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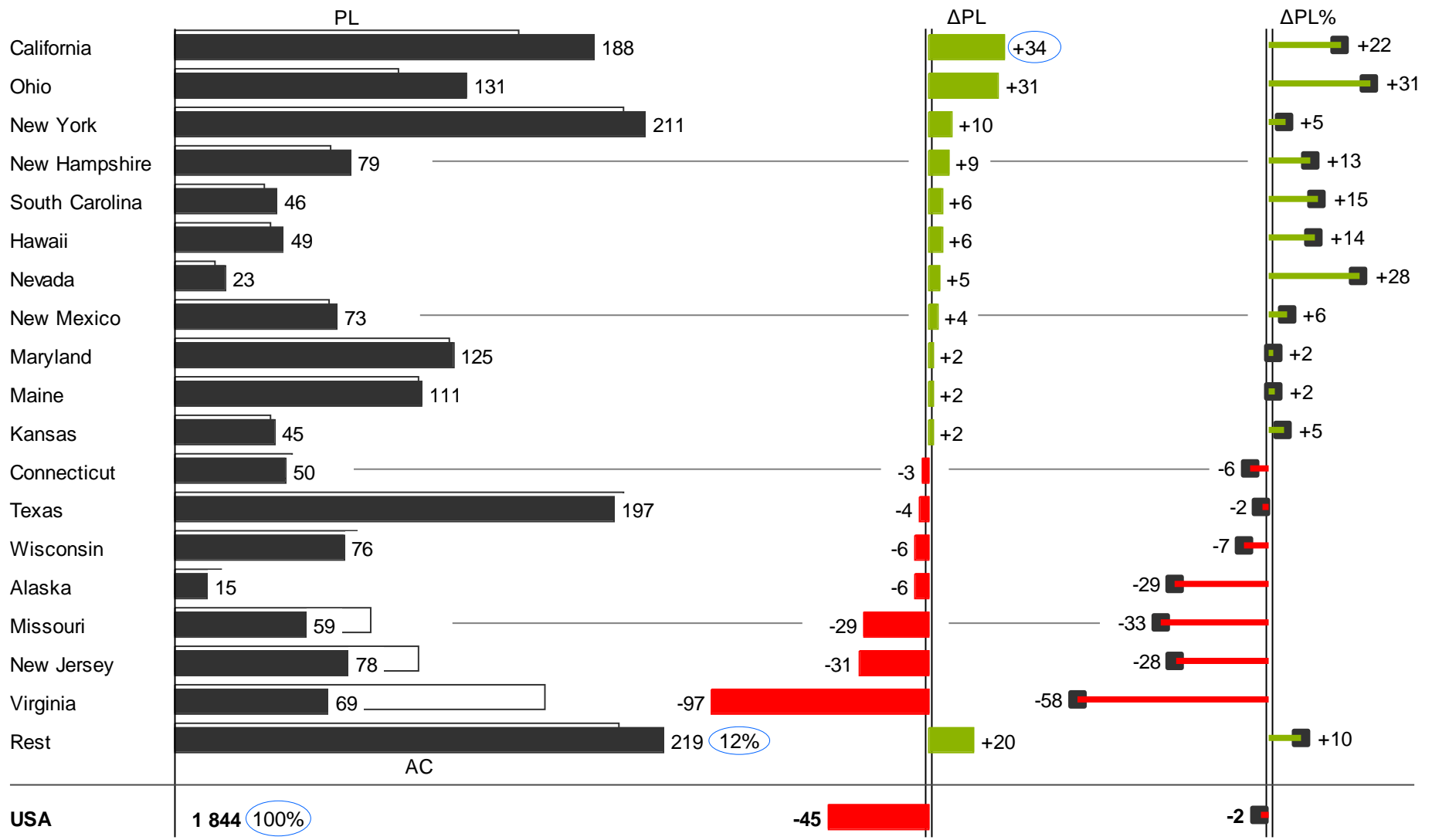
After opening the file you turn on **full screen mode** by clicking **ctrl+L** (Windows) or **ctrl+cmd+F** (Mac).

Full screen mode is important to see and understand small changes between two slides.

