

Discount Band	America		Canada		Mexico		Russia		Ukr		VET		
	MARKETING PHS	Gross Sales	MARKETING PHS	Gross Sales	MARKETING PHS	Gross Sales	MARKETING PHS	Gross Sales	MARKETING PHS	Gross Sales	MARKETING PHS	Gross Sales	
United States of America	United States of America	0.80m	3.10m	0.80m	2.97m	0.80m	3.07m	0.80m	3.76m	0.80m	2.70m	0.80m	4.77m
United States of America	Government Total	0.80m	1.50m	0.80m	0.80m	0.80m	1.50m	0.80m	1.50m	0.80m	0.80m	0.80m	0.80m
United States of America	Government	Medium	0.00m	1.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Government	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	1.00m	0.00m	1.00m	0.00m	0.00m
United States of America	Government	Low	0.00m	0.00m	0.00m	0.00m	0.11m	0.00m	0.00m	0.00m	1.70m	0.00m	0.00m
United States of America	Small Business	Small Business Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Small Business	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	2.00m
United States of America	Small Business	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Small Business	Low	0.00m	0.00m	0.00m	0.00m	0.00m	1.40m	0.00m	0.00m	1.70m	0.00m	0.00m
United States of America	Channel Partners	Channel Partners Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Channel Partners	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Channel Partners	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Channel Partners	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Channel Partners	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Midmarket	Midmarket Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Midmarket	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Midmarket	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Midmarket	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Enterprise	Enterprise Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	1.00m
United States of America	Enterprise	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Enterprise	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Enterprise	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
United States of America	Enterprise	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Government	Government Total	0.00m	1.00m	0.00m	1.00m	0.00m	0.70m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Government	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	1.40m	0.00m	0.00m
Mexico	Government	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Government	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Government	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Small Business	Small Business Total	0.00m	1.40m	0.00m	0.00m	0.00m	0.70m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Small Business	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Small Business	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Small Business	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Small Business	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Enterprise Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Channel Partners	Channel Partners Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Channel Partners	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Channel Partners	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Channel Partners	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Channel Partners	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Midmarket	Midmarket Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Midmarket	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Midmarket	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Midmarket	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Midmarket	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Enterprise Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Mexico	Enterprise	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	France Total	0.80m	4.30m	0.80m	2.80m	0.80m	3.80m	0.80m	5.80m	0.80m	4.30m	0.80m	6.80m
France	Government	Government Total	0.80m	2.80m	0.80m	1.80m	0.80m	1.20m	0.80m	2.70m	0.80m	2.80m	0.80m
France	Government	Medium	0.00m	1.70m	0.00m	0.00m	0.00m	1.10m	0.00m	1.60m	0.00m	1.80m	0.00m
France	Government	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Government	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Government	None	0.00m	1.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Channel Partners	Channel Partners Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Channel Partners	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Channel Partners	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Channel Partners	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Channel Partners	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Midmarket	Midmarket Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Midmarket	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Midmarket	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Midmarket	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Midmarket	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Small Business	Small Business Total	0.00m	1.00m	0.00m	0.70m	0.00m	2.10m	0.00m	1.50m	0.00m	1.00m	1.00m
