

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category

2018 Actuals

1,101.34m



1,107.35m

Total 2018 Plan

801.90

299.44

3

318.43m
2018 Actuals

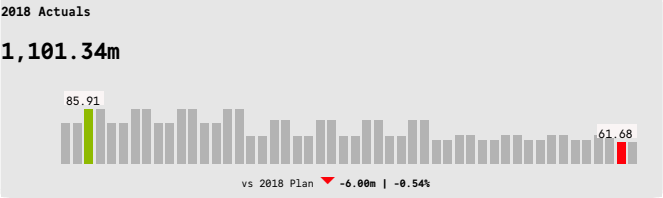
331.54m
2018 Plan

323.09m
2019 Actuals

34,773,589,185.0 %
2019 Plan

Category						Grand Total						Beverages						Water					
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 301	REGION001	East	East	East	Cat 101	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 301	REGION001	East	East	East	Cat 102	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 101	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 102	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 301	REGION001	Central	Central	Central	Cat 101	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 301	REGION001	Central	Central	Central	Cat 102	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 101	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 102	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 101	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 102	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 301	REGION002	APAC	APAC	APAC	Cat 101	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 301	REGION002	APAC	APAC	APAC	Cat 102	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 302	REGION001	East	East	East	Cat 101	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 302	REGION001	East	East	East	Cat 102	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 101	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 102	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 302	REGION001	Central	Central	Central	Cat 101	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 302	REGION001	Central	Central	Central	Cat 102	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 101	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 102	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 101	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 102	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 302	REGION002	APAC	APAC	APAC	Cat 101	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 302	REGION002	APAC	APAC	APAC	Cat 102	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 303	REGION001	East	East	East	Cat 101	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 303	REGION001	East	East	East	Cat 102	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 101	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 102	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99
Brd 303	REGION001	Central	Central	Central	Cat 101	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 303	REGION001	Central	Central	Central	Cat 102	37.42	39.63	36.88	4,254,336.40...	128.15	236.62	28.42	30.84	27.14	3,328,736.52...	101.97	208.27	9.00	8.79	9.74	925,599,882...	26.18	28.35
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 101	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 102	30.85	30.56	37.46	3,556,204.37...	95.17	175.26	23.56	23.11	30.93	2,791,387.63...	72.42	151.57	7.30	7.45	6.53	764,816,731...	22.74	23.69
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 101	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 102	85.91	89.72	84.80	8,662,412.64...	258.59	473.18	64.02	67.26	64.19	6,446,630.43...	194.86	413.17	21.89	22.45	20.62	2,215,782.21...	63.73	60.02
Brd 303	REGION002	APAC	APAC	APAC	Cat 101	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 303	REGION002	APAC	APAC	APAC	Cat 102	37.71	36.37	42.90	4,802,755.24...	122.79	238.48	27.38	26.47	32.63	3,746,114.32...	93.25	206.98	10.33	9.90	10.27	1,056,640.91...	29.54	31.50
Brd 304	REGION001	East	East	East	Cat 101	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 304	REGION001	East	East	East	Cat 102	75.71	88.87	70.56	8,339,831.07...	249.98	478.68	53.25	64.26	49.32	6,140,013.12...	183.77	414.23	22.46	24.61	21.25	2,199,817.95...	66.20	64.44
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 101	50.83	46.39	50.48	5,158,049.45...	152.08	304.84	37.44	32.31	39.05	3,839,729.48...	111.91	266.85	13.39	14.08	11.43	1,318,319.96...	40.17	37.99

