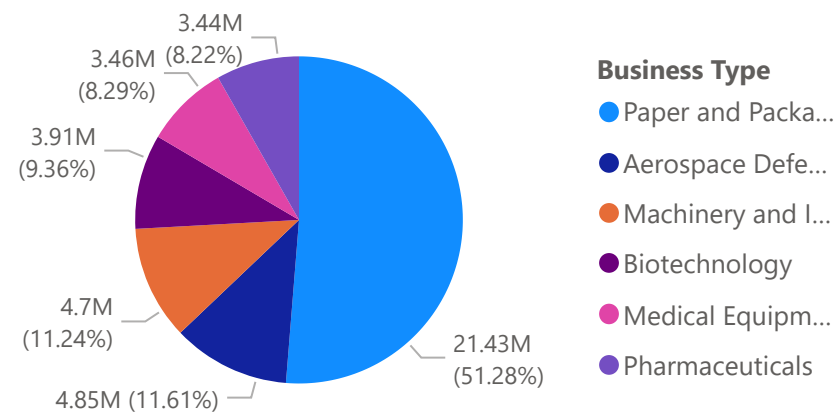
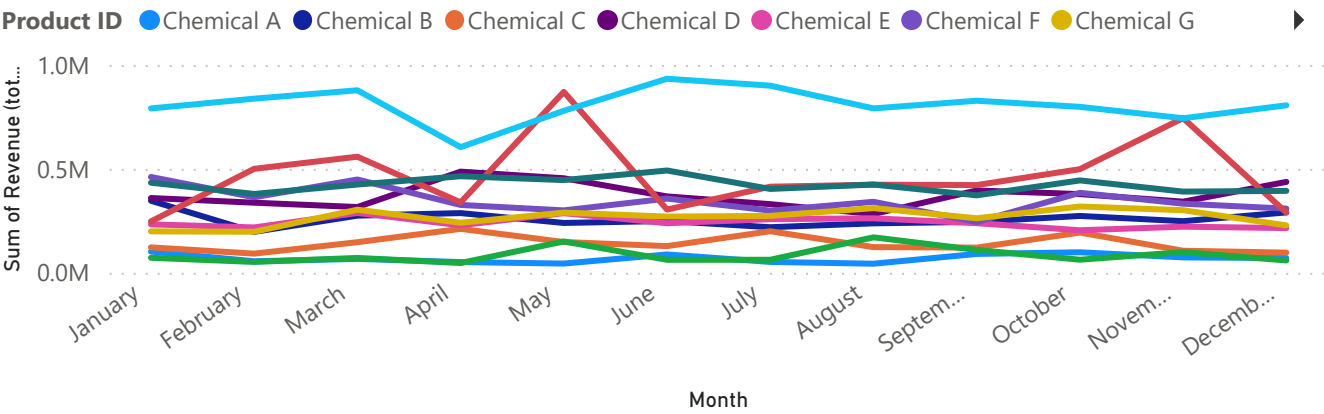


Business Type	Chemical A	Chemical B	Chemical C	Chemical D	Chemical E	Chemical F	Chemical G	Chemical H	Chemical I	Chemical J	Chemical K	Total
Aerospace Defense	0.02%	1.59%	0.91%	3.60%	2.32%	1.40%	0.19%	0.01%	0.03%	0.01%	0.00%	10.09%
Biotechnology	0.00%	1.18%	0.32%	2.47%	1.78%	0.11%	0.25%	0.02%	0.04%	0.01%	0.02%	6.20%
Machinery and Industrial Goods	0.03%	1.10%	0.72%	1.70%	0.84%	2.01%	0.11%	0.02%	0.28%	0.09%	0.00%	6.89%
Medical Equipment	0.03%	0.68%	0.64%	0.72%	0.41%	3.09%	0.08%	0.00%	0.03%	0.03%		5.70%
Paper and Packaging	0.22%	0.04%	0.06%	0.09%	0.04%	0.68%	0.02%	25.33%	13.69%	0.06%	24.85%	65.08%
Pharmaceuticals	0.01%	2.01%	0.55%	1.45%	0.89%	0.94%	0.14%	0.02%	0.01%	0.02%	0.00%	6.05%
Total	0.31%	6.60%	3.21%	10.02%	6.28%	8.22%	0.78%	25.40%	14.08%	0.22%	24.87%	100.00%

