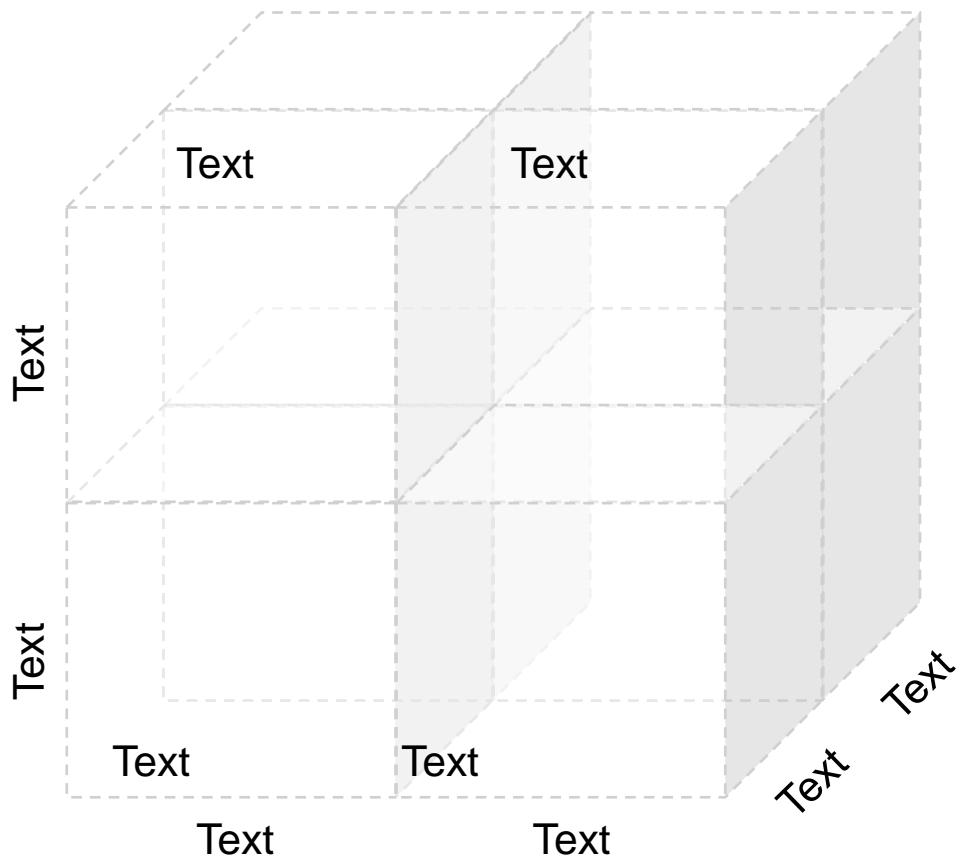


CONFIDENTIAL

Frequently Used Template

2X2 CUBED

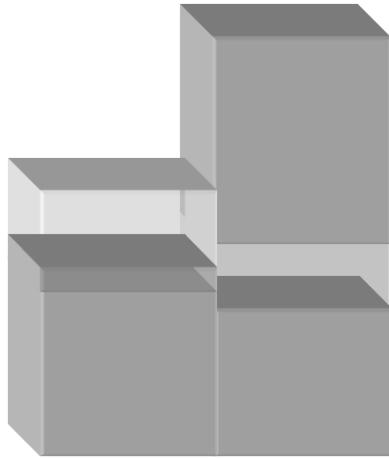
Unit of measure



* Footnote

2X2 TOWER

Unit of measure

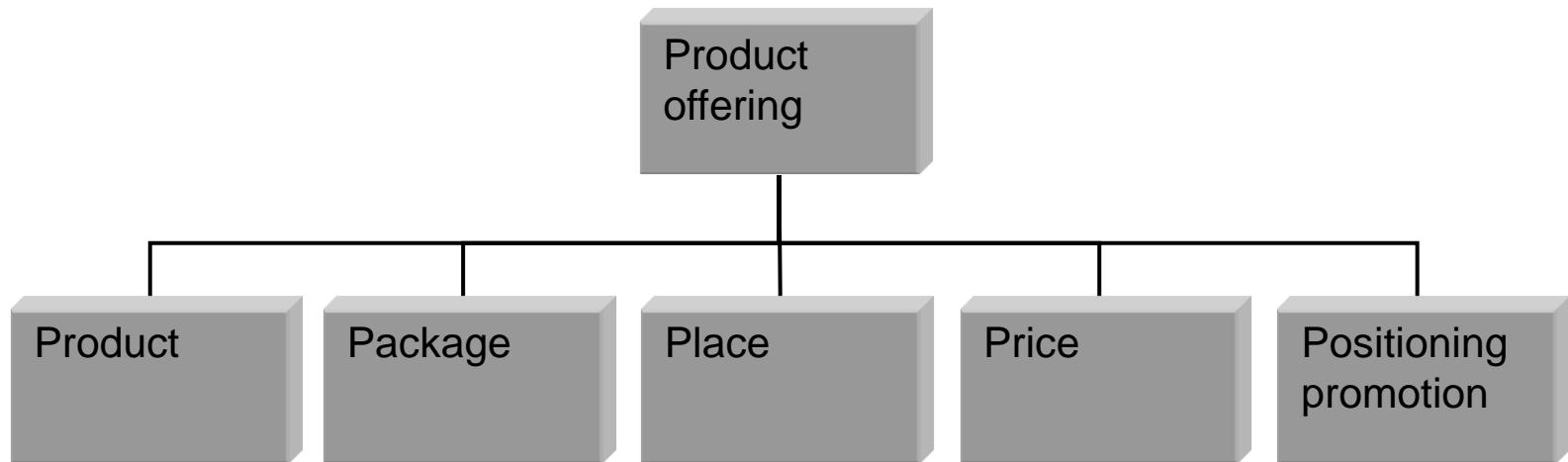


* Footnote

Source: Source

5PS MARKETING

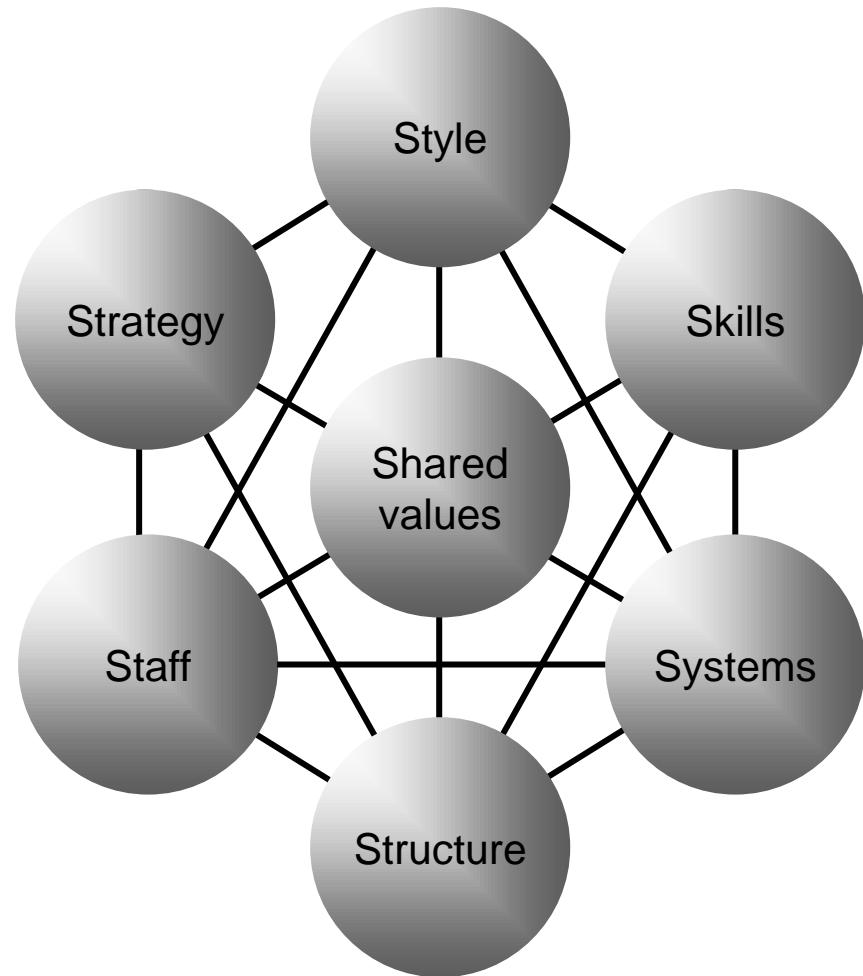
Unit of measure



* Footnote

7S

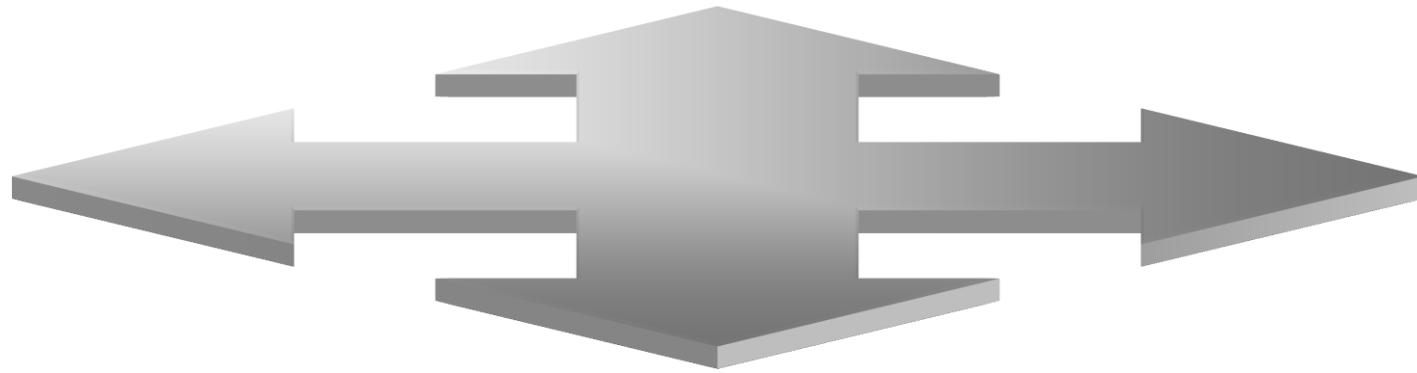
Unit of measure



* Footnote

ARROW 3D

Unit of measure

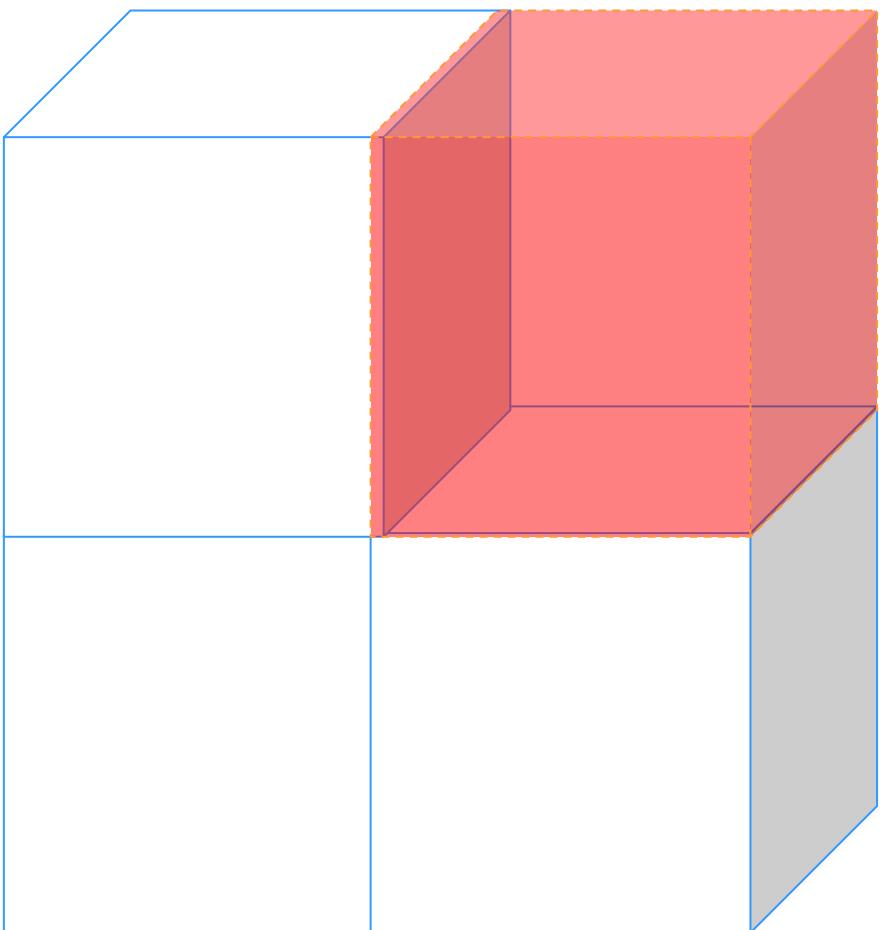
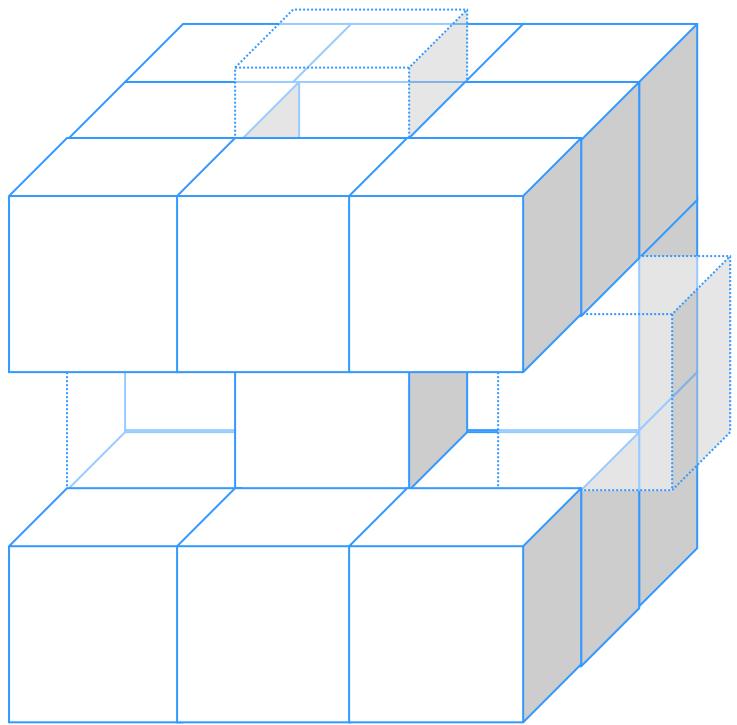


* Footnote

Source: Source

CUBES1 3D

Unit of measure

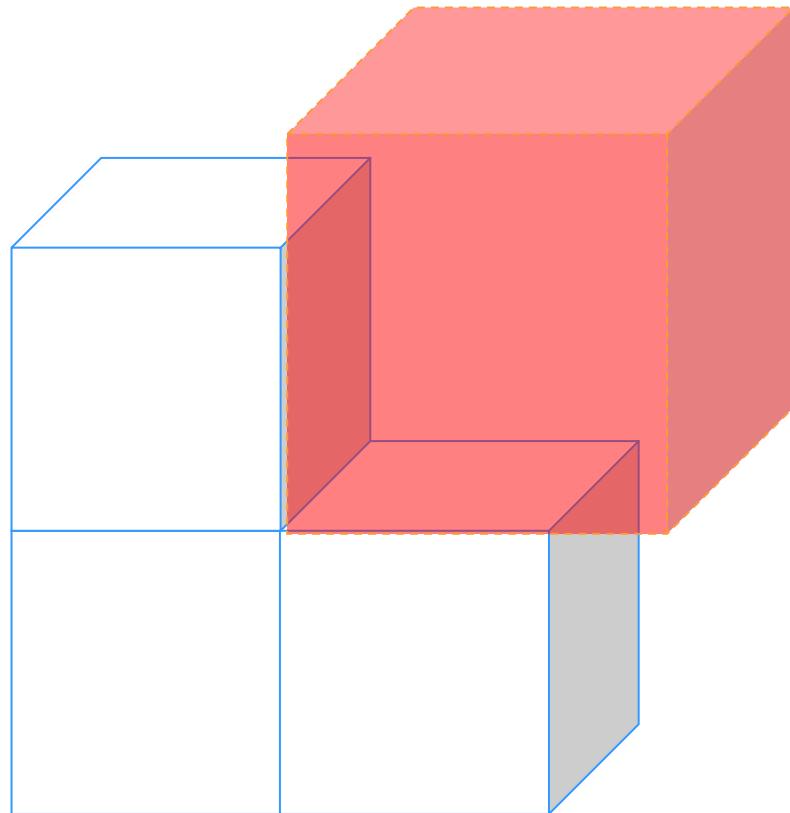
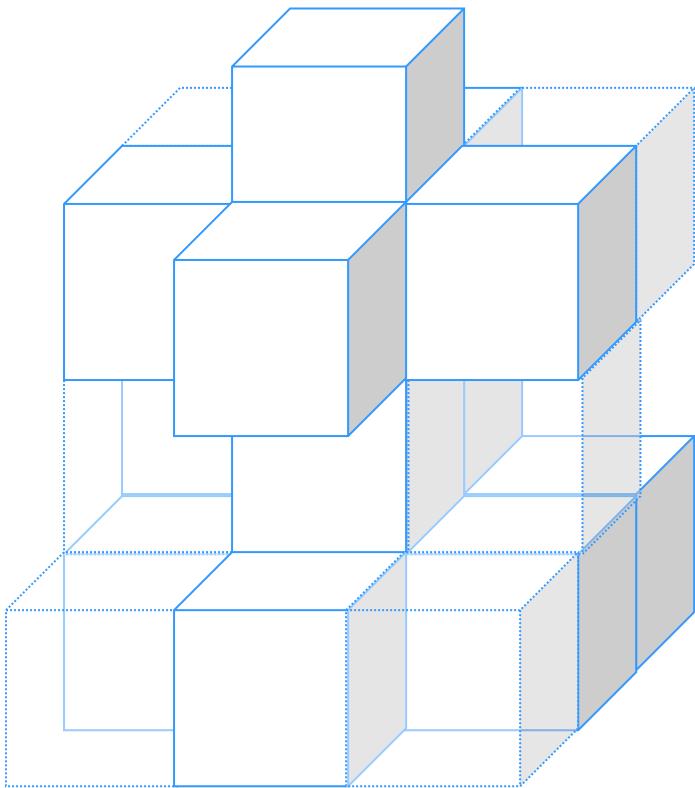


* Footnote

Source: Source

CUBES 3D

Unit of measure

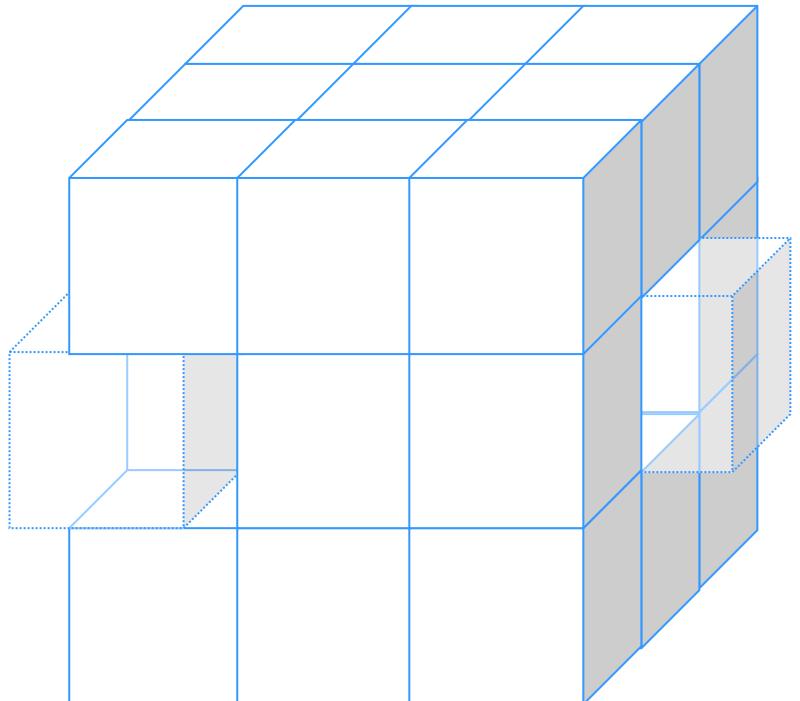
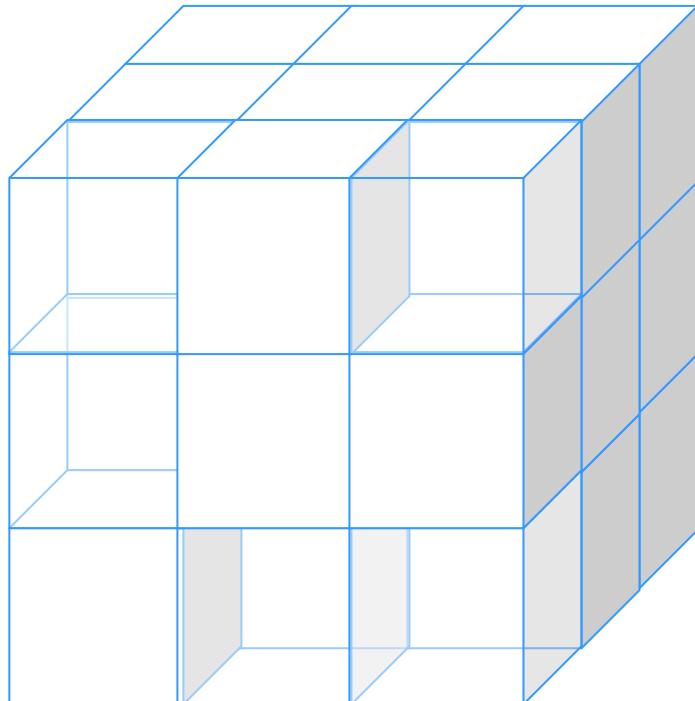


* Footnote

Source: Source

CUBES3 3D

Unit of measure

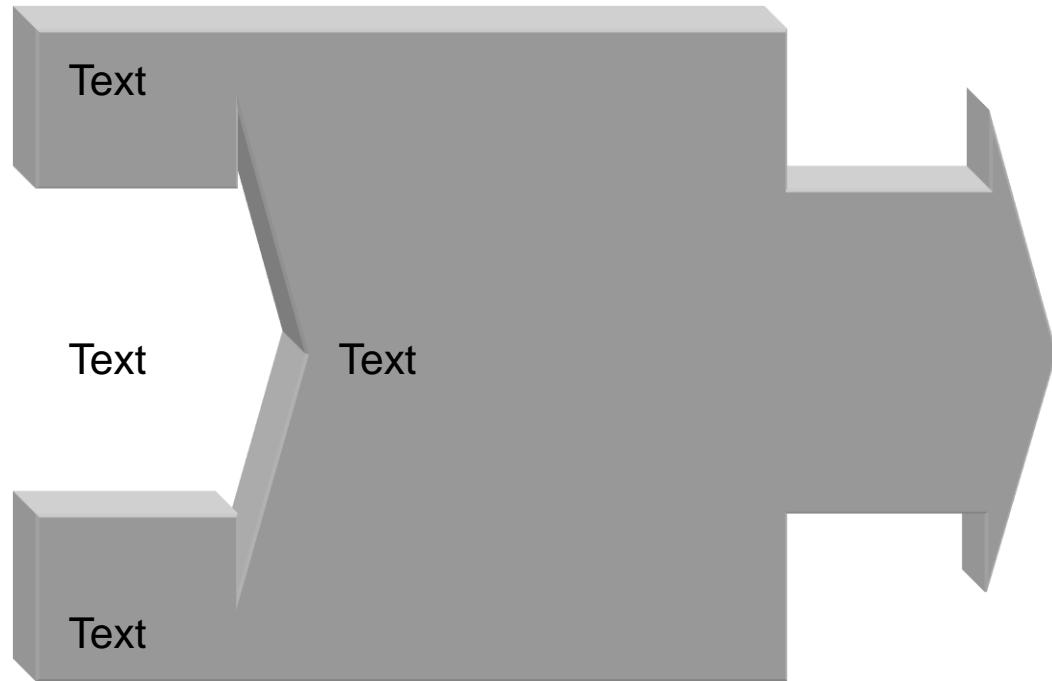


* Footnote

Source: Source

CUTOUT 3D

Unit of measure

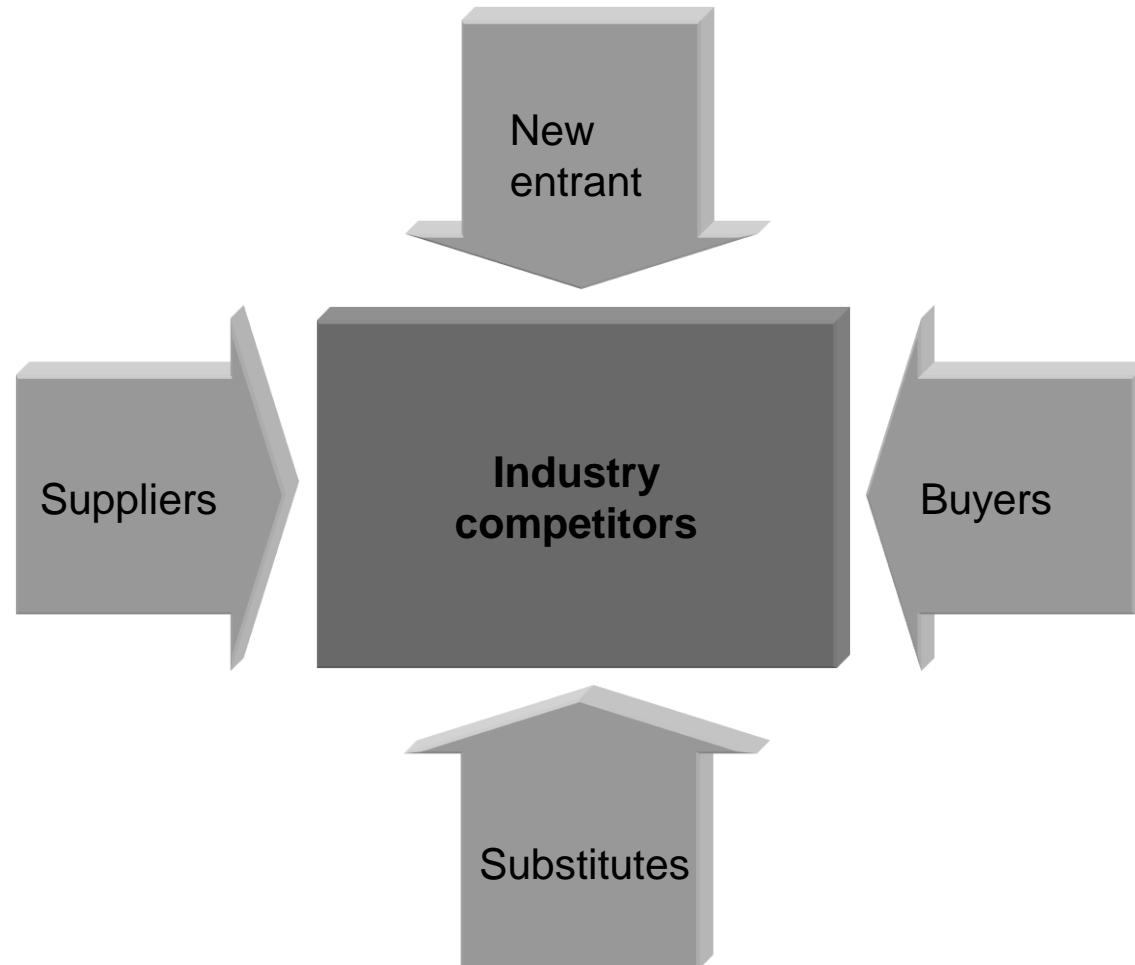


* Footnote

Source: Source

FORCES AT WORK

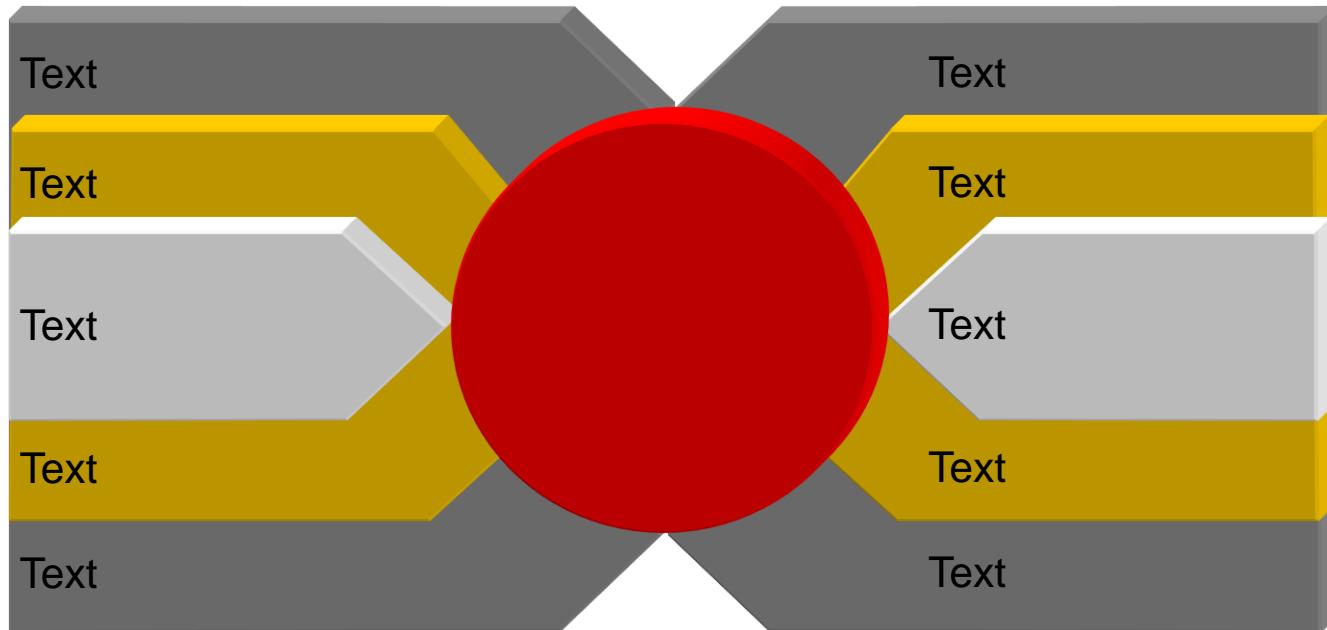
Unit of measure



* Footnote

JOINT

Unit of measure

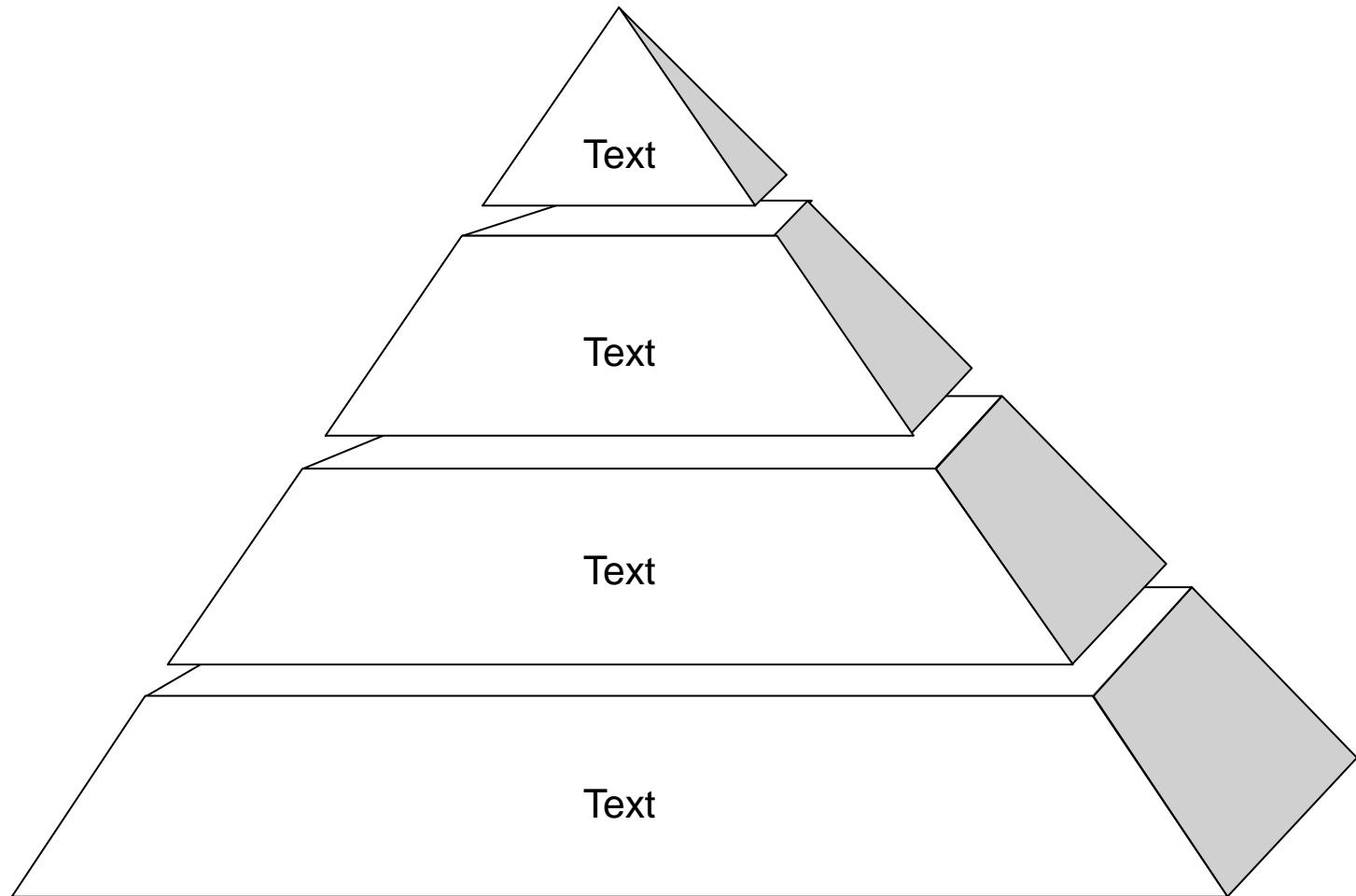


* Footnote

Source: Source

LEVEL SEPARATE 4

Unit of measure

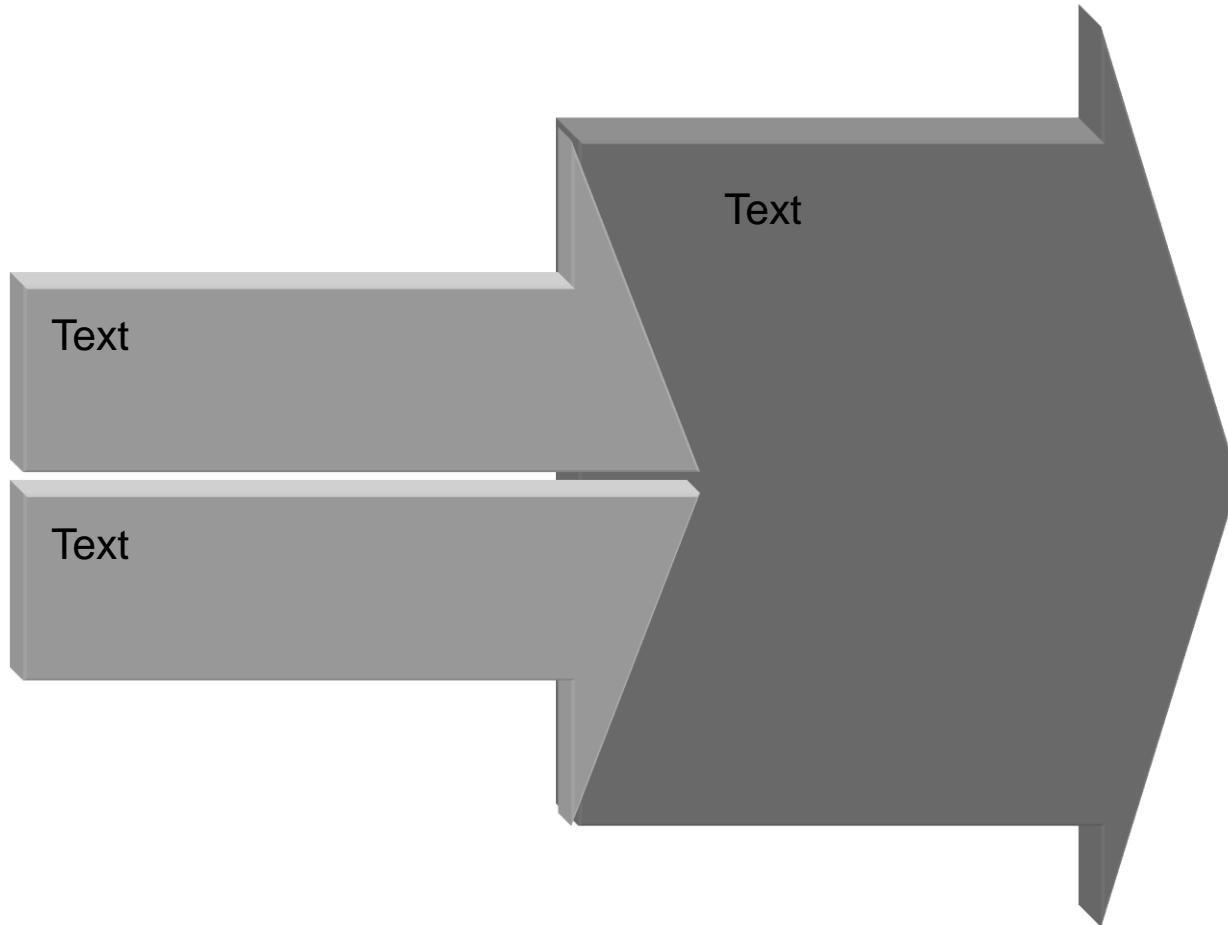


* Footnote

Source: Source

LINEAR A 3D

Unit of measure

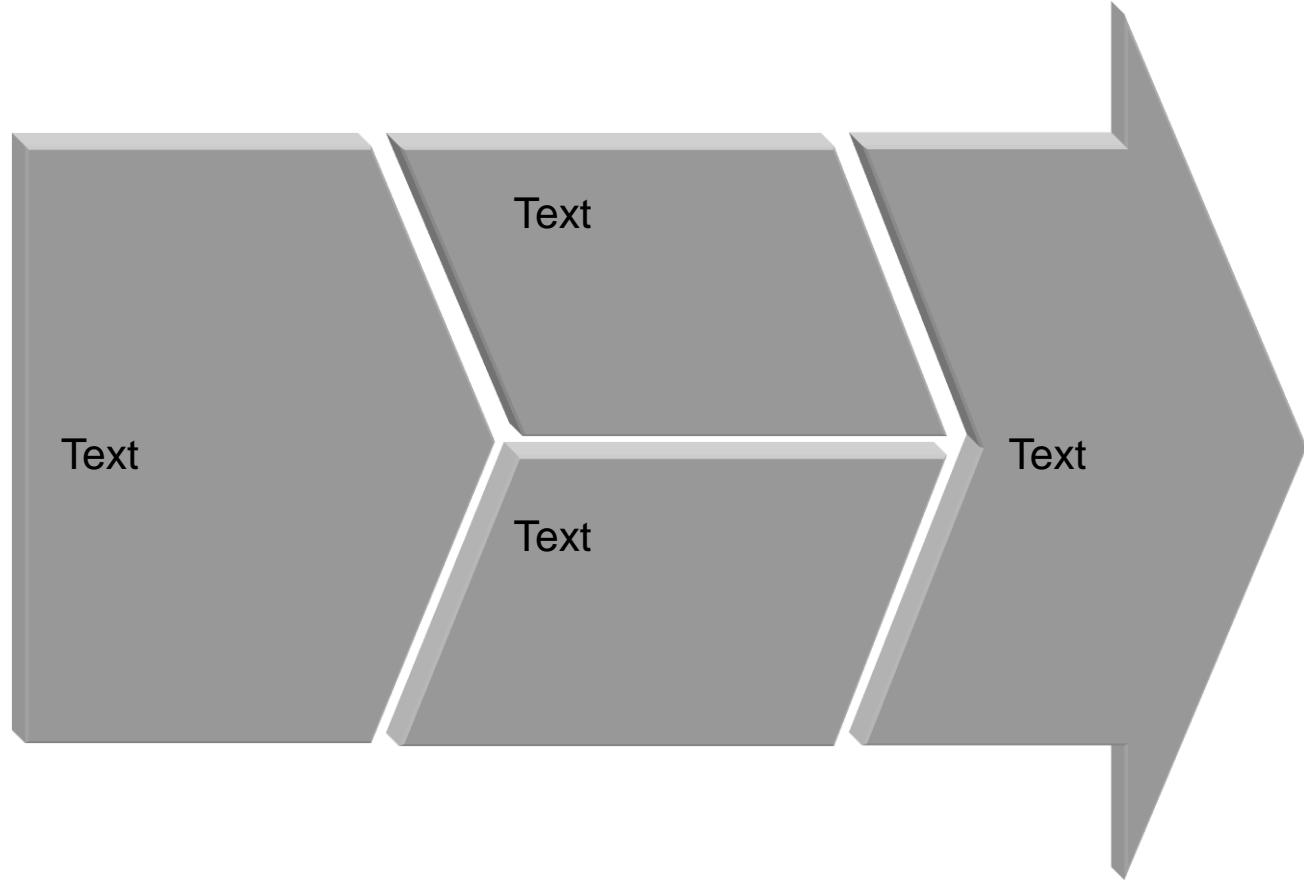


* Footnote

Source: Source

LINEAR B 3D

Unit of measure



* Footnote

Source: Source

LINEAR C 3D

Unit of measure

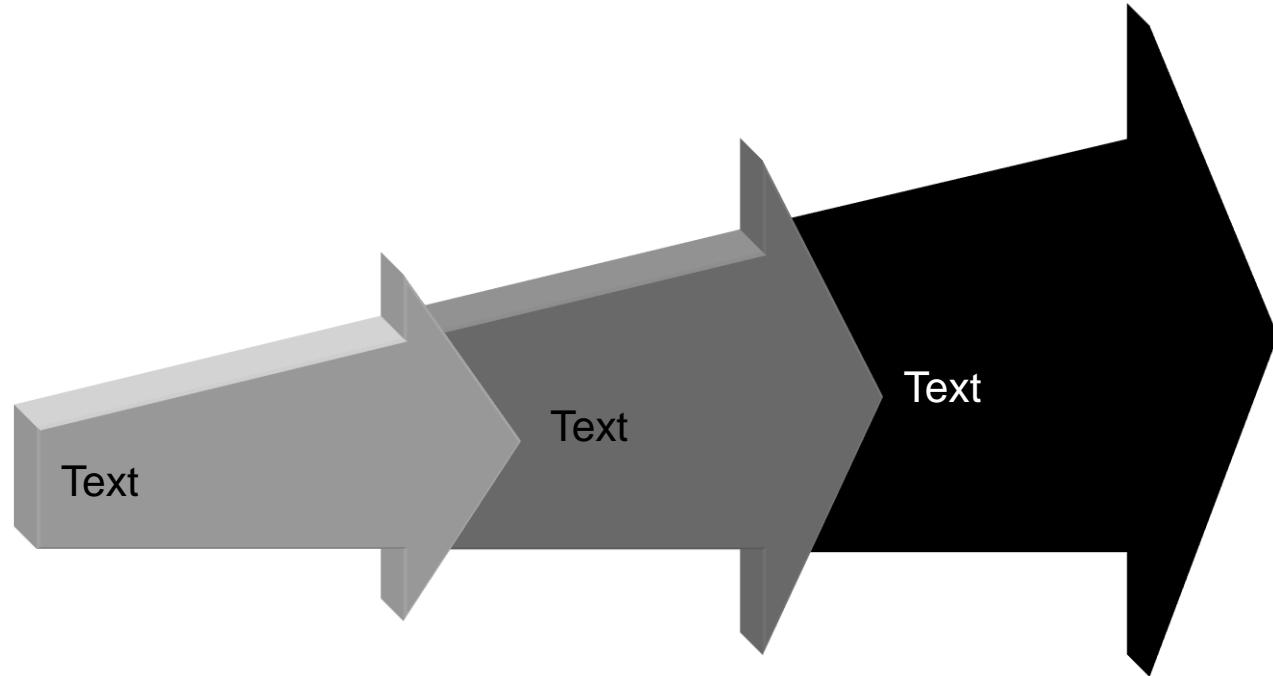


* Footnote

Source: Source

LINEAR D 3D

Unit of measure

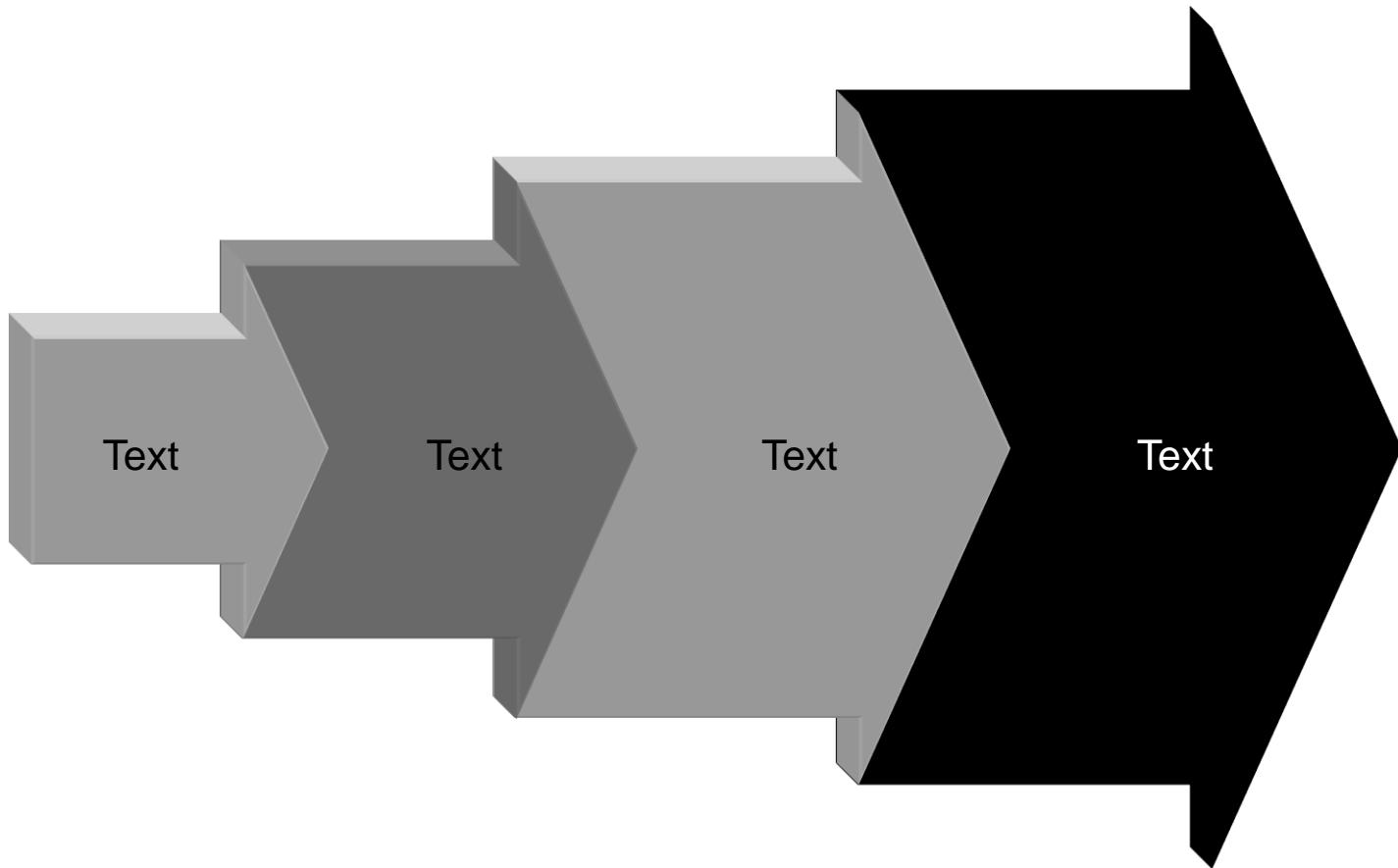


* Footnote

Source: Source

LINEAR E 3D

Unit of measure

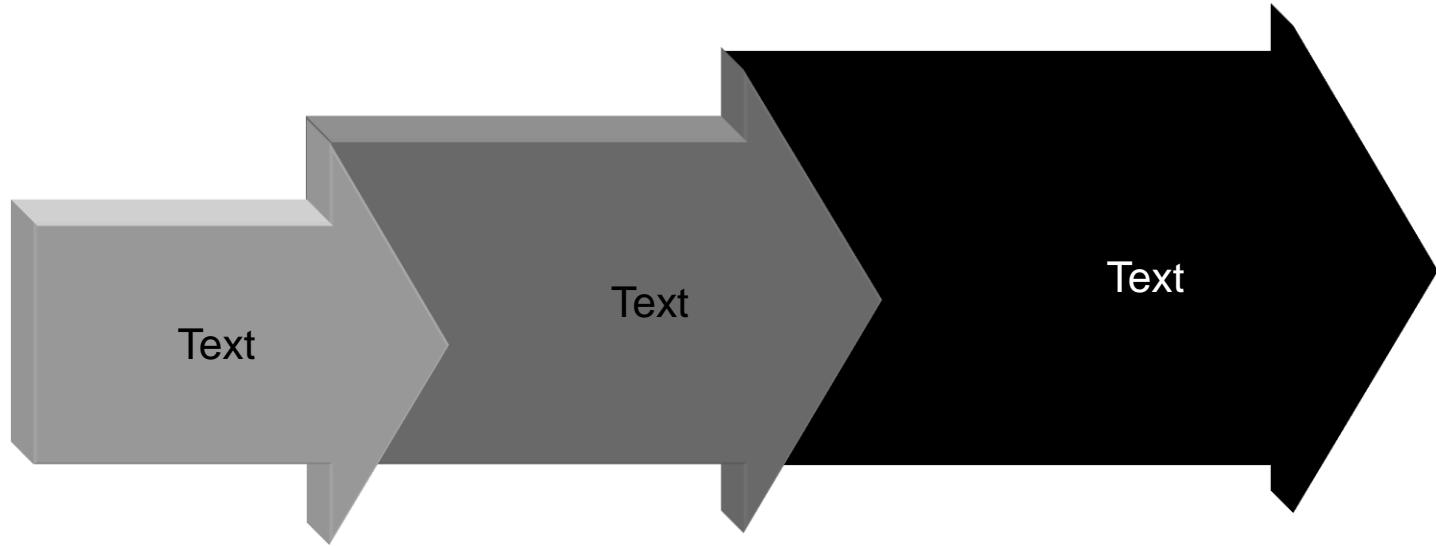


* Footnote

Source: Source

LINEAR G 3D

Unit of measure

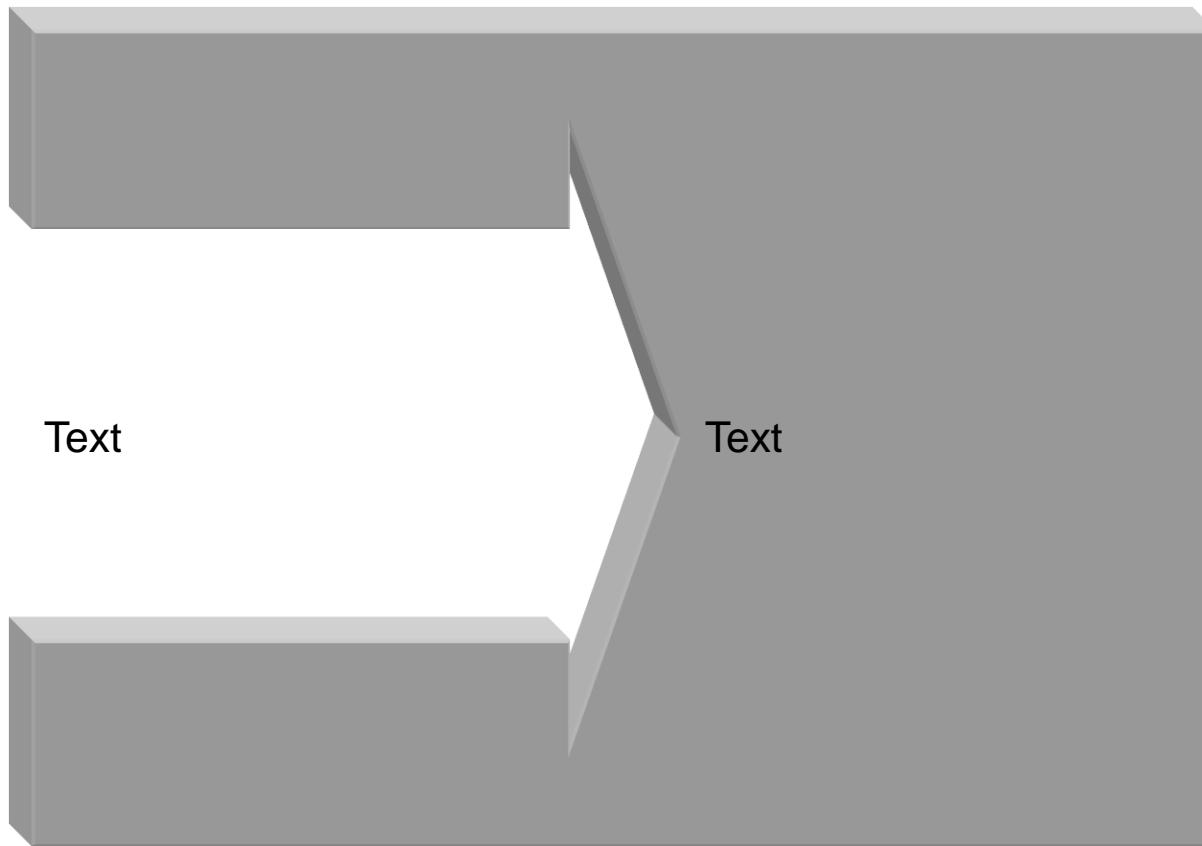


* Footnote

Source: Source

LINEAR I 3D

Unit of measure

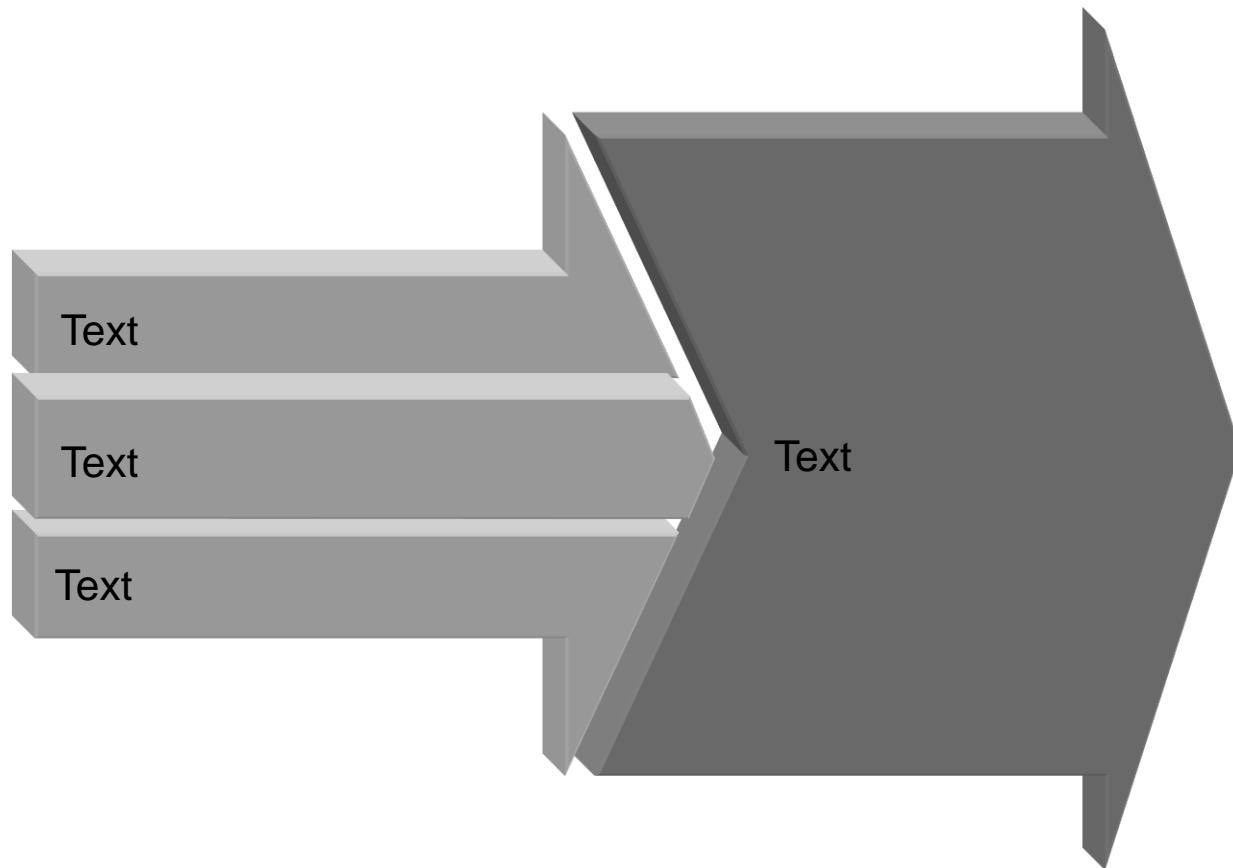


* Footnote

Source: Source

LINEAR J 3D

Unit of measure



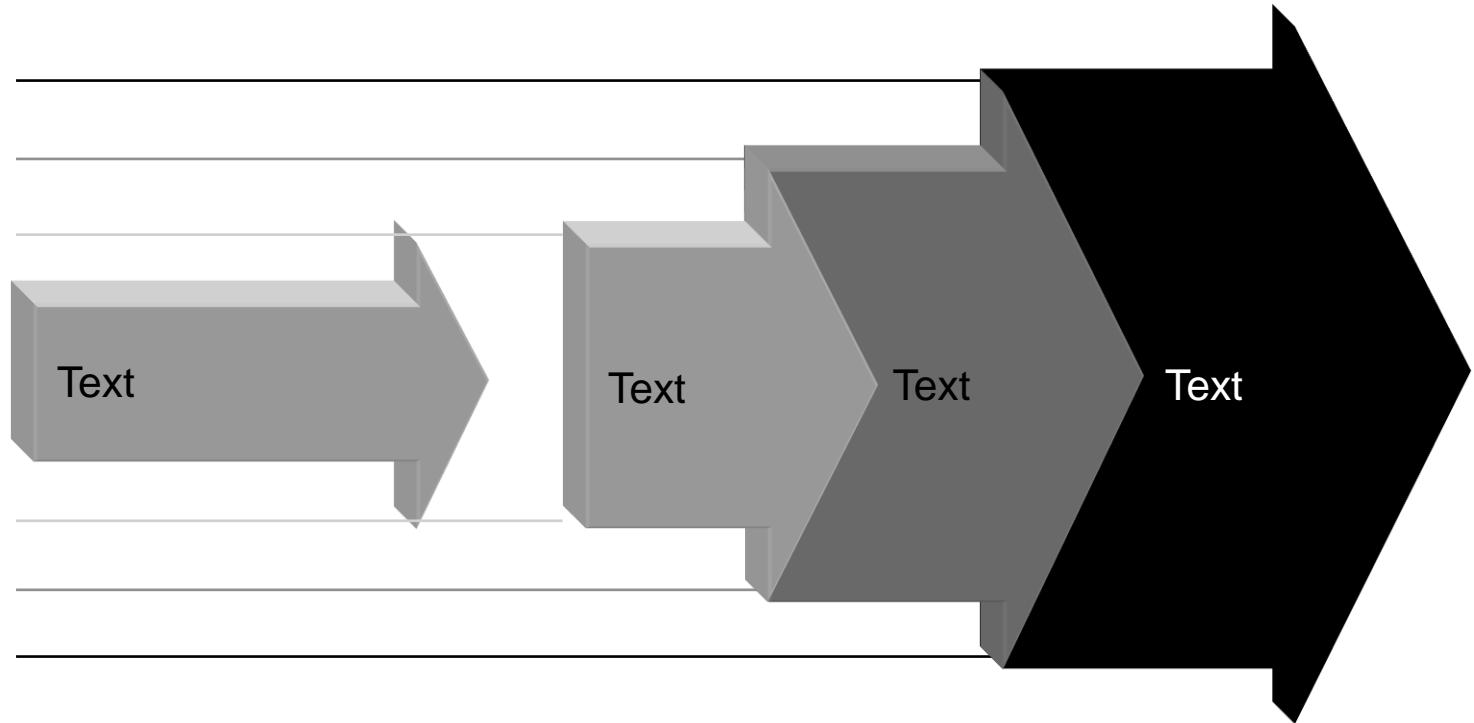
* Footnote

Source: Source

20

LINEAR N 3D

Unit of measure

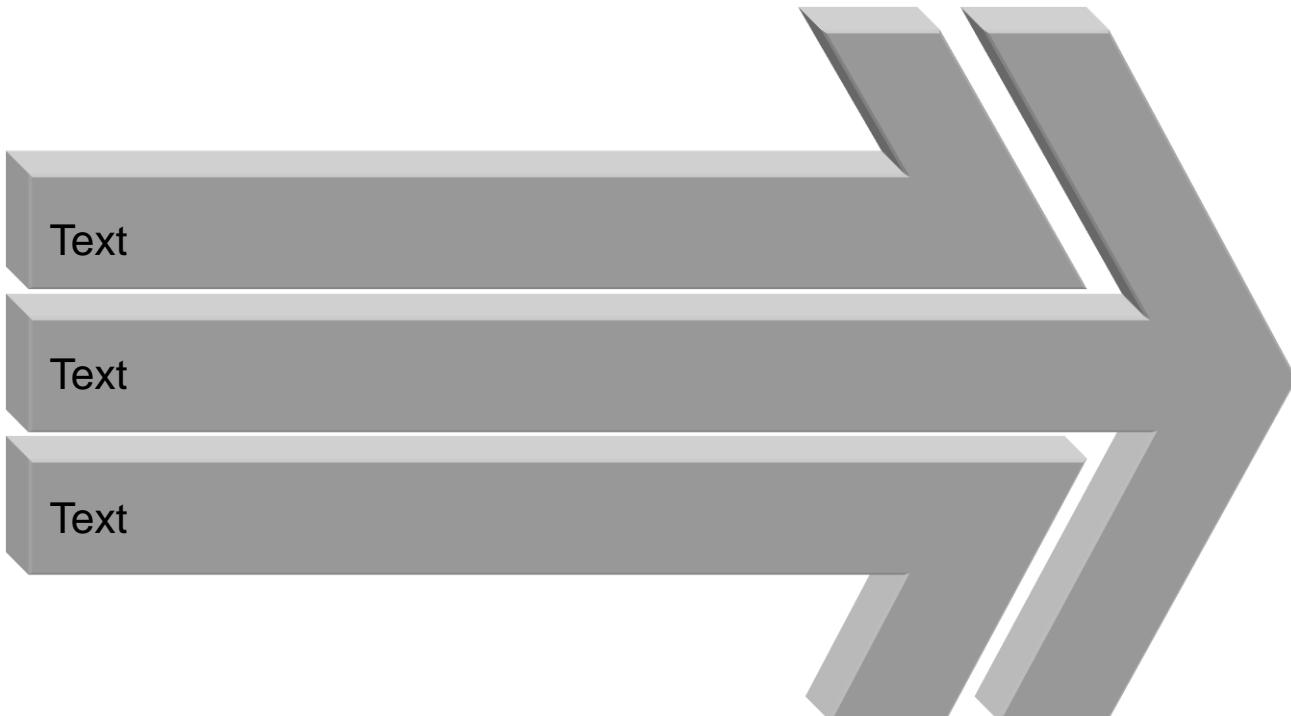


* Footnote

Source: Source

LINEAR P 3D

Unit of measure

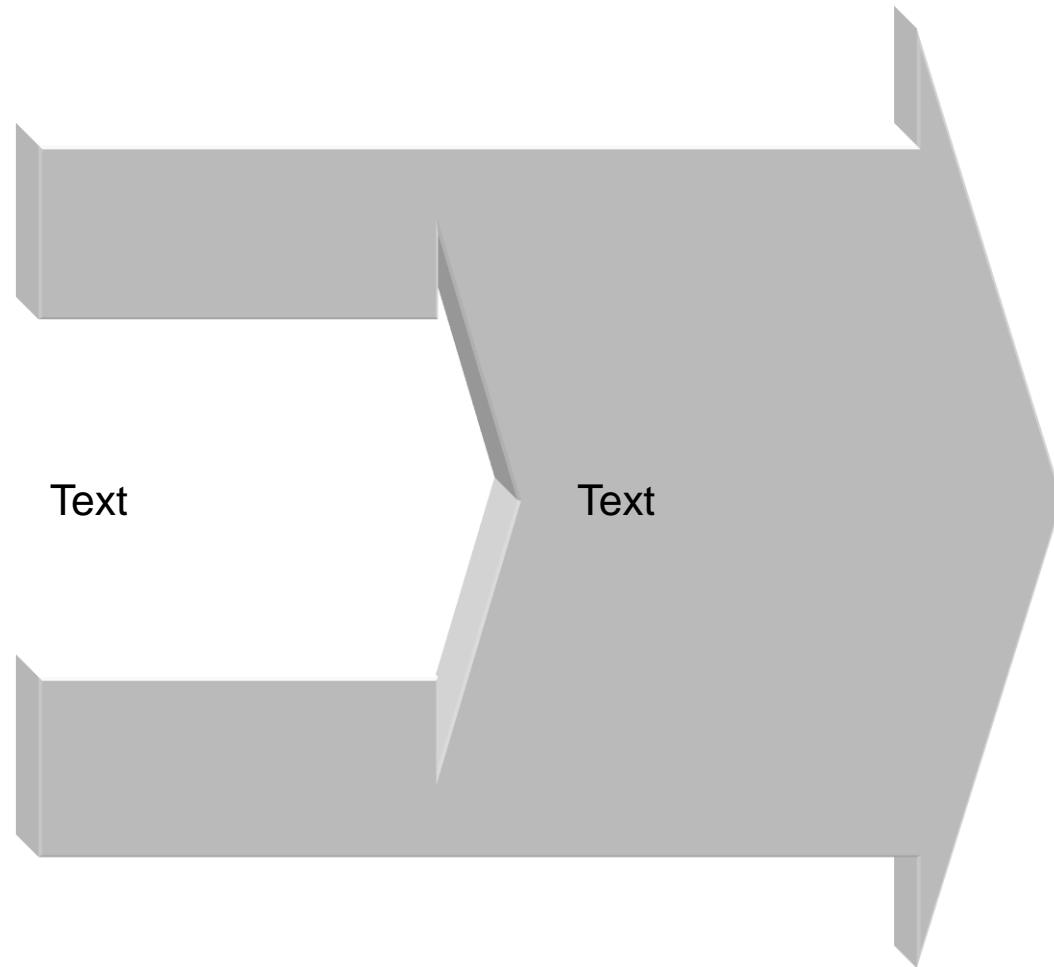


* Footnote

Source: Source

LINEAR Q 3D

Unit of measure



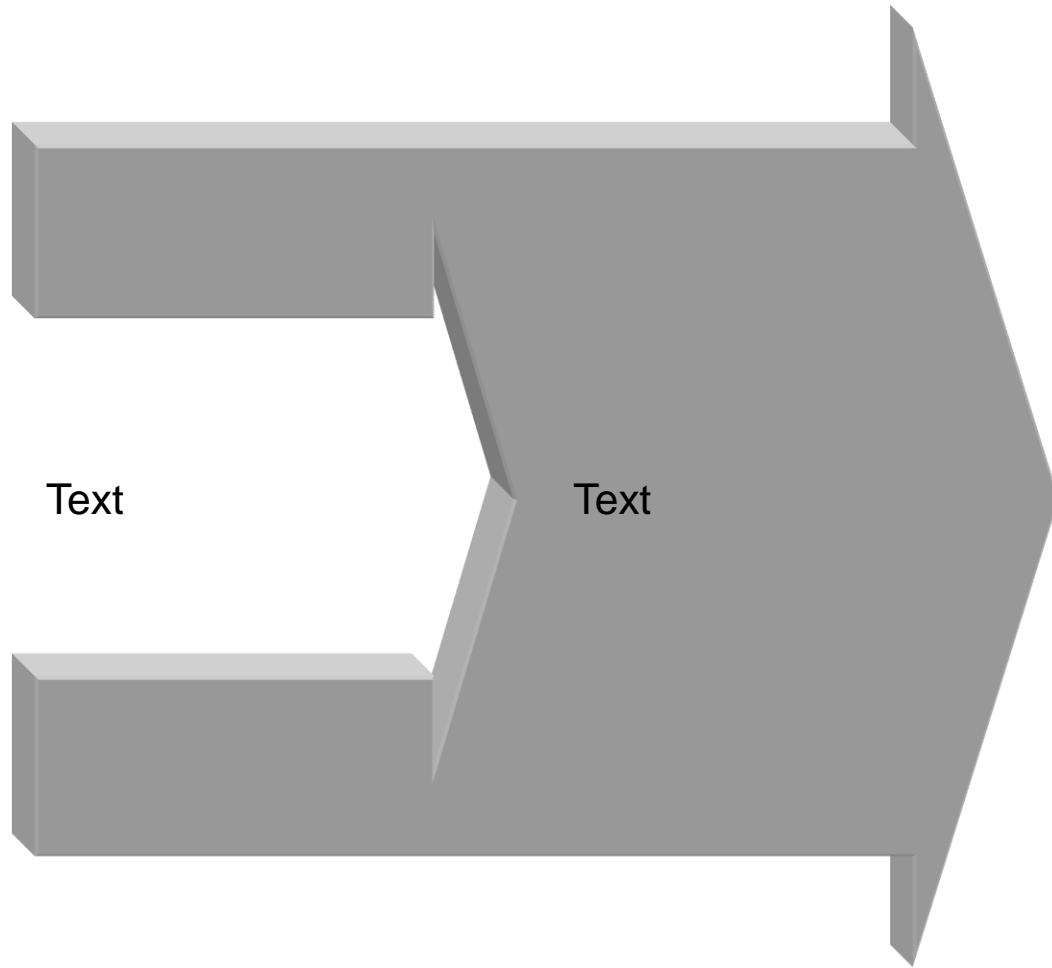
* Footnote

Source: Source

23

LINEAR Q 3D

Unit of measure

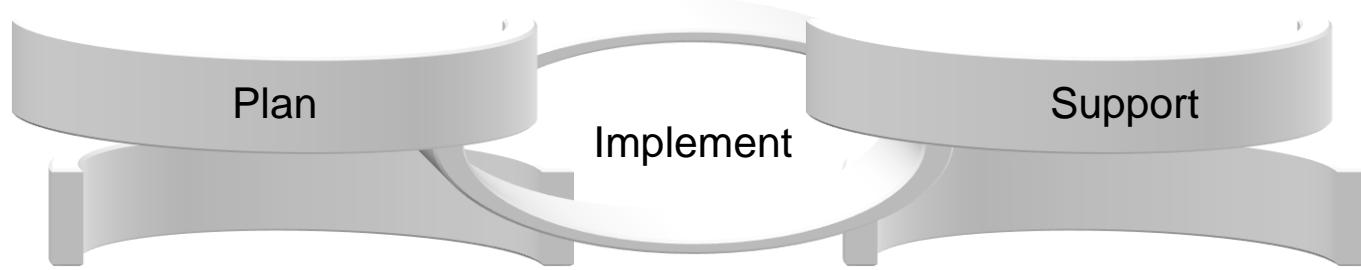


* Footnote

Source: Source

LINKS 3

Unit of measure

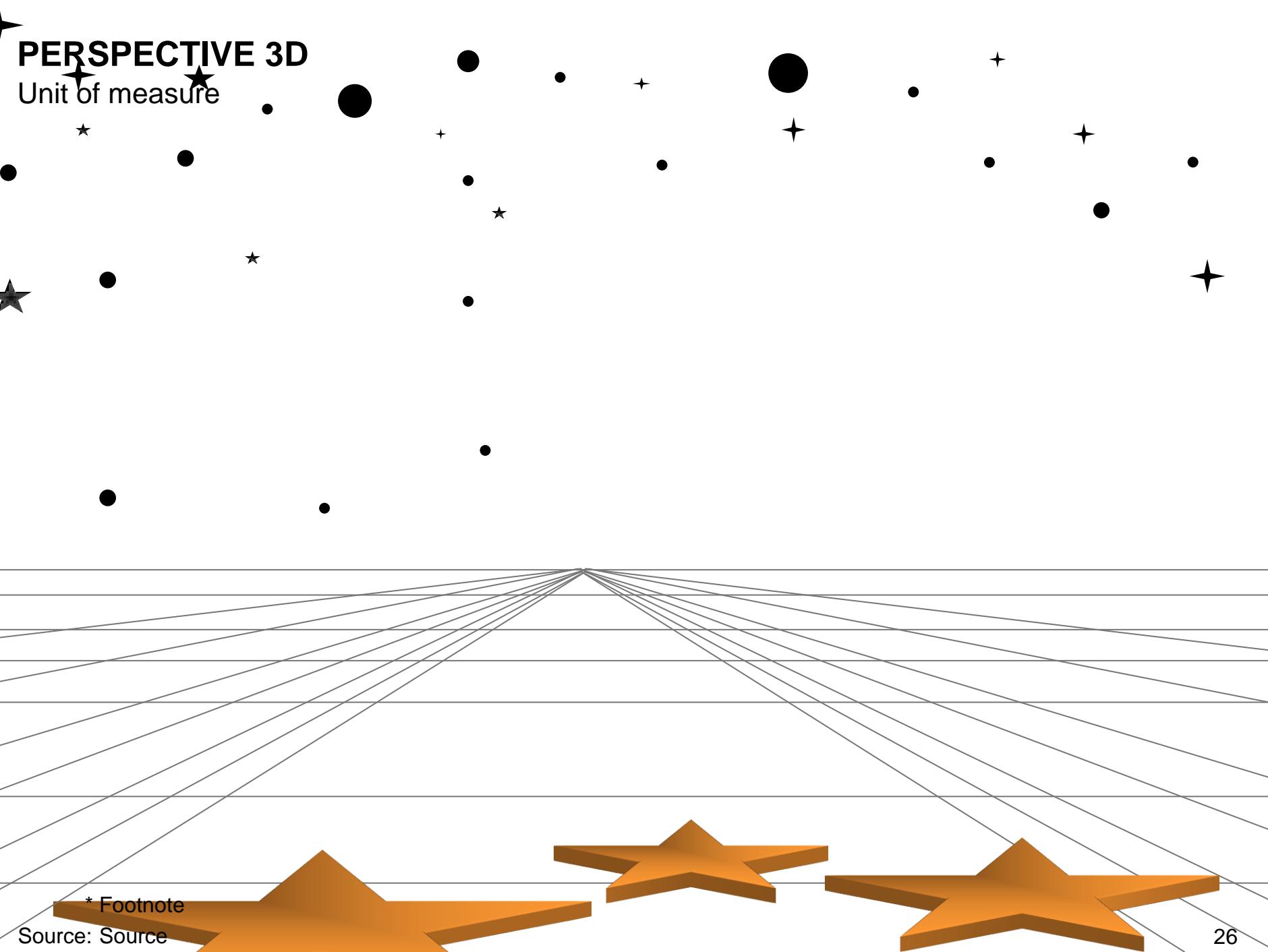


* Footnote

Source: Source

PERSPECTIVE 3D

Unit of measure

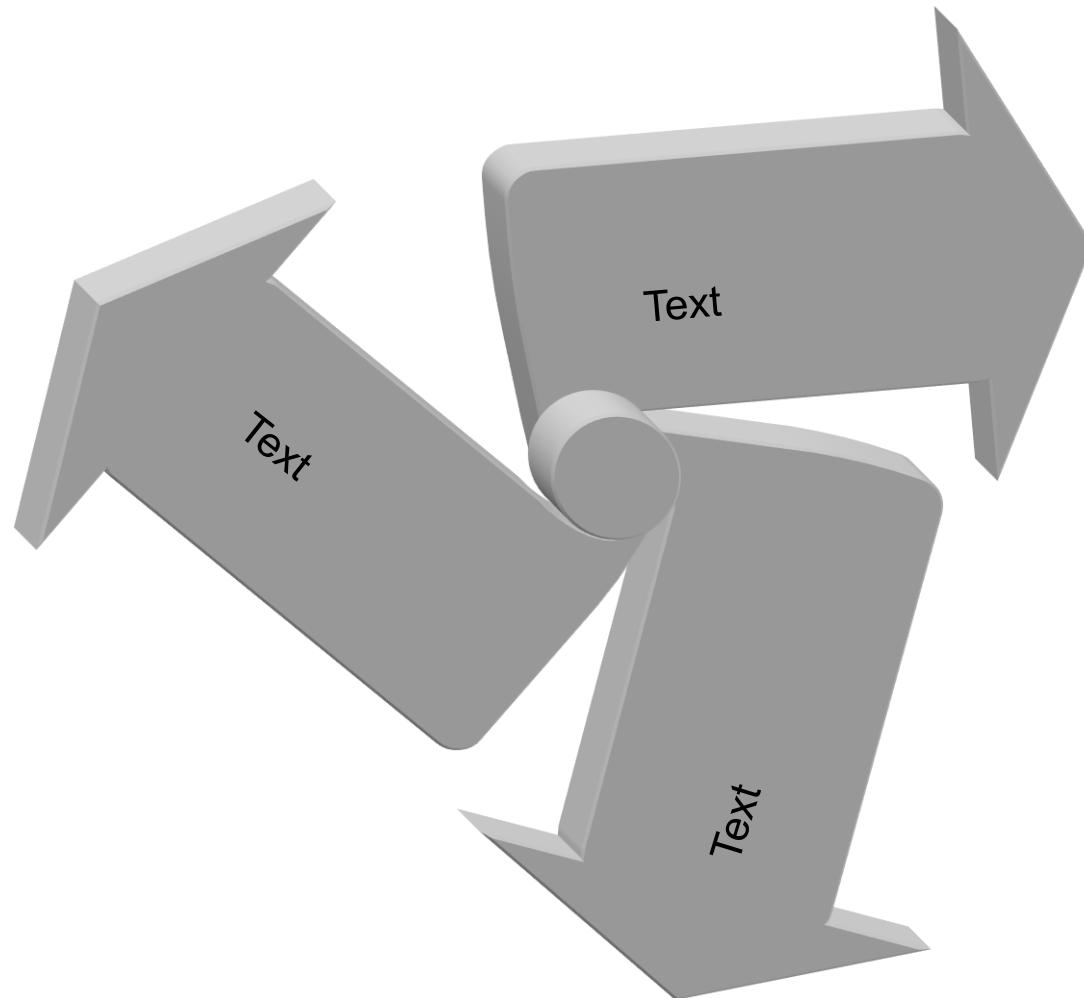


* Footnote

Source: Source

PROPELLER 3D

Unit of measure

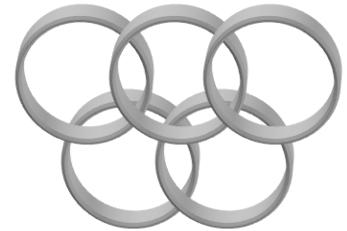
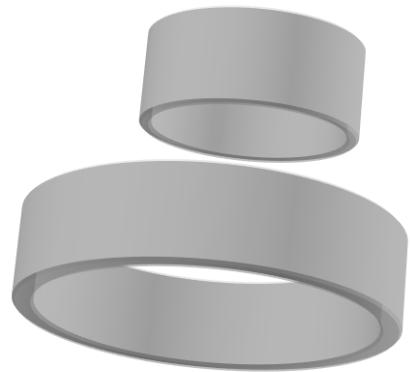


* Footnote

Source: Source

RINGS 3D

Unit of measure

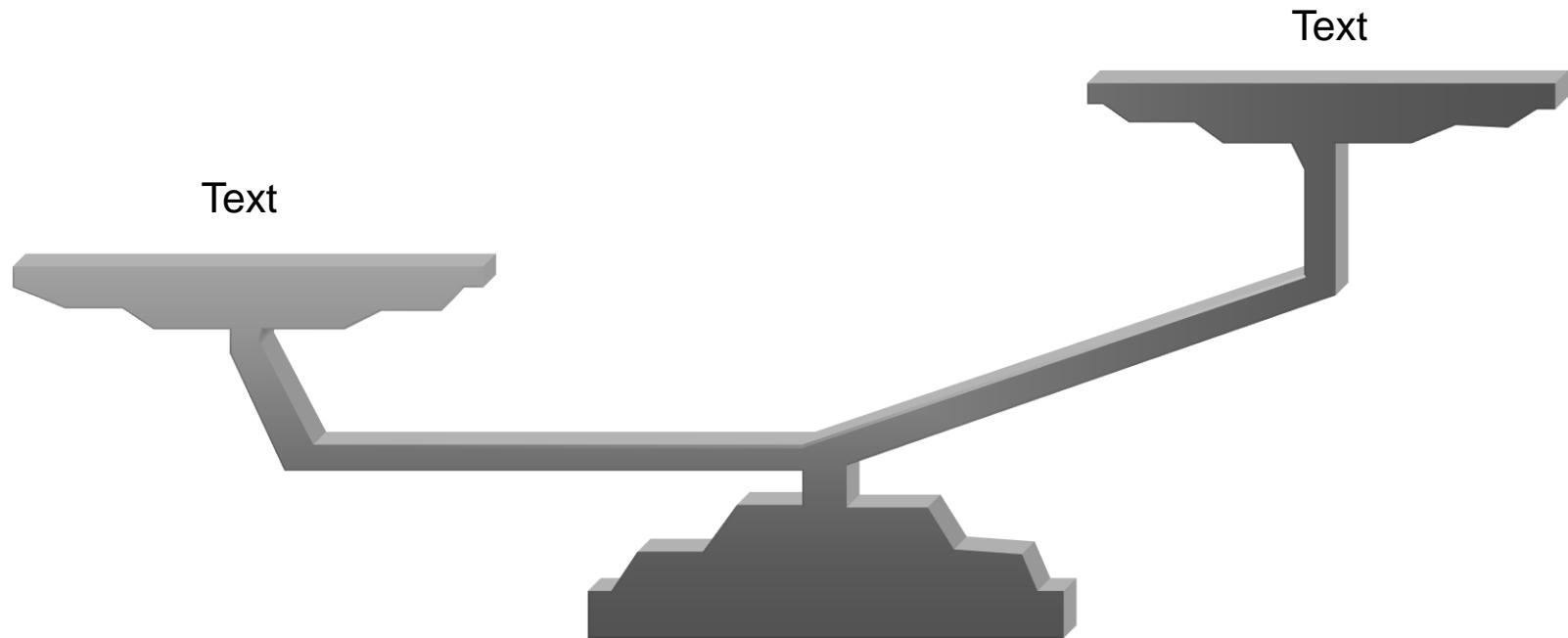


* Footnote

Source: Source

SCALE

Unit of measure

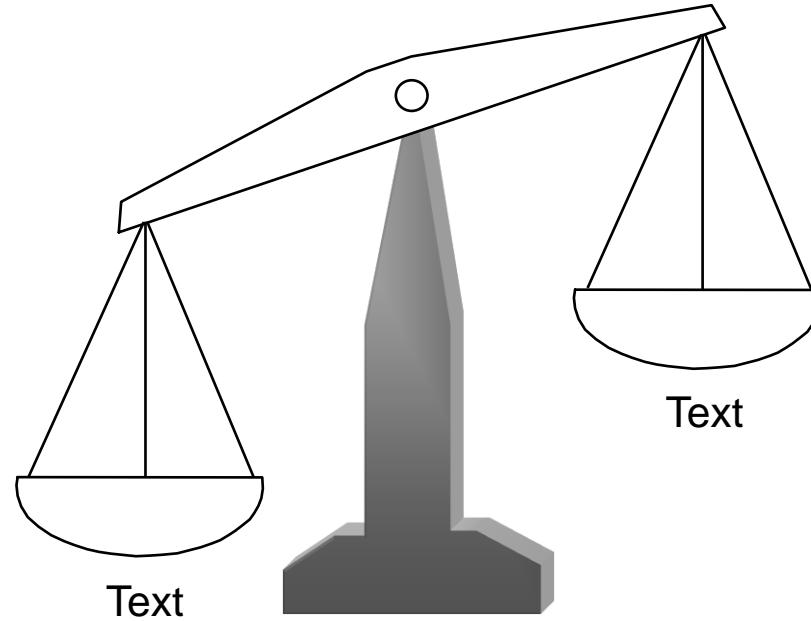


* Footnote

Source: Source

SCALES

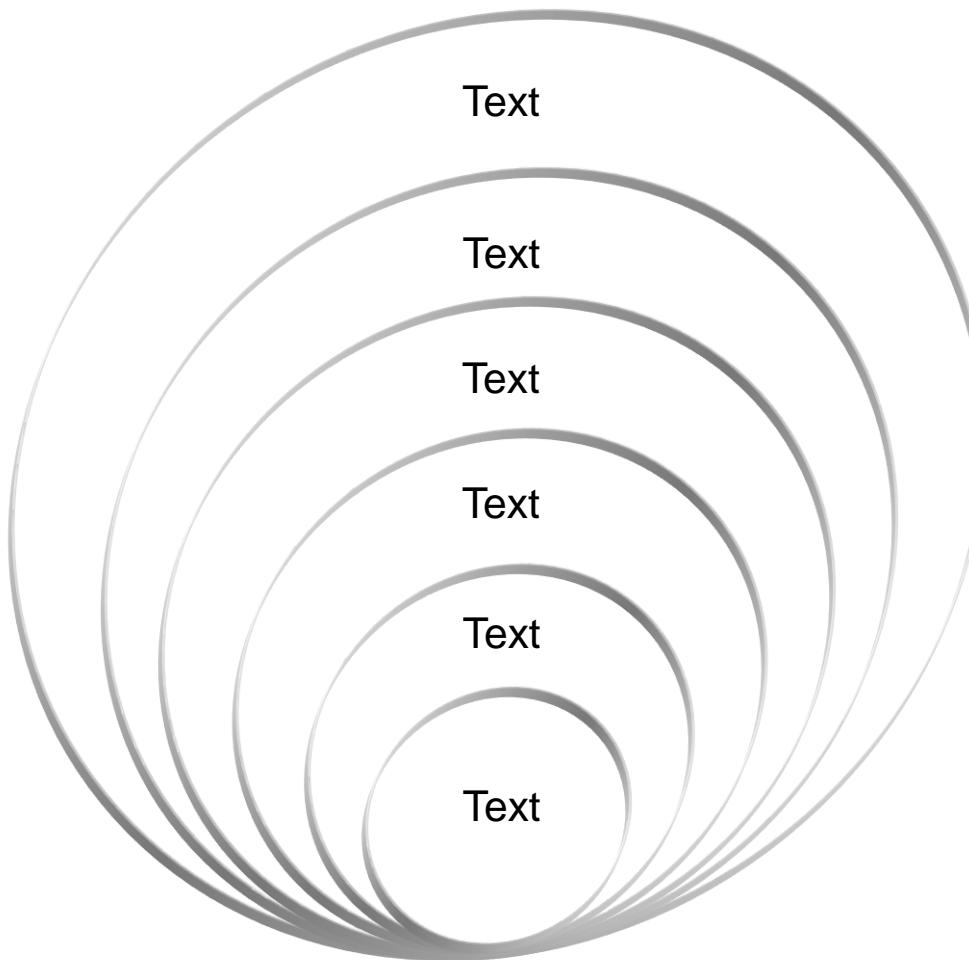
Unit of measure



* Footnote

SIZES IN

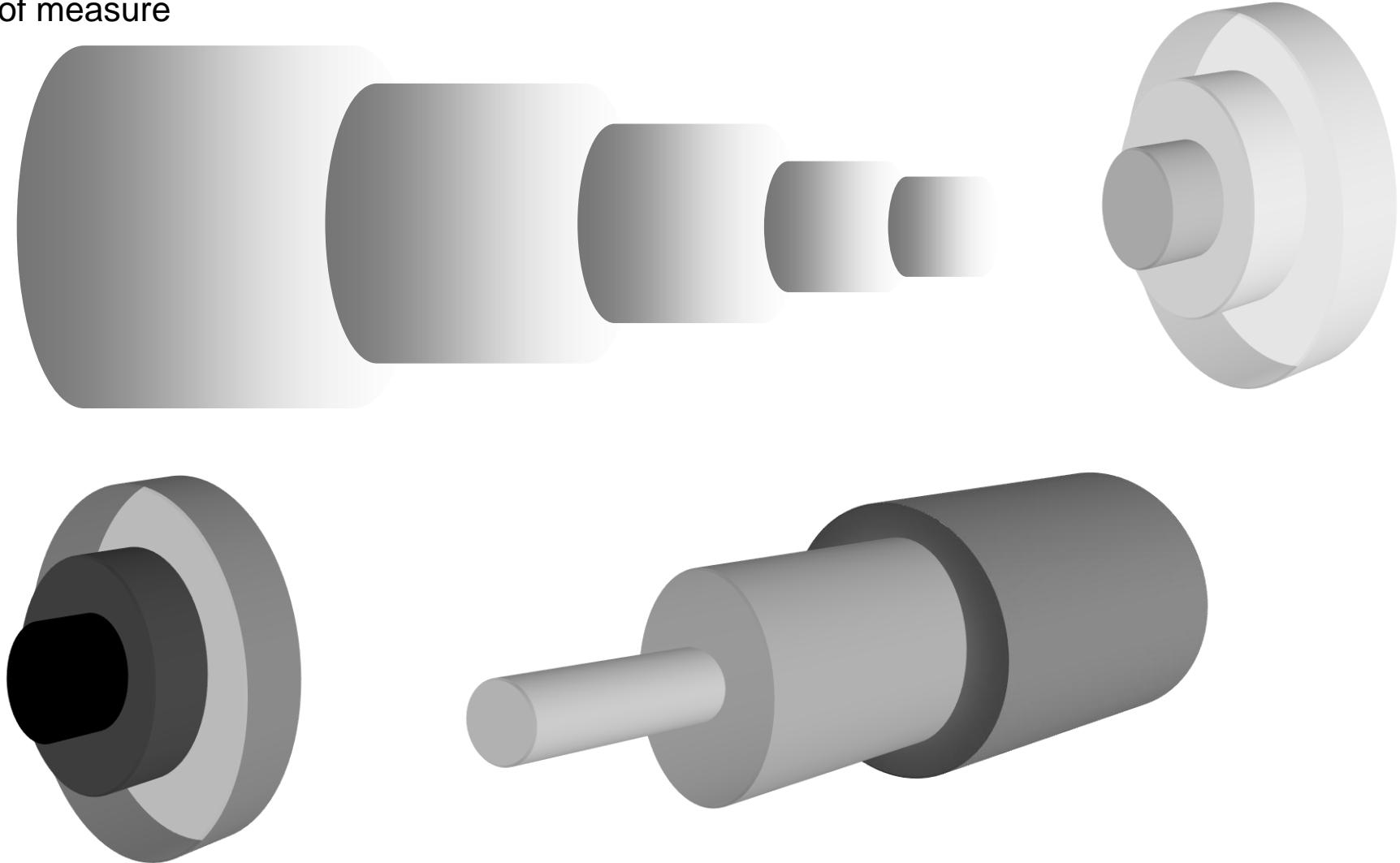
Unit of measure



* Footnote

SPIRAL1 3D

Unit of measure

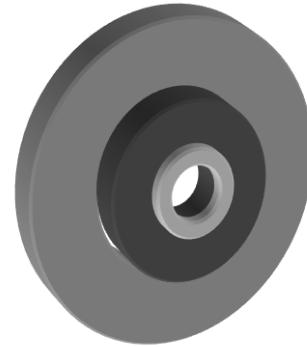
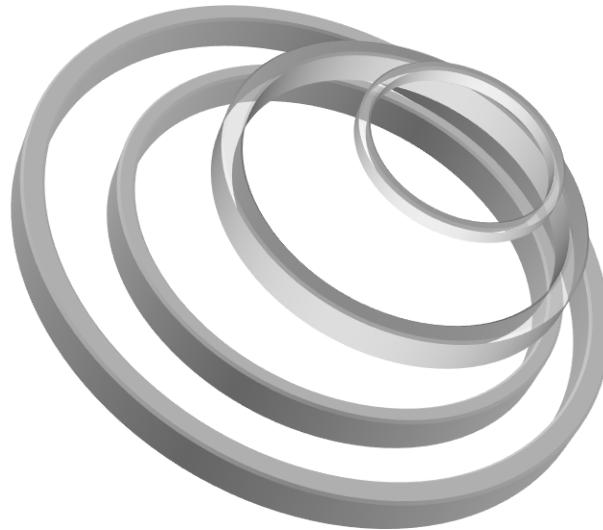