France	Small Business	Medium	0.00m	0.00m	0.00m	0.70m	0.00m	1.20m	0.00m	0.50m	0.00m	0.00m	0.00m
France	Small Business	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Small Business	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Small Business	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Enterprise	Enterprise Total	0.00m	0.00m	0.00m	1.00m	0.00m	0.00m	0.00m	1.00m	0.00m	0.00m	0.00m
France	Enterprise	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Enterprise	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Enterprise	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
France	Enterprise	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Germany Total	0.80m	4.10m	0.80m	3.10m	0.80m	3.80m	0.80m	5.50m	0.80m	4.40m	0.80m	6.40m
Germany	Government	Government Total	0.80m	2.80m	0.80m	0.80m	0.80m	1.80m	0.80m	2.70m	0.80m	2.80m	0.80m
Germany	Government	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Government	High	0.00m	1.70m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Government	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Government	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	Channel Partners Total	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	High	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	Medium	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	None	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m
Germany	Channel Partners	Low	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m

Product	Amazilia	Carriesta			Montana			Paseo			Wilo			VTT		
		Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price	Gross Sales	Manufacturing Price
Germany	Small Business	Medium	0.00m	0.38m		0.00m	0.38m	0.00m	0.10m	0.00m	0.38m	0.00m	0.00m	0.00m	0.00m	0.38m
Germany	Small Business	High				0.00m	0.00m			0.00m	0.00m	0.00m	0.00m		0.00m	0.10m
Canada	Canada Total		0.00m	4.16m	0.00m	2.80m	0.00m	0.00m	3.98m	0.00m	6.17m	0.00m	3.68m	0.00m	0.00m	0.00m
Canada	Government	Government Total	0.00m	2.76m	0.00m	1.48m	0.00m	0.00m	0.00m	0.00m	0.00m	4.00m	0.00m	0.00m	1.56m	
Canada	Government	Medium		0.00m	1.11m	0.00m	0.01m	0.00m	0.00m	0.00m	0.00m	0.01m	0.00m		0.00m	0.46m
Canada	Government	High		0.00m	1.05m	0.00m	0.33m	0.00m	0.00m	0.00m	0.00m	2.03m	0.00m		0.00m	0.03m
Canada	Government	Low		0.00m	0.62m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	1.07m	0.00m		0.00m	0.14m
Canada	Government	None			0.00m		0.00m			0.00m		0.00m				
Canada	Small Business	Small Business Total	0.00m	0.00m	0.00m	0.79m	0.00m	0.00m	1.53m	0.00m	2.01m	0.00m	0.00m	0.00m	1.20m	
Canada	Small Business	High		0.00m	0.27m	0.00m	0.46m			0.00m	0.00m	0.67m	0.00m		0.00m	0.08m
Canada	Small Business	Medium			0.00m	0.33m	0.00m	0.00m	1.53m	0.00m	1.26m	0.00m	0.00m		0.00m	1.14m
Canada	Small Business	Low		0.00m	0.57m						0.00m	0.00m				
Canada	Small Business	None														
Canada	Enterprise	Enterprise Total	0.00m	0.41m	0.00m	0.30m	0.00m	0.00m	0.30m	0.00m	1.01m	0.00m	0.00m	0.00m	0.00m	0.00m
Canada	Enterprise	High		0.00m	0.21m	0.00m	0.30m			0.00m	0.20m		0.00m		0.00m	0.24m
Canada	Enterprise	Low			0.00m	0.00m	0.00m			0.00m	0.81m		0.00m		0.00m	0.37m
Canada	Enterprise	Medium		0.00m	0.21m								0.00m		0.00m	0.19m
Canada	Enterprise	None						0.00m	0.30m		0.00m		0.00m		0.00m	0.00m
Canada	Midmarket	Midmarket Total	0.00m	0.05m	0.00m	0.14m	0.00m	0.00m	0.00m	0.00m	0.22m	0.00m	0.00m	0.00m	0.00m	0.00m
Canada	Midmarket	High		0.00m	0.03m	0.00m	0.10m	0.00m	0.00m	0.00m	0.00m	0.19m	0.00m		0.00m	0.01m
Canada	Midmarket	Medium		0.00m	0.02m	0.00m	0.04m	0.00m	0.00m	0.00m	0.04m	0.00m	0.00m		0.00m	0.02m
Canada	Midmarket	Low						0.00m	0.00m		0.00m	0.00m				
Canada	Midmarket	None								0.00m	0.00m	0.00m				
Canada	Channel Partners	Channel Partners Total	0.00m	0.08m	0.00m	0.13m	0.00m	0.00m	0.00m	0.00m	0.18m	0.00m	0.00m	0.00m	0.00m	0.00m
Canada	Channel Partners	High		0.00m	0.08m	0.00m	0.02m			0.00m	0.00m	0.07m			0.00m	0.04m
Canada	Channel Partners	Medium			0.00m	0.05m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m	0.00m		0.00m	0.04m
Canada	Channel Partners	Low			0.00m	0.04m				0.00m	0.00m	0.00m				
Canada	Channel Partners	None						0.00m	0.00m	0.00m	0.00m	0.00m				
Grand Total			0.00m	10.96m	0.00m	14.84m	0.00m	0.00m	16.05m	0.00m	26.61m	0.00m	0.00m	0.00m	10.00m	