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category



1,107.35m
Total 2018 Plan



3

318.43m
2018 Actuals

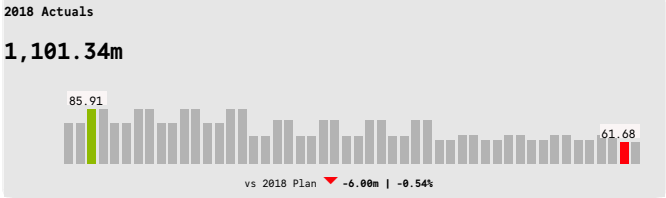
331.54m
2018 Plan

323.09m
2019 Actuals

34,773,589,185.0 %
2019 Plan

Category						Grand Total						Beverages						Water					
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 102	50.83	46.39	50.48	5,150,049,45..	152.08	304.84	37.44	32.31	39.05	3,839,729,48..	111.91	266.85	13.39	14.08	11.43	1,318,319,96..	40.17	37.99
Brd 304	REGION001	Central	Central	Central	Cat 101	37.42	39.63	36.88	4,254,336,40..	128.15	236.62	28.42	30.84	27.14	3,328,736,52..	101.97	200.27	9.00	8.79	9.74	925,599,882..	26.18	28.35
Brd 304	REGION001	Central	Central	Central	Cat 102	37.42	39.63	36.88	4,254,336,40..	128.15	236.62	28.42	30.84	27.14	3,328,736,52..	101.97	200.27	9.00	8.79	9.74	925,599,882..	26.18	28.35
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 101	30.85	30.56	37.46	3,556,204,37..	95.17	175.26	23.56	23.11	30.93	2,791,387,63..	72.42	151.57	7.30	7.45	6.53	764,816,731..	22.74	23.69
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 102	30.85	30.56	37.46	3,556,204,37..	95.17	175.26	23.56	23.11	30.93	2,791,387,63..	72.42	151.57	7.30	7.45	6.53	764,816,731..	22.74	23.69
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 101	85.91	89.72	84.80	8,662,412,64..	258.59	473.18	64.02	67.26	64.19	6,446,630,43..	194.86	413.17	21.89	22.45	20.62	2,215,782,21..	63.73	60.02
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 102	85.91	89.72	84.80	8,662,412,64..	258.59	473.18	64.02	67.26	64.19	6,446,630,43..	194.86	413.17	21.89	22.45	20.62	2,215,782,21..	63.73	60.02
Brd 304	REGION002	APAC	APAC	APAC	Cat 101	37.71	36.37	42.90	4,802,755,24..	122.79	238.48	27.38	26.47	32.63	3,746,114,32..	93.25	206.98	10.33	9.90	10.27	1,056,648,91..	29.54	31.50
Brd 304	REGION002	APAC	APAC	APAC	Cat 102	37.71	36.37	42.90	4,802,755,24..	122.79	238.48	27.38	26.47	32.63	3,746,114,32..	93.25	206.98	10.33	9.90	10.27	1,056,648,91..	29.54	31.50
Total						318.43	331.54	323.09	34,773,589,1..	1,006.75	1,907.06	234.06	244.25	243.26	26,292,611,5..	758.18	1,661.06	84.37	87.28	79.83	8,480,977,65..	240.57	245.99