* Footnote

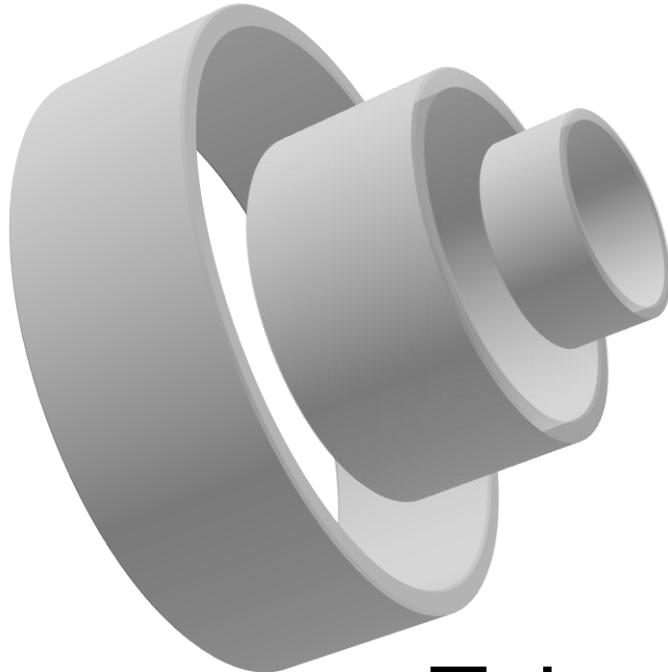
Source: Source

SPIRAL 2 3D

Unit of measure



Brakes



Spiral



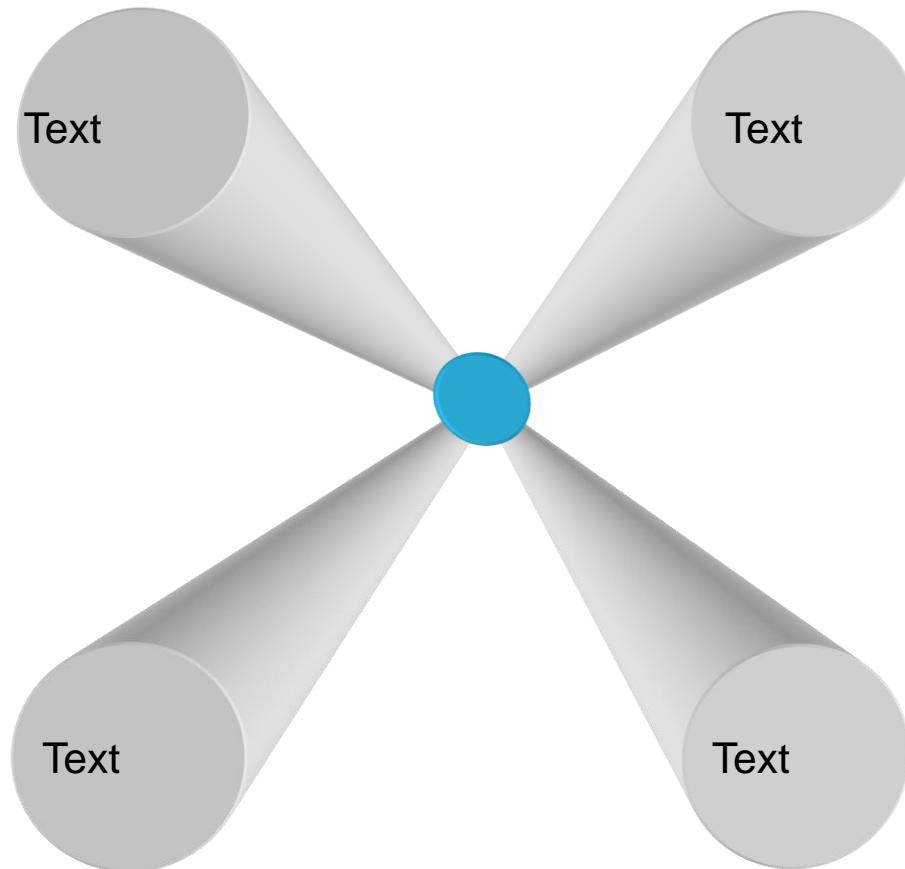
Tube in tube

* Footnote

Source: Source

SPOTLIGHT

Unit of measure

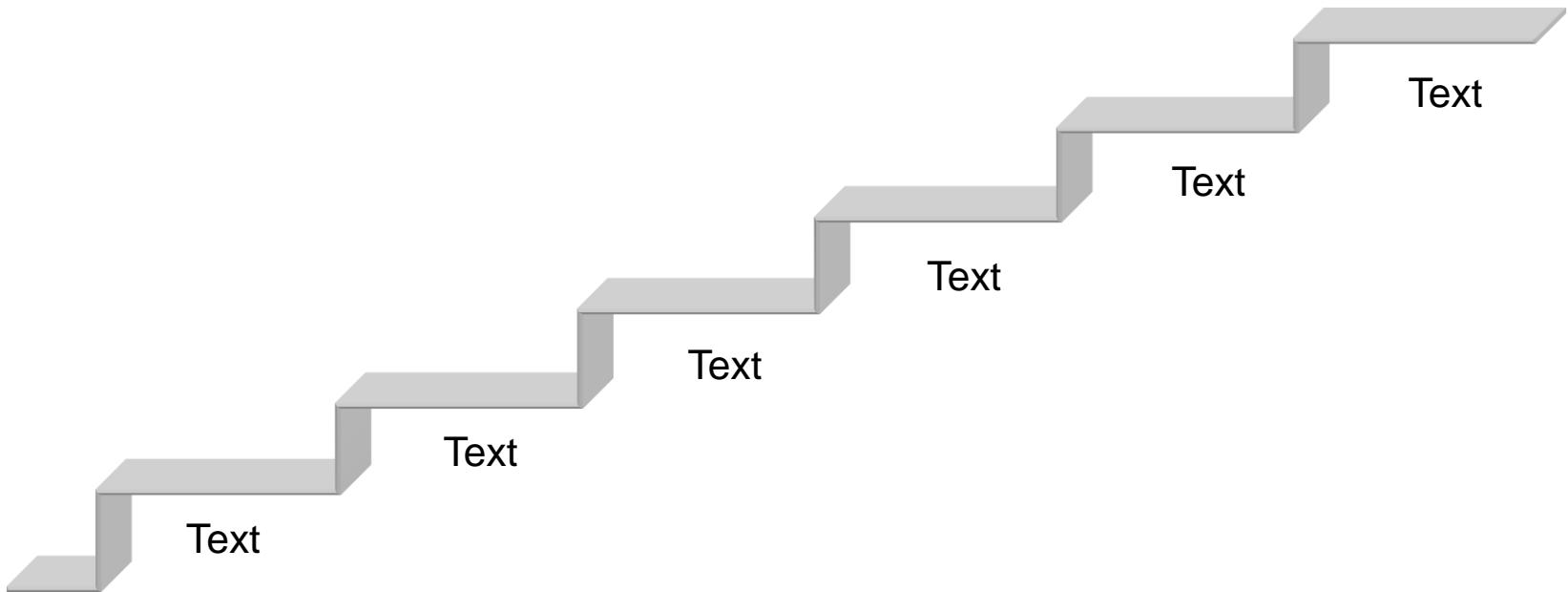


* Footnote

Source: Source

STAIRCASE

Unit of measure

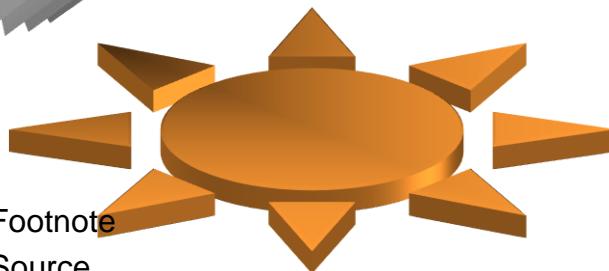
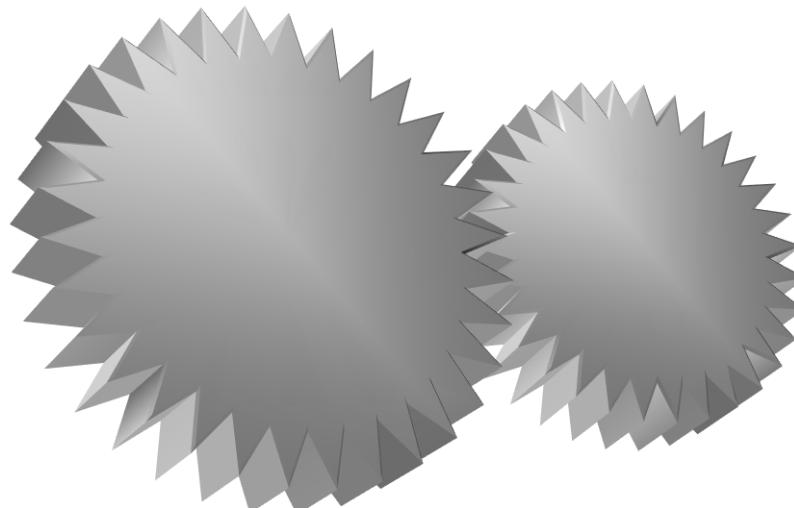
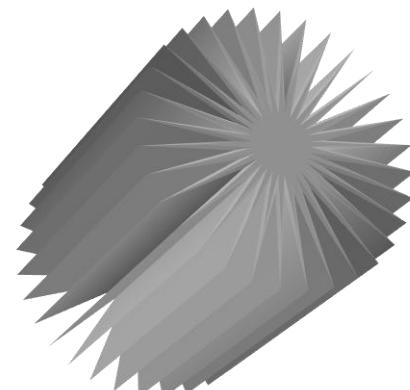
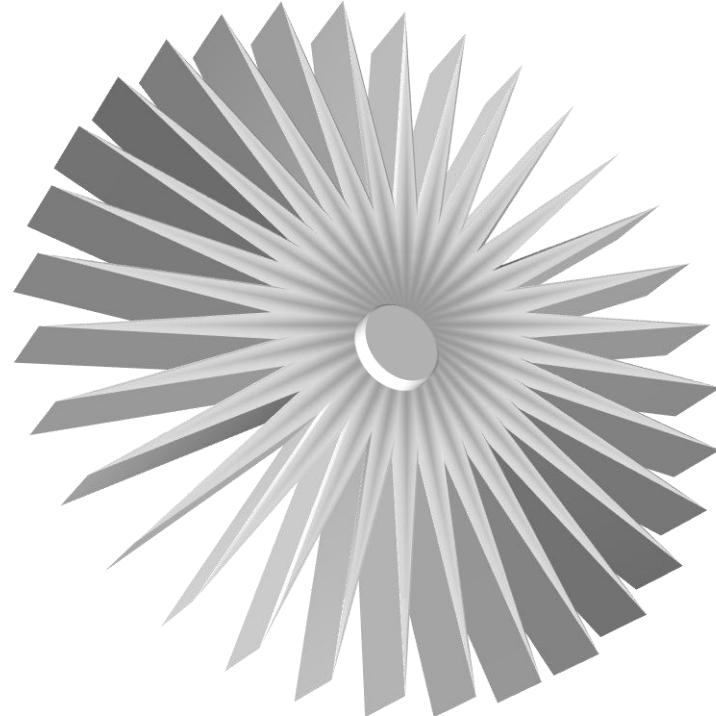
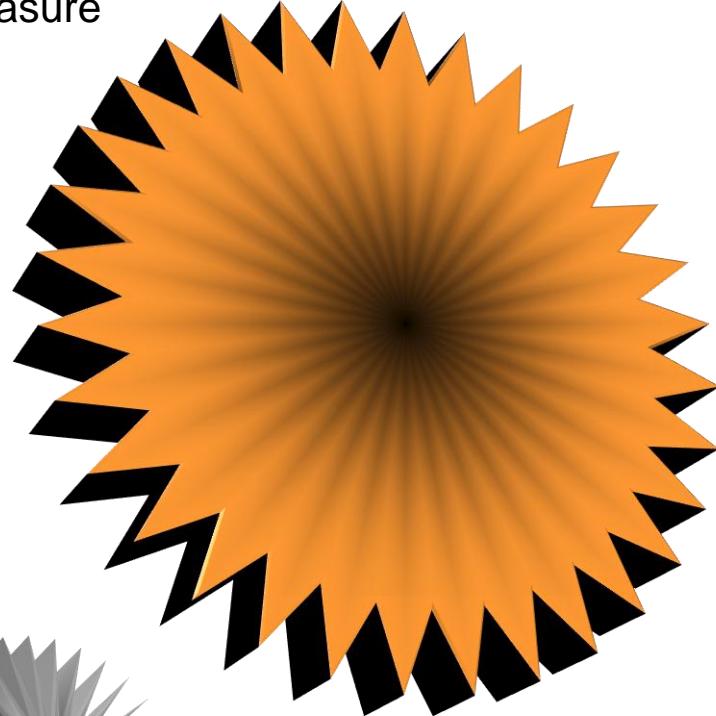


* Footnote

Source: Source

STARS 3D

Unit of measure

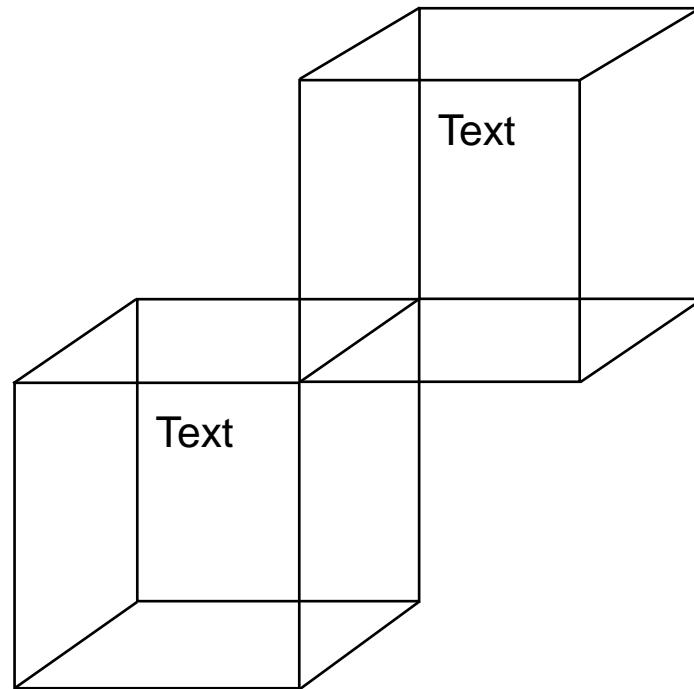


* Footnote

Source: Source

WIRE CUBES

Unit of measure

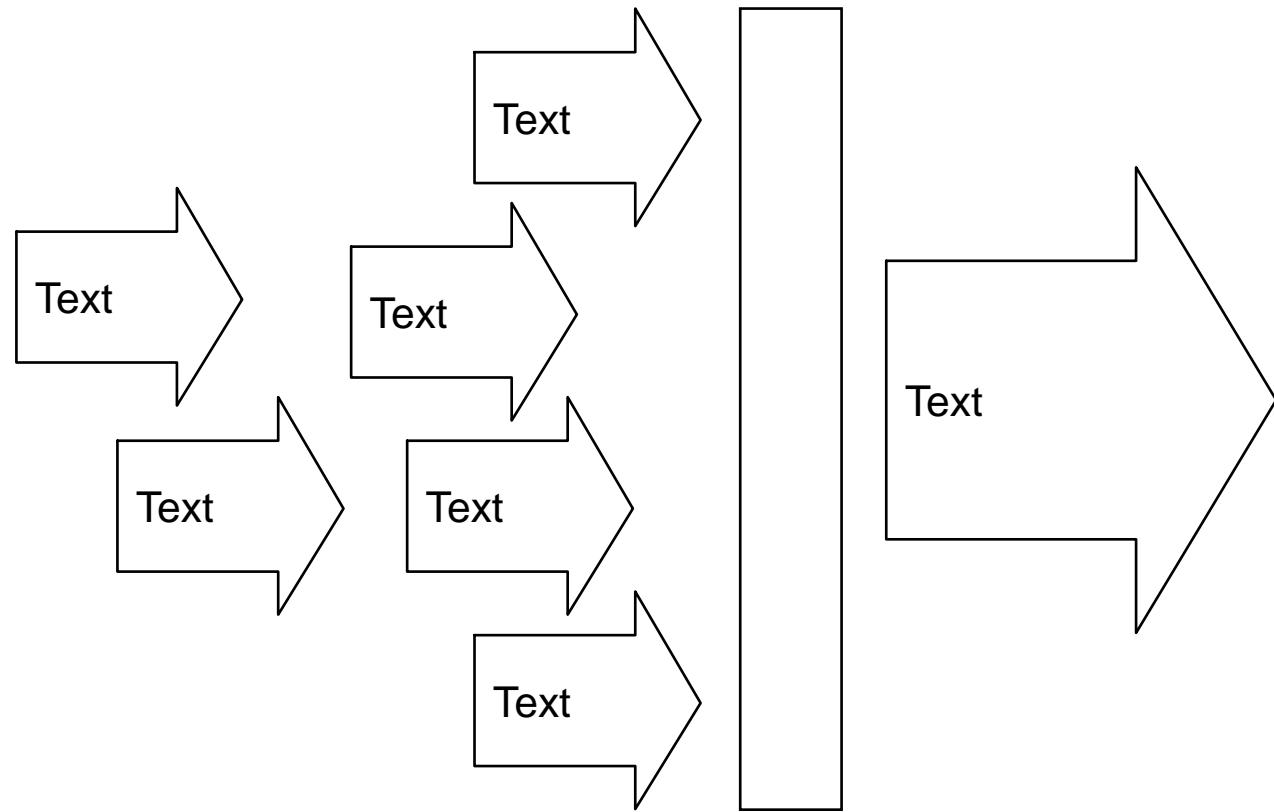


* Footnote

Source: Source

ARROWS

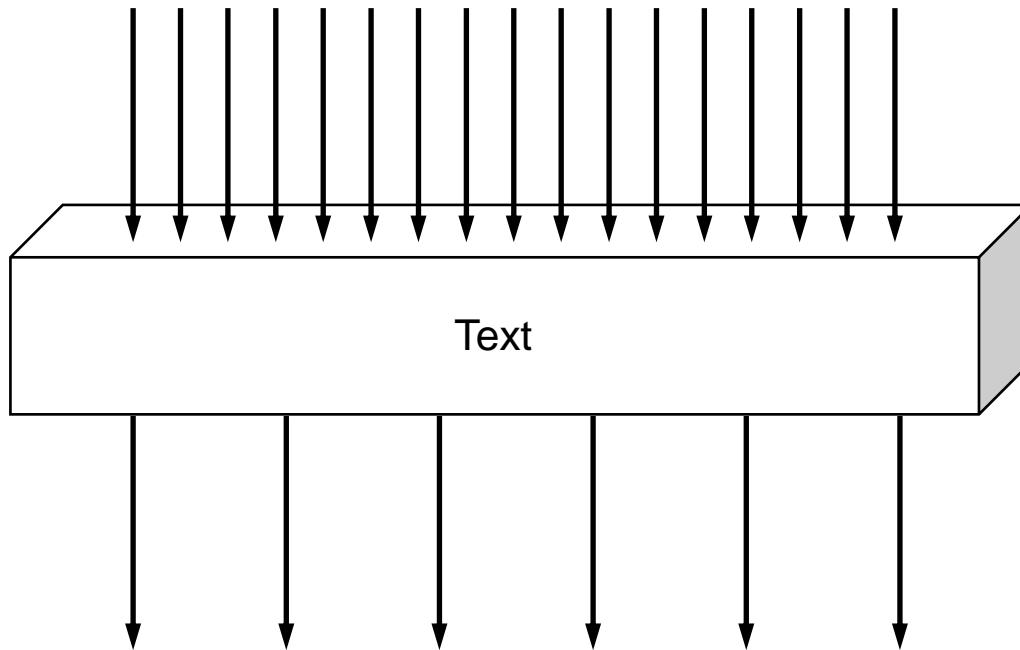
Unit of measure



* Footnote

LEVEL 1

Unit of measure

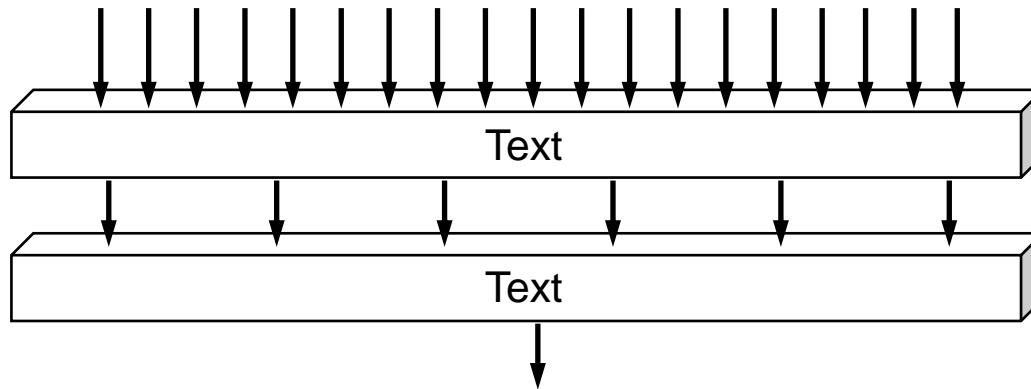


* Footnote

Source: Source

LEVEL 2

Unit of measure

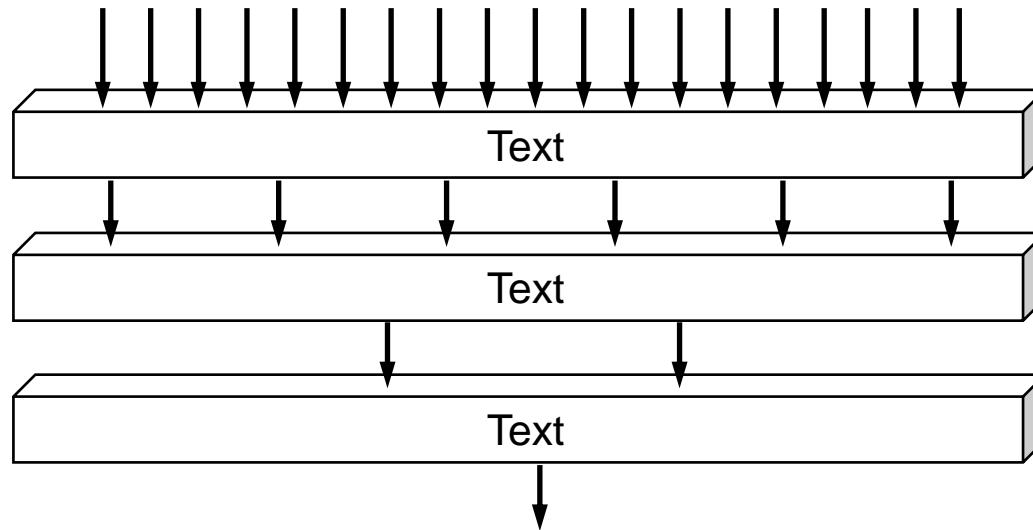


* Footnote

Source: Source

LEVEL 3

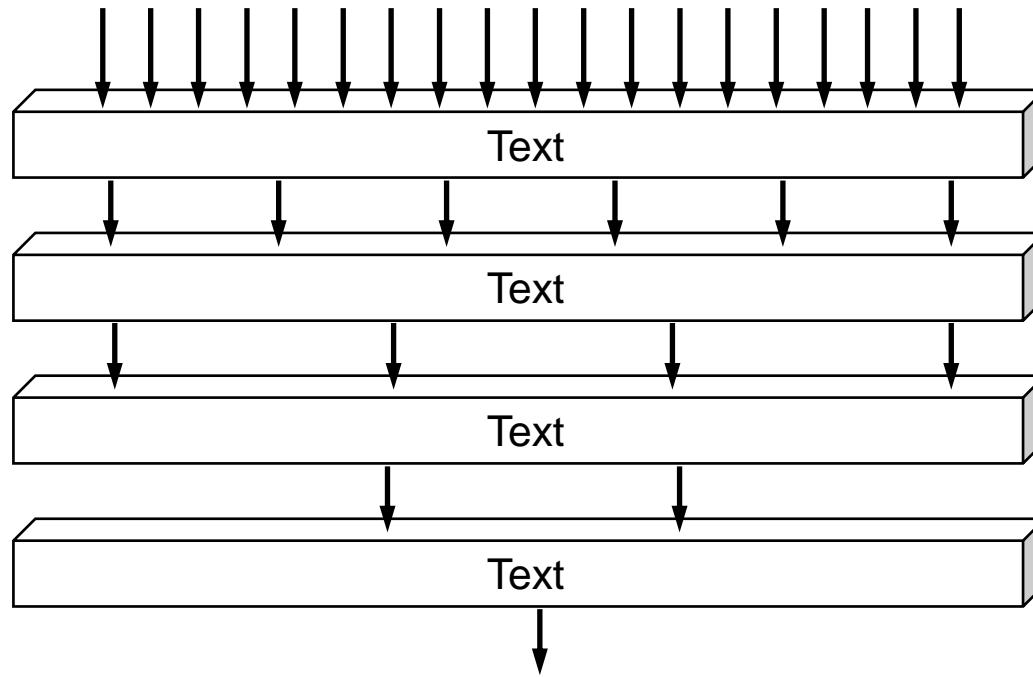
Unit of measure



* Footnote

LEVEL 4

Unit of measure

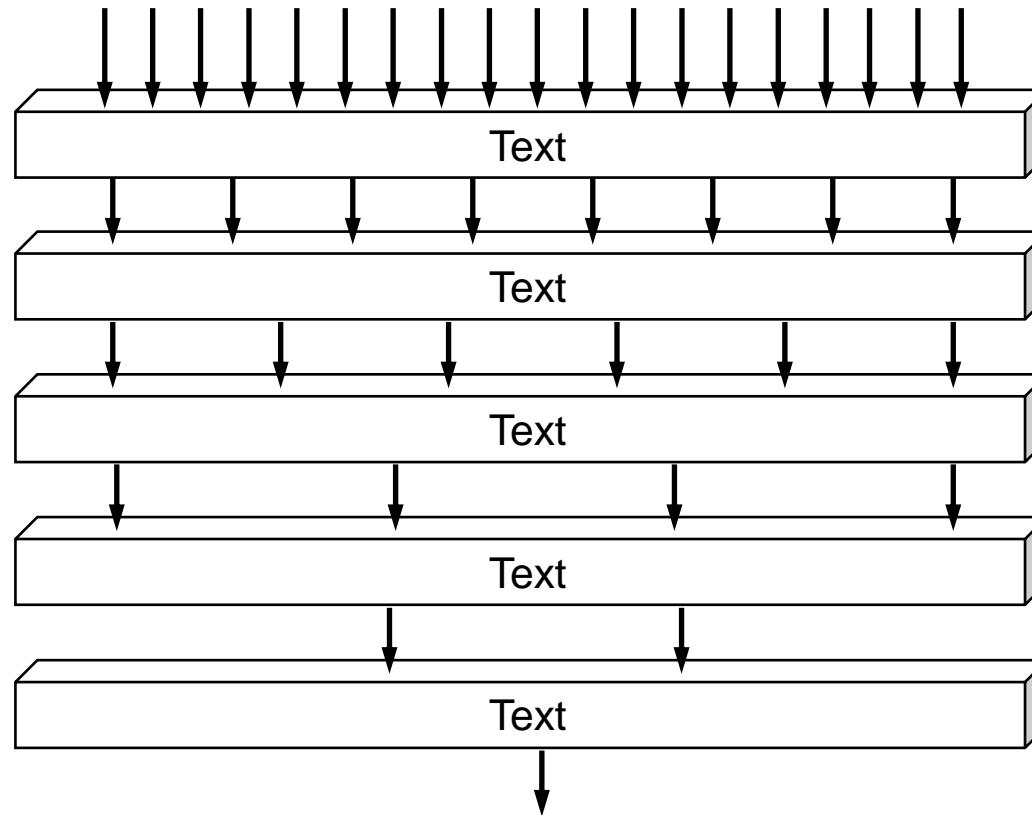


* Footnote

Source: Source

LEVEL 5

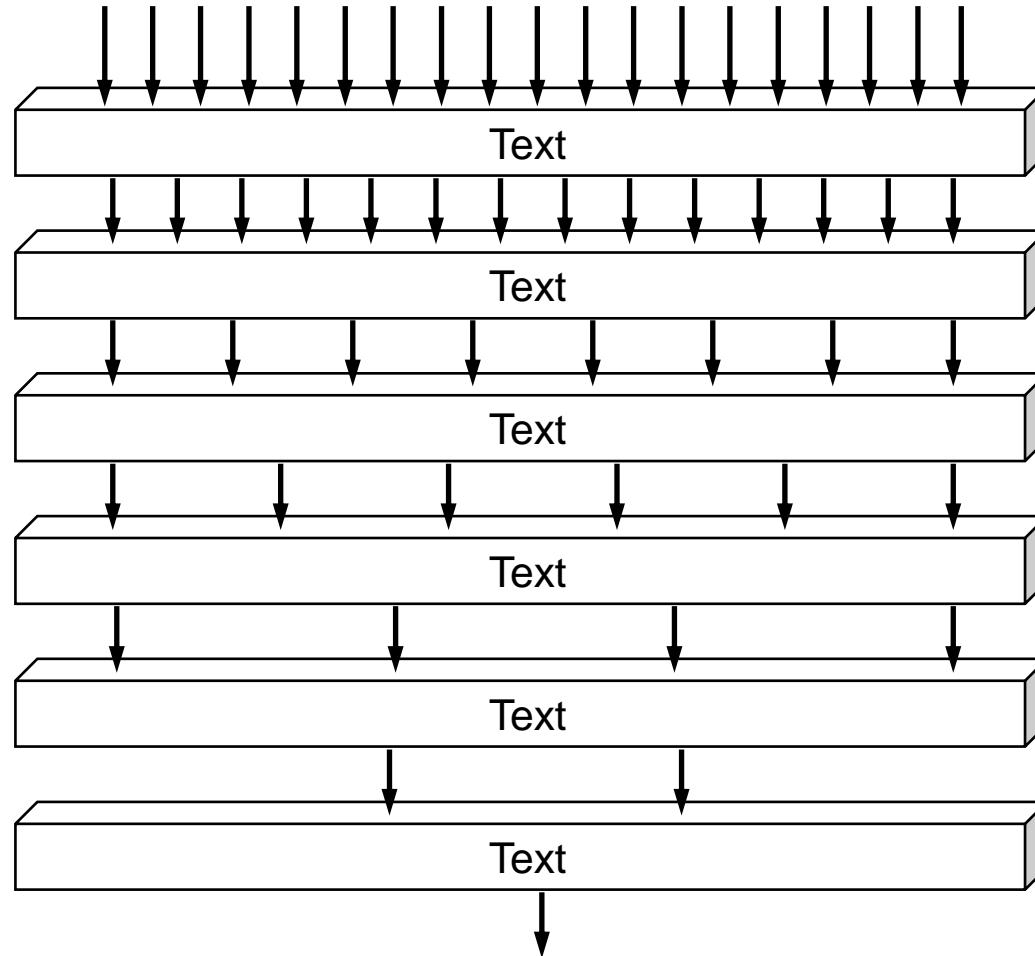
Unit of measure



* Footnote

LEVEL 6

Unit of measure

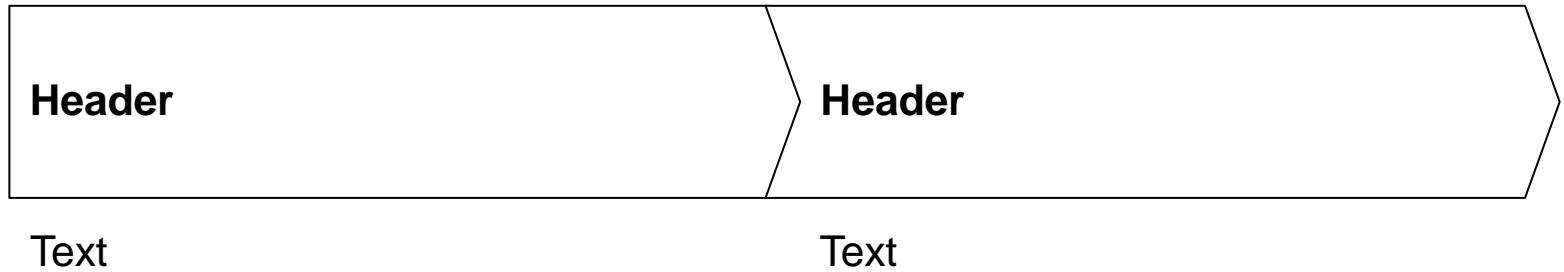


* Footnote

Source: Source

FLOW 2

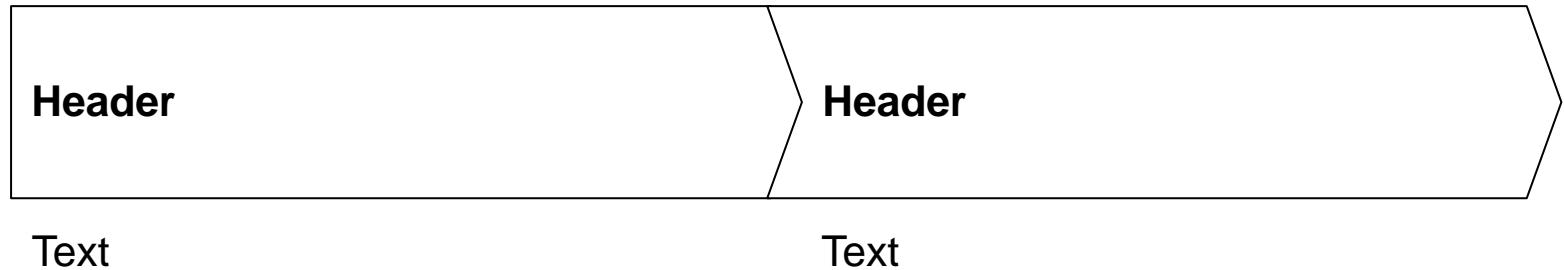
Unit of measure



* Footnote

FLOW 2 TITLE

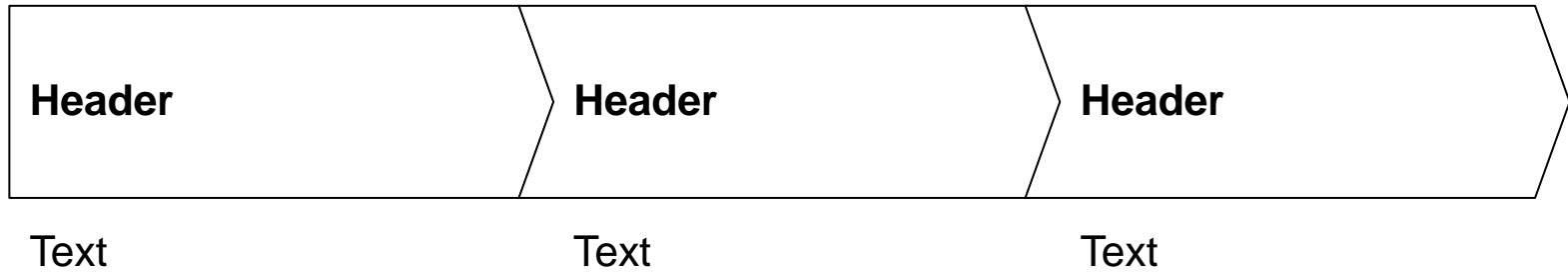
Unit of measure



* Footnote

FLOW 3

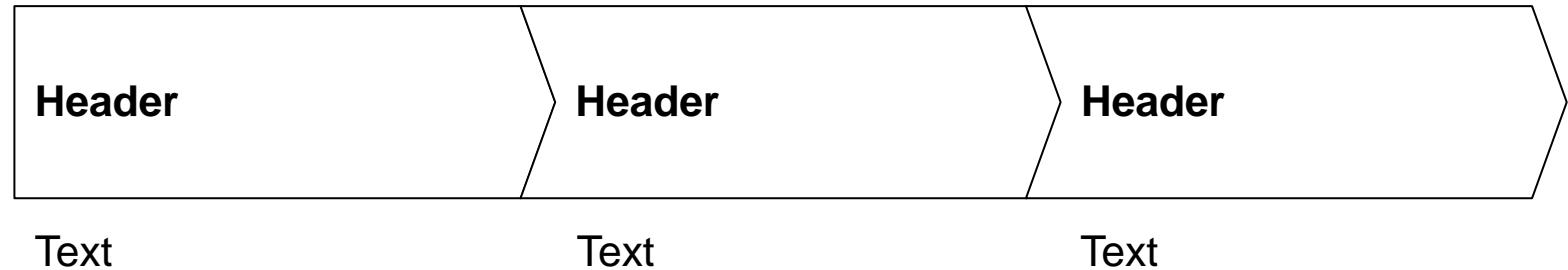
Unit of measure



* Footnote

FLOW 3 TITLE

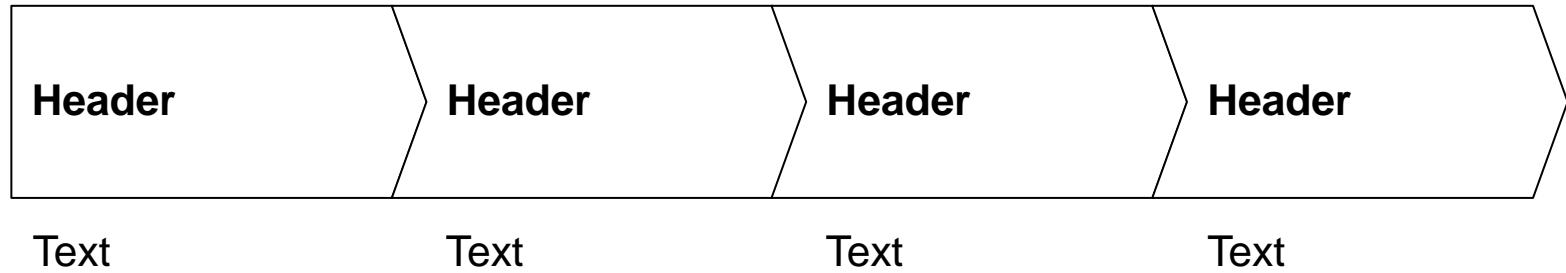
Unit of measure



* Footnote

FLOW 4

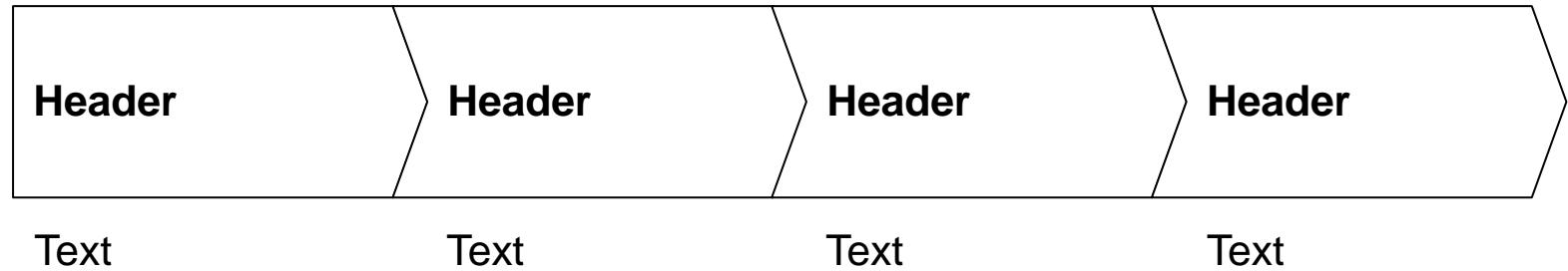
Unit of measure



* Footnote

FLOW 4 TITLE

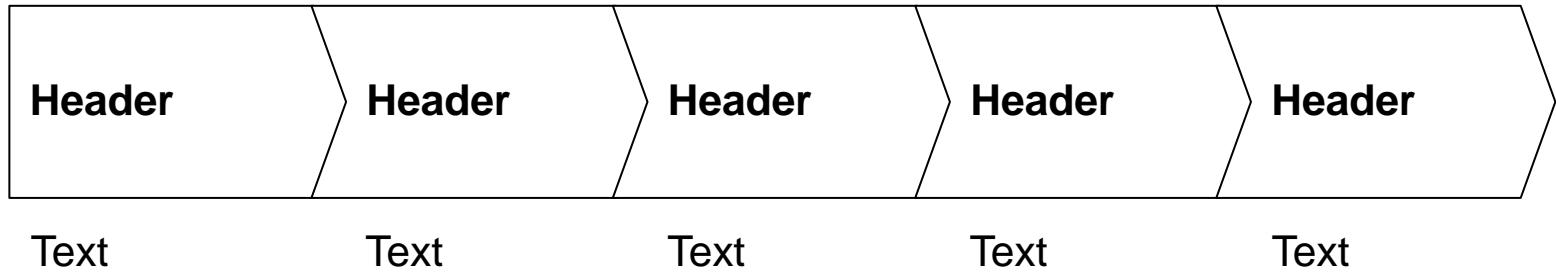
Unit of measure



* Footnote

FLOW 5

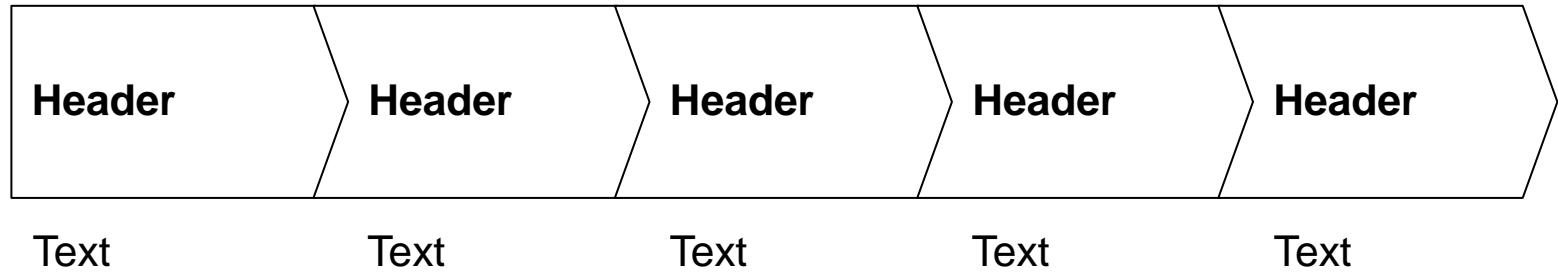
Unit of measure



* Footnote

FLOW 5 TITLE

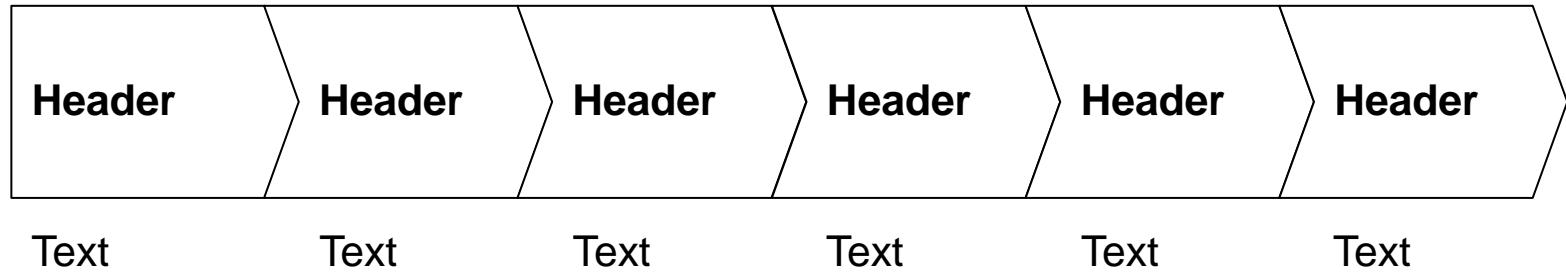
Unit of measure



* Footnote

FLOW 6

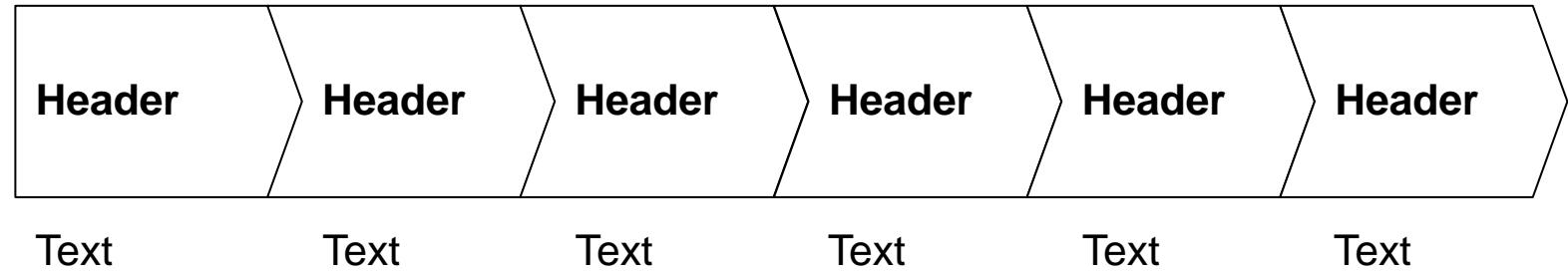
Unit of measure



* Footnote

FLOW 6 TITLE

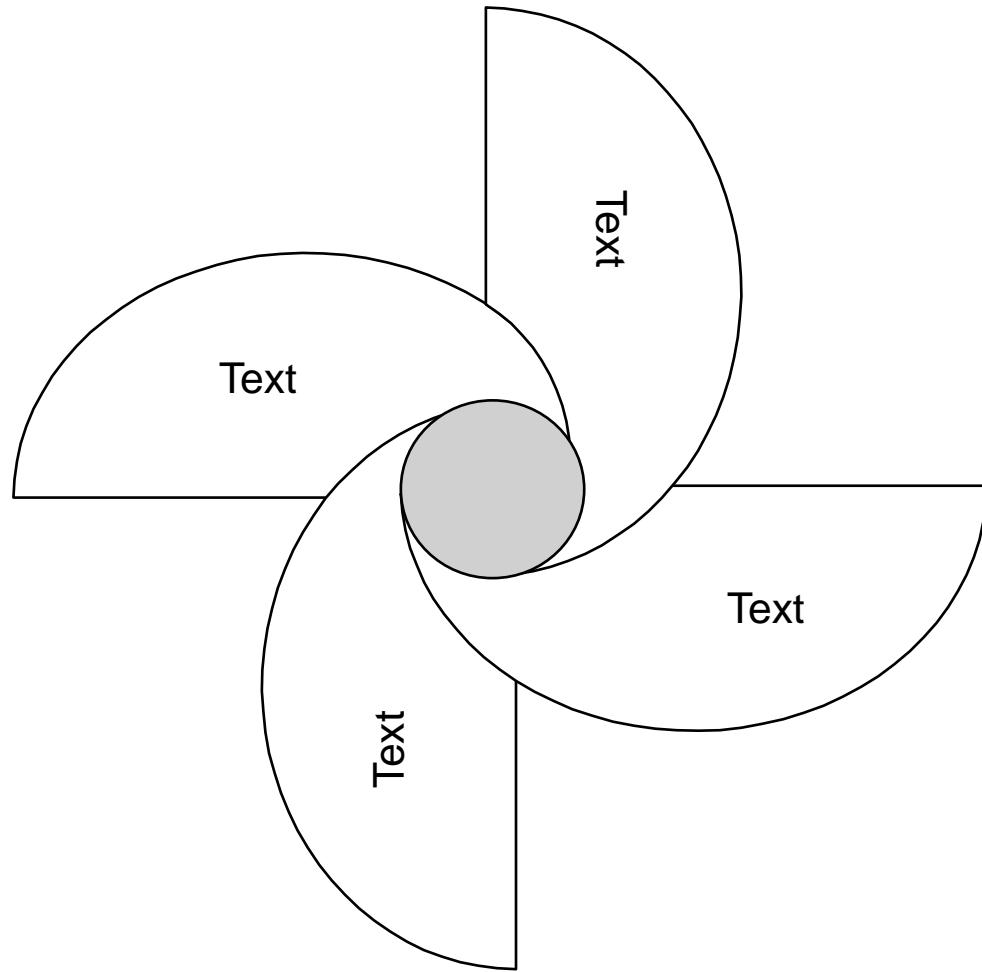
Unit of measure



* Footnote

BLADES

Unit of measure

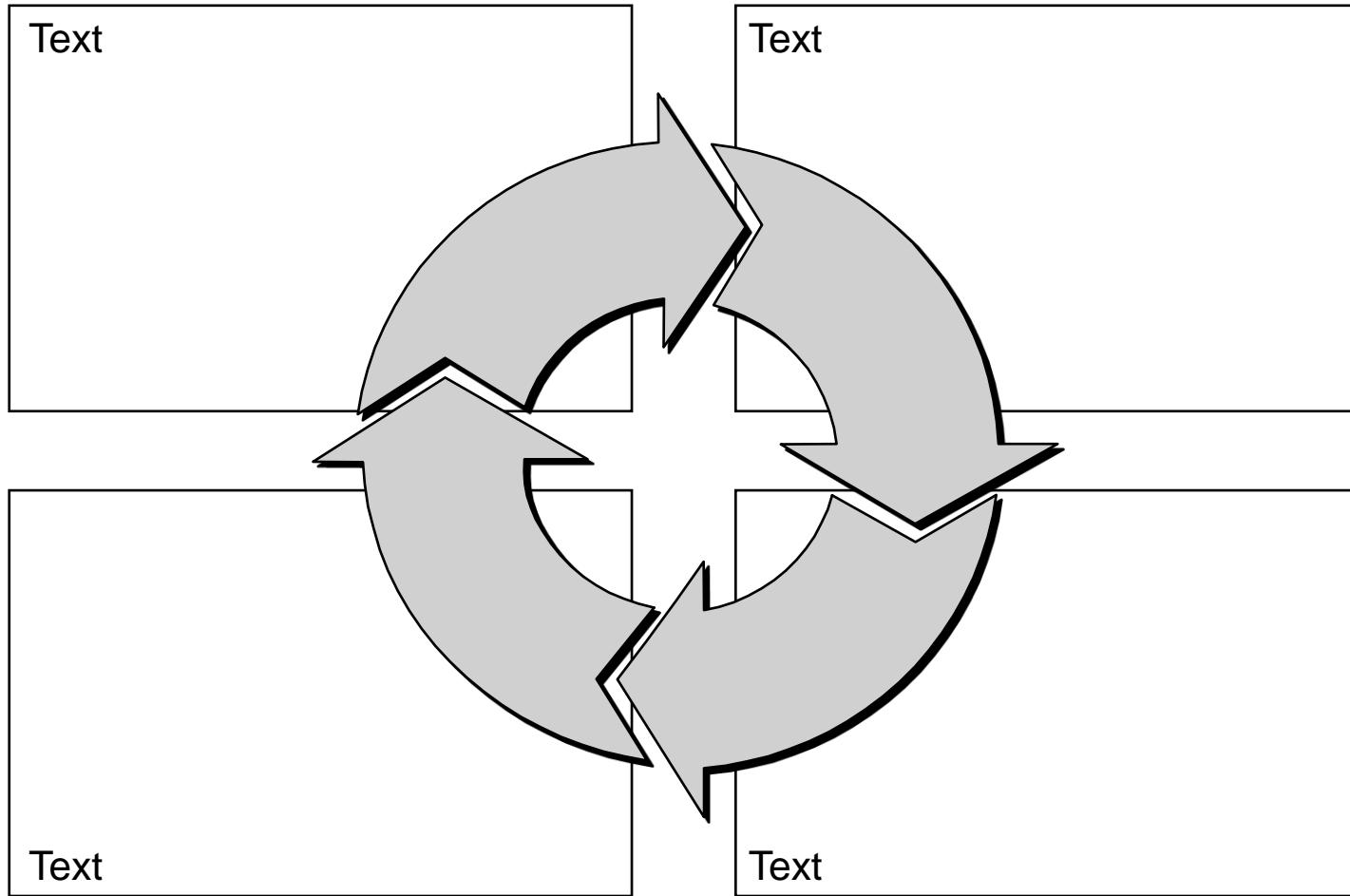


* Footnote

Source: Source

BOX

Unit of measure

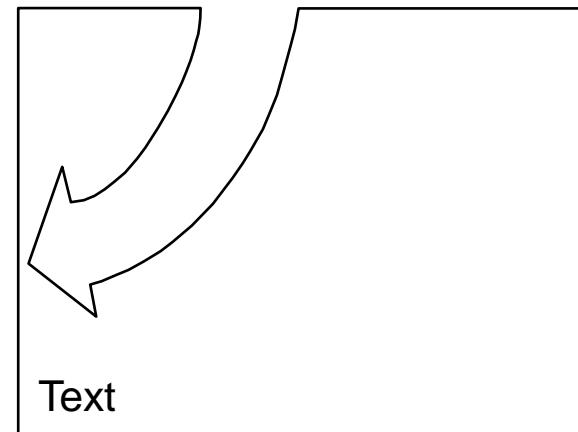
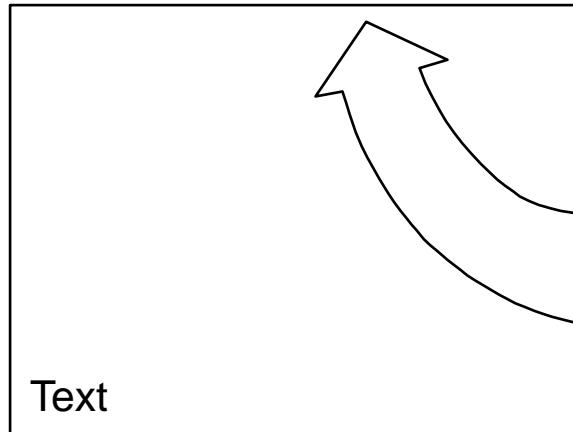
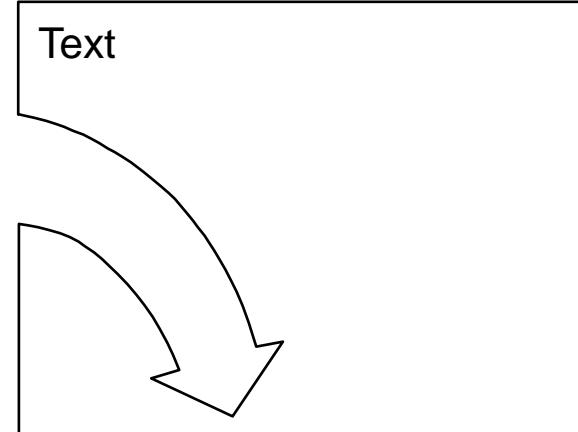
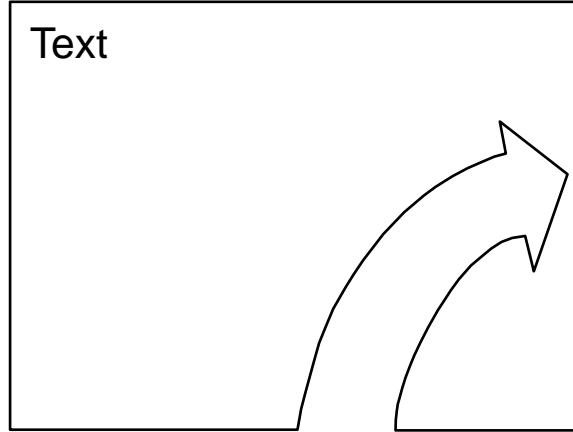


