

Fixed LOD

Category	Region	Segment	Fixed 1	Sales
Furniture	Africa	Consumer	184,813	186,622
		Corporate	194,613	49,597
		Home Office	194,613	49,597
Canada	Canada	Consumer	10,595	7,396
		Corporate	10,595	1,696
		Home Office	10,595	1,696
Caribbean	Caribbean	Consumer	118,872	63,628
		Corporate	118,872	20,079
		Home Office	118,872	22,751
Central	Central	Consumer	860,428	497,559
		Corporate	860,428	282,280
		Home Office	860,428	129,690
Asia	Asia	Consumer	244,363	142,444
		Corporate	244,363	46,479
		Home Office	244,363	46,479
East	East	Consumer	208,291	64,229
		Corporate	208,291	29,936
		Home Office	208,291	29,936
EMEA	EMEA	Consumer	228,621	351,540
		Corporate	228,621	72,863
		Home Office	228,621	52,117
North	North	Consumer	377,680	333,184
		Corporate	377,680	139,591
		Home Office	377,680	86,793
South	South	Consumer	377,680	139,591
		Corporate	377,680	139,591
		Home Office	377,680	139,591
Oceania	Oceania	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
South	South	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
Southeast	Southeast	Consumer	313,887	354,401
		Corporate	313,887	354,401
		Home Office	313,887	354,401
West	West	Consumer	254,113	113,638
		Corporate	254,113	113,638
		Home Office	254,113	113,638

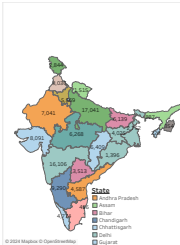
Fixed 2 LOD

Category	Region	Segment	Fixed 2	Sales
Furniture	Africa	Consumer	184,813	186,622
		Corporate	194,613	49,597
		Home Office	194,613	49,597
Canada	Canada	Consumer	10,595	7,396
		Corporate	10,595	1,696
		Home Office	10,595	1,696
Caribbean	Caribbean	Consumer	118,872	63,628
		Corporate	118,872	20,079
		Home Office	118,872	22,751
Central	Central	Consumer	860,428	497,559
		Corporate	860,428	282,280
		Home Office	860,428	129,690
Asia	Asia	Consumer	244,363	142,444
		Corporate	244,363	46,479
		Home Office	244,363	46,479
East	East	Consumer	208,291	64,229
		Corporate	208,291	29,936
		Home Office	208,291	29,936
EMEA	EMEA	Consumer	228,621	351,540
		Corporate	228,621	72,863
		Home Office	228,621	52,117
North	North	Consumer	377,680	333,184
		Corporate	377,680	139,591
		Home Office	377,680	86,793
South	South	Consumer	377,680	139,591
		Corporate	377,680	139,591
		Home Office	377,680	139,591
Oceania	Oceania	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
South	South	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
Southeast	Southeast	Consumer	313,887	354,401
		Corporate	313,887	354,401
		Home Office	313,887	354,401
West	West	Consumer	254,113	113,638
		Corporate	254,113	113,638
		Home Office	254,113	113,638

Exclude LOD

Category	Region	Segment	Exclude	Sales
Furniture	Africa	Consumer	184,813	186,622
		Corporate	194,613	49,597
		Home Office	194,613	49,597
Canada	Canada	Consumer	10,595	7,396
		Corporate	10,595	1,696
		Home Office	10,595	1,696
Caribbean	Caribbean	Consumer	118,872	63,628
		Corporate	118,872	20,079
		Home Office	118,872	22,751
Central	Central	Consumer	860,428	497,559
		Corporate	860,428	282,280
		Home Office	860,428	129,690
Asia	Asia	Consumer	244,363	142,444
		Corporate	244,363	46,479
		Home Office	244,363	46,479
East	East	Consumer	208,291	64,229
		Corporate	208,291	29,936
		Home Office	208,291	29,936
EMEA	EMEA	Consumer	228,621	351,540
		Corporate	228,621	72,863
		Home Office	228,621	52,117
North	North	Consumer	377,680	333,184
		Corporate	377,680	139,591
		Home Office	377,680	86,793
South	South	Consumer	377,680	139,591
		Corporate	377,680	139,591
		Home Office	377,680	139,591
Oceania	Oceania	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
South	South	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
Southeast	Southeast	Consumer	313,887	354,401
		Corporate	313,887	354,401
		Home Office	313,887	354,401
West	West	Consumer	254,113	113,638
		Corporate	254,113	113,638
		Home Office	254,113	113,638