18 states make up for 88% (mUSD 1 625) of USA net sales (mUSD 1 844),
 California presenting the highest variance vs. plan (mUSD +34)



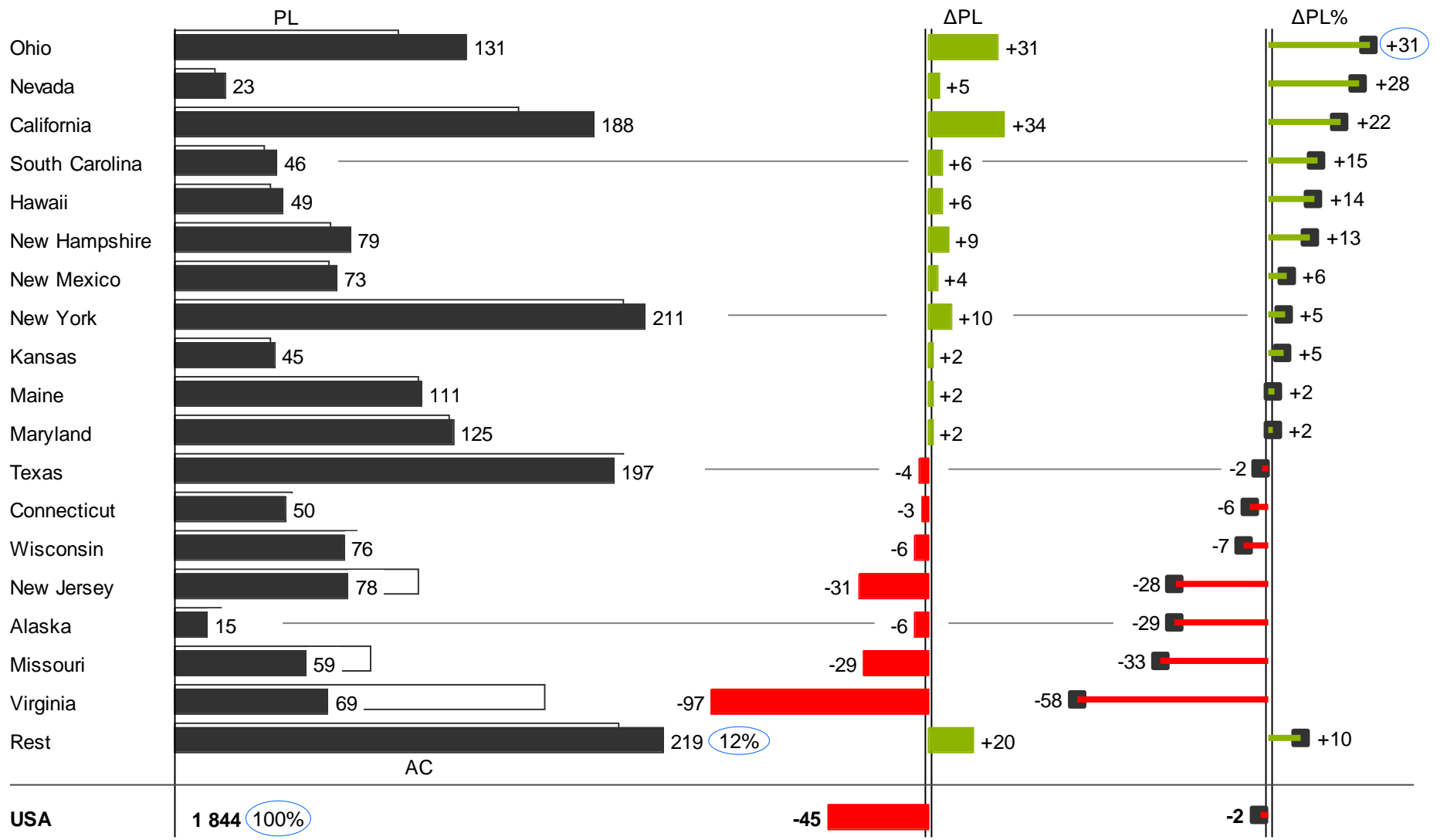
Housing and Construction Inc.
Net sales in mUSD (sorted by ΔPL)
 2015-Q2: AC, PL and ΔPL, ΔPL%



18 states make up for 88% (mUSD 1 625) of USA net sales (mUSD 1 844),
Ohio presenting the highest %-variance vs. plan (+31%)