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category



1,107.35m
Total 2018 Plan

801.90

299.44

2

291.09m
2018 Actuals

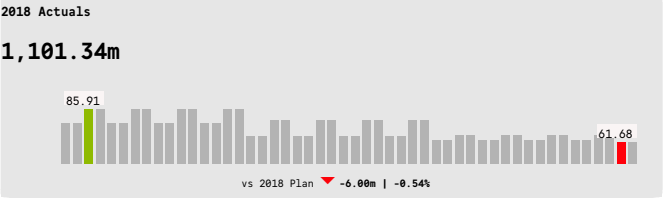
291.39m
2018 Plan

322.77m
2019 Actuals

32,210,855,140.0 %
2019 Plan

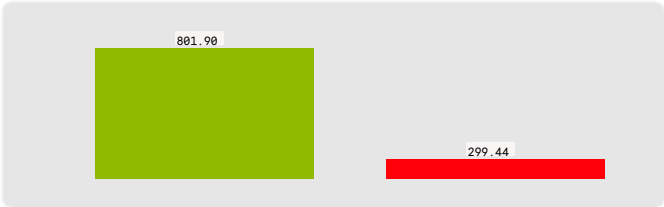
						Grand Total					Beverages					Water							
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 301	REGION001	East	East	East	Cat 101	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 301	REGION001	East	East	East	Cat 102	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 101	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 102	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 301	REGION001	Central	Central	Central	Cat 101	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 301	REGION001	Central	Central	Central	Cat 102	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 101	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 102	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 101	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 102	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 301	REGION002	APAC	APAC	APAC	Cat 101	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 301	REGION002	APAC	APAC	APAC	Cat 102	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 302	REGION001	East	East	East	Cat 101	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 302	REGION001	East	East	East	Cat 102	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 101	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 102	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 302	REGION001	Central	Central	Central	Cat 101	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 302	REGION001	Central	Central	Central	Cat 102	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 101	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 102	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 101	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 102	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 302	REGION002	APAC	APAC	APAC	Cat 101	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 302	REGION002	APAC	APAC	APAC	Cat 102	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 303	REGION001	East	East	East	Cat 101	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 303	REGION001	East	East	East	Cat 102	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 101	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 102	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79
Brd 303	REGION001	Central	Central	Central	Cat 101	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 303	REGION001	Central	Central	Central	Cat 102	38.35	31.82	43.28	3,456,046.51..	91.91	239.34	28.89	23.14	34.35	2,539,108.21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 101	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 102	26.60	28.50	33.90	3,317,121.08..	90.78	177.19	19.85	21.64	26.08	2,619,854.37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 101	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 102	76.88	80.73	86.76	8,818,934.78..	243.47	471.98	57.32	60.01	67.40	6,737,036.24..	183.86	413.27	19.56	20.72	19.36	2,081,898.54..	60.41	58.72
Brd 303	REGION002	APAC	APAC	APAC	Cat 101	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 303	REGION002	APAC	APAC	APAC	Cat 102	39.62	35.18	38.45	3,937,861.72..	104.58	238.41	30.88	26.38	27.44	2,965,418.95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 304	REGION001	East	East	East	Cat 101	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 304	REGION001	East	East	East	Cat 102	65.60	64.60	74.42	7,511,959.60..	201.82	488.50	45.95	43.96	52.50	5,573,280.80..	140.31	422.62	19.65	20.64	21.92	1,938,678.80..	61.52	65.88
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 101	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203.20..	105.19	252.61	13.15	12.83	15.23	1,355,727.70..	38.52	42.79

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category



1,107.35m

Total 2018 Plan



2

291.09m

2018 Actuals

291.39m

2018 Plan

322.77m

2019 Actuals

32,210,855,140.0 %

2019 Plan

Category						Grand Total						Beverages						Water					
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 102	44.04	50.56	45.96	5,168,930.91..	143.71	295.40	30.89	37.73	30.73	3,813,203,20..	105.19	252.61	13.15	12.83	15.23	1,355,727,70..	38.52	42.79
Brd 304	REGION001	Central	Central	Central	Cat 101	38.35	31.82	43.28	3,450,040,51..	91.91	239.34	28.89	23.14	34.35	2,539,100,21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 304	REGION001	Central	Central	Central	Cat 102	38.35	31.82	43.28	3,450,040,51..	91.91	239.34	28.89	23.14	34.35	2,539,100,21..	66.10	210.78	9.46	8.68	8.93	916,938,299...	25.81	28.56
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 101	26.60	28.50	33.90	3,317,121,00..	90.78	177.19	19.85	21.64	26.00	2,619,854,37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 102	26.60	28.50	33.90	3,317,121,00..	90.78	177.19	19.85	21.64	26.00	2,619,854,37..	70.29	153.34	6.75	6.86	7.82	697,267,232...	20.49	23.85
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 101	76.88	80.73	86.76	8,018,934,78..	243.47	471.98	57.32	60.01	67.40	6,737,036,24..	183.06	413.27	19.56	20.72	19.36	2,081,898,54..	60.41	58.72
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 102	76.88	80.73	86.76	8,018,934,78..	243.47	471.98	57.32	60.01	67.40	6,737,036,24..	183.06	413.27	19.56	20.72	19.36	2,081,898,54..	60.41	58.72
Brd 304	REGION002	APAC	APAC	APAC	Cat 101	39.62	35.18	38.45	3,937,861,72..	104.58	238.41	30.88	26.38	27.44	2,965,418,95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Brd 304	REGION002	APAC	APAC	APAC	Cat 102	39.62	35.18	38.45	3,937,861,72..	104.58	238.41	30.88	26.38	27.44	2,965,418,95..	76.84	206.20	8.74	8.80	11.01	972,442,767...	27.74	32.21
Total						291.09	291.39	322.77	32,210,855,1..	876.28	1,910.83	213.78	212.86	238.50	24,247,901,7..	641.79	1,658.82	77.32	78.52	84.27	7,962,953,34..	234.49	252.01

