



Operating Revenue Report

Africa Asia Pacific Europe North America South America

Region	2014	2015	2016	2017	2018	2019
Africa	1,155	1,089	1,011	974	910	875
AsiaPac	1,592	1,486	1,429	1,378	1,308	1,267
Europe	1,569	1,452	1,384	1,311	1,276	1,243
NthAmerica	1,749	1,672	1,590	1,534	1,469	1,417
SAAmerica	740	717	701	648	608	573
Group	6,805	6,417	6,105	5,844	5,570	5,375



Expenses by Region YOY



Sales v Expenses YOY & Trend



Operational Effectiveness by Department



Sales Volumes Trend CY v PY



Change in Sales Volumes FY

Desc	Trend	PY	2014-15	2015-16	2016-17	2017-18	2018-19
Comodities	▲	▲	18.0	9.0	11.0	9.0	20.0
Corporate	▲	▲	12.0	9.0	6.0	22.0	16.0
Equity	▲	▲	12.0	8.0	7.0	12.0	6.0
FOREX	▲	▲	10.0	10.0	19.0	19.0	8.0
Insurance	▲	▲	11.0	16.0	16.0	7.0	31.0
Invntment	▲	▲	15.0	15.0	8.0	14.0	6.0

Sales Volumes FY Data CY v PY



Risks by Department YOY

Teir 1 Client % CY V PY

Community Social Environment

Sample Dashboard Reports In Excel

Liying Dong



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Table of Contents Sample Dashboard Reports In Excel

1. Understanding the eBook Sample Dashboard Reports In Excel
 - The Rise of Digital Reading Sample Dashboard Reports In Excel
 - Advantages of eBooks Over Traditional Books
2. Identifying Sample Dashboard Reports In Excel
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sample Dashboard Reports In Excel
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sample Dashboard Reports In Excel
 - Personalized Recommendations
 - Sample Dashboard Reports In Excel User Reviews and Ratings
 - Sample Dashboard Reports In Excel and Bestseller Lists
5. Accessing Sample Dashboard Reports In Excel Free and Paid eBooks
 - Sample Dashboard Reports In Excel Public Domain eBooks
 - Sample Dashboard Reports In Excel eBook Subscription Services
 - Sample Dashboard Reports In Excel Budget-Friendly Options

6. Navigating Sample Dashboard Reports In Excel eBook Formats
 - ePub, PDF, MOBI, and More
 - Sample Dashboard Reports In Excel Compatibility with Devices
 - Sample Dashboard Reports In Excel Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sample Dashboard Reports In Excel
 - Highlighting and Note-Taking Sample Dashboard Reports In Excel
 - Interactive Elements Sample Dashboard Reports In Excel
8. Staying Engaged with Sample Dashboard Reports In Excel
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sample Dashboard Reports In Excel
9. Balancing eBooks and Physical Books Sample Dashboard Reports In Excel
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sample Dashboard Reports In Excel
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Sample Dashboard Reports In Excel
 - Setting Reading Goals Sample Dashboard Reports In Excel
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Sample Dashboard Reports In Excel
 - Fact-Checking eBook Content of Sample Dashboard Reports In Excel
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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