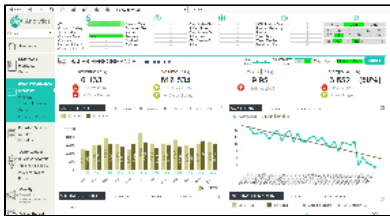


Sales Performance



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General Description

The Sales Performance section of the Analytics dashboard is where you will go to check your sales "actuals", or historical sales data. This section covers 2 historical years of data as well as year to date data for current sales.

This section is divided into several parts:

- Highlights
- Analysis
- Comm. Roadmap
- Report
- Currency Report

Each of these sections offers differing KPIs that provide insight into your actuals for your business.

**Aroma Performance and Fibras GBUs are excluding data for Intra-GBU sales at the request of the businesses.

Sources	
Core query	BW_QRY_MVCOPA01_0004
QV query	QVSBS_BW_QRY_MVCOPA01_0004 (P&L QV Query) (CAR3) Monthly manual file (Composite Materials Entities which are not on SAP) BI4: PEPOL: QV_SALES_RESULTS_CWWPPE_R002 (PEPOL)
Refresh frequency	M and M-1: Daily< M-1: Weekend
Filters	