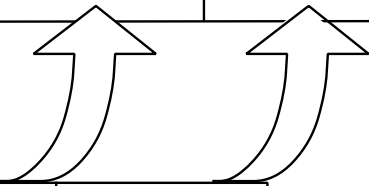


Customer-product Group	Sales as a % of total sales	Contribution as a % of total contribution	Contribution as a % of group sales	Market share ranking/ number of competitors	Sales growth	Market growth	Customer-product group life-cycle*

Growth	Growing rapidly	Growing	Static	Declining	Declining rapidly
Score	+2	+1	0	-1	



(*New product entry
Fast growth
Mature
Decline
Rapid decline)