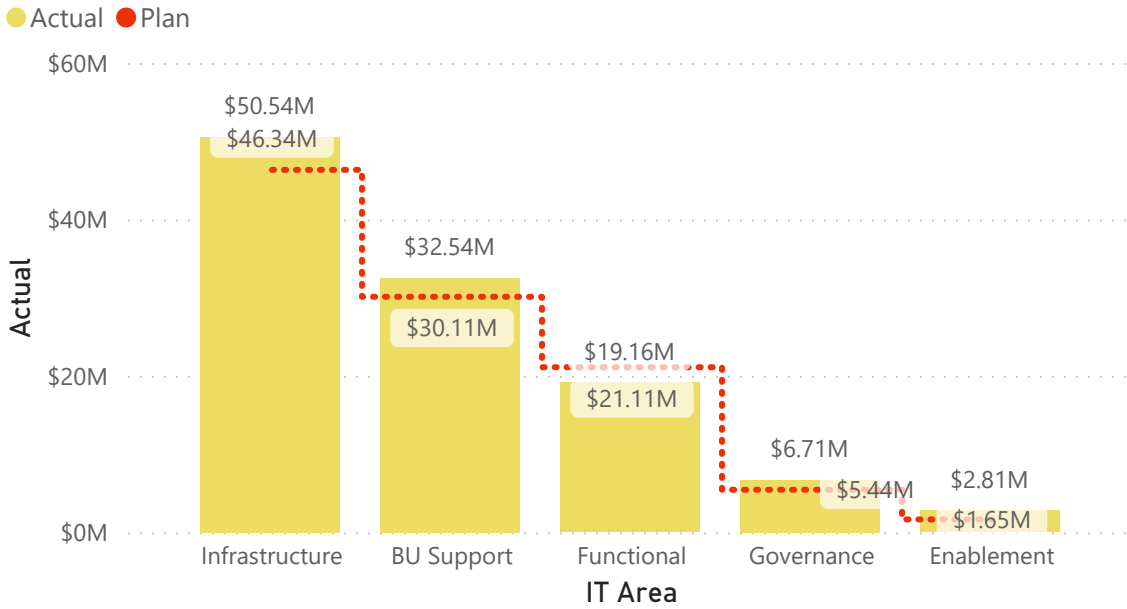


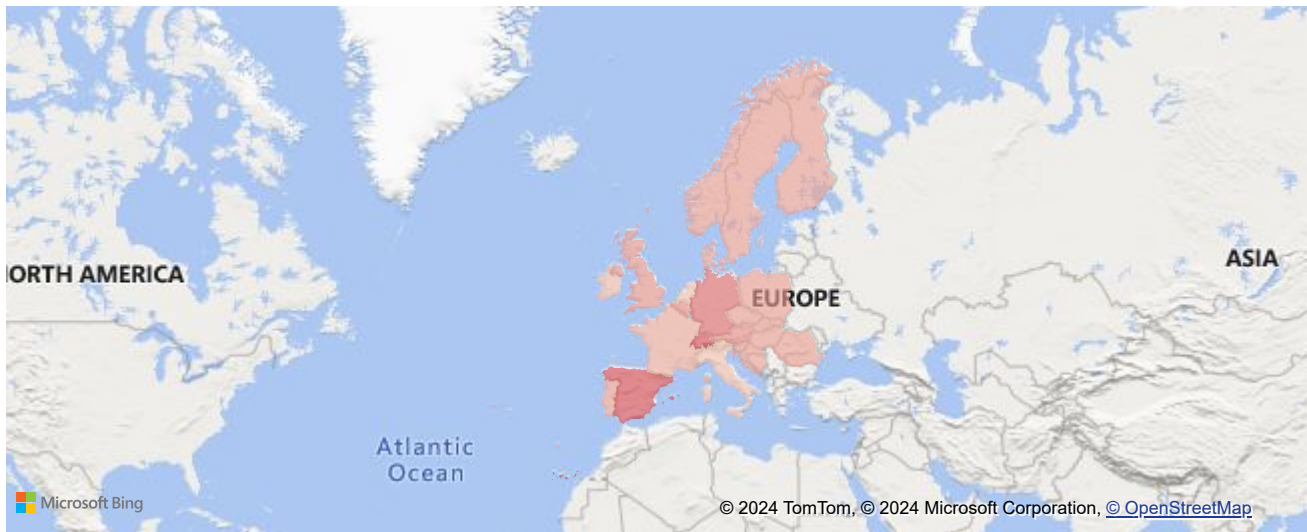
Actual and Plan by IT Area



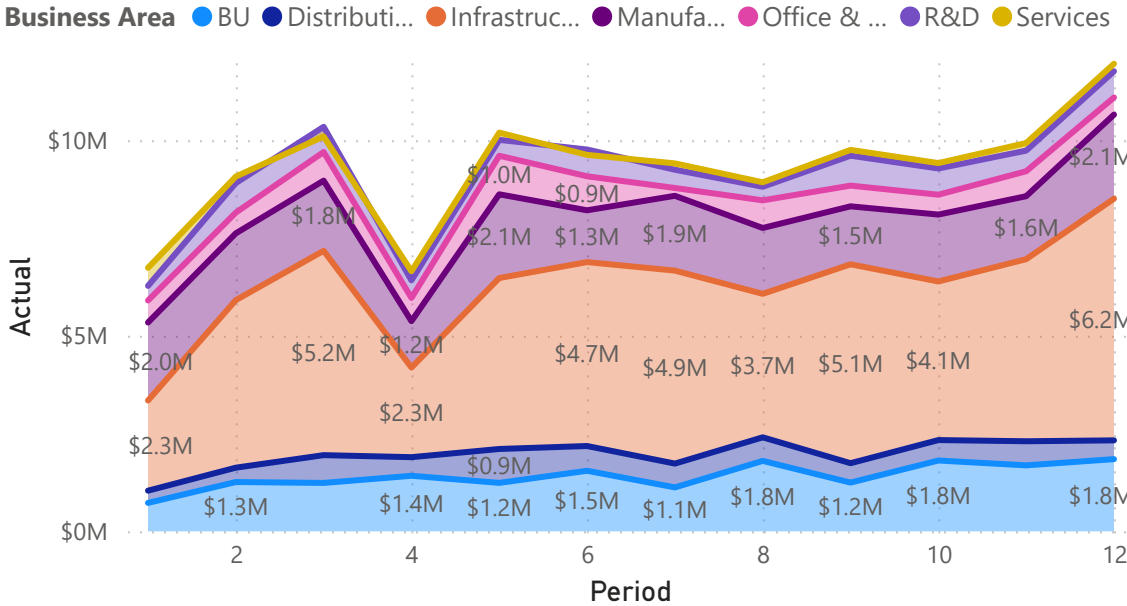
Sales Region

Europe

Var Plan% by Country/Region



Actual by Period and Business Area



Sales Region ×  
Europe

Period ×

Var Plan  
7099244

Europe  
7099244

12  
3226763

11  
1845815

9  
1453531

6.05%

VAR LE1%

5.85%

Var Plan%

0.06%

VAR LE2%

-0.99%

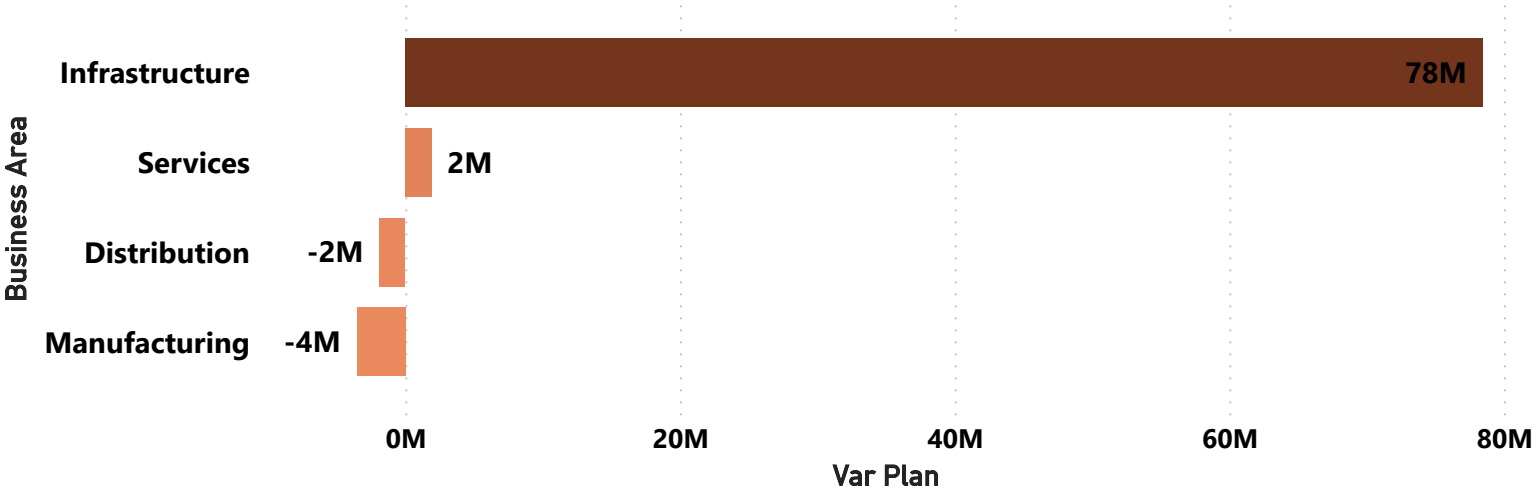
VAR LE3%

Sales Region

All

Var Plan by Business Area

Var Plan -3.54M 78.46M



Month	BU	Distribution	Infrastructure	Manufacturing	Office & Administrative	R&D	Services	Total
January	-37.59%	-19.10%	-4.15%	-5.04%	-15.49%	-70.49%	-4.11%	-27.29%
February	-9.17%	-10.82%	10.02%	-12.12%	-8.63%	16.93%	-10.09%	-1.84%