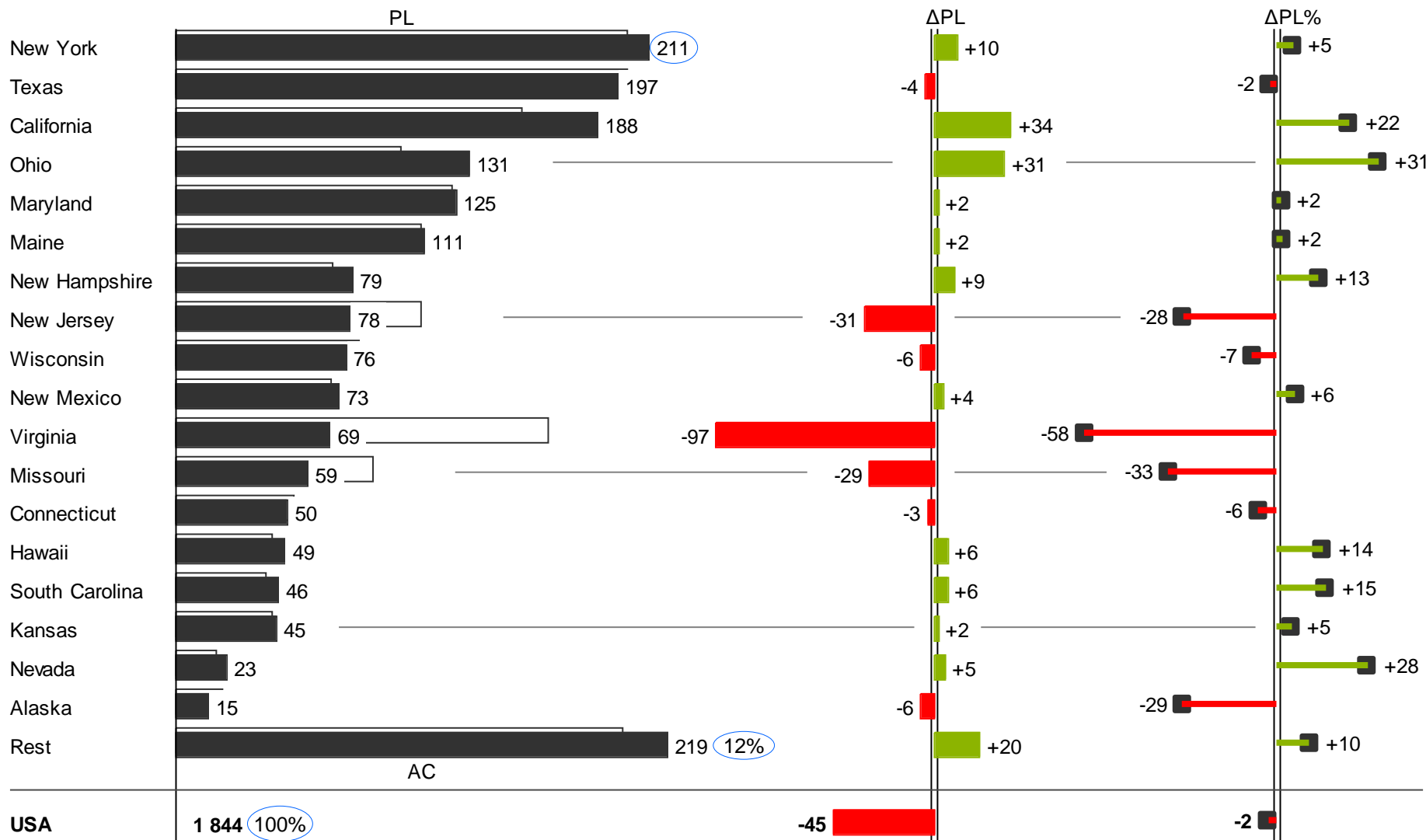
Housing and Construction Inc.
Net sales in mUSD (sorted by ΔPL%)
2015-Q2: AC, PL and ΔPL, ΔPL%





18 states make up for 88% (mUSD 1 625) of USA net sales (mUSD 1 844),
 New York presenting the highest net sales (mUSD 211)