* Footnote

Source: Source

BOX

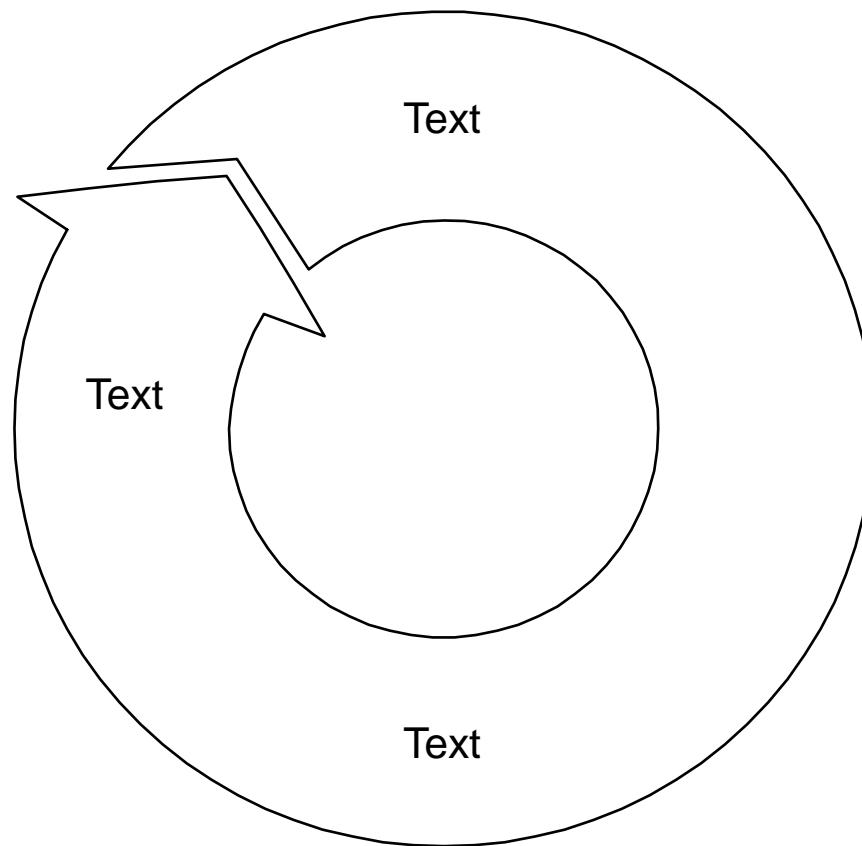
Unit of measure



* Footnote

CYCLE 1

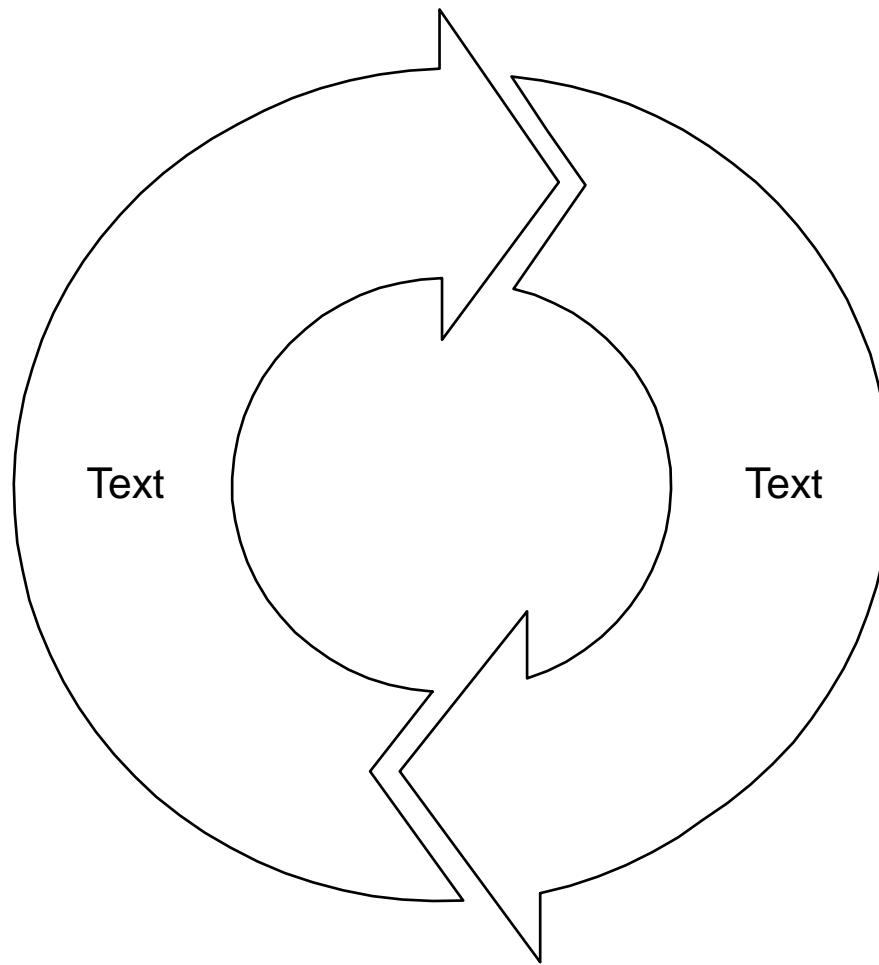
Unit of measure



* Footnote

CYCLE 2

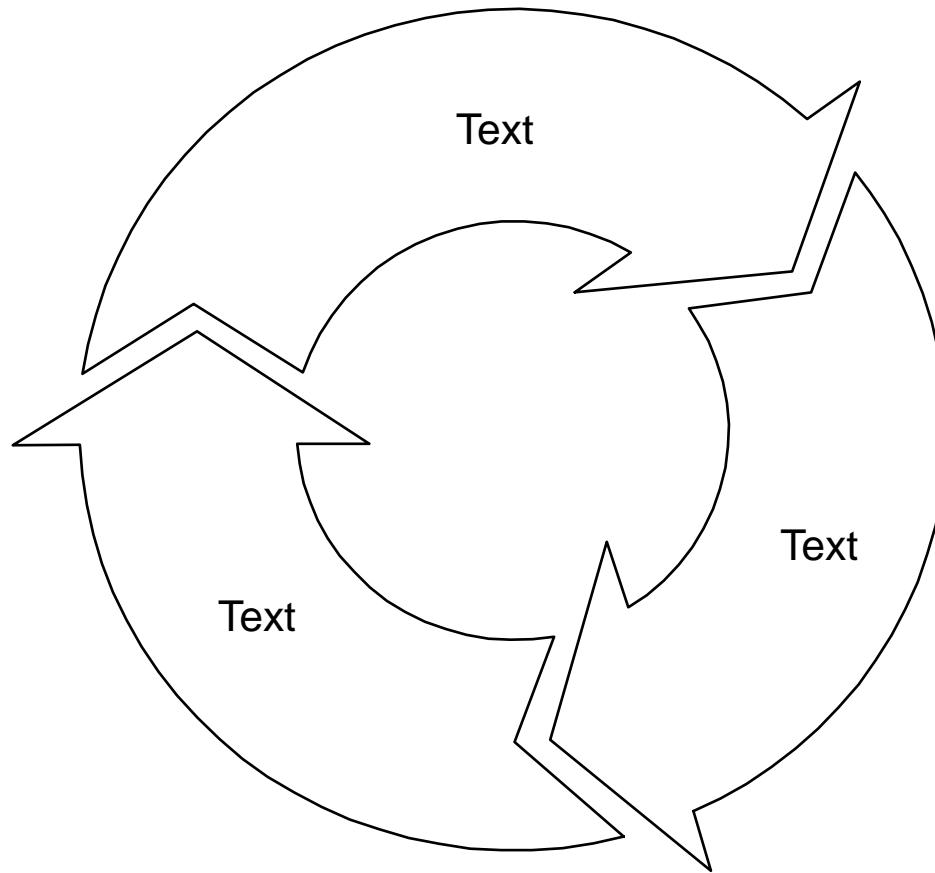
Unit of measure



* Footnote

CYCLE 3

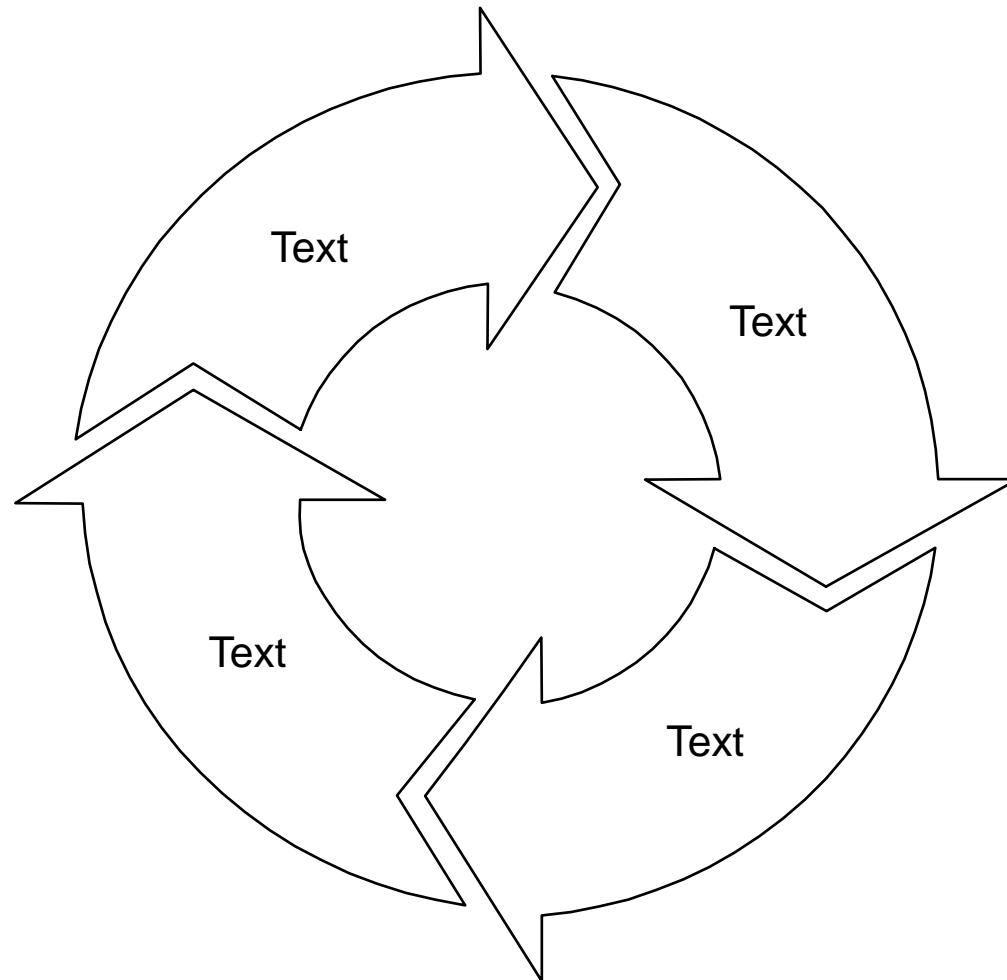
Unit of measure



* Footnote

CYCLE 4

Unit of measure

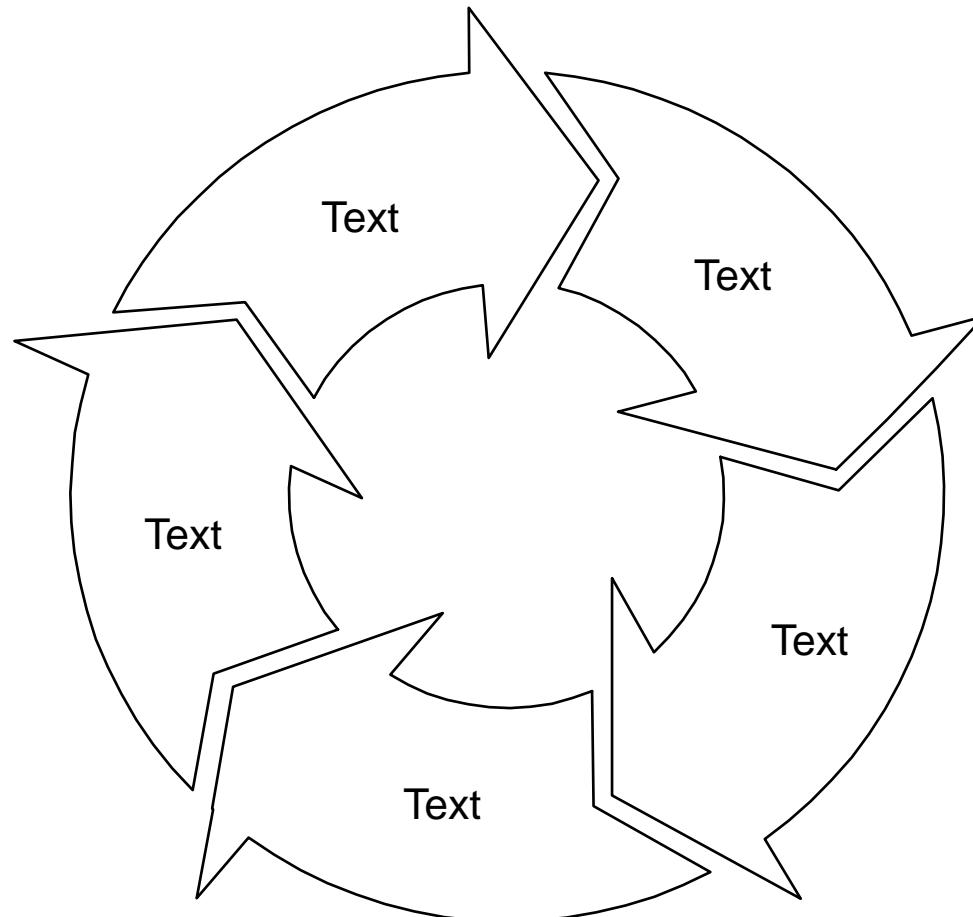


* Footnote

Source: Source

CYCLE 5

Unit of measure

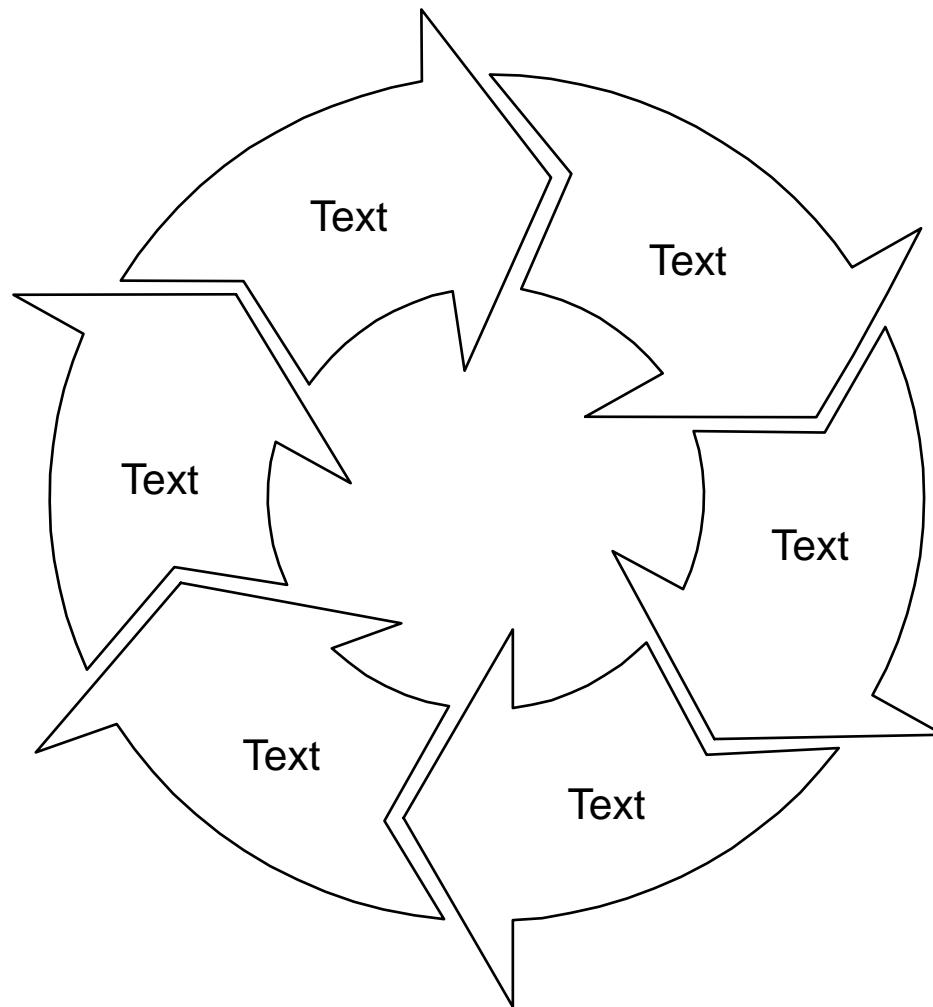


* Footnote

Source: Source

CYCLE 6

Unit of measure

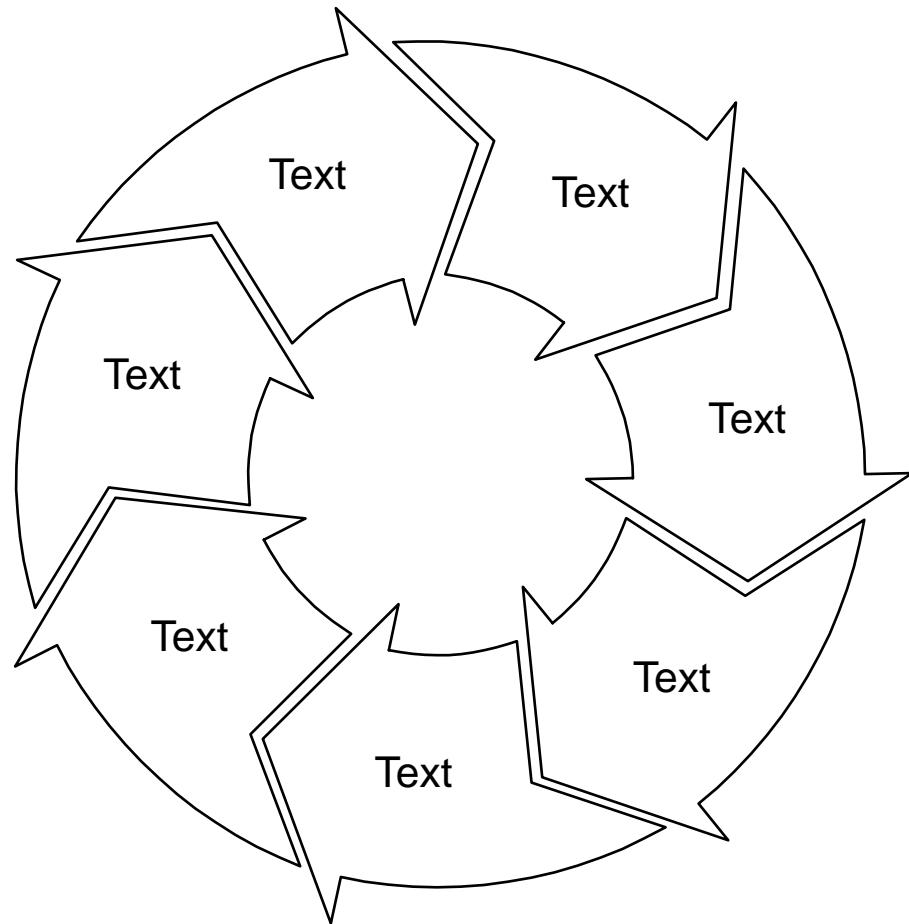


* Footnote

Source: Source

CYCLE 7

Unit of measure

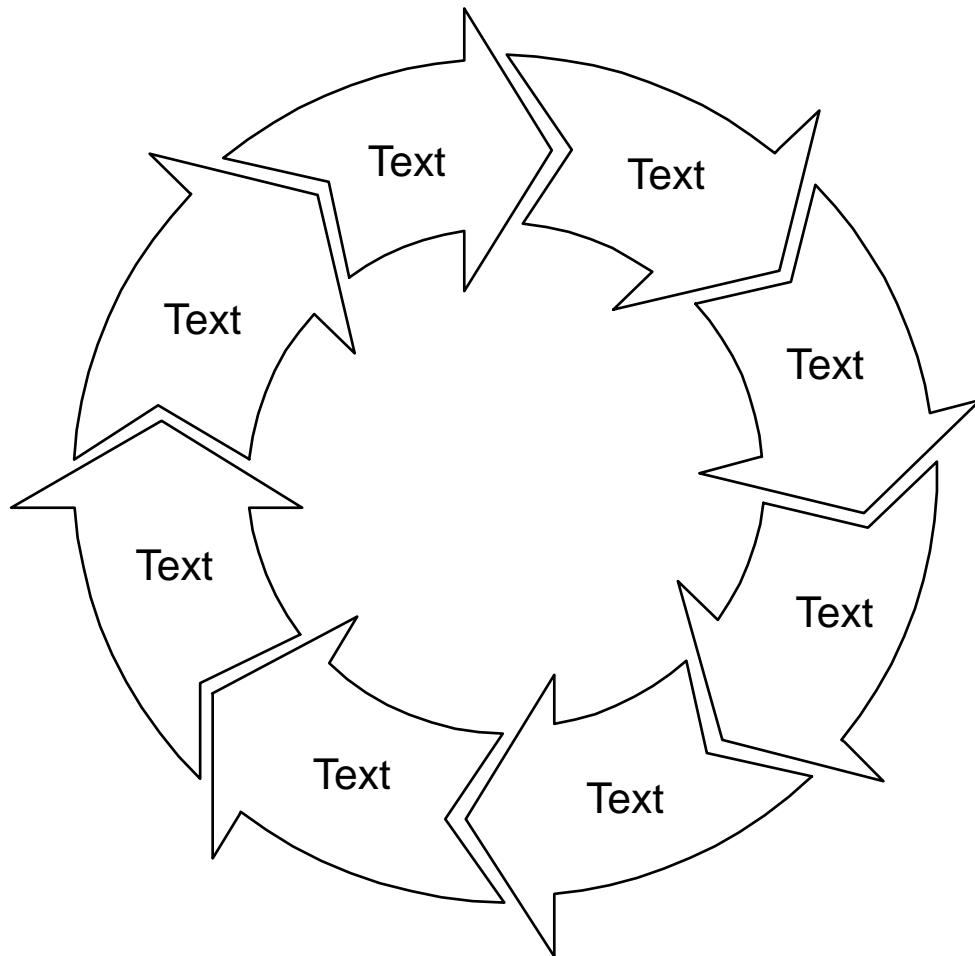


* Footnote

Source: Source

CYCLE 8

Unit of measure

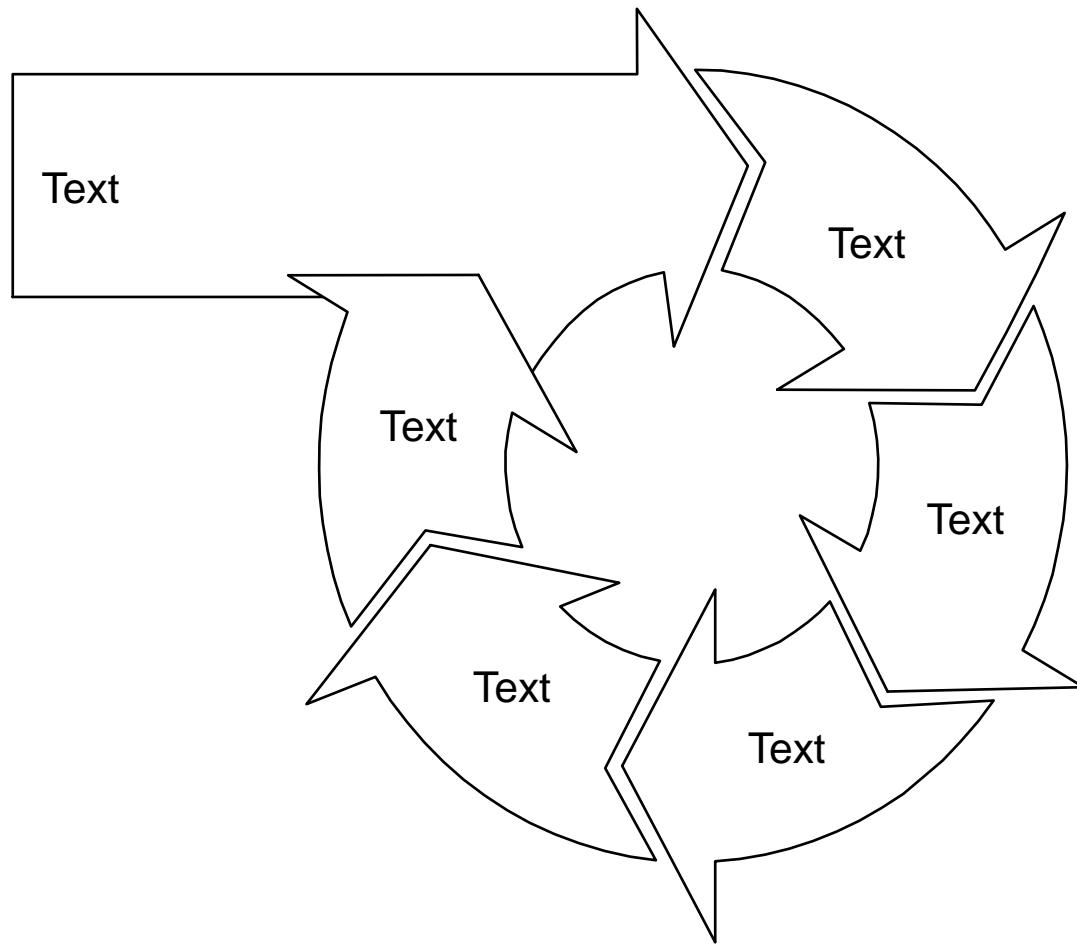


* Footnote

Source: Source

INCOMING

Unit of measure

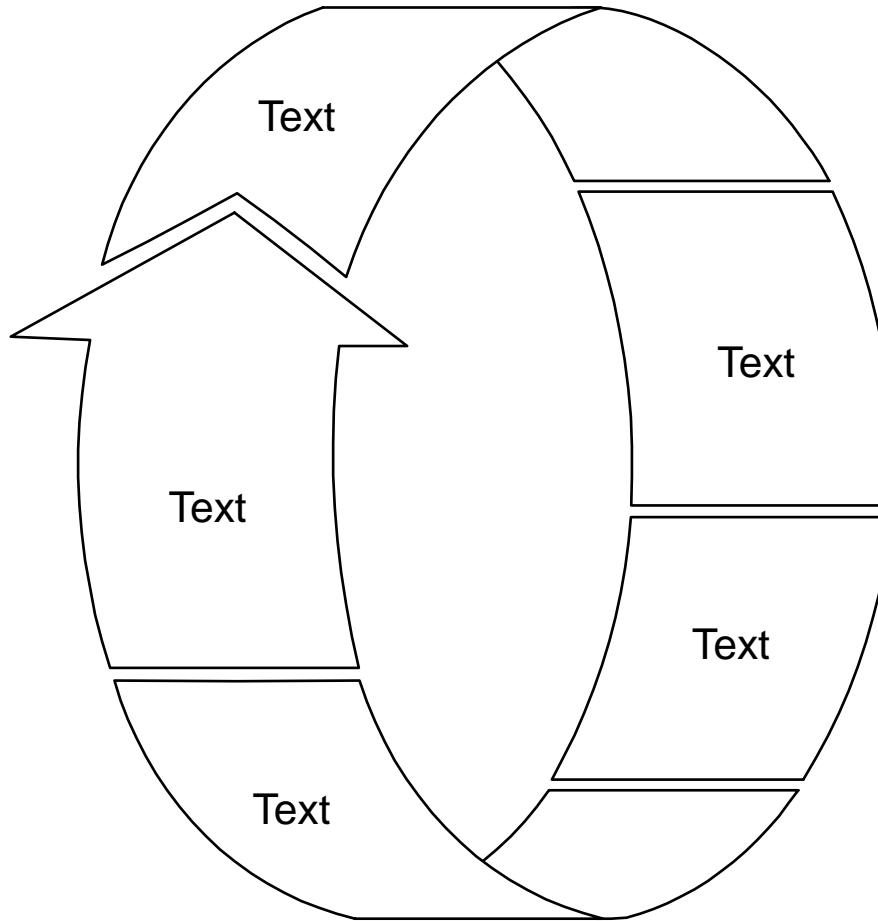


* Footnote

Source: Source

RIBBON

Unit of measure

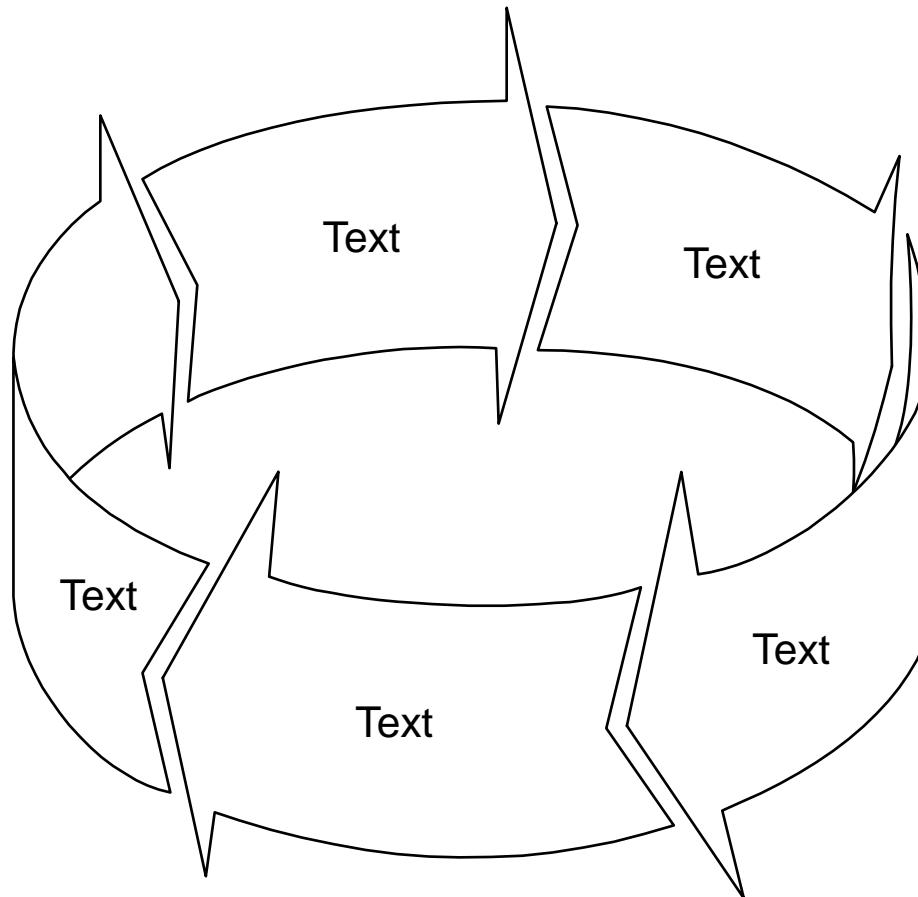


* Footnote

Source: Source

RING

Unit of measure

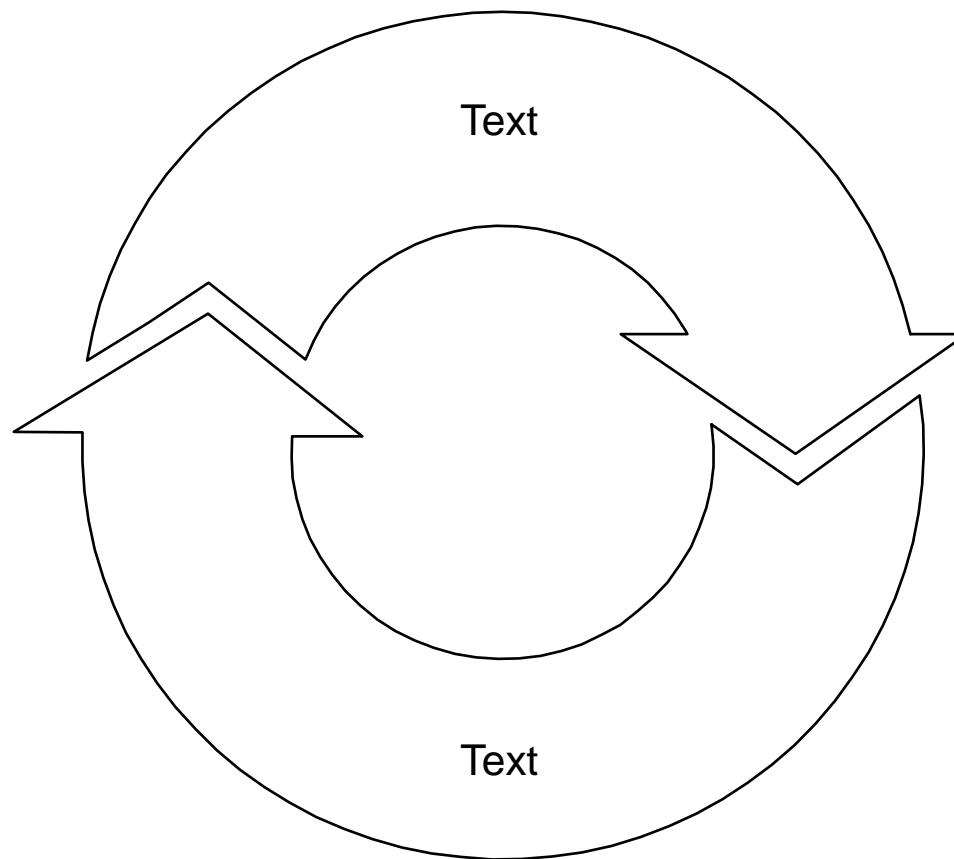


* Footnote

Source: Source

UPON 2

Unit of measure

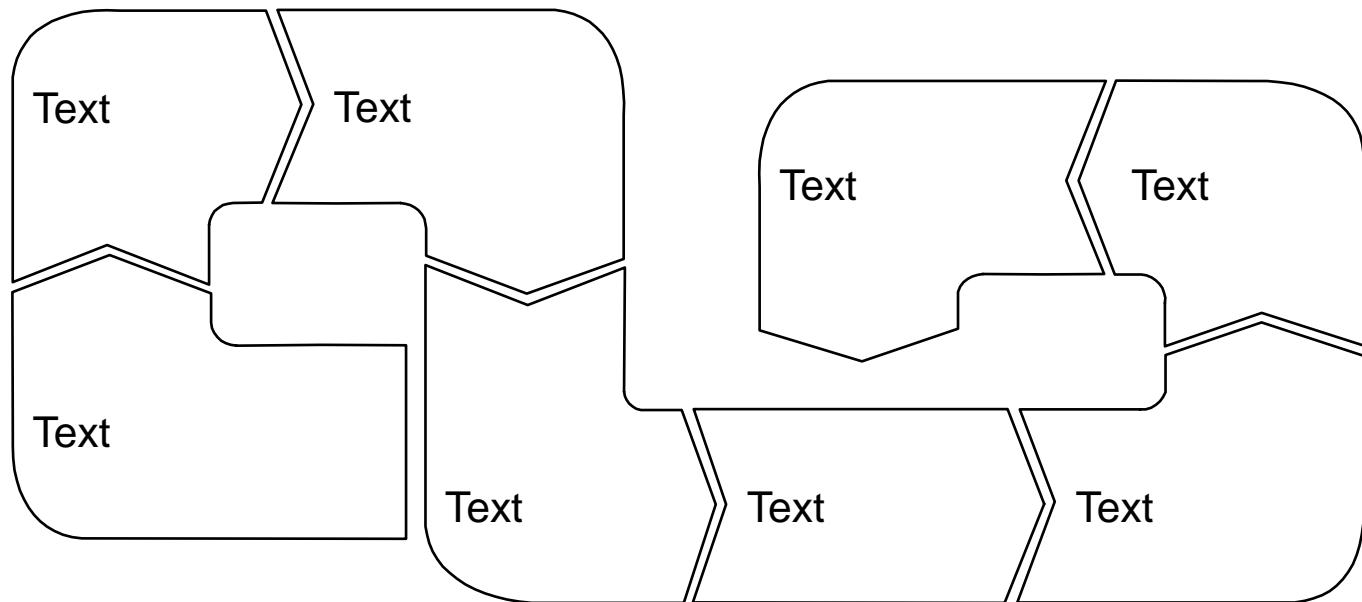


* Footnote

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CONTINUOUS

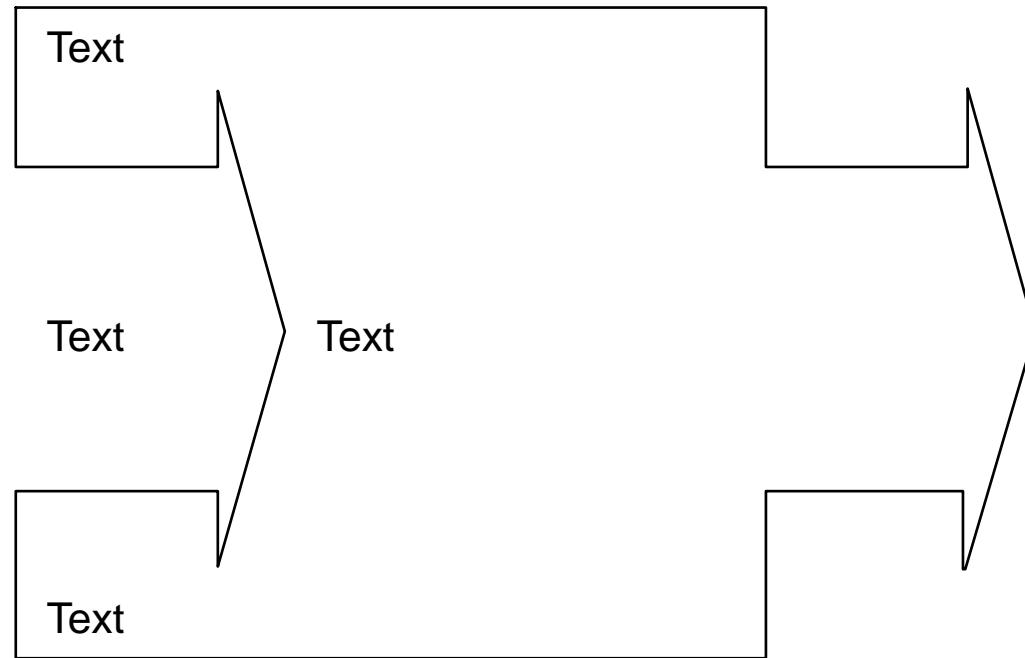
Unit of measure



* Footnote

CUTOUT

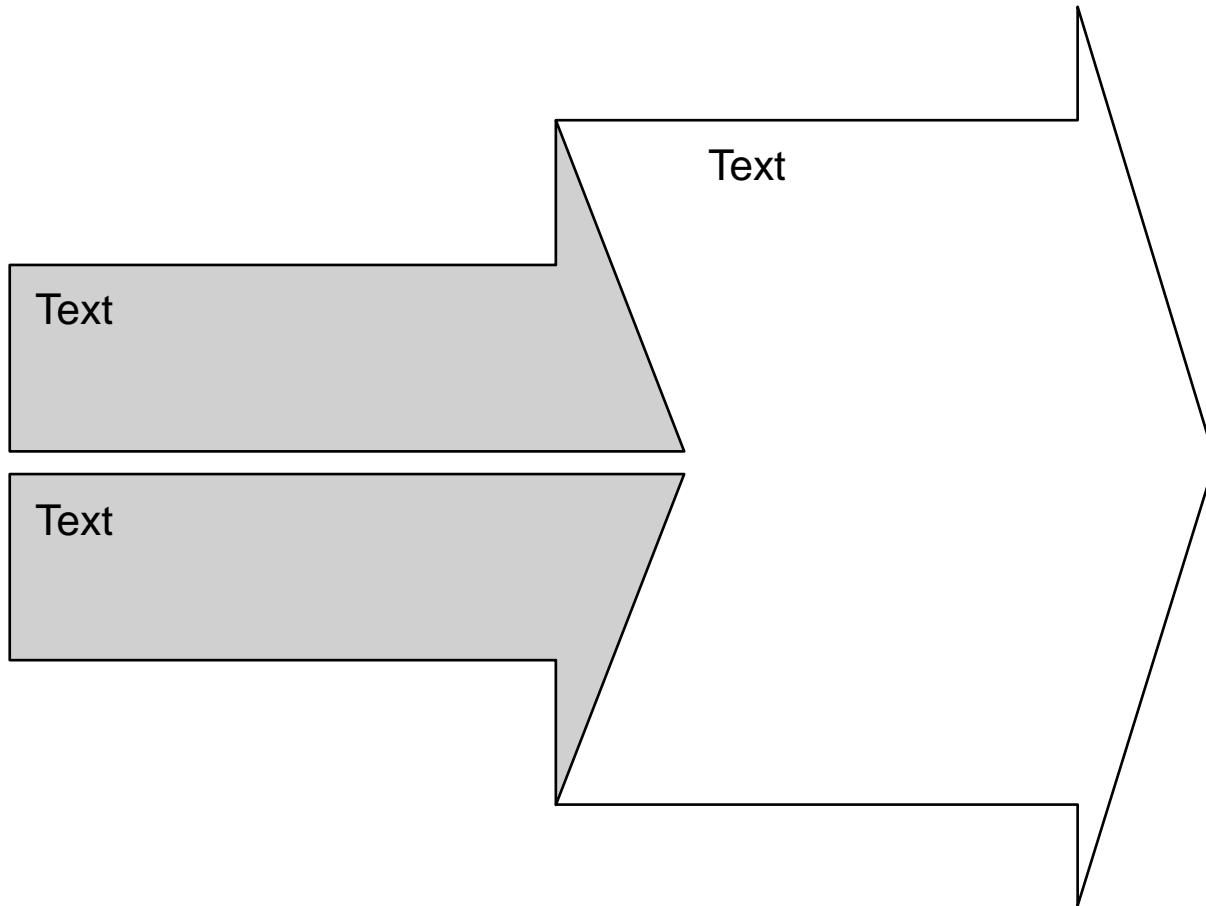
Unit of measure



* Footnote

LINEAR A

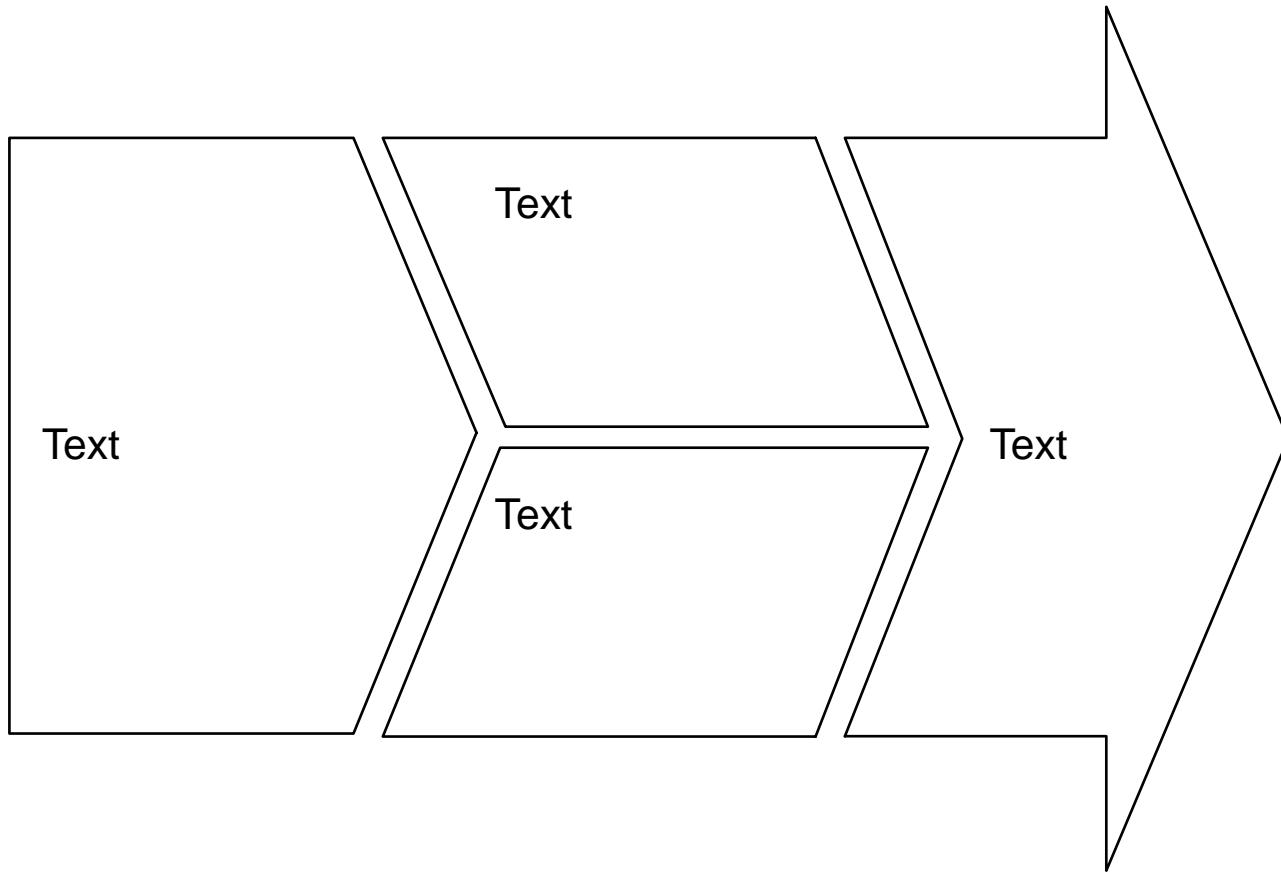
Unit of measure



* Footnote

LINEAR B

Unit of measure

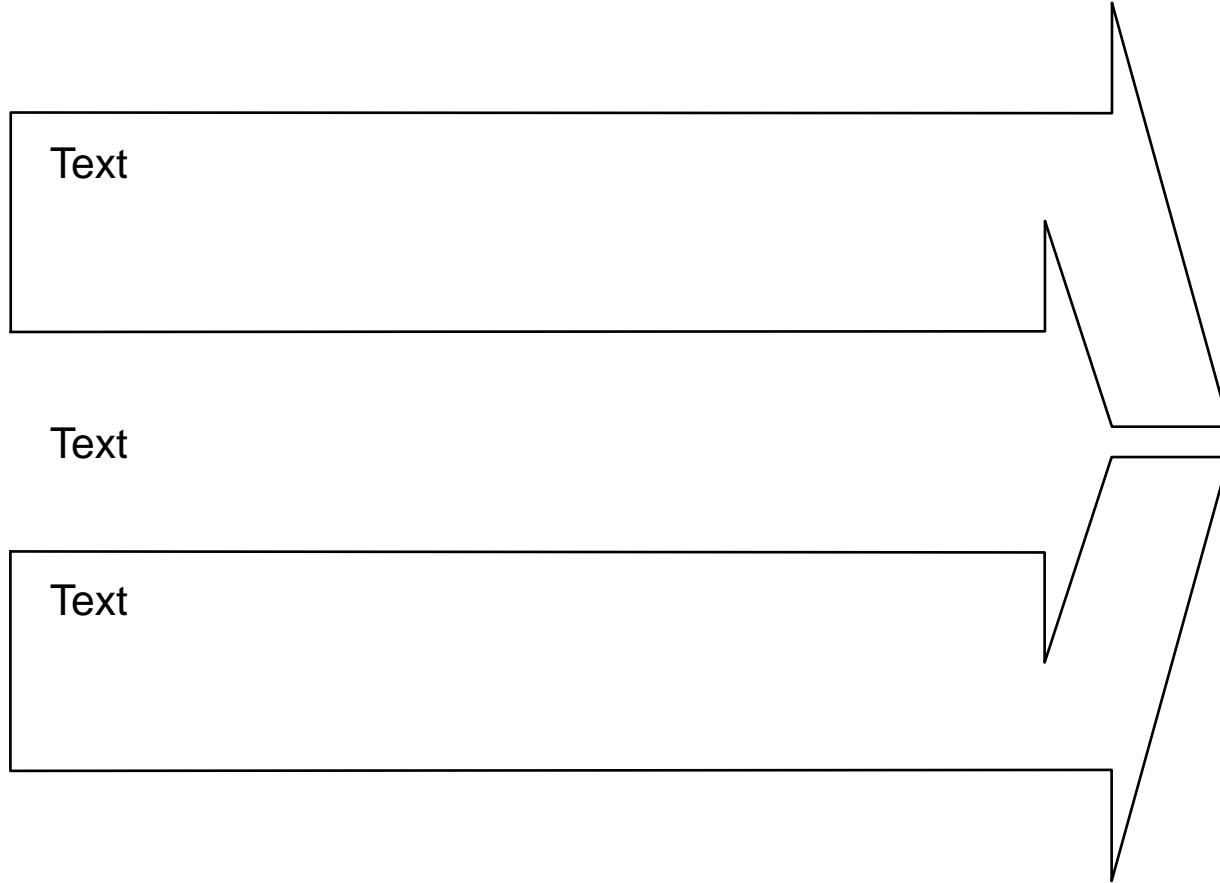


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LINEAR C

Unit of measure

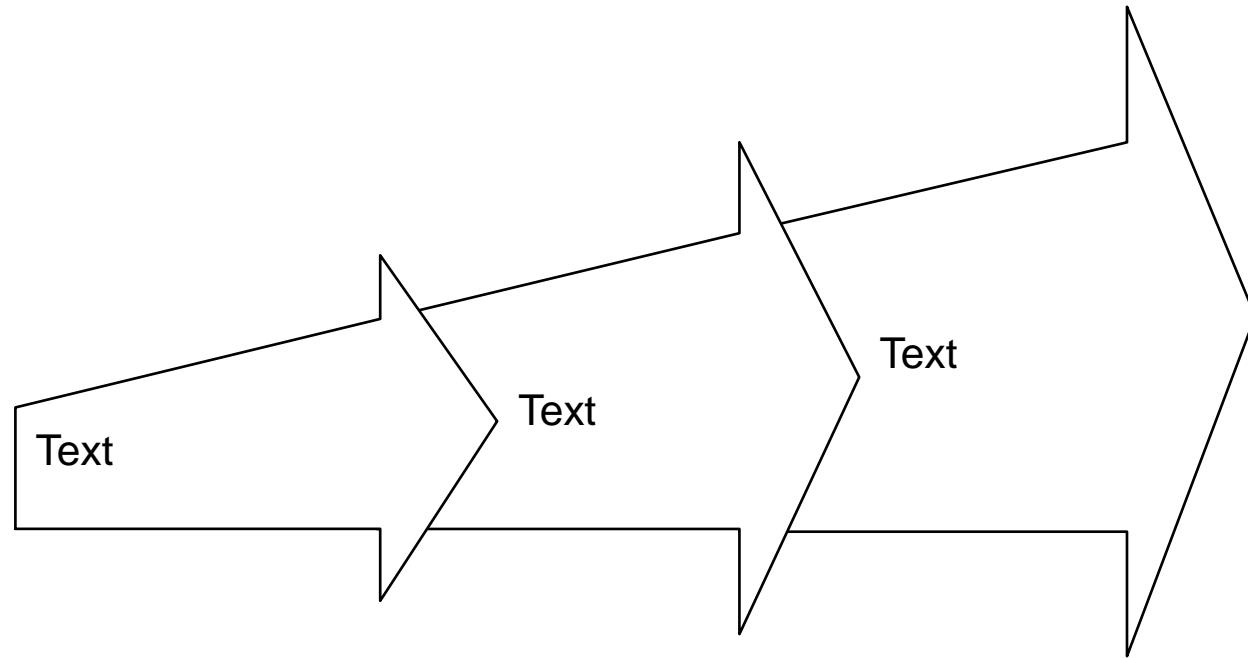


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LINEAR D

Unit of measure

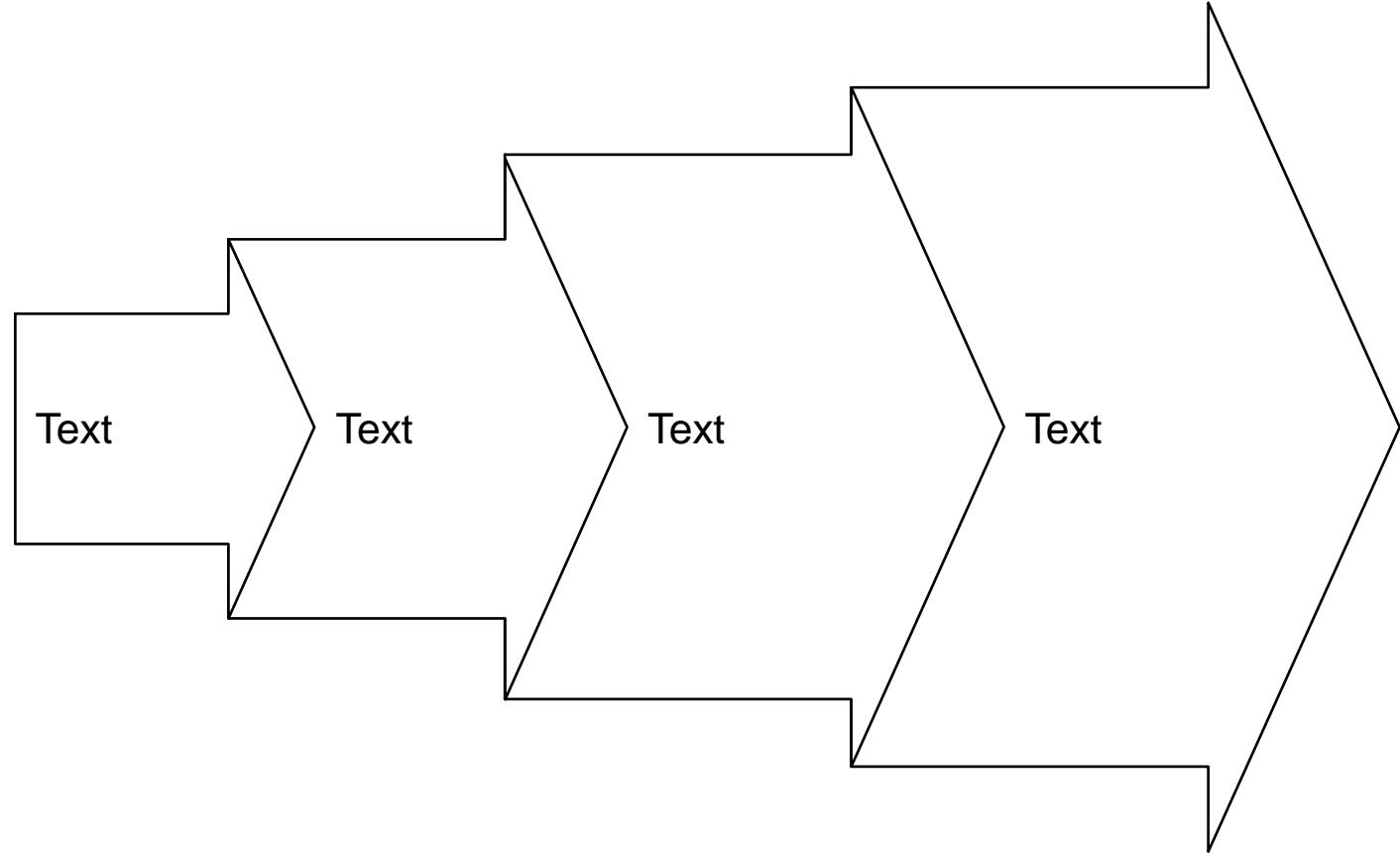


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LINEAR E

Unit of measure

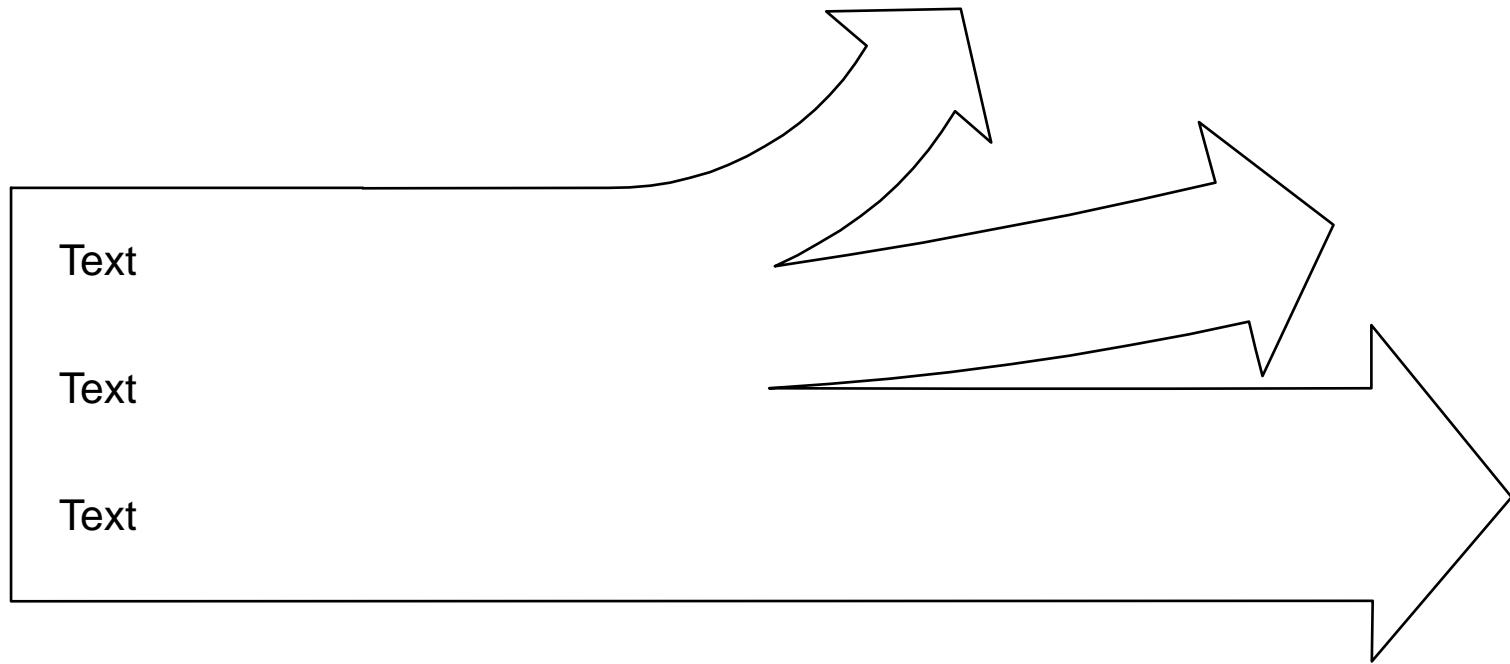


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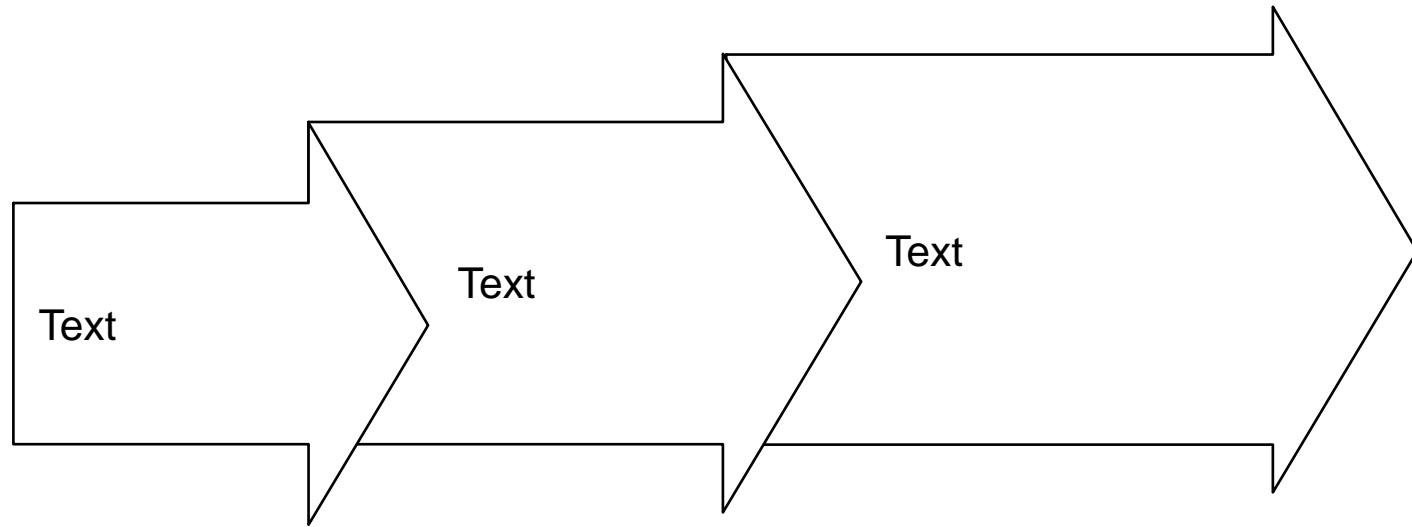
Unit of measure



* Footnote

LINEAR G

Unit of measure

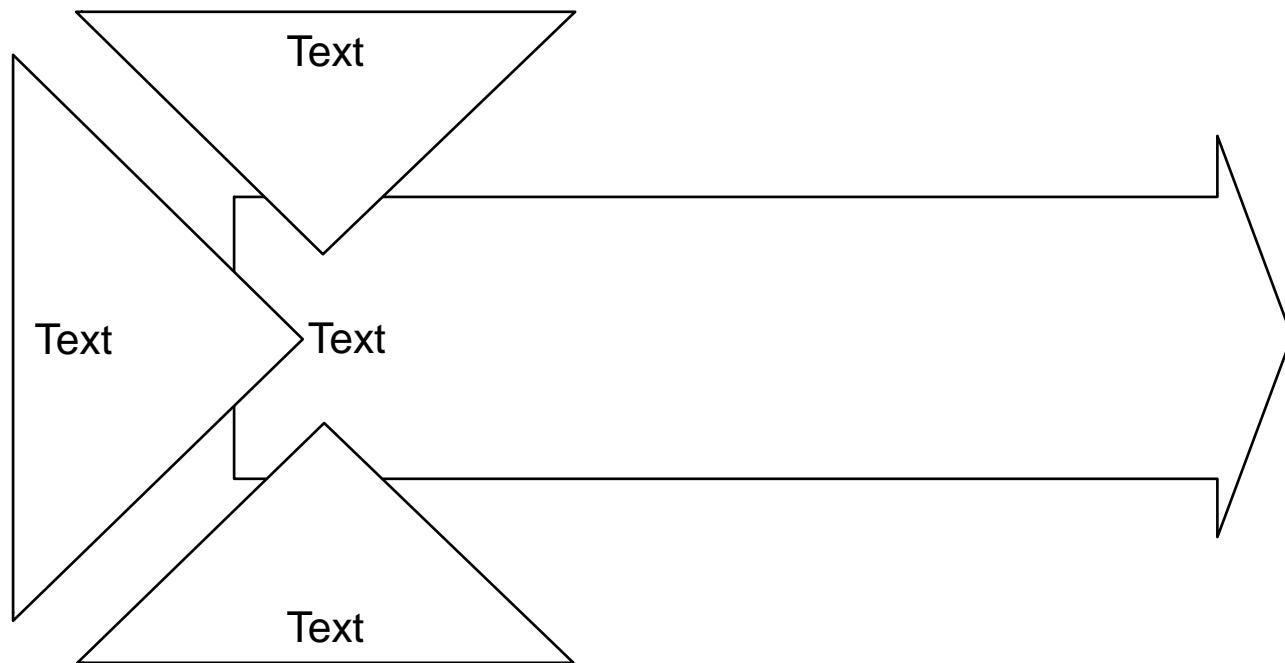


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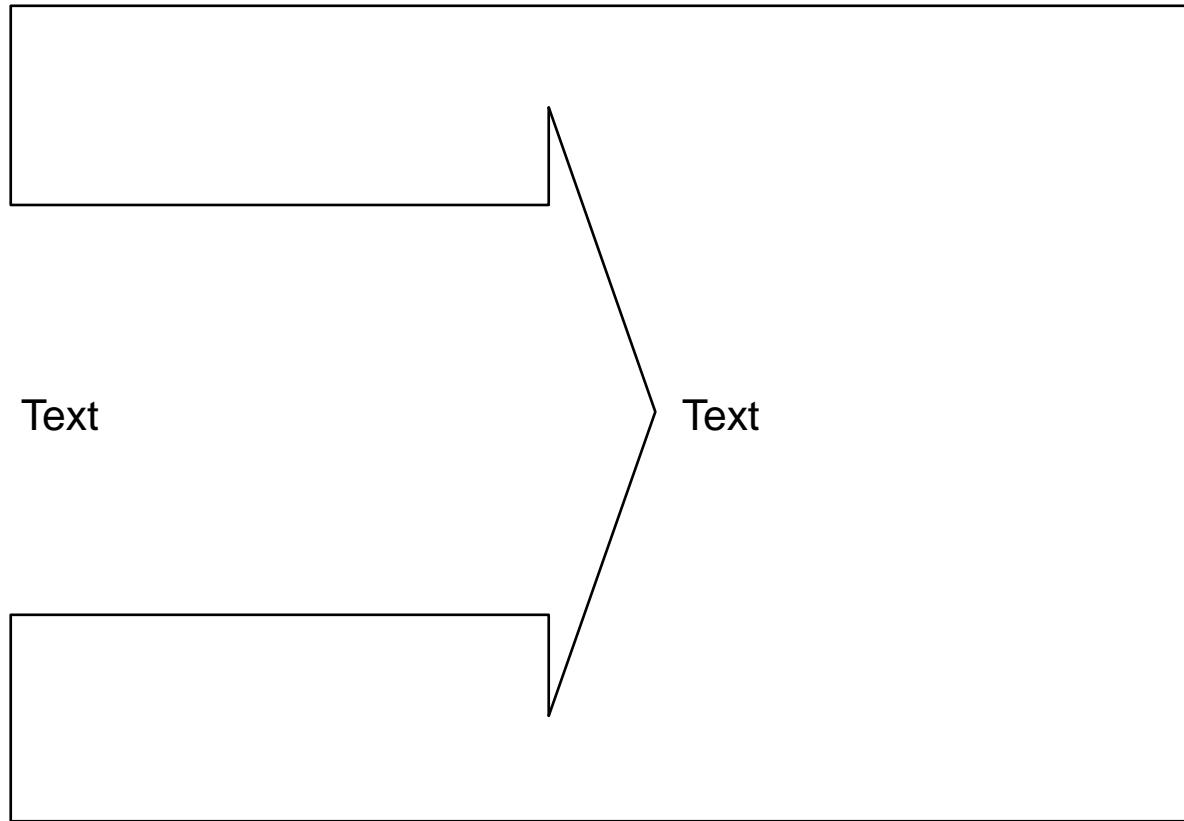
Unit of measure



* Footnote

LINEAR I

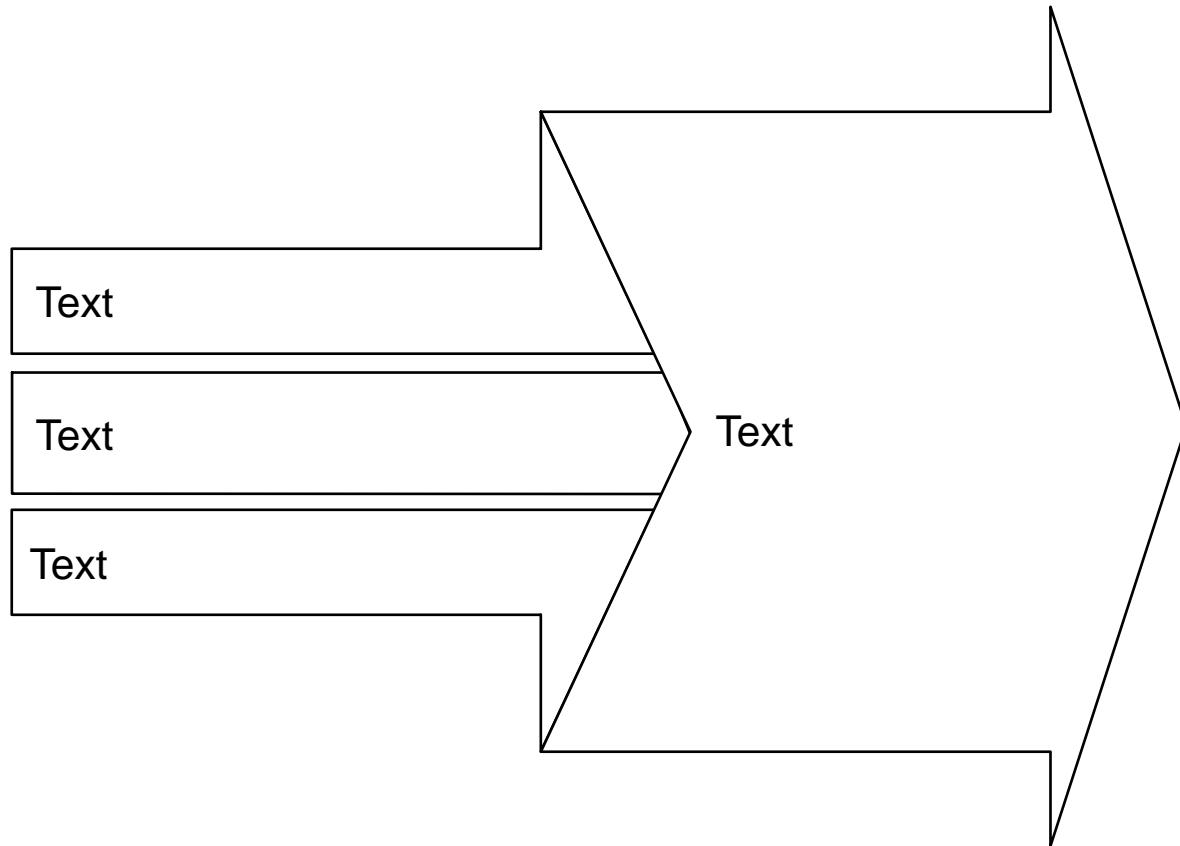
Unit of measure



* Footnote

LINEAR J

Unit of measure

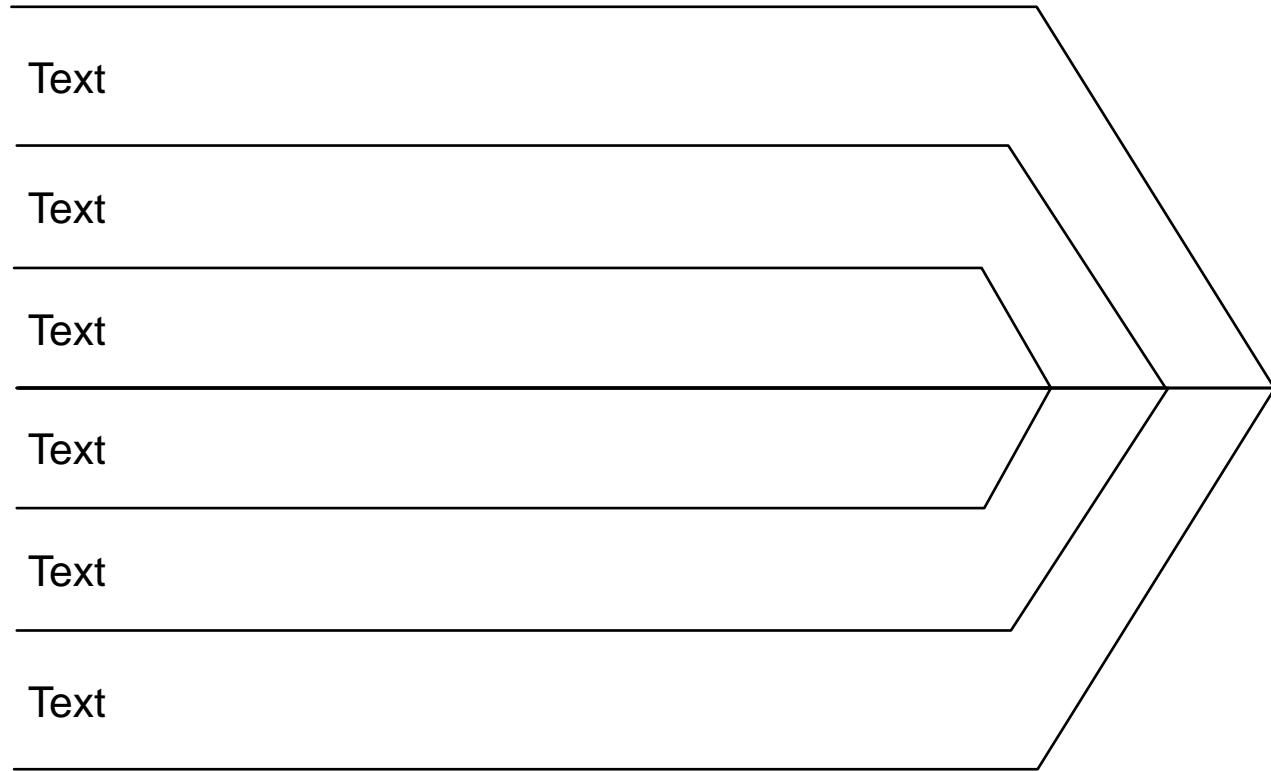


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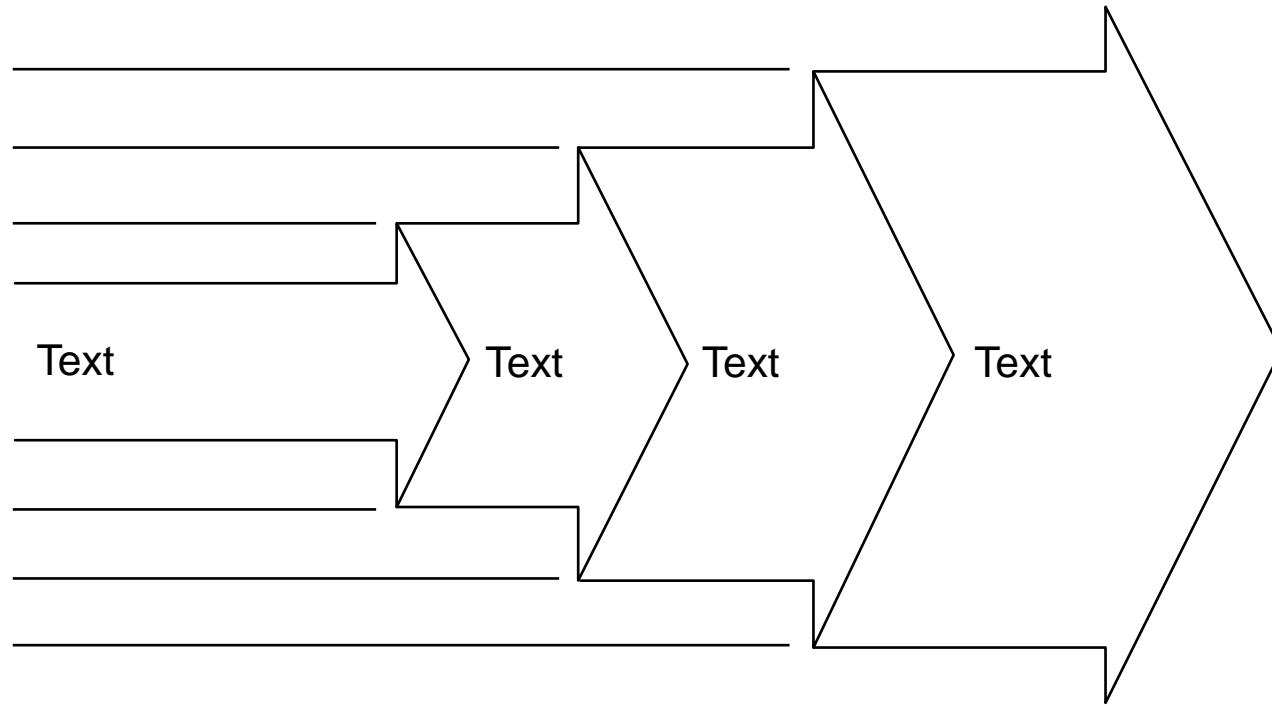
Unit of measure



* Footnote

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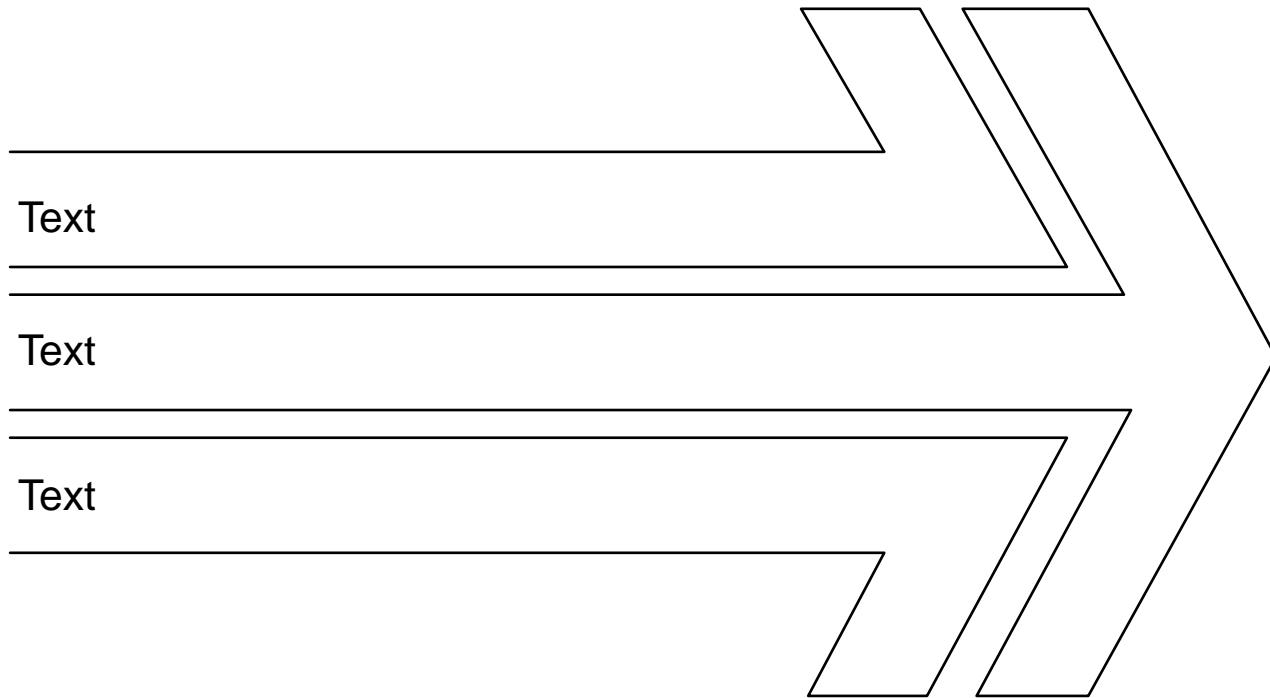


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LINEAR P

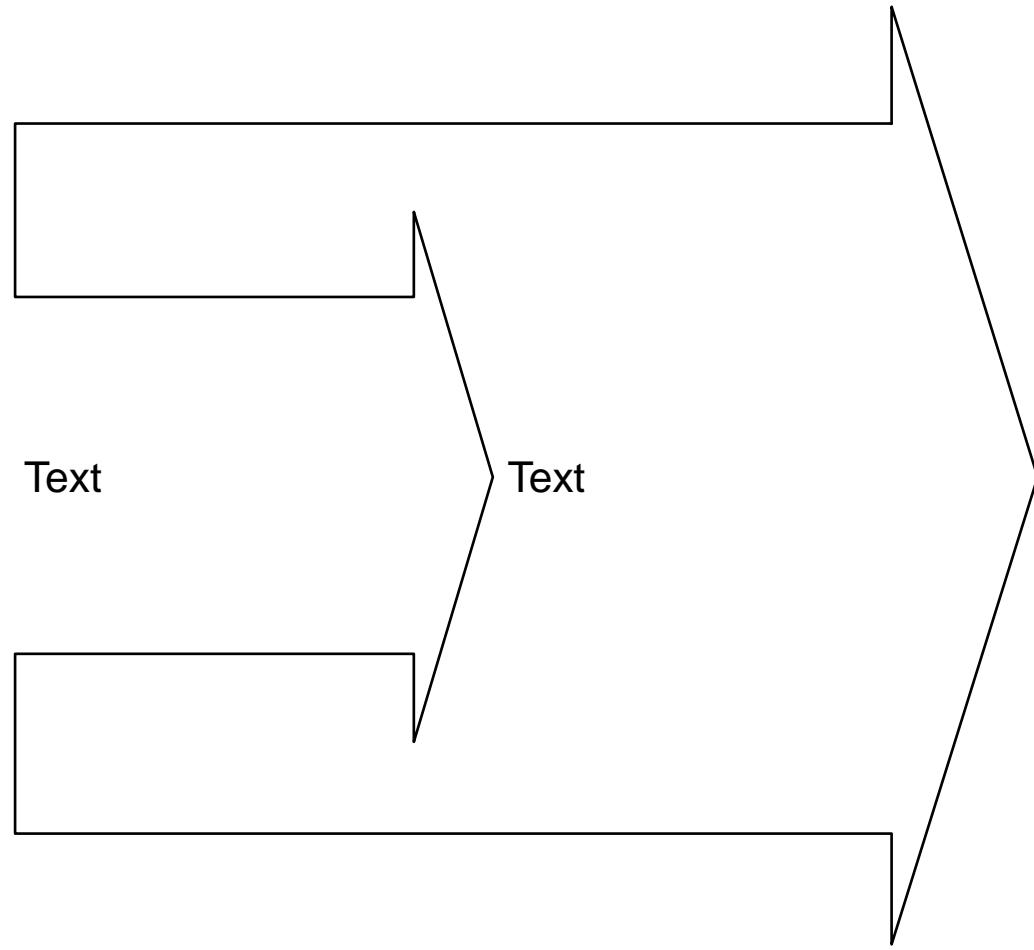
Unit of measure



* Footnote

LINEAR Q

Unit of measure

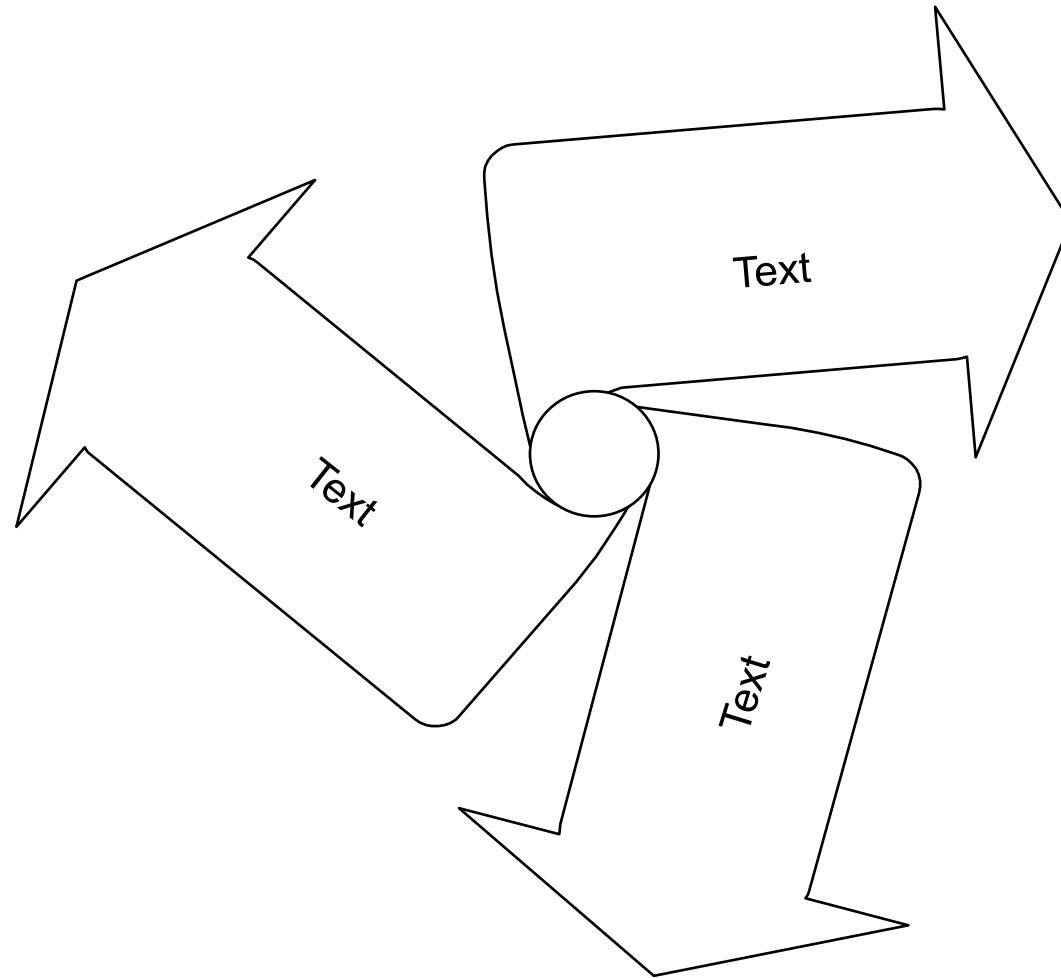


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PROPELLER

Unit of measure

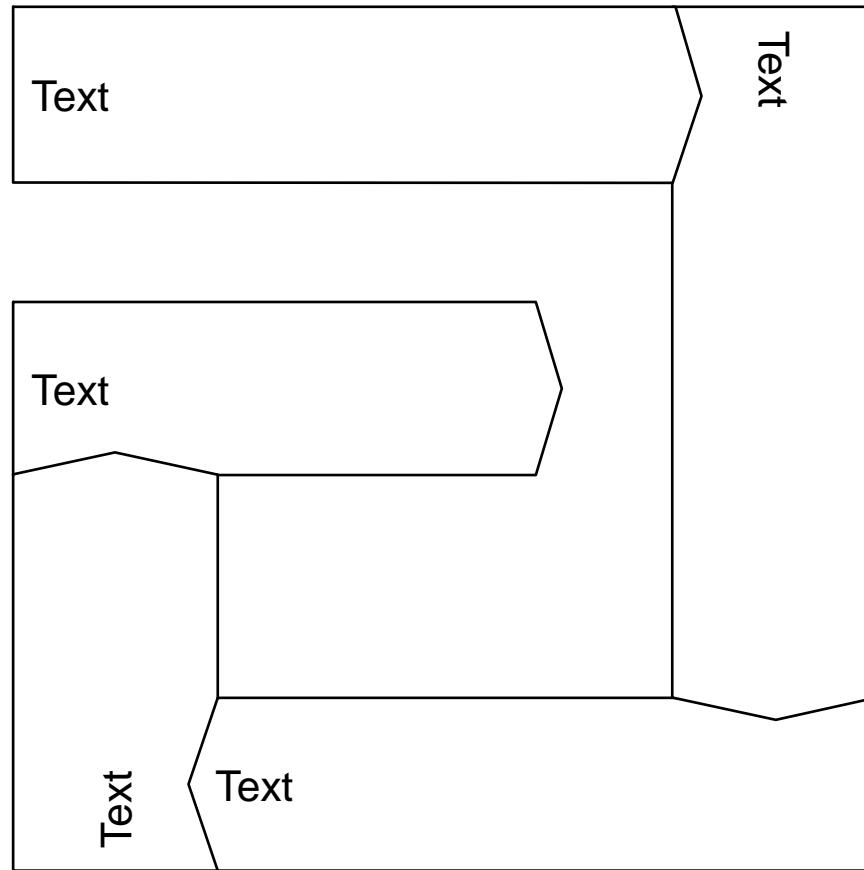


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STEP 5

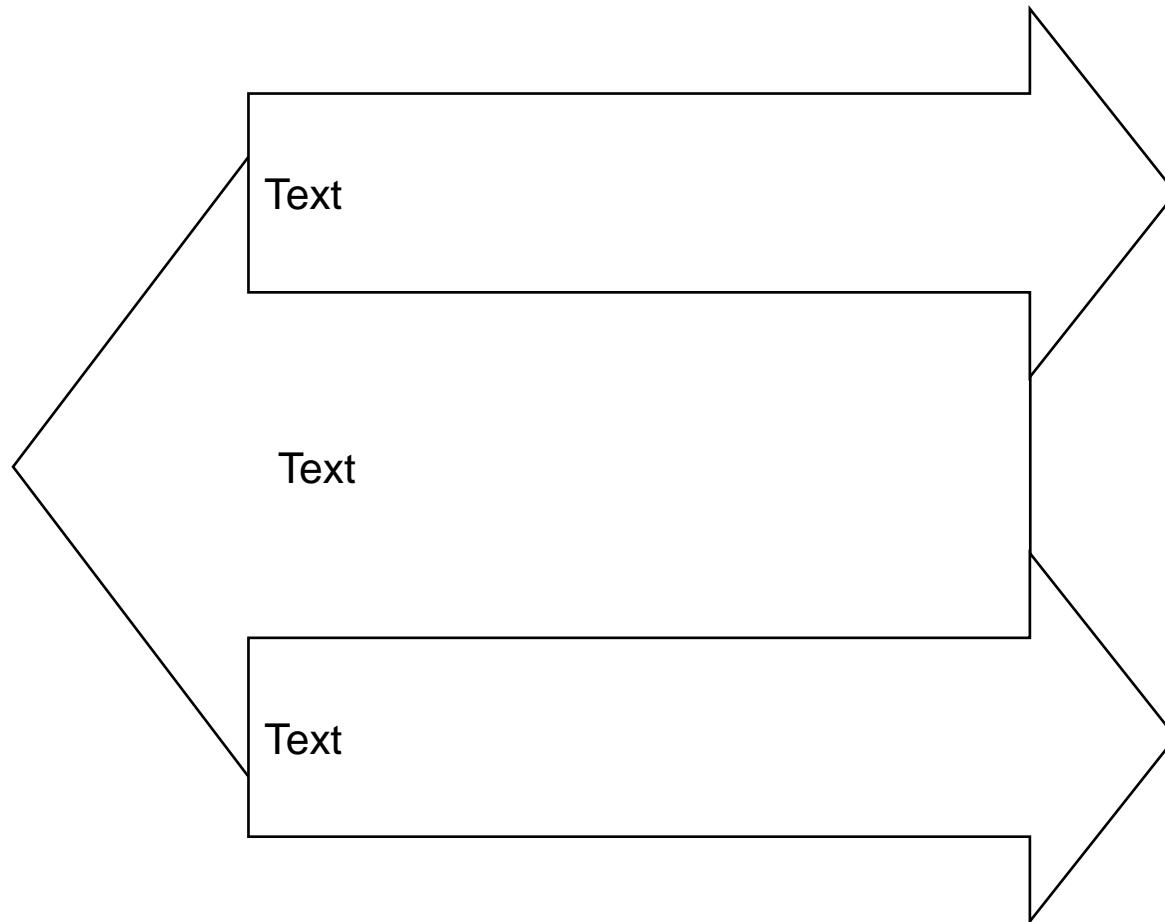
Unit of measure



* Footnote

2 ON 1

Unit of measure

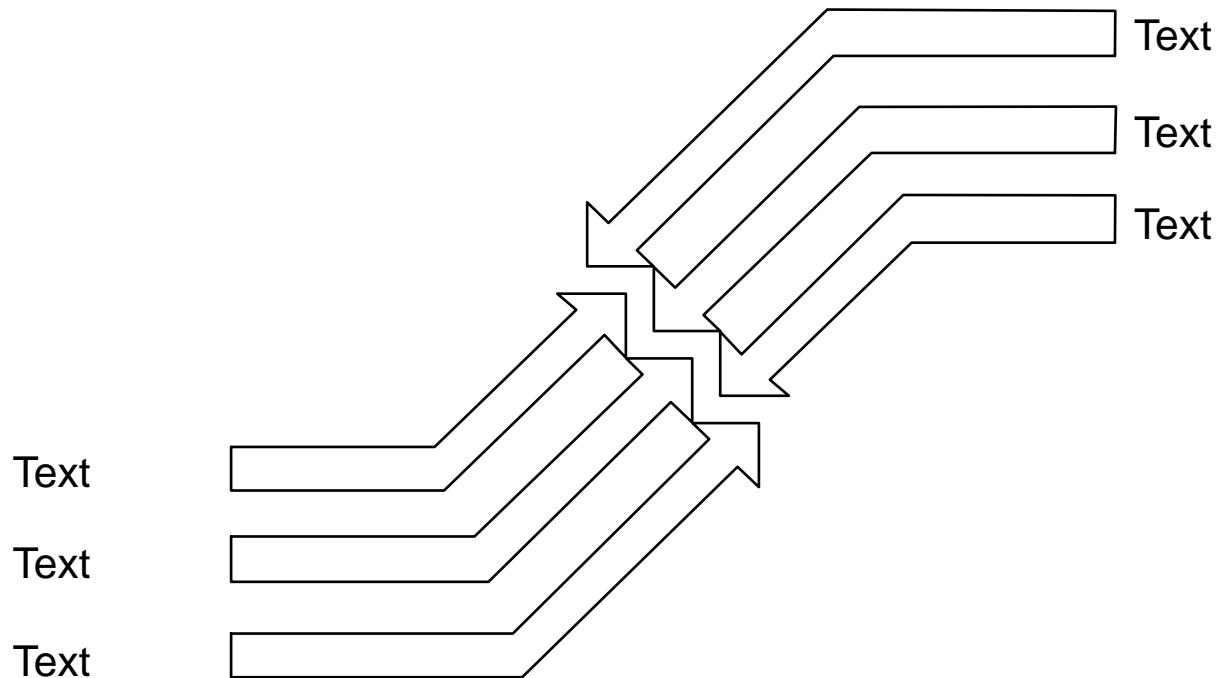


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AGAINST

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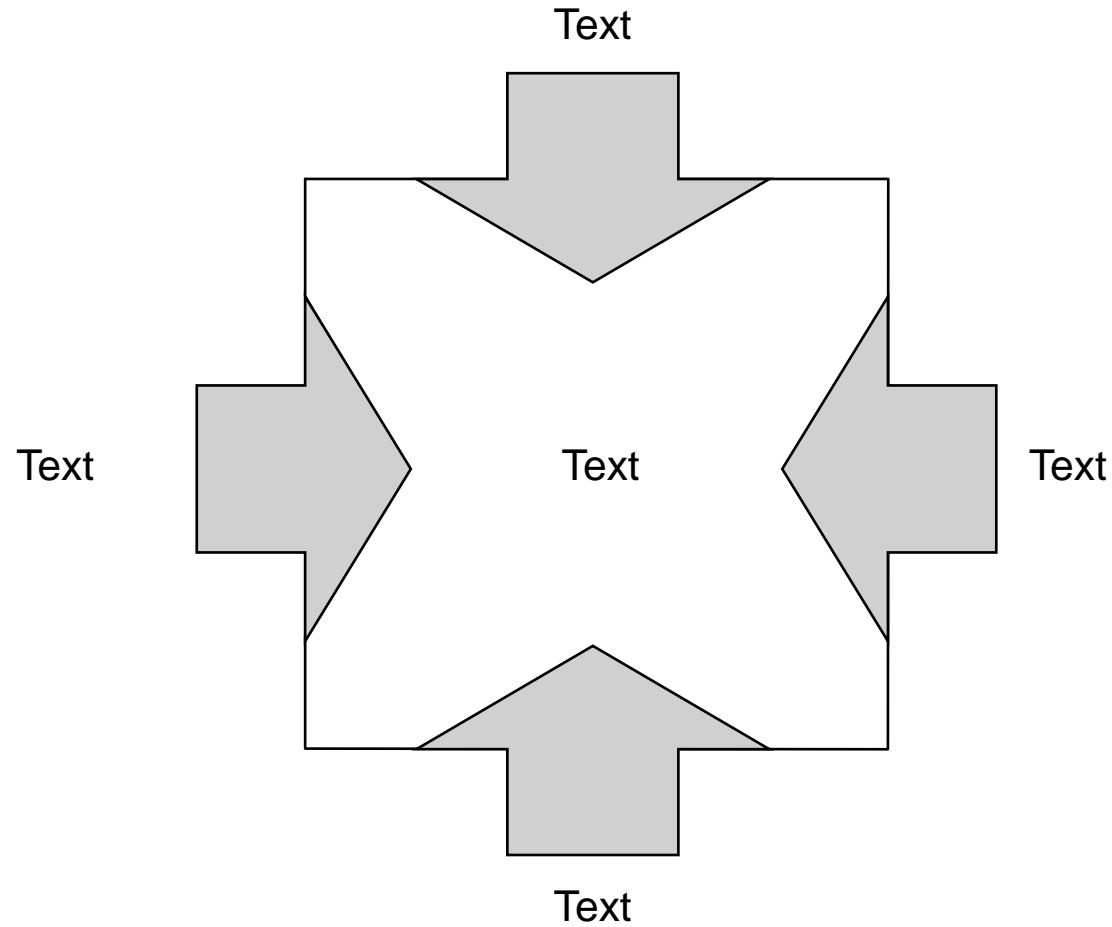


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AT WORK

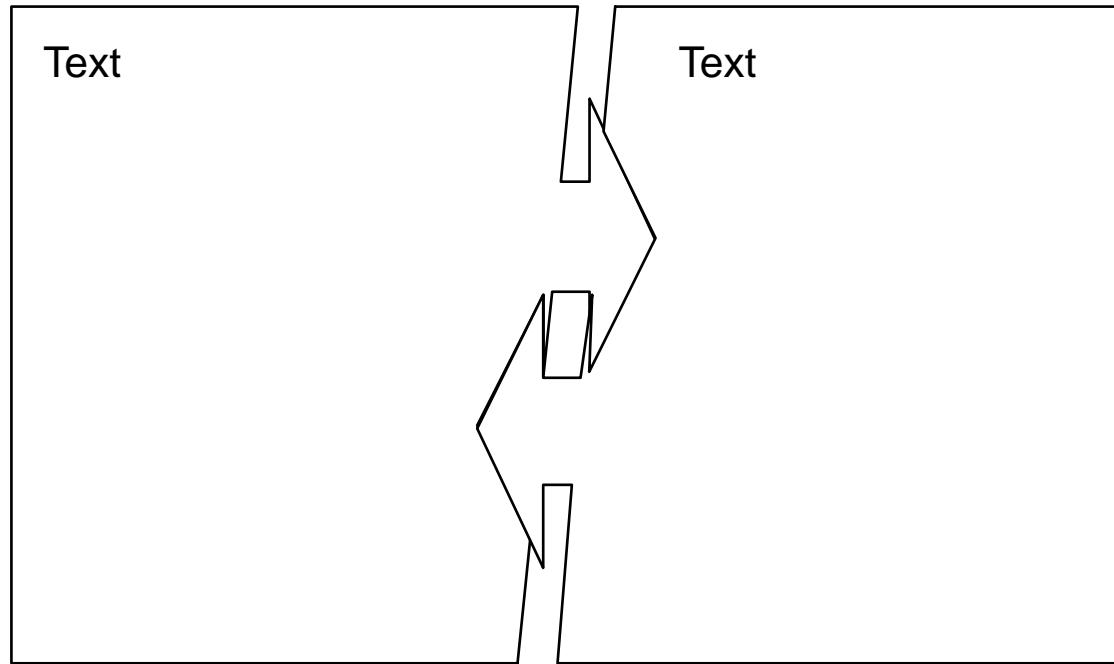
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* Footnote

COUPLED HORIZ

Unit of measure

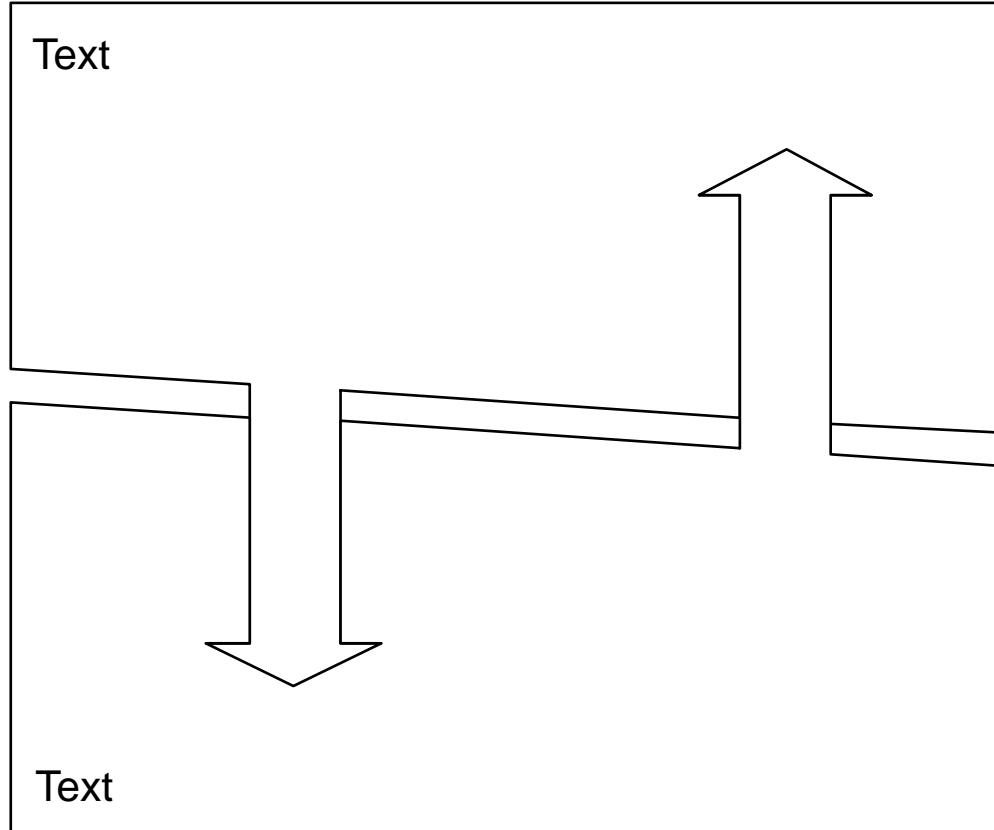


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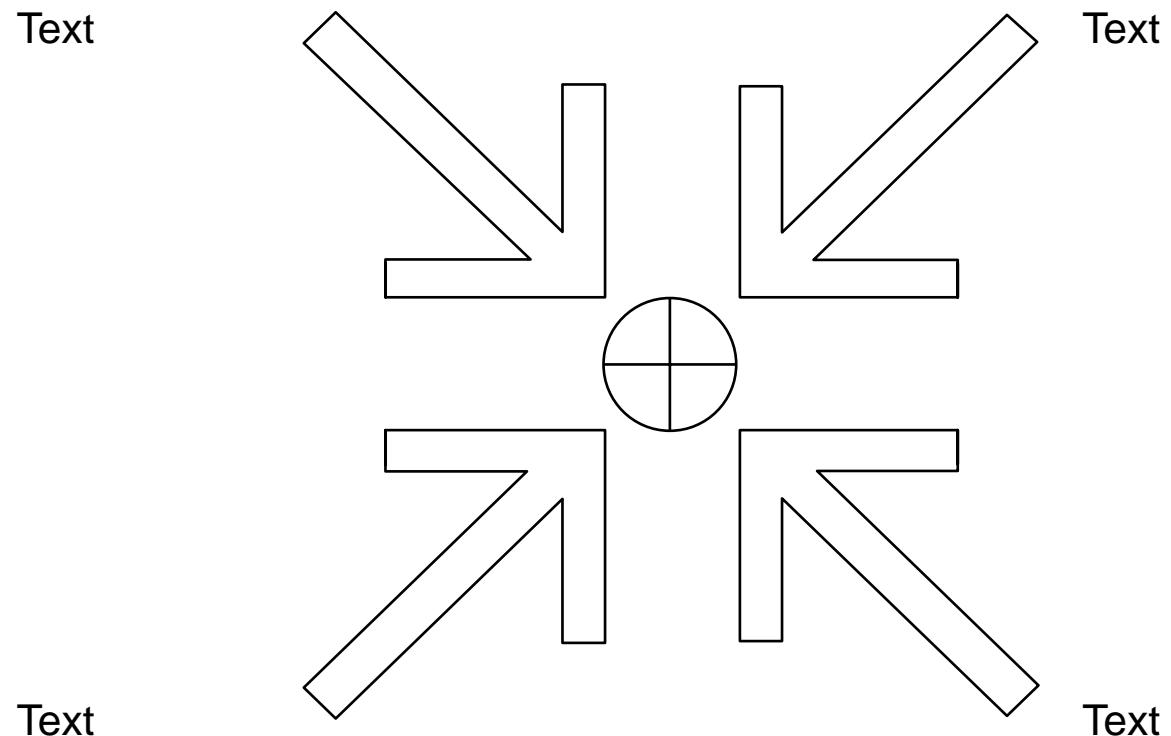
Unit of measure



* Footnote

FOCUSED

Unit of measure

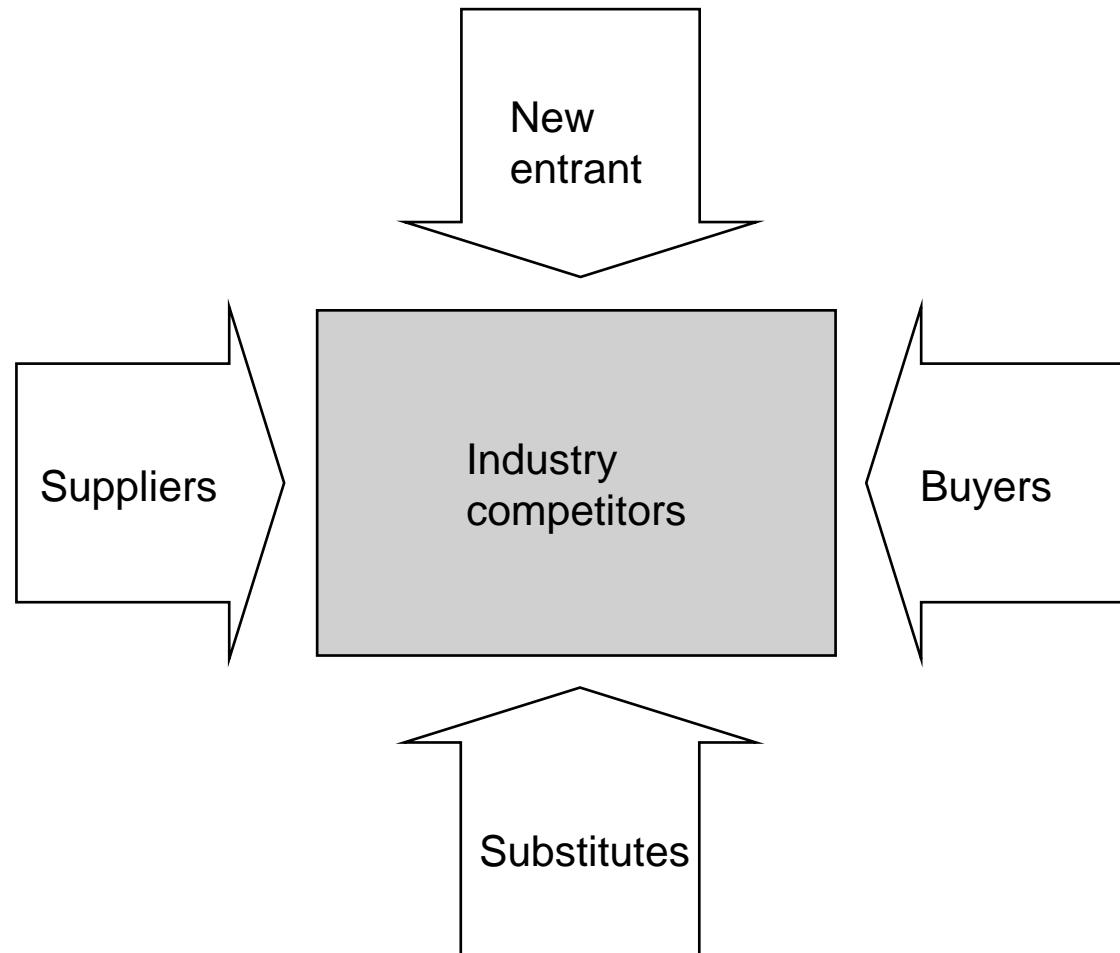


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FORCES AT WORK

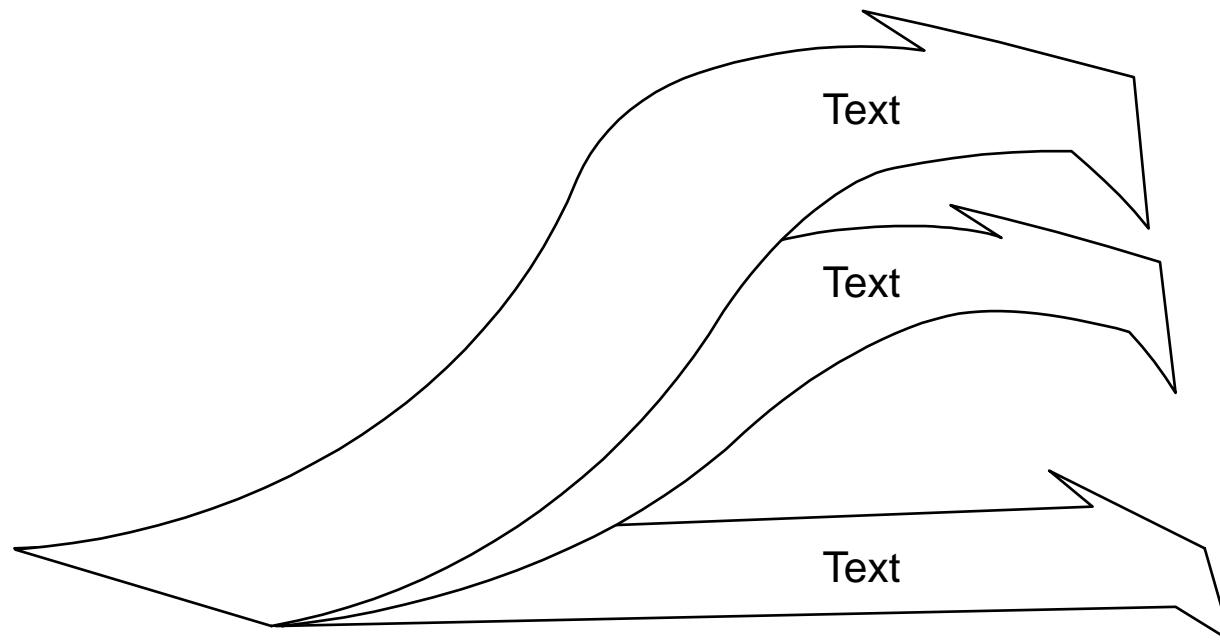
Unit of measure



* Footnote

PARALLEL

Unit of measure

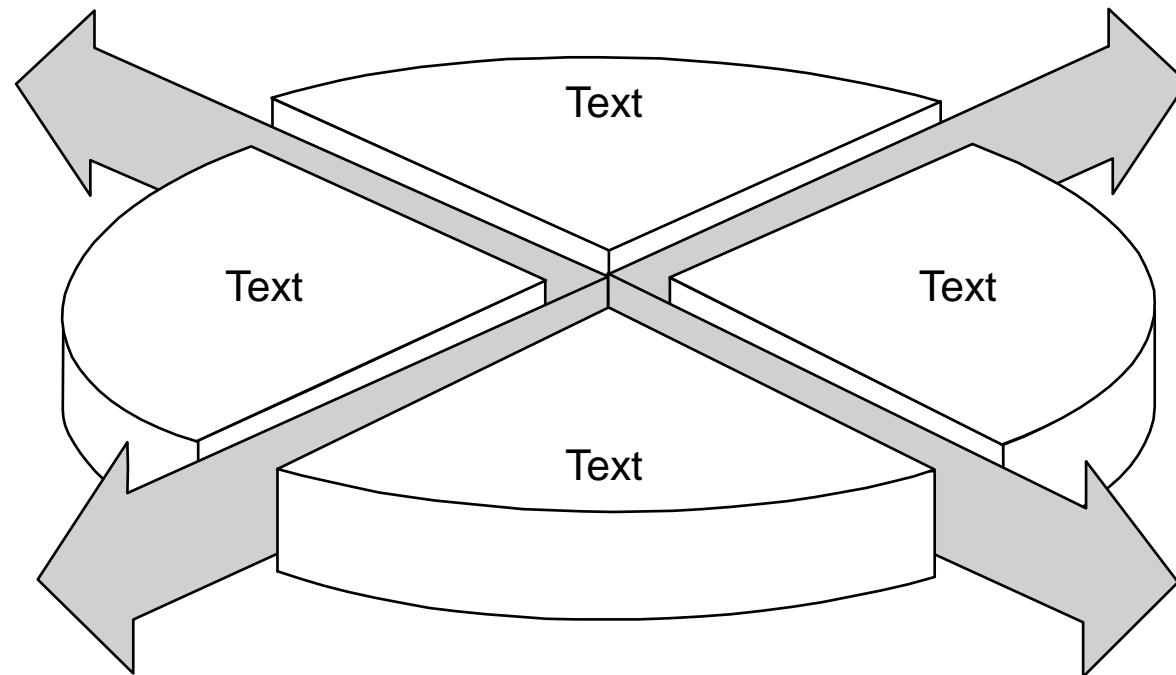


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SPLIT

Unit of measure

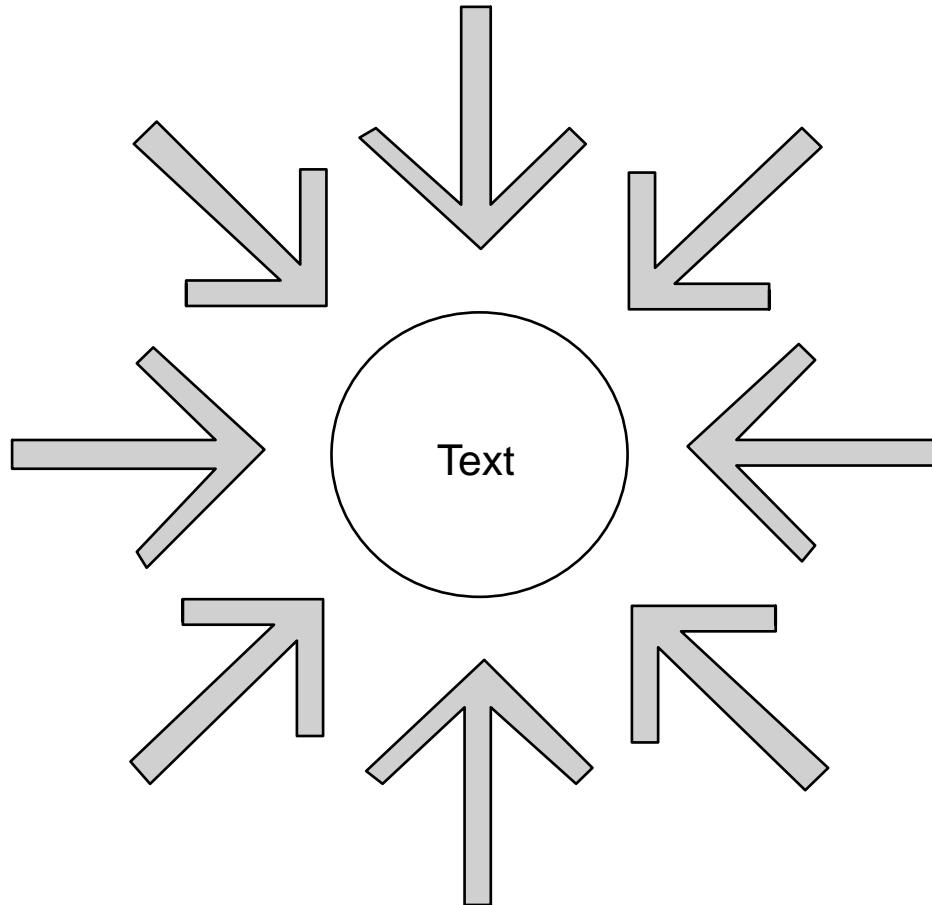


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SURROUND

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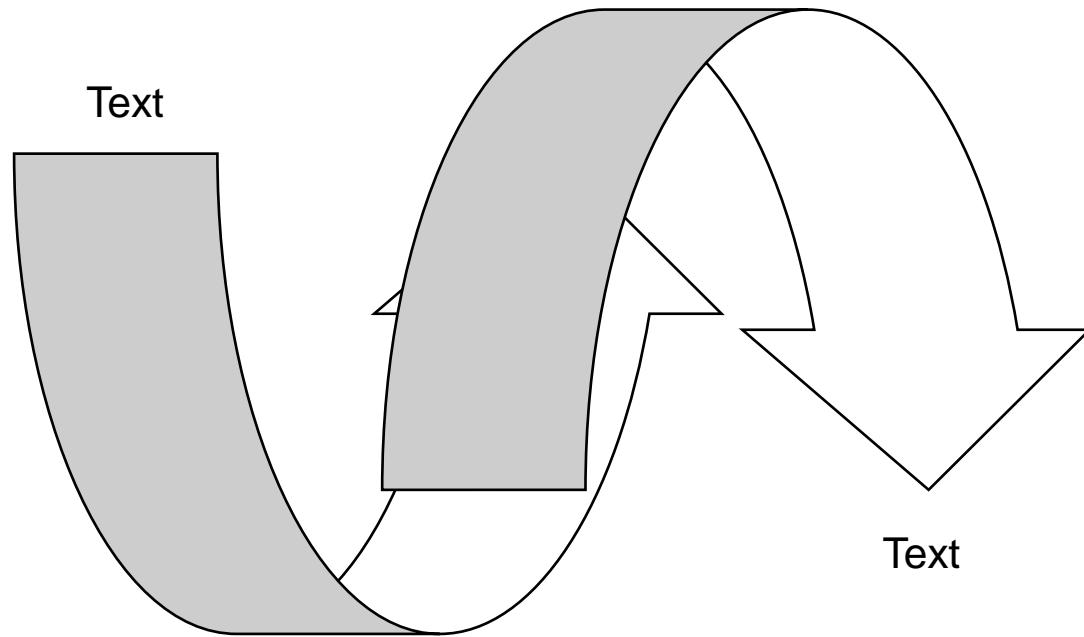


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TWISTED

Unit of measure

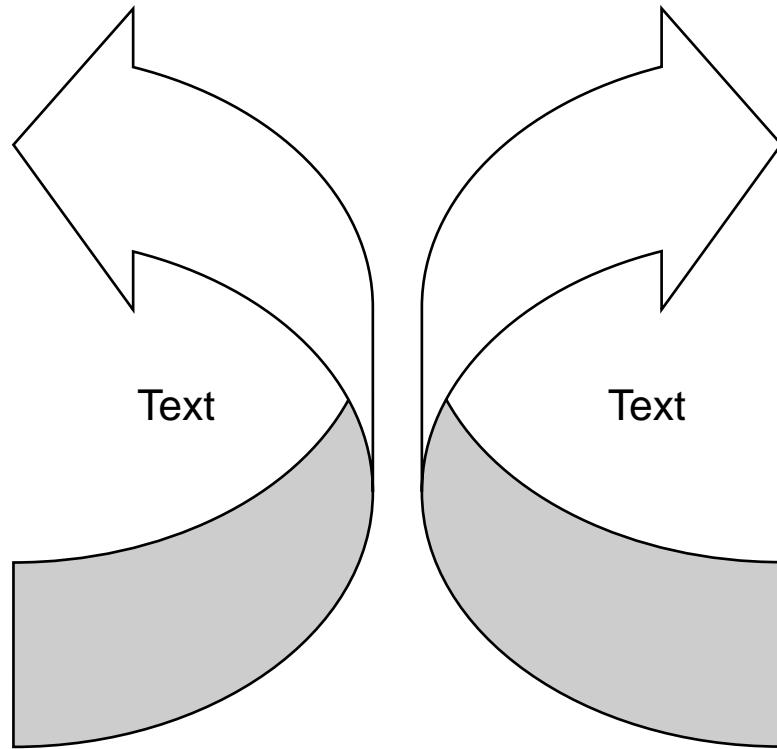


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UP & AWAY

Unit of measure

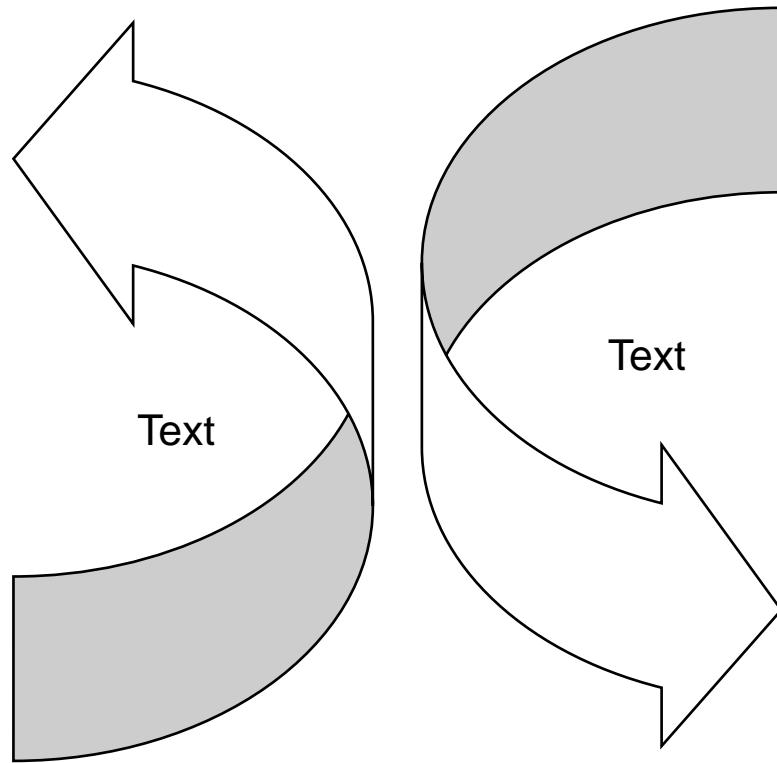


* Footnote

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UP & DOWN

Unit of measure



* Footnote

Source: Source

100

2S-5S

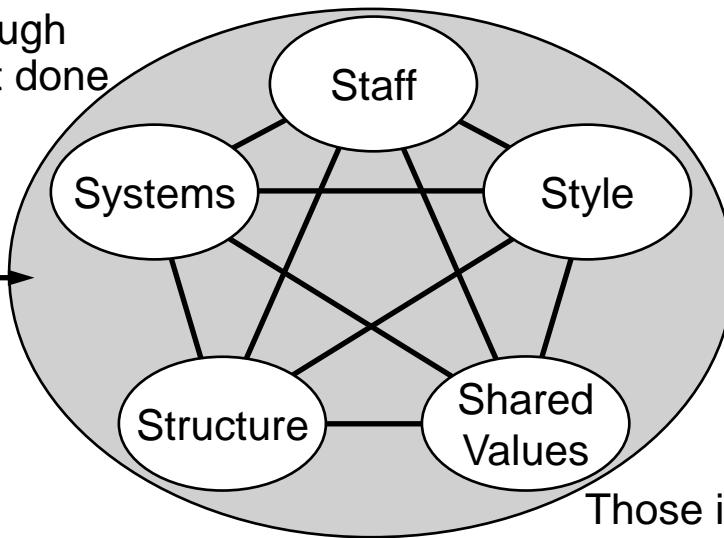
Unit of measure

A coherent set of actions aimed at gaining a sustainable advantage over competition