March	2.79%	19.62%	15.86%	-2.33%	-5.49%	-5.34%	-19.88%	2.60%
April	-14.29%	-24.37%	18.93%	-13.60%	-5.16%	-5.47%	12.70%	-3.24%
May	-14.79%	25.06%	54.47%	-5.41%	5.12%	7.83%	10.21%	12.73%
June	-11.30%	1.69%	46.64%	39.15%	-0.71%	-36.80%	-36.89%	5.20%
July	-13.57%	15.79%	58.23%	-3.74%	-0.11%	-30.93%	9.88%	4.89%
August	-2.28%	-7.68%	47.97%	-4.85%	-13.69%	12.32%	3.95%	7.84%
September	-1.53%	-23.28%	60.20%	-5.21%	-6.88%	22.49%	-11.79%	11.28%
October	-1.68%	3.69%	37.68%	-9.36%	-10.00%	17.80%	37.90%	7.34%
November	-7.15%	3.67%	57.19%	-4.31%	-0.09%	24.60%	29.43%	15.06%
December	27.10%	-29.11%	154.51%	-3.76%	4.25%	55.80%	67.44%	45.35%
Total	-7.00%	-3.74%	44.37%	-2.67%	-4.93%	-8.48%	5.47%	5.85%

Var Plan by Country/Region

Var Plan -2.05M 43.09M