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category

2018 Actuals

1,101.34m



1,107.35m
Total 2018 Plan

801.90

299.44

4

252.31m
2018 Actuals

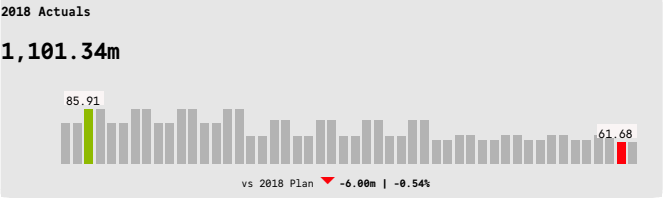
260.01m
2018 Plan

247.14m
2019 Actuals

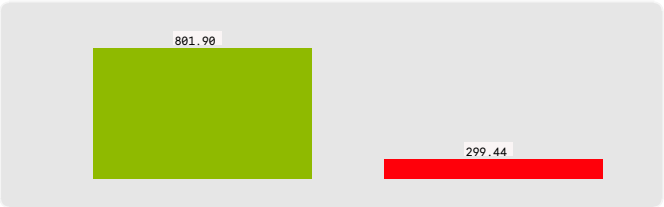
27,009,222,091.0 %
2019 Plan

Category						Grand Total					Beverages					Water							
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 301	REGION001	East	East	East	Cat 101	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 301	REGION001	East	East	East	Cat 102	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 101	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 102	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 301	REGION001	Central	Central	Central	Cat 101	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 301	REGION001	Central	Central	Central	Cat 102	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 101	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 102	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 101	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 102	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 301	REGION002	APAC	APAC	APAC	Cat 101	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 301	REGION002	APAC	APAC	APAC	Cat 102	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 302	REGION001	East	East	East	Cat 101	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 302	REGION001	East	East	East	Cat 102	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 101	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 102	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 302	REGION001	Central	Central	Central	Cat 101	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 302	REGION001	Central	Central	Central	Cat 102	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 101	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 102	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 101	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 102	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 302	REGION002	APAC	APAC	APAC	Cat 101	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 302	REGION002	APAC	APAC	APAC	Cat 102	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 303	REGION001	East	East	East	Cat 101	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 303	REGION001	East	East	East	Cat 102	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 101	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 102	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00
Brd 303	REGION001	Central	Central	Central	Cat 101	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 303	REGION001	Central	Central	Central	Cat 102	29.91	32.02	26.70	2,970,187.63...	104.09	207.81	23.30	24.31	18.36	2,222,574.66...	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 101	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 102	25.26	28.19	23.79	2,119,926.66...	73.43	152.95	18.67	21.74	16.61	1,538,502.80...	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 101	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 102	65.86	62.00	67.85	7,463,775.07...	206.37	414.68	47.27	42.81	50.76	5,665,537.95...	153.35	362.79	18.59	19.20	17.09	1,798,237.12...	53.02	51.88
Brd 303	REGION002	APAC	APAC	APAC	Cat 101	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 303	REGION002	APAC	APAC	APAC	Cat 102	30.36	27.95	36.01	3,678,425.67...	95.66	205.63	22.03	19.47	26.51	2,792,318.77...	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 304	REGION001	East	East	East	Cat 101	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 304	REGION001	East	East	East	Cat 102	62.00	70.21	56.15	6,364,921.90...	195.46	419.51	43.57	48.65	37.19	4,413,447.25...	137.50	362.58	18.43	21.55	18.96	1,951,474.65...	57.96	56.93
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 101	38.92	39.65	36.64	4,411,985.13...	124.70	261.38	26.76	27.58	26.24	3,126,106.33...	87.02	227.38	12.16	12.08	10.40	1,285,878.79...	37.68	34.00

