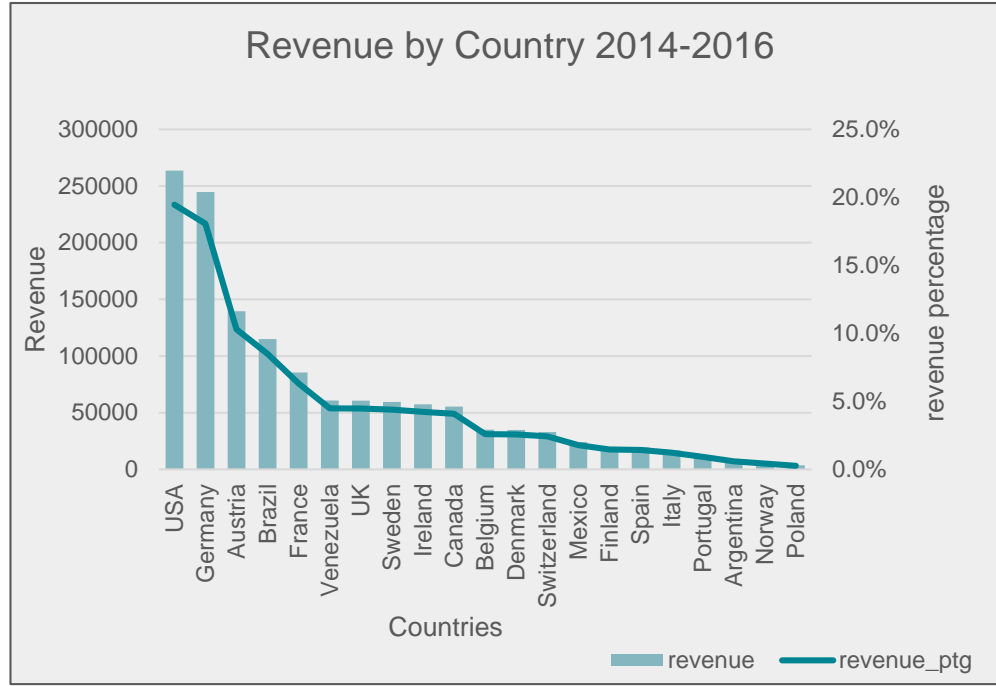


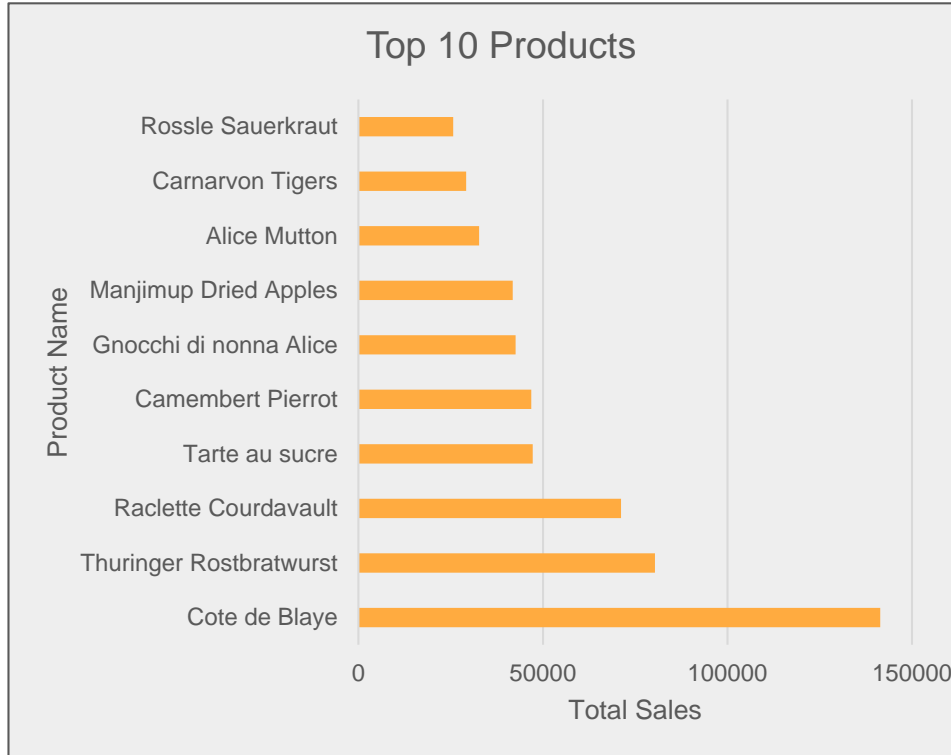
1. Northwind Revenue and Location distribution



The US customers contributed most to the total revenue, consisting over 20% of the total sales. The US, Germany and Austria together composed over half of the total revenue.