Strategy

The processes and procedures through which things get done from day to day

Skills
Capabilities possessed by the organization as a whole as distinct from the individuals.
Some companies perform extraordinary feats with ordinary people



The people in the organization, considered in terms of corporate demographics, not individual personalities

The way managers collectively behave with respect to use of time, attention, and symbolic actions

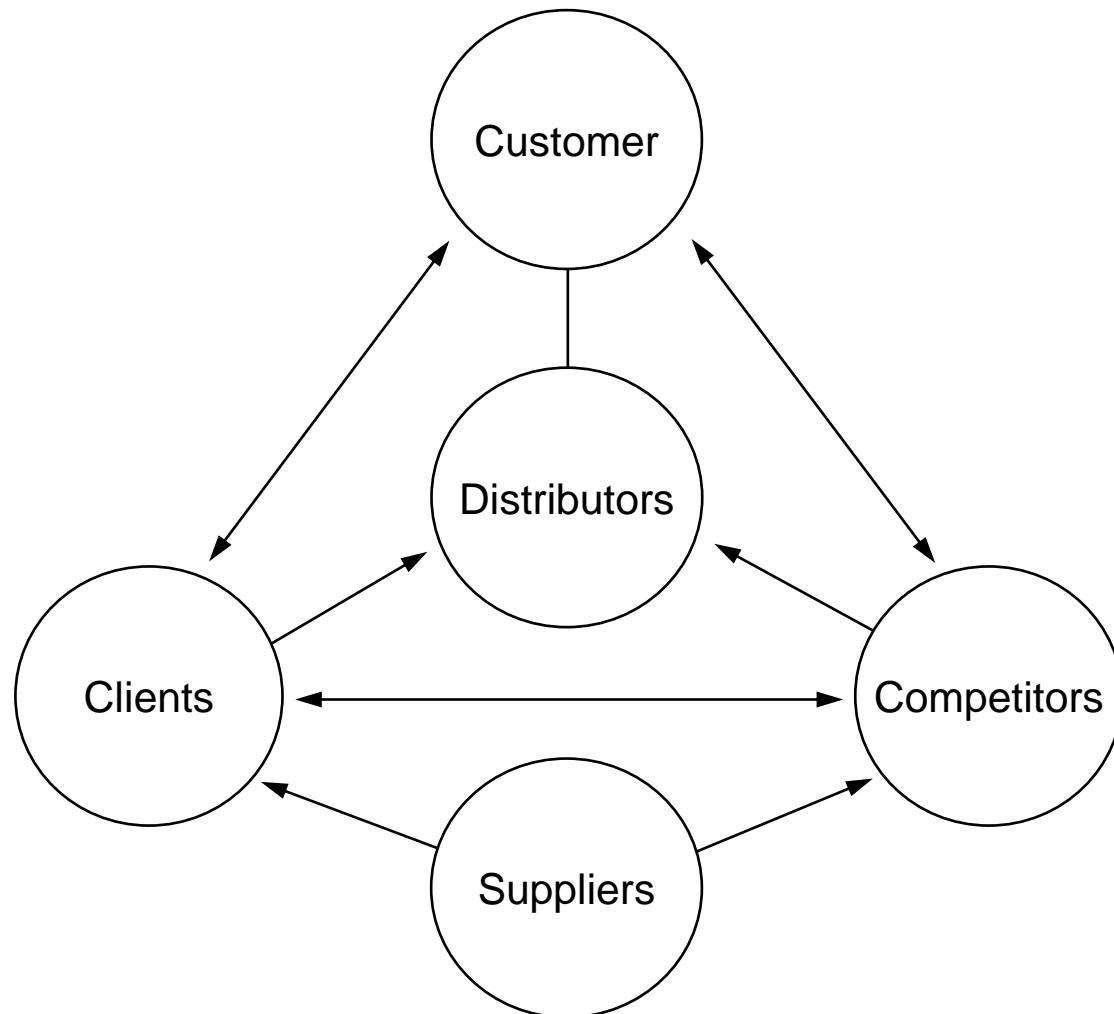
The organization chart and accompanying baggage that show who reports to whom and how tasks are both divided up and integrated

Those ideas of what is right and desirable (in corporate and/or individual behavior) which are typical of the organization and common to most of its members

* Footnote

3CS TRIANGLE

Unit of measure



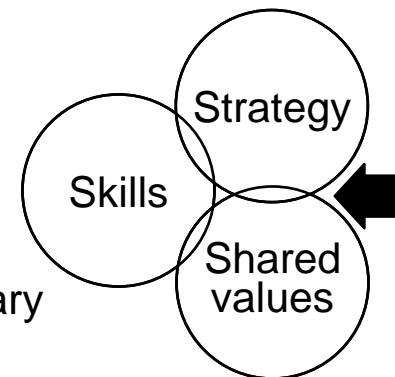
* Footnote

3S-4S

Unit of measure

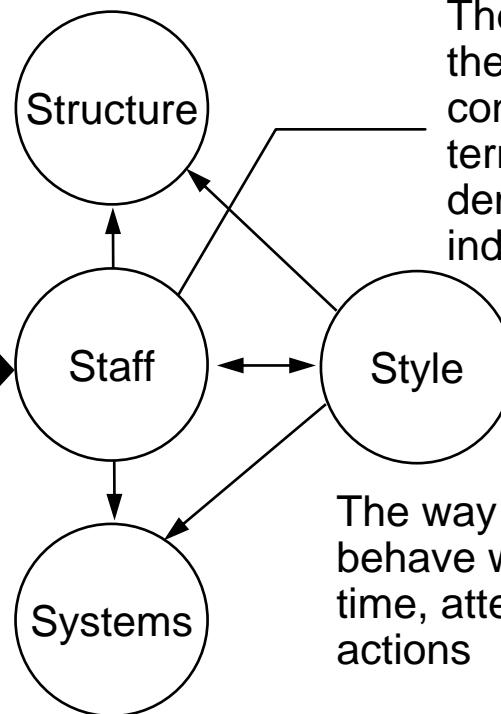
Capabilities possessed by the organization as a whole as distinct from the individuals. Some companies perform extraordinary feats with ordinary people

A coherent set of actions aimed at gaining a sustainable advantage over competition



Those ideas of what is right and desirable (in corporate and/or individual behavior) which are typical of the organization and common to most of its members

The organization chart and accompanying baggage that show who reports to whom and how tasks are both divided up and integrated



The people in the organization, considered in terms of corporate demographics, not individual personalities

The way managers collectively behave with respect to use of time, attention and symbolic actions

The processes and procedures through which things get done from day-to-day

* Footnote

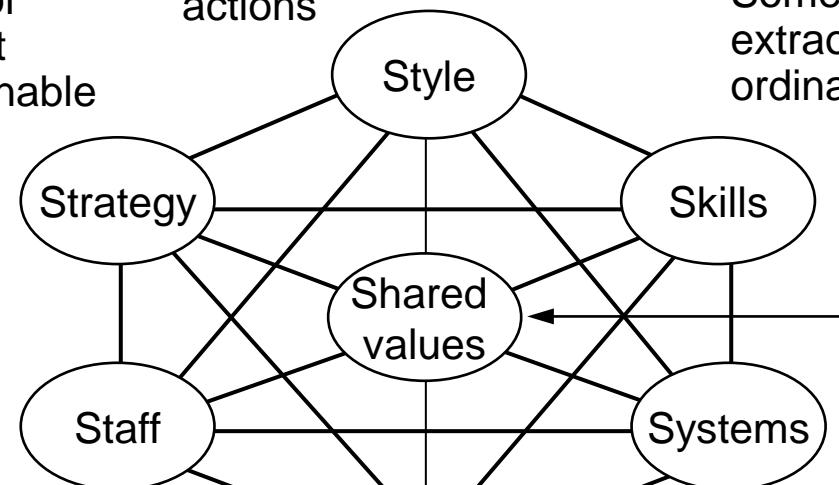
7S

Unit of measure

A coherent set of actions aimed at gaining a sustainable advantage over competition

The way managers collectively behave with respect to use of time, attention and symbolic actions

Capabilities possessed by the organization as a whole as distinct from the individuals. Some companies perform extraordinary feats with ordinary people



The people in the organization, considered in terms of corporate demographics, not individual personalities

The organization chart and accompanying baggage that show who reports to whom and how tasks are both divided up and integrated

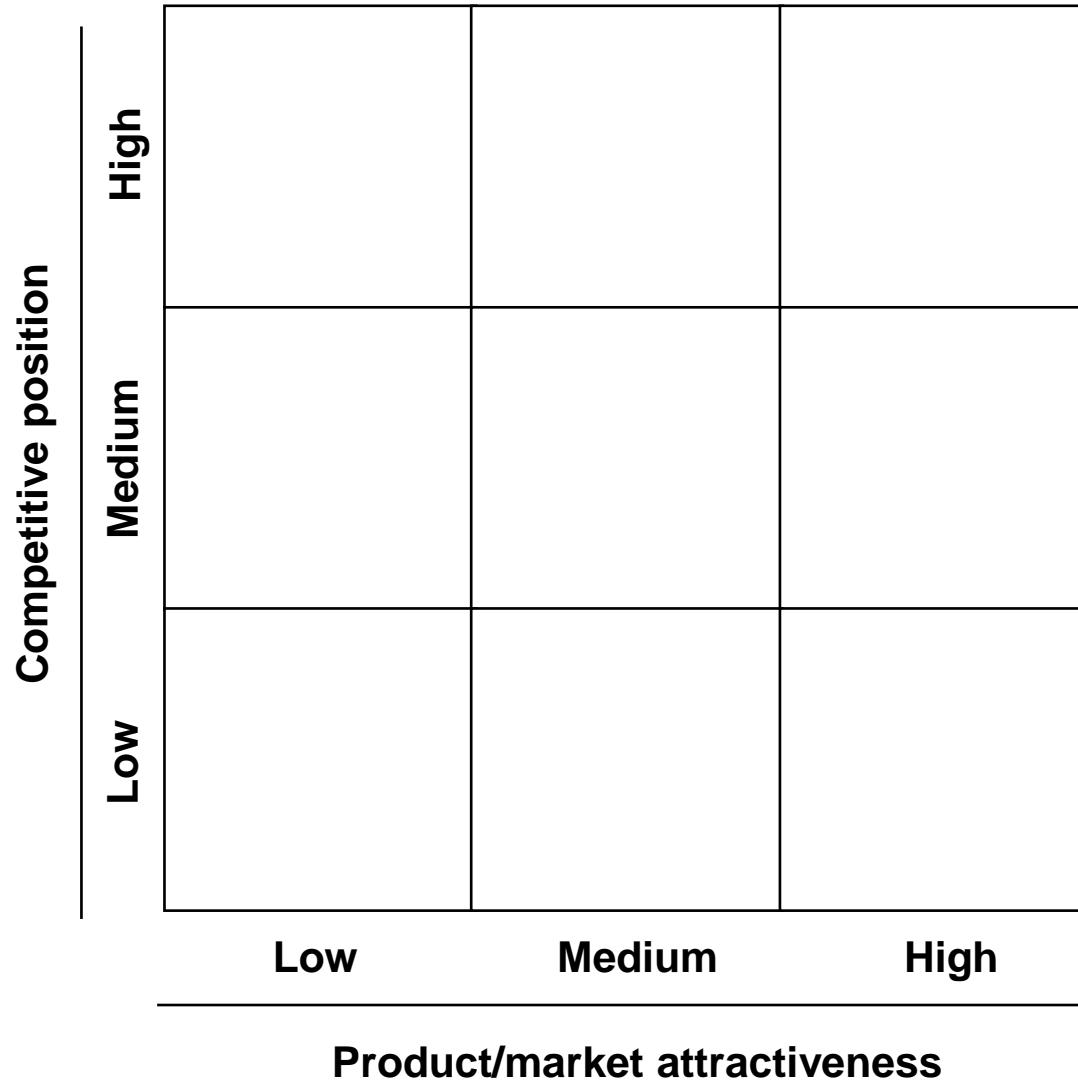
Those ideas of what is right and desirable (in corporate and/or individual behavior) which are typical of the organization and common to most of its members

The processes and procedures through which things get done from day-to-day

* Footnote

BUSS PORTFOLIO

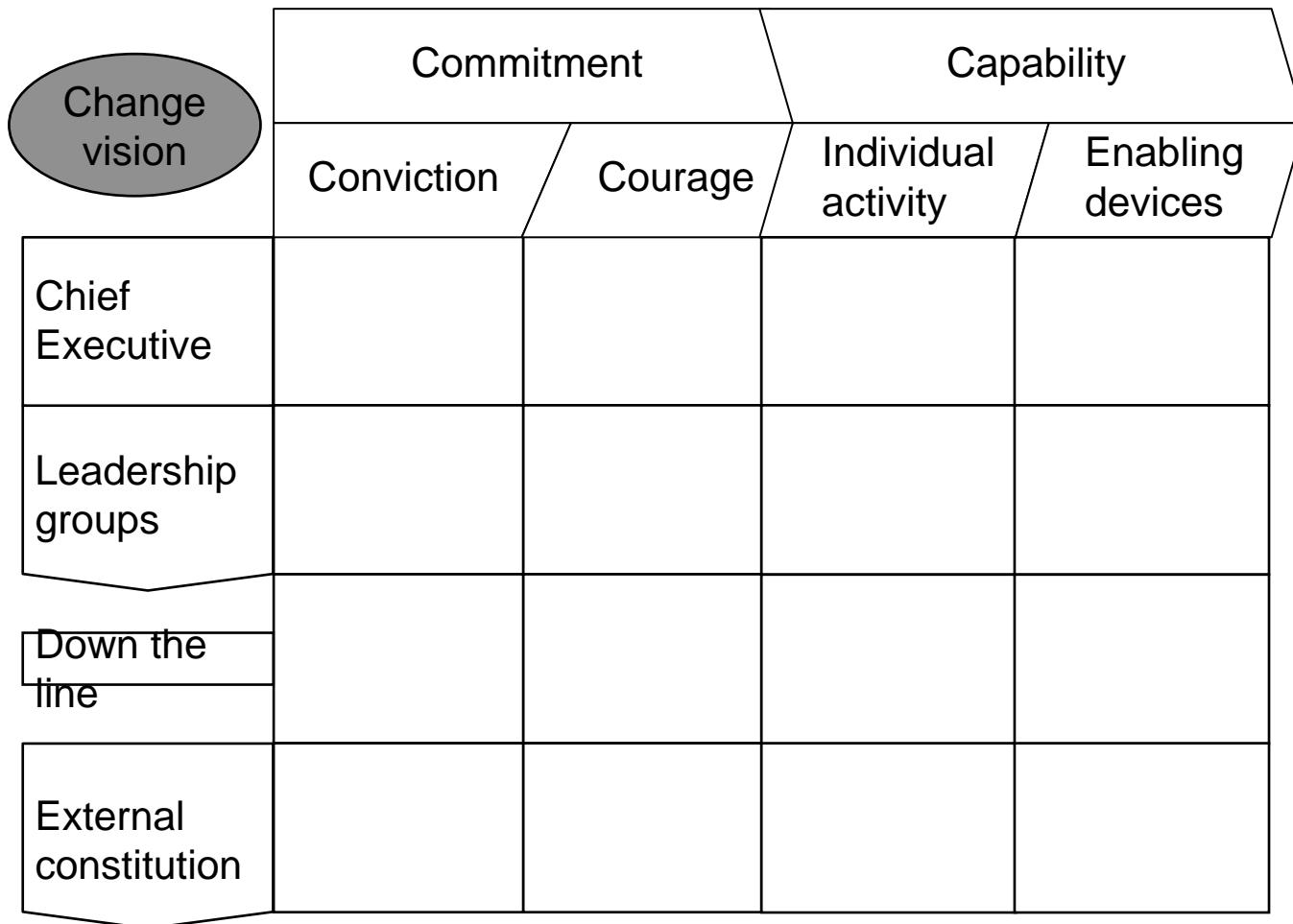
Unit of measure



* Footnote

CHANGE BOARD

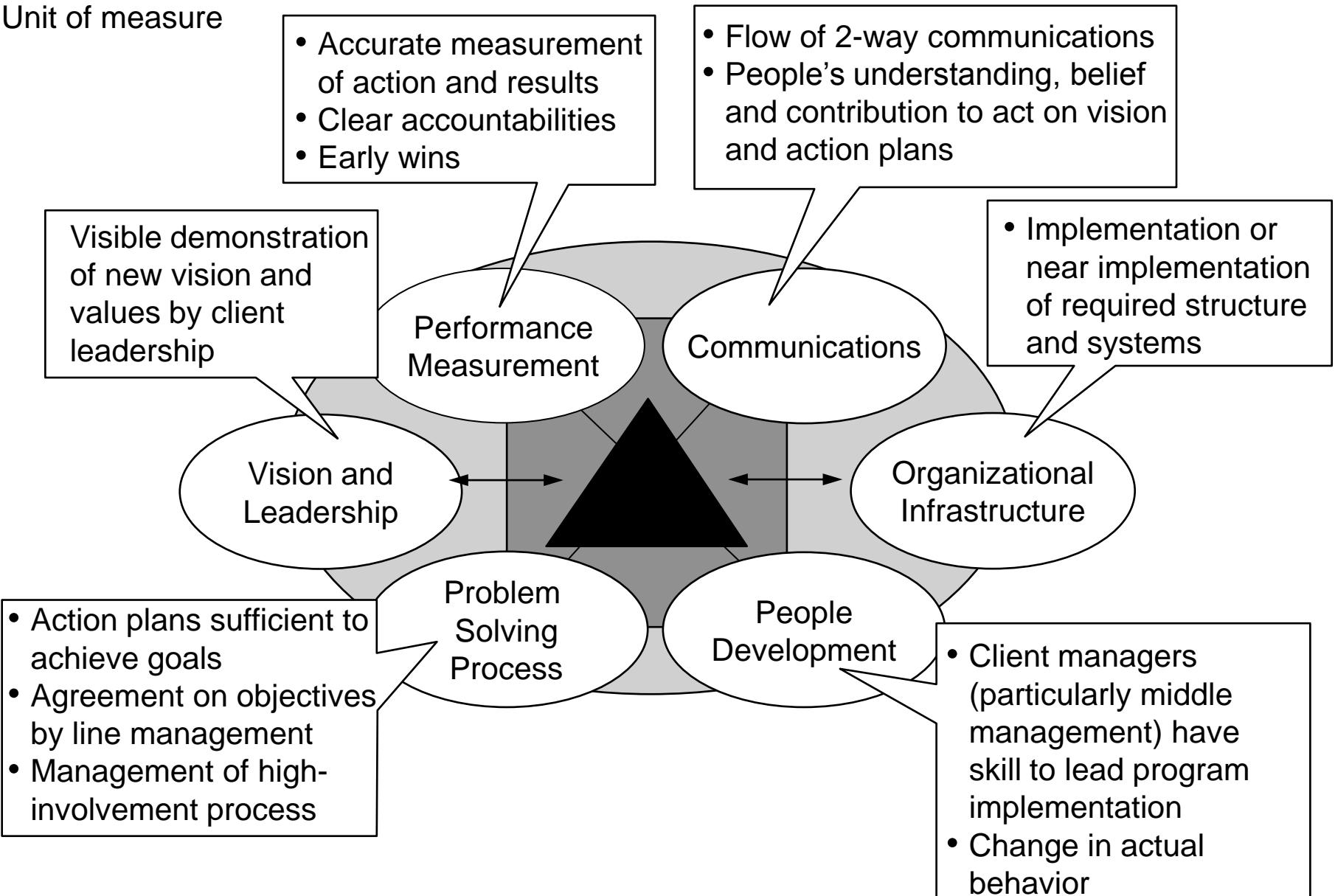
Unit of measure



* Footnote

DELTA P

Unit of measure



* Footnote

MACS

Unit of measure

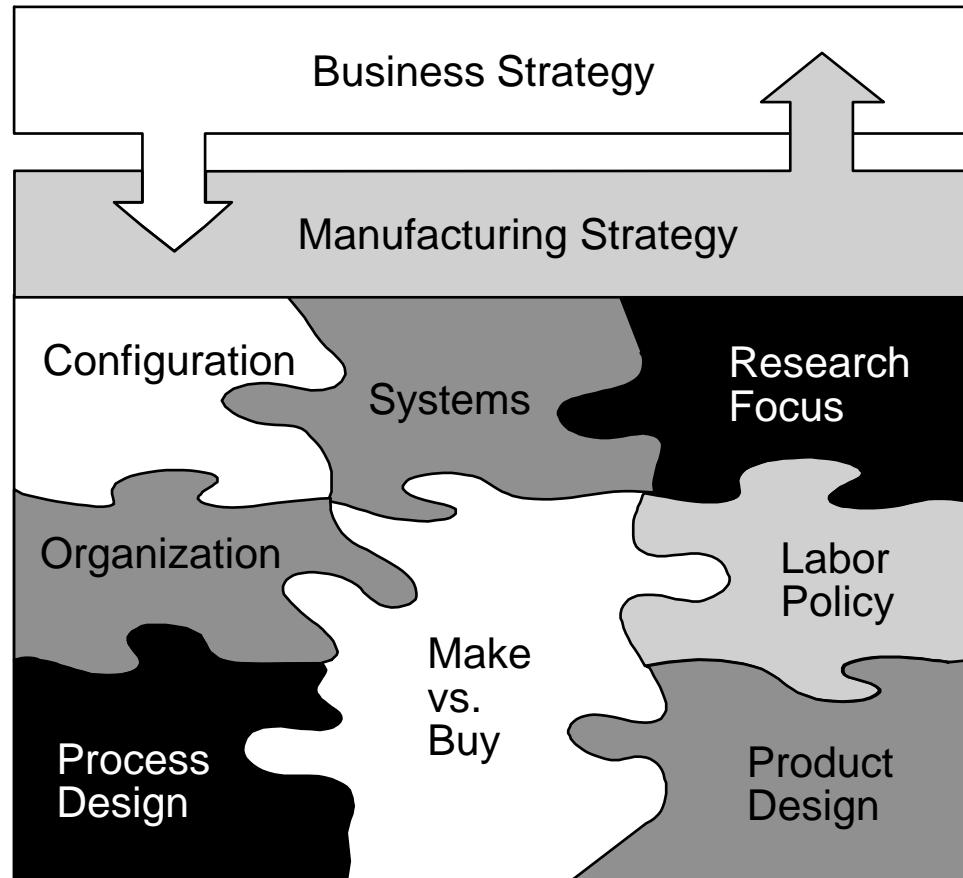
The diagram illustrates the MACS framework. At the top right, a box contains three bullet points: "Industry attractiveness", "Competitive position", and "Restructuring/rationalization opportunities". A bracket from this box points down to a horizontal line labeled "Value-creation potential in business unit". Below this line is a table with three columns: "High", "Medium", and "Low". The table has two rows of headers: "Natural owner" and "'One of the pack'". To the left of the table, a large bracket groups three items: "Corporate center skills", "Business unit linkages", and "Taxation/valuation differences". This bracket is aligned with the "Natural owner" row of the table.

	High	Medium	Low
Natural owner	Retain and give top priority	Retain and give priority	Retain and manage for code or liquidate
"One of the pack"	Probably divest	Divest	Divest or liquidate

* Footnote

MANUFACTURING STRATEGY

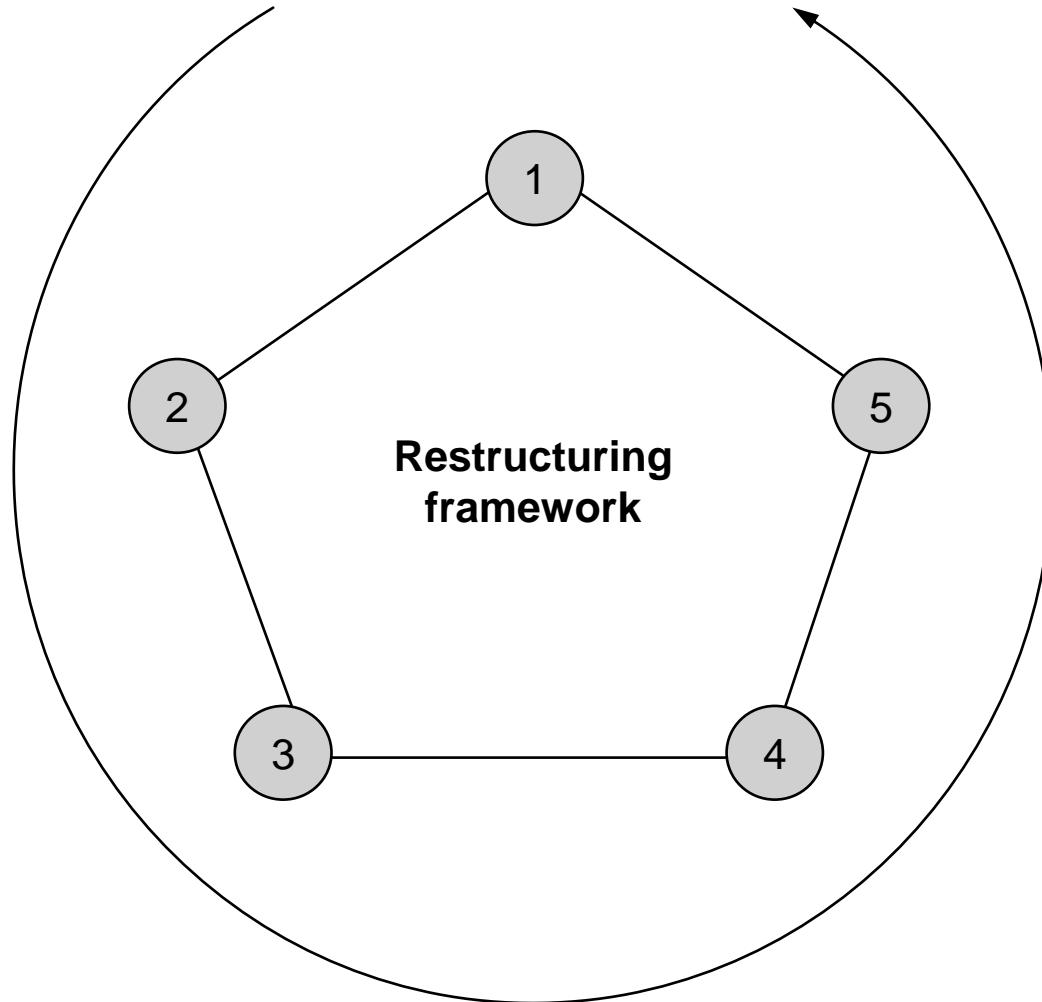
Unit of measure



* Footnote

PENTAGON

Unit of measure

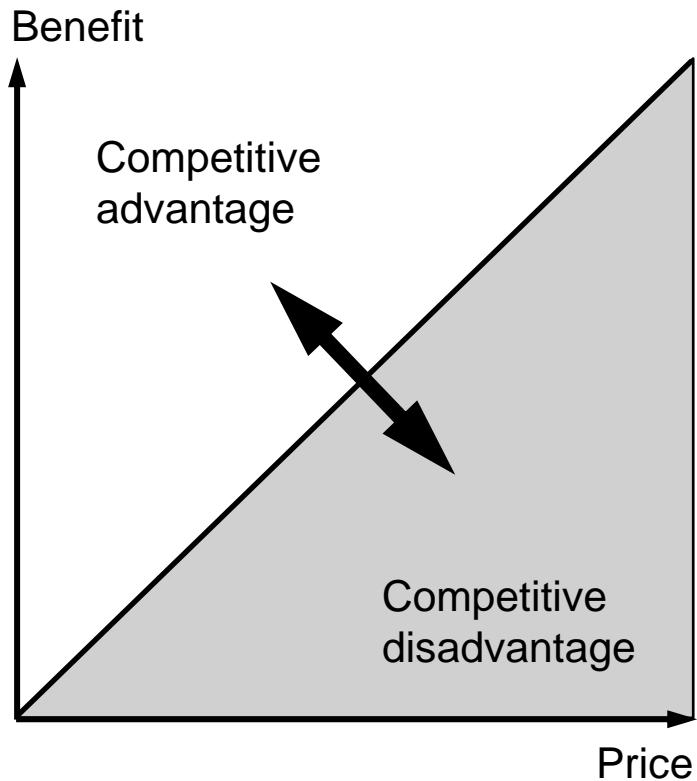


* Footnote

Source: Source

PRICE BENEFIT

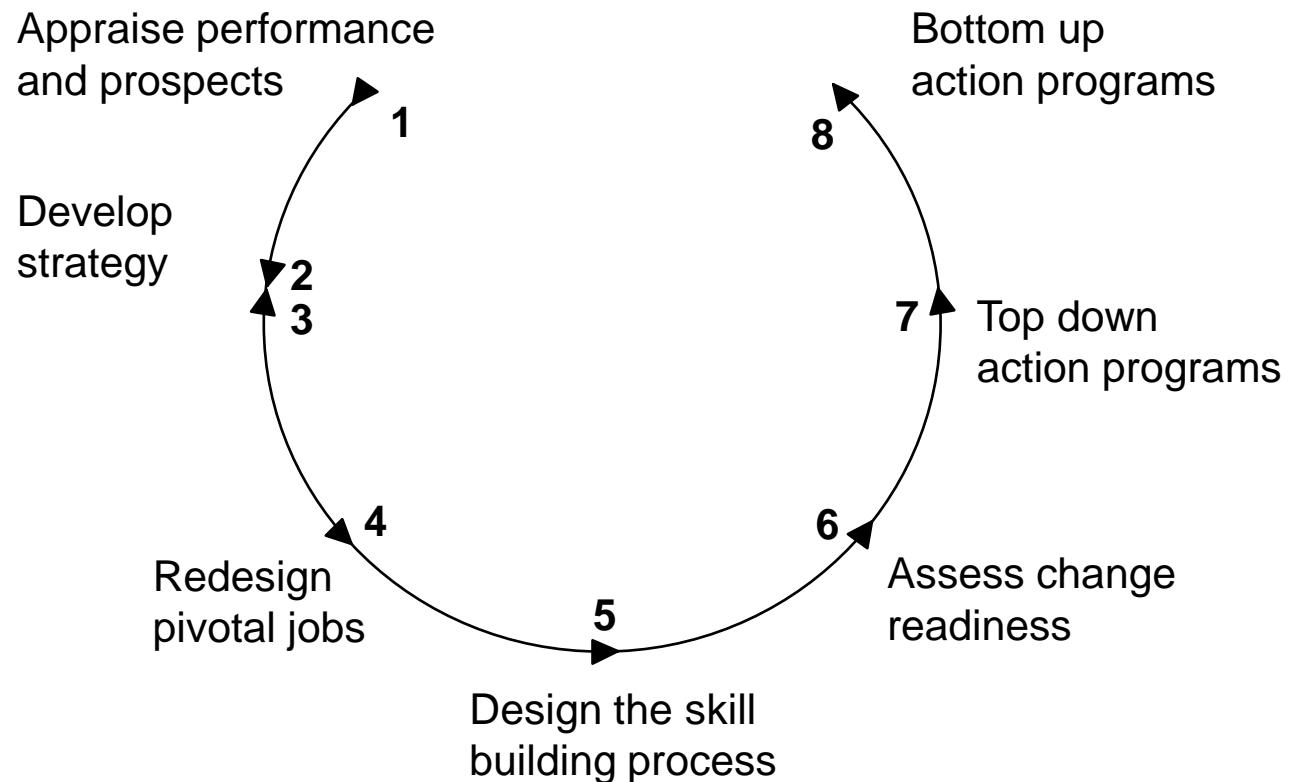
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* Footnote

SMILE CHART

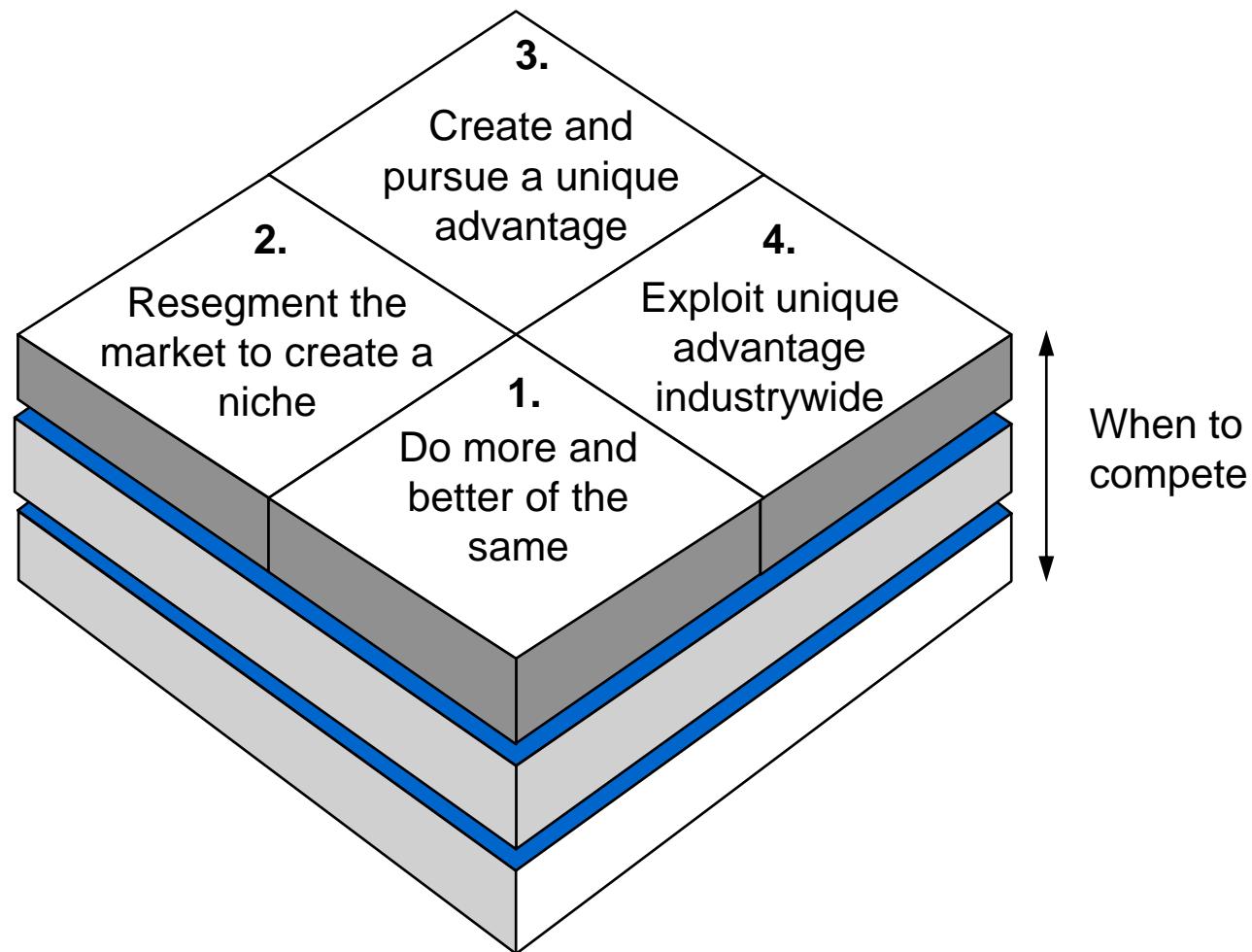
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* Footnote

STRAT GAMEBOARD

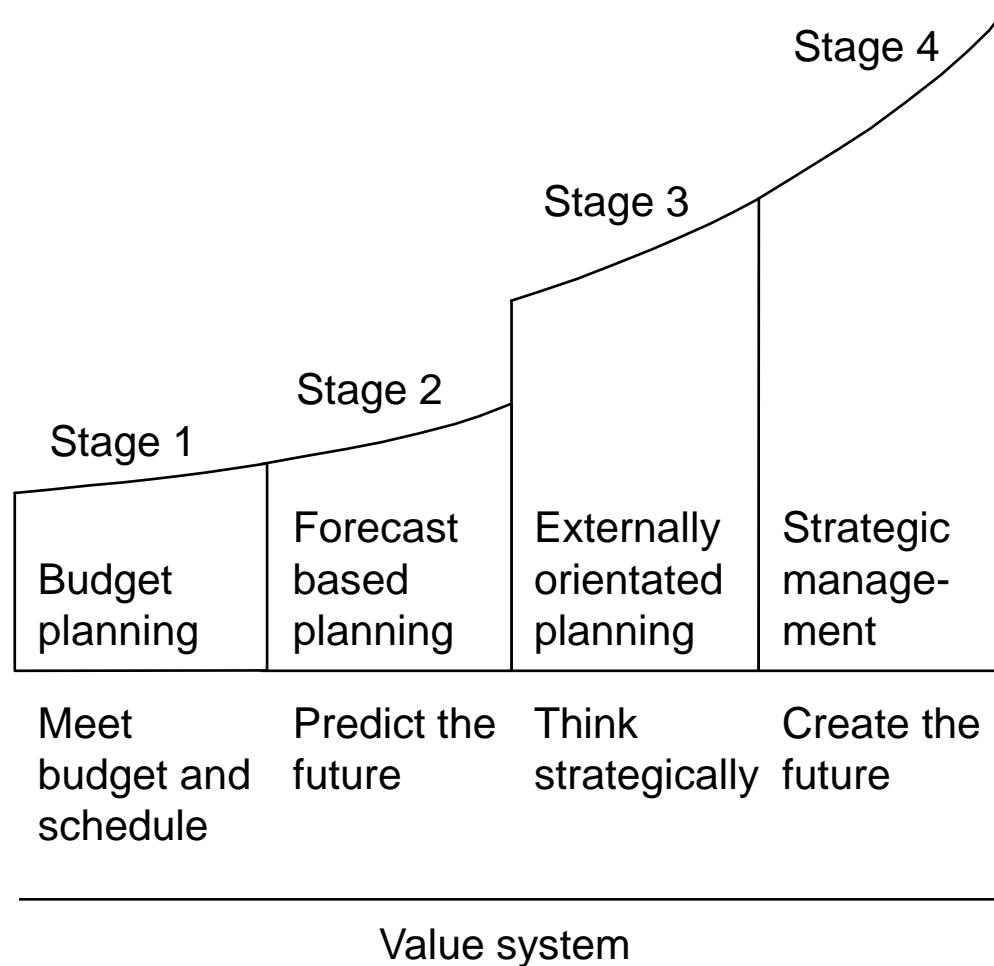
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* Footnote

STRAT MANAGE

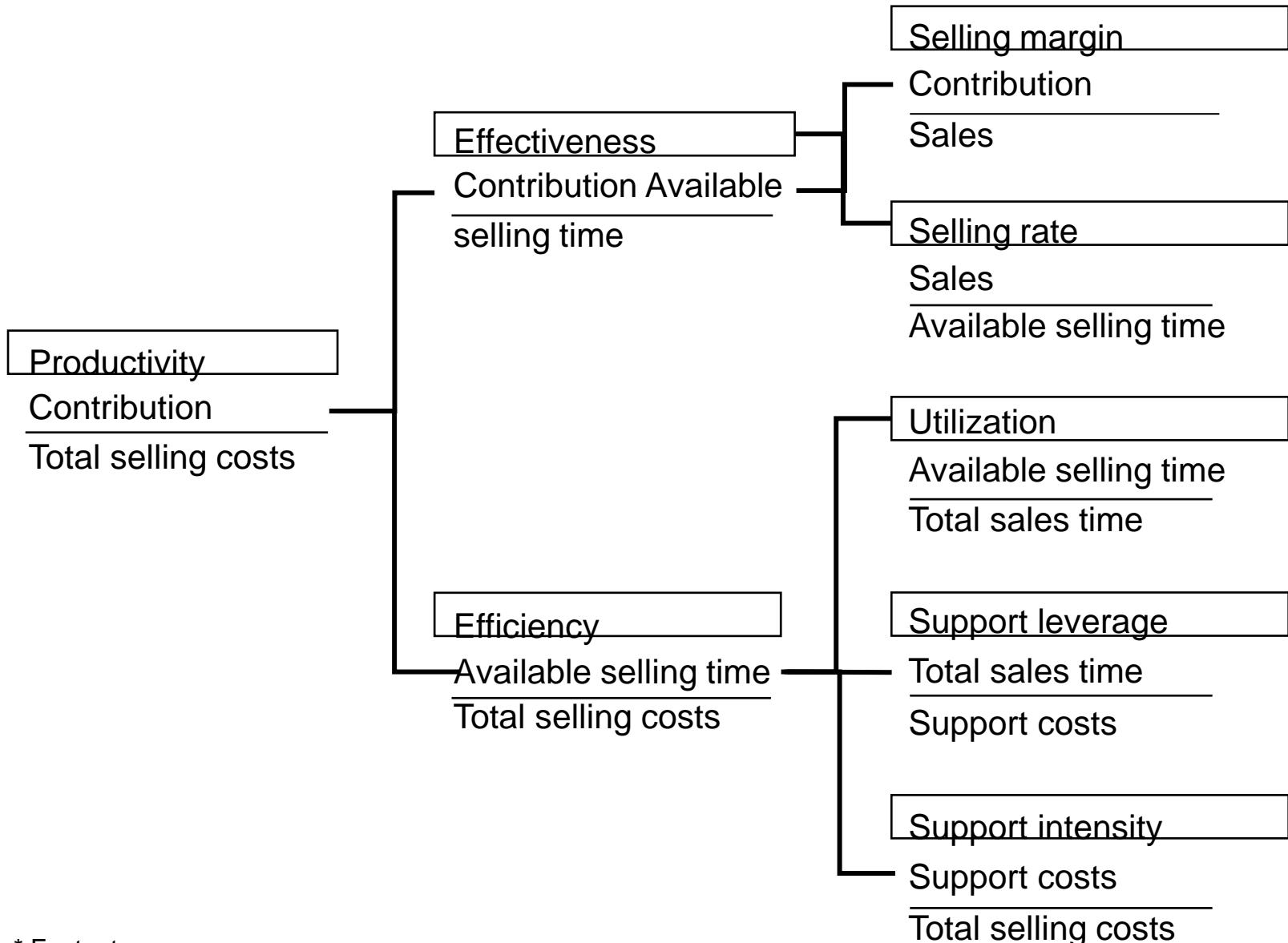
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* Footnote

TREE PRODUCTIVITY

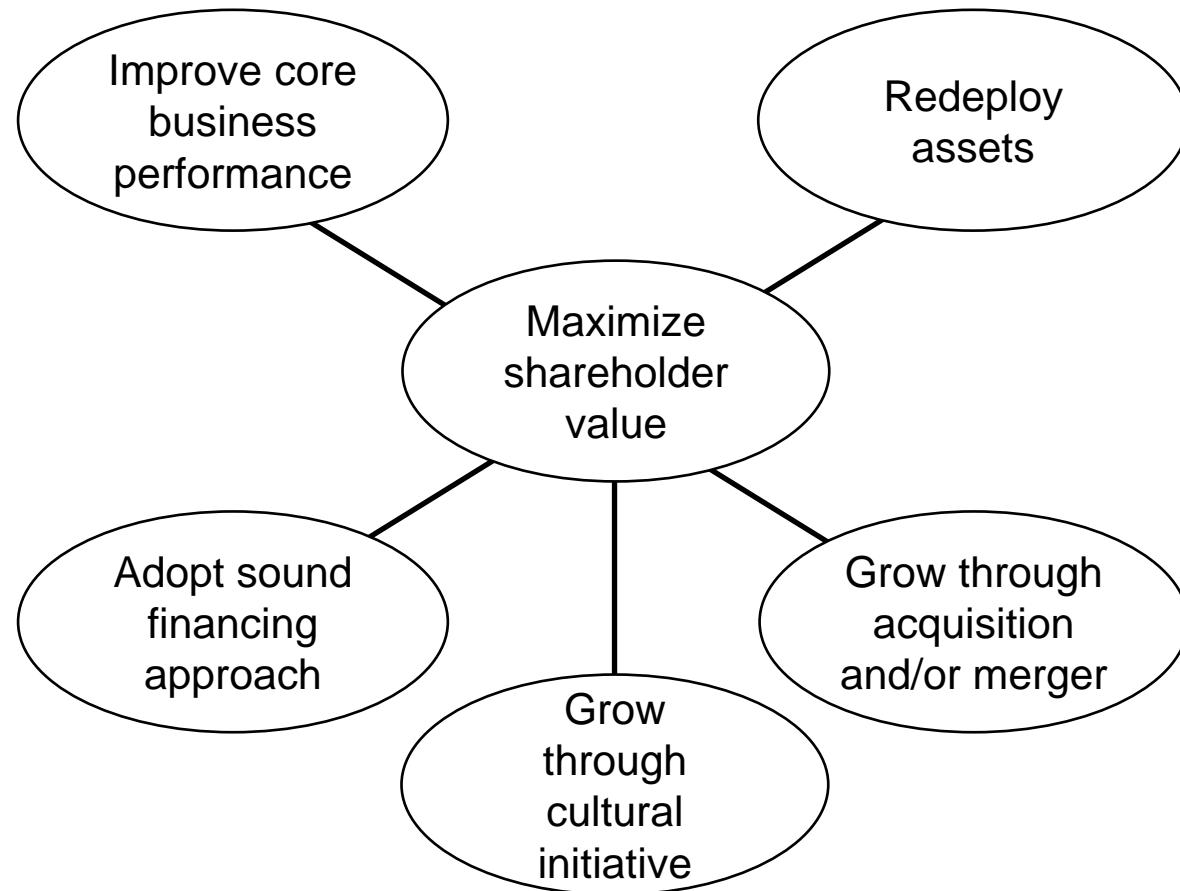
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* Footnote

VALUE CREATION

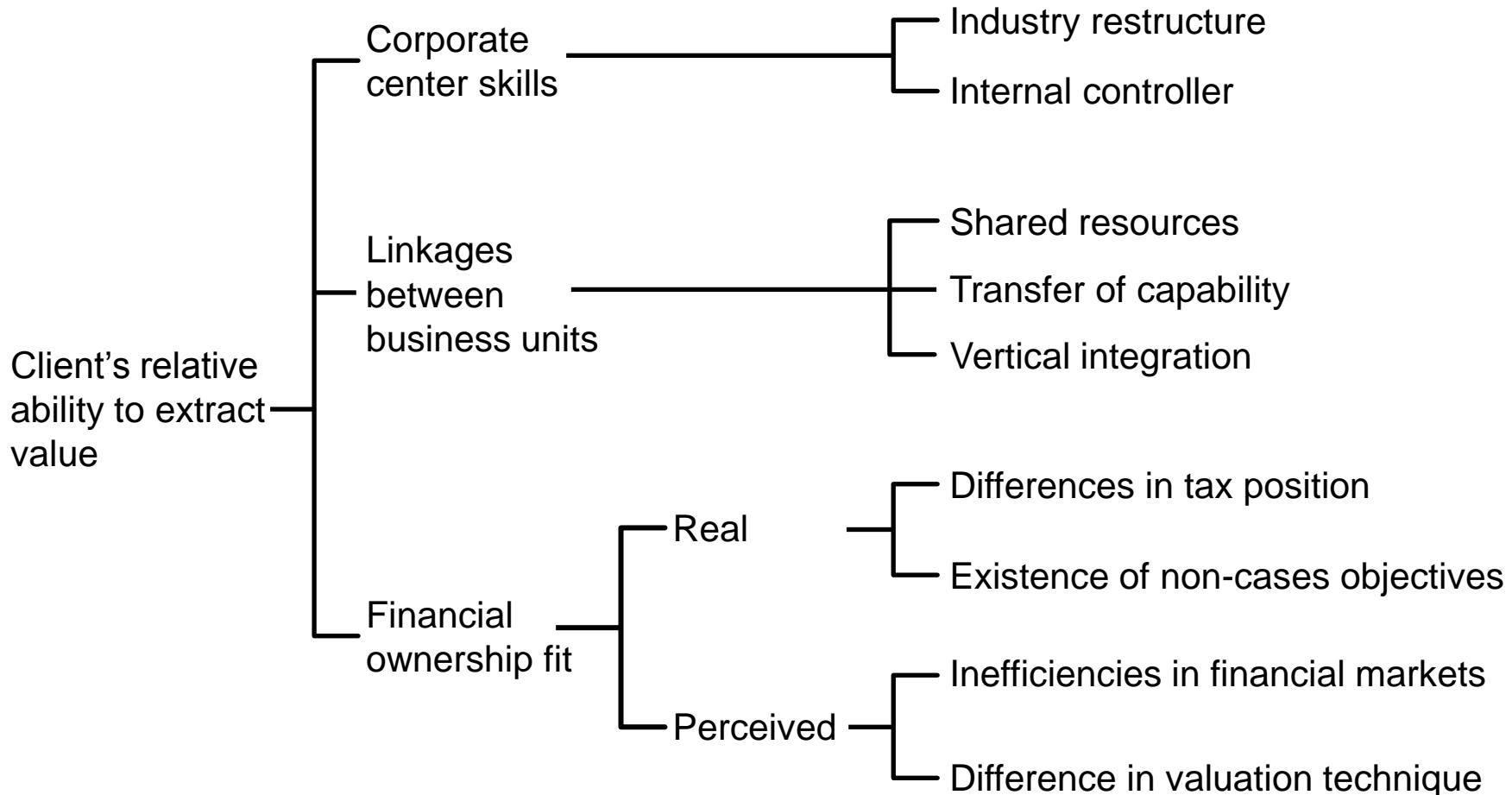
Unit of measure



* Footnote

VALUE SOURCES

Unit of measure



* Footnote

GANTT10

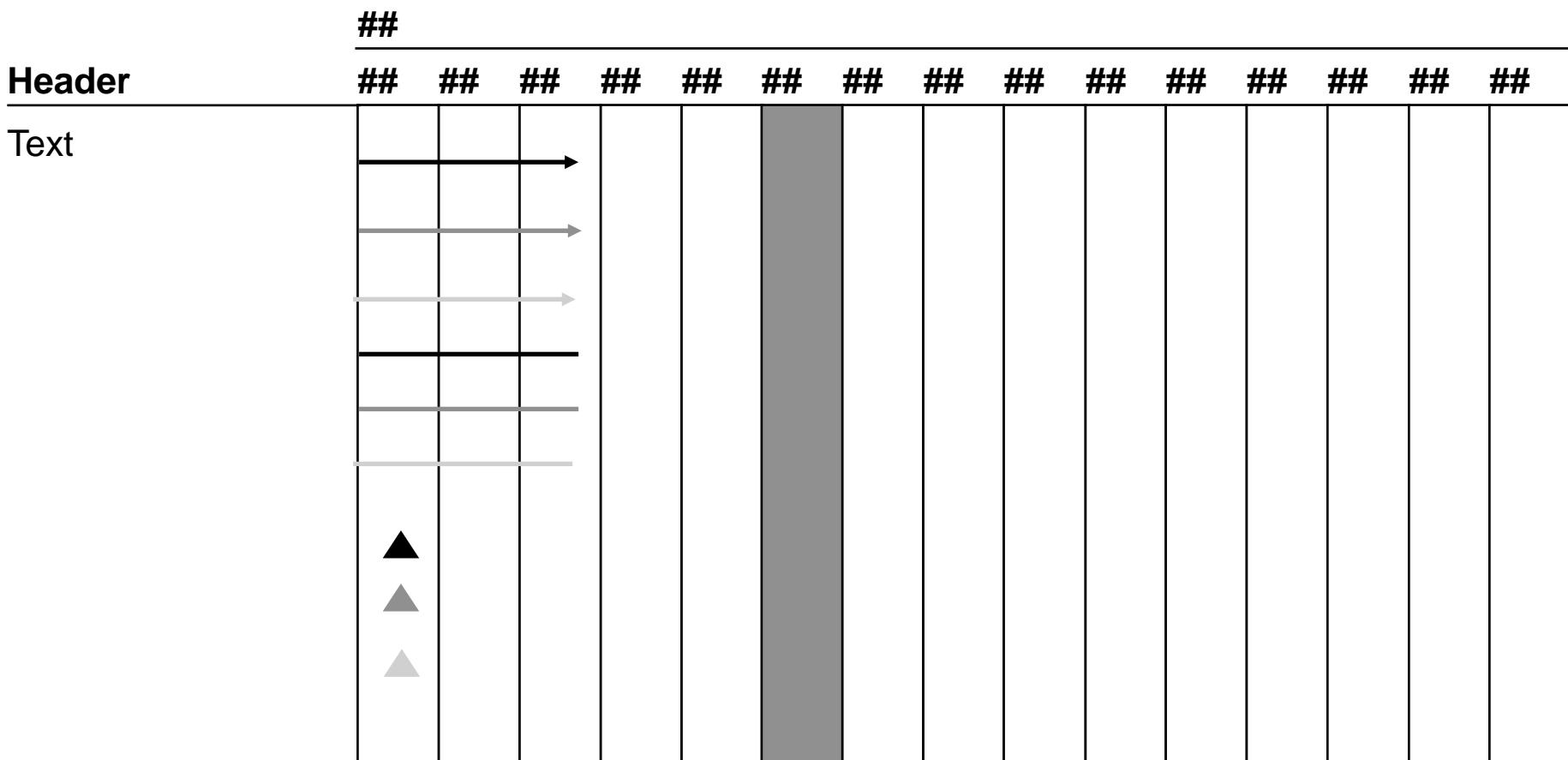
Unit of measure

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Unit of measure

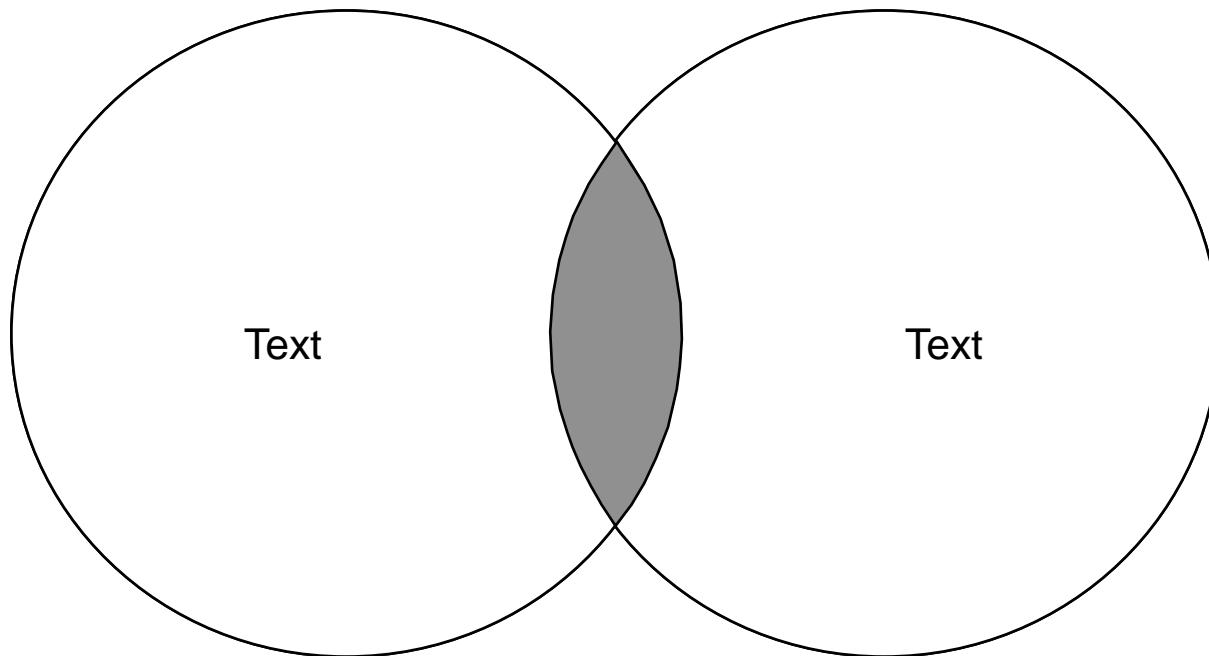


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VENN 2

Unit of measure

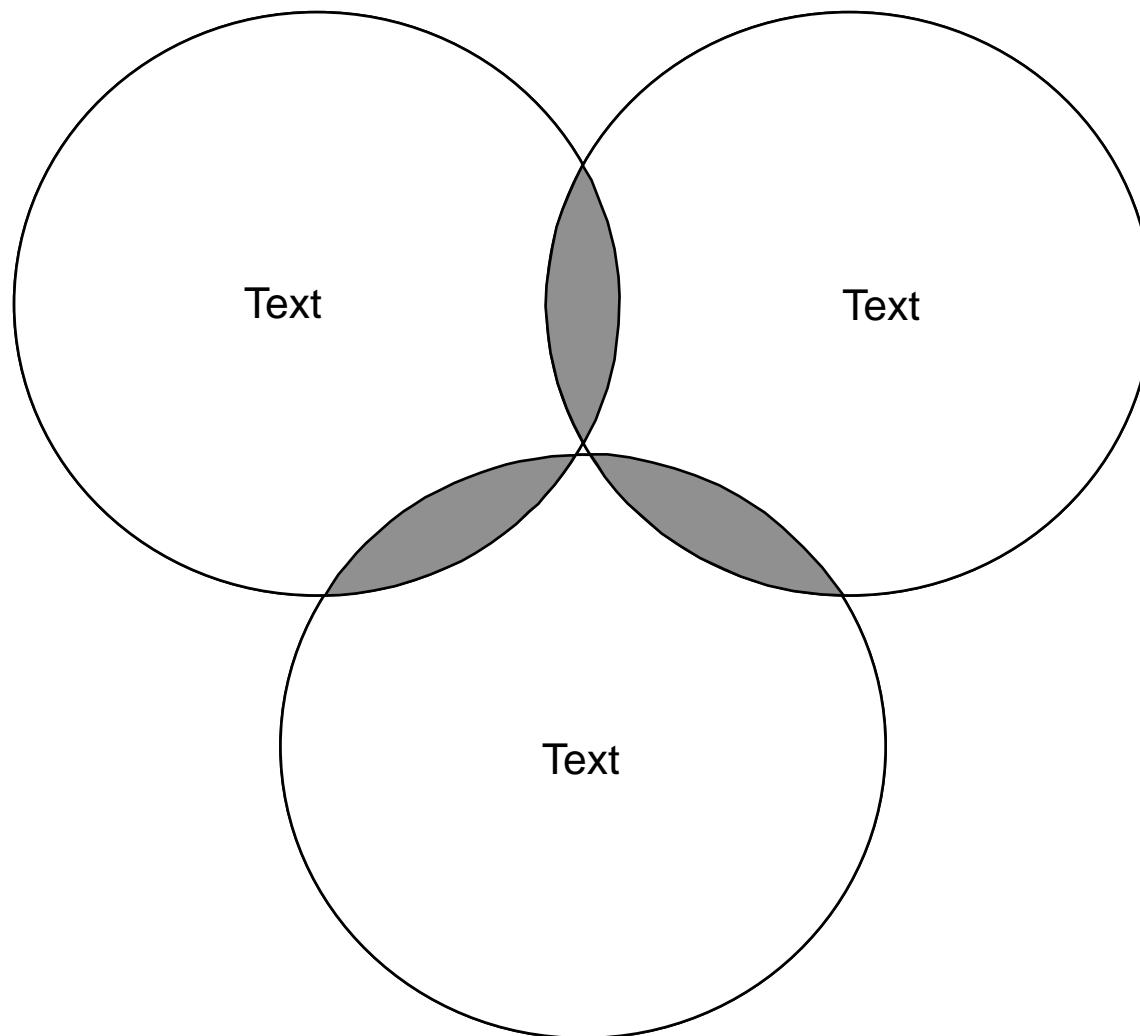


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VENN 3

Unit of measure



* Footnote

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CONFIDENTIAL

Frequently Used Template

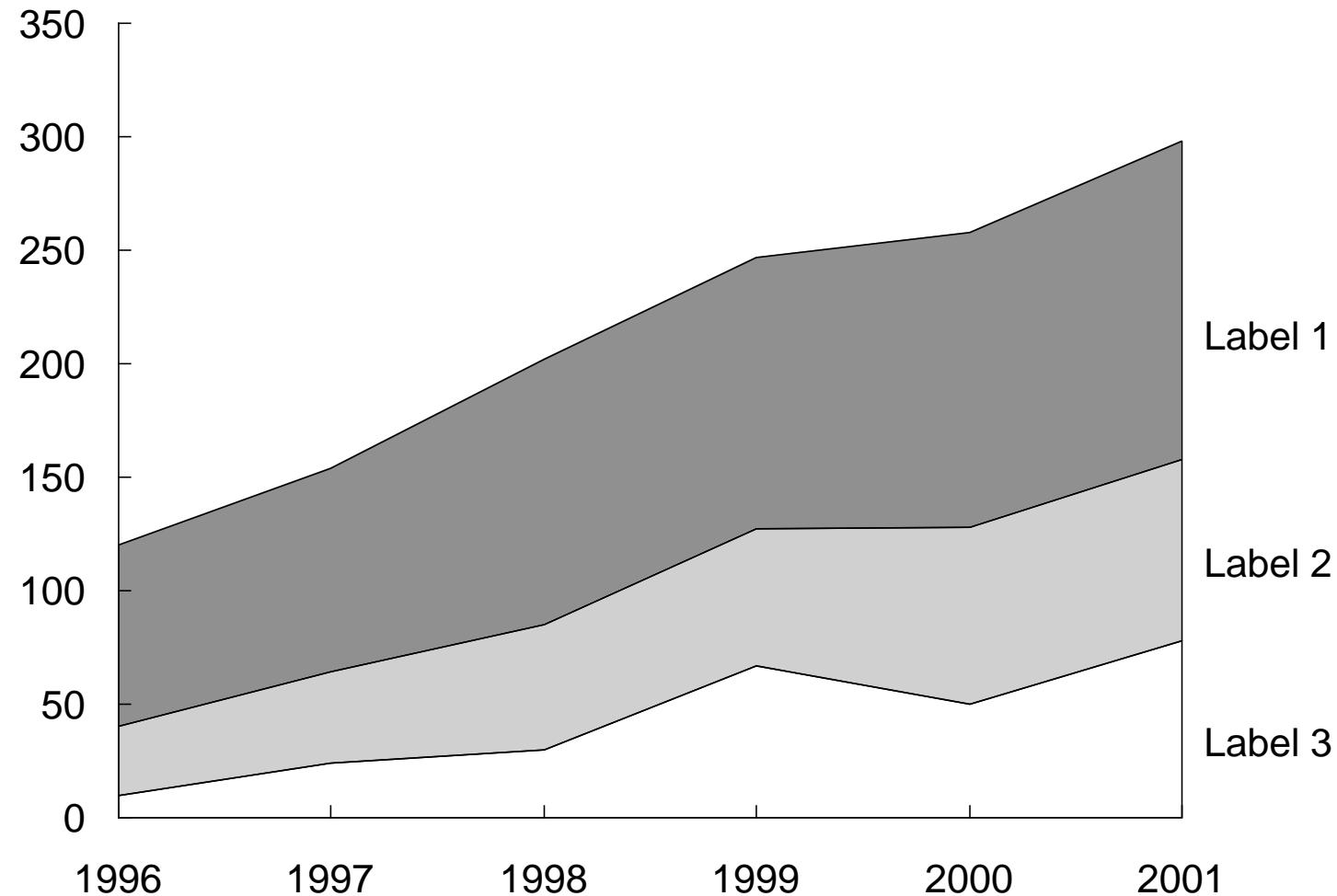
Data Driven

Template
June 2002

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AREA

Unit of measure



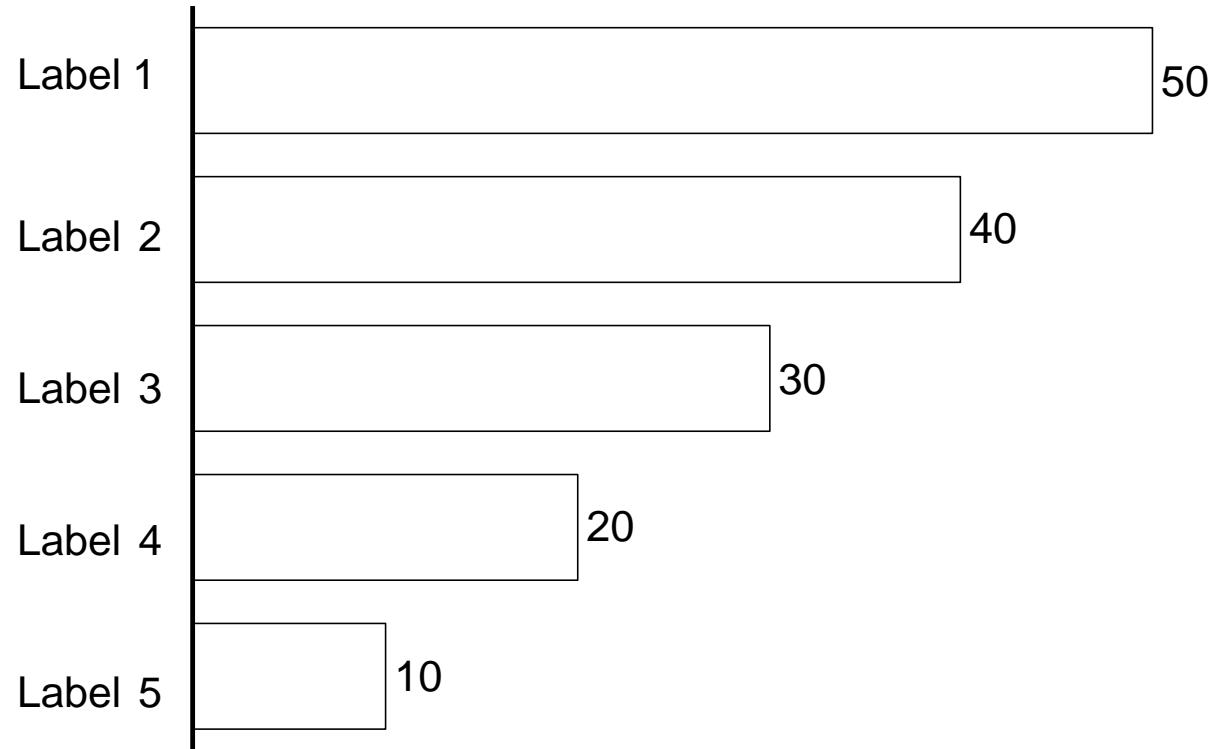
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123

BAR

Unit of measure



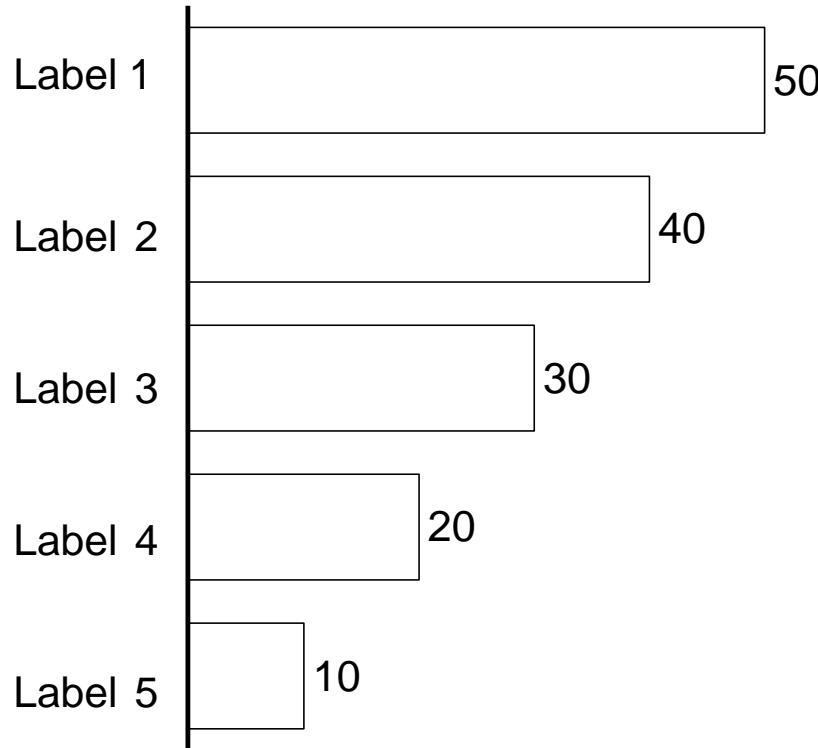
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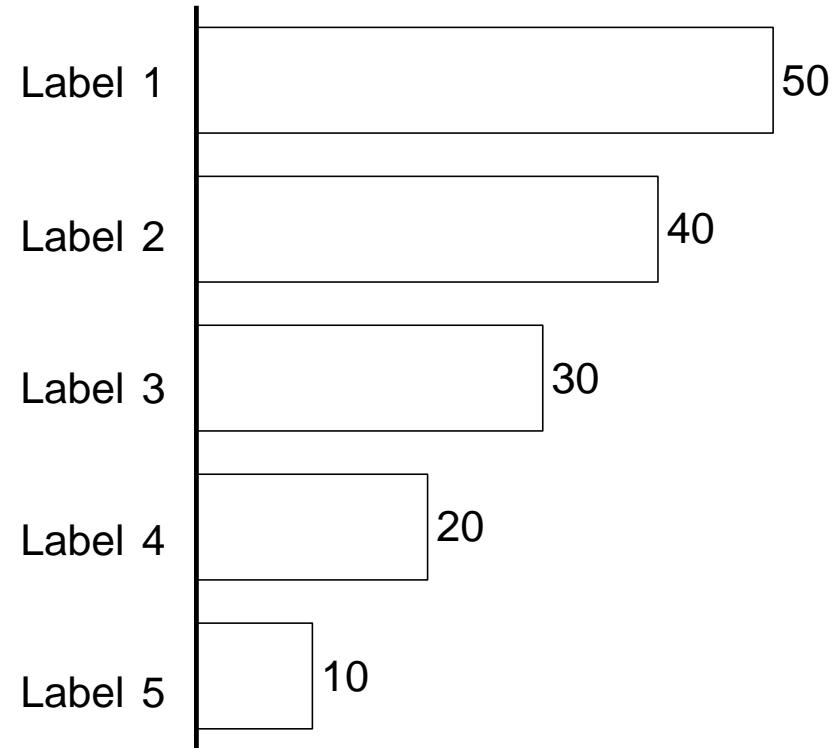
BAR 2

Unit of measure

Title
Unit of measure



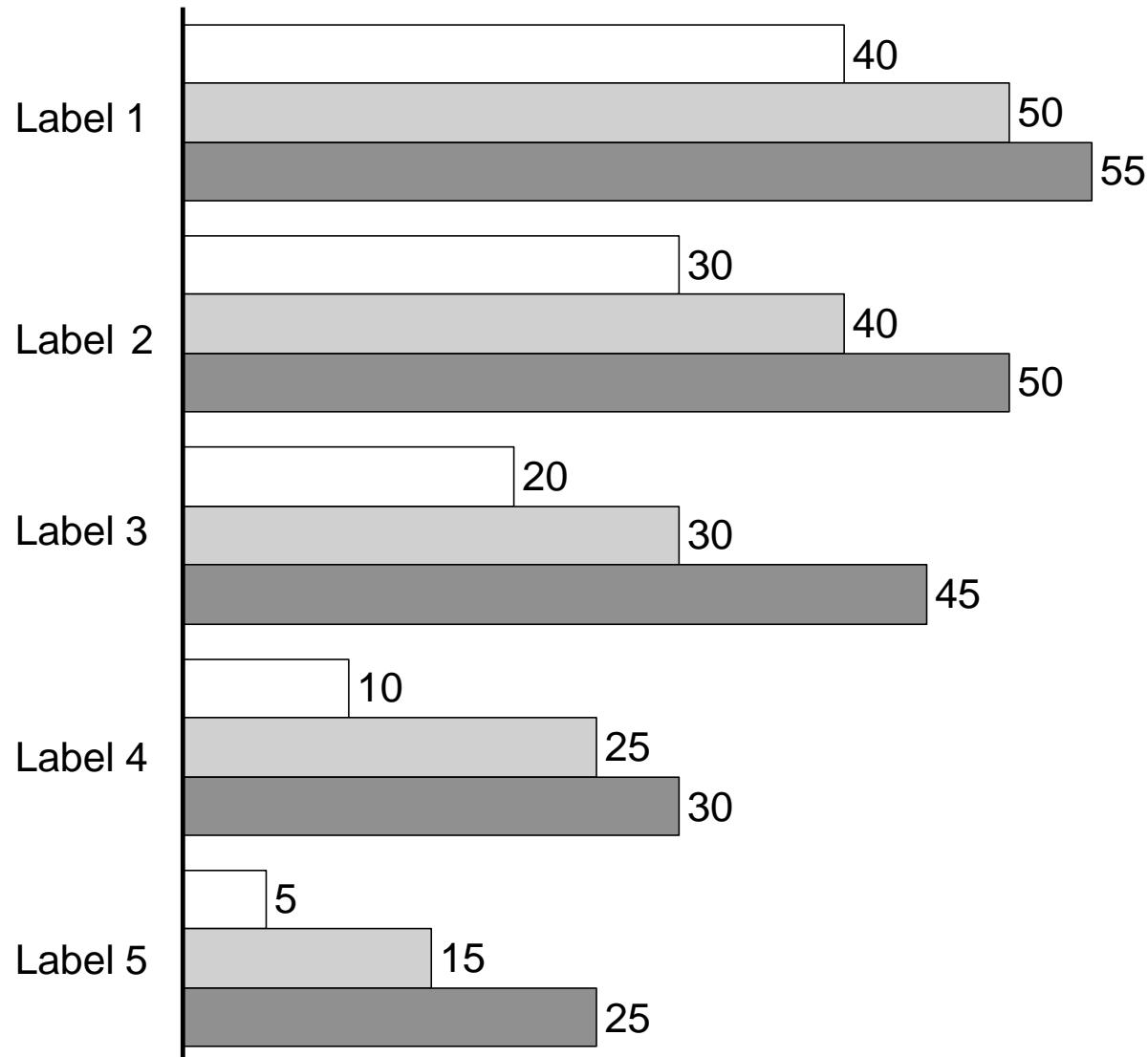
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Unit of measure



* Footnote

BAR BUTTED

Unit of measure

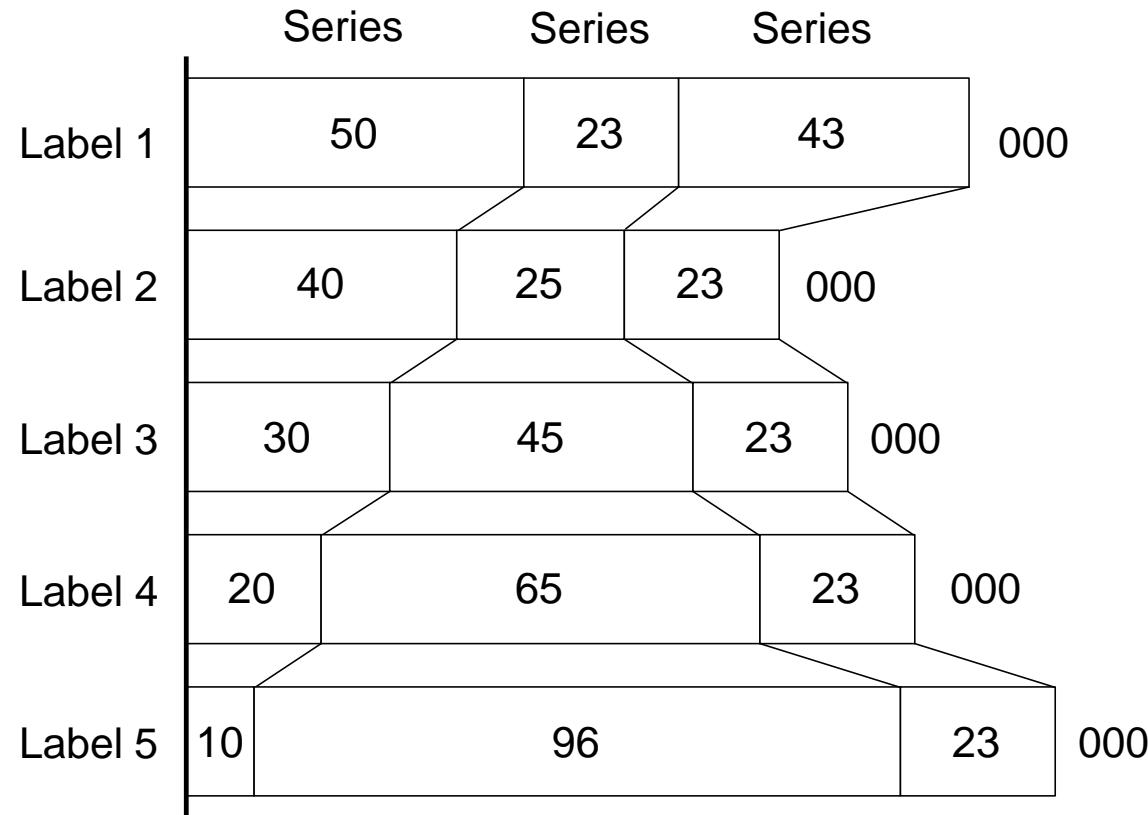


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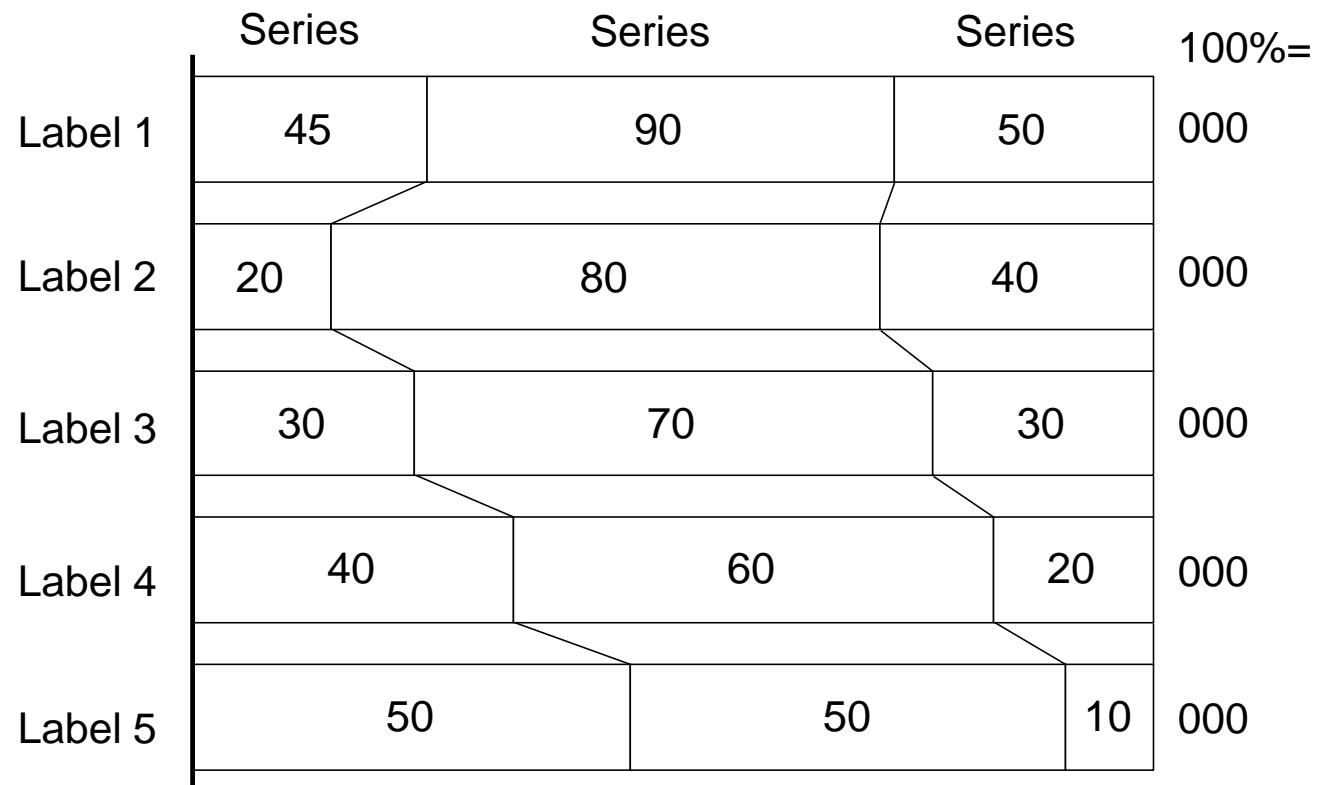
Unit of measure



* Footnote

BAR STACKED 100%

Unit of measure

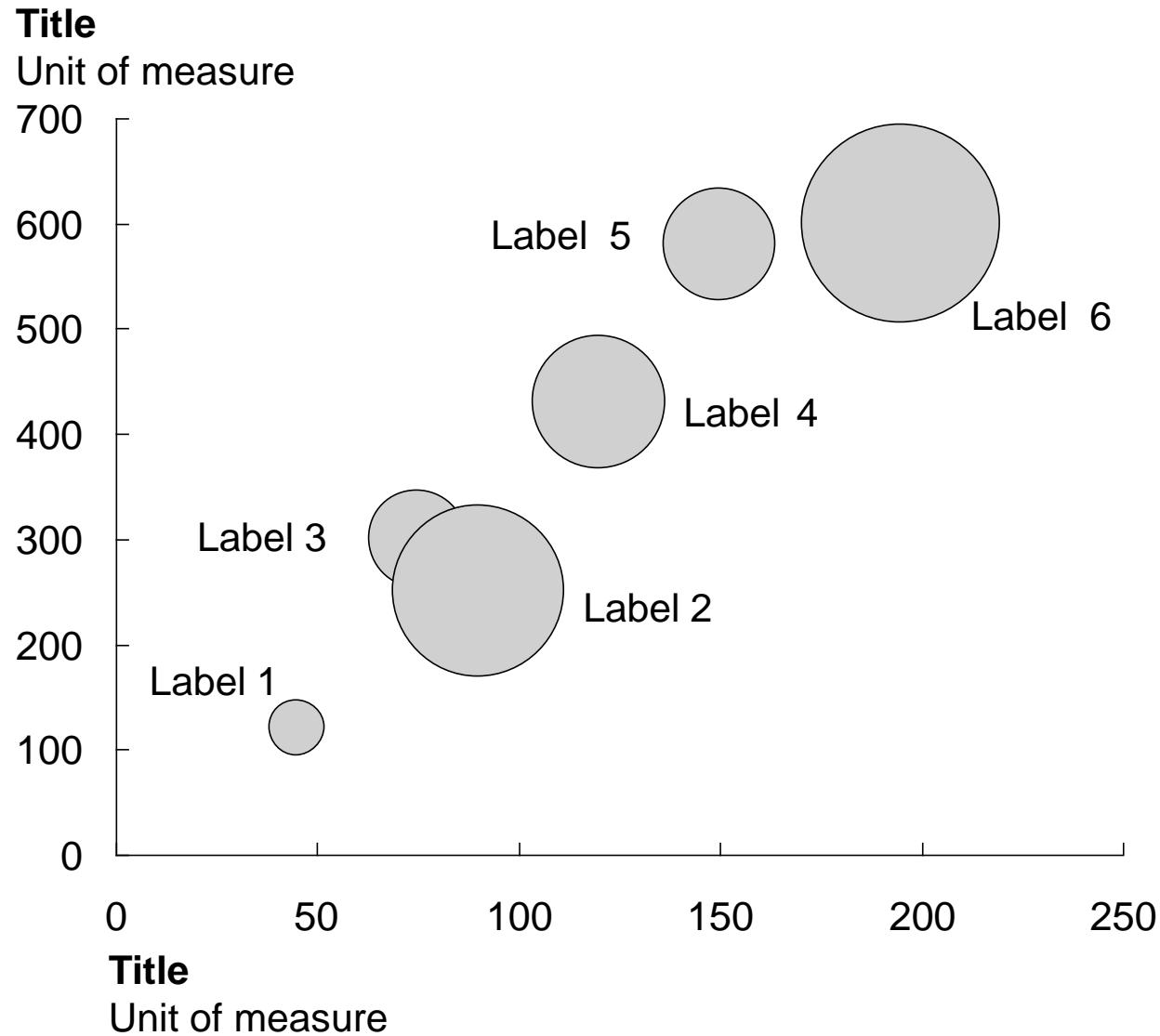


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BUBBLE

Unit of measure

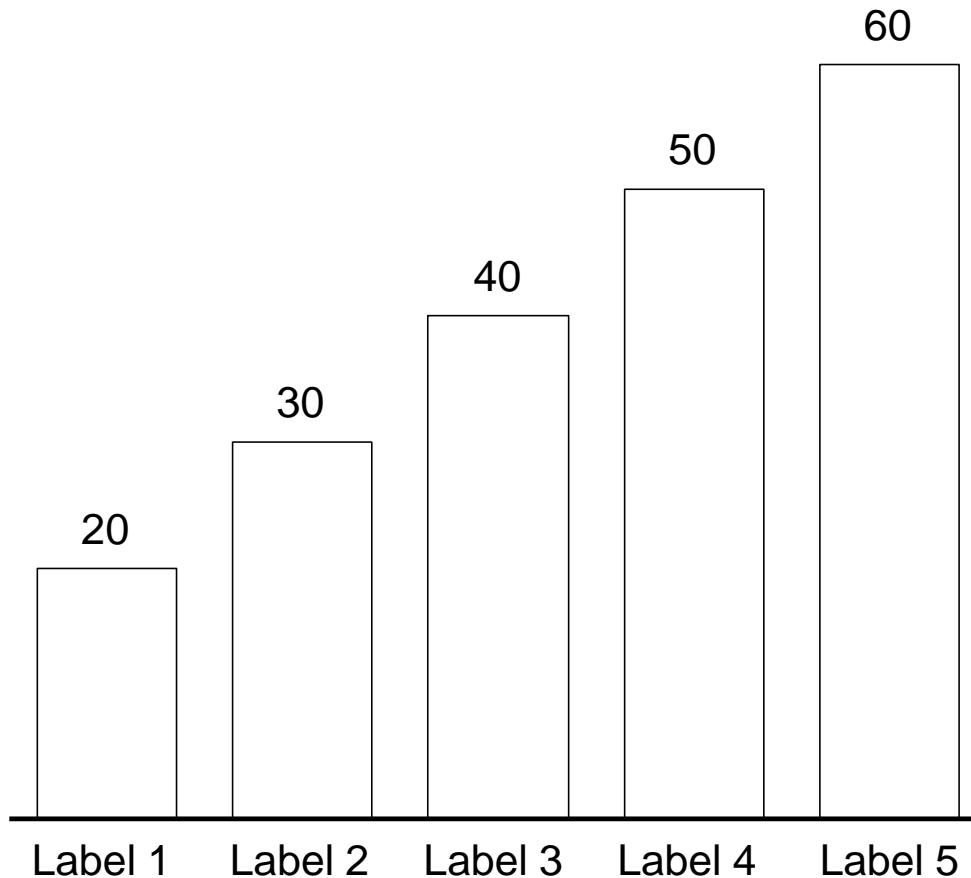


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COLUMN

Unit of measure



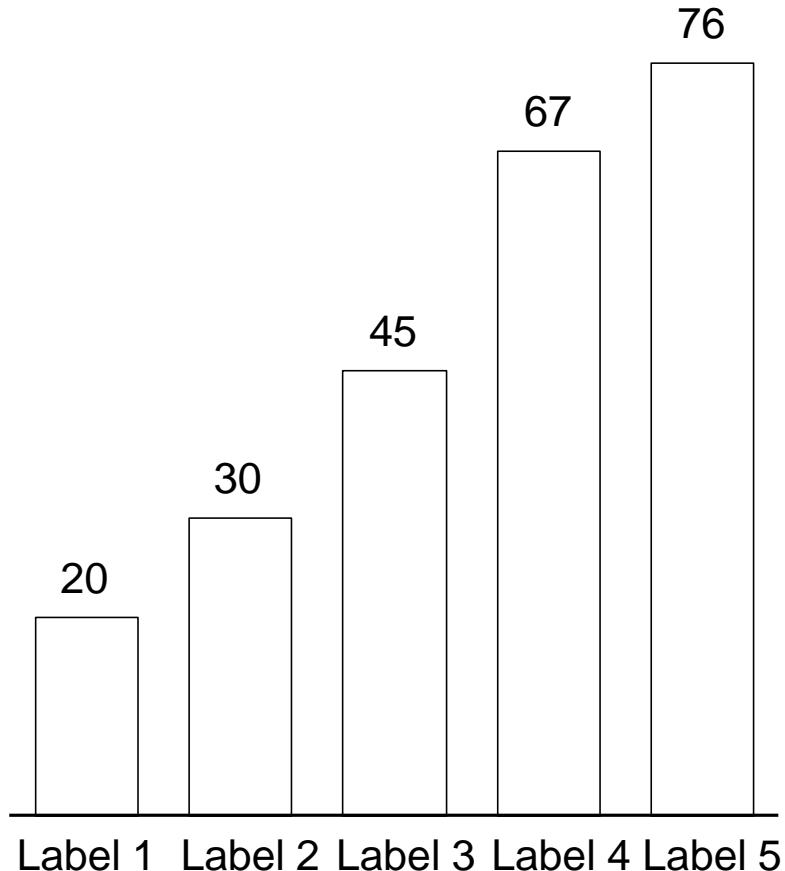
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COLUMN 2

