

### Fixed LOD

Category	Region	Segment	Fixed 3	Sales
Furniture	Africa	Consumer	194,651	106,612
		Corporate	194,651	49,507
		Home Office	194,651	38,532
	Canada	Consumer	10,595	7,395
		Corporate	10,595	1,869
		Home Office	10,595	1,331
	Caribbean	Consumer	118,372	59,508
		Corporate	118,372	36,073
		Home Office	118,372	22,791
	Central	Consumer	860,418	457,503
		Corporate	860,418	263,280
		Home Office	860,418	139,635
	Central Asia	Consumer	284,363	141,442
		Corporate	284,363	96,442
		Home Office	284,363	46,479
	East	Consumer	208,291	114,212
		Corporate	208,291	64,209
		Home Office	208,291	29,870
	EMEA	Consumer	228,621	105,540

### Fixed 2 LOD

Category	Region	Segment	Fixed 2	Sales
Furniture	Africa	Consumer	4,110,874	106,612
		Corporate	4,110,874	49,507
		Home Office	4,110,874	38,532
	Canada	Consumer	4,110,874	7,395
		Corporate	4,110,874	1,869
		Home Office	4,110,874	1,331
	Caribbean	Consumer	4,110,874	59,508
		Corporate	4,110,874	36,073
		Home Office	4,110,874	22,791
	Central	Consumer	4,110,874	457,503
		Corporate	4,110,874	263,280
		Home Office	4,110,874	139,635
	Central Asia	Consumer	4,110,874	141,442
		Corporate	4,110,874	96,442
		Home Office	4,110,874	46,479
	East	Consumer	4,110,874	114,212
		Corporate	4,110,874	64,209
		Home Office	4,110,874	29,870
	EMEA	Consumer	4,110,874	105,540

### Exclude LOD

Category	Region	Exclude 1	Sales
Furniture	Africa	171	194,651
	Canada	174	10,595
	Caribbean	192	118,372
	Central	254	860,418
	Central Asia	368	284,363
	East	238	208,291
	EMEA	160	228,621
	North	261	377,630
	North Asia	363	335,716
	Oceania	316	410,468
	South	241	515,750
	Southeast Asia	283	313,387
	West	226	252,613
Office Supplies	Africa	171	266,756
	Canada	174	30,034
	Caribbean	192	89,575
	Central	254	923,435
	Central Asia	368	162,766
	East	238	114,212

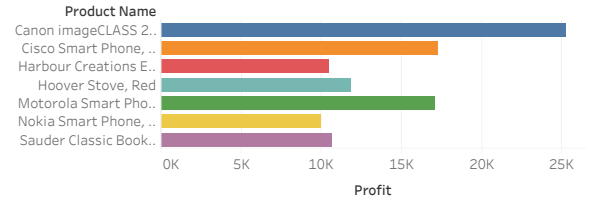
#### Top N parameter

- ☐ Top 10  
☒ Top 7  
☐ Top 3

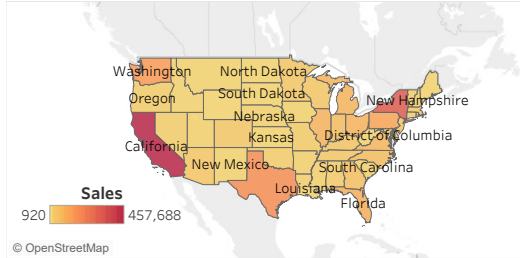
#### Product Name

- Canon imageCLASS 2200 Advanced Copier
- Cisco Smart Phone, Full Size
- Harbour Creations Executive Leather Armchair, Adjustable
- Hoover Stove, Red
- Motorola Smart Phone, Full Size
- Nokia Smart Phone, Full Size
- Sauder Classic Bookcase, Traditional

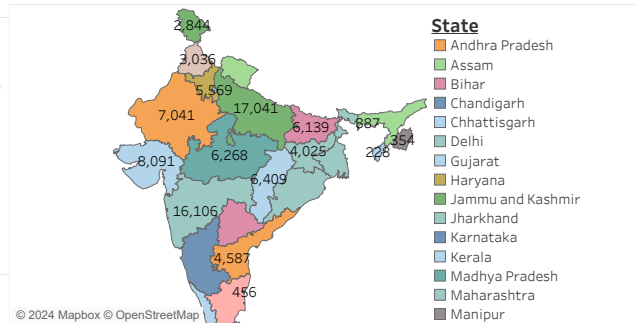
#### Parameter 2



### Heat Map



### Filled Map



### Parameter Sub Categories