Northwind Customers are mainly located in North America, Europe and some parts in South America. Asia, African and Australia are the places we haven't step in.

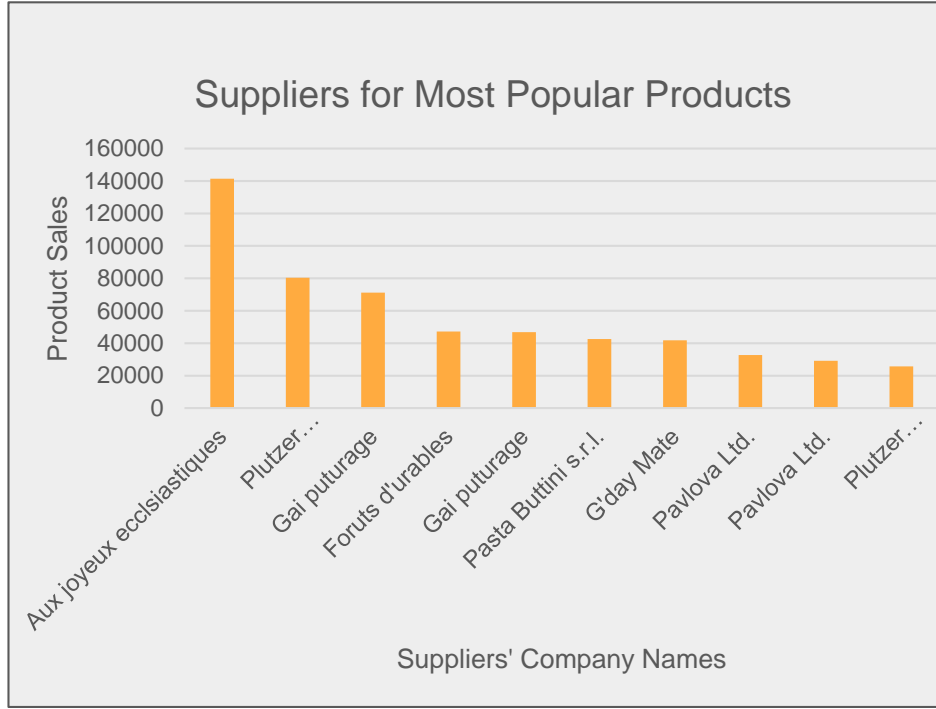
2.1 Top 10 Most Popular Products



Our total sales is 1.2 million and the top 10 products achieved a total of 0.6 million sales.

Amongst the top 10 products, the most popular product is a beverage Cote de Blaye. It has a total of sales of 0.14 million, over 10% of the total sales.