Unit of measure

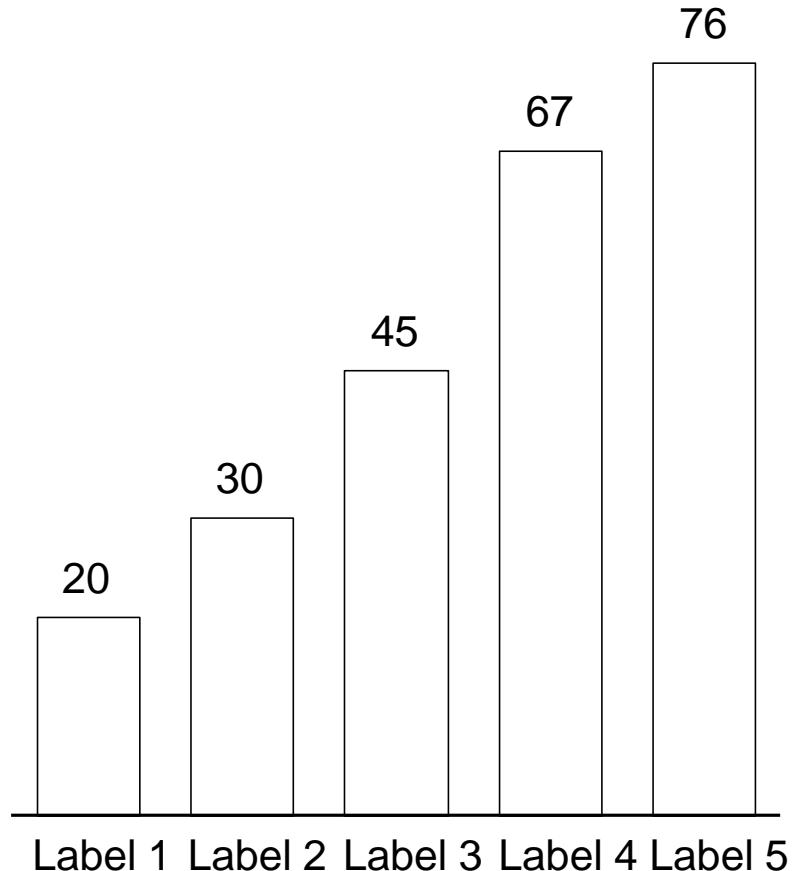
Title

Unit of measure



Title

Unit of measure

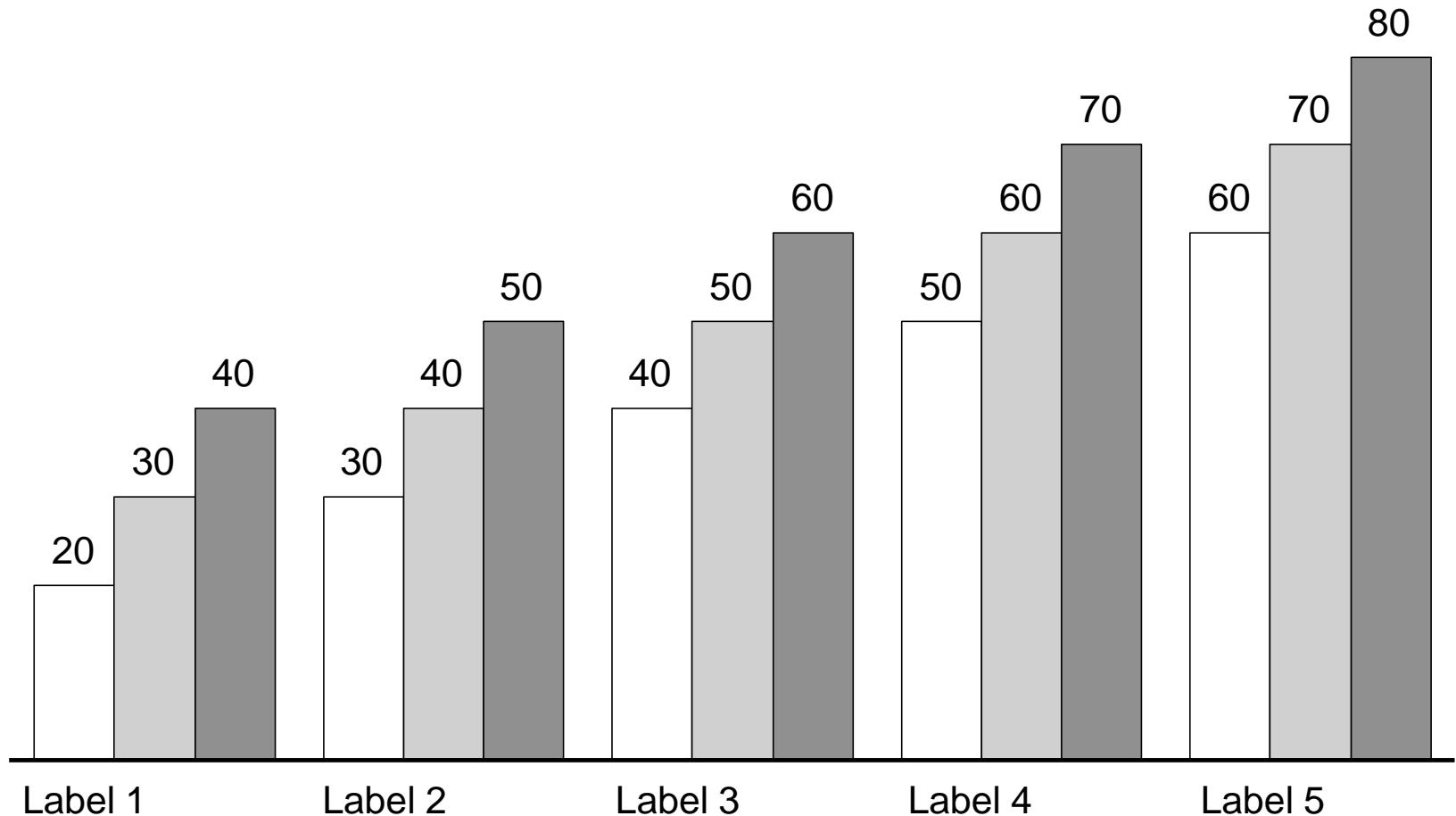


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COLUMN BUTTED

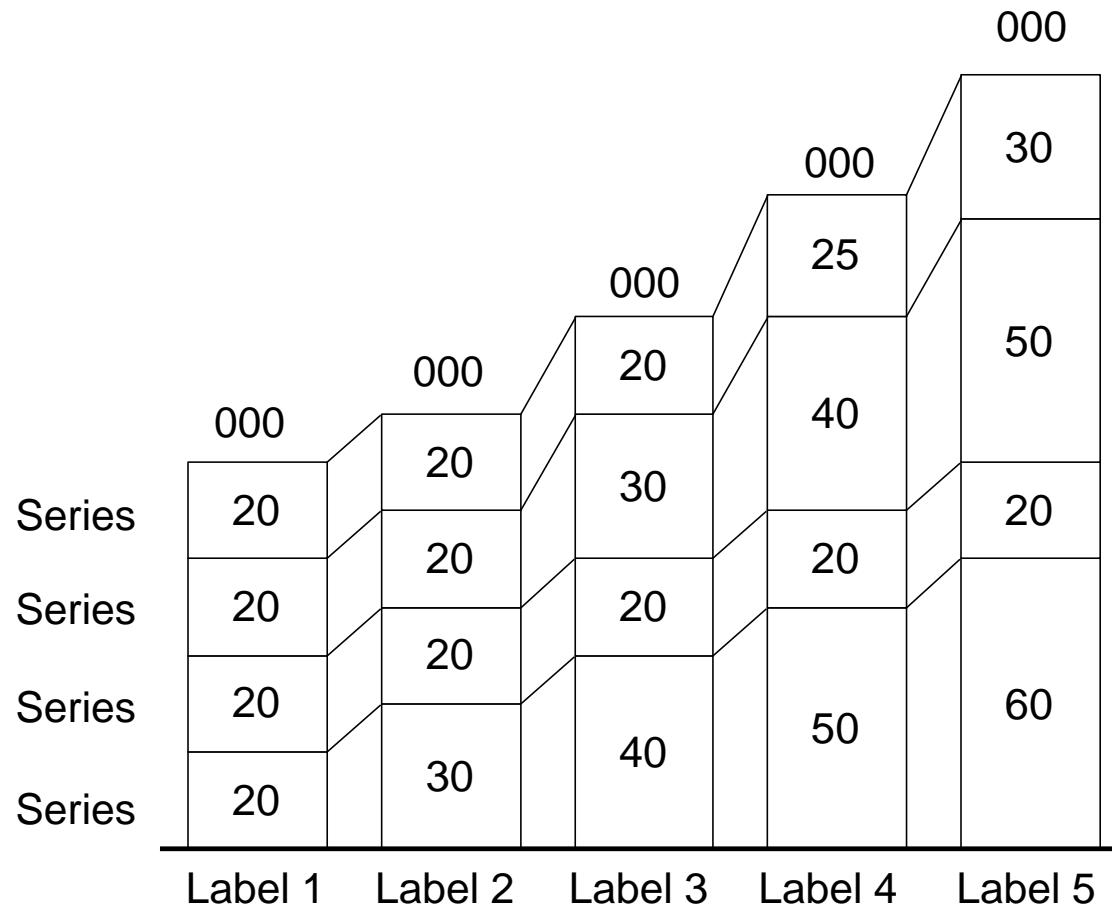
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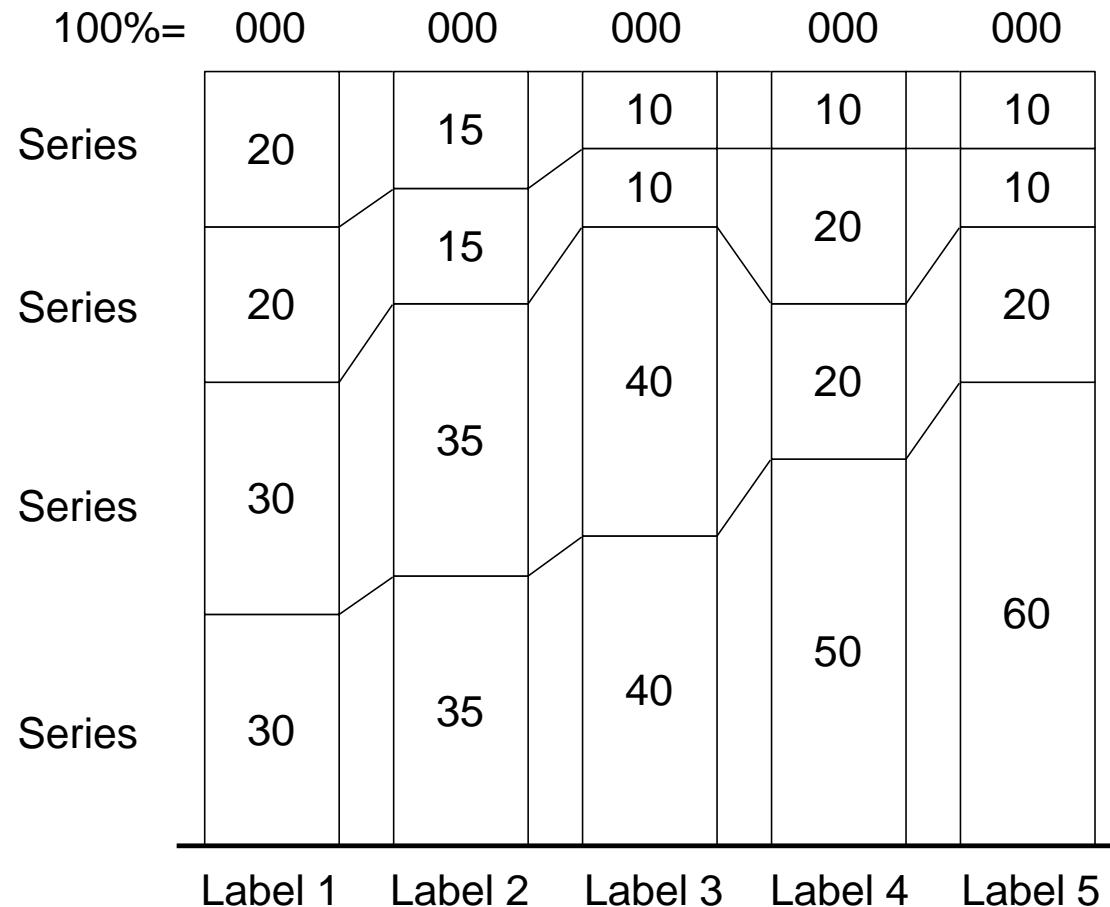
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* Footnote

COLUMN STACKED 100%

Unit of measure



* Footnote

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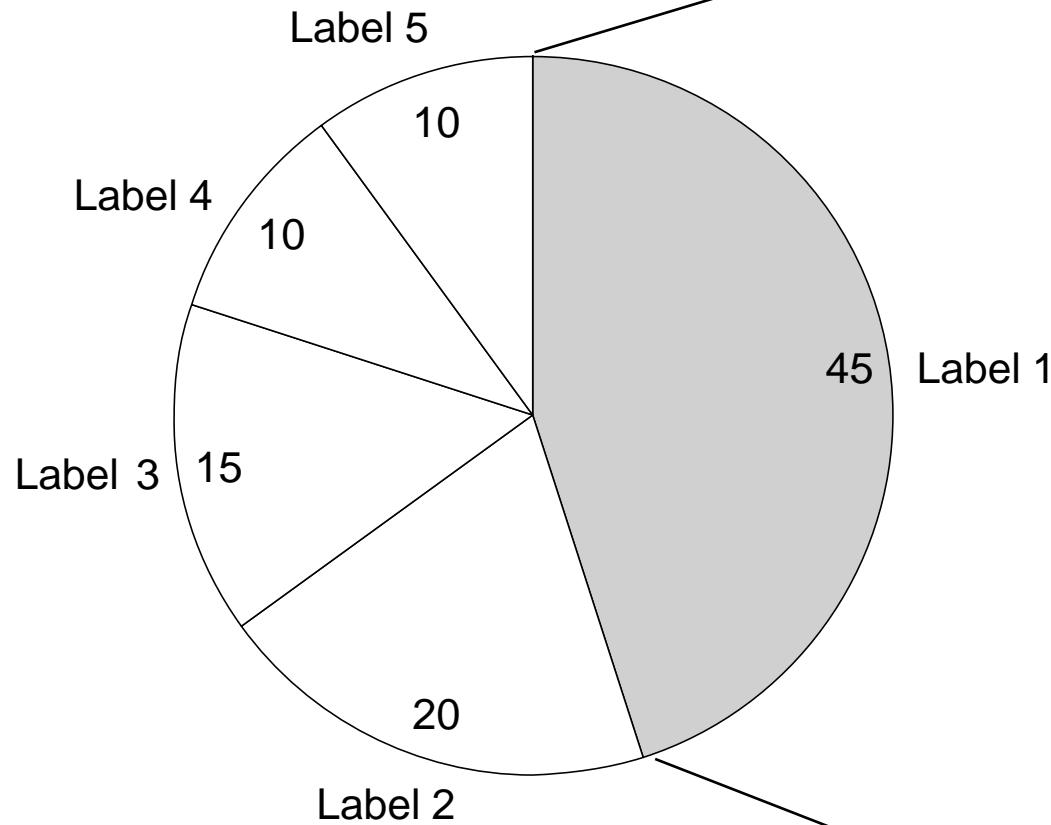
134

COMBO PIE SEGMENT COLUMN

Unit of measure

Title

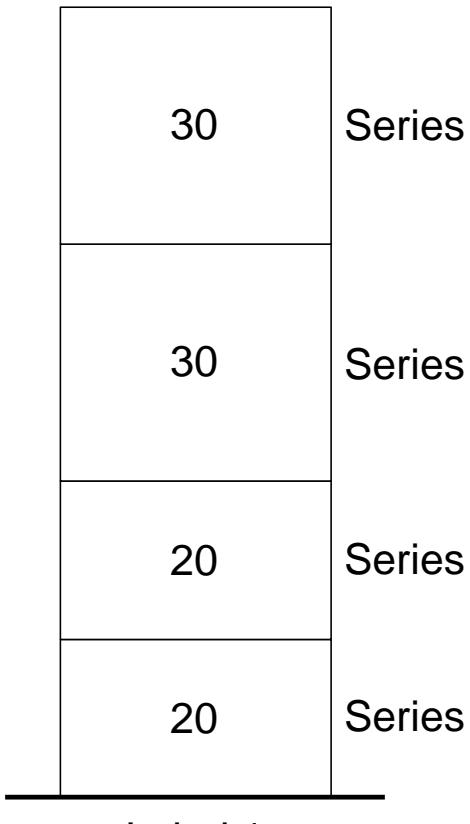
Unit of measure



Title

Unit of measure

100% = 000

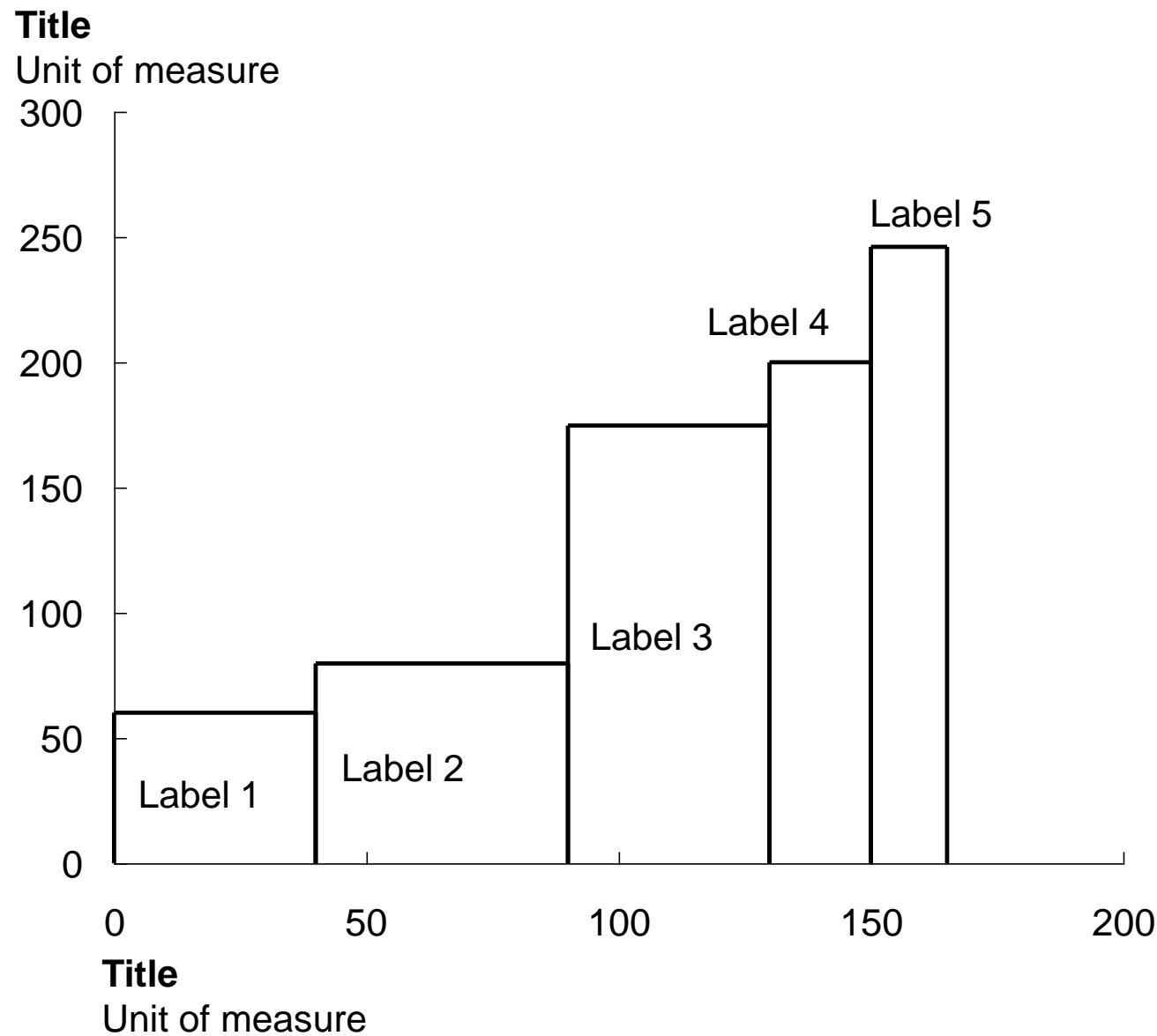


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COST CURVE

Unit of measure

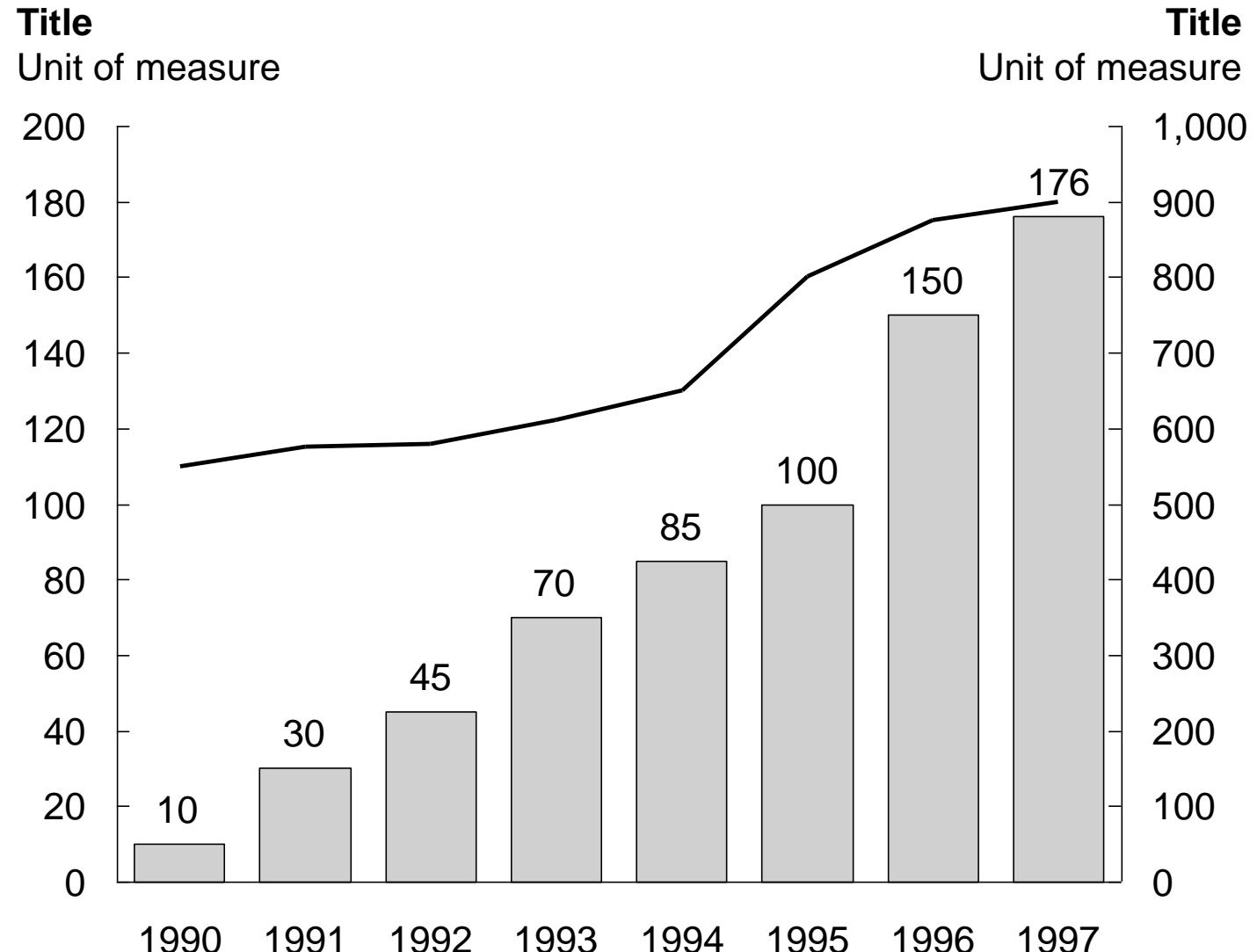


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DUAL COLUMN LINE

Unit of measure

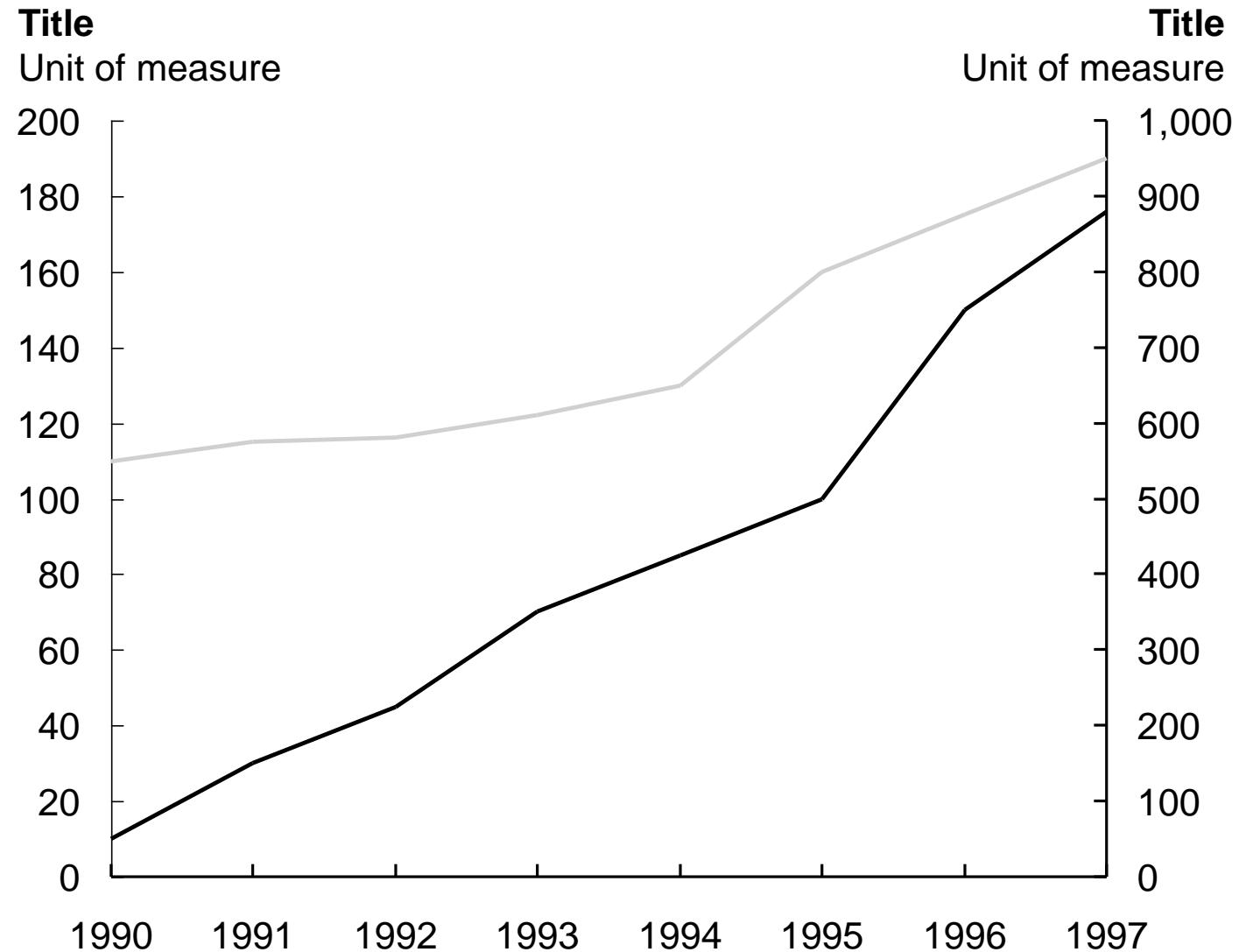


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DUAL LINE

Unit of measure

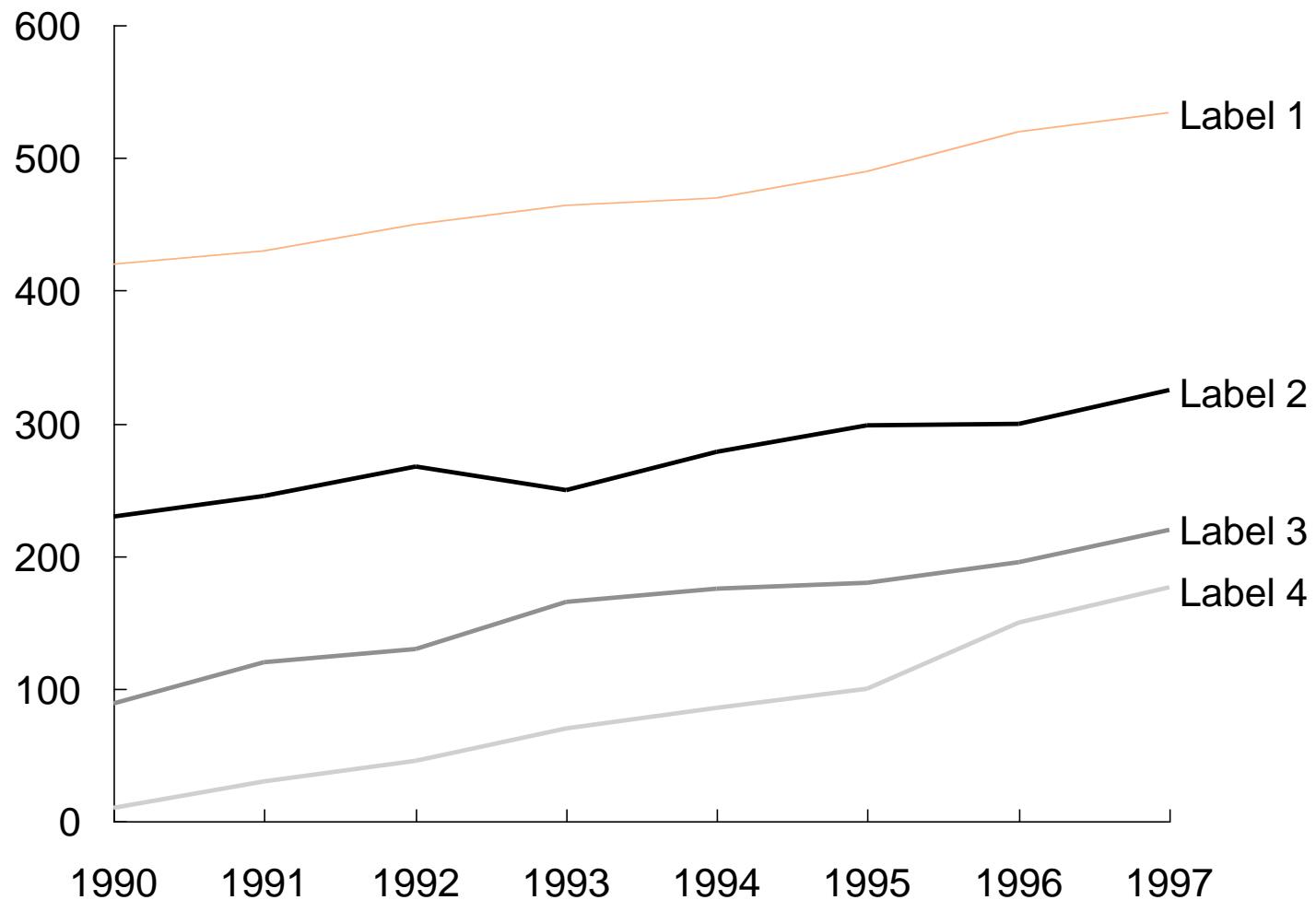


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LINE

Unit of measure

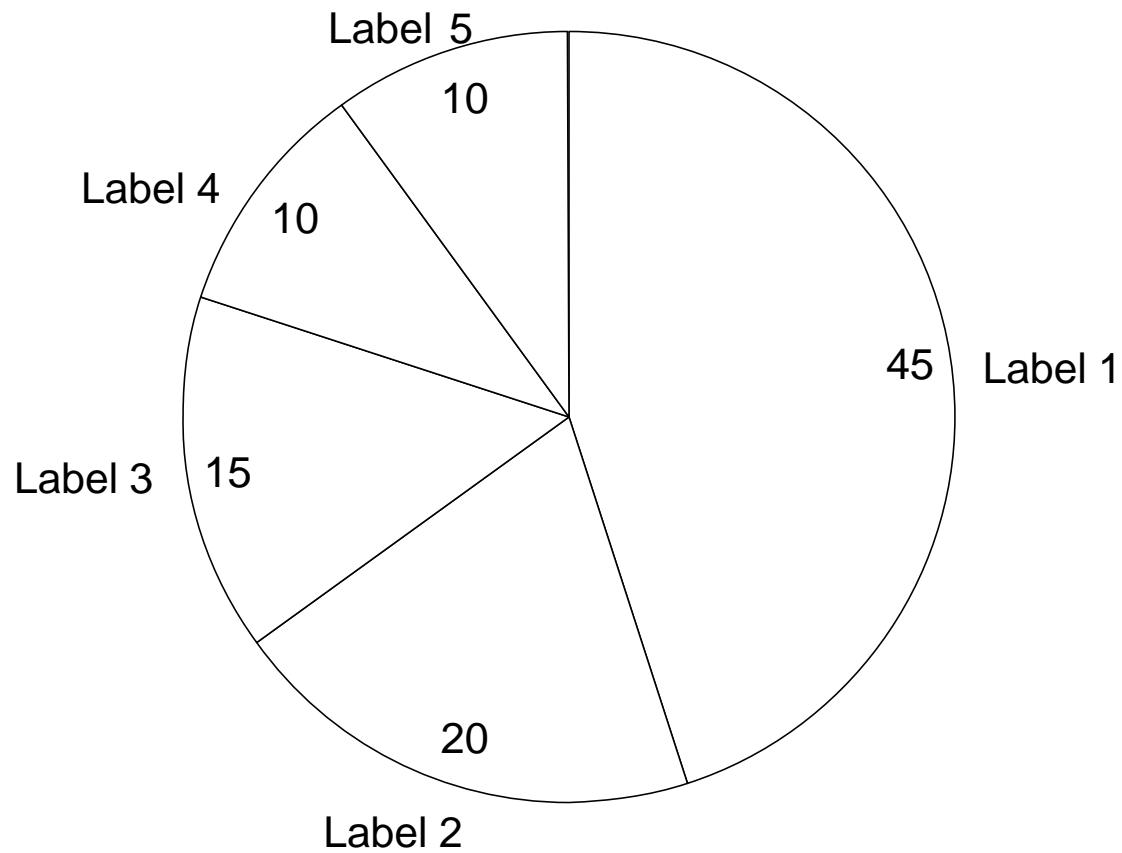


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PIE

Unit of measure



* Footnote

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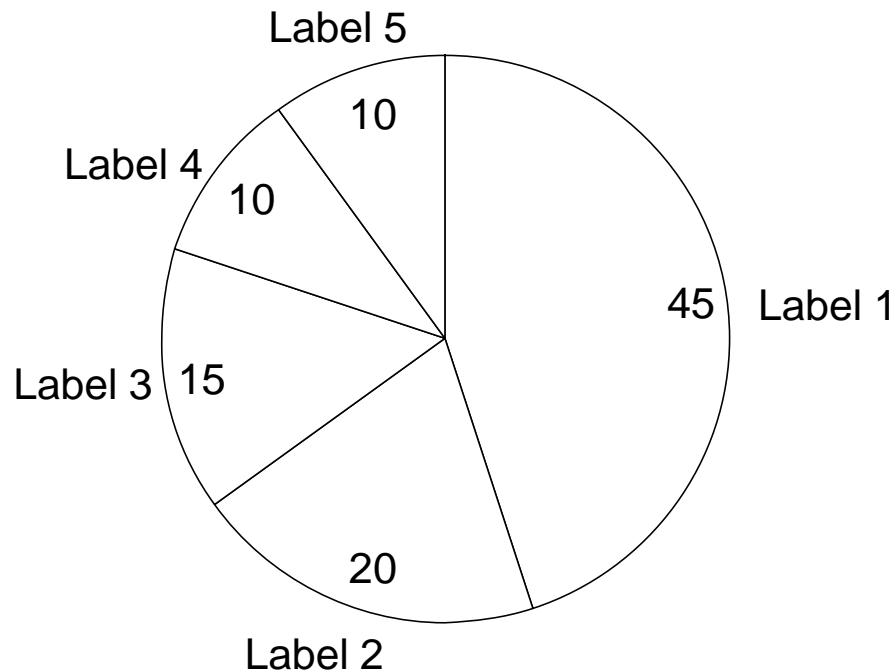
140

PIE 2

Unit of measure

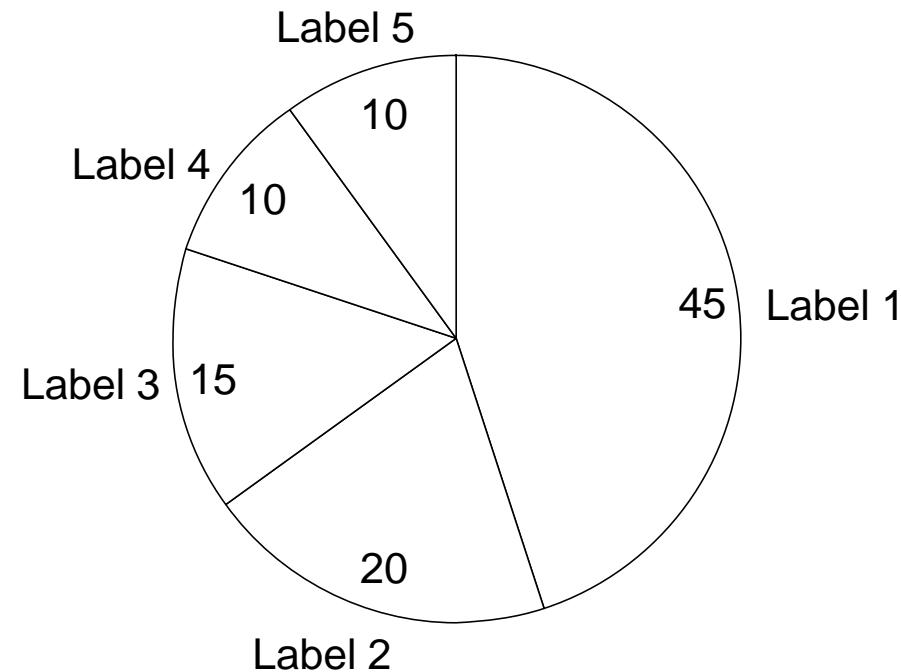
Title

Unit of measure



Title

Unit of measure

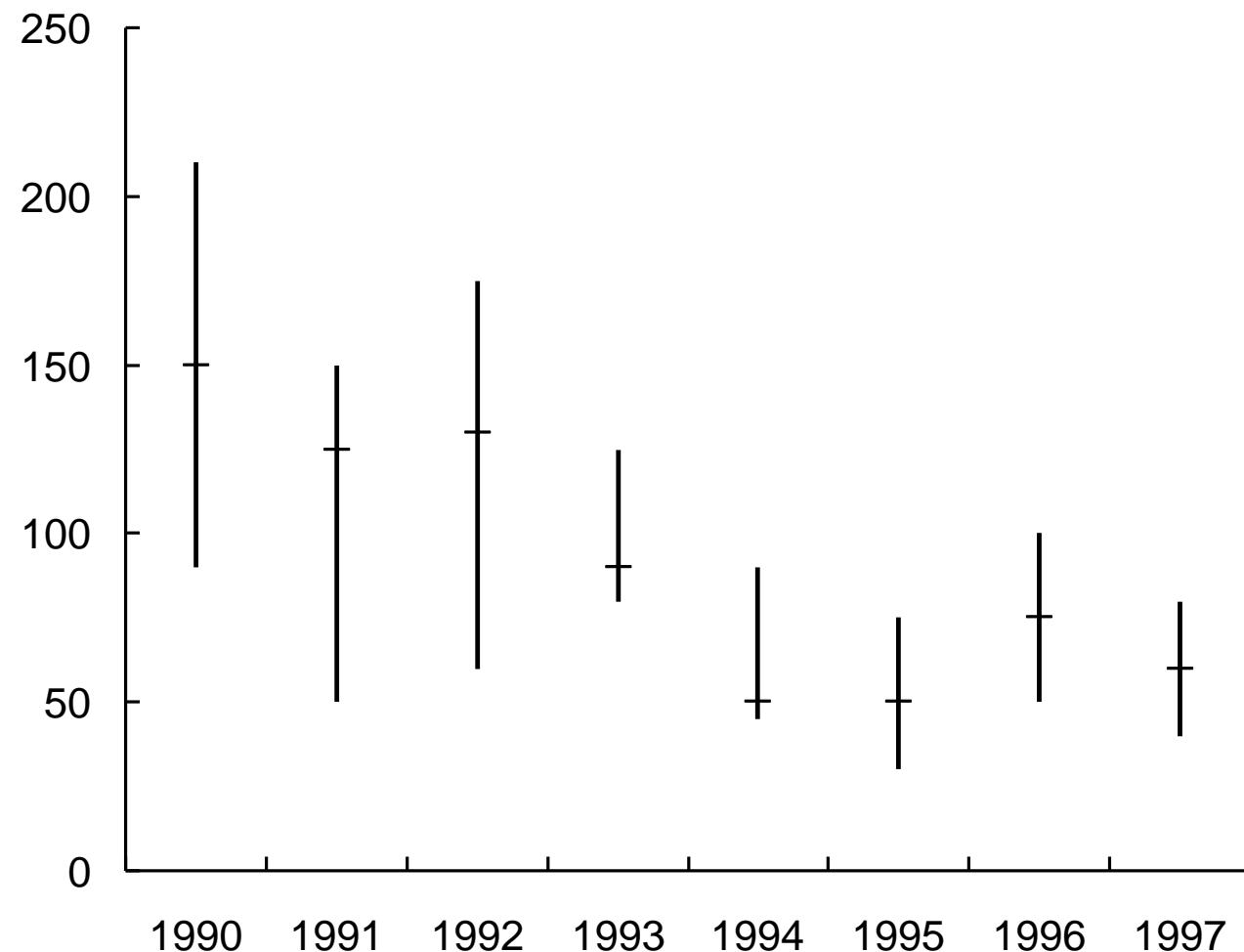


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Source: Source

RANGE HIGH LOW

Unit of measure

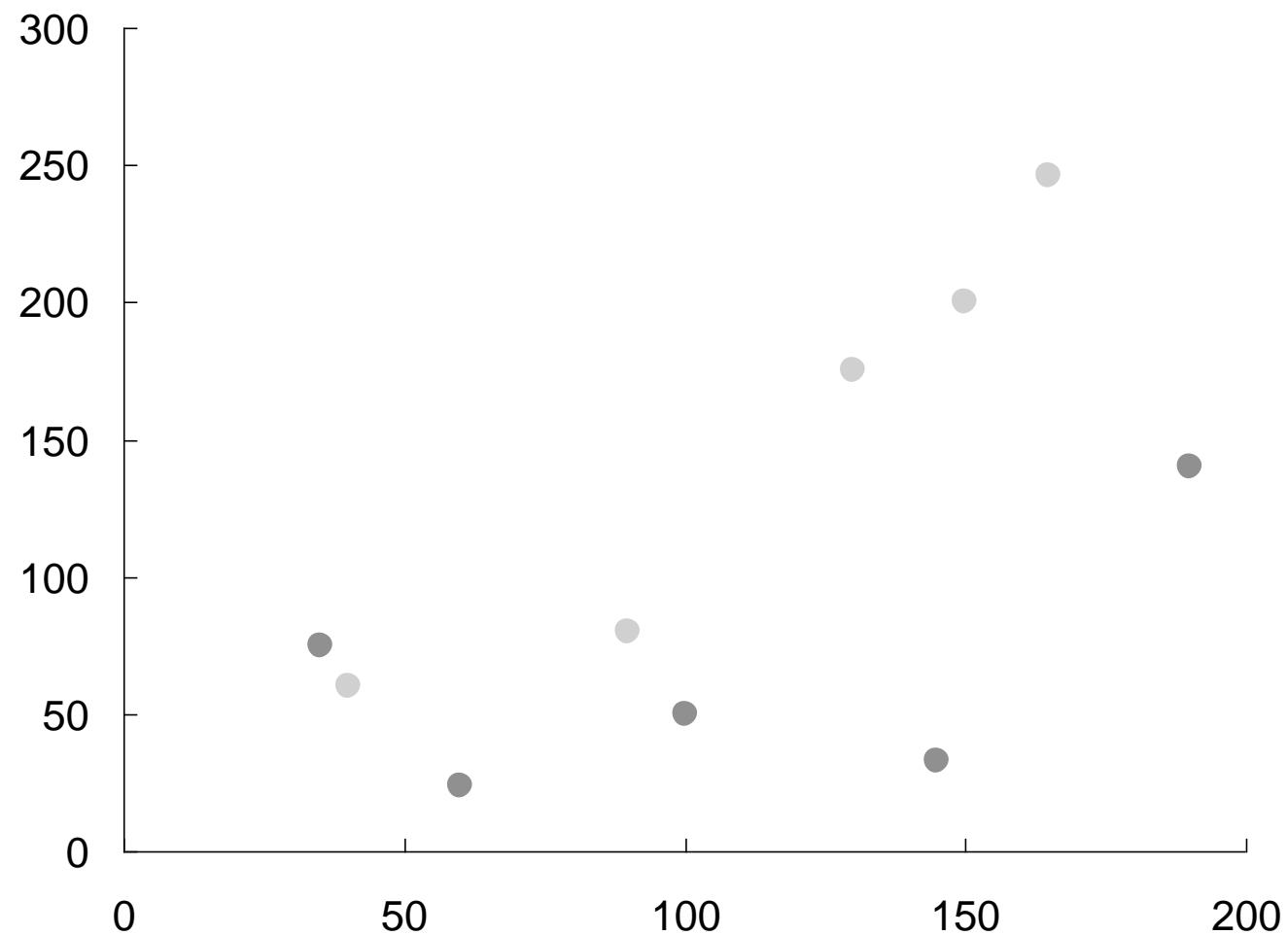


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Source: Source

SCATTER X & Y

Unit of measure

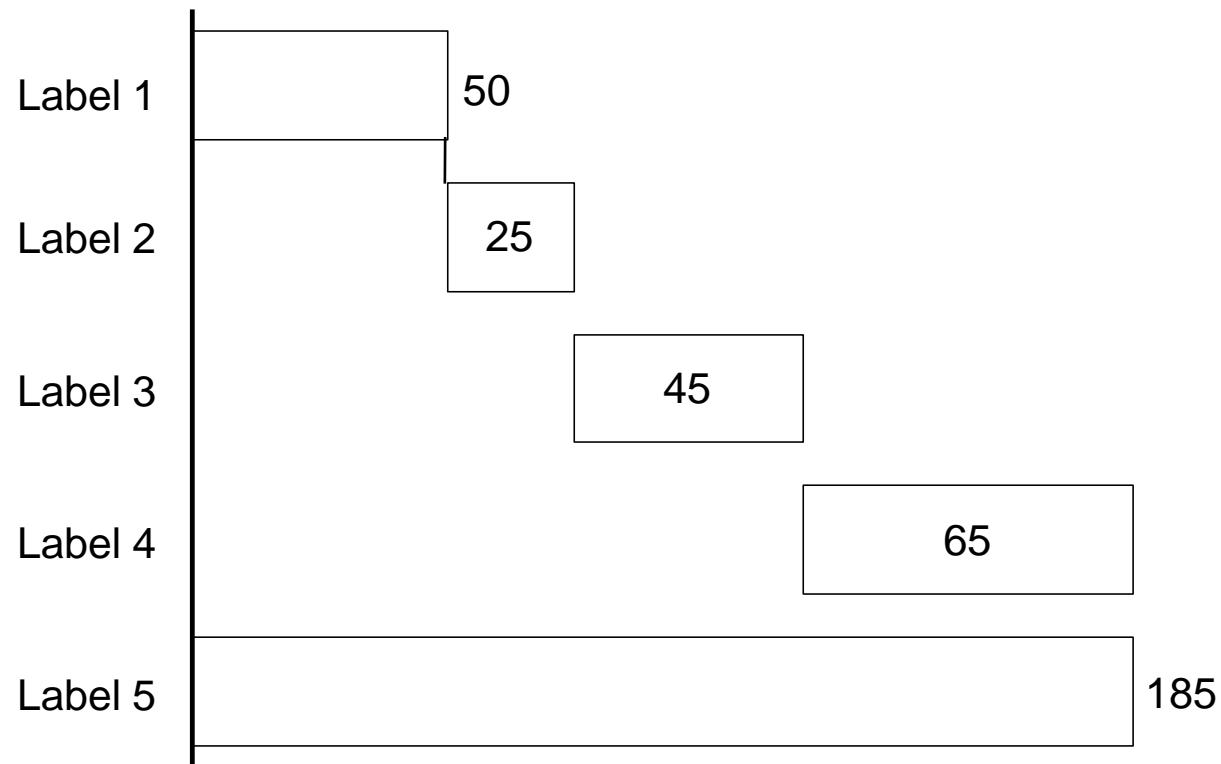


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Source: Source

WATERFALL BAR

Unit of measure



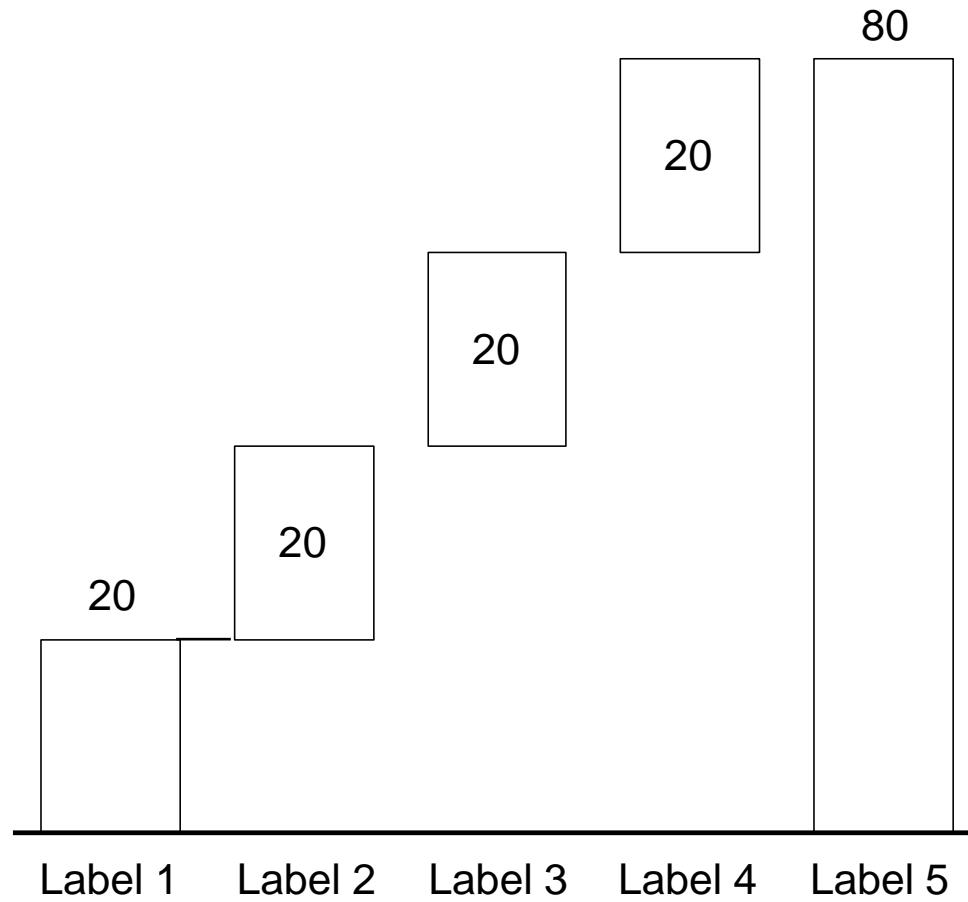
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144

WATERFALL COLUMN

Unit of measure



* Footnote

CONFIDENTIAL

Frequently Used Template

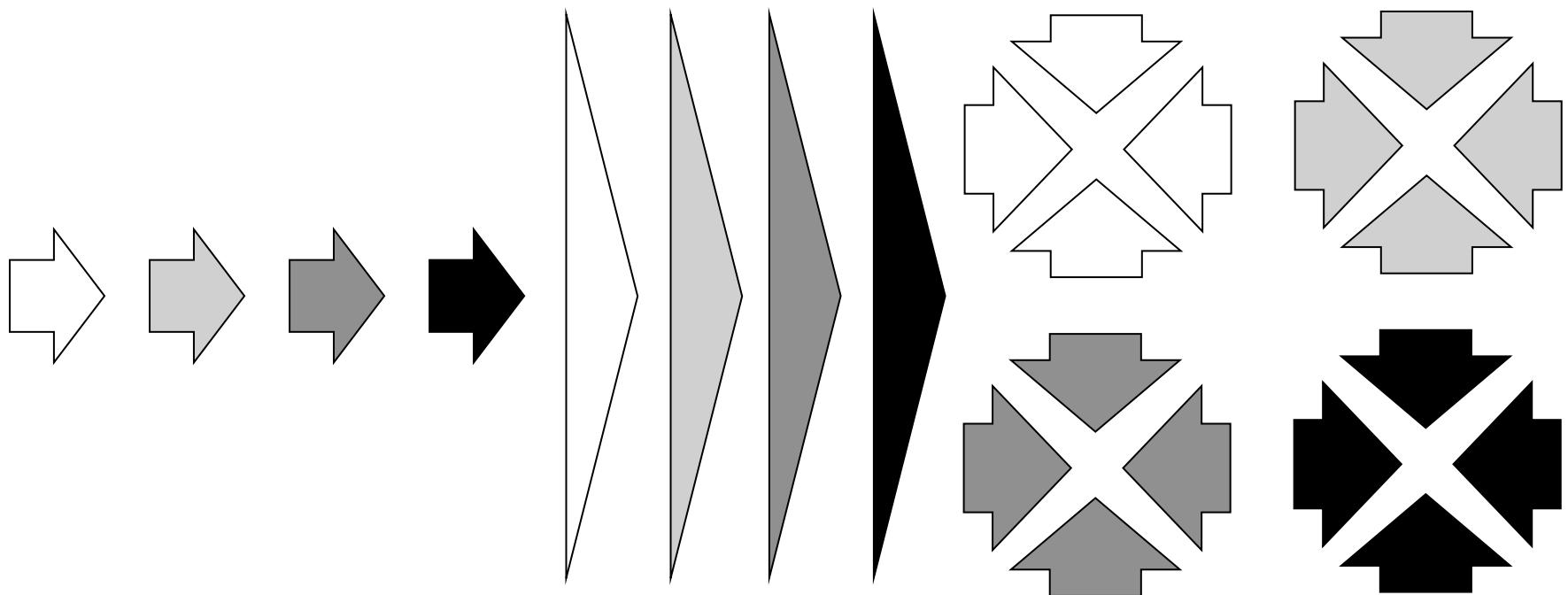
Named Objects

Template
June 2002

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ARROWS

Unit of measure



* Footnote

Source: Source

DISCLAIMERS CLIENT

Unit of measure

* Footnote

Source: Source

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DISCLAIMERS INTERNAL

Unit of measure

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DISCLAIMERS PRESENTATION

Unit of measure

* Footnote

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LEGENDS

Unit of measure

-  Legend
-  Legend
-  Legend

* Footnote

Source: Source

MCKINSEY LOGO

Unit of measure

McKinsey & Company

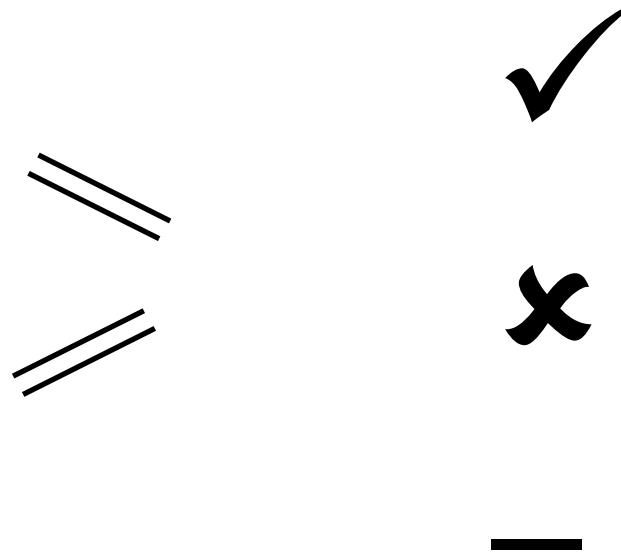
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152

MISC

Unit of measure



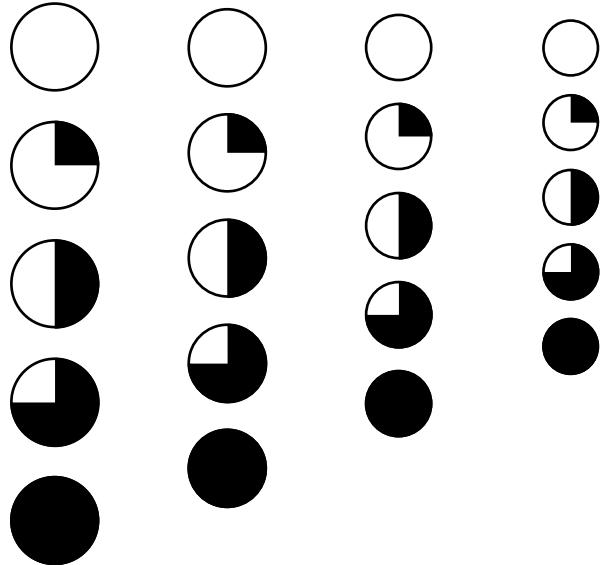
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Source: Source

MOONS

Unit of measure

- Legend
- Legend
- Legend



- Low
- Medium
- High

- Low
- Medium
- High

* Footnote

Source: Source

Unit of measure

ILLUSTRATIVE

CONFIDENTIAL

PRELIMINARY

DRAFT

ESTIMATE

EXAMPLE

FOR DISCUSSION ONLY

FOR DISCUSSION

* Footnote

STICKER OTHER

Unit of measure

DISCUSSION DRAFT

DISGUISED

DRAFT FOR DISCUSSION

SAMPLE

CONCEPTUAL

PROPOSED

PRELIMINARY
DRAFT

PRELIMINARY
ESTIMATE

CONFIDENTIAL
DISCUSSION DRAFT

DISGUISED
CLIENT EXAMPLE

ROUGH ESTIMATE

TO BE COMPLETED

BACKUP

HYPOTHESIS

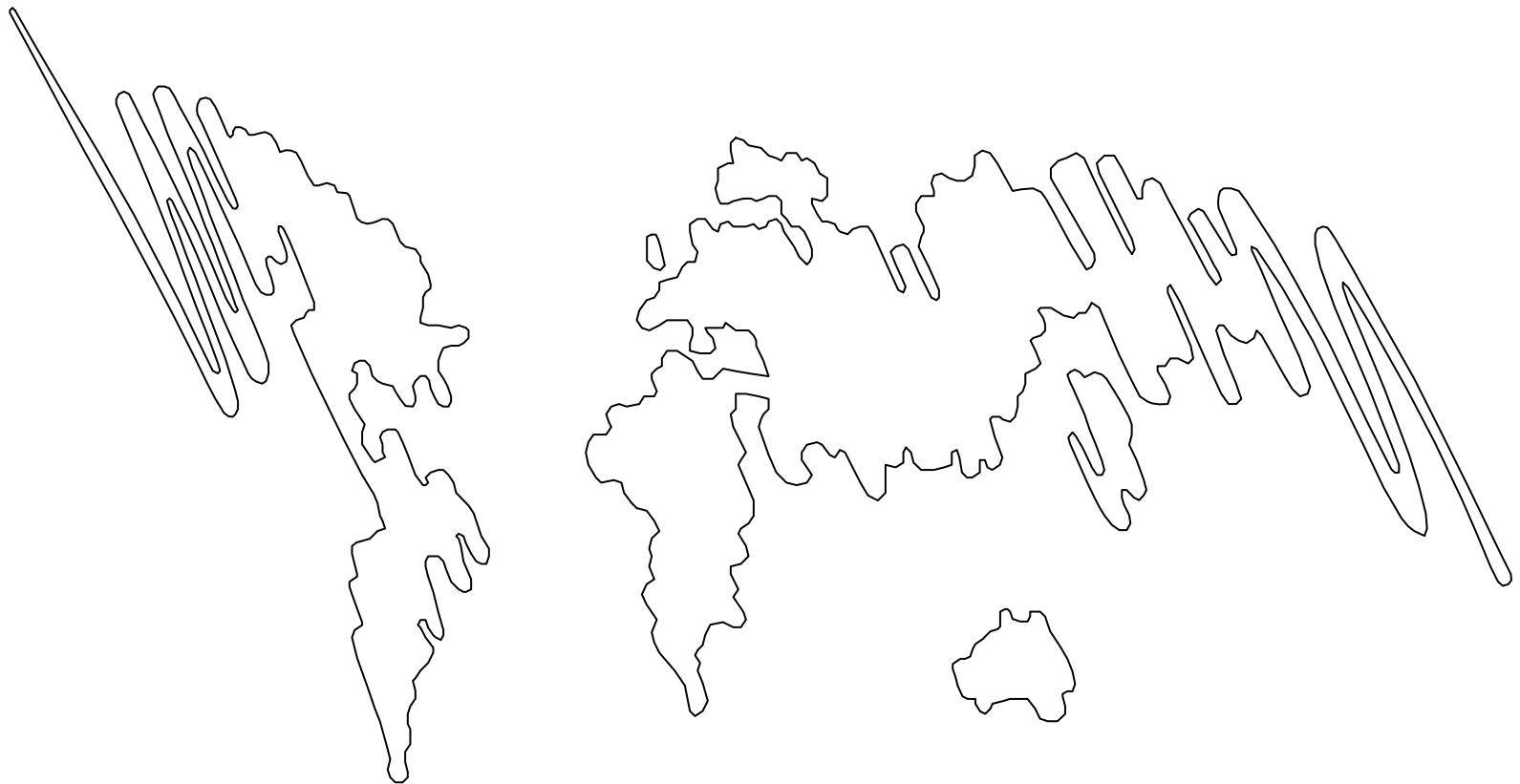
STRAW MAN

REVISED

* Footnote

WORLD MAP

Unit of measure



* Footnote

Source: Source

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Frequently Used Template

Text

Template
June 2002

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PPT TABLE 2

Unit of measure

Heading

Heading

Text

Text

* Footnote

PPT TABLE 3

Unit of measure

Heading

Heading

Heading

Text

Text

Text

* Footnote

PPT TABLE 4

Unit of measure

Heading	Heading	Heading	Heading
Text	Text	Text	Text

* Footnote

PPT TABLE 5

Unit of measure

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Text	Text	Text	Text	Text

* Footnote

Source: Source

PPT TABLE 6

Unit of measure

Heading	Heading	Heading	Heading	Heading	Heading
Text	Text	Text	Text	Text	Text

* Footnote

Source: Source

CONFIDENTIAL

Frequently Used Template

SEO VA

Template
June 2002

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Unit of measure



- Text



- Text



- Text

* Footnote

Unit of measure

Title

- Text

Title

- Text



* Footnote

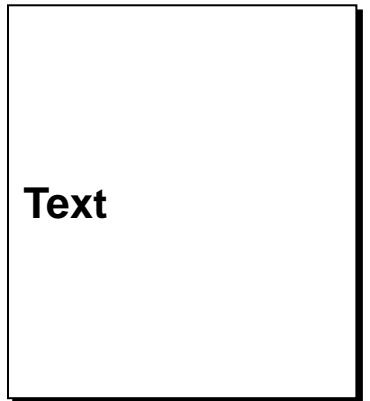
Unit of measure

Title

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Title

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* Footnote

EXHIBIT TITLE

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Text

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Text

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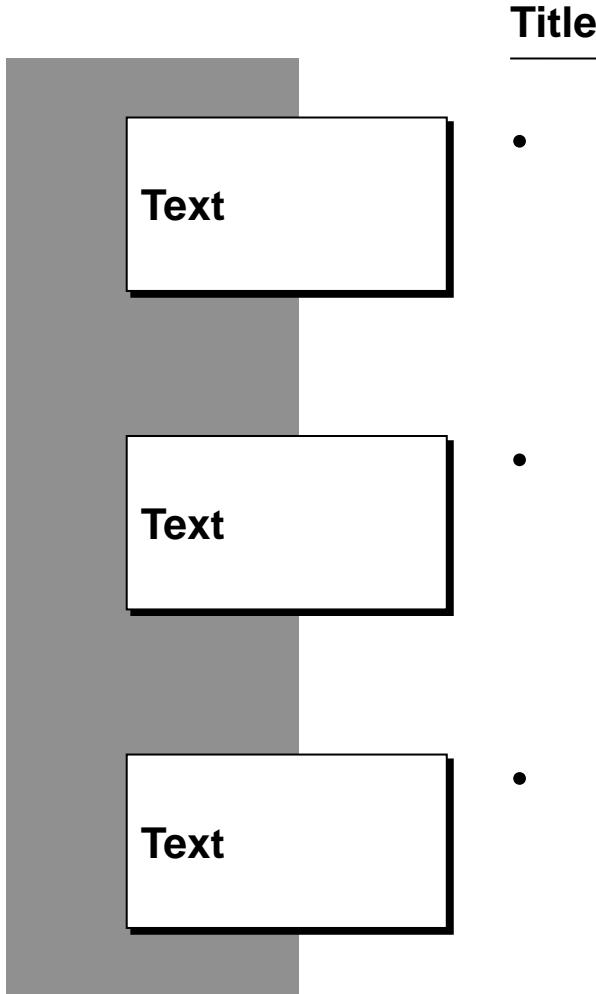


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EXHIBIT TITLE



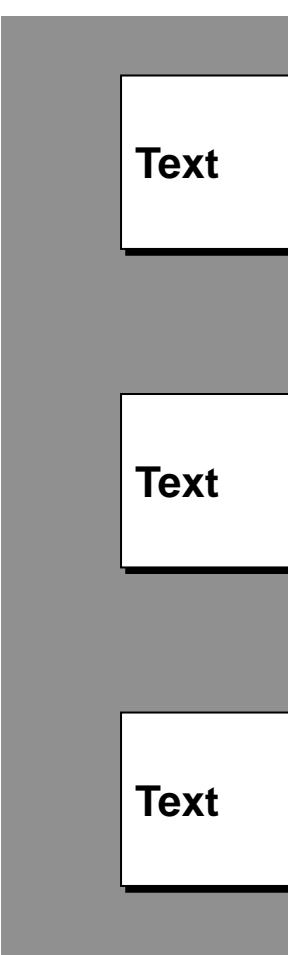
Title

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EXHIBIT TITLE



Title

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EXHIBIT TITLE

Title	Title	Title
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* Footnote

Source: Source

2 COLUMN

Title

- Text

Title

- Text

* Footnote

3 COLUMN

Title

- Text

Title

- Text

Title

- Text

* Footnote

4 COLUMN

Title

- Text

Title

- Text

Title

- Text

Title

- Text

* Footnote

5 COLUMN

Title	Title	Title	Title	Title
• Text				

* Footnote

6 COLUMN

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* Footnote

Source: Source

7 COLUMN

Title		Title				
Title						
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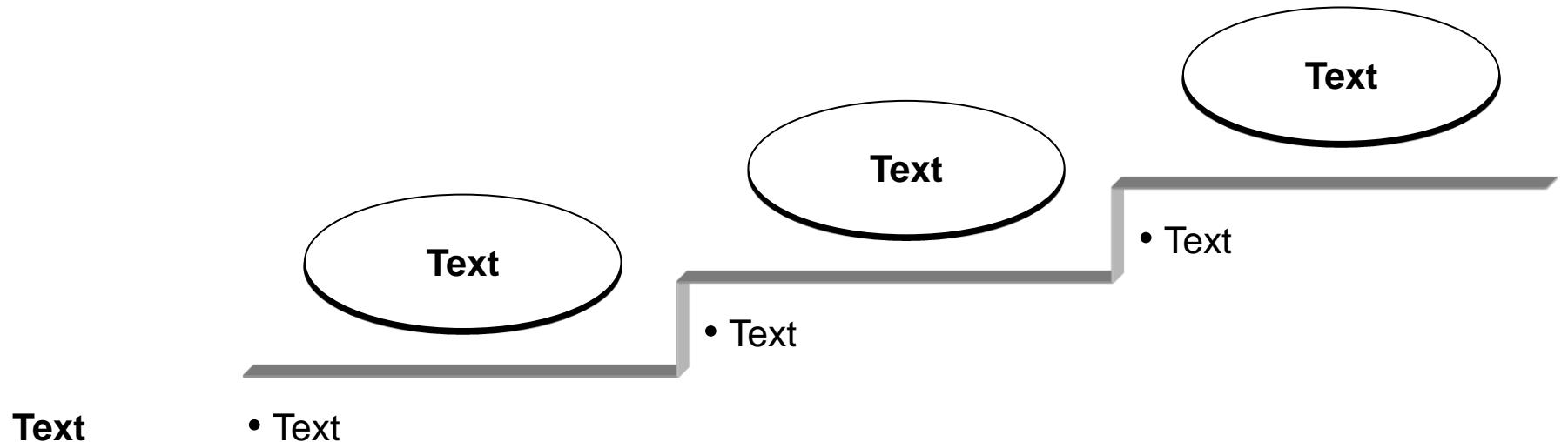
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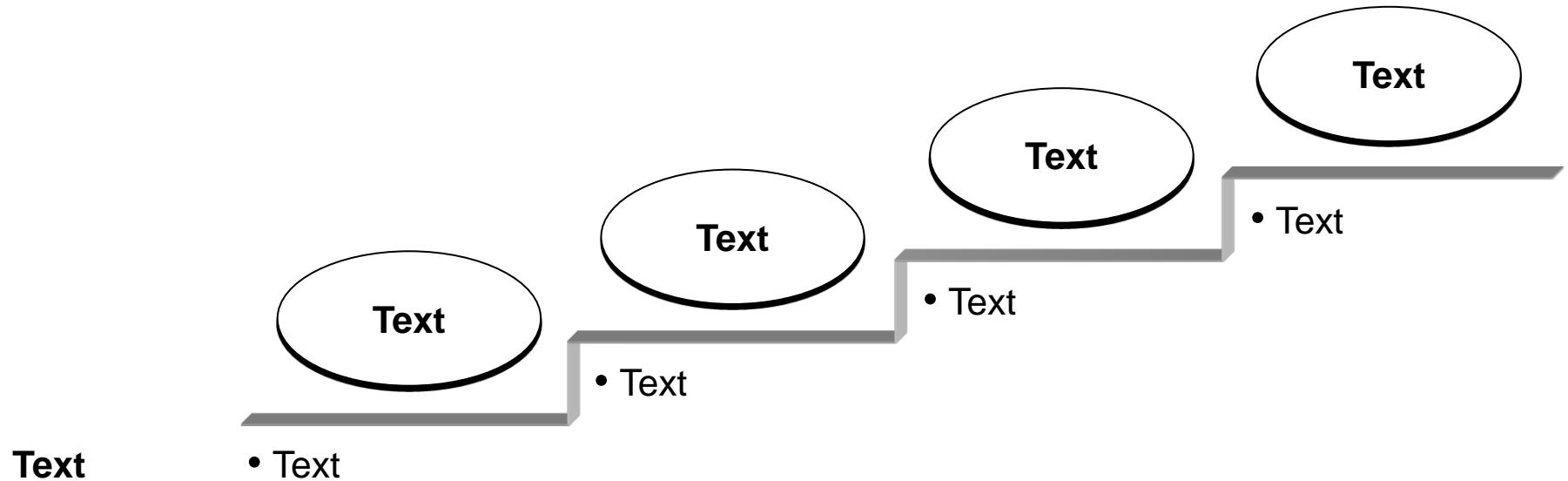
8 COLUMN

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|------|------|------|------|------|------|------|------|
| Text |

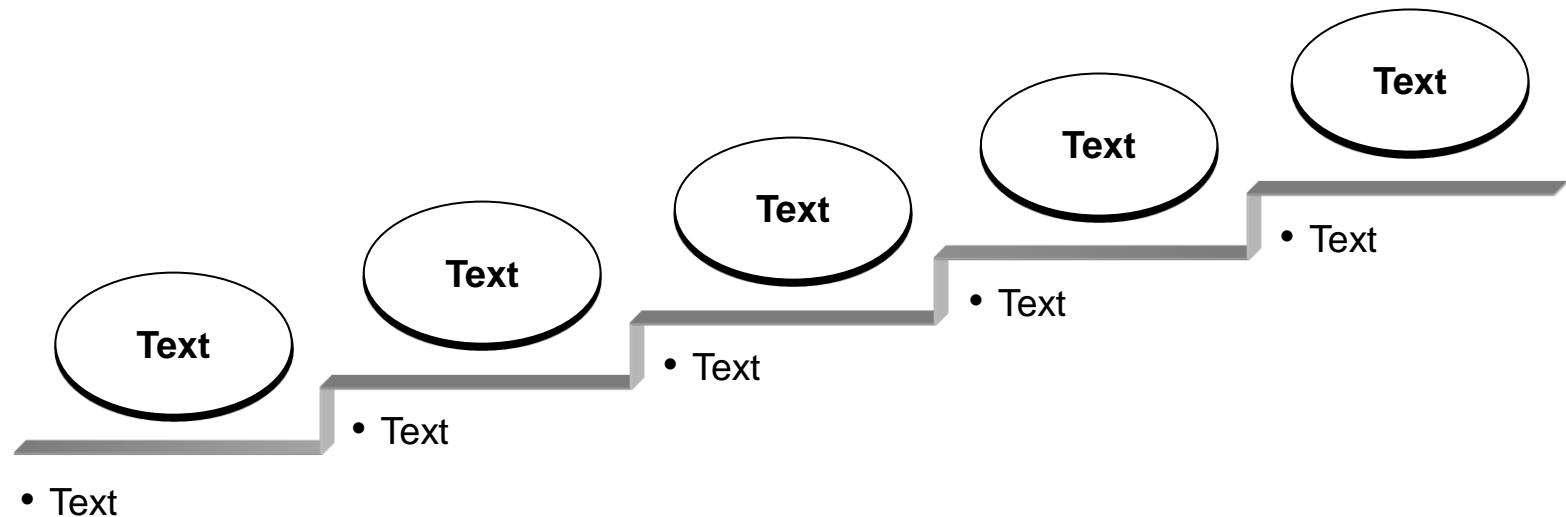
3-STEP



4-STEP

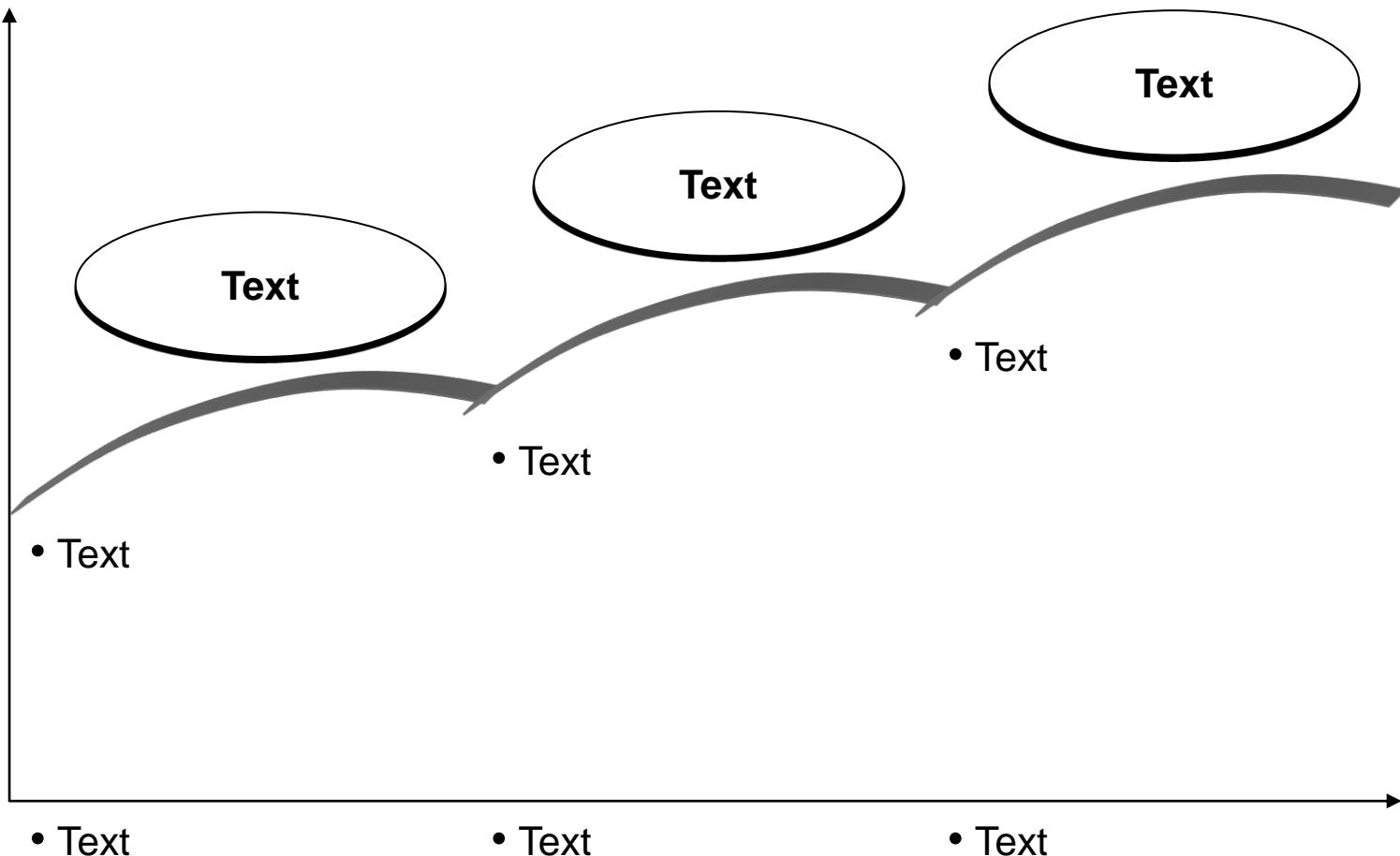


5-STEP



3 HORIZONTAL

Unit of measure



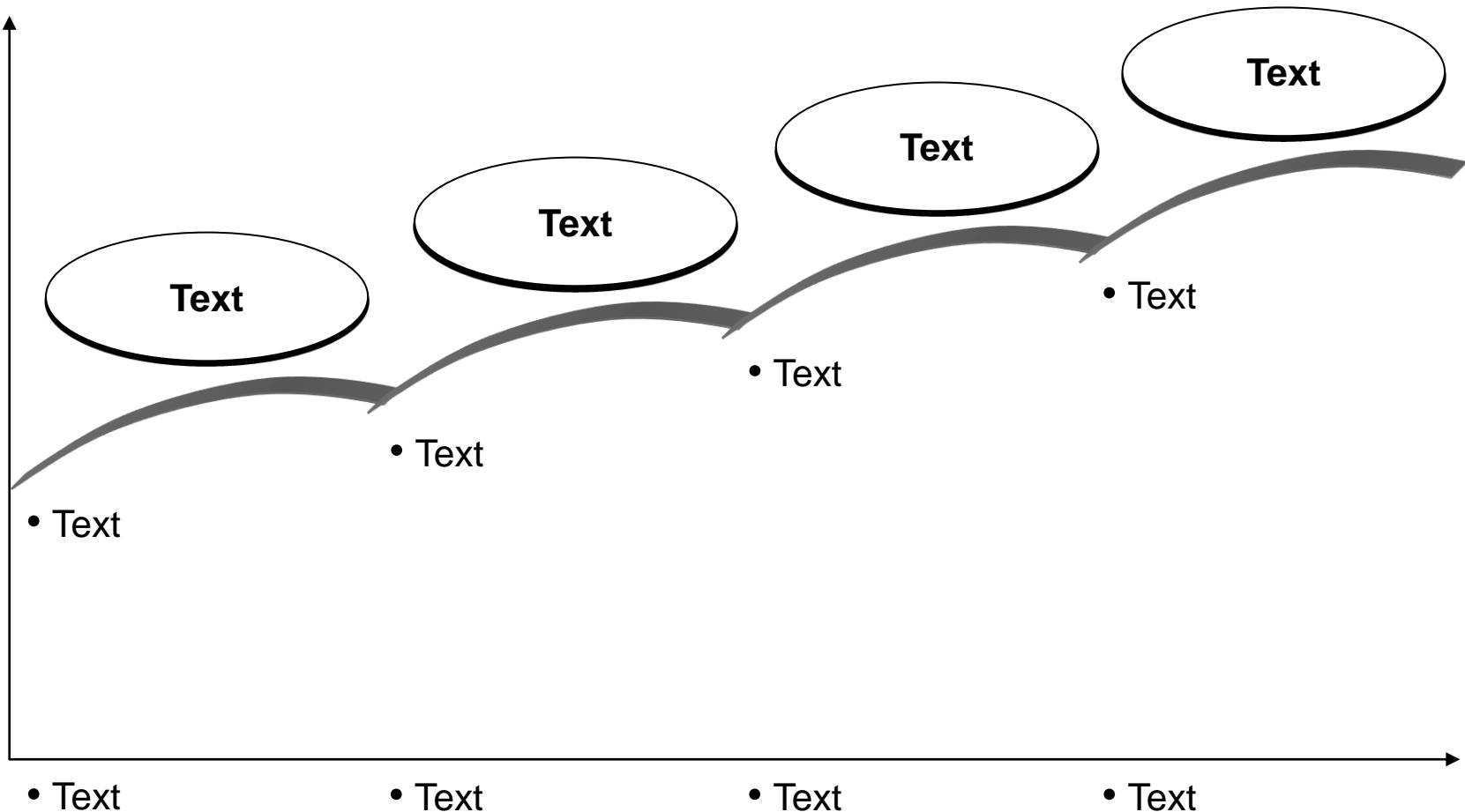
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182

4 HORIZONTAL

Unit of measure

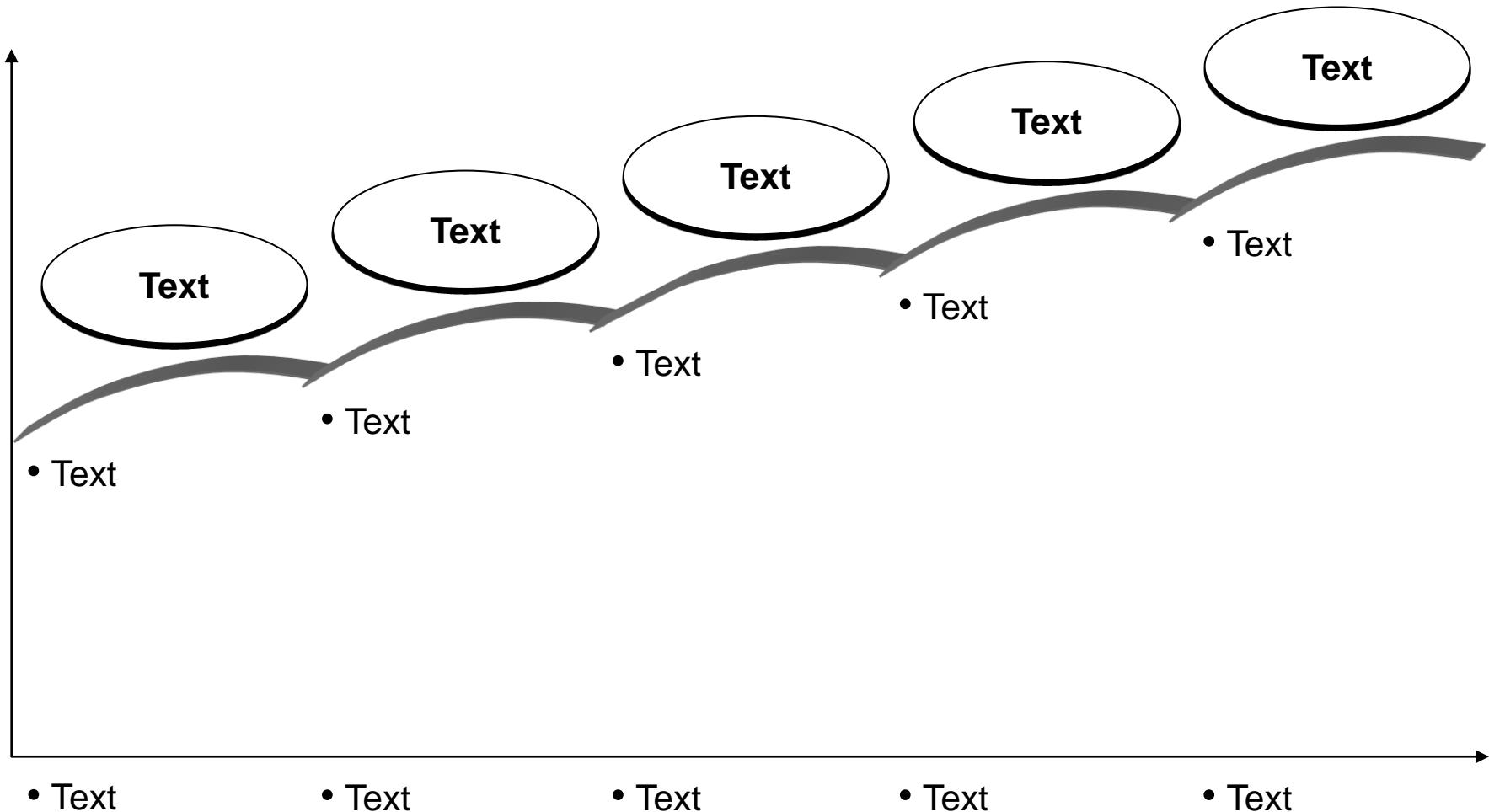


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5 HORIZONTAL

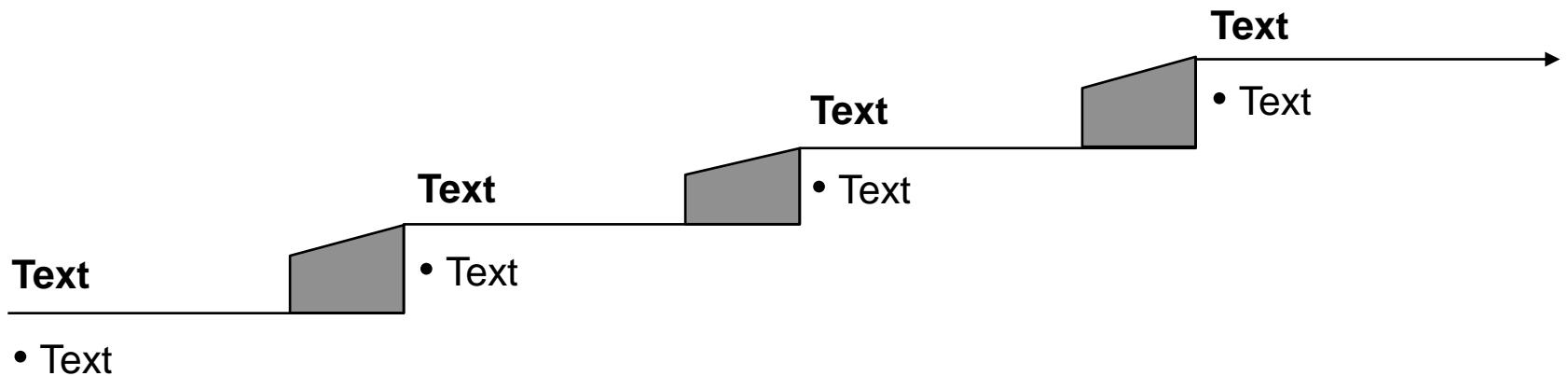
Unit of measure



* Footnote

4-STEP

Unit of measure

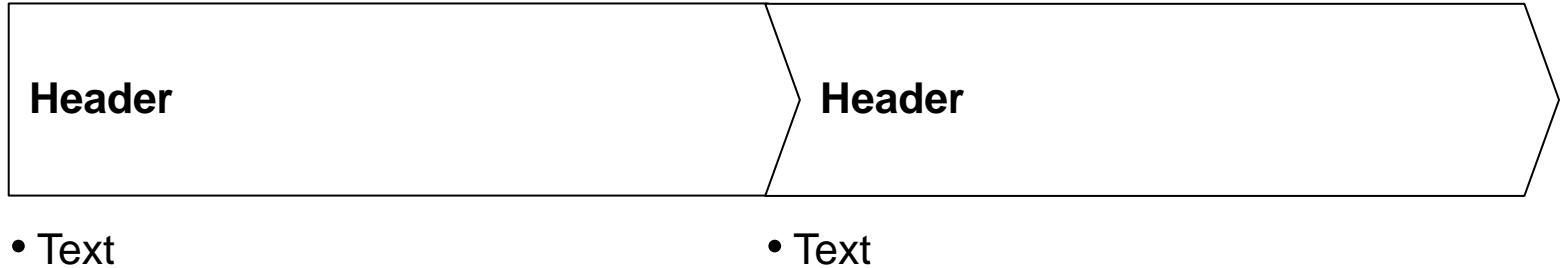


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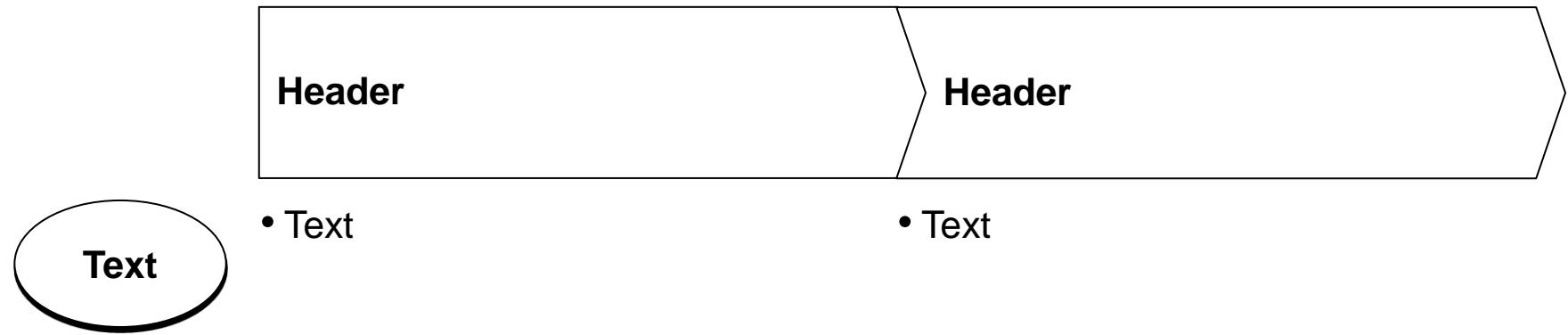
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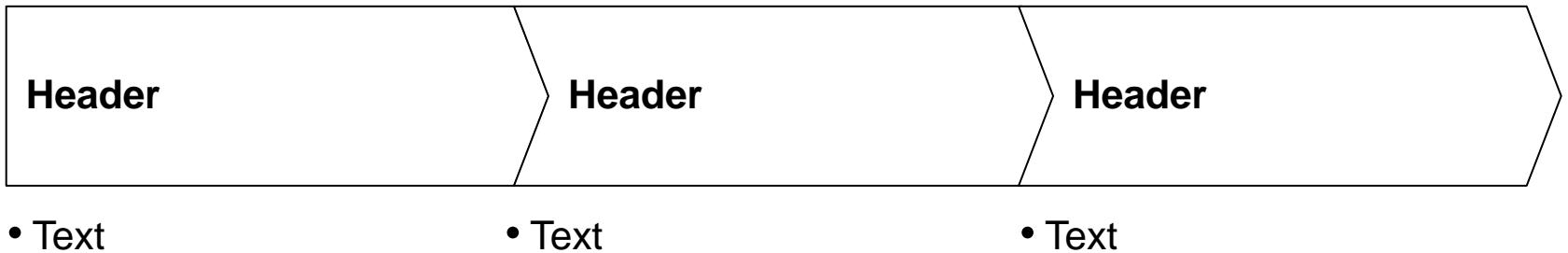
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FLOW 3