Revenue Breakdown by Segment

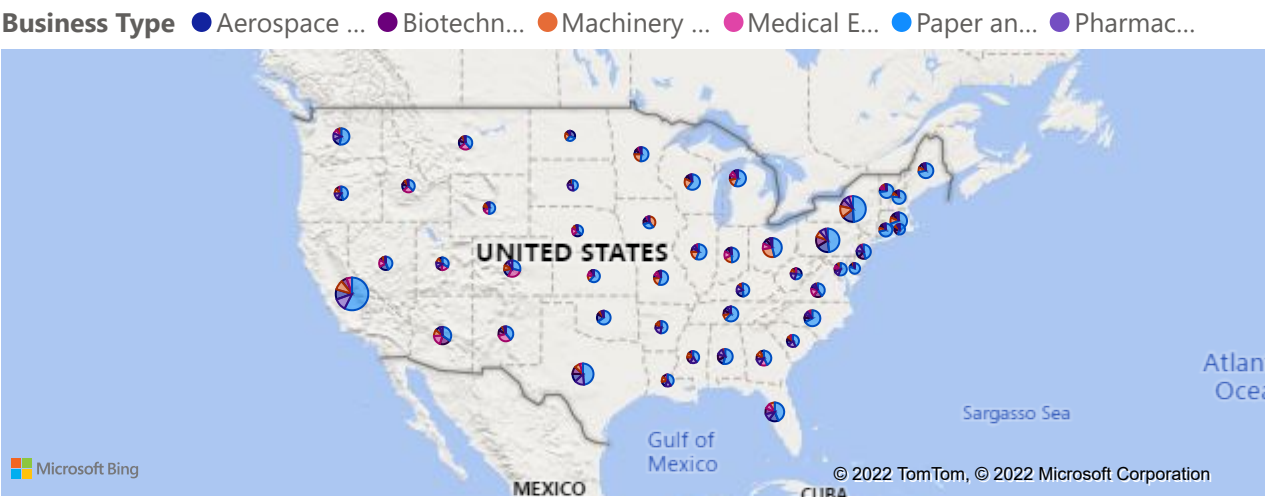


Seasonality

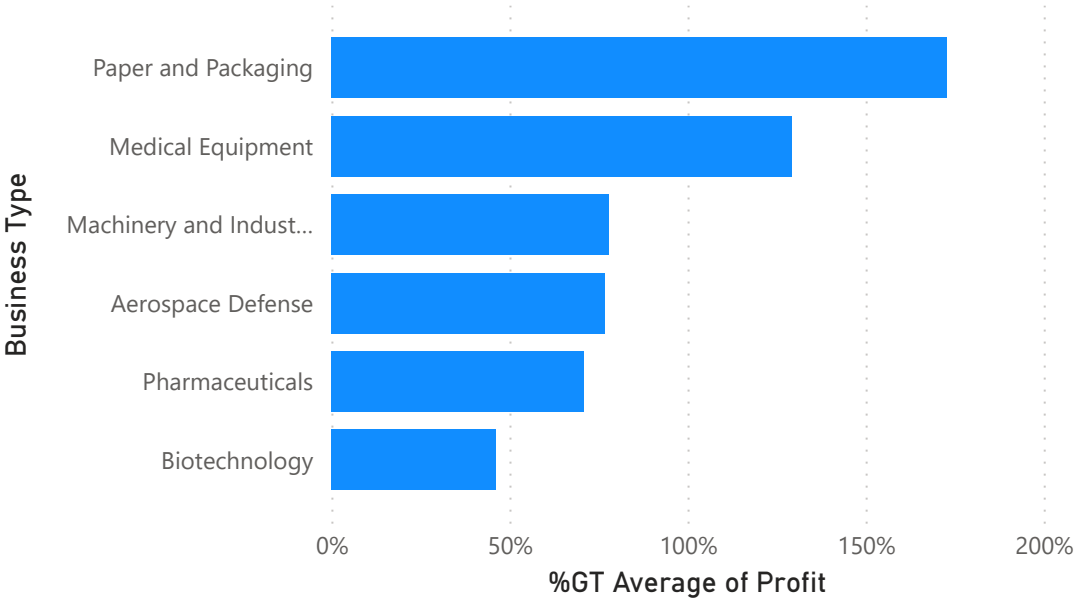


Understanding the Market Segment

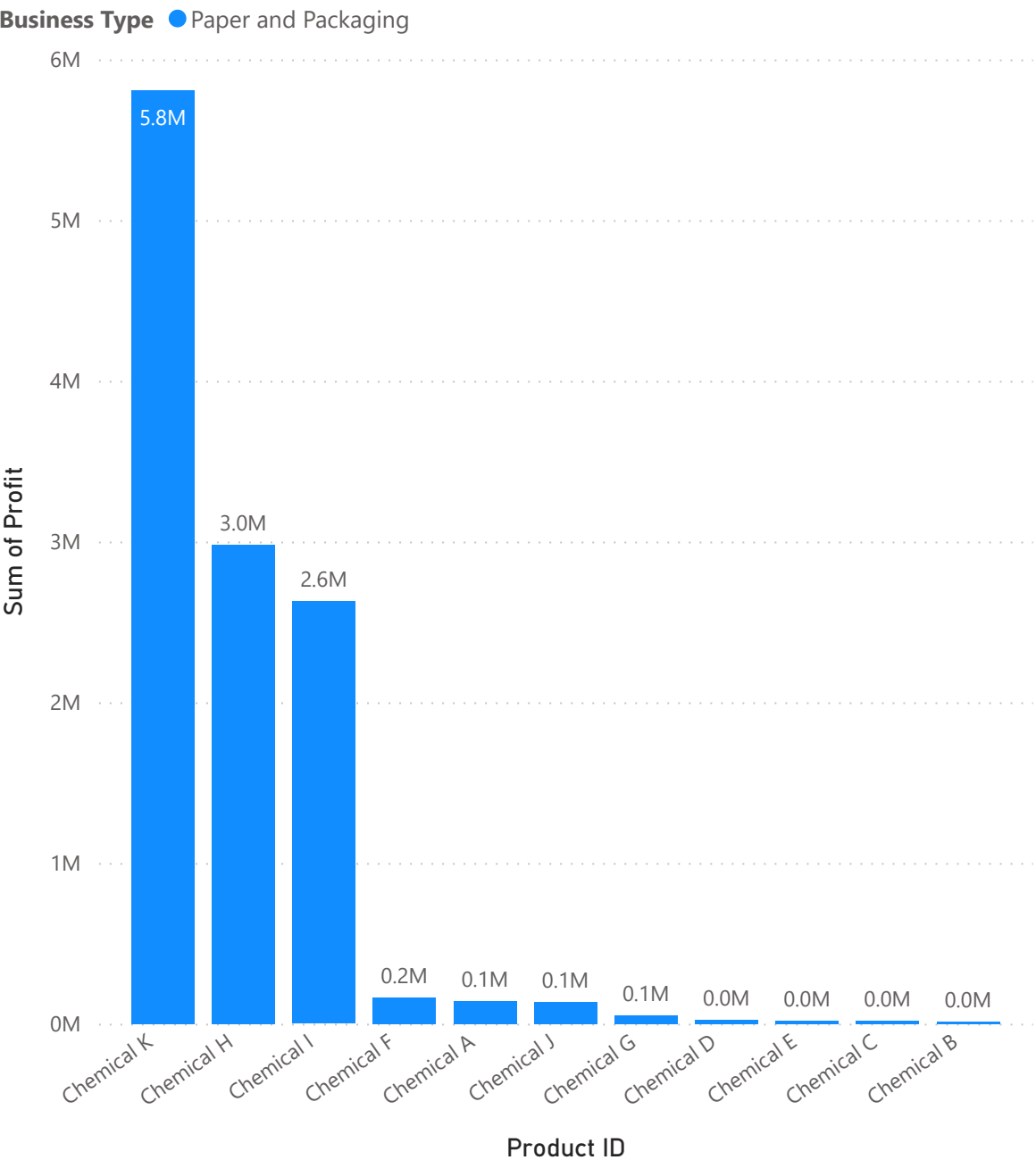
Geographic Distribution by Segment



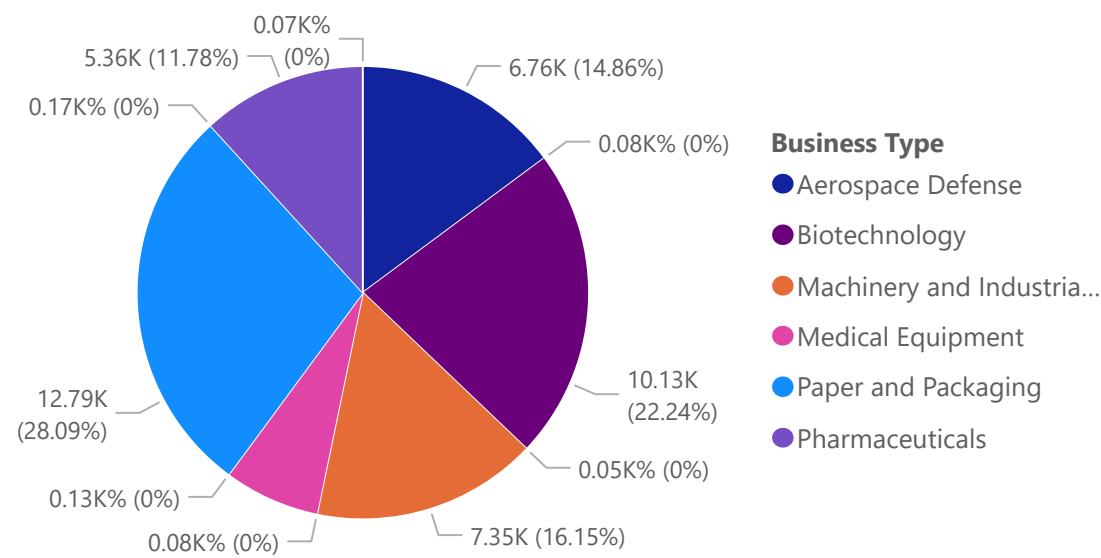
Average Profit Margin per Segment



Profit by Product



Customer Profit Margin & Business Count



Recommended to Divest from Chemical A

Sum of Profit by Product ID and Business Type

Business Type ● Aerospace Defense ● Biotechnology ● Machinery and Industrial Goods ● Medical Equipment ● Paper and Packaging ● Pharmaceuticals