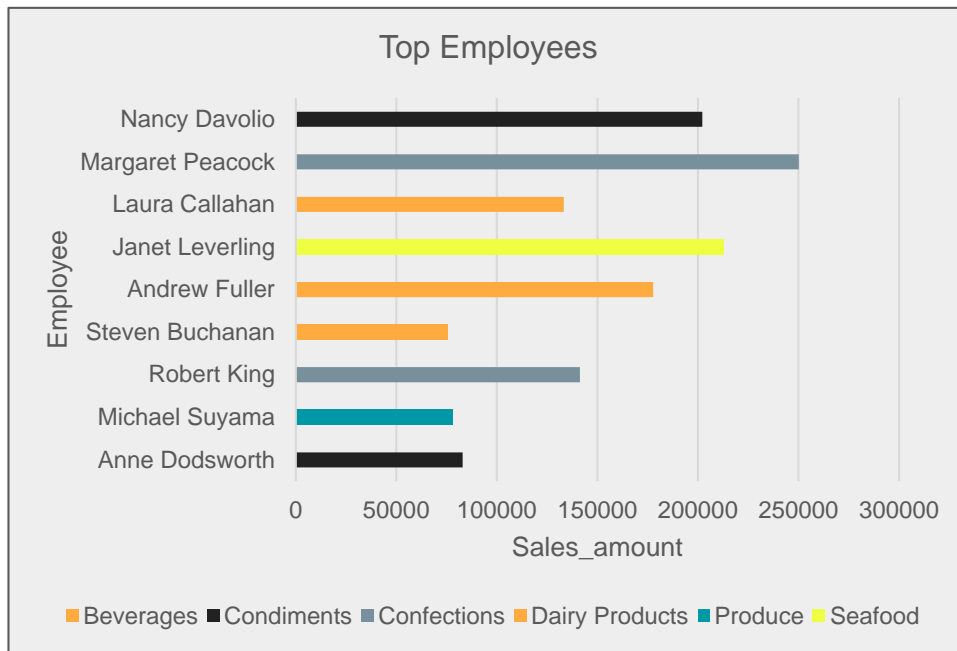
2.2 Main Suppliers



We have 7 suppliers contribute to our top 10 most popular products. Aux joyeux is the top 1 supplier that supply the top 1 product : Cote de Blaye.

Plutzer and Gai also play a significant role in supplying products.

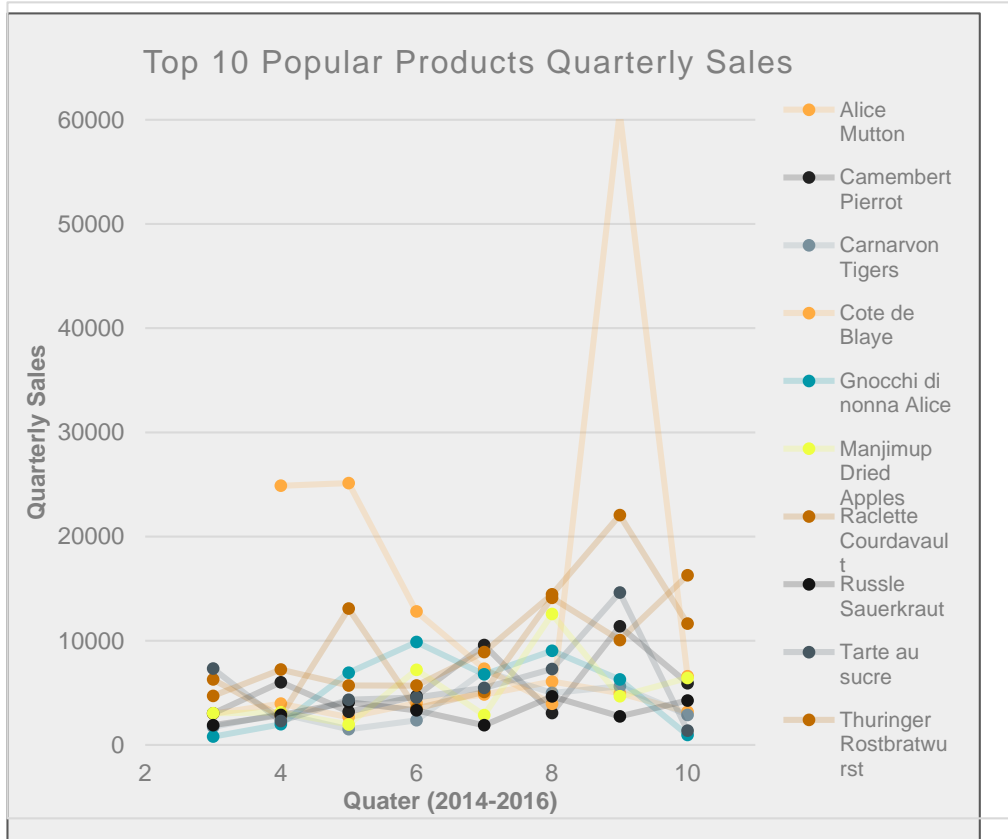
3. Best Performed Employee



Margaret Peacock is the top 1 Employee achieving a total sale of 250000. Amongst employees, top 4 employees are from US, which matches US's top one revenue amongst all the countries.

When we look at the products categories, top 3 employees are respectively in charge of sales of confections, condiments and beverage.

4. Top 10 Products Quarterly Growth



As displayed in the Paragraph, the sales of the 10 most popular products fluctuated over the quarters.

Cote da Blaye, the top 1 sales from 2014 to 2016, experienced a sharp drop in 2015 's third and fourth quarter. But it's sales reached a dramatic peak in 2016's second quarter and thus ensured its top 1 sales record.