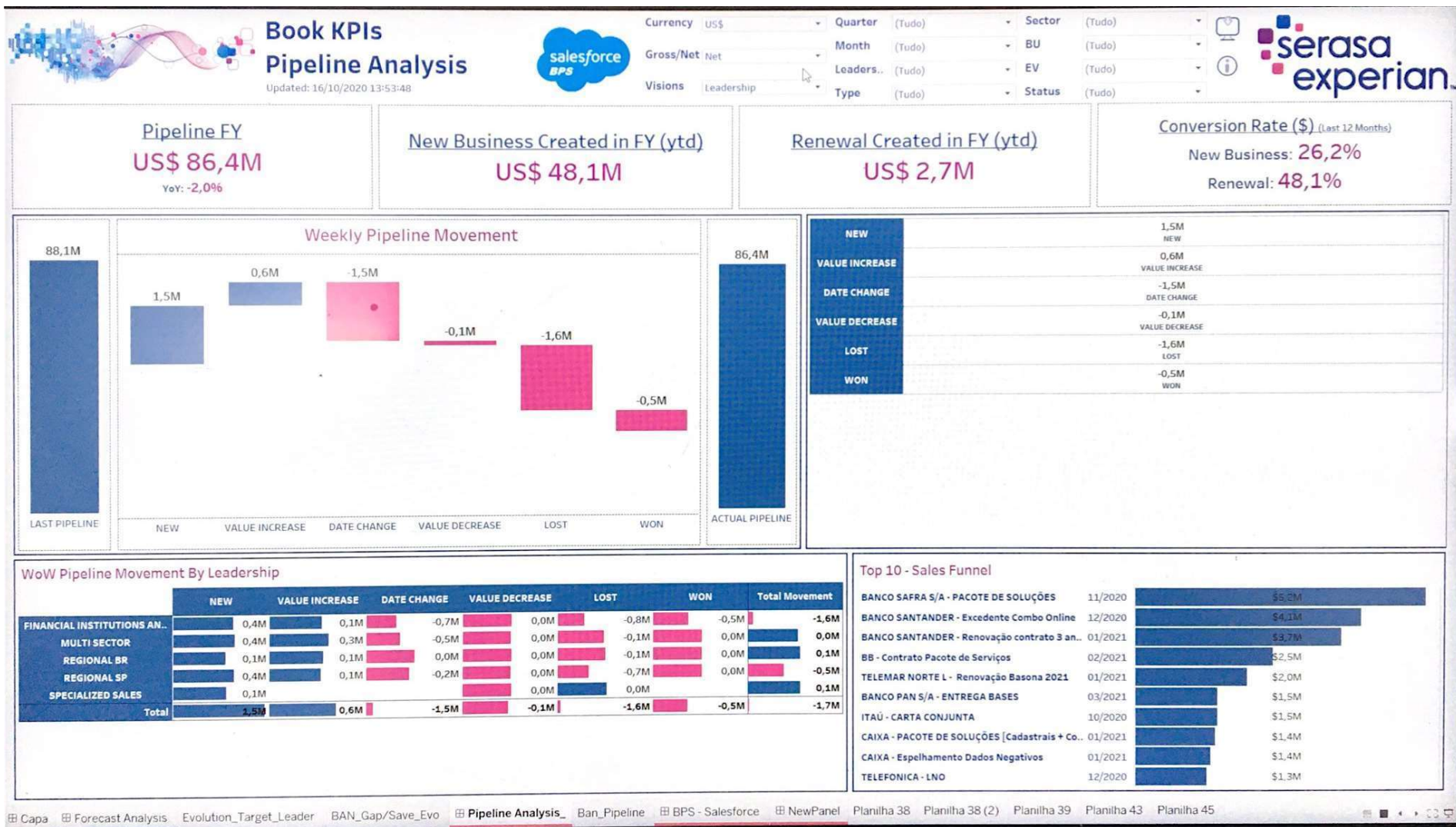


# Book KPIs







## Book KPIs

Updated: 16/10/2020 13:53:48

Currency

US\$

Gross/Net

Net

Factored

vit

Quarter

03



MMC  
US\$ 138,3M

Forecast Factored  
US\$ 125,1M

Gap/Upside  
US\$ -13,3M

% New Money  
6,7%  
% YoY: ##

	Actual Week	Last Week	% WoW
Gap/Upside	-13,3M	-14,3M	-7,5%
Stretch	27,3M	28,4M	-3,8%
% Conversion Rate Needed	48,7%	50,6%	-3,8%