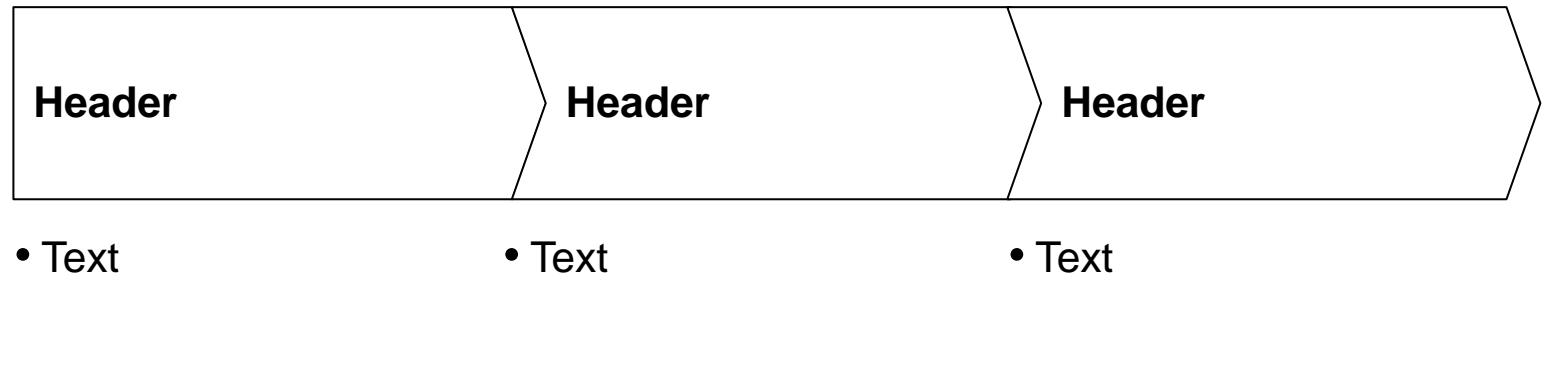
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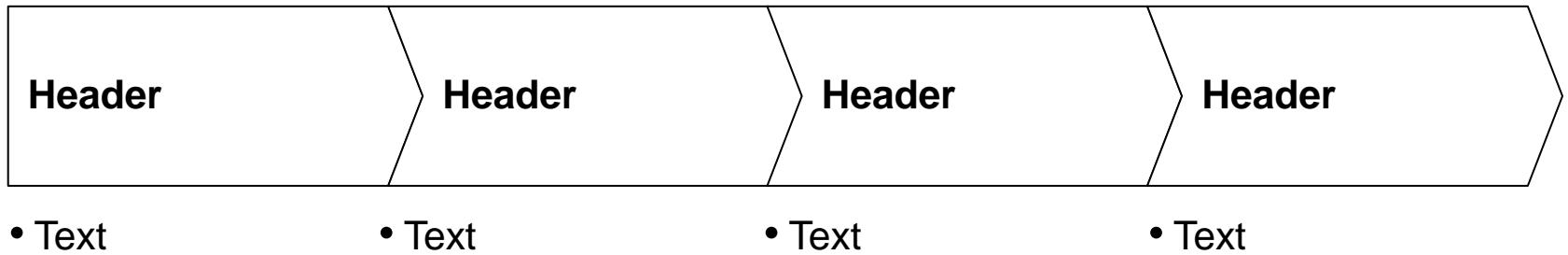
Unit of measure



* Footnote

FLOW 4

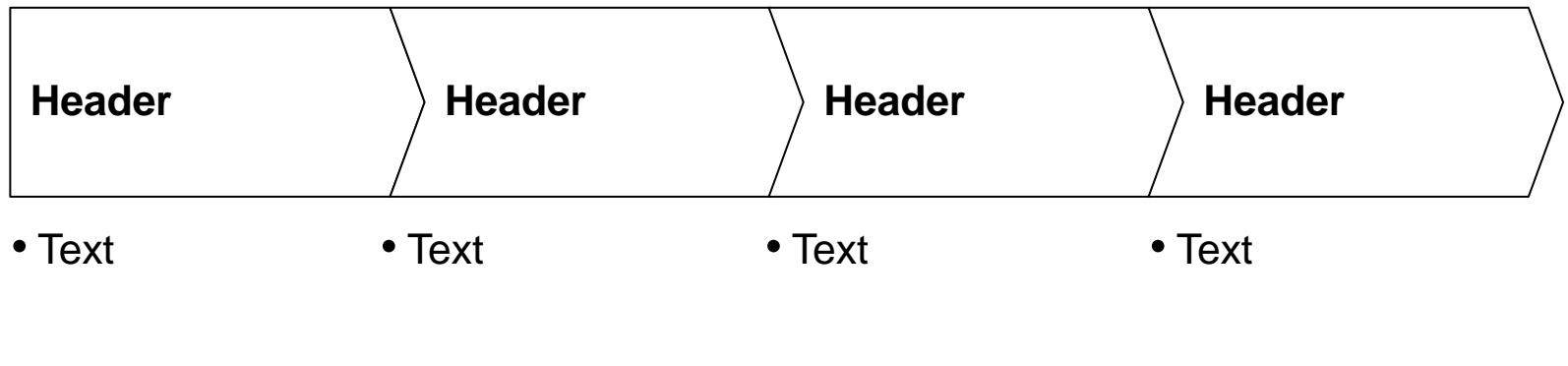
Unit of measure



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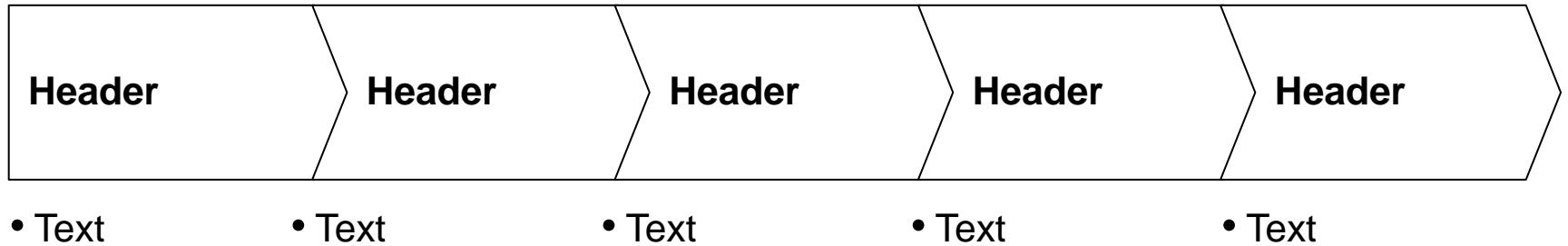
Unit of measure



* Footnote

FLOW 5

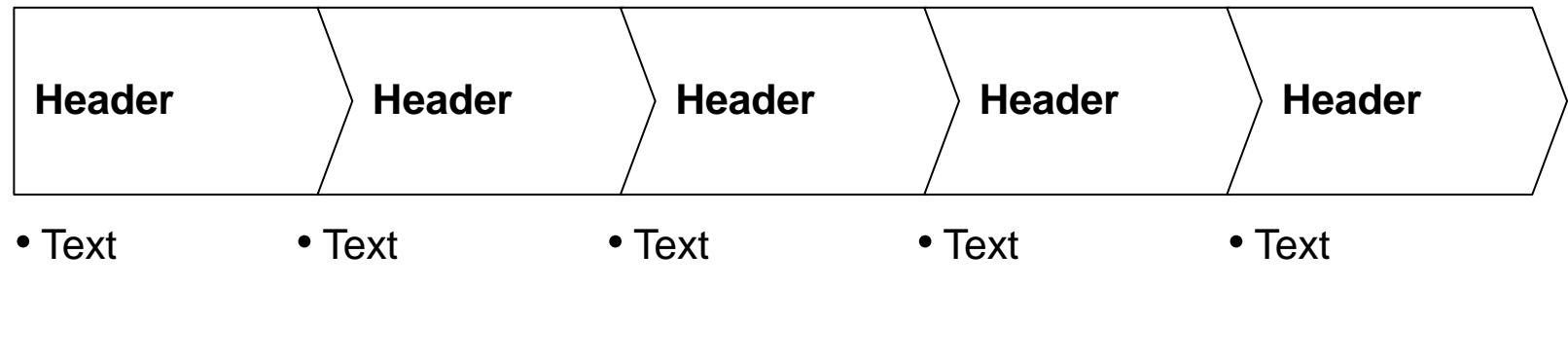
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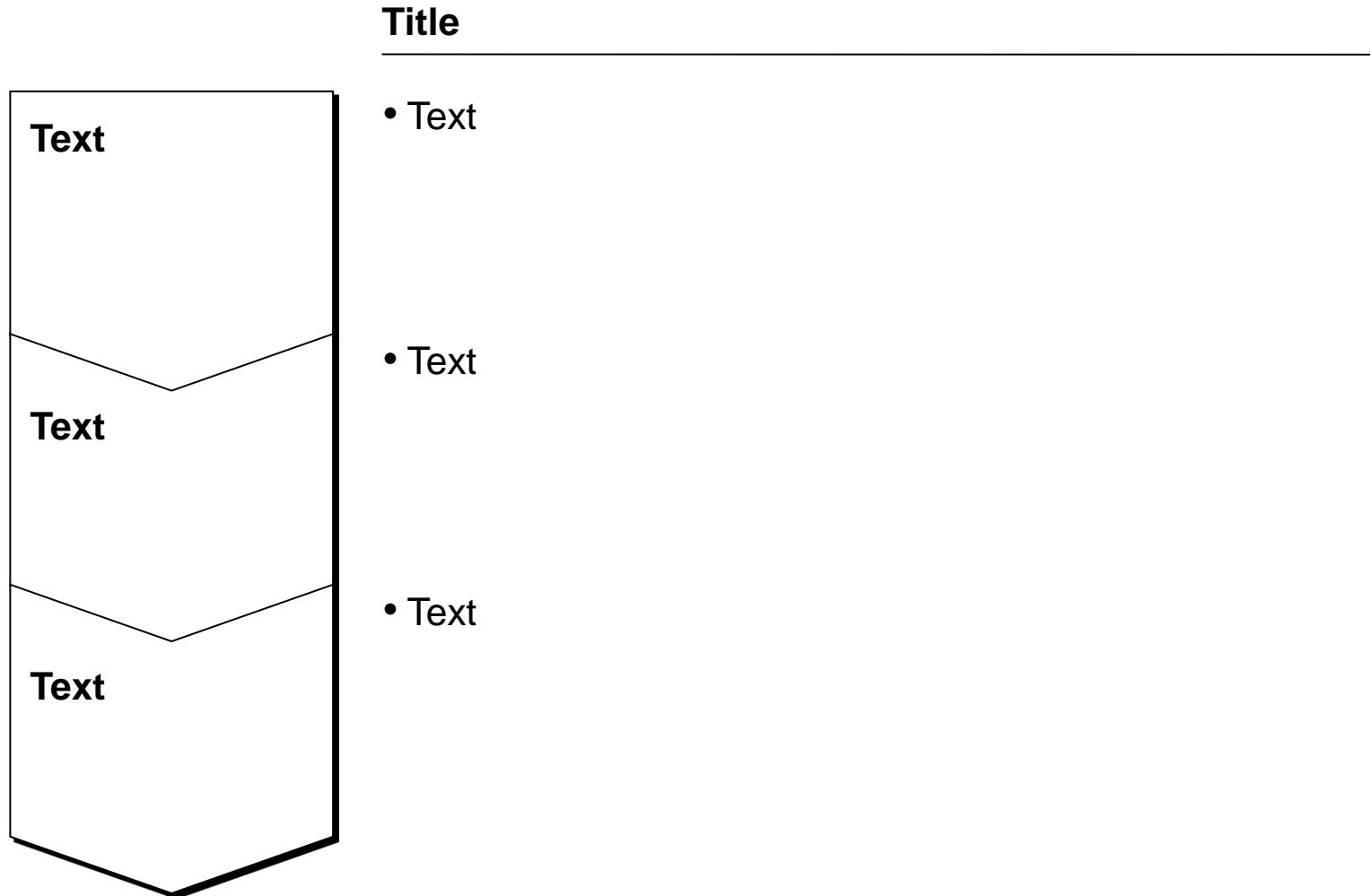
Unit of measure



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HORIZONTAL FLOW 3

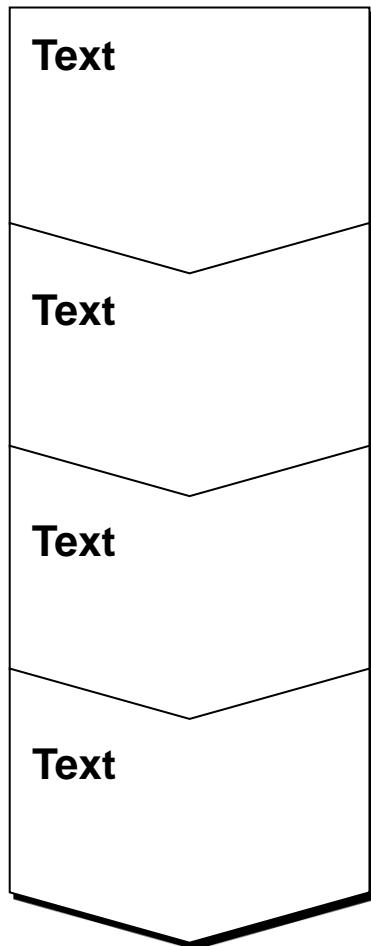
Unit of measure



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HORIZONTAL FLOW 4

Unit of measure

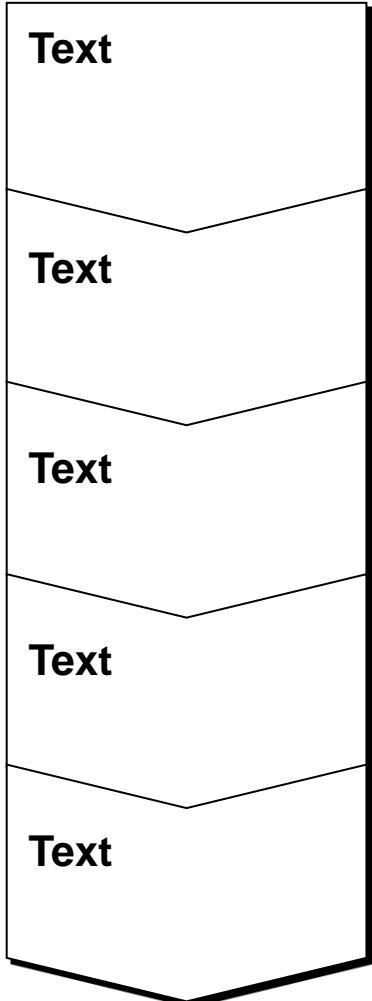


Title

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HORIZONTAL FLOW 5

Unit of measure



Title

- Text
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Title

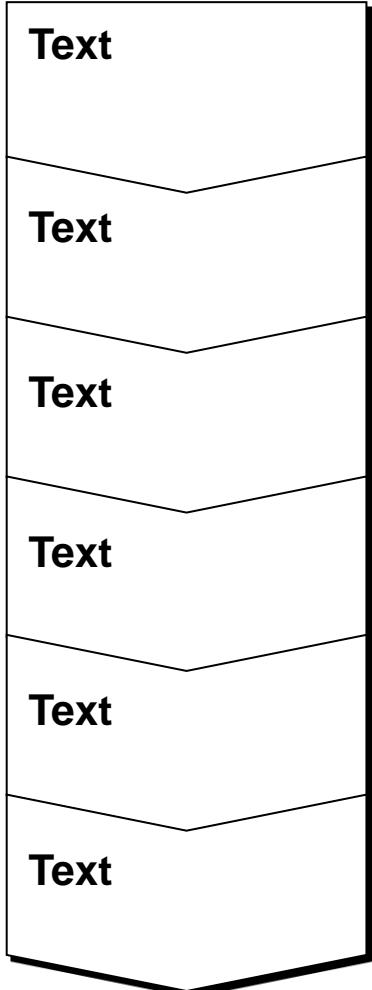
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HORIZONTAL FLOW 6

Unit of measure



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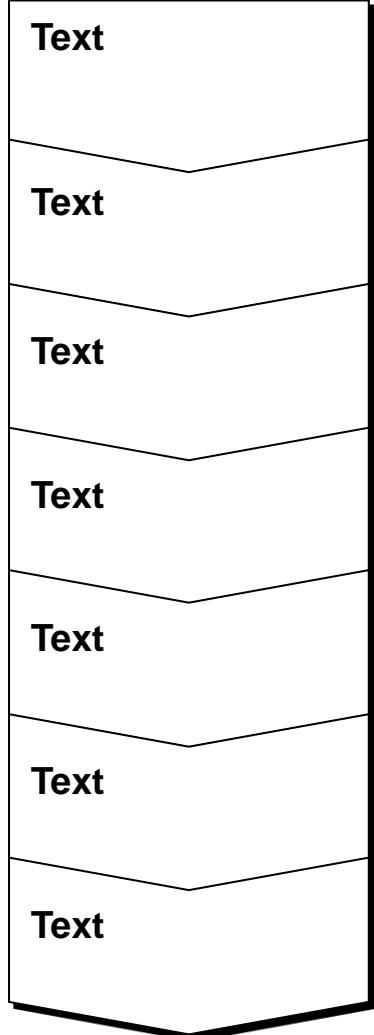
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HORIZONTAL FLOW 7

Unit of measure



Title

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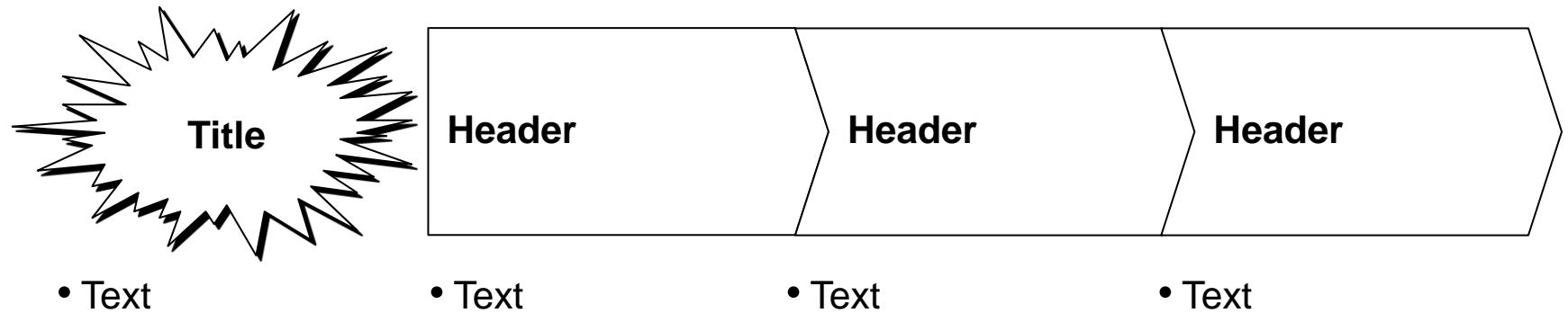
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- Text

* Footnote

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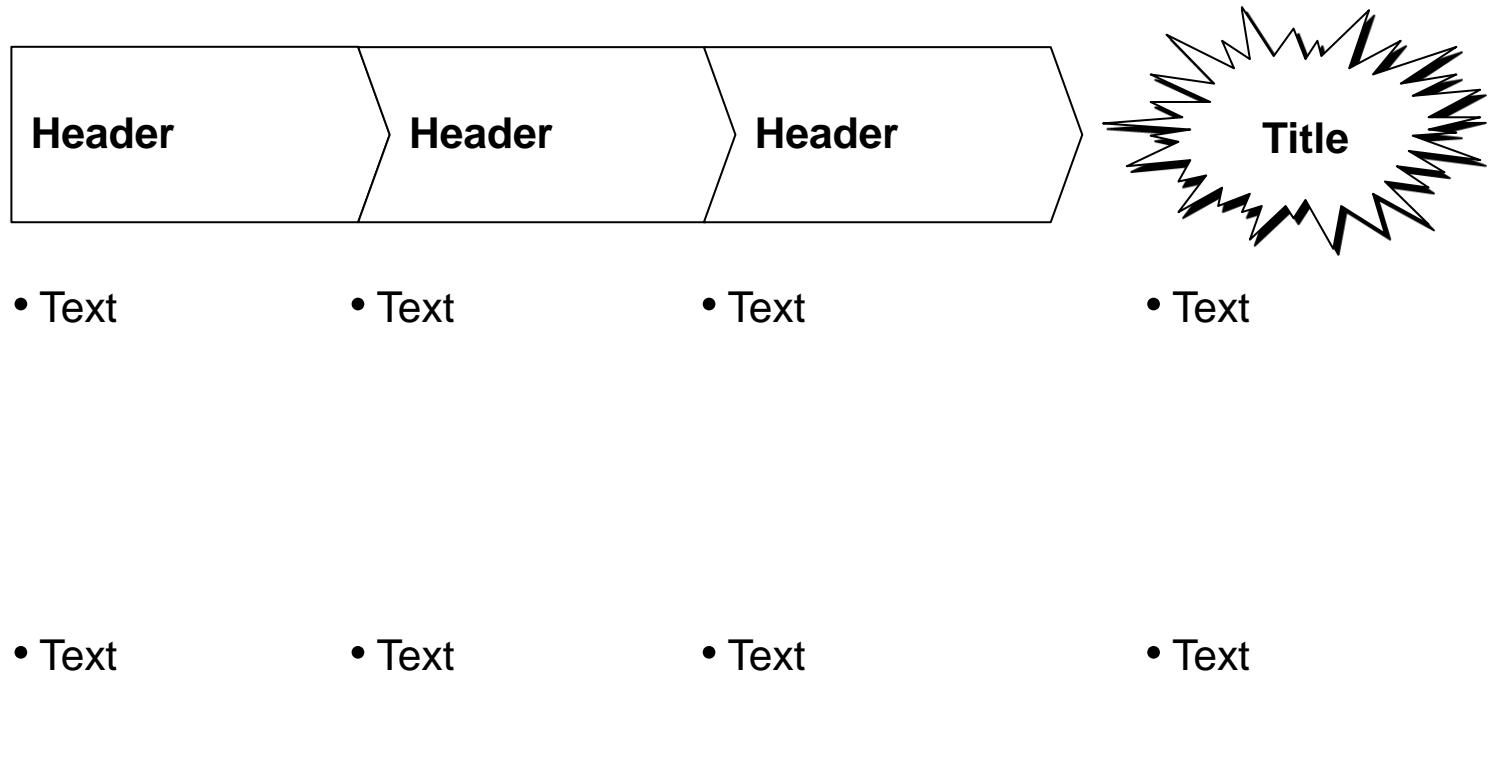
Unit of measure



* Footnote

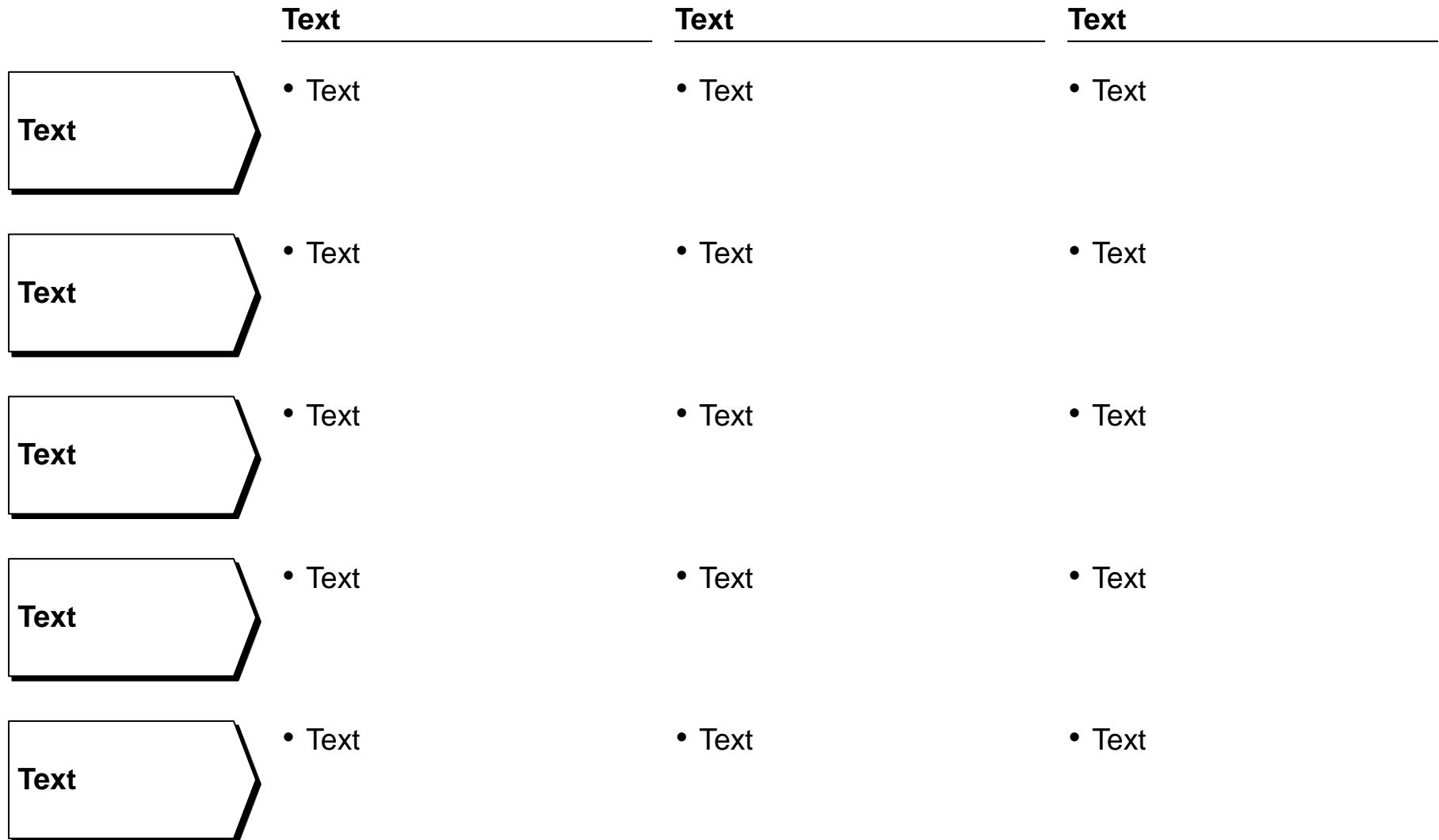
FLOW WITH SHOCK 2

Unit of measure



* Footnote

FLOW WITH 3 COLUMN



* Footnote

FLOW WITH 2 COLUMN

Text

Text

- Text

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Text

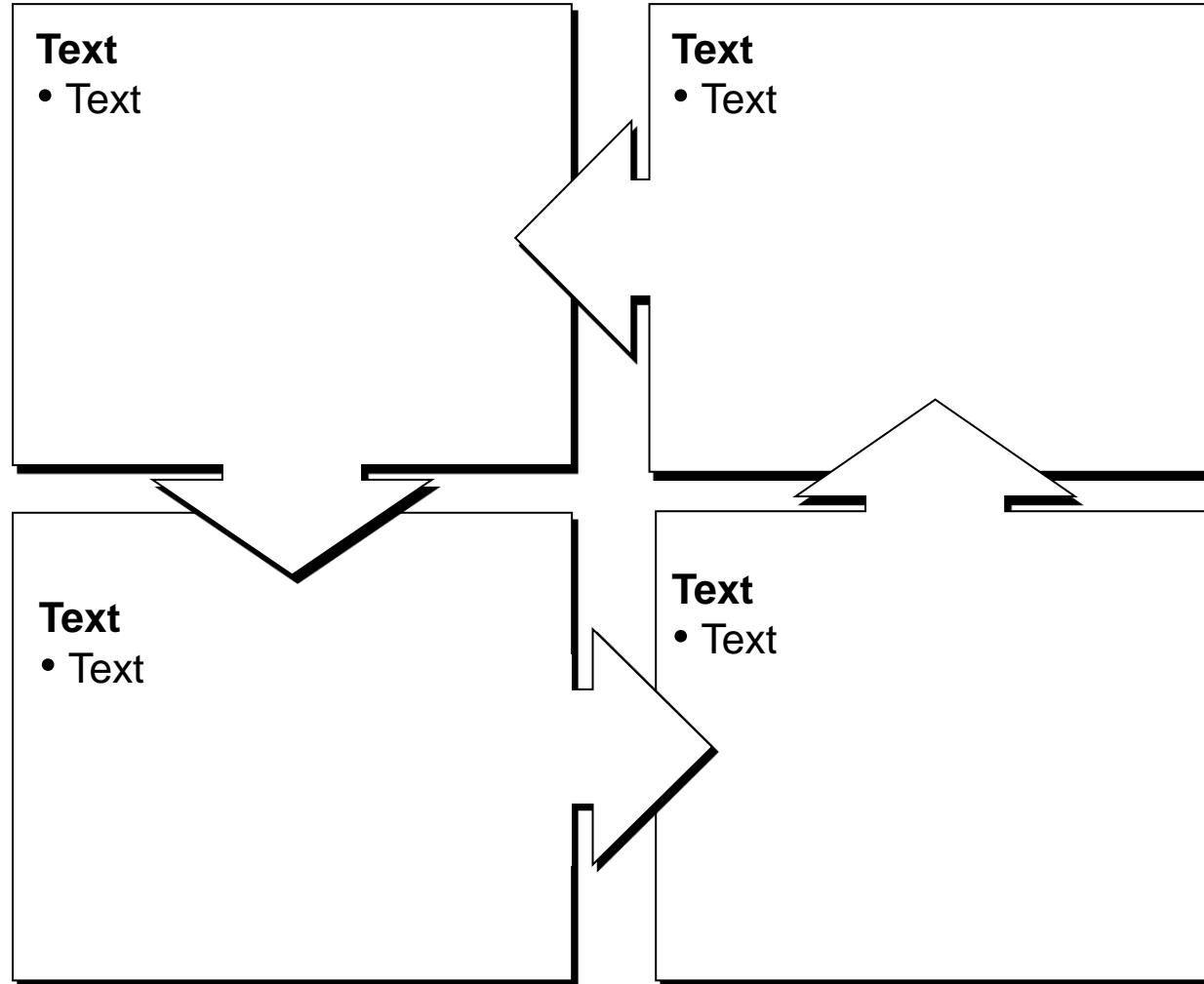
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202

SQUARE FLOW

Unit of measure

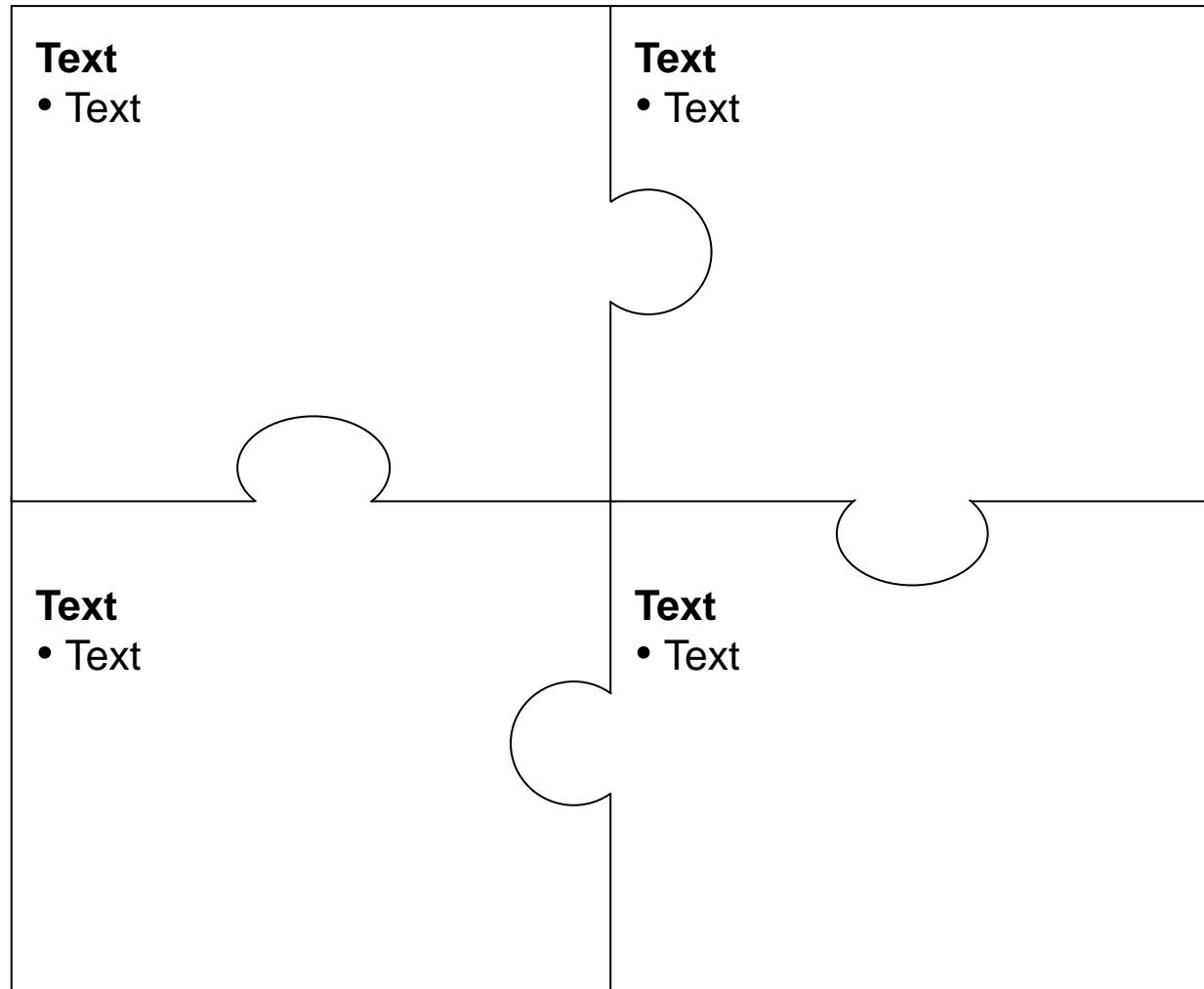


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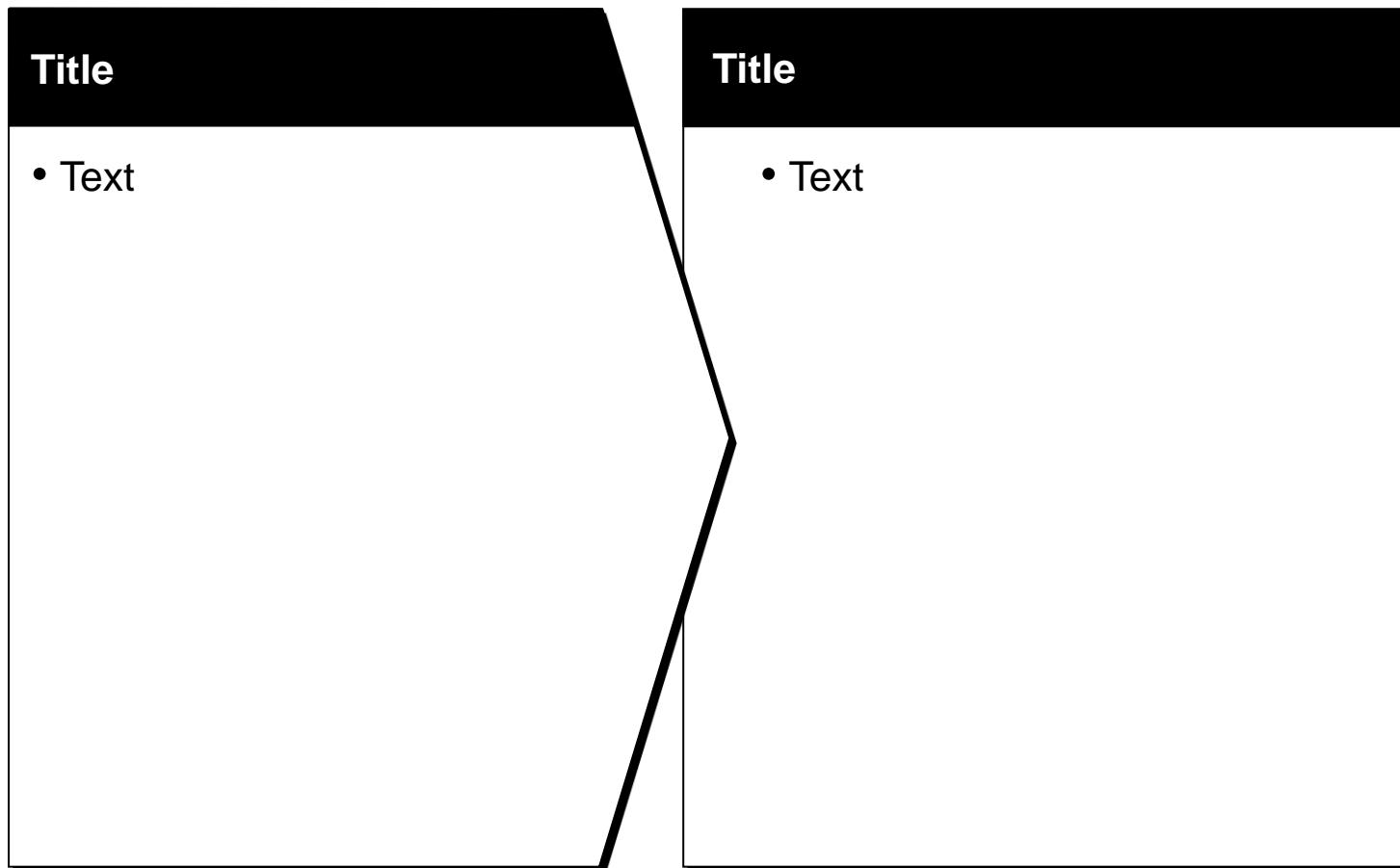
FRAMEWORK

Unit of measure



* Footnote

Unit of measure



* Footnote

Source: Source

205

Unit of measure

Title

- Text

Title

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* Footnote

Unit of measure

Title

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Title

- Text

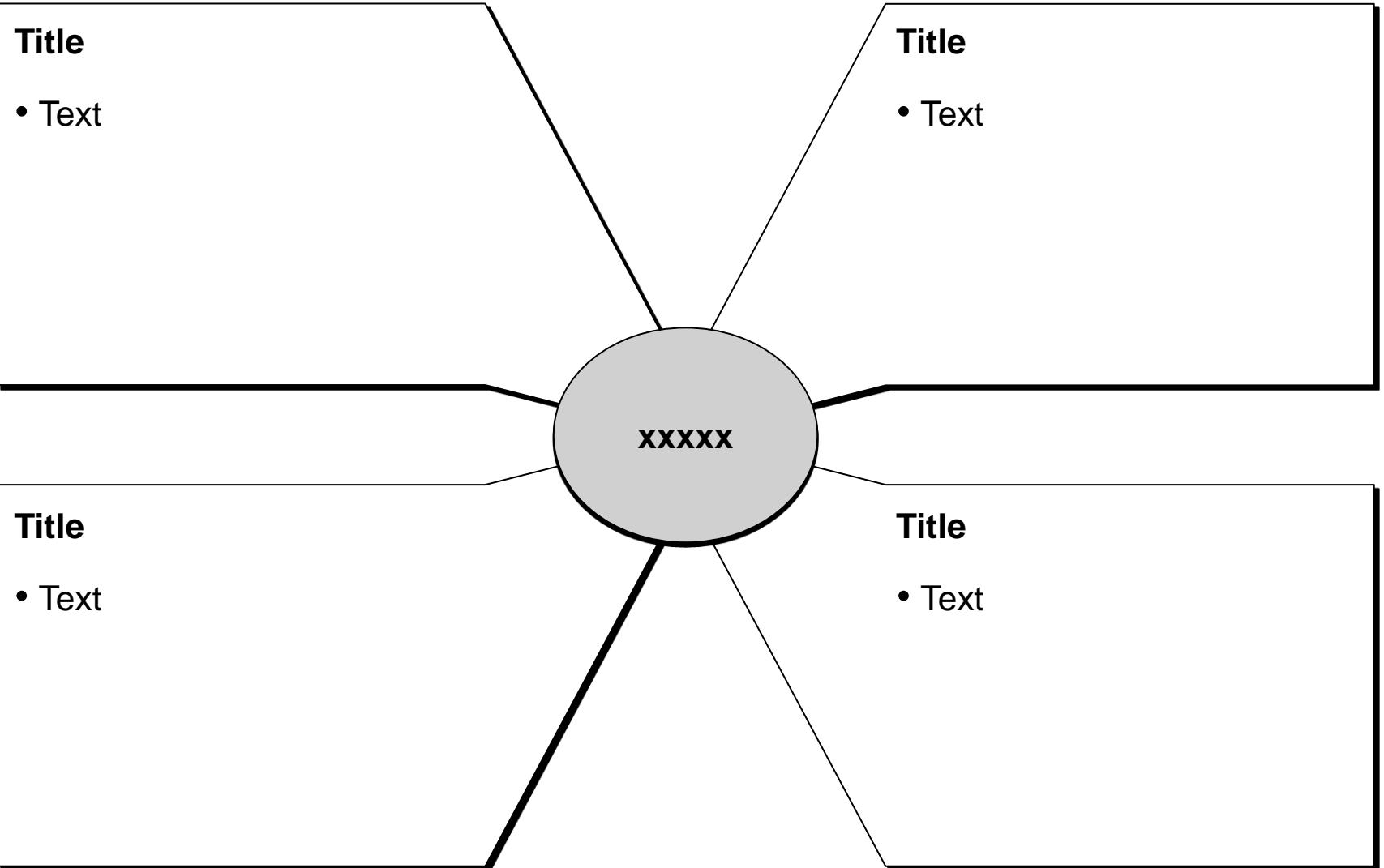
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* Footnote



Unit of measure

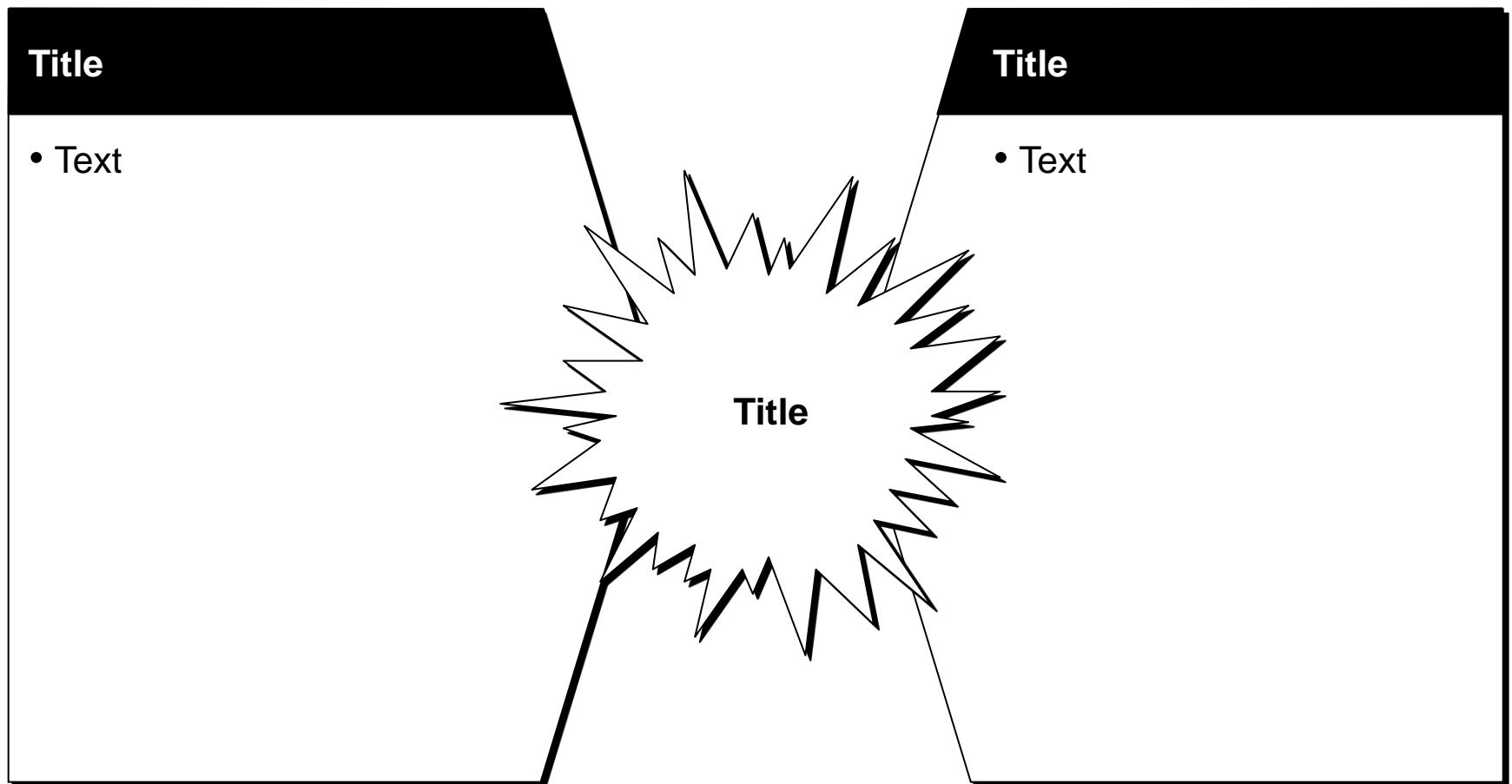
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* Footnote

Source: Source

209

Unit of measure

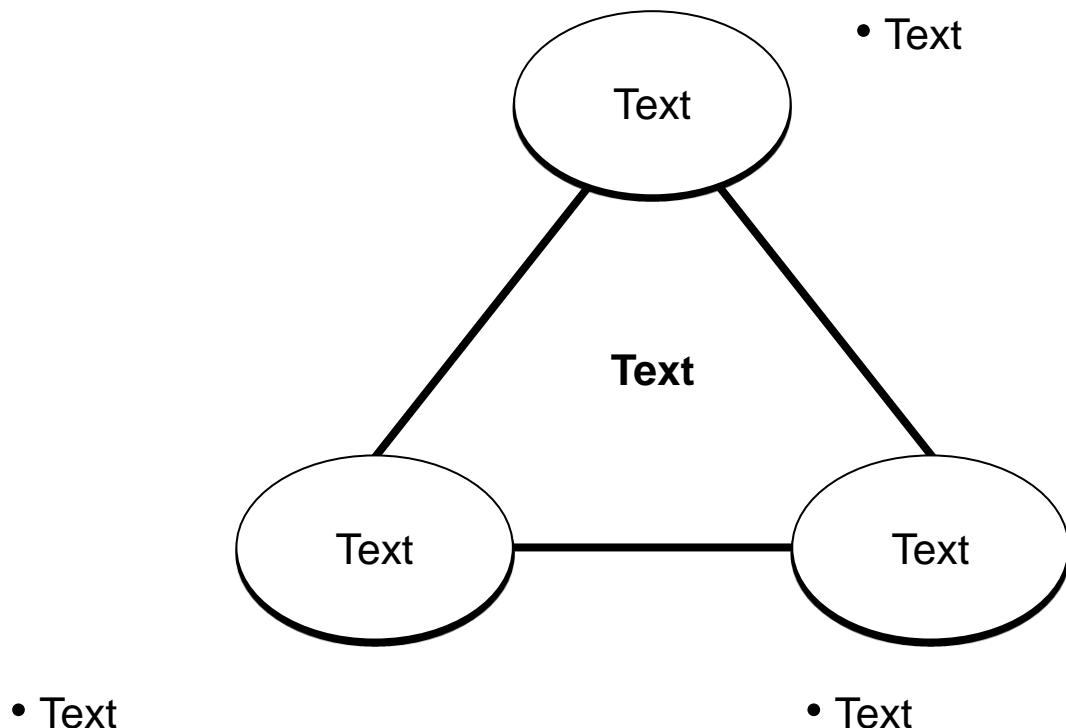


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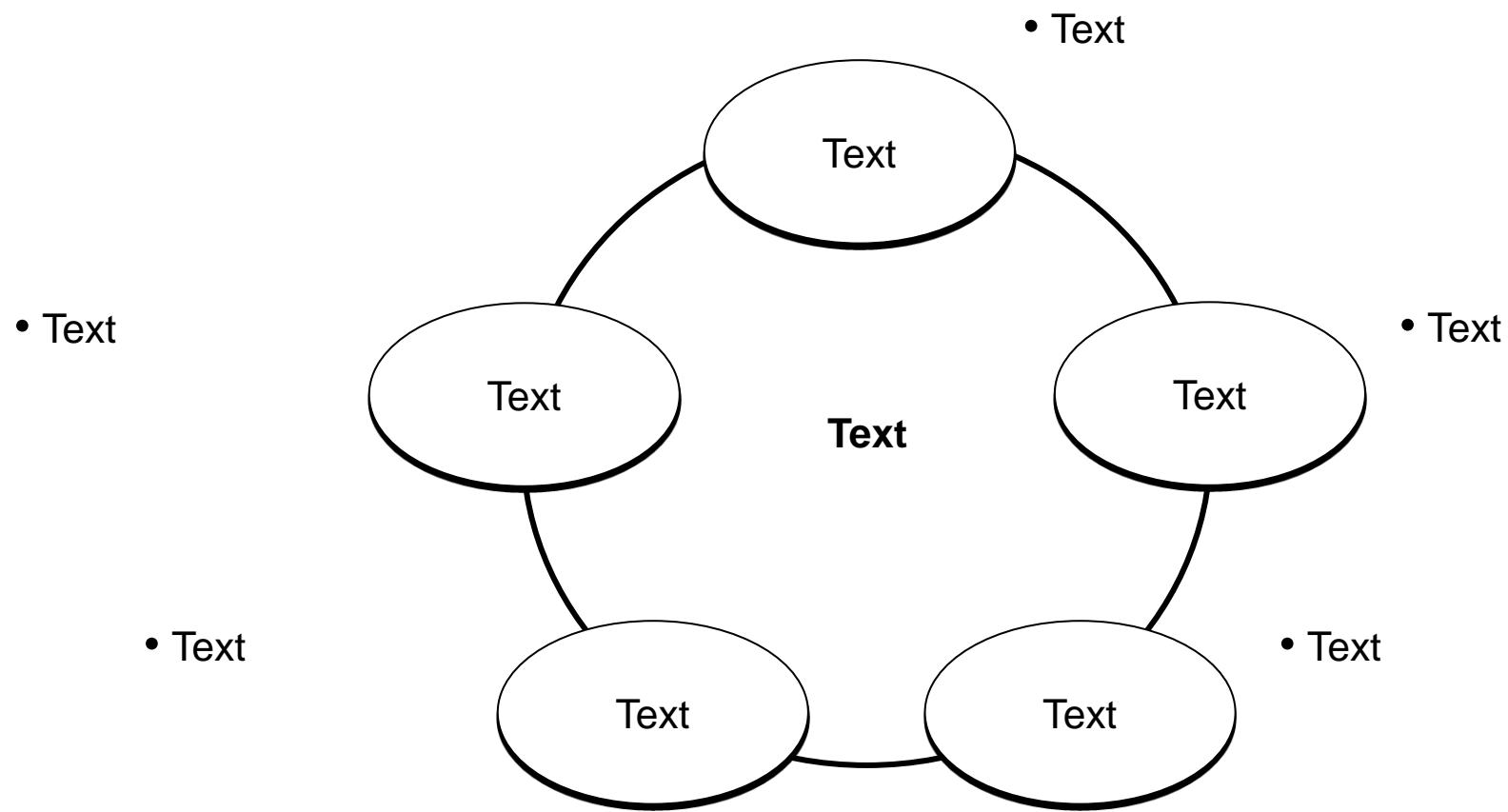
210

Unit of measure



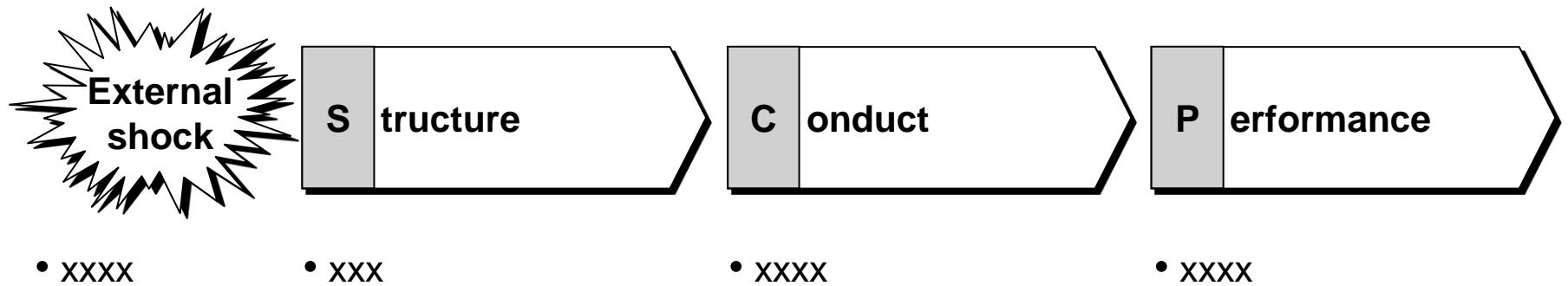
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Unit of measure



* Footnote

SCP



* Footnote

Unit of measure

Text

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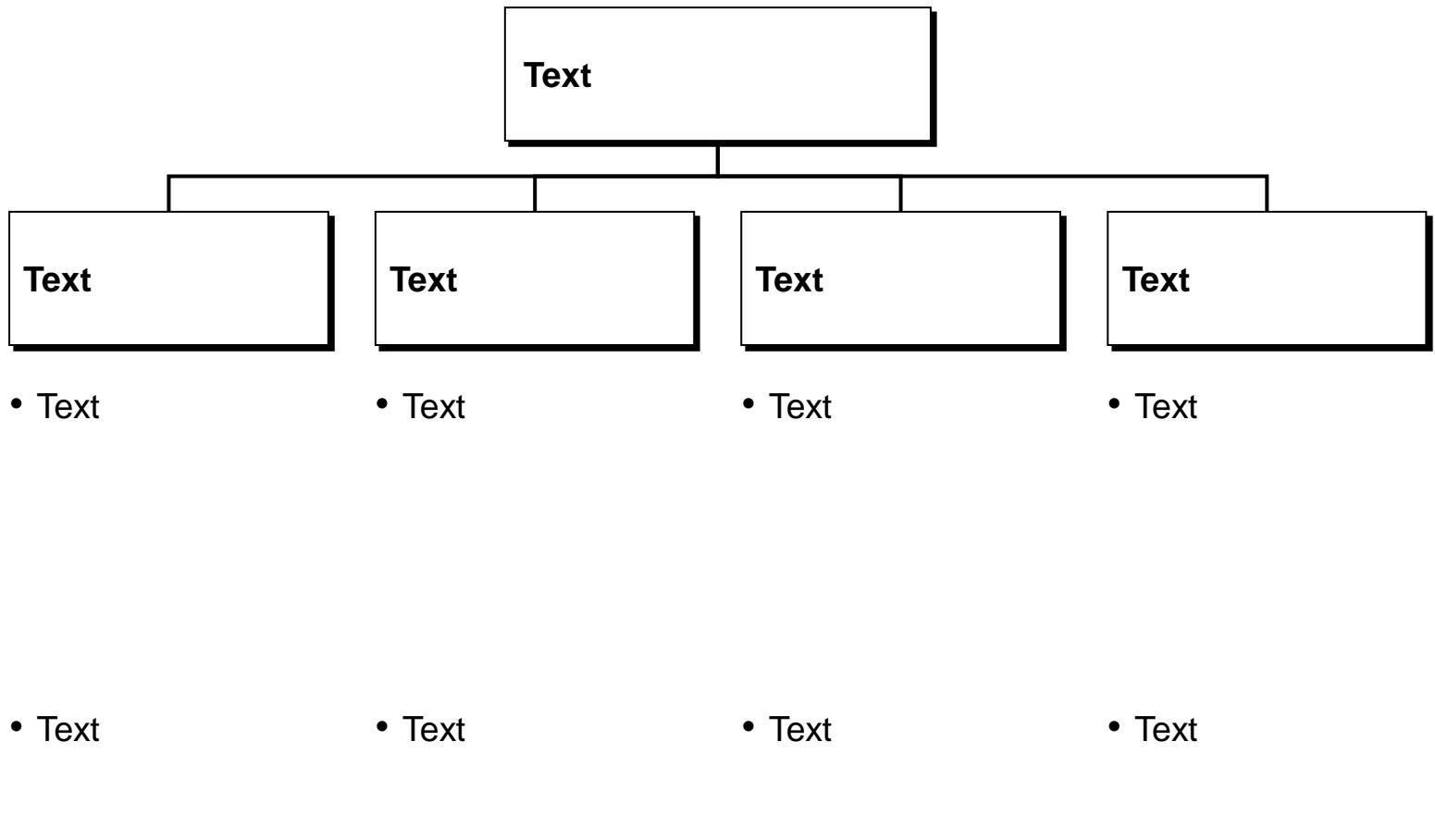
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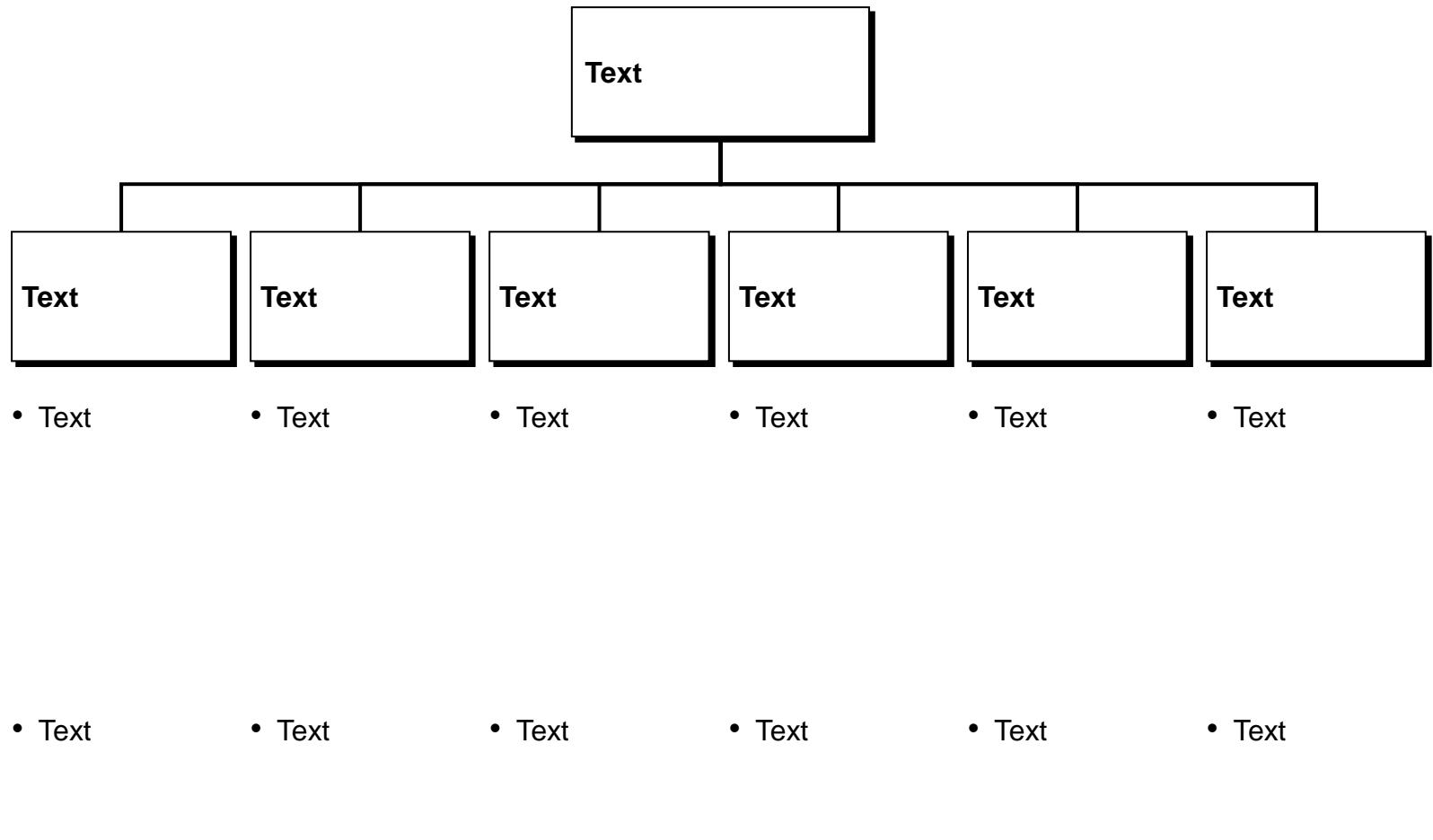
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Unit of measure



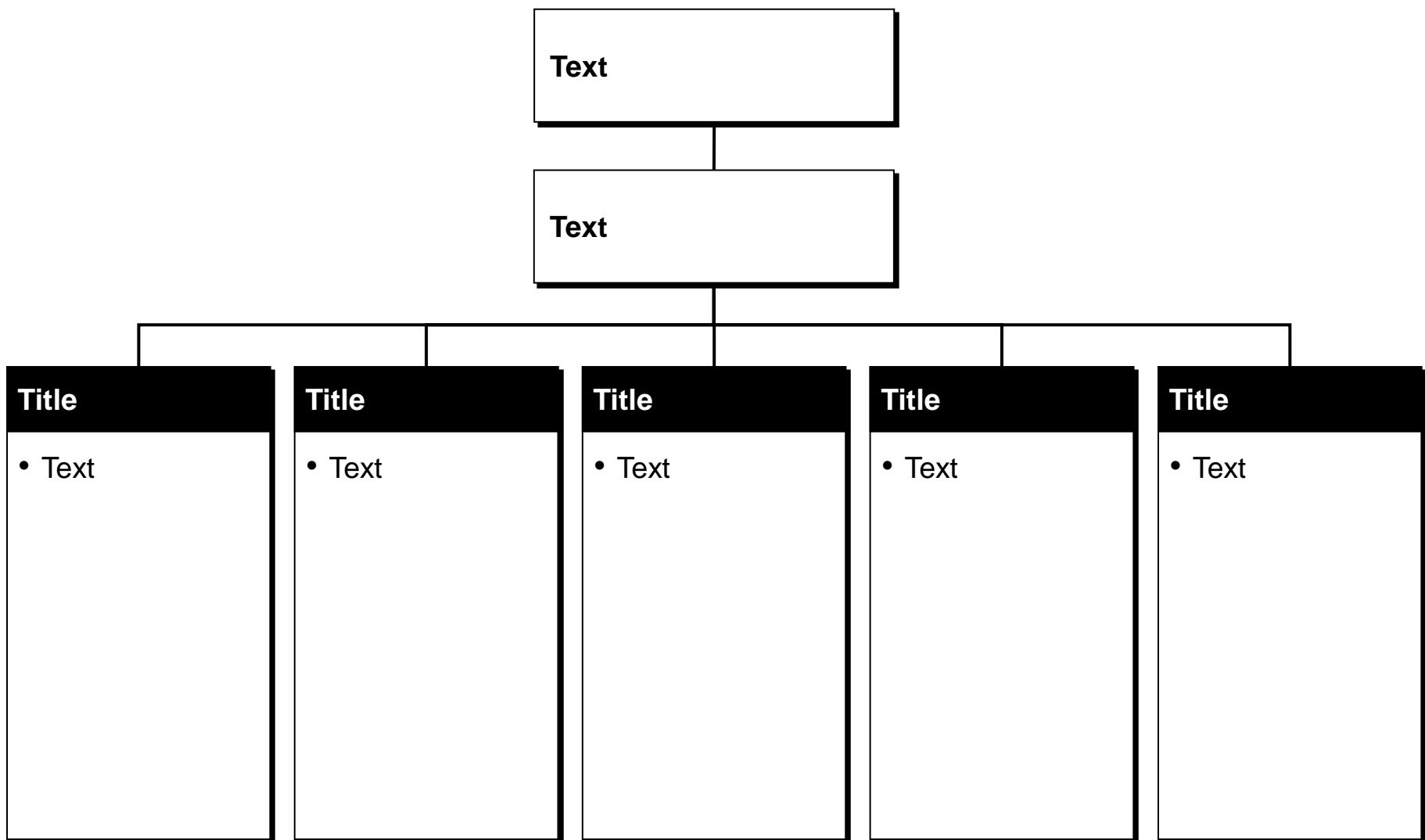
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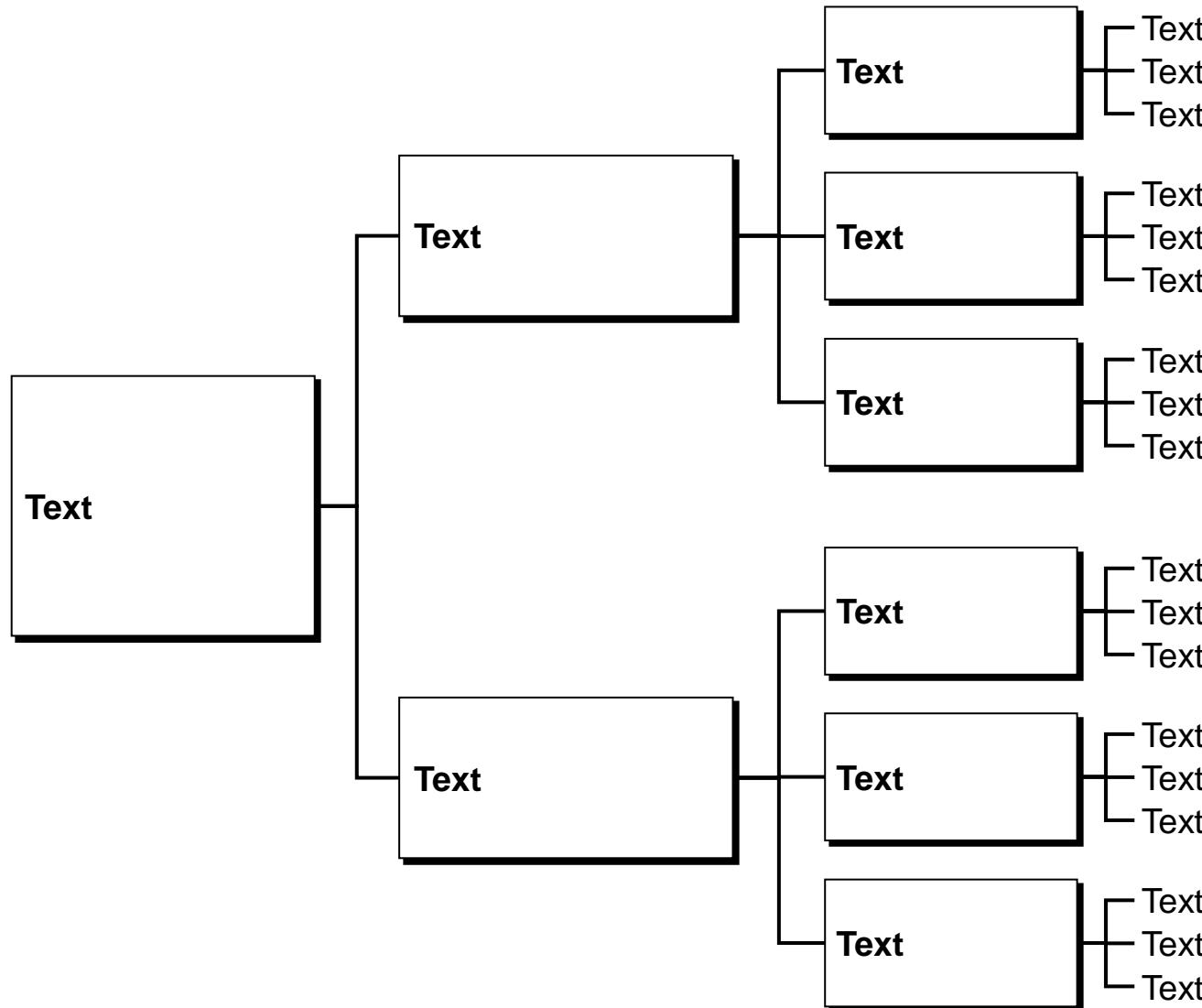
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Unit of measure



* Footnote

Unit of measure

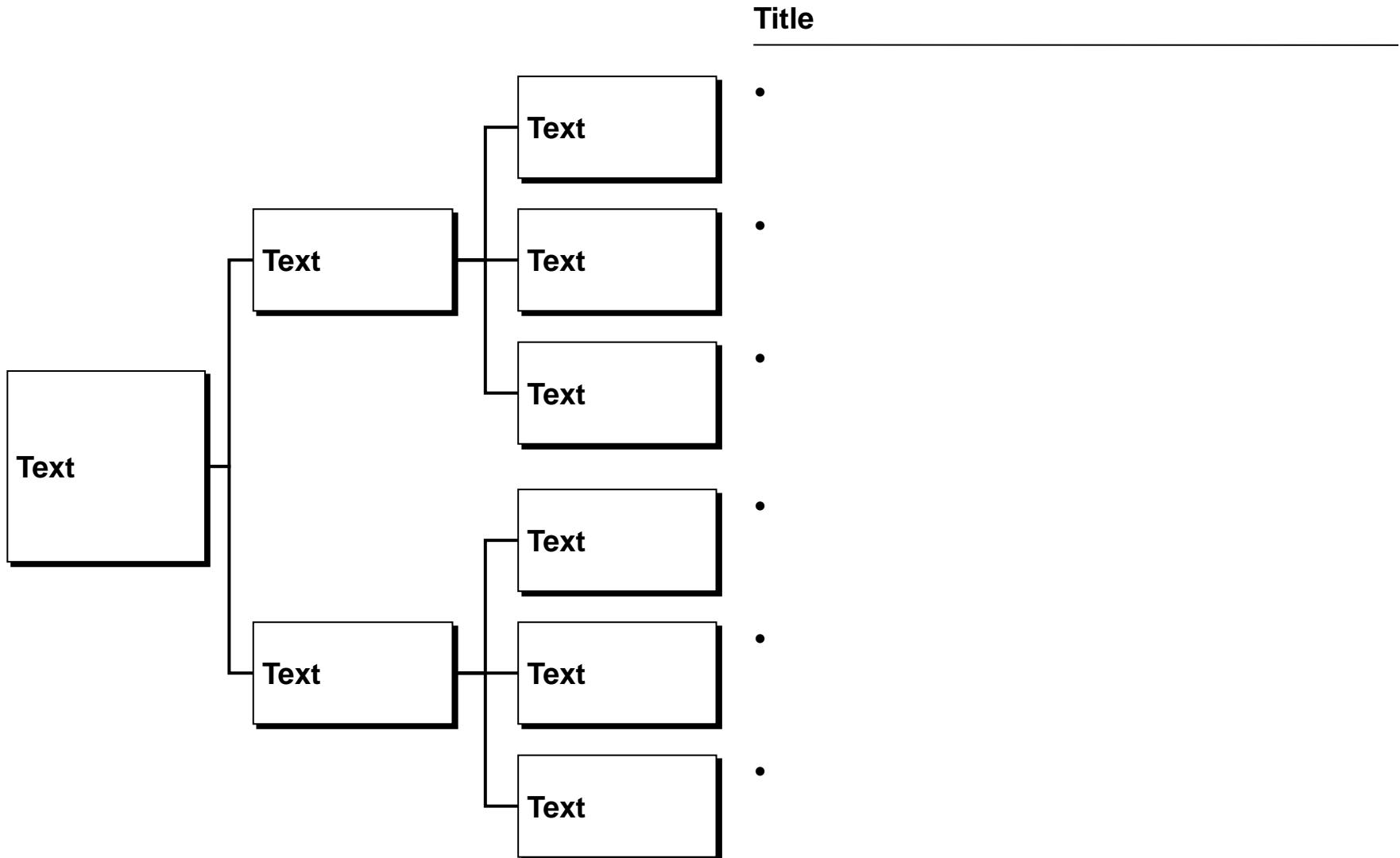


* Footnote

Source: Source

218

Unit of measure



* Footnote

Title

Title

Title

Title

Text

- Text

- Text

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Text

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- Text

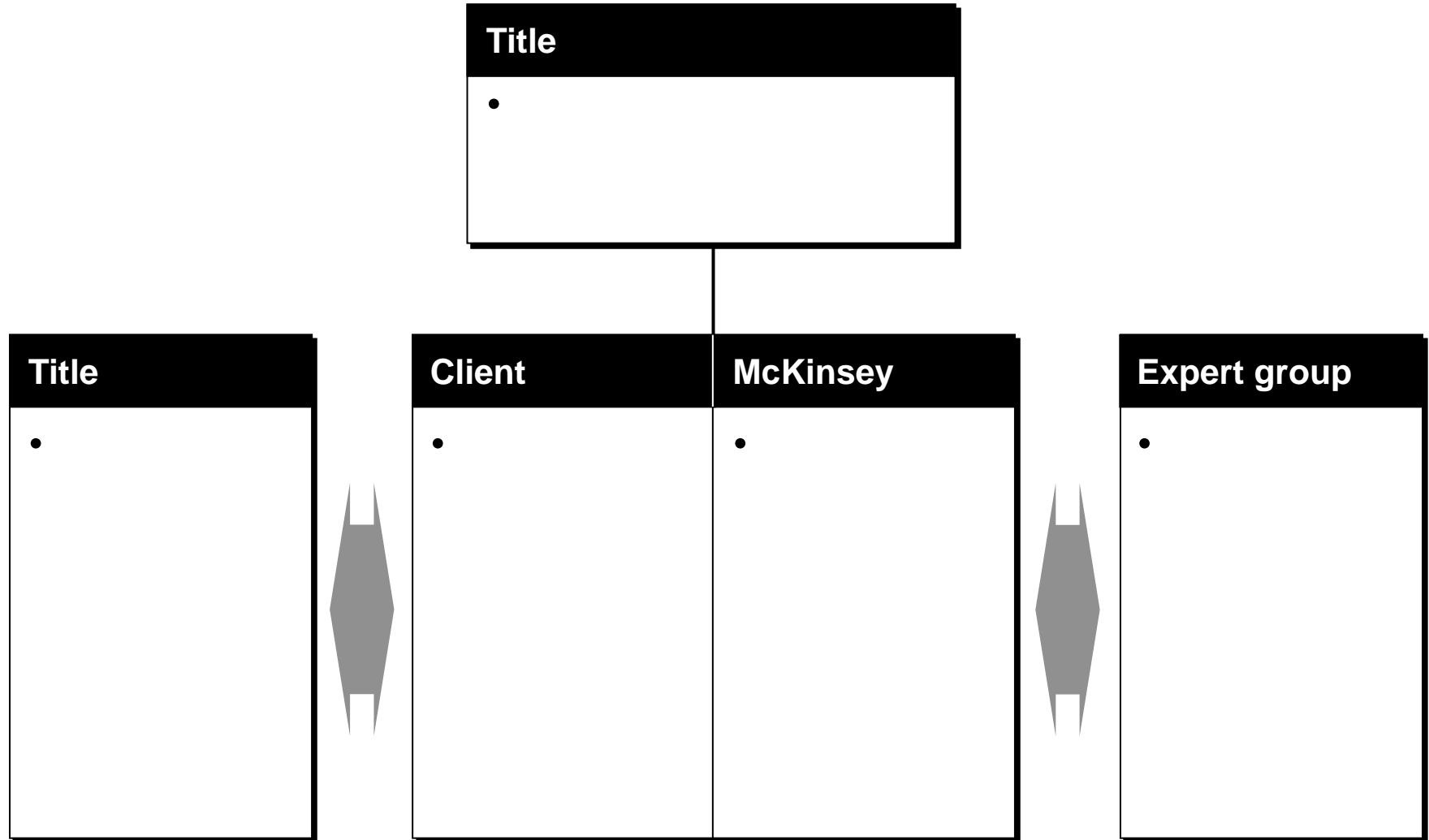
Text

- Text

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* Footnote

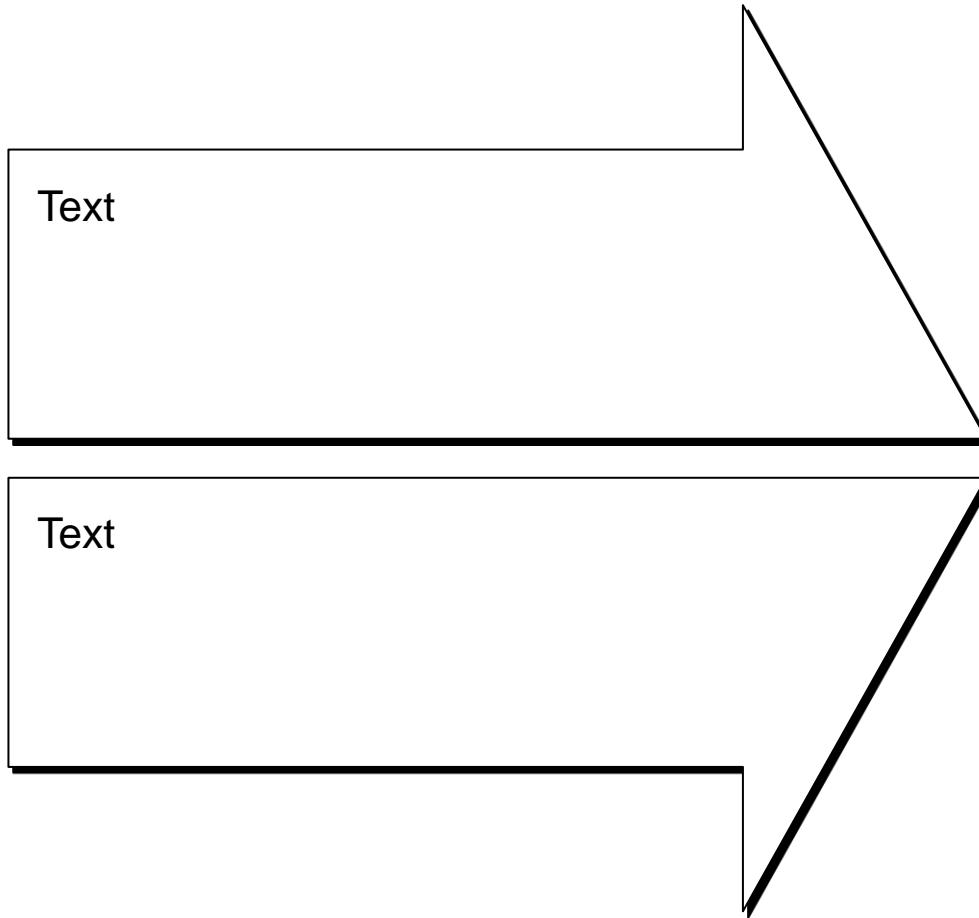
TEAM STRUCTURE



* Footnote

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Unit of measure

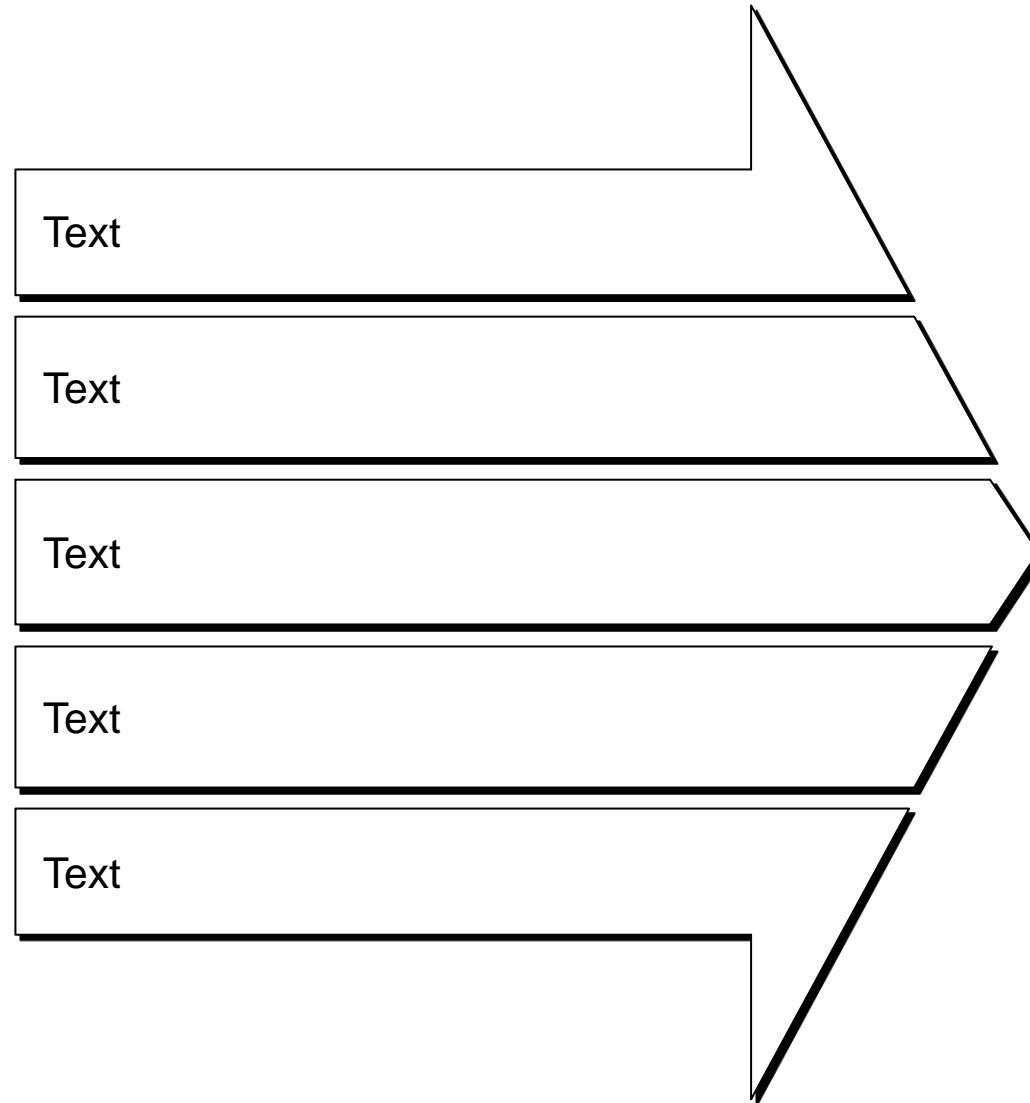


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Source: Source

222

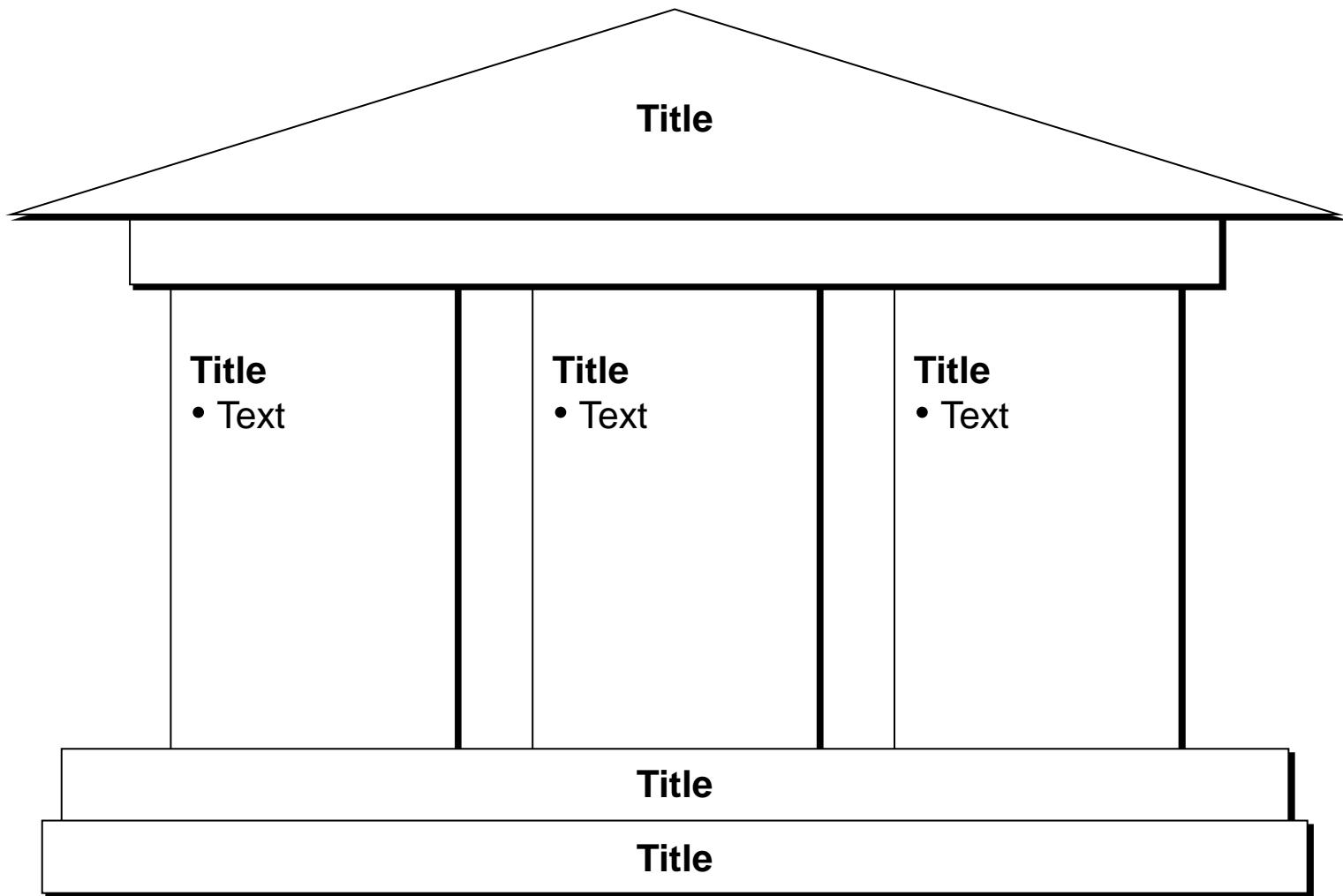
Unit of measure



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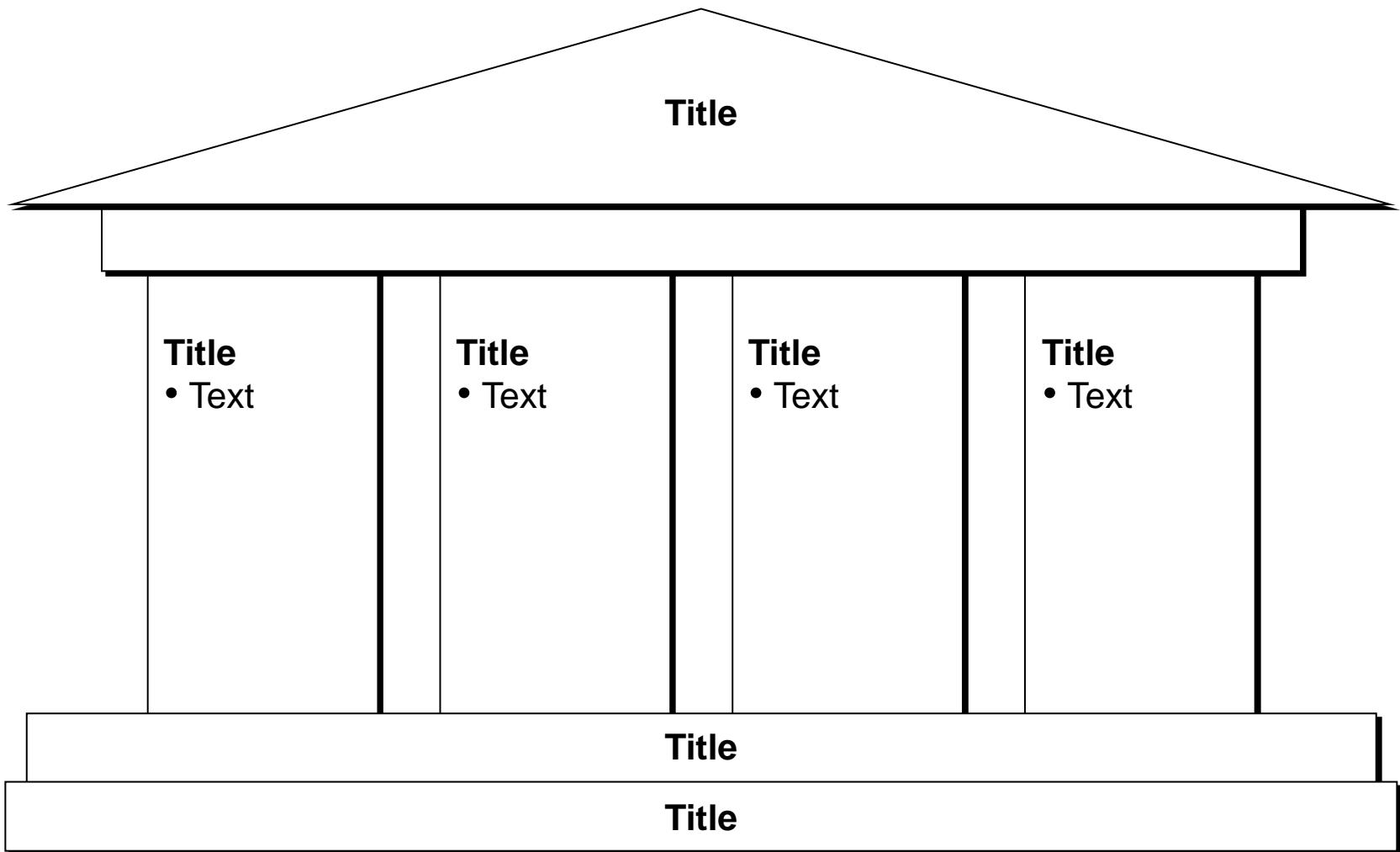
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Unit of measure