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category



1,107.35m
Total 2018 Plan



4

252.31m
2018 Actuals

260.01m
2018 Plan

247.14m
2019 Actuals

27,009,222,091.0 %
2019 Plan

Category						Grand Total					Beverages					Water							
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2018 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 102	38.92	39.65	36.64	4,411,985.13..	124.70	261.38	26.76	27.58	26.24	3,126,106.33..	87.02	227.38	12.16	12.08	10.40	1,285,878.79..	37.68	34.00
Brd 304	REGION001	Central	Central	Central	Cat 101	29.91	32.02	26.70	2,970,187.63..	104.09	207.81	23.30	24.31	18.36	2,222,574.66..	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 304	REGION001	Central	Central	Central	Cat 102	29.91	32.02	26.70	2,970,187.63..	104.09	207.81	23.30	24.31	18.36	2,222,574.66..	81.38	182.44	6.61	7.71	8.34	747,612,963...	22.70	25.37
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 101	25.26	28.19	23.79	2,119,926.66..	73.43	152.95	18.67	21.74	16.61	1,538,502.80..	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 102	25.26	28.19	23.79	2,119,926.66..	73.43	152.95	18.67	21.74	16.61	1,538,502.80..	54.55	132.21	6.59	6.45	7.17	581,423,863...	18.88	20.73
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 101	65.86	62.00	67.85	7,463,775.07..	206.37	414.68	47.27	42.81	50.76	5,665,537.95..	153.35	362.79	18.59	19.20	17.09	1,798,237.12..	53.02	51.88
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 102	65.86	62.00	67.85	7,463,775.07..	206.37	414.68	47.27	42.81	50.76	5,665,537.95..	153.35	362.79	18.59	19.20	17.09	1,798,237.12..	53.02	51.88
Brd 304	REGION002	APAC	APAC	APAC	Cat 101	30.36	27.95	36.01	3,678,425.67..	95.66	205.63	22.03	19.47	26.51	2,792,318.77..	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Brd 304	REGION002	APAC	APAC	APAC	Cat 102	30.36	27.95	36.01	3,678,425.67..	95.66	205.63	22.03	19.47	26.51	2,792,318.77..	70.50	177.58	8.33	8.48	9.50	886,106,899...	25.16	28.06
Total						252.31	268.01	247.14	27,009,222.0..	799.72	1,661.97	181.08	184.55	175.67	19,758,487.7..	584.32	1,444.99	70.71	75.46	71.46	7,250,734.30..	215.40	216.98

2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category

2018 Actuals

1,101.34m



1,107.35m
Total 2018 Plan

801.90

299.44

1

239.50m
2018 Actuals

224.41m
2018 Plan

264.37m
2019 Actuals

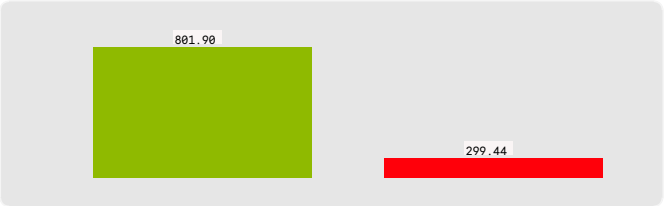
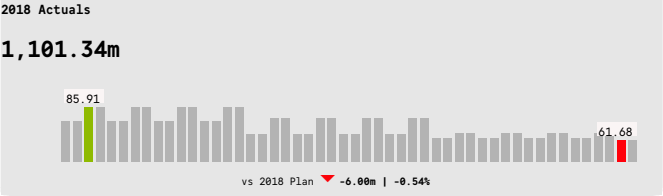
24,930,799,117.0 %
2019 Plan

Category						Grand Total					Beverages					Water							
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 301	REGION001	East	East	East	Cat 101	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 301	REGION001	East	East	East	Cat 102	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 101	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 301	REGION001	Pacific	Pacific	Pacific	Cat 102	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 301	REGION001	Central	Central	Central	Cat 101	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 301	REGION001	Central	Central	Central	Cat 102	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 101	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 301	REGION001	Midwest	Midwest	Midwest	Cat 102	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 101	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 301	REGION002	EMEA	EMEA	EMEA	Cat 102	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 301	REGION002	APAC	APAC	APAC	Cat 101	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 301	REGION002	APAC	APAC	APAC	Cat 102	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 302	REGION001	East	East	East	Cat 101	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 302	REGION001	East	East	East	Cat 102	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 101	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 302	REGION001	Pacific	Pacific	Pacific	Cat 102	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 302	REGION001	Central	Central	Central	Cat 101	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 302	REGION001	Central	Central	Central	Cat 102	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 101	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 302	REGION001	Midwest	Midwest	Midwest	Cat 102	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 101	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 302	REGION002	EMEA	EMEA	EMEA	Cat 102	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 302	REGION002	APAC	APAC	APAC	Cat 101	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 302	REGION002	APAC	APAC	APAC	Cat 102	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 303	REGION001	East	East	East	Cat 101	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 303	REGION001	East	East	East	Cat 102	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 101	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 303	REGION001	Pacific	Pacific	Pacific	Cat 102	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18
Brd 303	REGION001	Central	Central	Central	Cat 101	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 303	REGION001	Central	Central	Central	Cat 102	25.04	31.10	28.27	2,676,334.55...	74.46	205.29	18.97	23.91	20.85	2,009,958.56...	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 101	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 303	REGION001	Midwest	Midwest	Midwest	Cat 102	24.17	29.86	21.45	2,413,521.85...	75.82	158.37	18.01	23.23	14.70	1,826,933.44...	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 101	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 303	REGION002	EMEA	EMEA	EMEA	Cat 102	61.68	51.13	71.43	6,738,592.14...	169.19	407.55	45.39	34.29	52.09	5,080,903.31...	120.28	357.52	16.29	16.84	19.35	1,657,688,82...	48.91	50.03
Brd 303	REGION002	APAC	APAC	APAC	Cat 101	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 303	REGION002	APAC	APAC	APAC	Cat 102	28.59	30.52	34.34	2,956,301.06...	86.22	210.27	20.59	23.21	24.95	2,064,146.44...	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 304	REGION001	East	East	East	Cat 101	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 304	REGION001	East	East	East	Cat 102	58.85	45.03	68.36	6,023,543.66...	150.12	421.81	40.18	26.09	48.44	4,008,452.94...	100.03	364.21	18.67	18.95	19.92	2,015,090.71...	50.08	57.61
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 101	41.17	36.76	40.52	4,122,505.84...	109.92	256.88	29.32	25.42	26.85	2,954,791.32...	75.93	218.69	11.84	11.34	13.66	1,167,714.51...	33.99	38.18