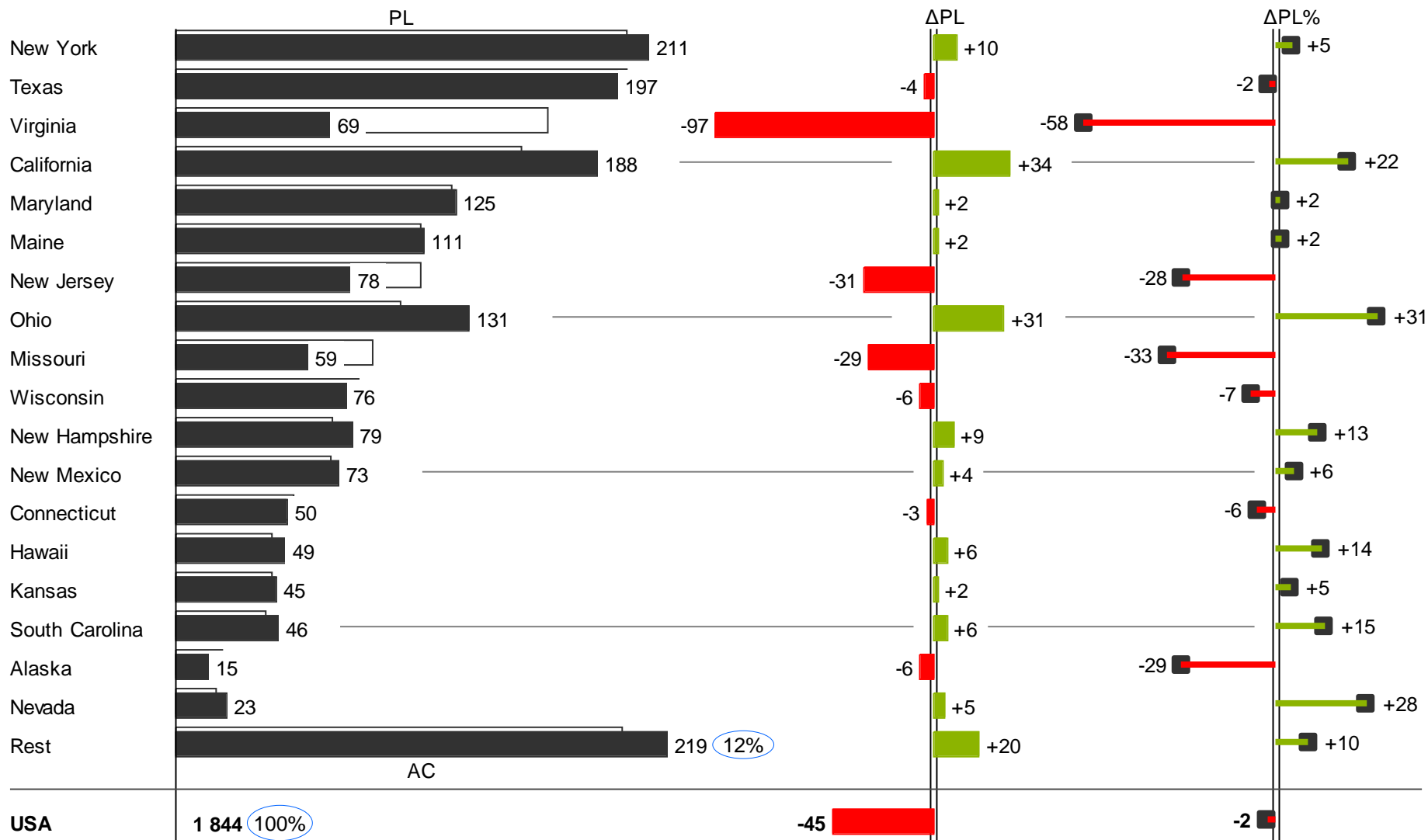
Housing and Construction Inc.
Net sales in mUSD (sorted by AC)
 2015-Q2: AC, PL and ΔPL, ΔPL%





18 states make up for 88% (mUSD 1 625) of USA net sales (mUSD 1 844), New York together with Texas presenting the highest plan net sales