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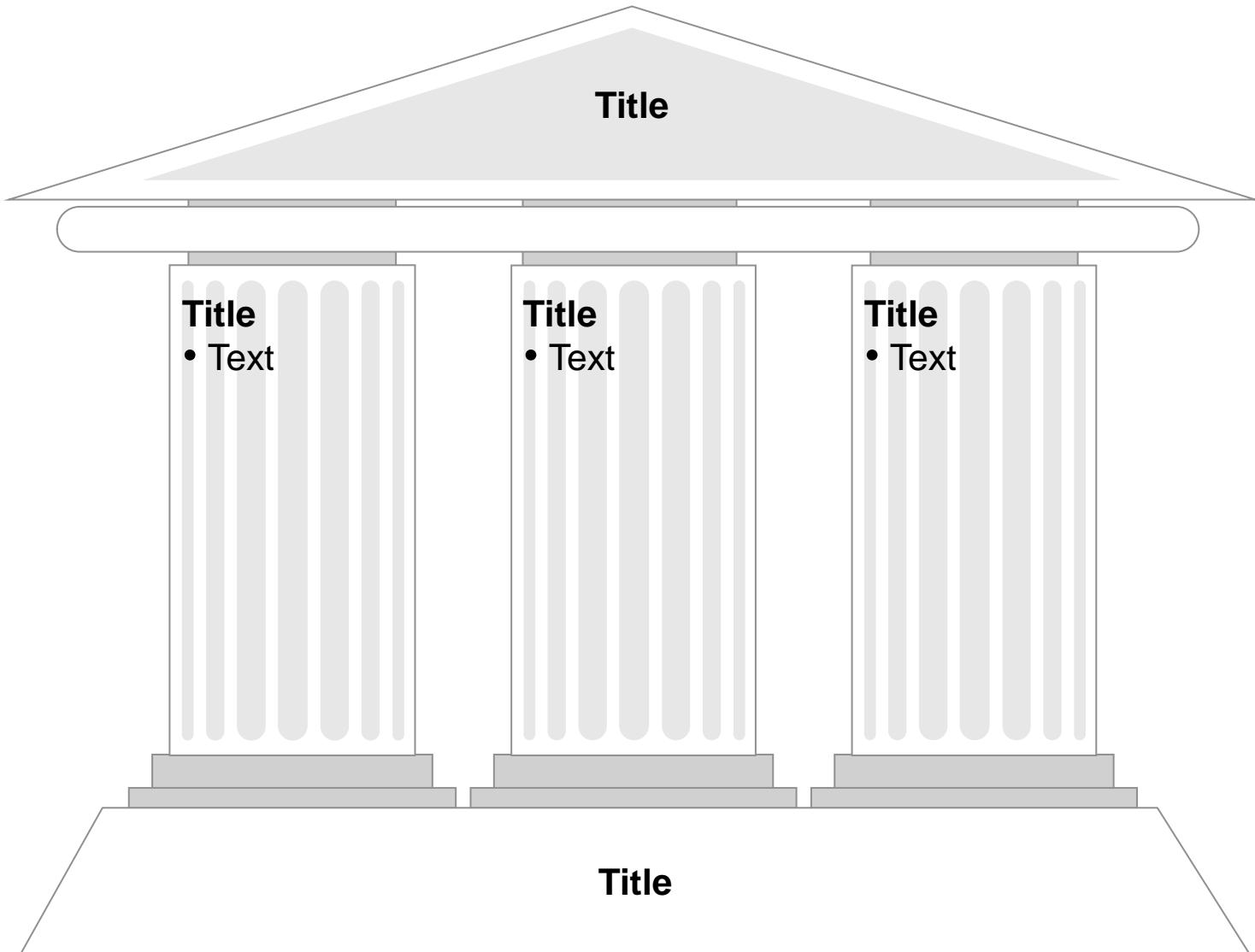
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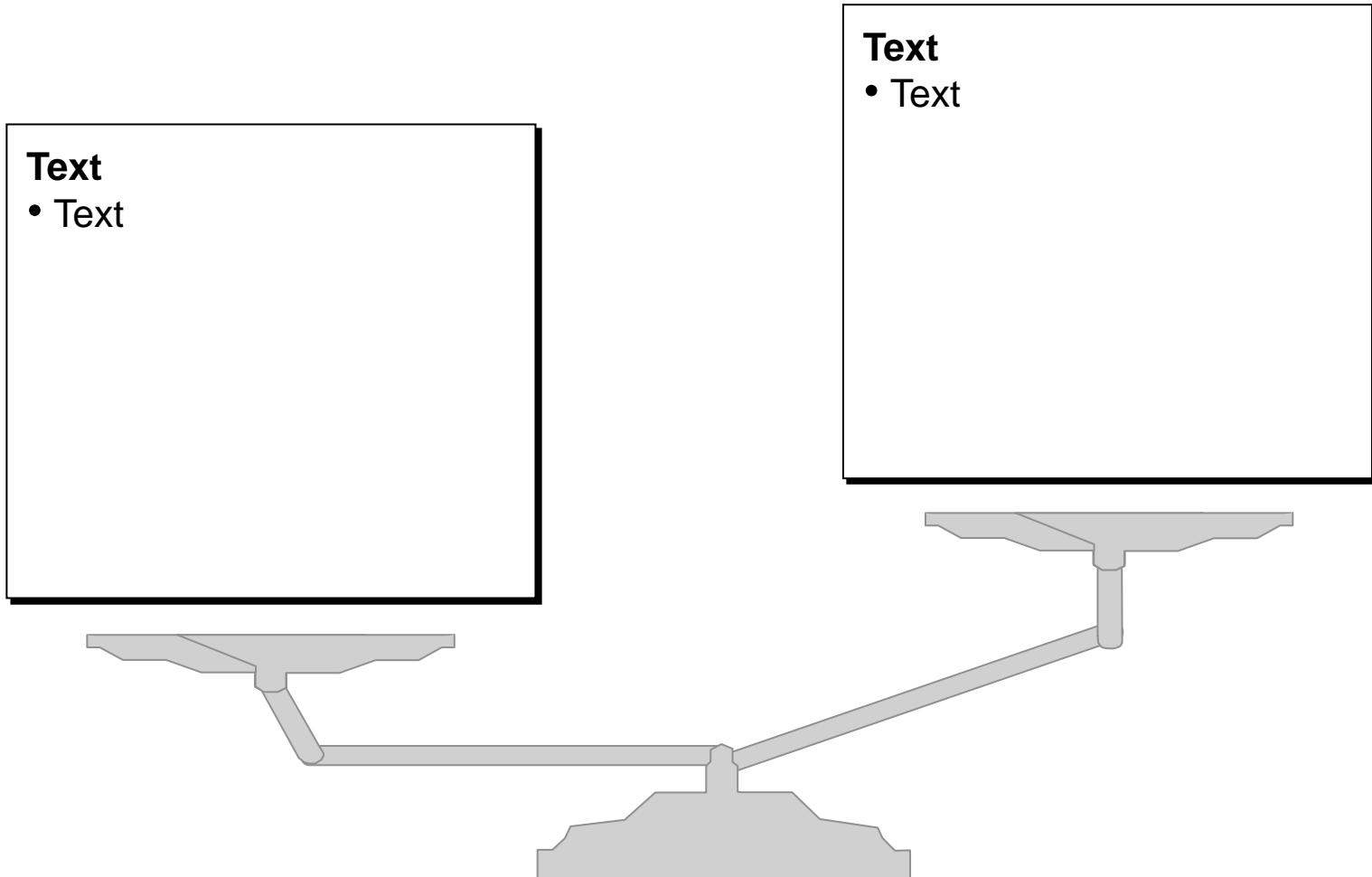
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225

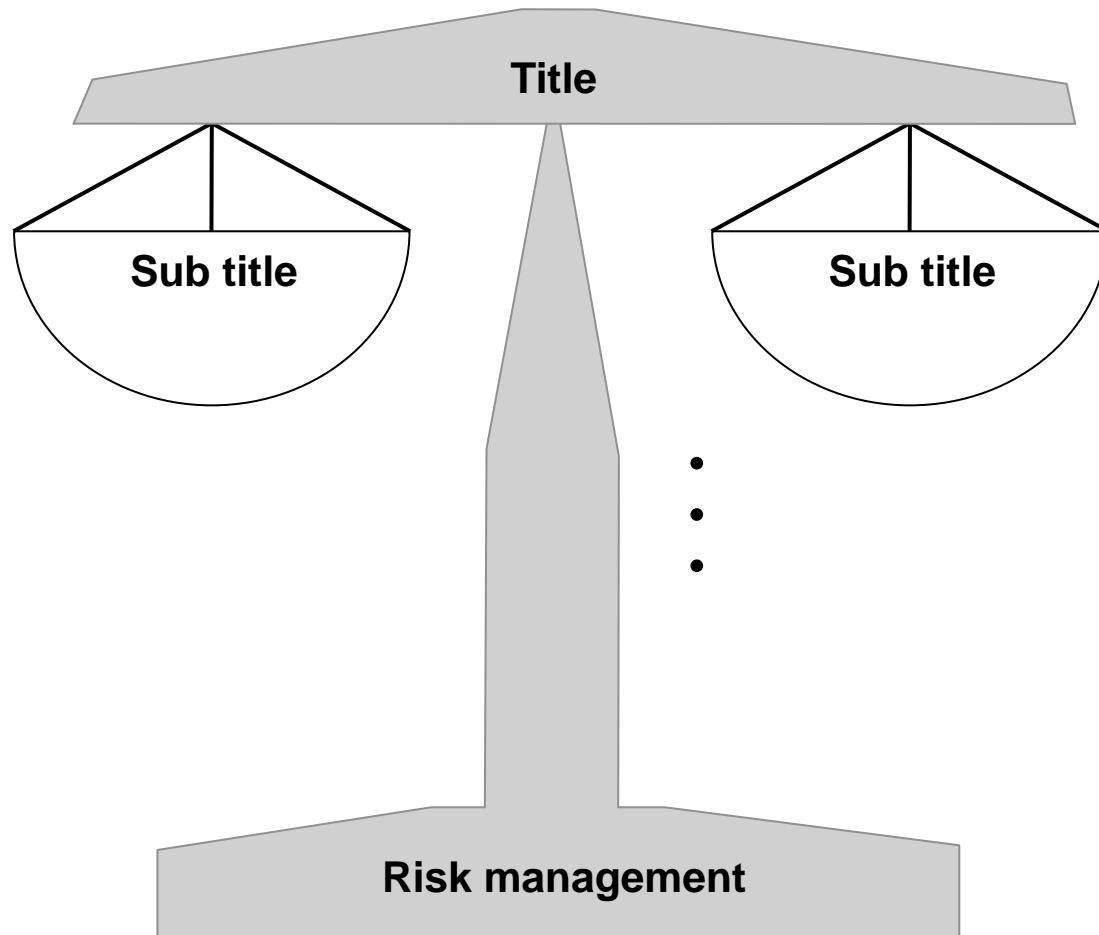


Unit of measure

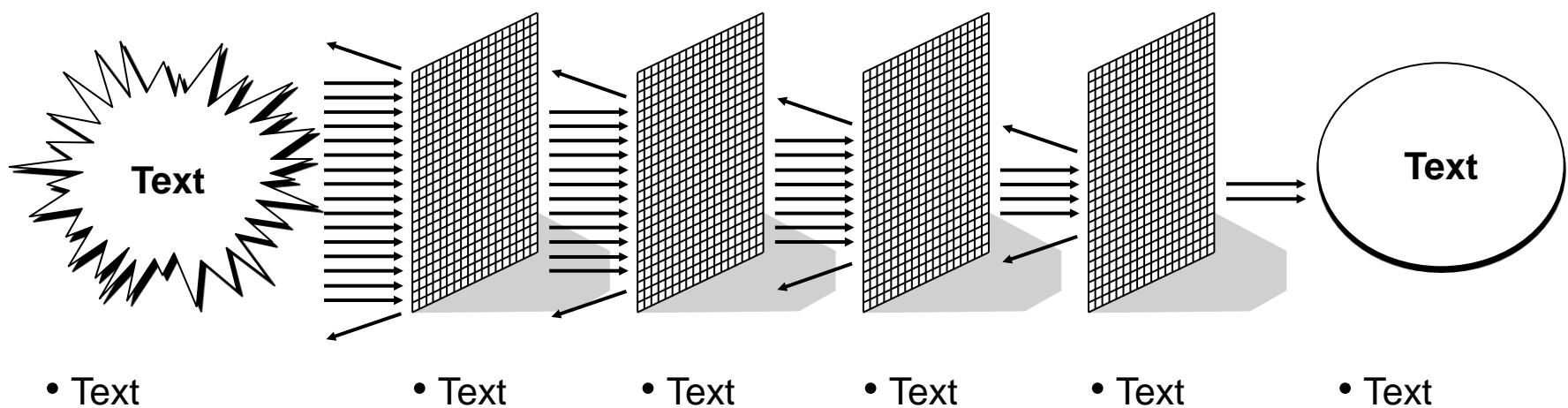


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Unit of measure

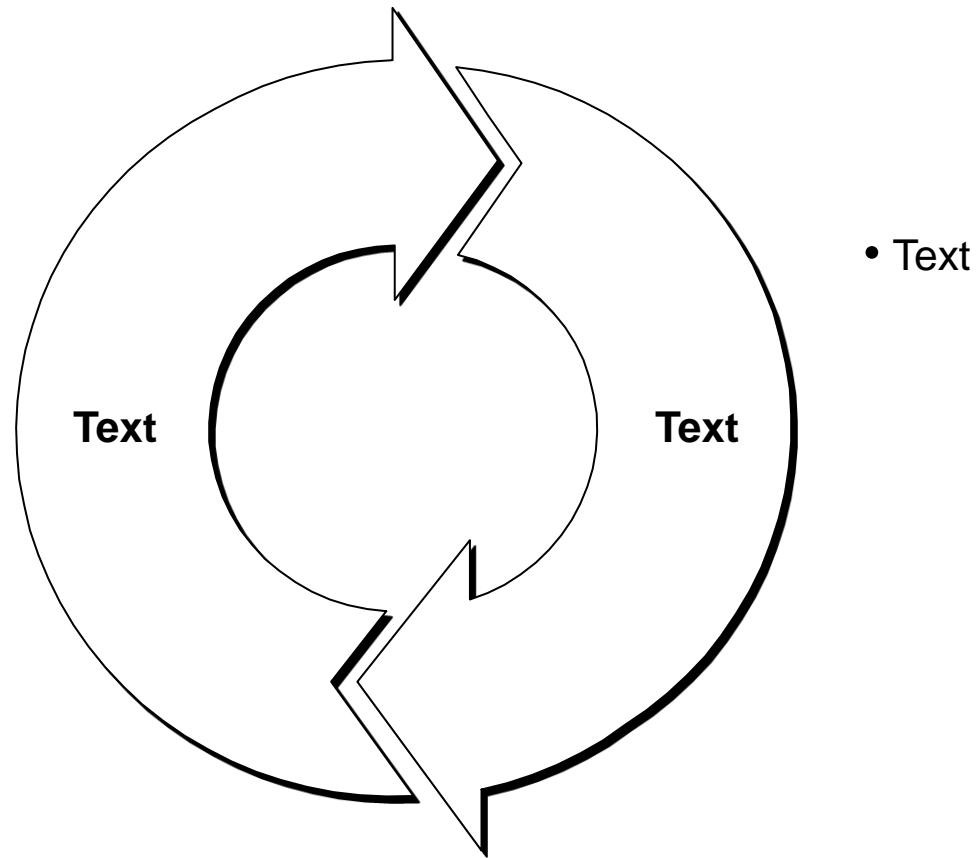


* Footnote

CYCLE 2

Unit of measure

- Text



- Text

* Footnote

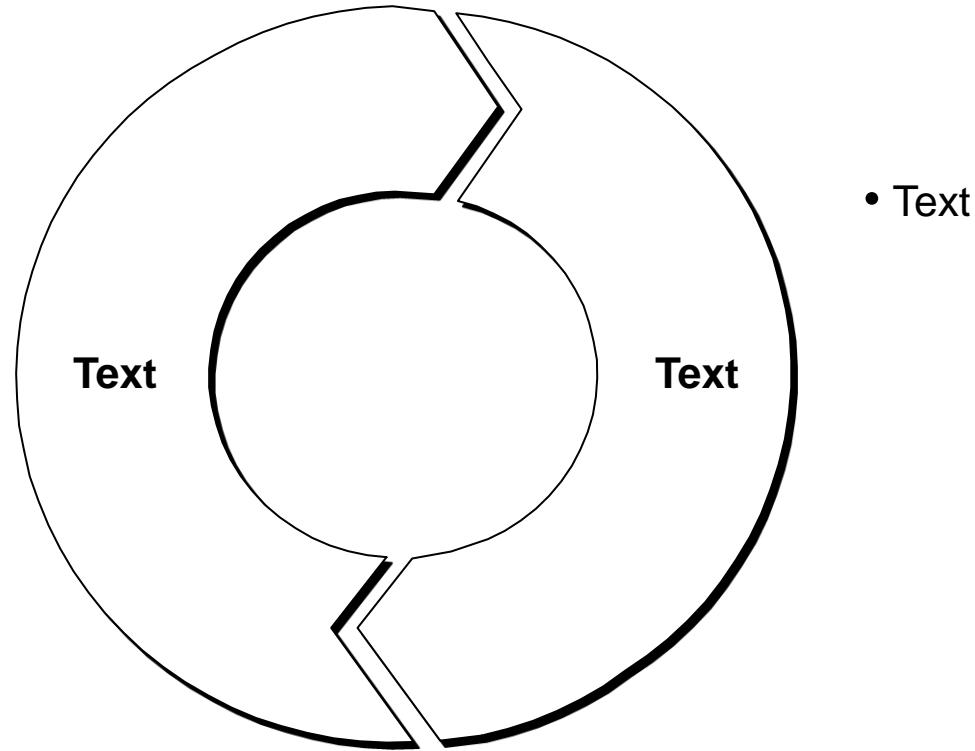
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230

CYCLE 2

Unit of measure

- Text



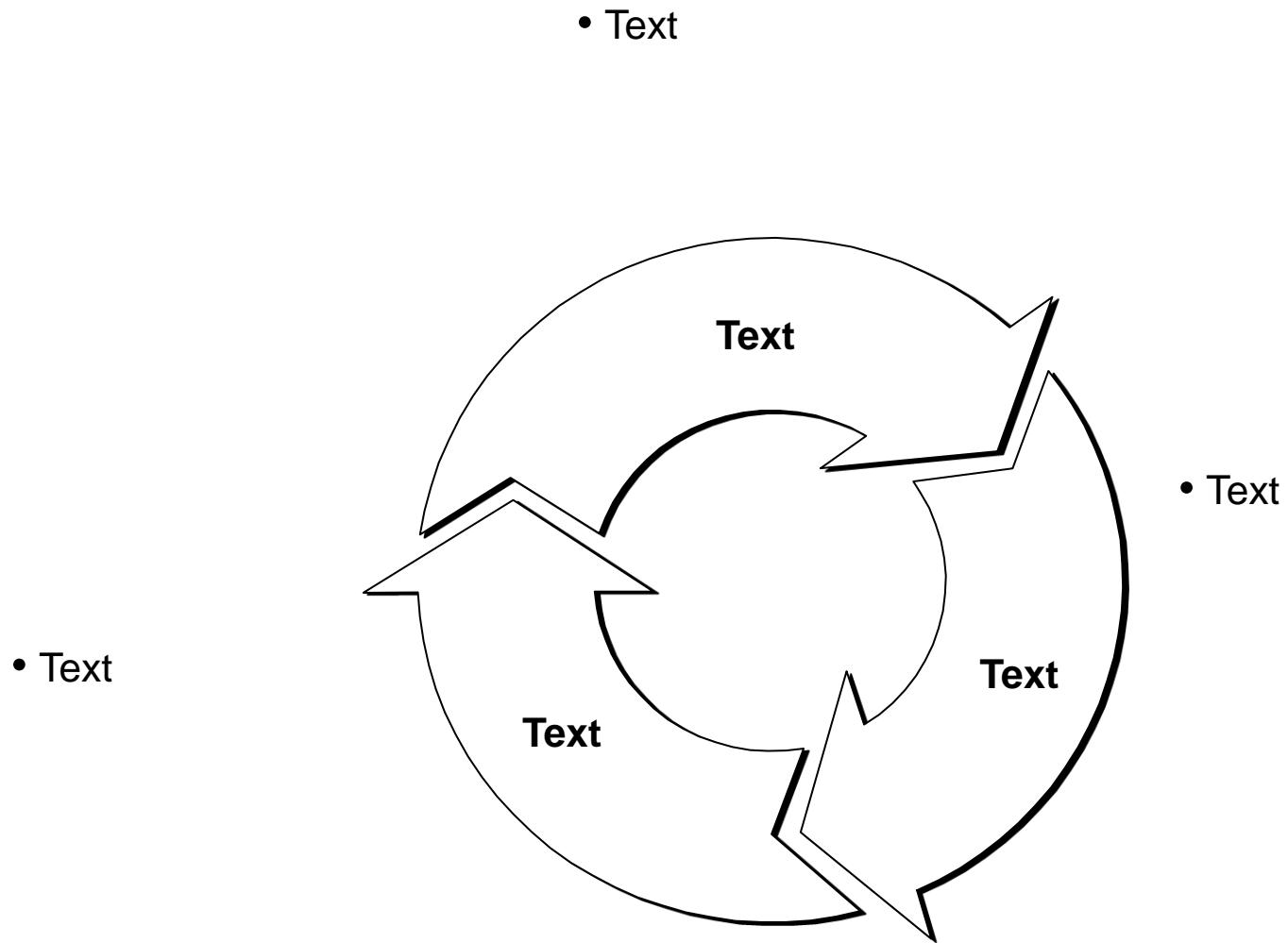
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CYCLE 3

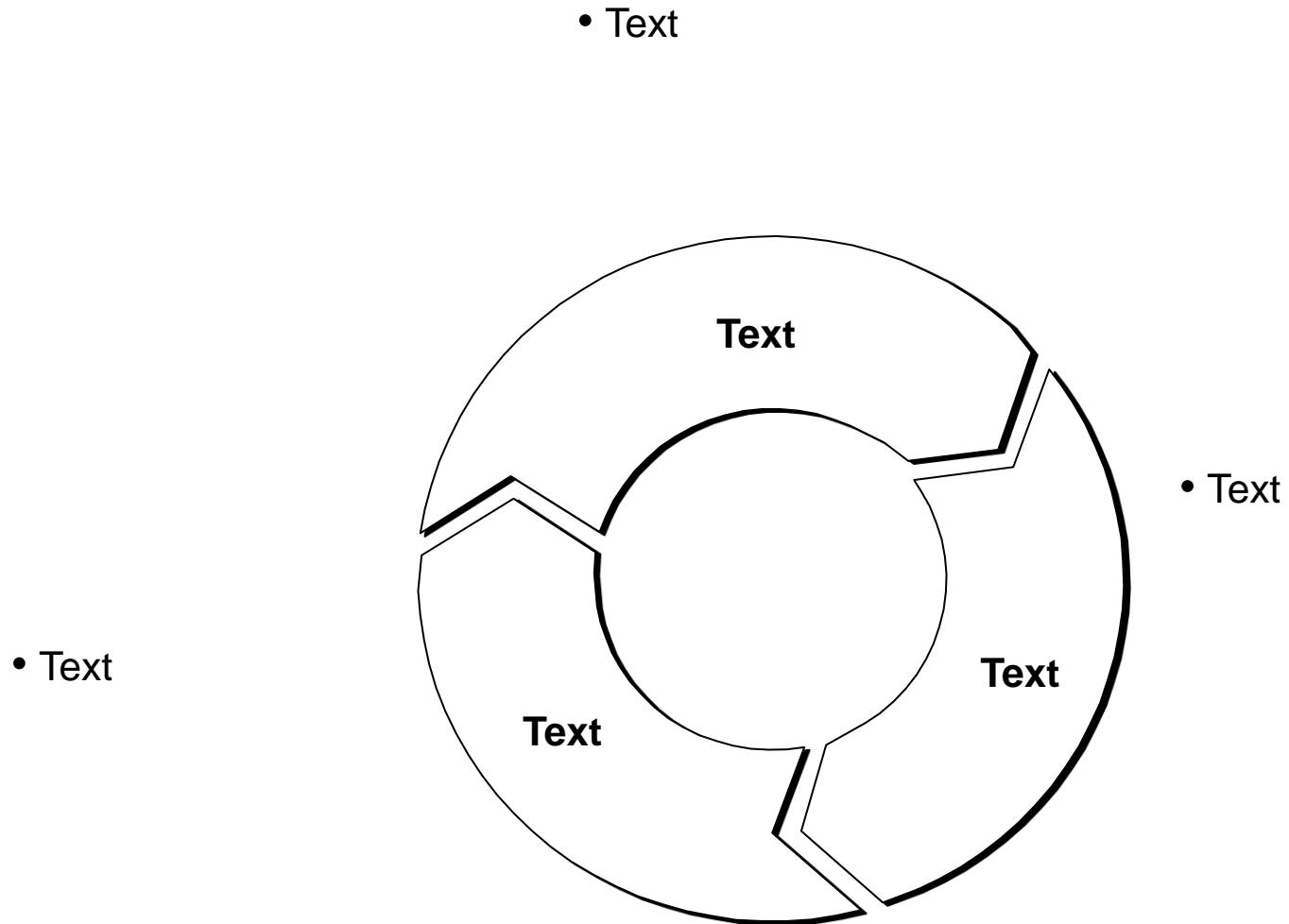
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* Footnote

CYCLE 3

Unit of measure



* Footnote

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CYCLE 4

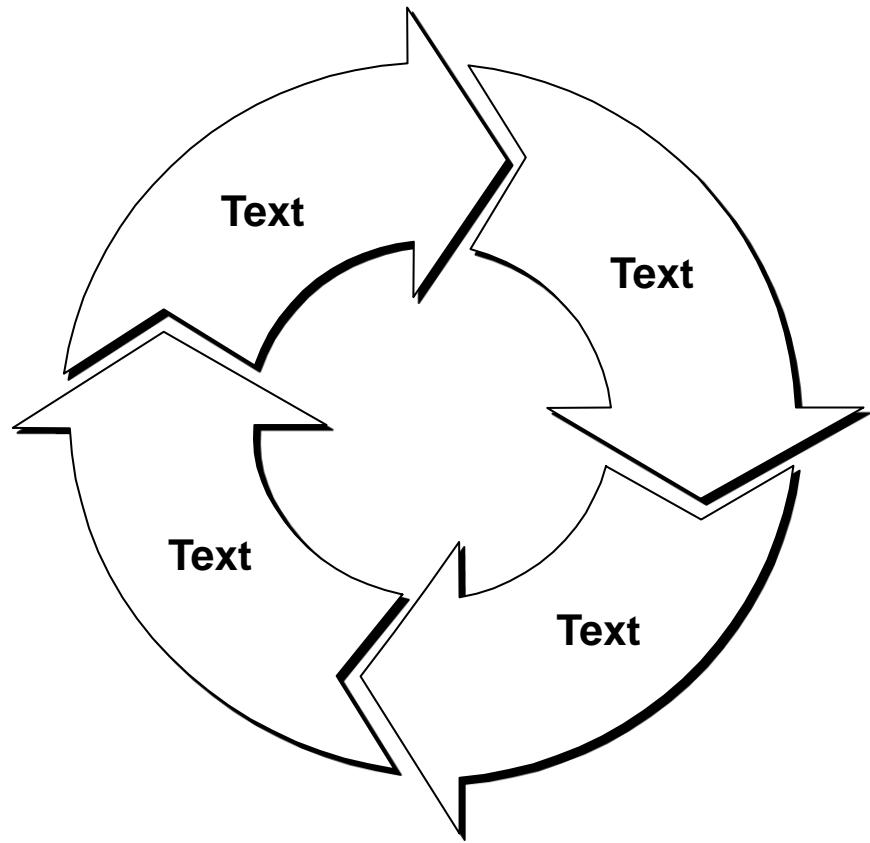
Unit of measure

- Text

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- Text

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* Footnote

CYCLE 4

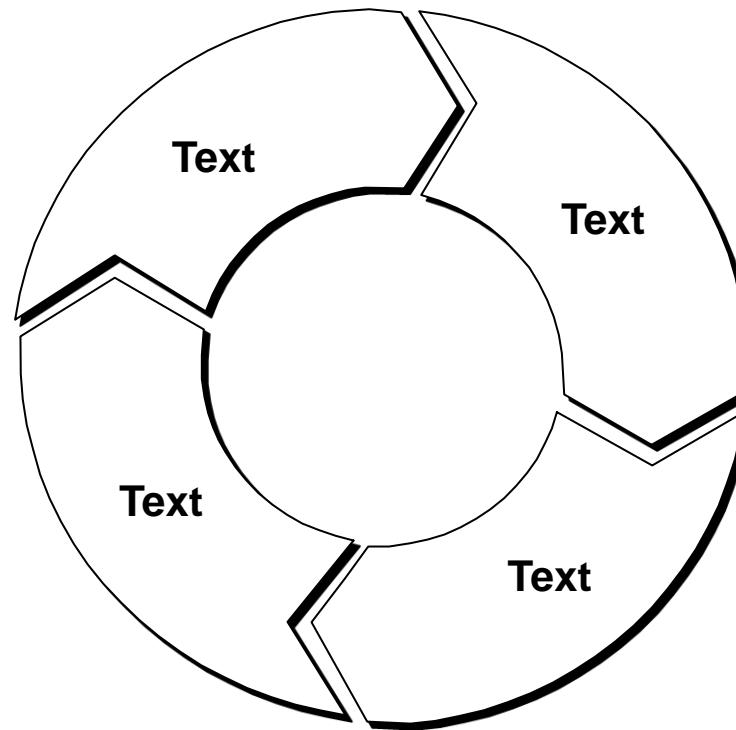
Unit of measure

- Text

- Text

- Text

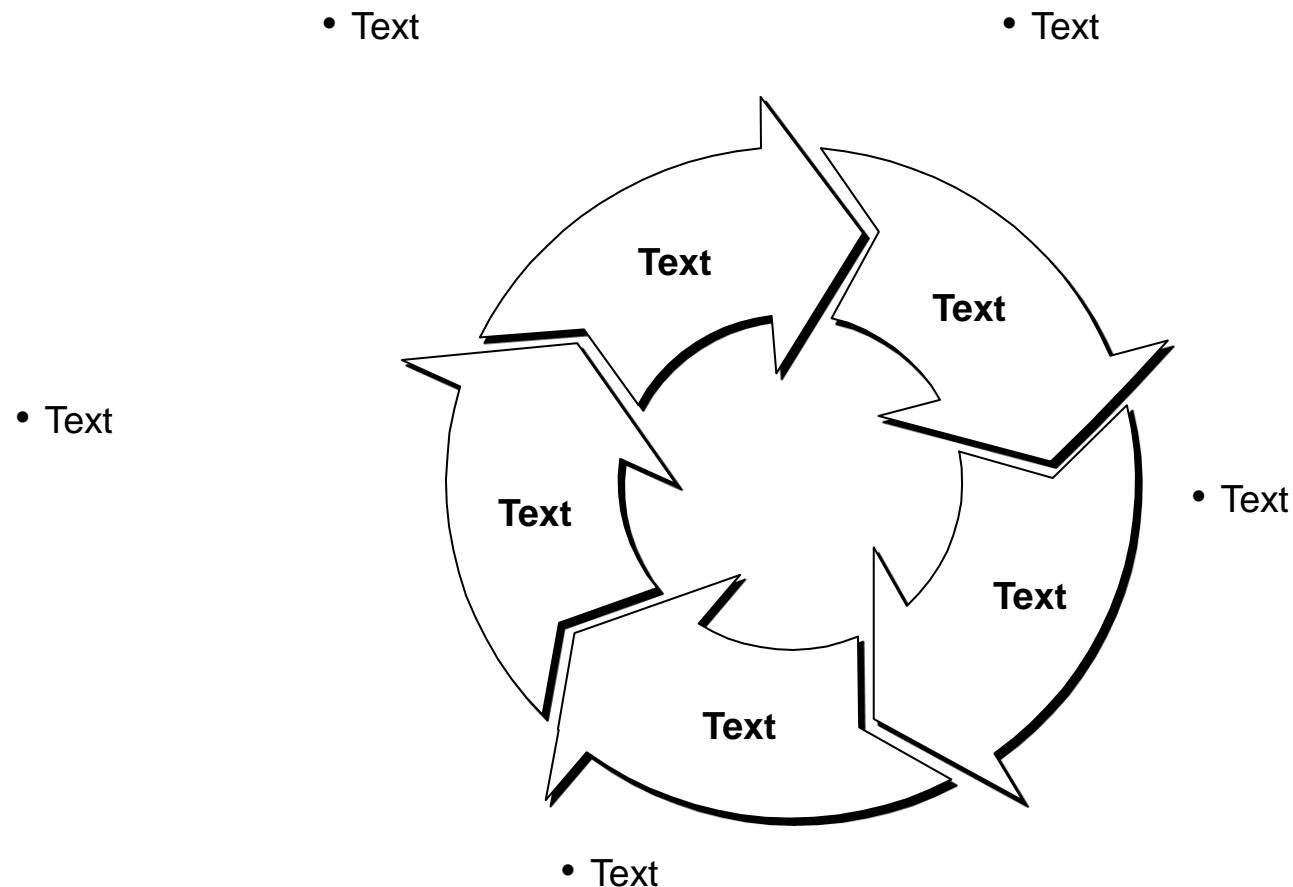
- Text



* Footnote

CYCLE 5

Unit of measure

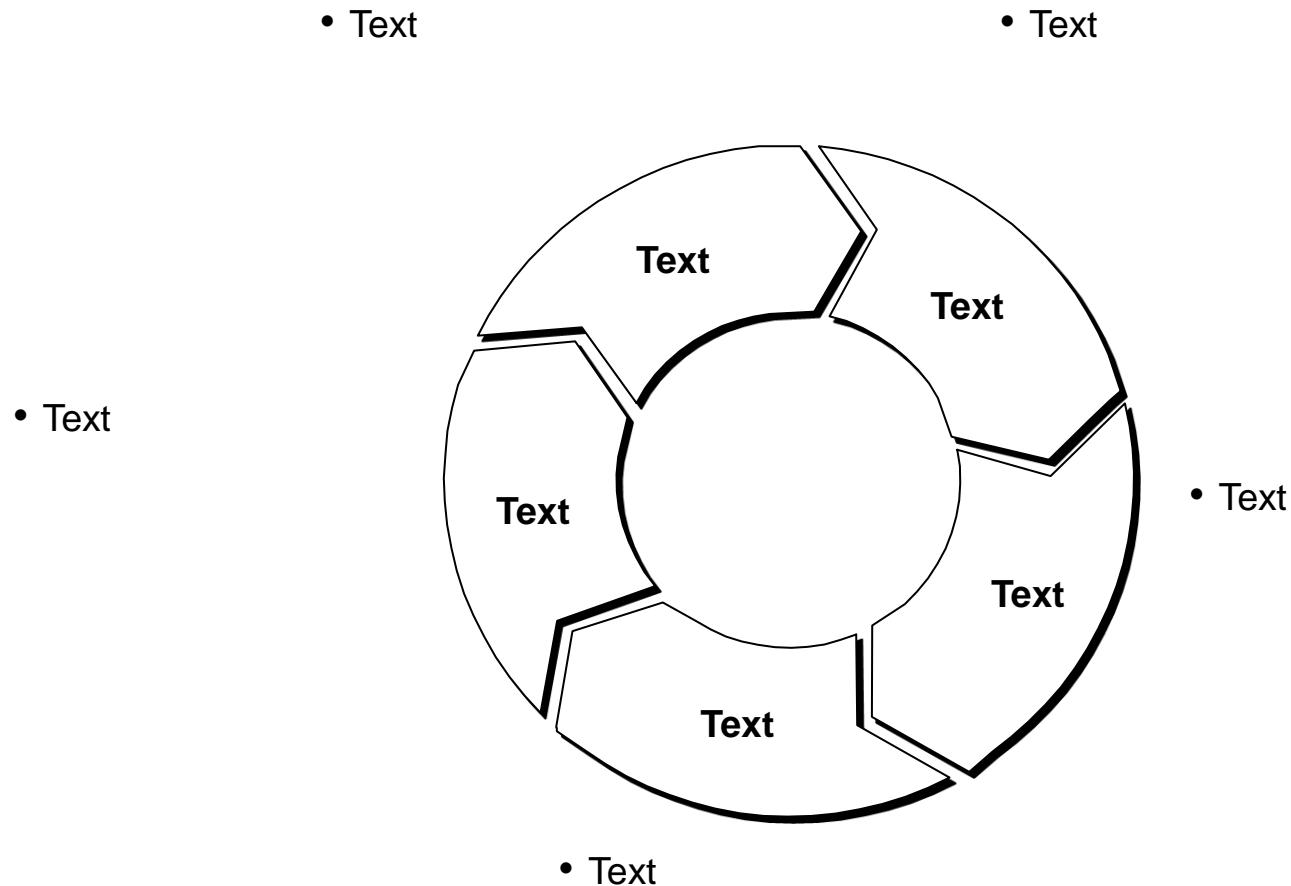


* Footnote

Source: Source

CYCLE 5

Unit of measure

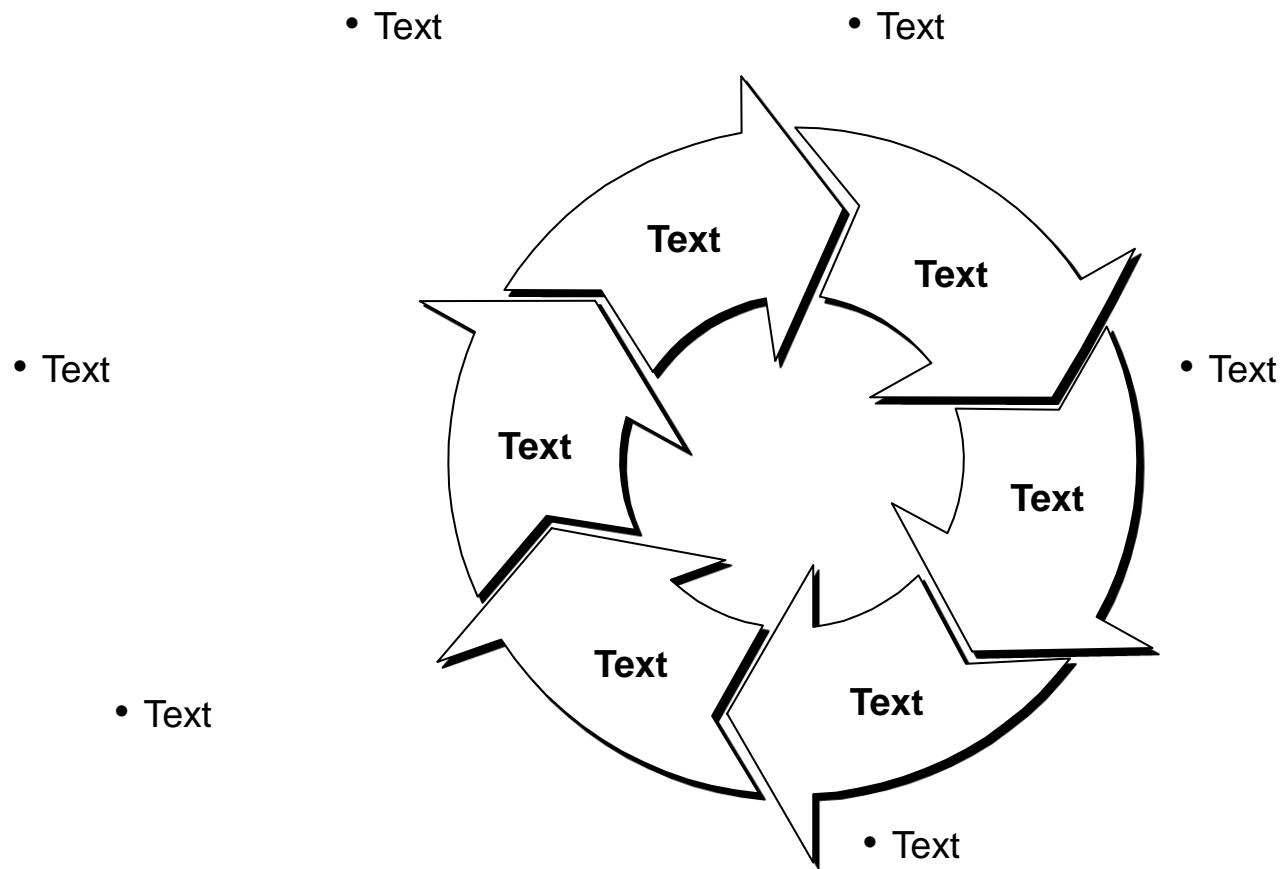


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CYCLE 6

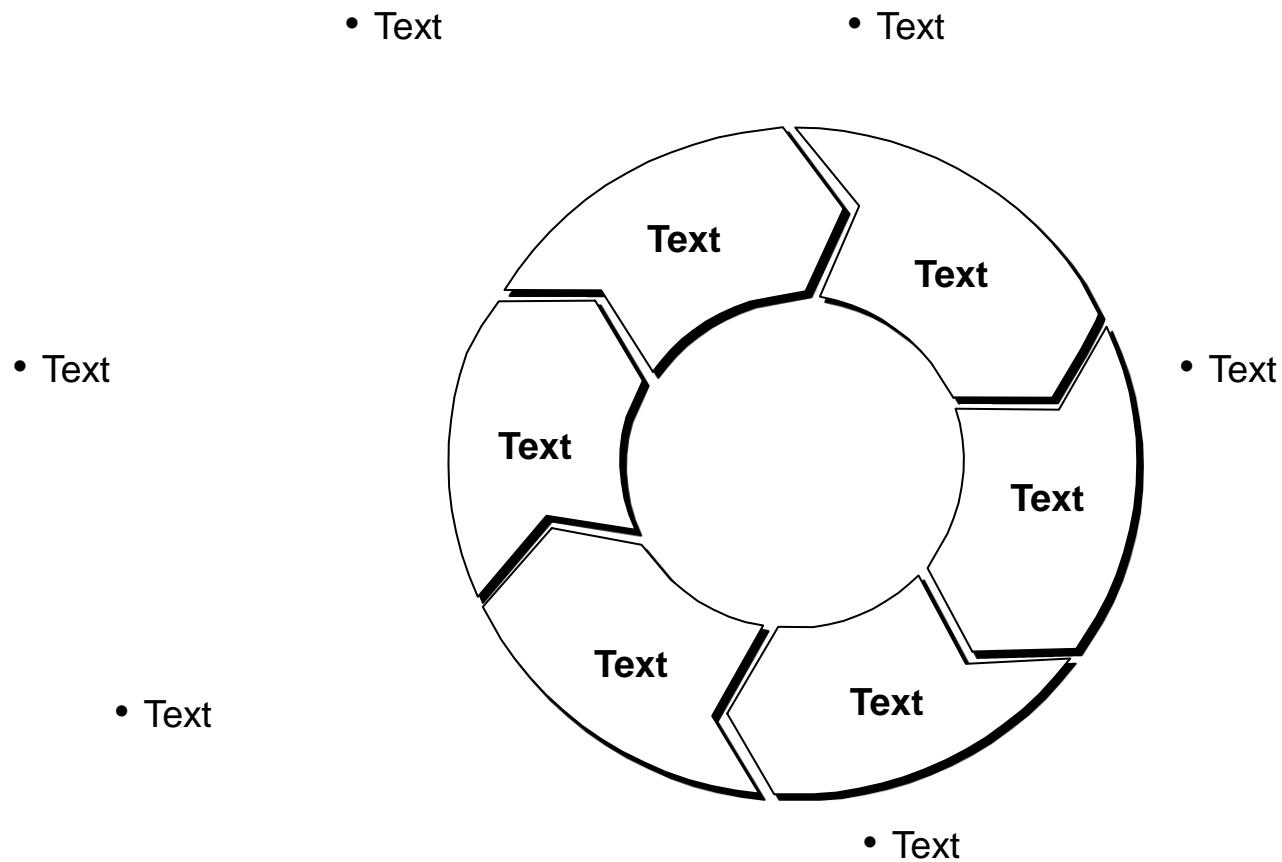
Unit of measure



* Footnote

CYCLE 6

Unit of measure



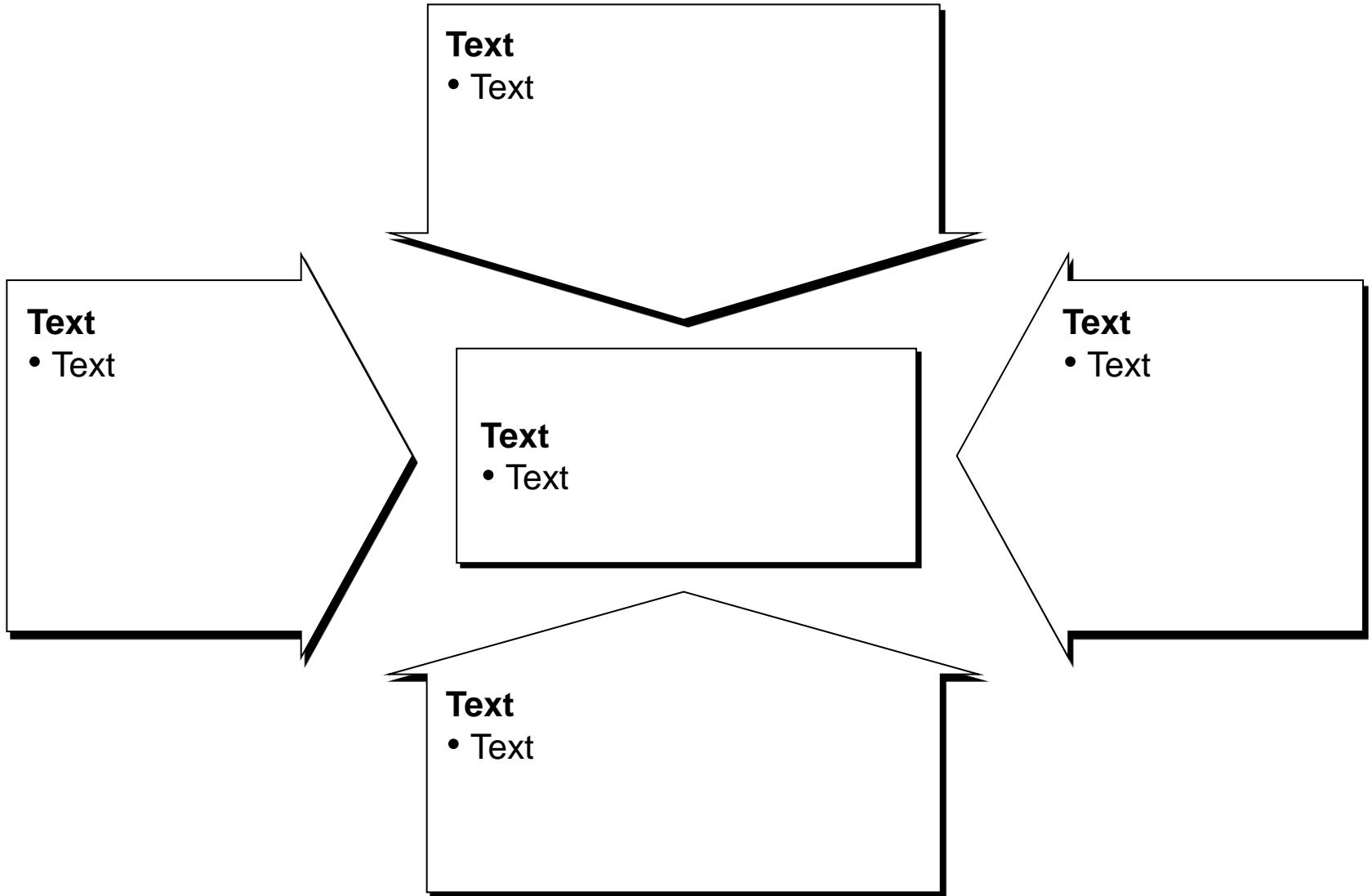
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239

FORCES AT WORK

Unit of measure

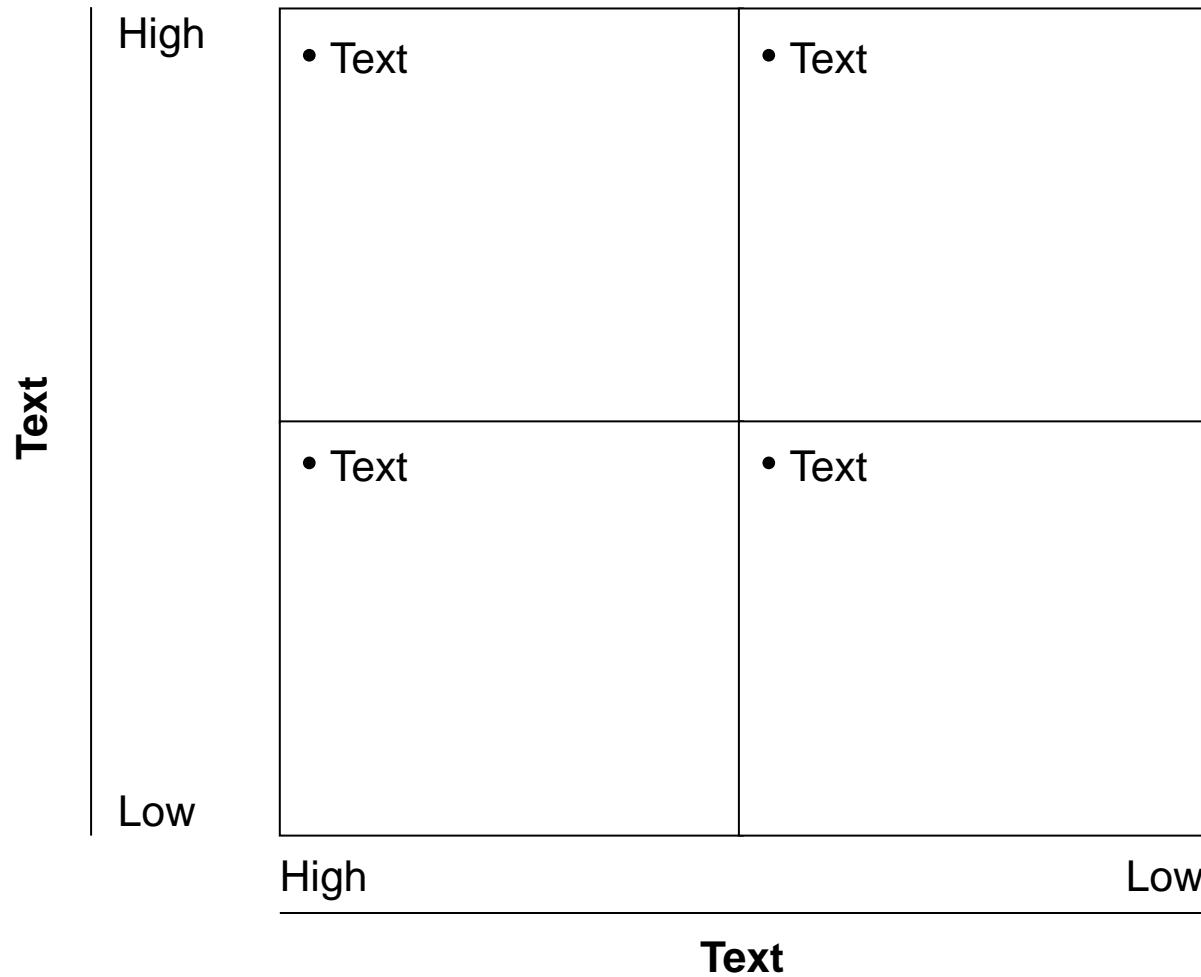


* Footnote

Source: Source

2 BY 2 MATRIX

Unit of measure



* Footnote

Source: Source

2 BY 3 MATRIX

Unit of measure

Text	Low	Medium	High
High	• Text	• Text	• Text
Low	• Text	• Text	• Text

* Footnote

Source: Source

242

3 BY 3 MATRIX

Unit of measure

Text	Low	Medium	High
High	• Text	• Text	• Text
Medium	• Text	• Text	• Text
Low	• Text	• Text	• Text

Text

* Footnote

4 BY 3 MATRIX

Unit of measure

Text	1	2	3	4
	• Text	• Text	• Text	• Text
	• Text	• Text	• Text	• Text

* Footnote

4 BY 3 MATRIX

Unit of measure

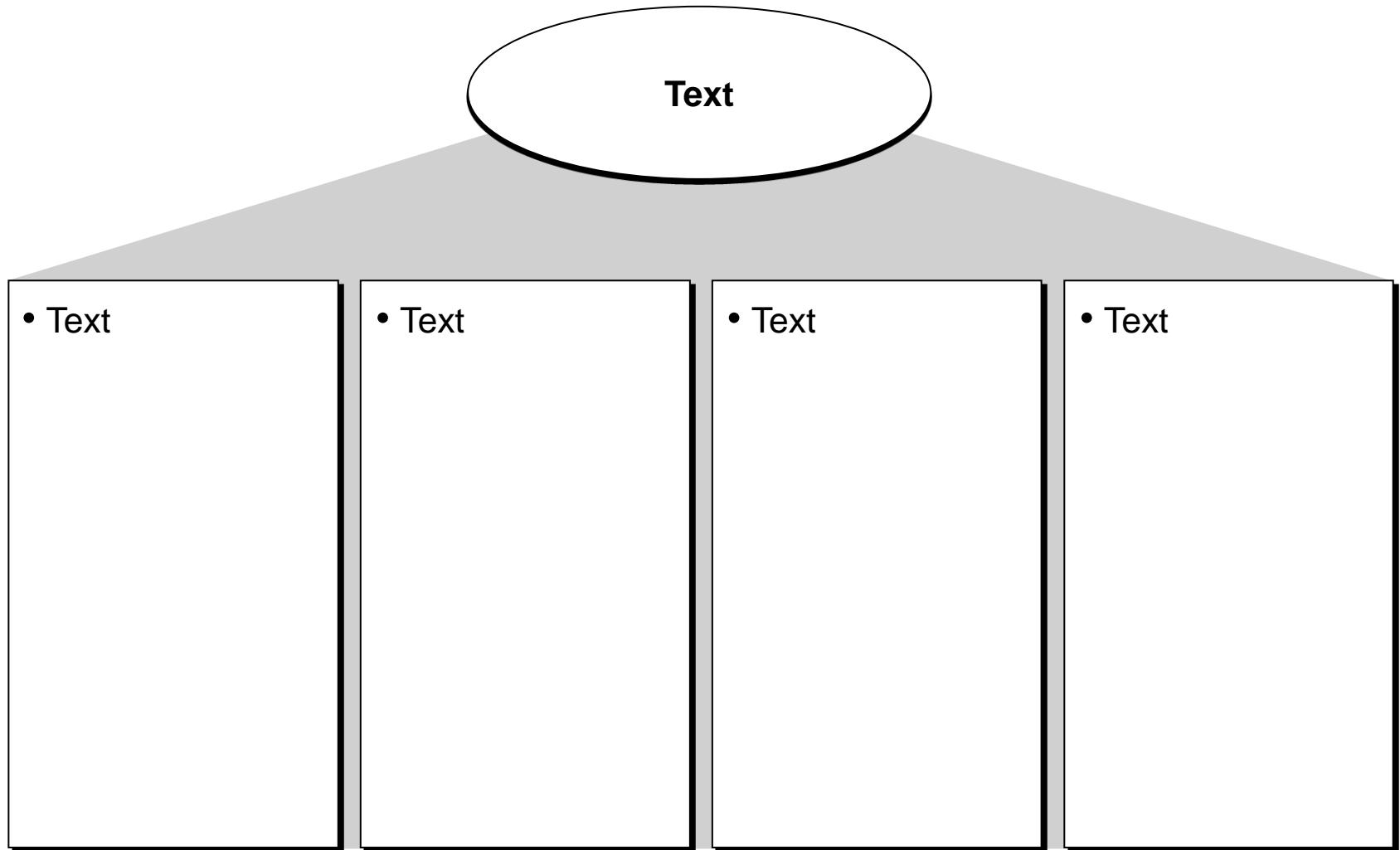
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3	• Text	• Text	• Text	• Text
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* Footnote

Source: Source

STUDY OBJECTIVE

Unit of measure



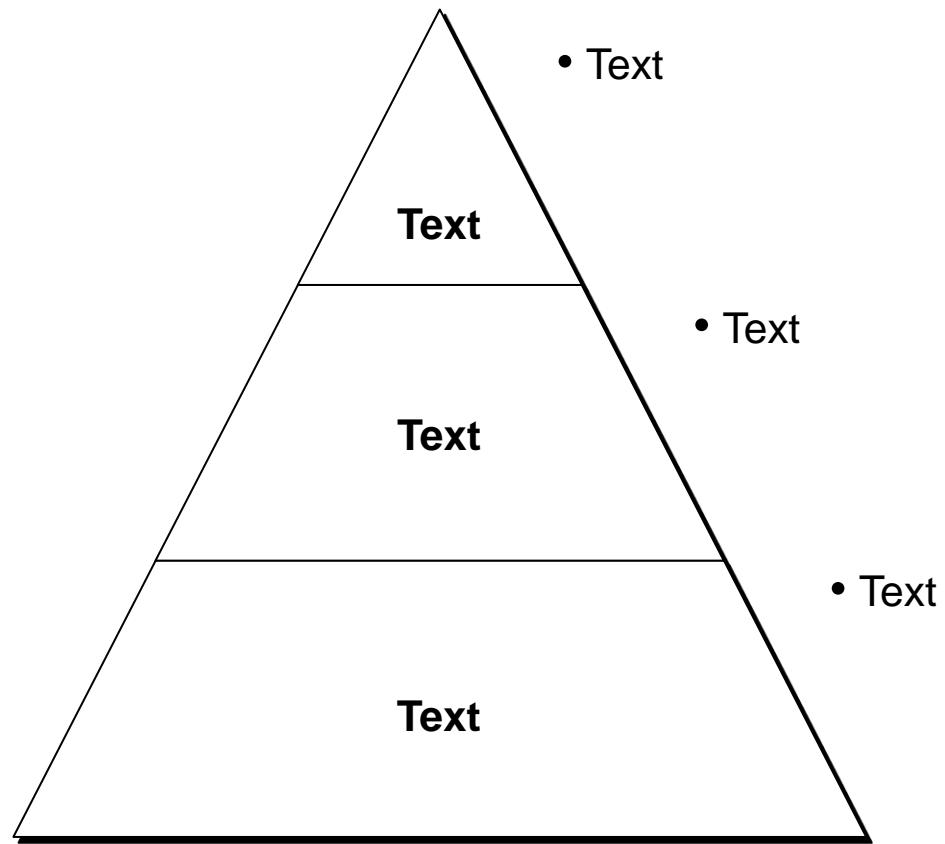
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246

LEVEL 03

Unit of measure

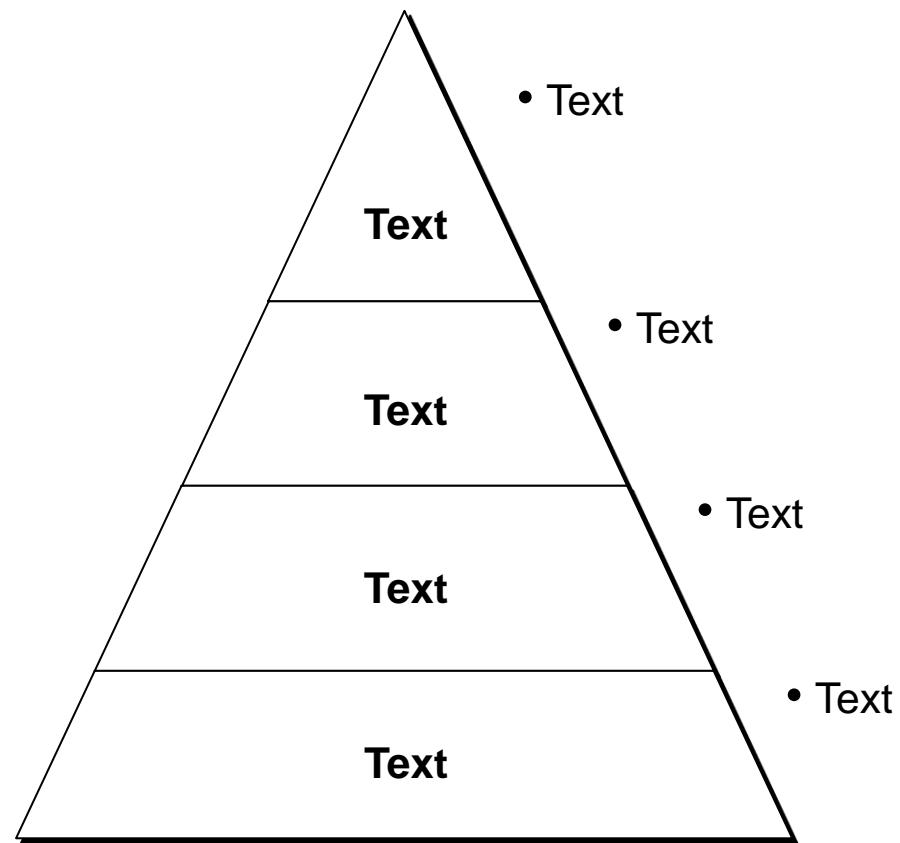


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LEVEL 04

Unit of measure



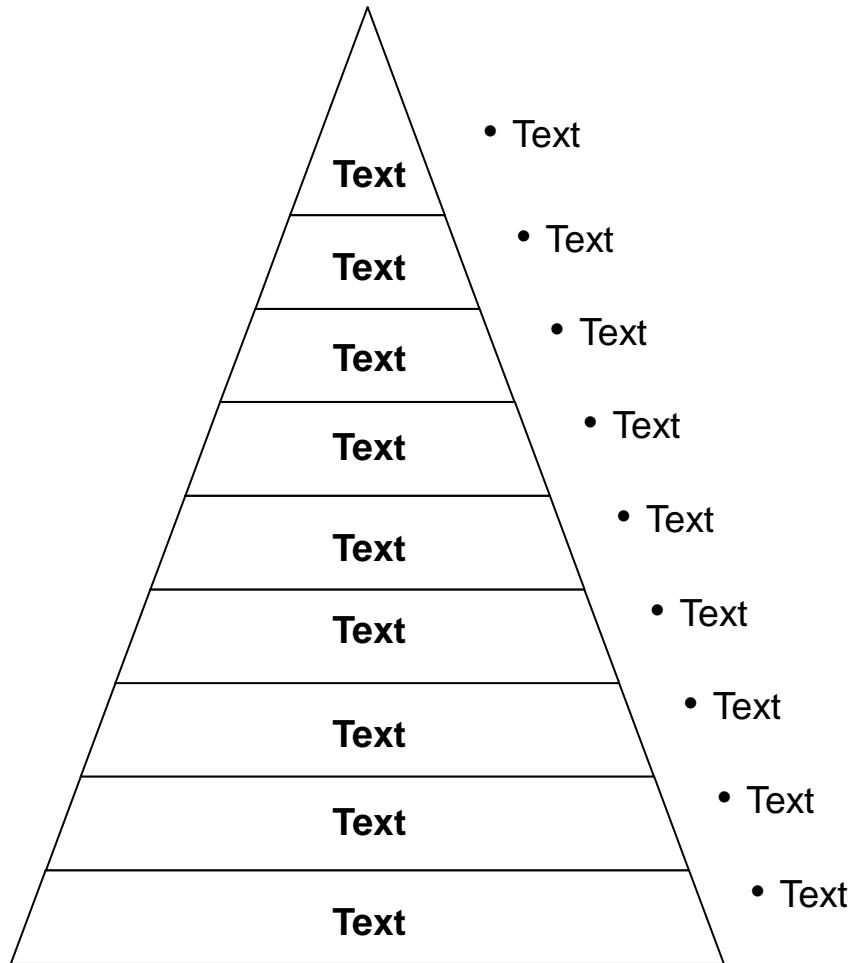
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248

LEVEL 09

Unit of measure



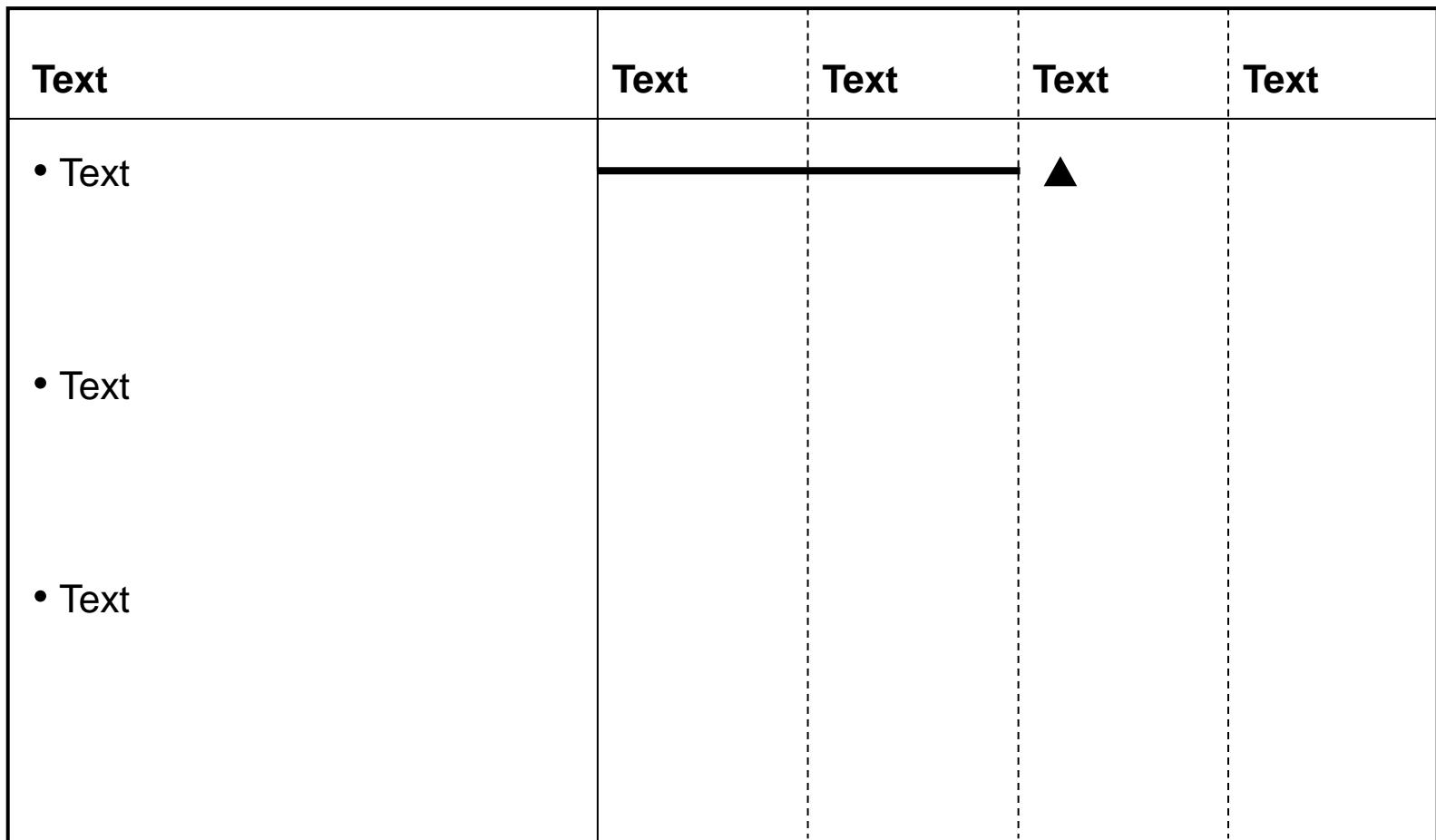
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249

GANTT – 4 WEEK

Unit of measure



* Footnote

Unit of measure

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* Footnote

Unit of measure

Text	Text				Text			
	Text							
• Text								
• Text								
• Text								

* Footnote

Unit of measure

Text	Text				Text				Text			
	Text											
• Text												
• Text												
• Text												

* Footnote

Unit of measure

Text	Text															
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• Text																
• Text																
• Text																

* Footnote

Unit of measure

Text	Text																			
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• Text																				

* Footnote

Unit of measure

Text	Text																							
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• Text																								

* Footnote

Unit of measure

Text	Text																							
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* Footnote

Unit of measure

Text	Text																													
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• Text																														
• Text																														

* Footnote

Unit of measure

Text	Text																		
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• Text																			

* Footnote

Unit of measure

Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text
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• Text											
• Text											
• Text											

* Footnote

Unit of measure

Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text	Text
	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
• Text													
• Text													
• Text													

* Footnote

Unit of measure

Text	Text											
	1	2	3	4	5	6	7	8	9	10	11	12
• Text												
• Text												
• Text												

* Footnote

Unit of measure

Text	Text												Text											
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• Text																								
• Text																								
• Text																								

* Footnote

Unit of measure

Text	Responsibility	Text				
		Mon	Tue	Wed	Thu	Fri
• Text						
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• Text						

* Footnote

Unit of measure

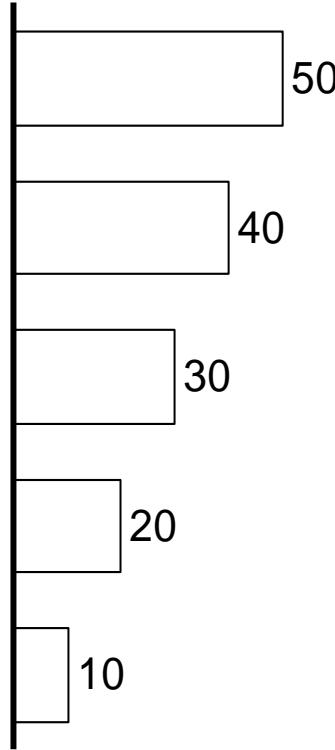
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• Text											

* Footnote

Unit of measure

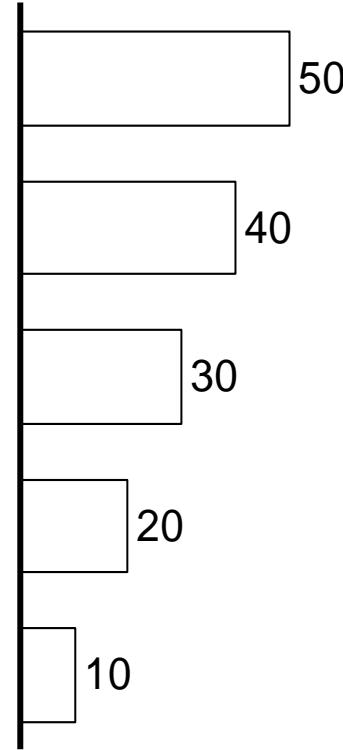
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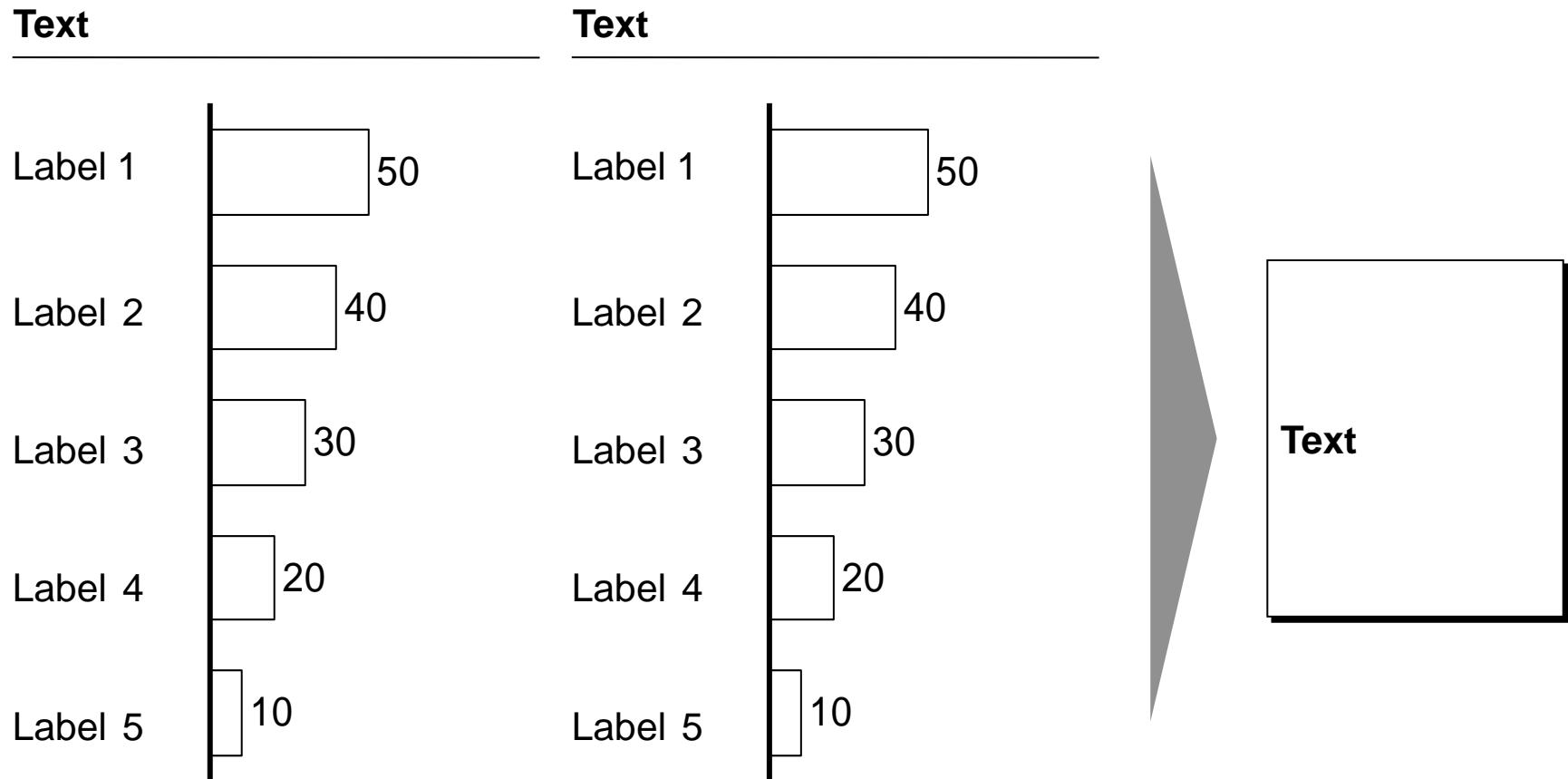
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Label 1



* Footnote

Unit of measure



* Footnote

Unit of measure

Text

Label 1



Text

Label 1



Text

Label 1



* Footnote

Source: Source

268

Unit of measure

Text

Label 1

50

Label 2

40

Label 3

30

Label 4

20

Label 5

10

Text

Label 1

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Label 2

40

Label 3

30

Label 4

20

Label 5

10

Text

Label 1

50

Label 2

40

Label 3

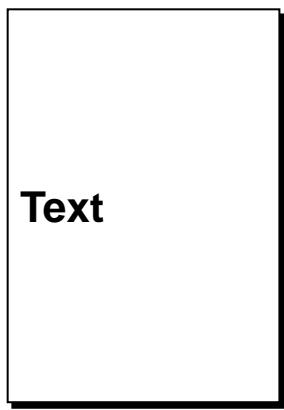
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Label 4

20

Label 5

10



* Footnote

Unit of measure

Text

Label 1 50

Label 2 40

Label 3 30

Label 4 20

Label 5 10

Text

Label 1 50

Label 2 40

Label 3 30

Label 4 20

Label 5 10

Text

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Label 2 40

Label 3 30

Label 4 20

Label 5 10

Text

Label 1 50

Label 2 40

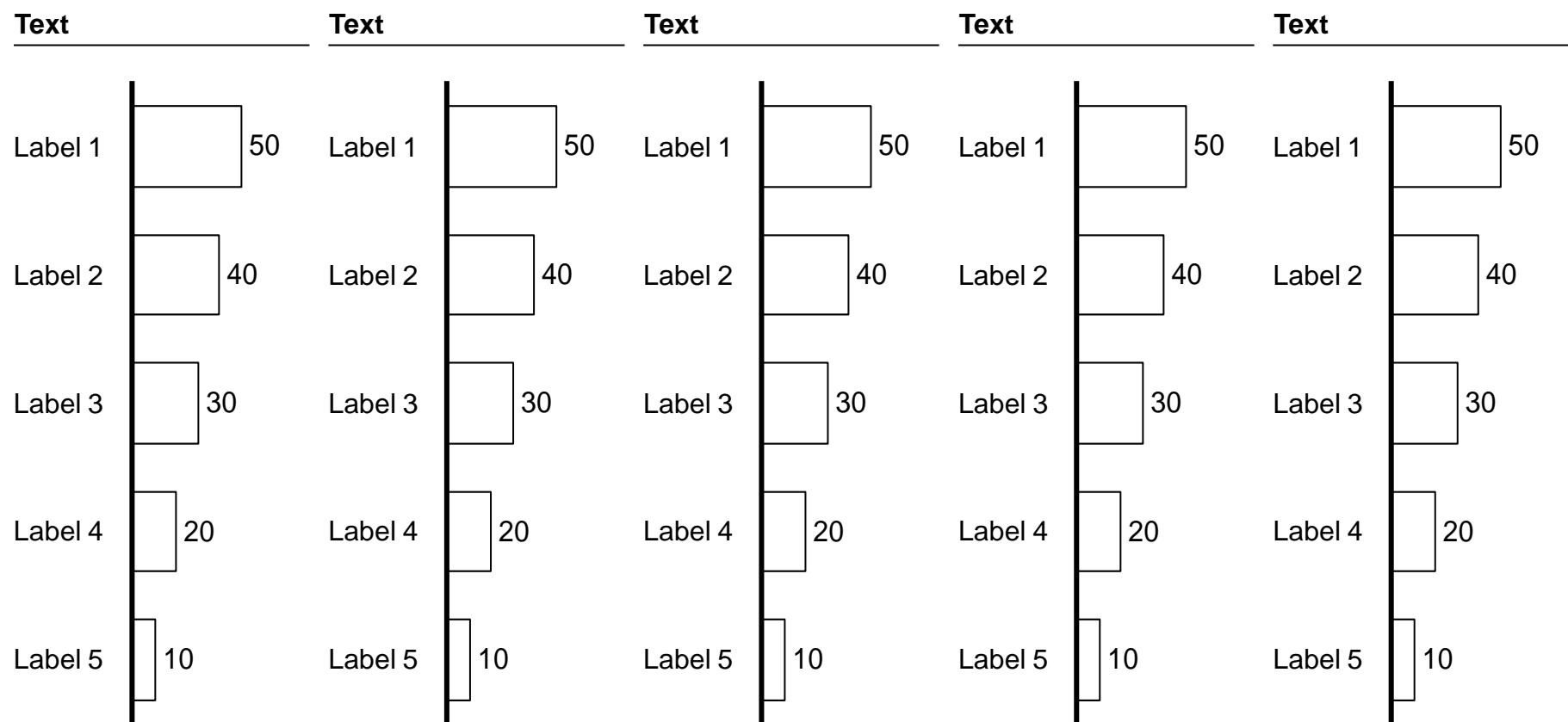
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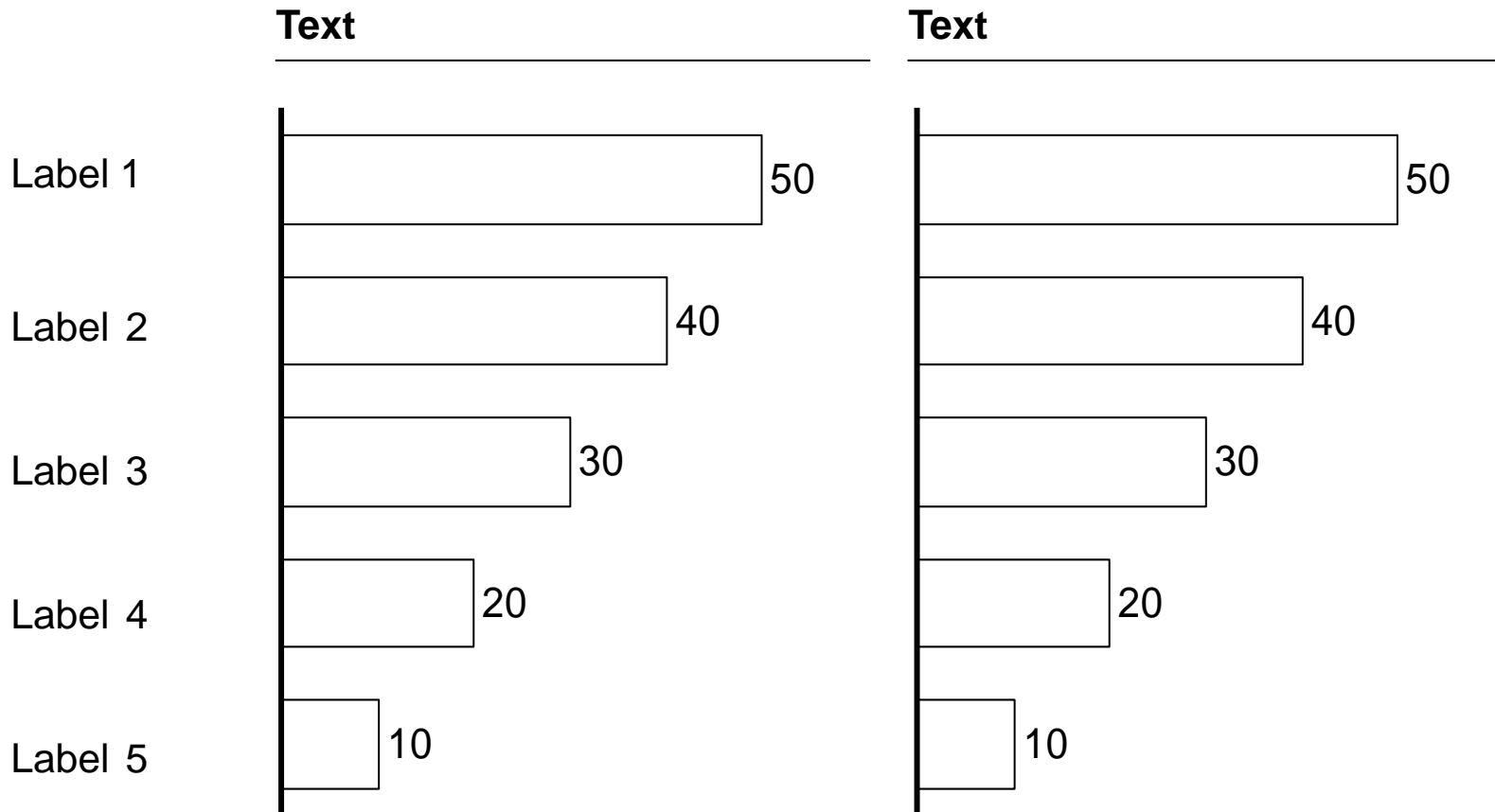
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Unit of measure

