume.



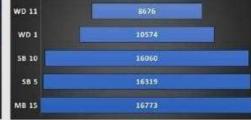












BOTTOM 5 ACCOUNTS

The account name MB4 proved to be the most productive account, garnering an impressive volume of approximately 39,413 units in sales.

Whereas, accounts WD11, WD1 and SB10 respectively are the lowest performing accounts in terms of sales volume.