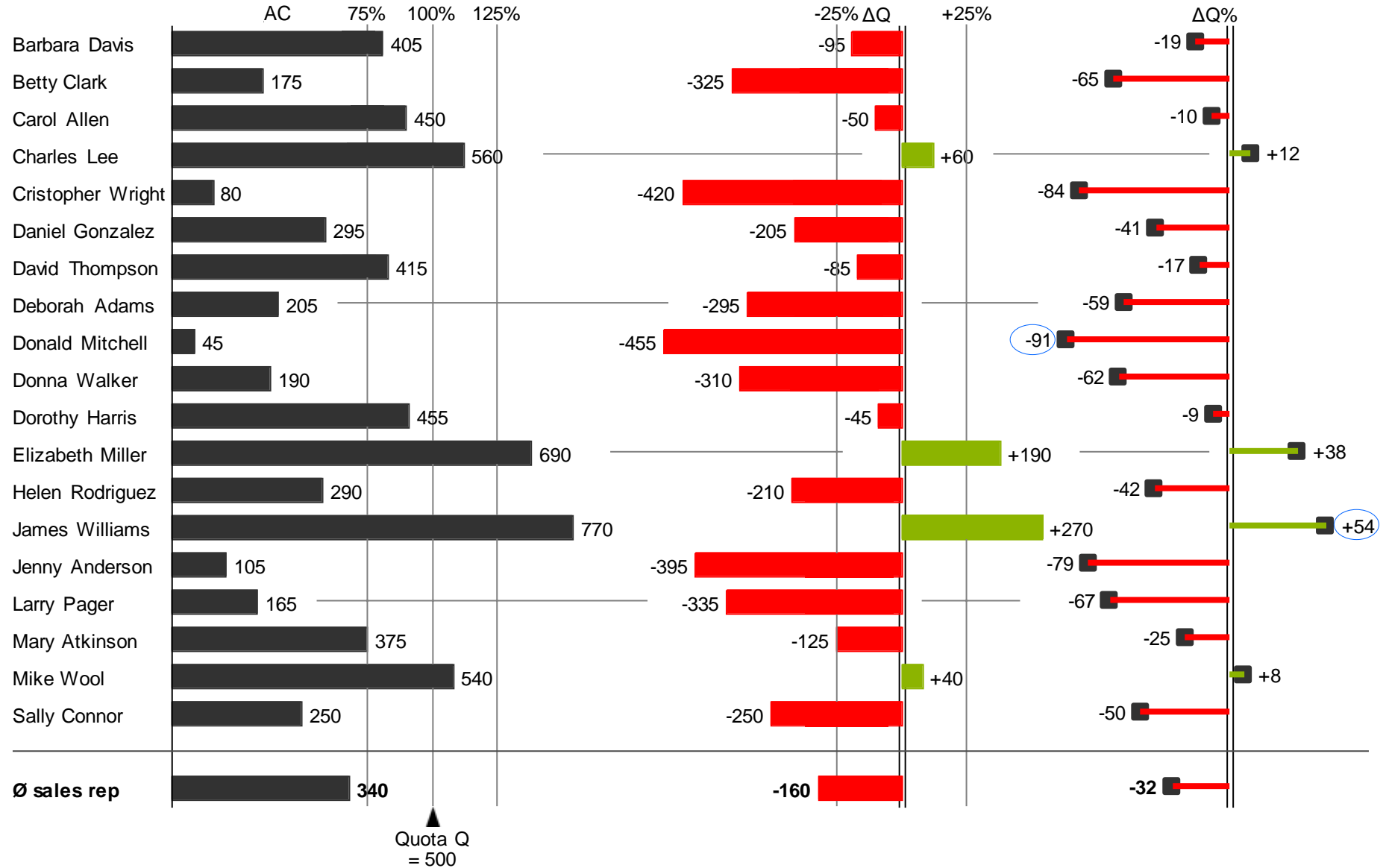
Housing and Construction Inc.
Net sales in mUSD (sorted by PL)
2015-Q2: AC, PL and ΔPL, ΔPL%





Only 4 sales reps were above quota,
net sales were between -91% below and +54% above quota

Housing and Construction Inc.
Net sales by sales rep in kUSD
2015: AC, ΔQ and ΔQ%





Only 4 sales reps were above quota,
net sales were between -91% below and +54% above quota

Housing and Construction Inc.
Net sales by sales rep in kUSD (sorted by ΔQ)
2015: AC, ΔQ and ΔQ%

