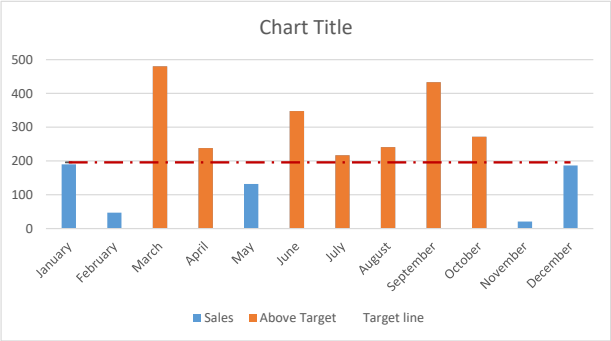


| Months    | Sales | Above Target |
|-----------|-------|--------------|
| January   | 190   | #N/A         |
| February  | 47    | #N/A         |
| March     | 480   | 480          |
| April     | 238   | 238          |
| May       | 132   | #N/A         |
| June      | 348   | 348          |
| July      | 217   | 217          |
| August    | 241   | 241          |
| September | 433   | 433          |
| October   | 272   | 272          |
| November  | 21    | #N/A         |
| December  | 187   | #N/A         |

Target      196      304



|            | Revenue | Profit margin |
|------------|---------|---------------|
| Company 1  | 3846    | 12.00%        |
| Company 2  | 6993    | 27.70%        |
| Company 3  | 6290    | 7.40%         |
| Company 4  | 2053    | 4.20%         |
| Company 5  | 5111    | 4.50%         |
| Company 6  | 4400    | 3.90%         |
| Company 7  | 4442    | 3.50%         |
| Company 8  | 8091    | 6.60%         |
| Company 9  | 6968    | 4.90%         |
| Company 10 | 3012    | 19.70%        |
| Company 11 | 5502    | 12.30%        |
| Company 12 | 7829    | 6.30%         |
| Company 13 | 6334    | 6.10%         |
| Company 14 | 3487    | 5.30%         |
| Company 15 | 6258    | 6.20%         |
| Company 16 | 5867    | 3.20%         |
| Company 17 | 8774    | 3.70%         |
| Company 18 | 3885    | 19.00%        |
| Company 19 | 4404    | 3.50%         |
| Company 20 | 4171    | 3.70%         |

Spot the company  
Company 14      3487    0.053

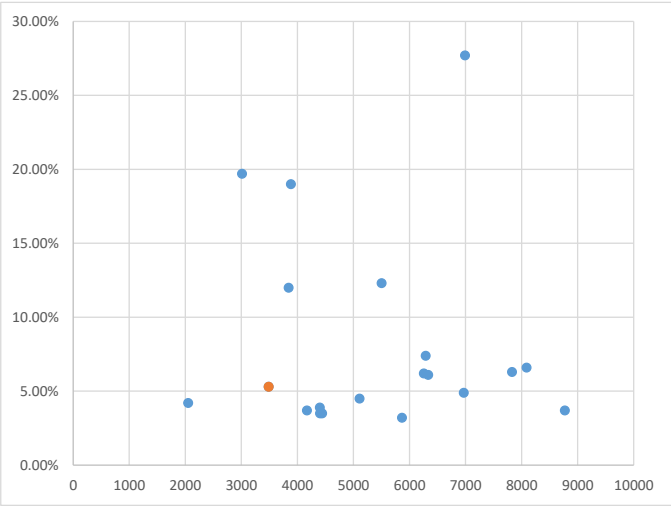
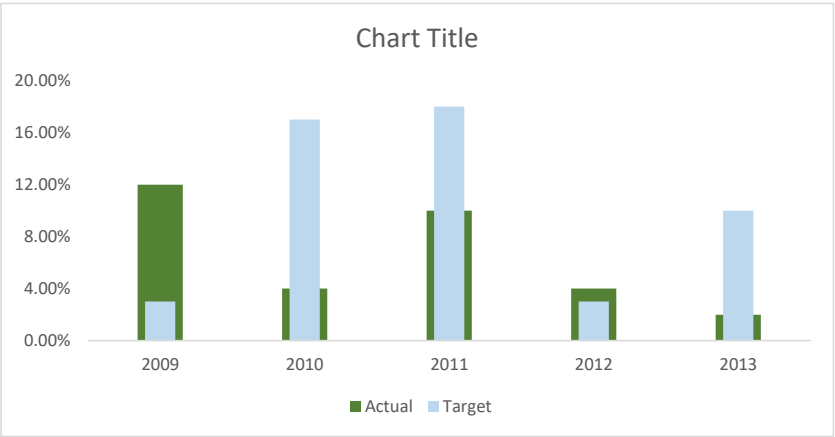


Chart Data

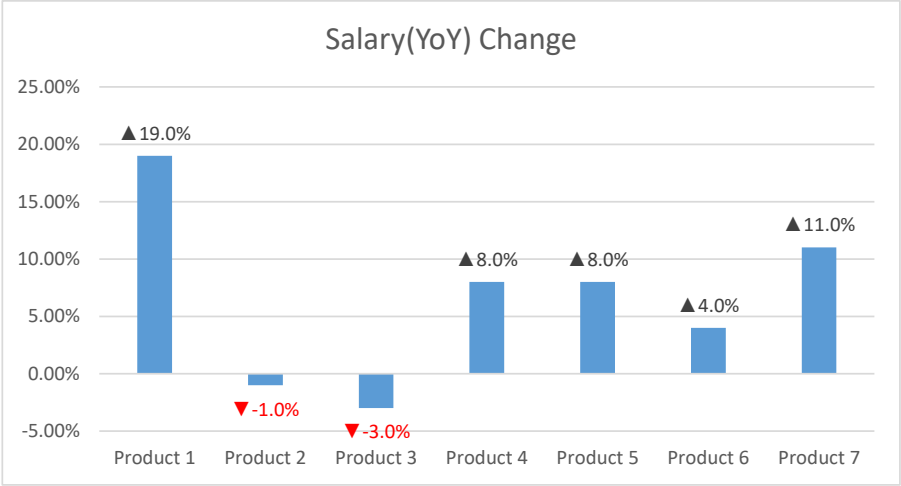
|      | Target | Actual |
|------|--------|--------|
| 2009 | 3.00%  | 12.00% |
| 2010 | 17.00% | 4.00%  |
| 2011 | 18.00% | 10.00% |
| 2012 | 3.00%  | 4.00%  |
| 2013 | 10.00% | 2.00%  |





| Product   | Salary(YoY) Change |
|-----------|--------------------|
| Product 1 | 19.00%             |
| Product 2 | -1.00%             |
| Product 3 | -3.00%             |
| Product 4 | 8.00%              |
| Product 5 | 8.00%              |
| Product 6 | 4.00%              |
| Product 7 | 11.00%             |

▲ ▼



|               | Start date | Duration |
|---------------|------------|----------|
| Kick off call | 27-09-2014 | 1        |
| Requirement   | 30-09-2014 | 5        |
| Phase 1       | 07-10-2014 | 15       |
| Check-point   | 20-10-2014 | 1        |
| Interim Del   | 26-10-2014 | 7        |
| Phase 2       | 29-10-2014 | 20       |
| Check-point   | 18-11-2014 | 1        |
| Final Delive  | 21-11-2014 | 12       |