Target	Leadership
<input type="radio"/> Target	<input checked="" type="radio"/> (Tudo)
<input type="radio"/> Budget	<input type="radio"/> FINANCIAL INSTITUTIONS AND RETAIL
<input checked="" type="radio"/> MMC	<input type="radio"/> MULTI SECTOR
<input type="radio"/> MMC Reported	<input type="radio"/> REGIONAL BR
<input type="radio"/> Last FY	<input type="radio"/> REGIONAL SP
	<input type="radio"/> SPECIALIZED SALES

Pipeline Analysis			
Active - Actual Week 35.2M	Active - Last Week 36.3M	WoW (%) -3.3%	YoY (%)
Committed - Actual Week 8.5M	Committed - Last Week 8.2M	WoW (%) 3.4%	YoY (%)

% Conversion Rate (Last 12 Months)	29,7%
Plan C	
Gap/Upside + Plan C	

Pipeline TBC - ActualWeek	Pipeline to be Created - Las..	Pipeline to be Created - Wo..
17,4M	20,0M	-12,7%

GAP Analysis			
Visão	US\$ Net	Var.	Last week
Pipe to be created	0	0%	0
% GCs YoY +	33%	-10 p.p.	43%
% GCs YoY - c/ funil	7%	+4 p.p.	3%
% GCs YoY - s/ funil	60%	+7 p.p.	53%

% time	WoW +	WoW -	WoW =
Cooperativas	86%	14%	0%
Indústrias e Serviços	38%	50%	13%
Seguros	67%	17%	17%
Setor Público e Utilities	50%	0%	50%
Telecom, Mídia e Tec	40%	40%	20%
<b>Total</b>	<b>56%</b>	<b>24%</b>	<b>20%</b>

	Gap/Upside Actual Week	Actual Stretch	Gap/Upside Last Week	Conversion Rate (%)
BANCOS MEDIOS E DIGITAIS	-0,71M	5,84M	-0,91M	12,2%
BANCOS PUBLICOS	-0,09M	0,45M	-0,16M	19,1%
BRDESCO	-0,08M	2,63M	-0,08M	3,1%
CO E NORTE	-0,43M	0,89M	-0,45M	48,1%
COOPERATIVAS	-1,28M	0,75M	-1,30M	171,5%
INDUSTRIAS E SERVICOS	-1,93M	0,92M	-1,95M	209,2%
ITAU	-0,15M	1,07M	-0,09M	14,5%
MG	-0,25M	0,82M	-0,25M	30,2%
NE	-0,54M	1,27M	-0,52M	42,9%
NEGOCIOS DIGITAIS	-0,25M	0,21M	-0,25M	0,0%

	Pipeline TBC - Actual/Week	Gap/Upside Actual Week	Actual Stretch
BANCOS MEDIOS E DIGITAIS	-	-0,71M	5,84M
BANCOS PUBLICOS	-	-0,09M	0,45M
BRADESCO	-	-0,08M	2,63M
CO É NORTE	0,6M	-0,43M	0,89M
COOPERATIVAS	3,6M	-1,28M	0,75M
INDÚSTRIAS E SERVIÇOS	5,6M	-1,93M	0,92M
ITAU	-	-0,15M	1,07M
MG	-	-0,25M	0,82M
NE	0,6M	-0,54M	1,27M
NEGÓCIOS DIGITAIS	-	0,00M	0,21M

Análise de Produtividade

Criadas YTD	Last week	WoW
-	2	100%
1	1	0%
-	-	-
2	2	-
-	-	-
3	5	-40%