Ellided Map



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State

Andhra Pradesh

Arunachal Pradesh

Assam

Bihar

Chhattisgarh

Goa

Gujarat

Haryana

Himachal Pradesh

Jammu and Kashmir

Karnataka

Kerala

Madhya Pradesh

Maharashtra

Manipur

Meghalaya

Mizoram

Nagaland

Odisha

Punjab

Rajasthan

Sikkim

Tamil Nadu

Telangana

Tripura

Uttar Pradesh

Uttarakhand

West Bengal

Scale

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Office

Supplies

Category	Region	Segment	Fixed 1	Sales
Furniture	Africa	Consumer	184,813	186,622
		Corporate	194,613	49,597
		Home Office	194,613	49,597
Canada	Canada	Consumer	10,595	7,396
		Corporate	10,595	1,696
		Home Office	10,595	1,696
Caribbean	Caribbean	Consumer	118,872	63,628
		Corporate	118,872	20,079
		Home Office	118,872	22,751
Central	Central	Consumer	860,428	497,559
		Corporate	860,428	282,280
		Home Office	860,428	129,690
Asia	Asia	Consumer	244,363	142,444
		Corporate	244,363	46,479
		Home Office	244,363	46,479
East	East	Consumer	208,291	64,229
		Corporate	208,291	29,936
		Home Office	208,291	29,936
EMEA	EMEA	Consumer	228,621	351,540
		Corporate	228,621	72,863
		Home Office	228,621	52,117
North	North	Consumer	377,680	333,184
		Corporate	377,680	139,591
		Home Office	377,680	86,793
South	South	Consumer	377,680	139,591
		Corporate	377,680	139,591
		Home Office	377,680	139,591
Oceania	Oceania	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
South	South	Consumer	450,468	251,512
		Corporate	450,468	251,512
		Home Office	450,468	251,512
Southeast	Southeast	Consumer	313,887	354,401
		Corporate	313,887	354,401
		Home Office	313,887	354,401
West	West	Consumer	254,113	113,638
		Corporate	254,113	113,638
		Home Office	254,113	113,638

Technology

		Technology	
Canada	Consumer	227,287	95,331
	Corporate	22,298	4,141
	Home Office	22,298	4,141
Caribbean	Consumer	118,872	63,628
	Corporate	118,872	20,079
	Home Office	118,872	22,751
Central	Consumer	1,038,450	523,837
	Corporate	1,038,450	282,280
	Home Office	1,038,450	129,690
East	Consumer	264,074	72,754
	Corporate	26,407	6,285
	Home Office	26,407	6,285
EMEA	Consumer	395,815	225,887
	Corporate	39,582	14,522
	Home Office	39,582	14,522
North	Consumer	448,810	131,175
	Corporate	44,881	16,630
	Home Office	44,881	16,630
South	Consumer	433,019	174,743
	Corporate	43,302	17,743
	Home Office	43,302	17,743
Spain	Consumer	492,003	79,765
	Corporate	49,200	22,389
	Home Office	49,200	22,389
Southeast	Consumer	251,861	88,289
	Corporate	25,186	10,289
	Home Office	25,186	10,289
West	Consumer	194,613	49,597
	Corporate	19,461	4,597
	Home Office	19,461	4,597
Africa	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Asia	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Australia	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Europe	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Latin America	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Middle East	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Oceania	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Russia	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
Turkey	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622
U.S.	Consumer	184,813	186,622
	Corporate	18,481	3,622
	Home Office	18,481	3,622