Report Footer

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2018 Actuals, 2018 Plan, 2019 Actuals, 2019 Plan, Plan, 2019 Gross Sales by Quarter No, BRAND_ID, Parent ID, Sub Region, Region, Sub Region, CATEGORY_ID, Category, Sub Category



1

239.50m
2018 Actuals

224.41m
2018 Plan

264.37m
2019 Actuals

24,930,799,117.0 %
2019 Plan

Category						Grand Total						Beverages						Water					
BRAND_ID	Parent ID	Sub Region	Region	Sub Region	CATEGORY_ID	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions	2018 Actuals in Millions	2018 Plan in Millions	2019 Actuals in Millions	2019 Plan	Plan in Millions	2019 Gross Sales in Millions
Brd 304	REGION001	Pacific	Pacific	Pacific	Cat 102	41.17	36.76	40.52	4,122,505,84..	109.92	256.88	29.32	25.42	26.85	2,954,791,32..	75.93	218.69	11.84	11.34	13.66	1,167,714,51..	33.99	38.18
Brd 304	REGION001	Central	Central	Central	Cat 101	25.84	31.18	28.27	2,676,334,55..	74.46	205.29	18.97	23.91	20.85	2,009,958,56..	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 304	REGION001	Central	Central	Central	Cat 102	25.84	31.18	28.27	2,676,334,55..	74.46	205.29	18.97	23.91	20.85	2,009,958,56..	53.86	182.59	6.08	7.19	7.41	666,375,984...	20.61	22.70
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 101	24.17	29.86	21.45	2,413,521,85..	75.82	158.37	18.01	23.23	14.70	1,826,933,44..	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 304	REGION001	Midwest	Midwest	Midwest	Cat 102	24.17	29.86	21.45	2,413,521,85..	75.82	158.37	18.01	23.23	14.70	1,826,933,44..	57.92	137.11	6.16	6.63	6.76	586,588,406...	17.90	21.25
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 101	61.68	51.13	71.43	6,738,592,14..	169.19	407.55	45.39	34.29	52.09	5,080,903,31..	120.28	357.52	16.29	16.84	19.35	1,657,688,82..	48.91	50.83
Brd 304	REGION002	EMEA	EMEA	EMEA	Cat 102	61.68	51.13	71.43	6,738,592,14..	169.19	407.55	45.39	34.29	52.09	5,080,903,31..	120.28	357.52	16.29	16.84	19.35	1,657,688,82..	48.91	50.83
Brd 304	REGION002	APAC	APAC	APAC	Cat 101	28.59	38.52	34.34	2,956,301,06..	86.22	218.27	20.59	23.21	24.95	2,864,146,44..	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Brd 304	REGION002	APAC	APAC	APAC	Cat 102	28.59	38.52	34.34	2,956,301,06..	86.22	218.27	20.59	23.21	24.95	2,864,146,44..	62.72	181.27	8.00	7.31	9.39	892,154,619...	23.49	29.00
Total						239.50	224.41	264.37	24,930,799,1..	671.72	1,668.17	172.46	156.15	187.87	17,945,186,8..	470.73	1,441.39	67.04	68.27	76.58	6,985,613,86..	200.99	218.78