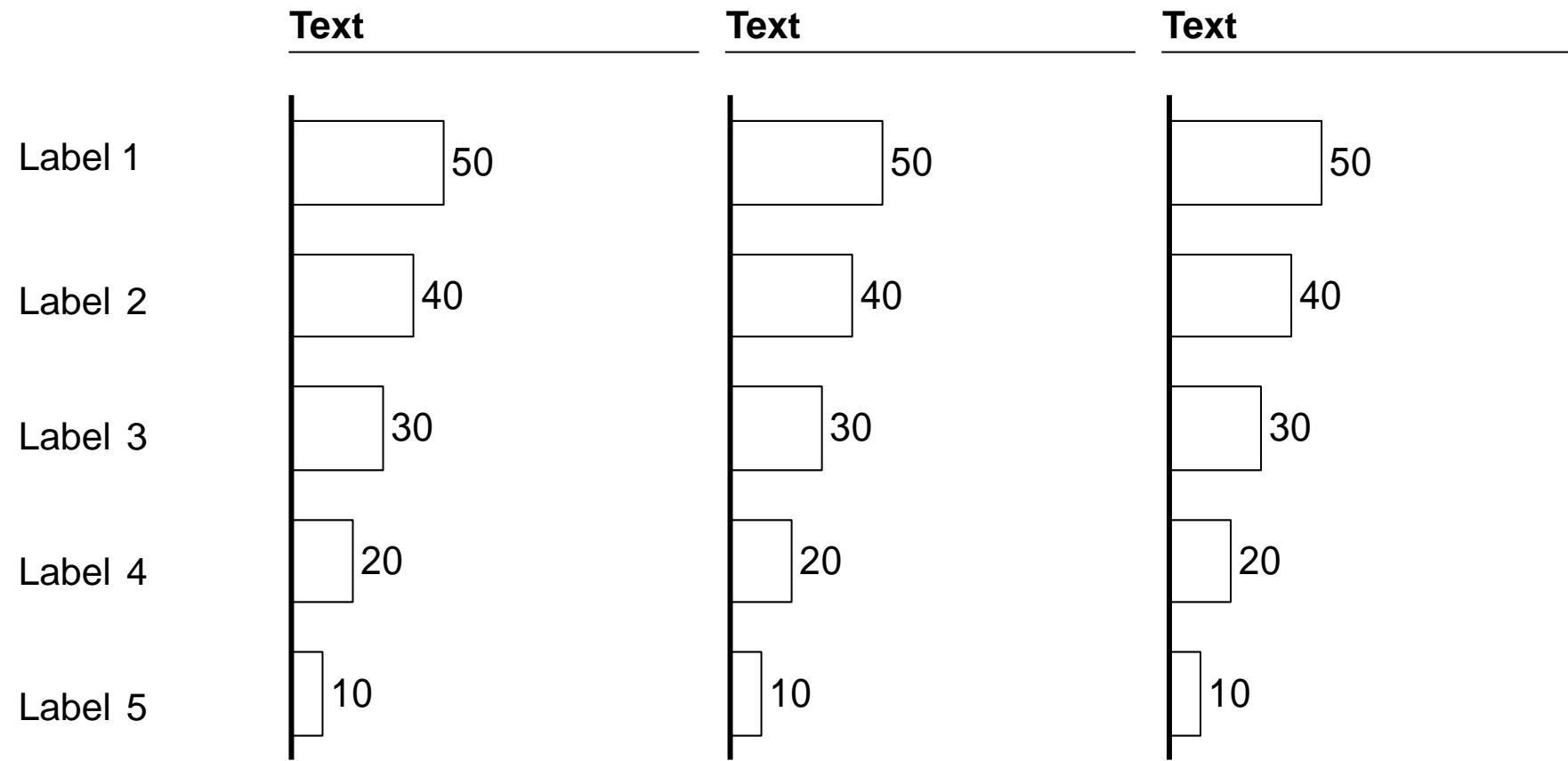


Unit of measure



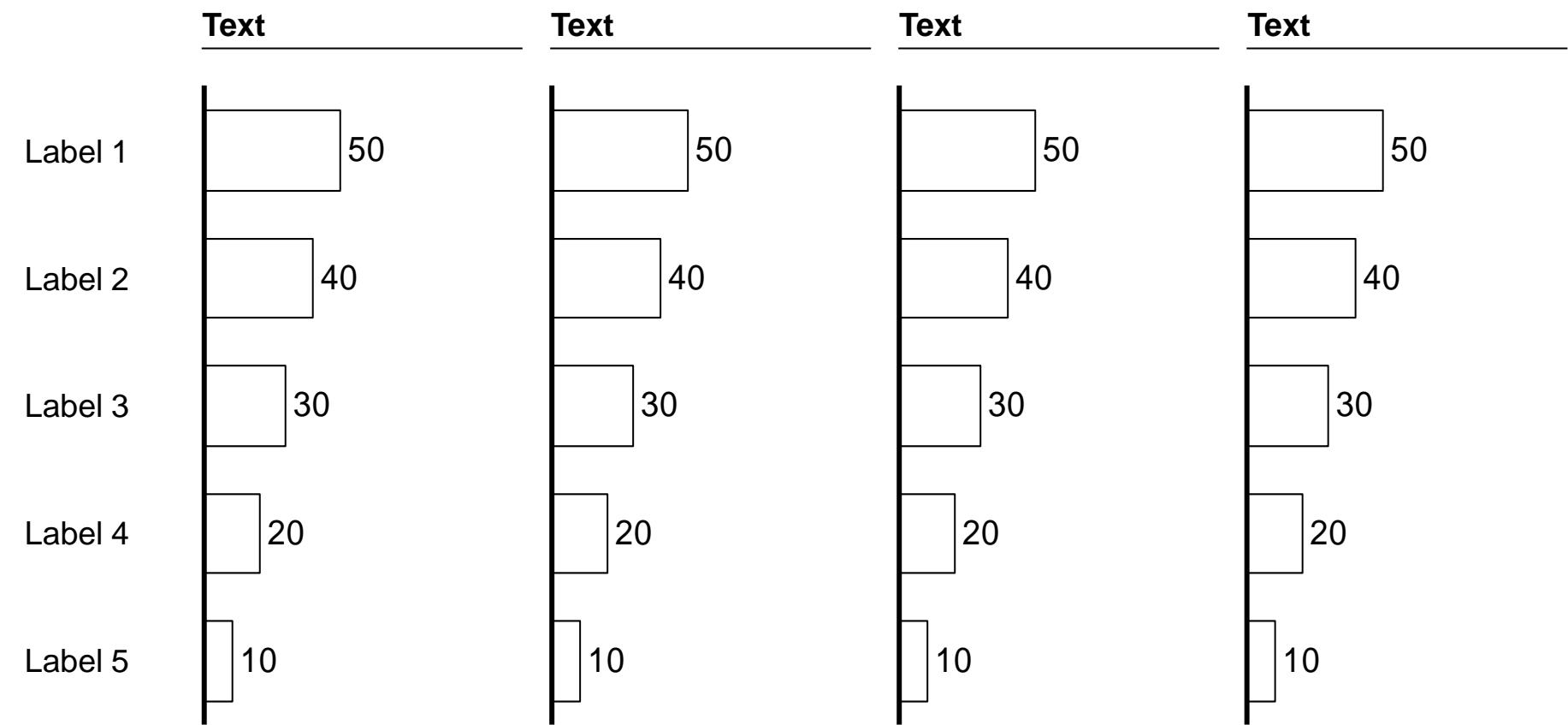
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Unit of measure



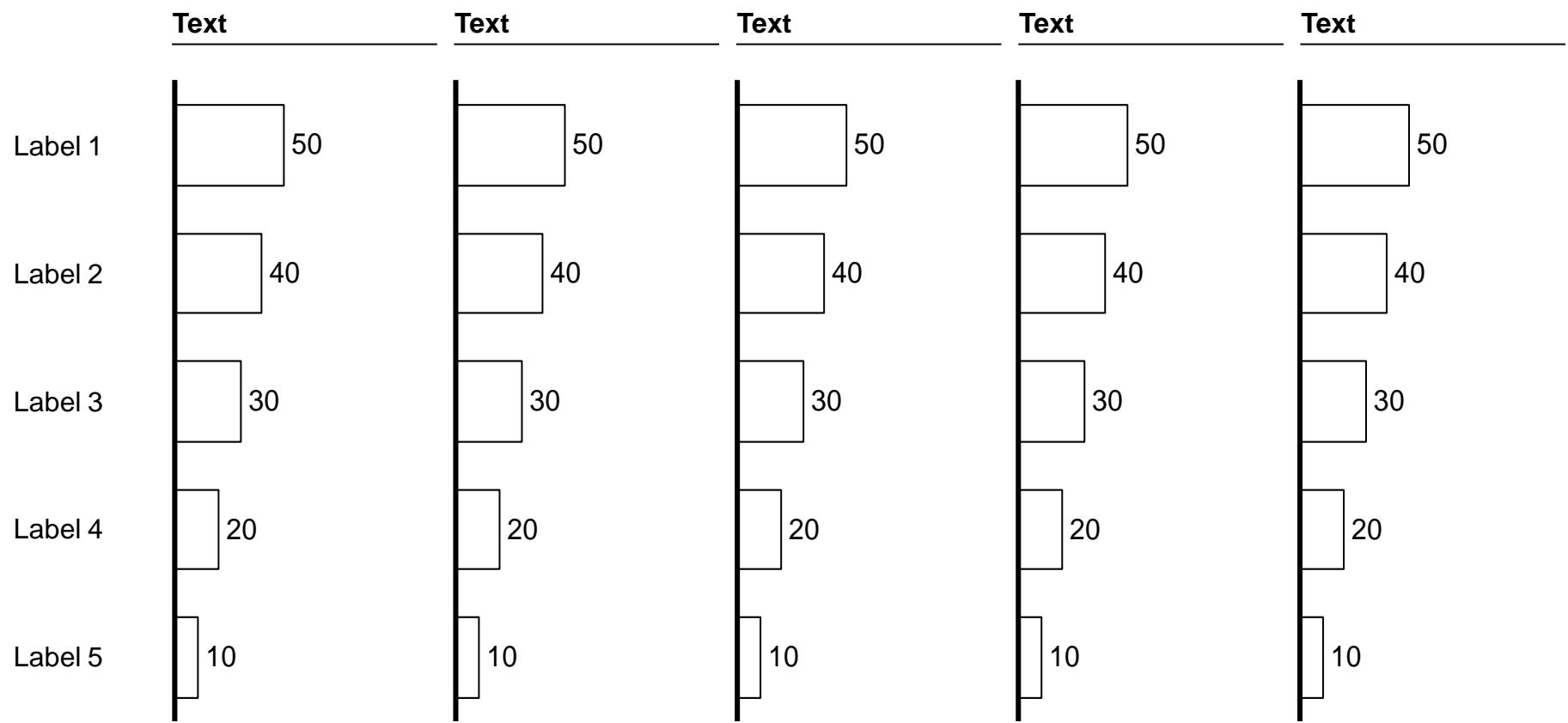
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Unit of measure



* Footnote

Unit of measure

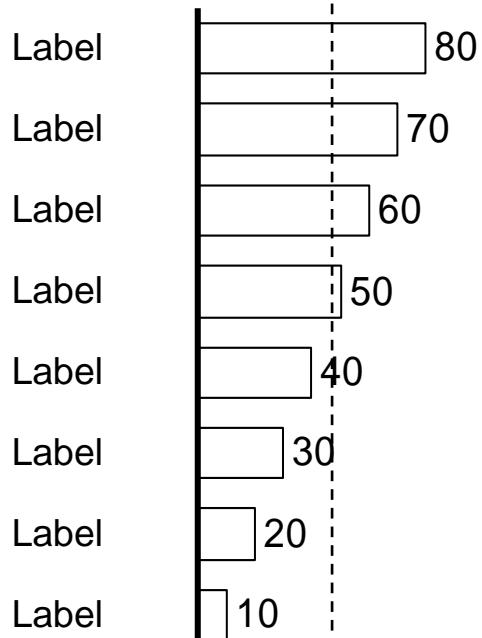


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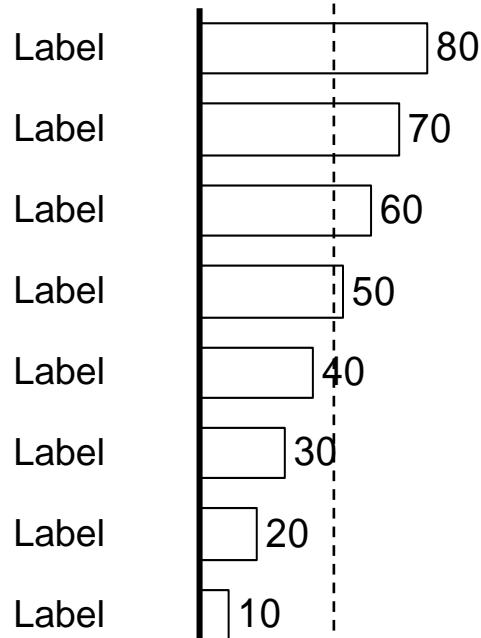
Unit of measure

Title
Measure



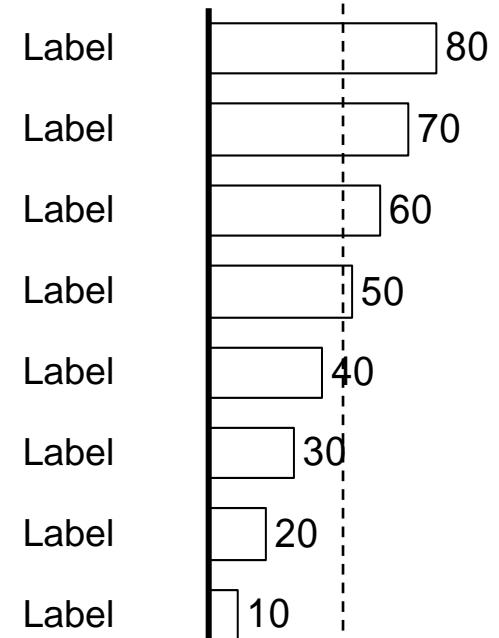
Text

Title
Measure



Text

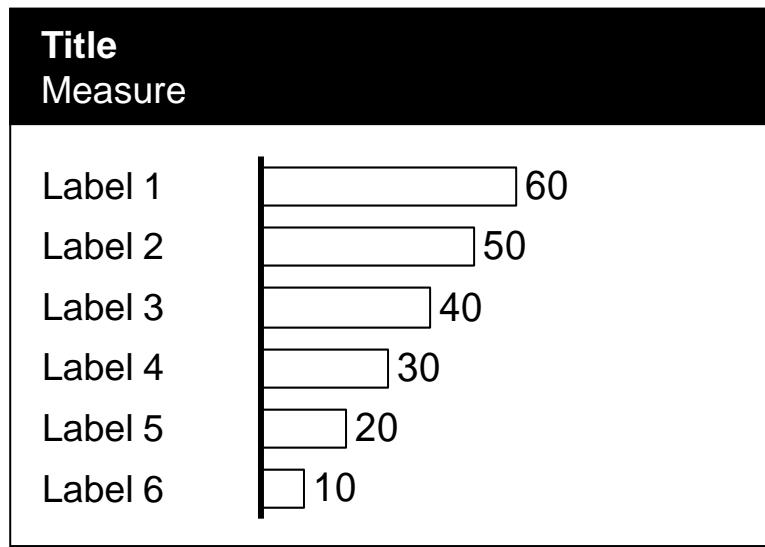
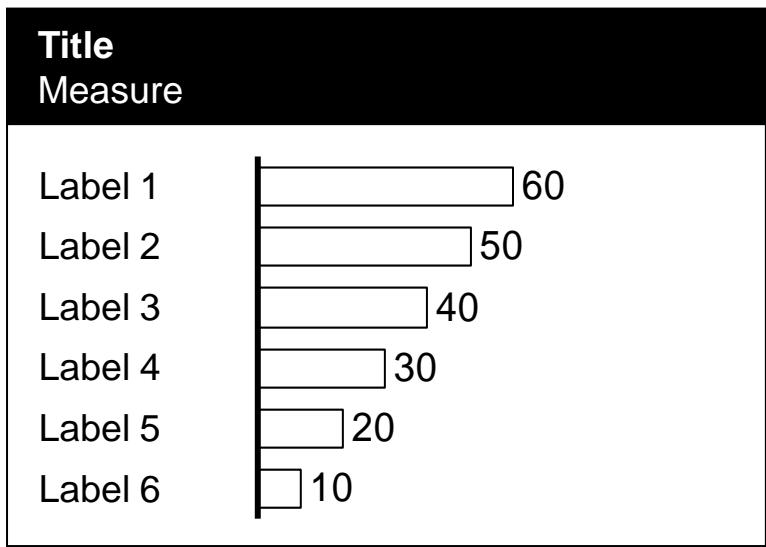
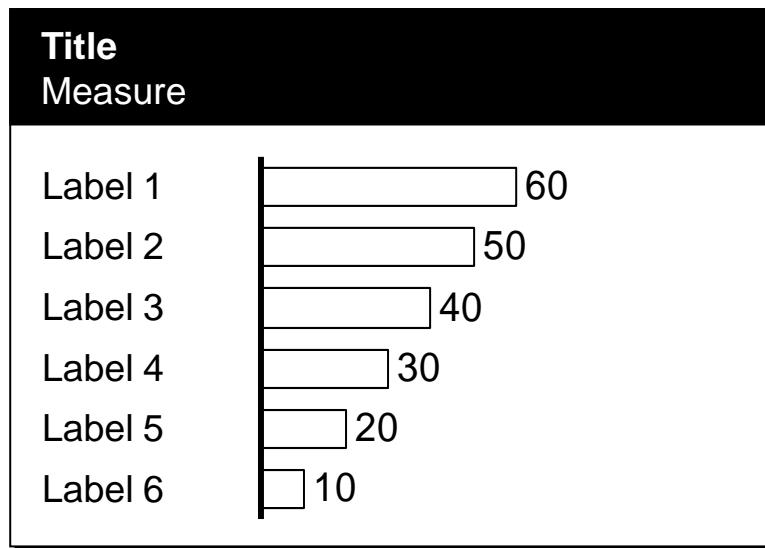
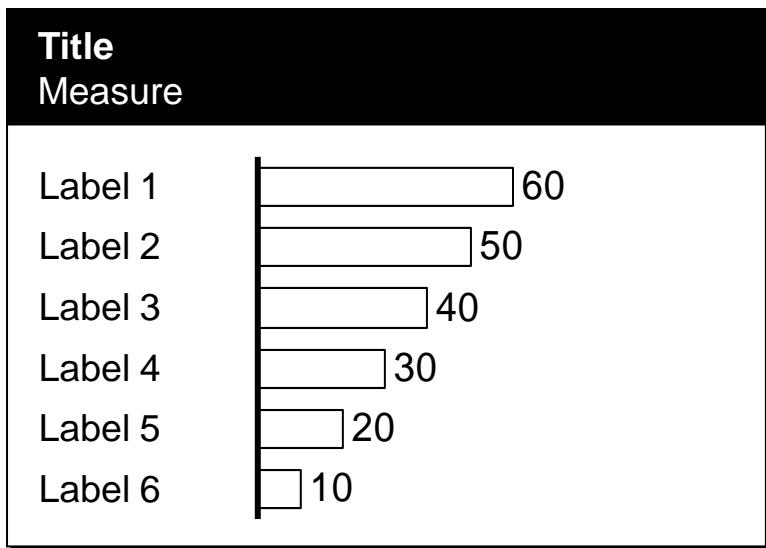
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Text

EXHIBIT TITLE

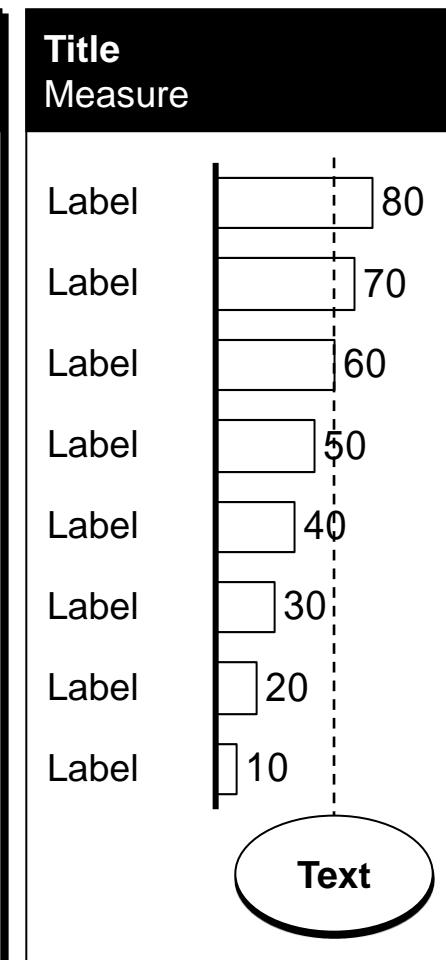
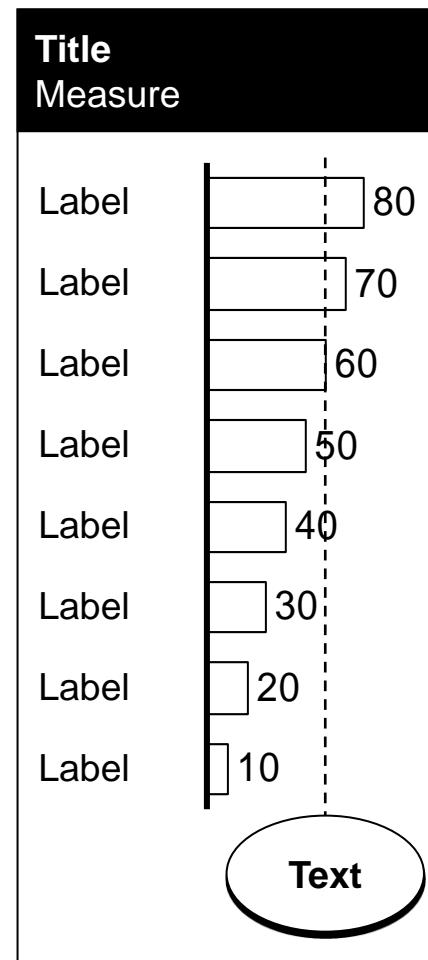
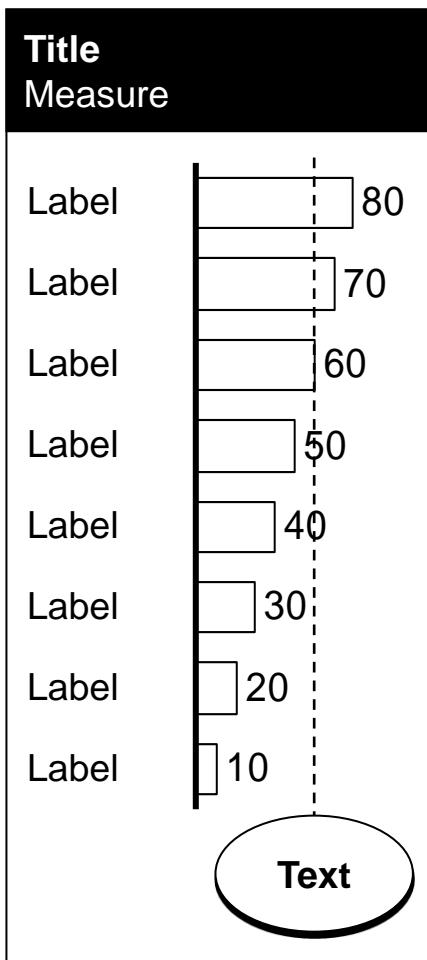
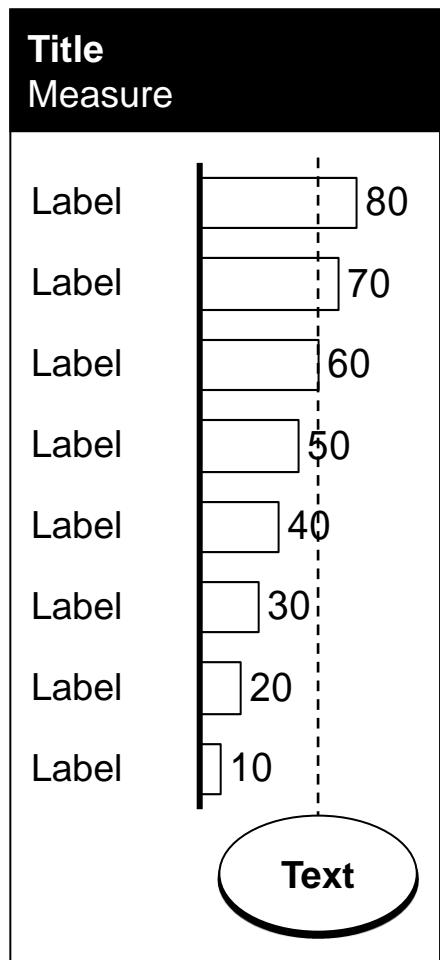
Unit of measure



* Footnote

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Unit of measure

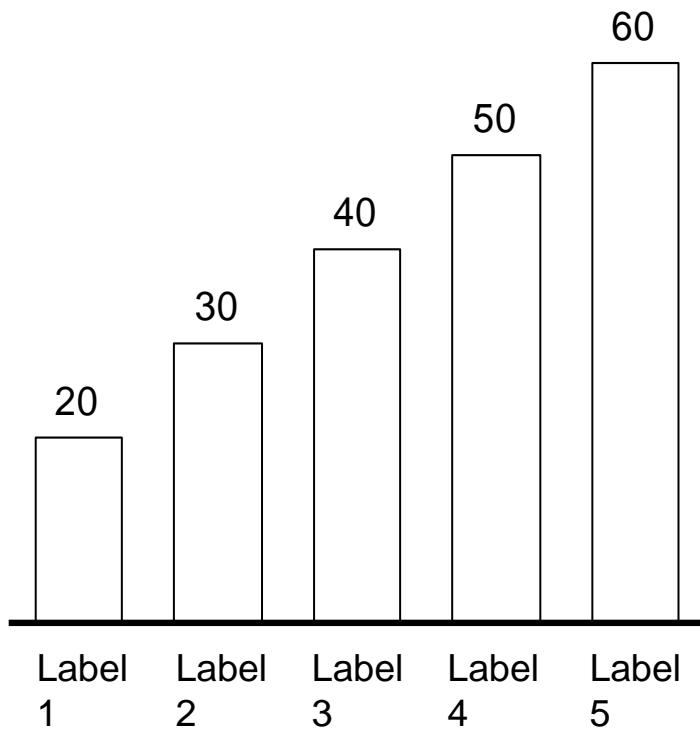


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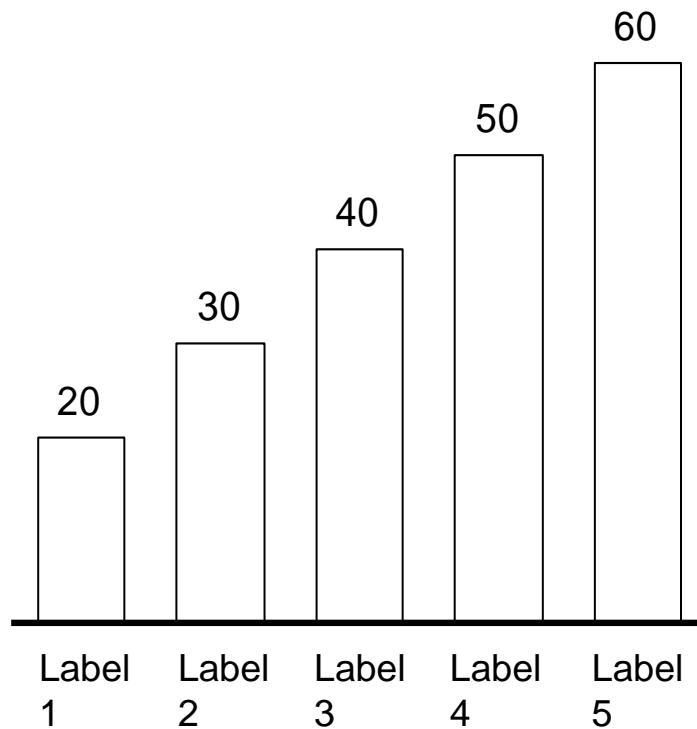
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Text



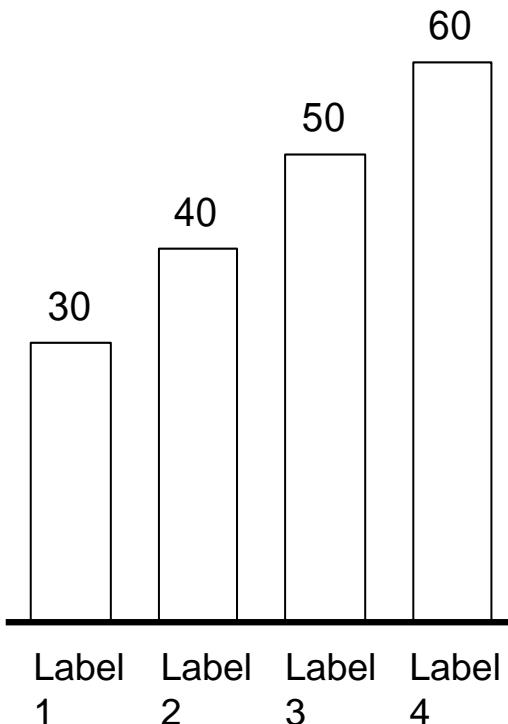
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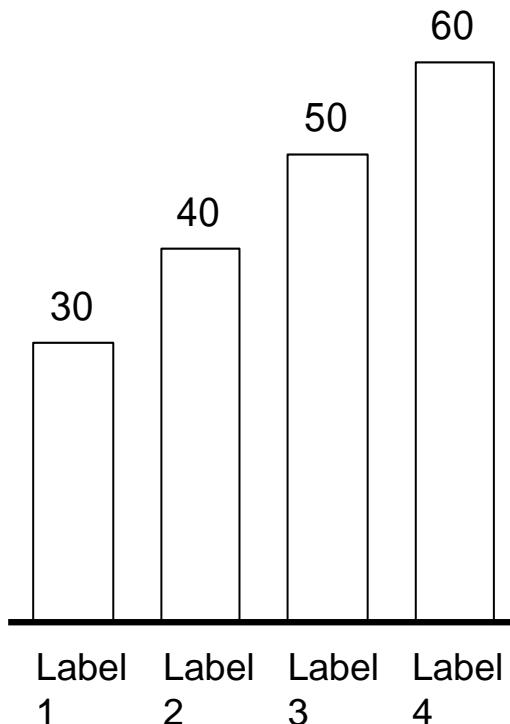
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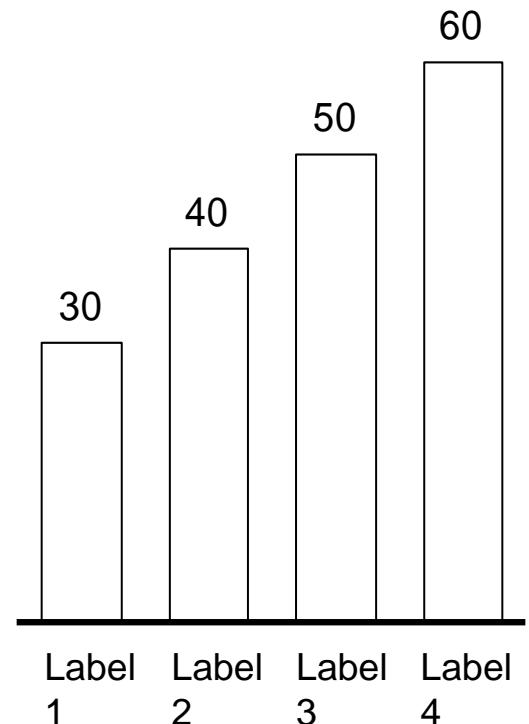
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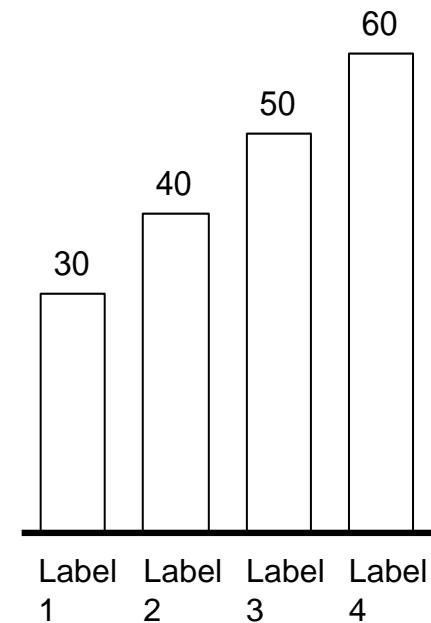
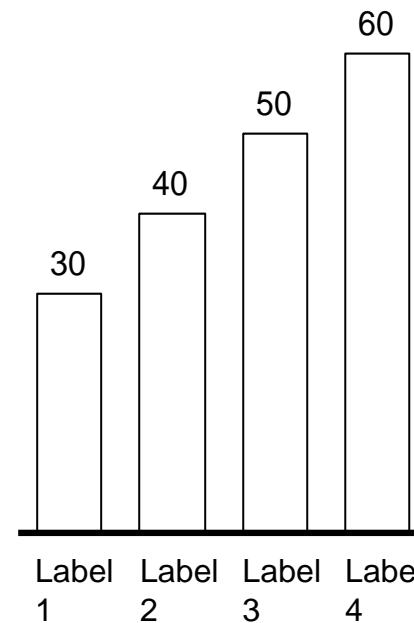
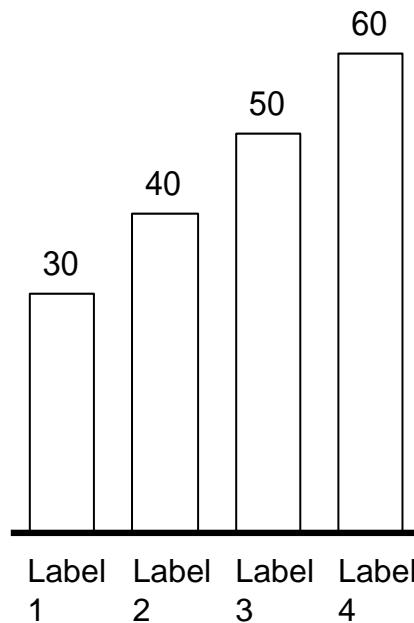
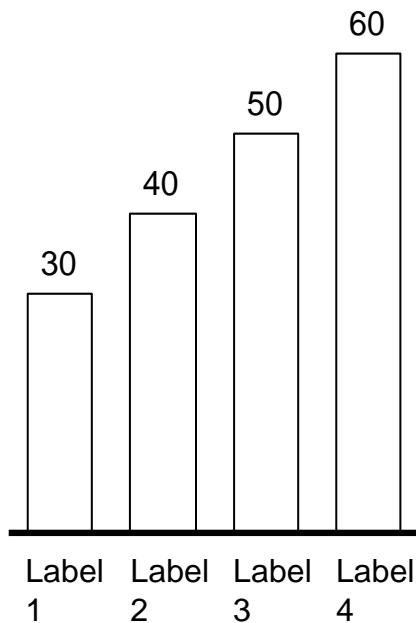
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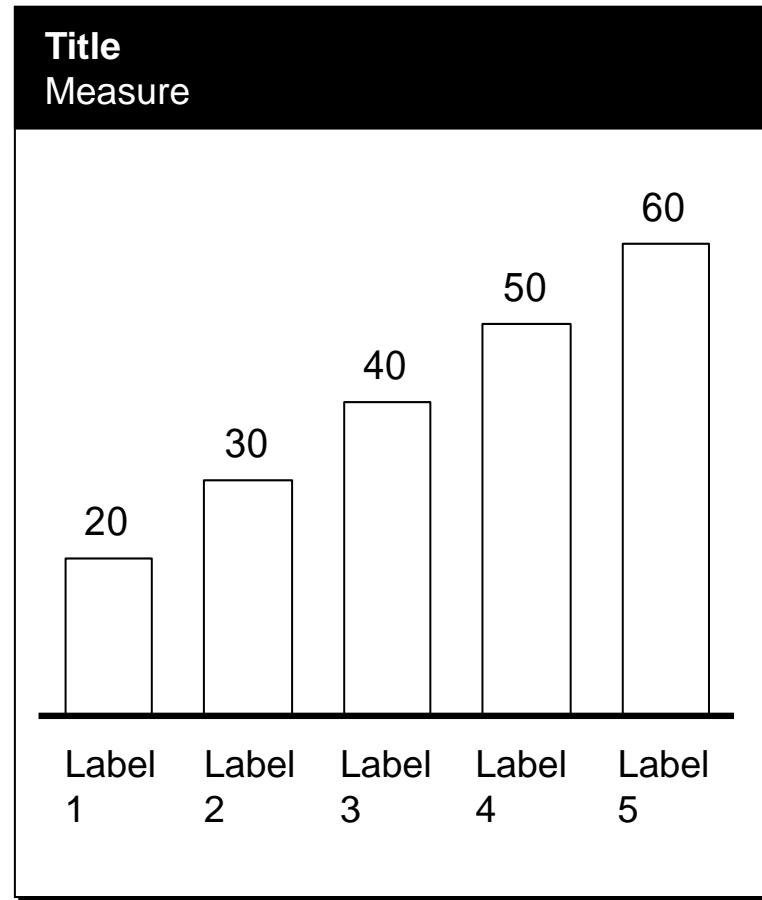
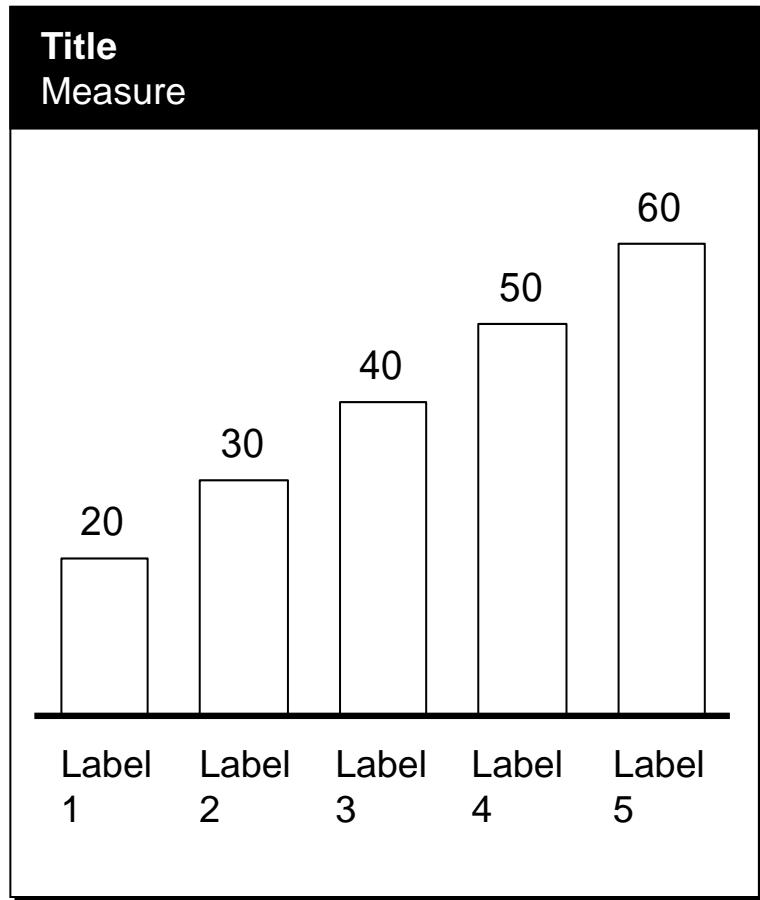


* Footnote

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EXHIBIT TITLE

Unit of measure



* Footnote

EXHIBIT TITLE

Unit of measure

Title
Measure

Text

50

20

30

40

Label
1 Label
2 Label
3 Label
4

Title
Measure

Text

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20

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Label
1 Label
2 Label
3 Label
4

Title
Measure

Text

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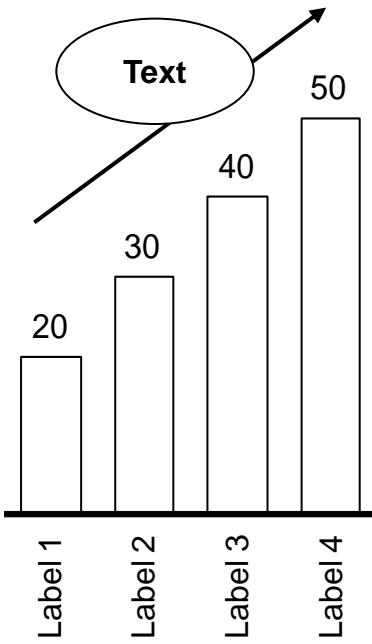
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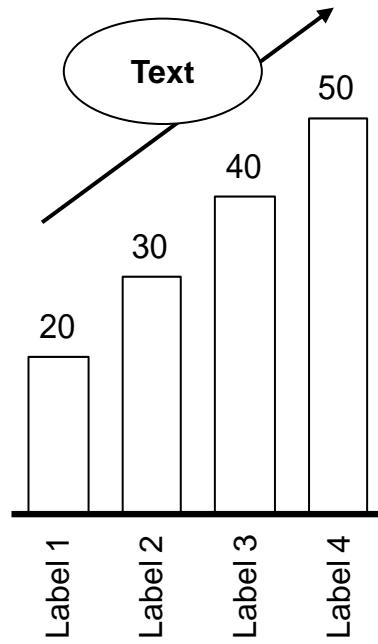
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Unit of measure

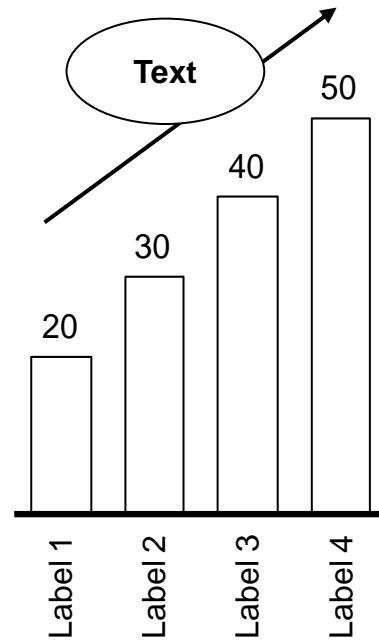
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Title
Measure



Title
Measure



Title
Measure

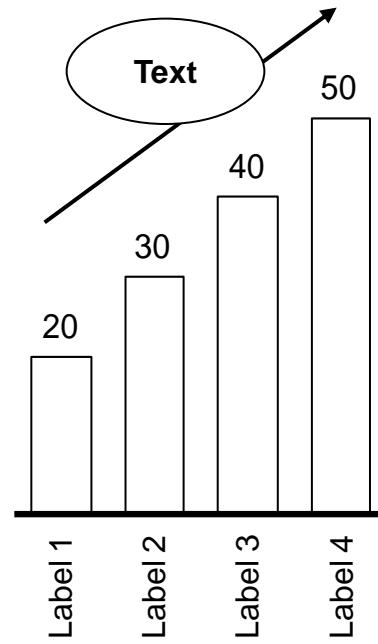
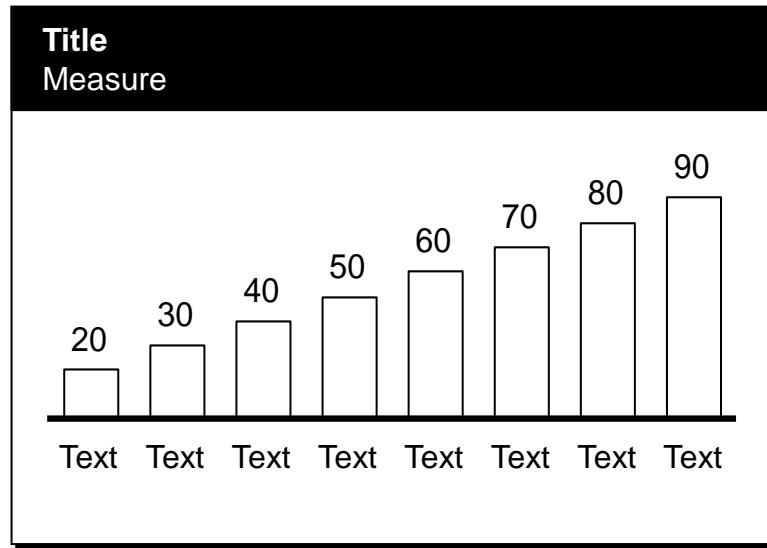
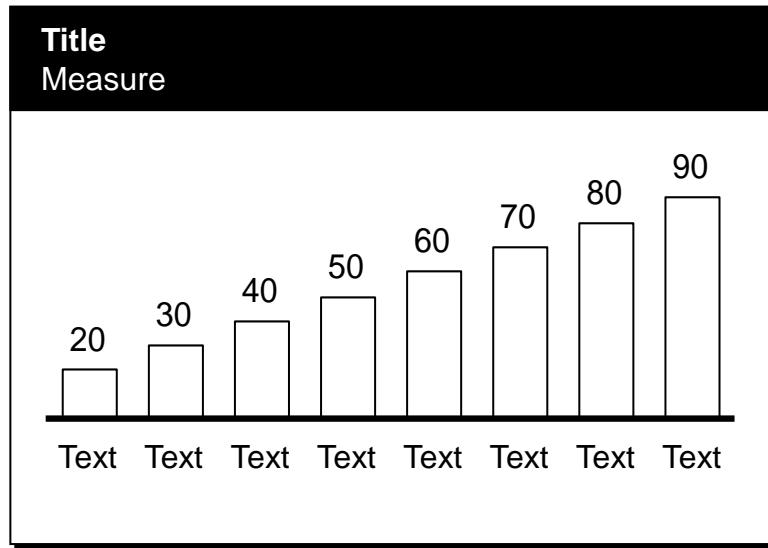
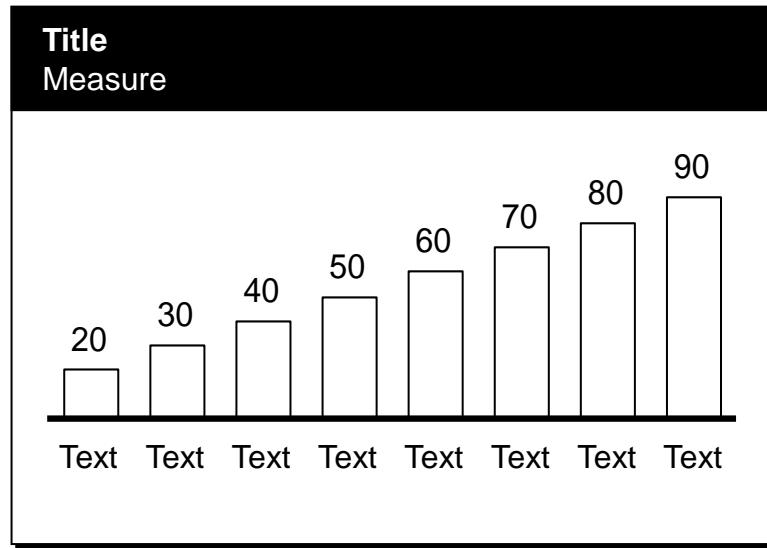
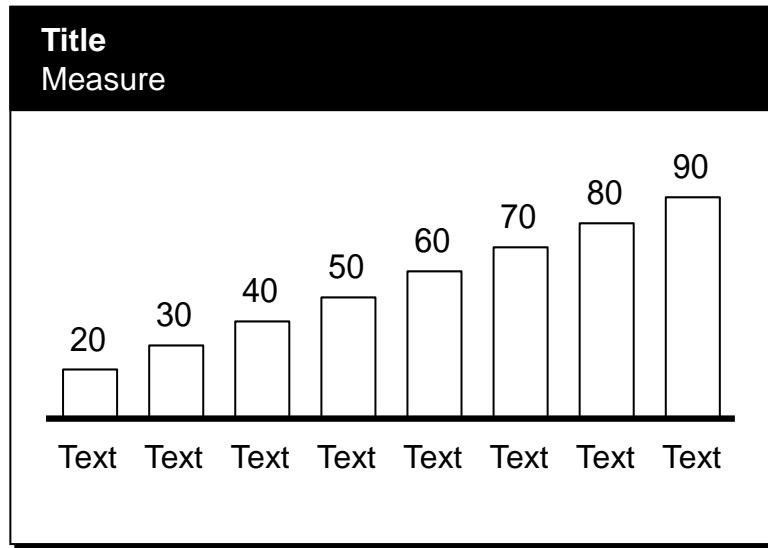


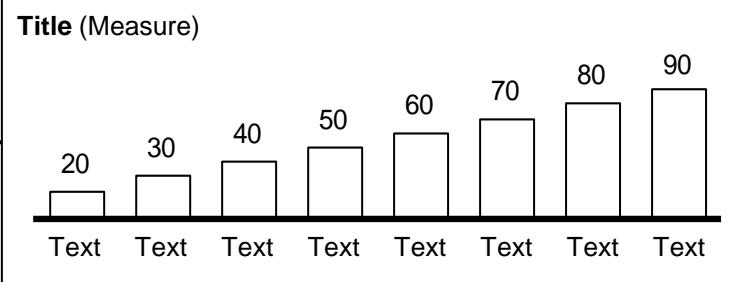
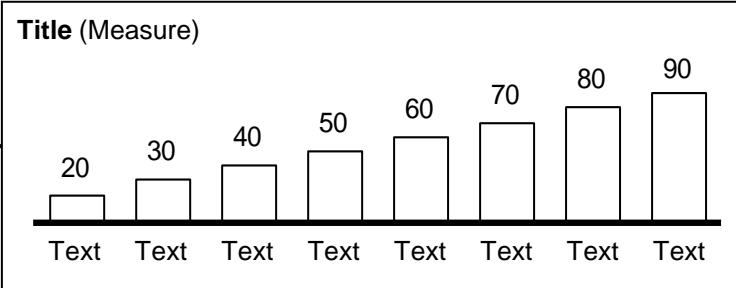
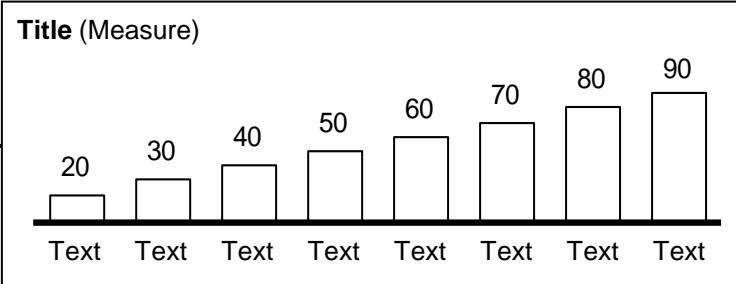
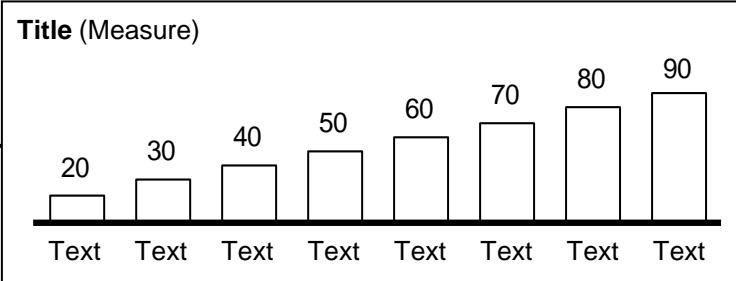
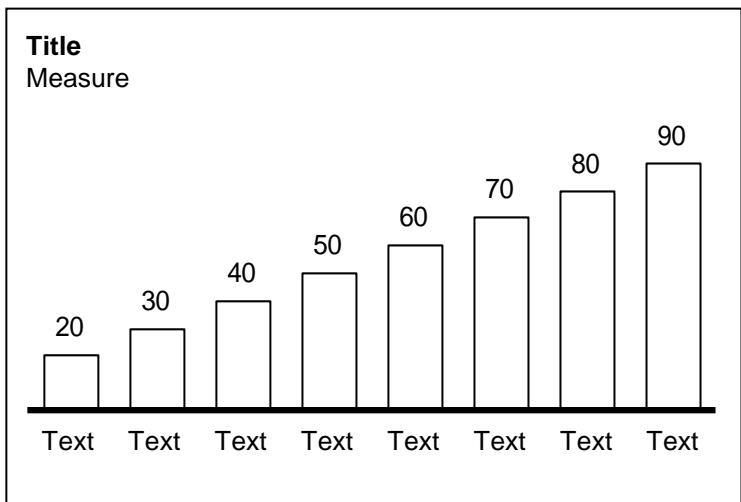
EXHIBIT TITLE

Unit of measure



* Footnote

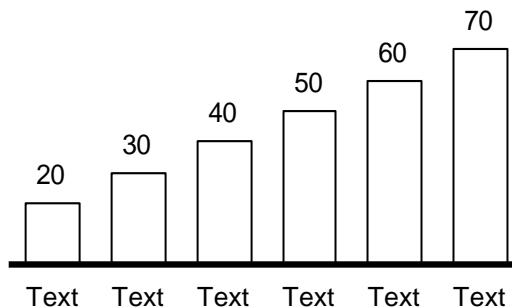
Unit of measure



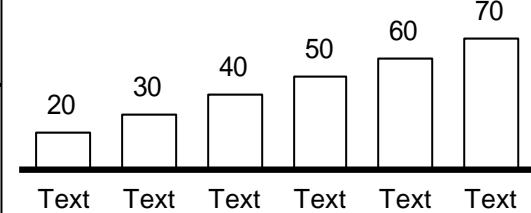
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Unit of measure

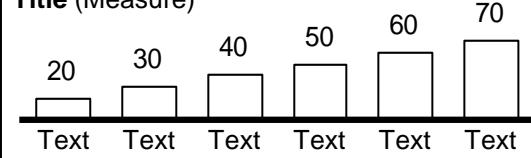
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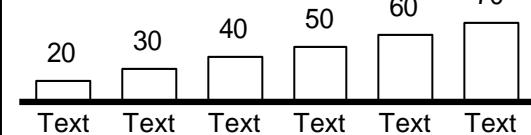
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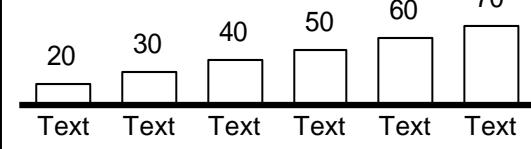
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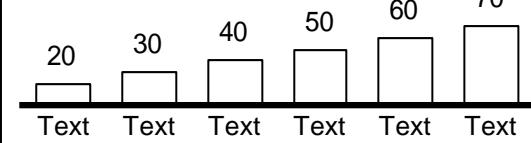
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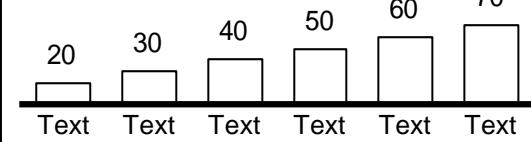
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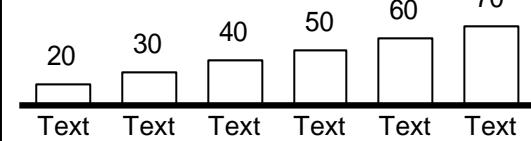
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Title (Measure)



Title (Measure)



* Footnote

Source: Source

ROIC TREE ANALYSIS

Percent

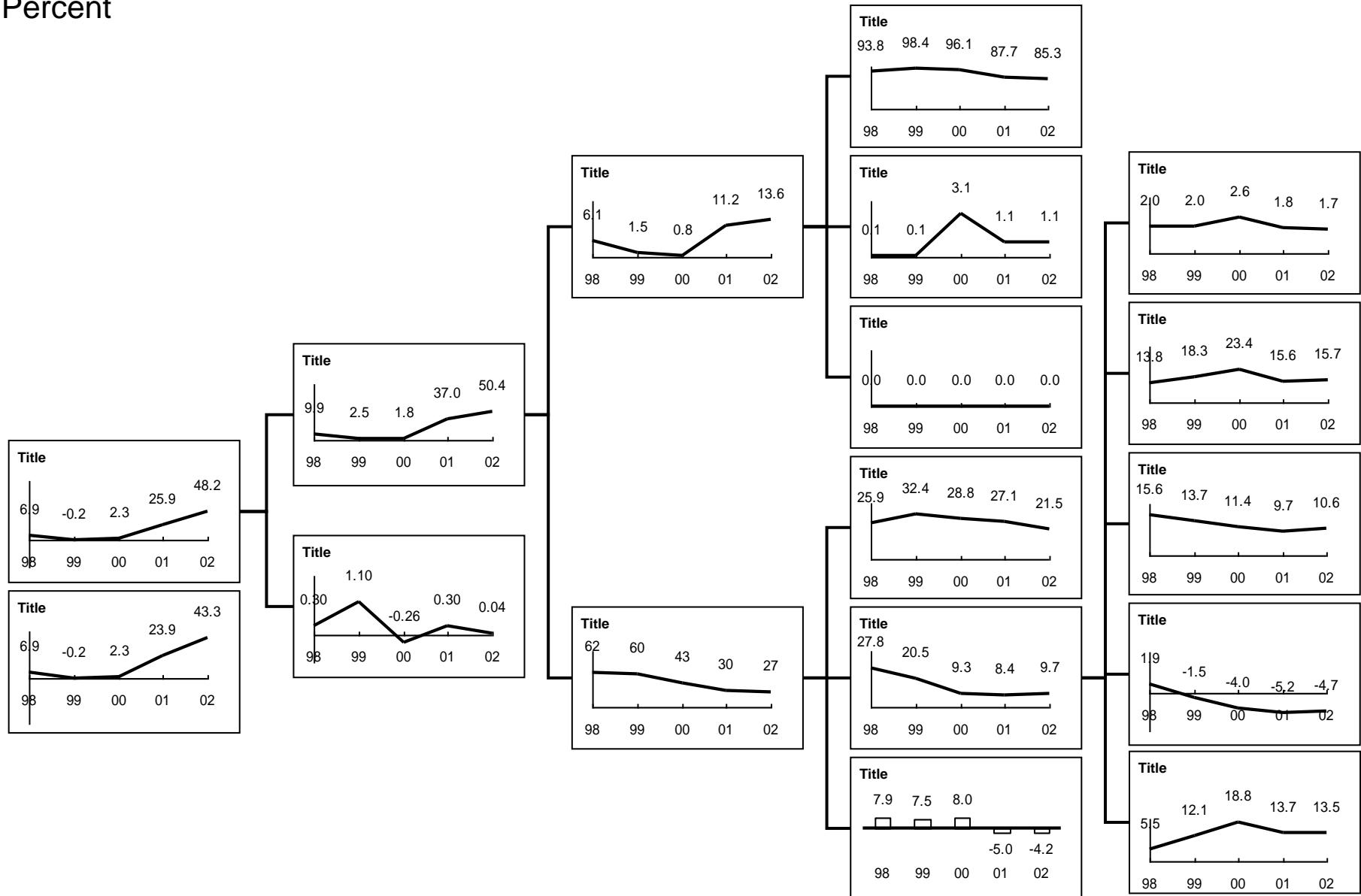
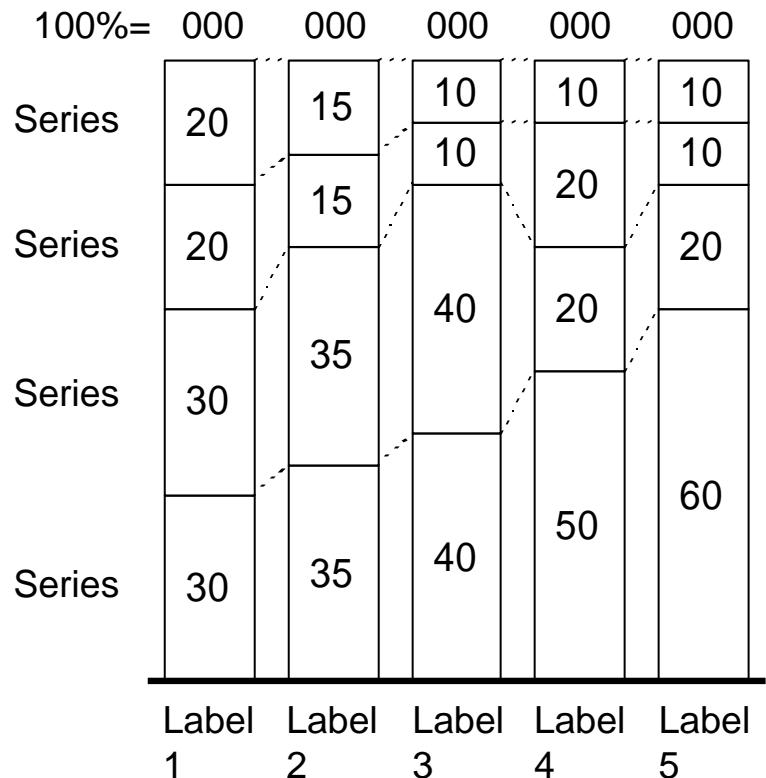


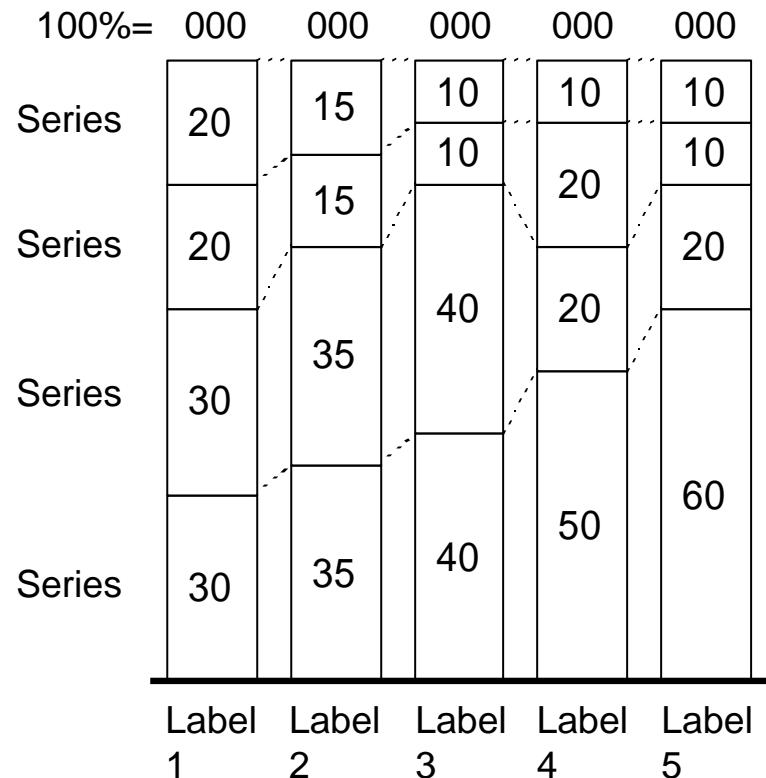
EXHIBIT TITLE

Unit of measure

Text



Text



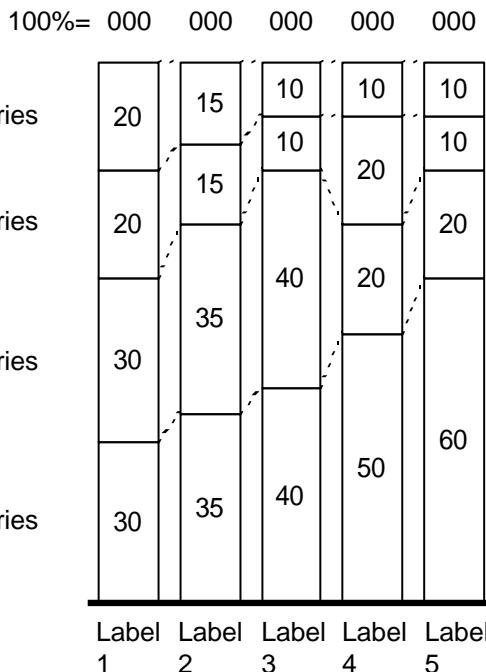
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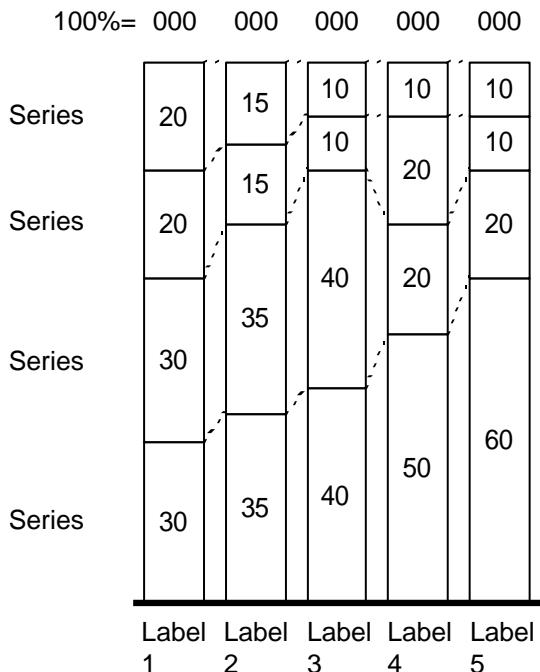
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Unit of measure

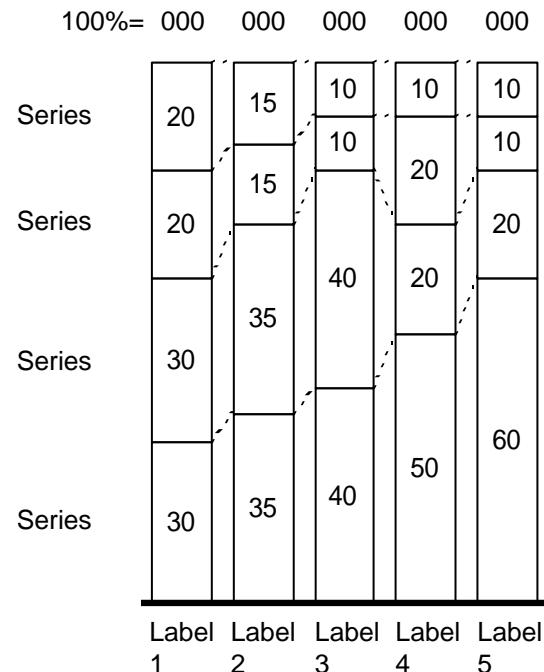
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Text



Text



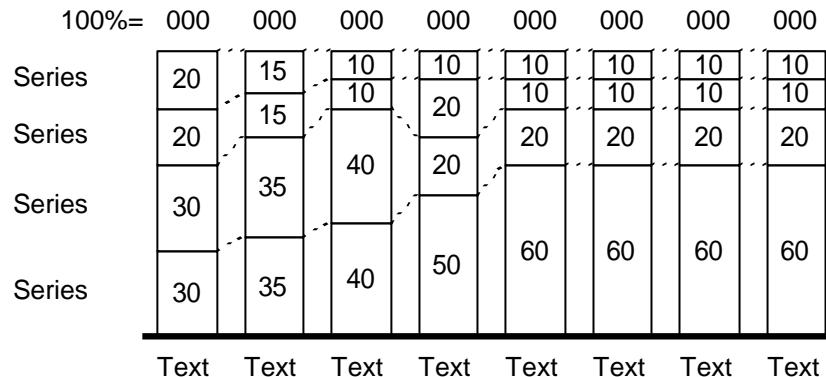
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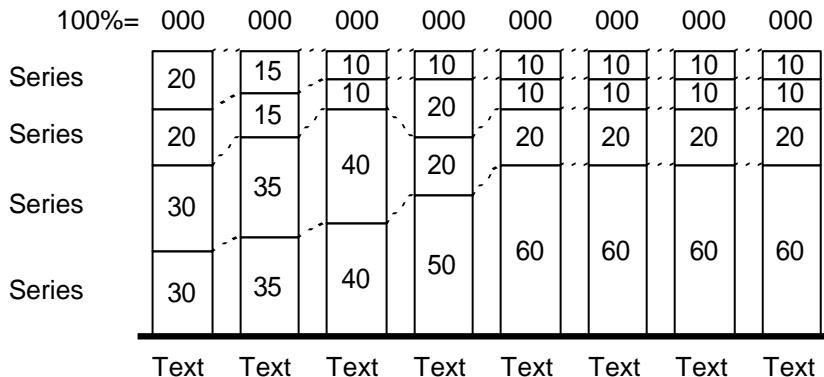
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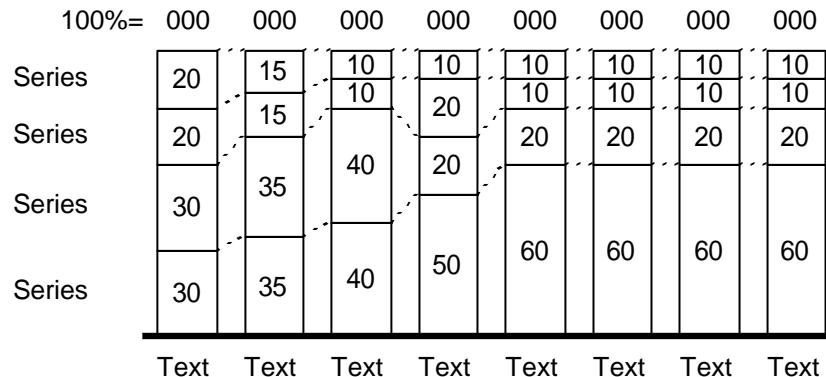
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Measure



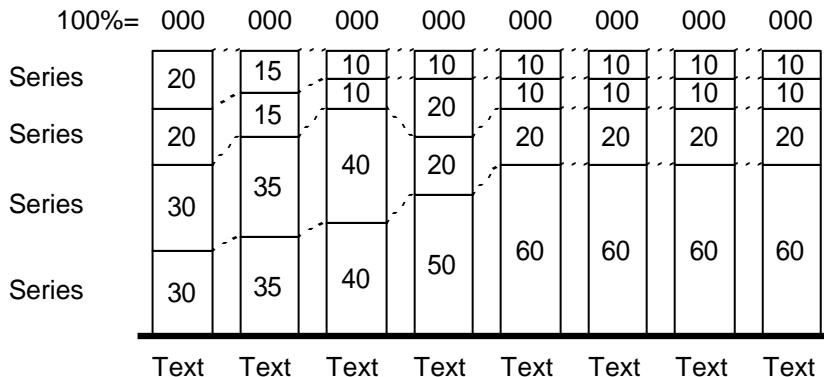
Title
Measure



Title
Measure



Title
Measure



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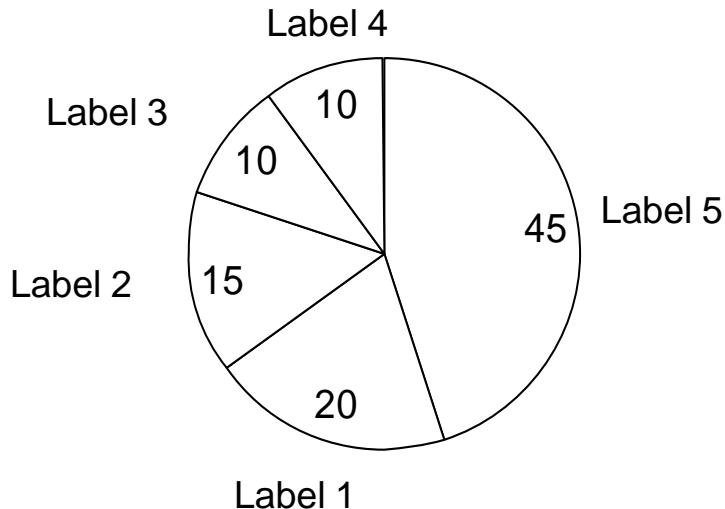
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Unit of measure

Title

Measure

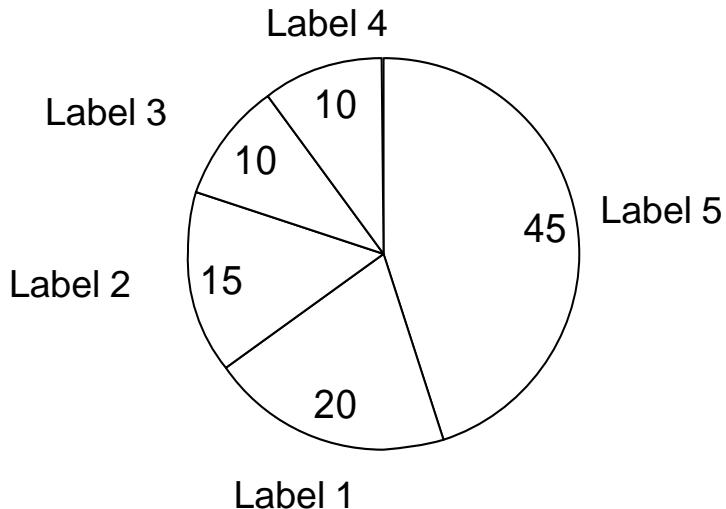
100% = xxxx



Title

Measure

100% = xxxx



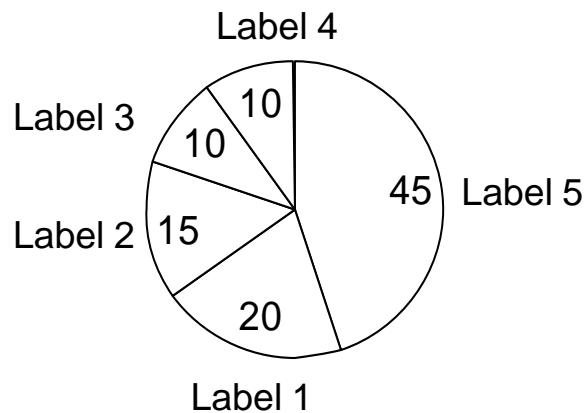
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Unit of measure

Title

Measure

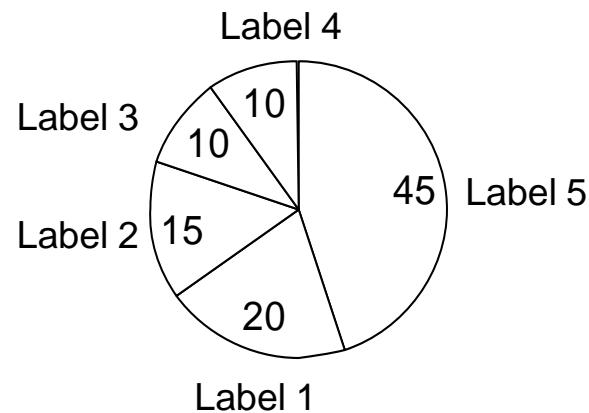
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Title

Measure

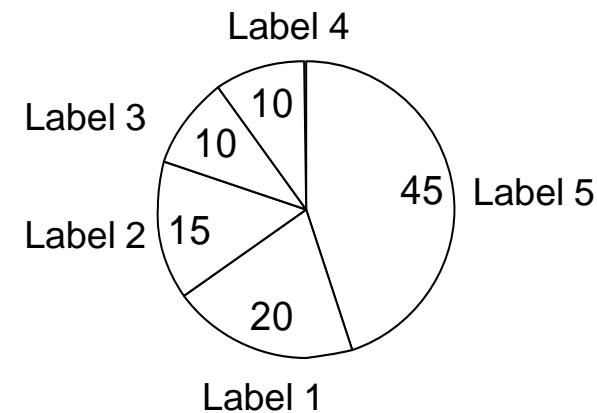
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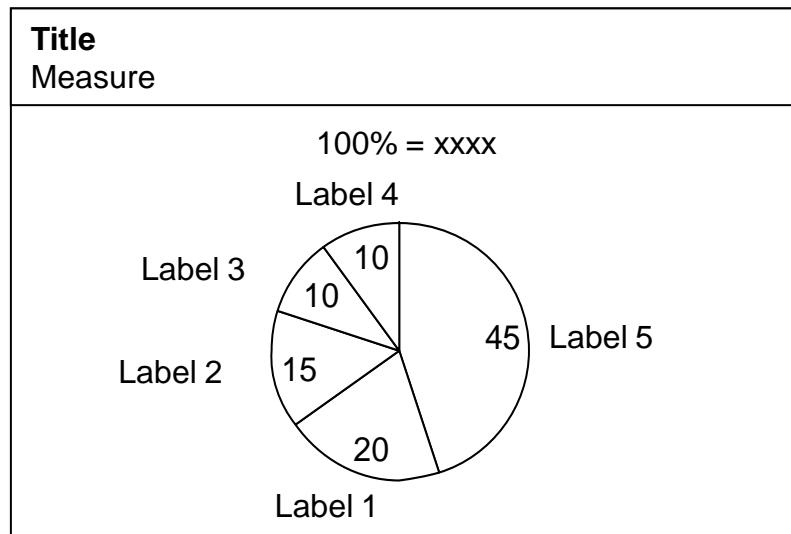
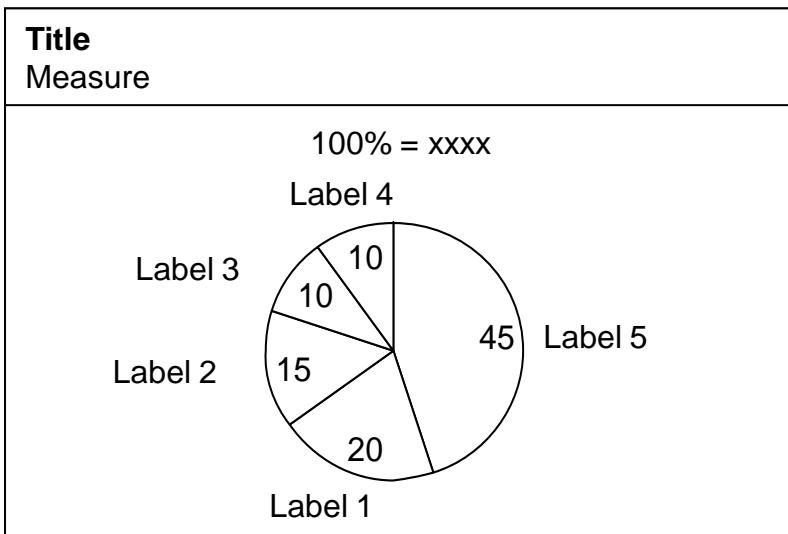
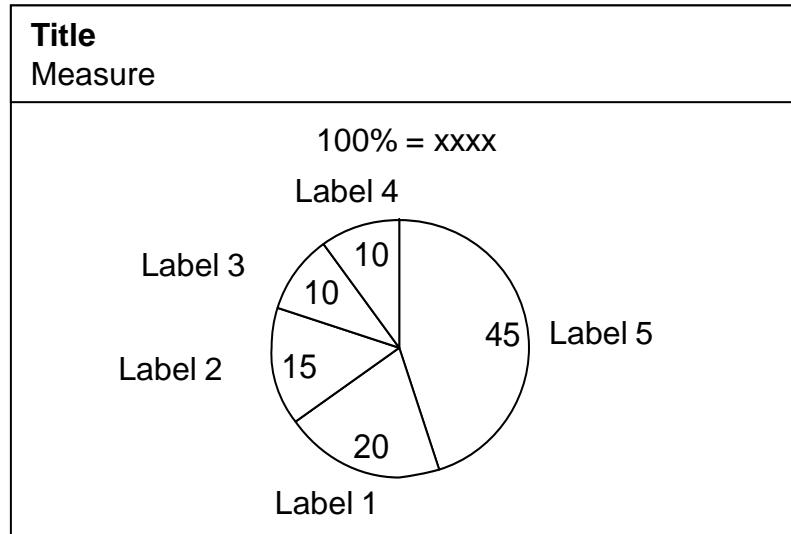
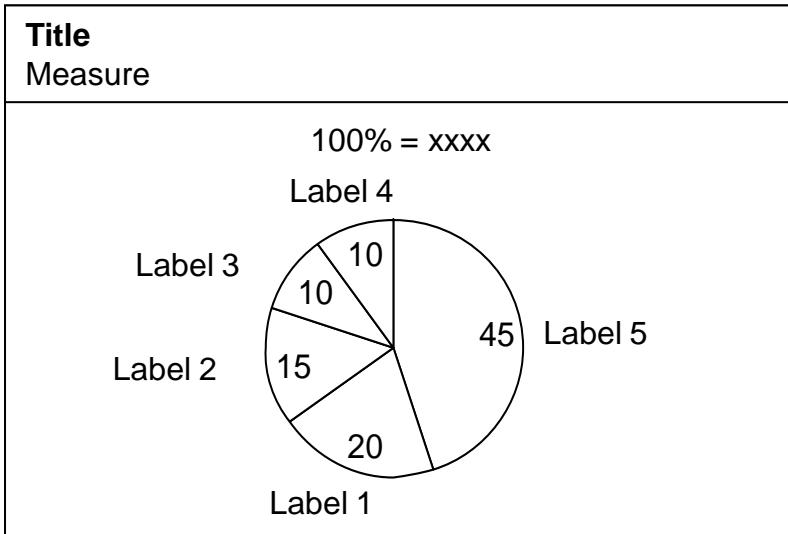
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100% = xxxx



* Footnote

Unit of measure

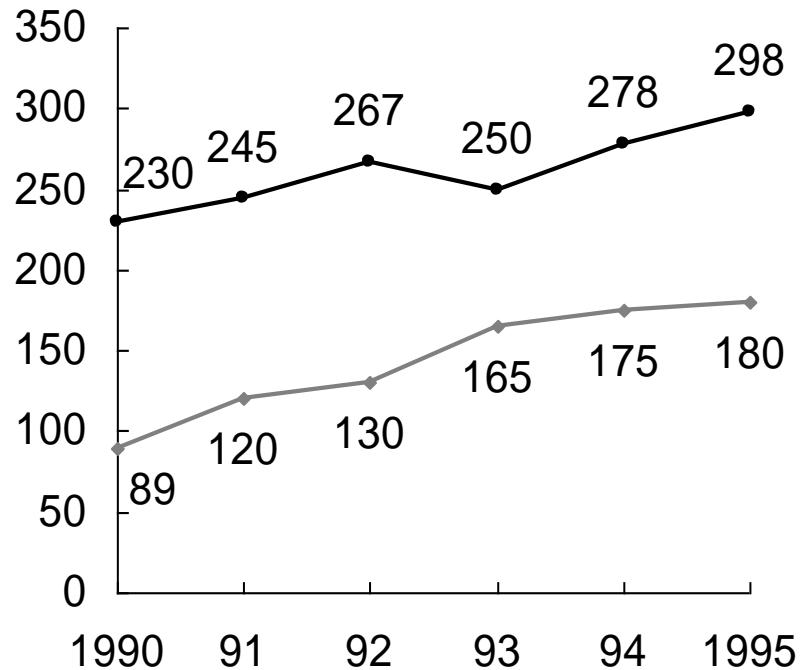


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Unit of measure

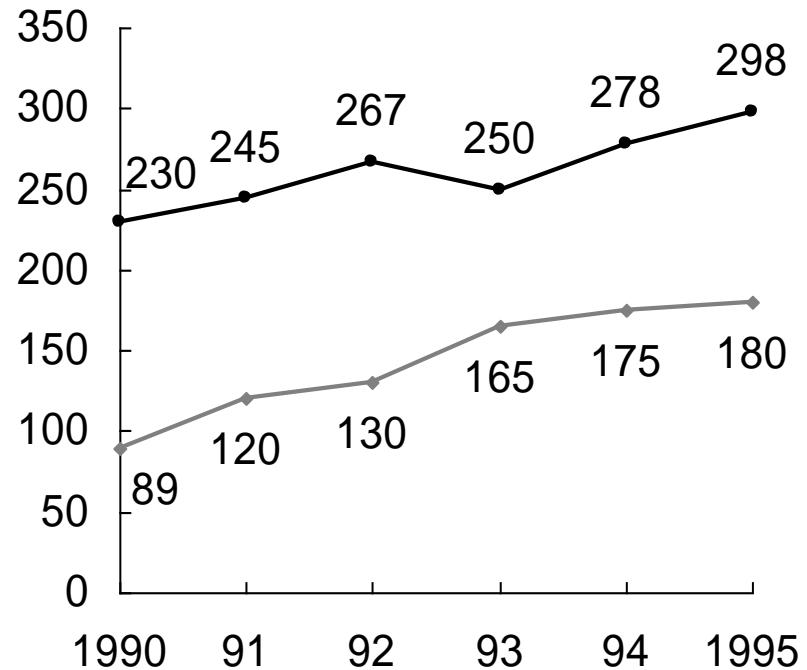
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Measure



Title

Measure



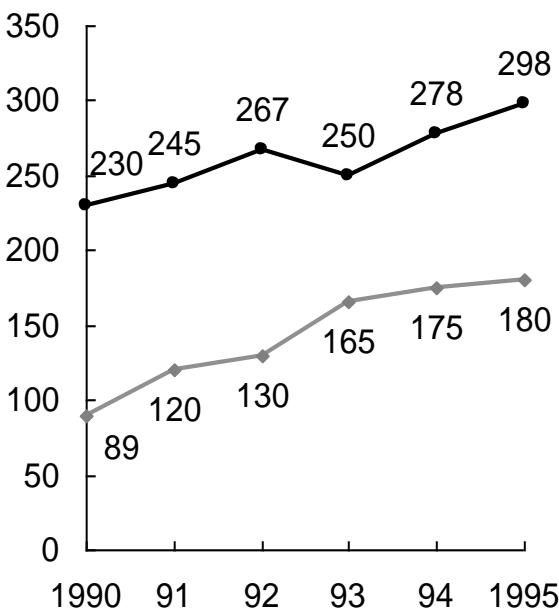
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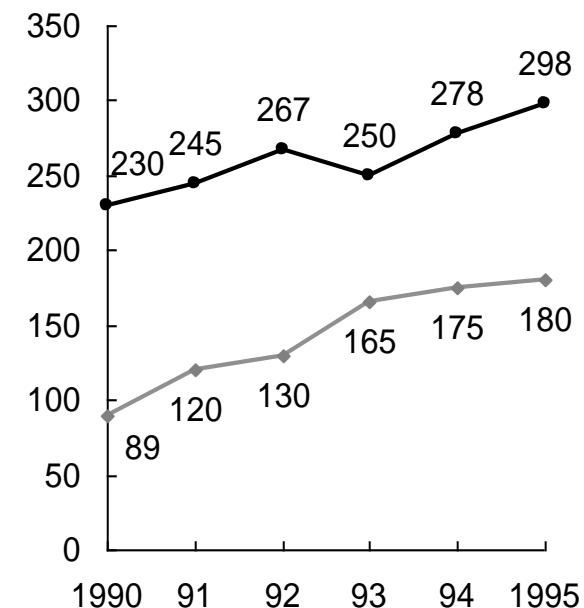
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Unit of measure

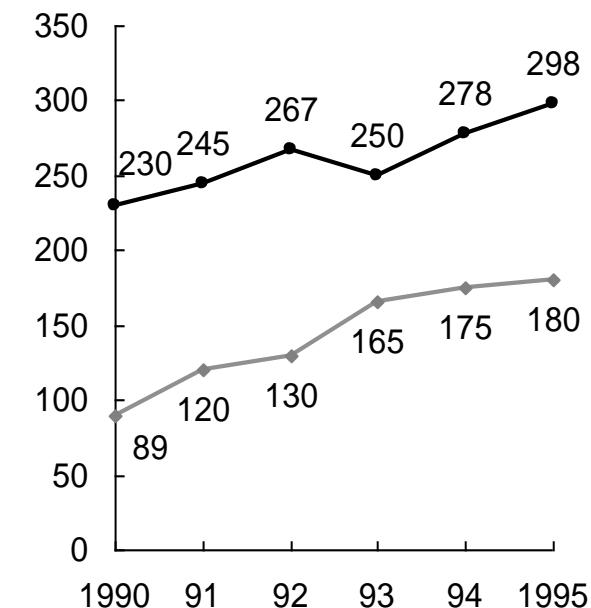
Title
Measure



Title
Measure



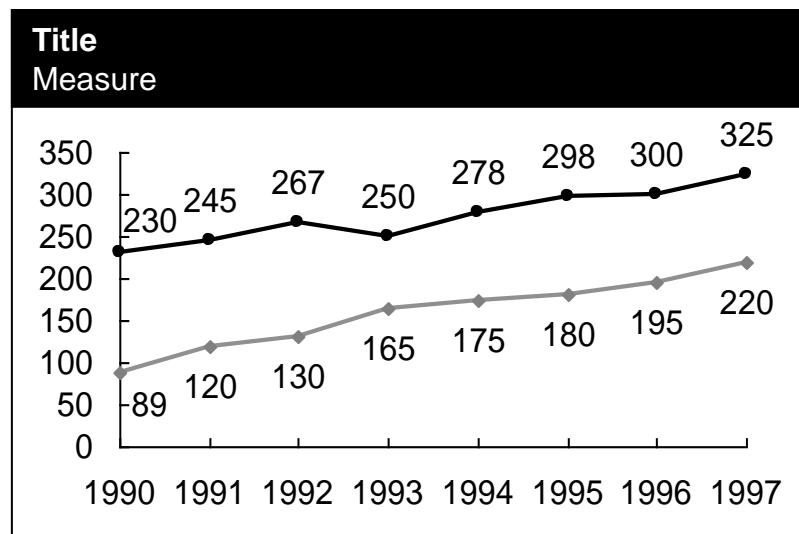
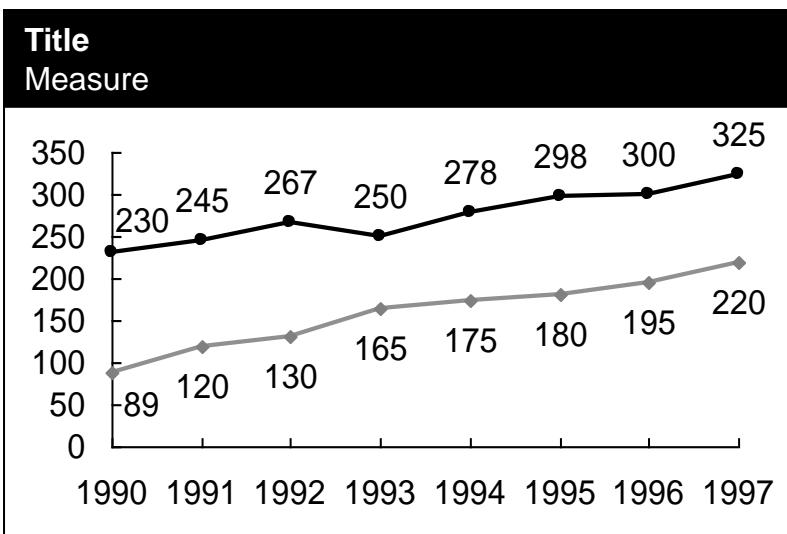
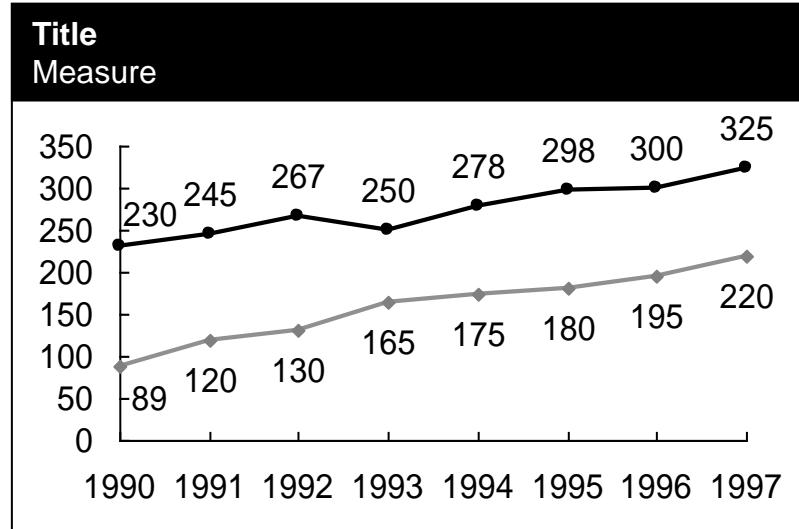
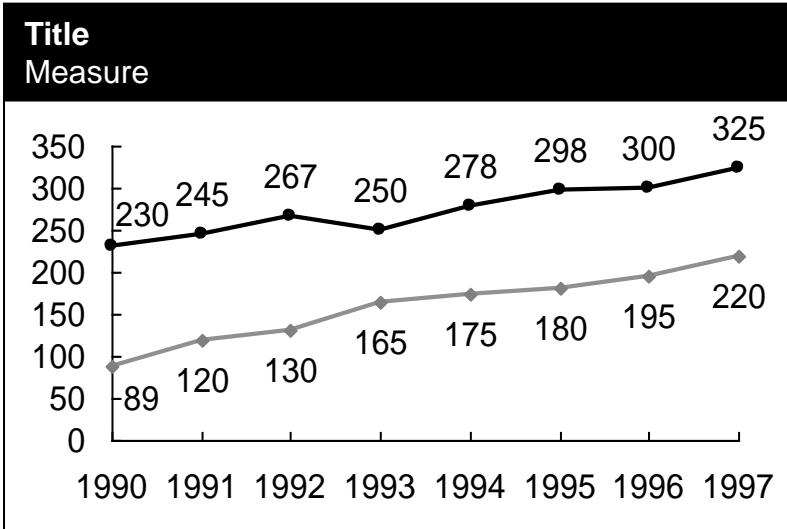
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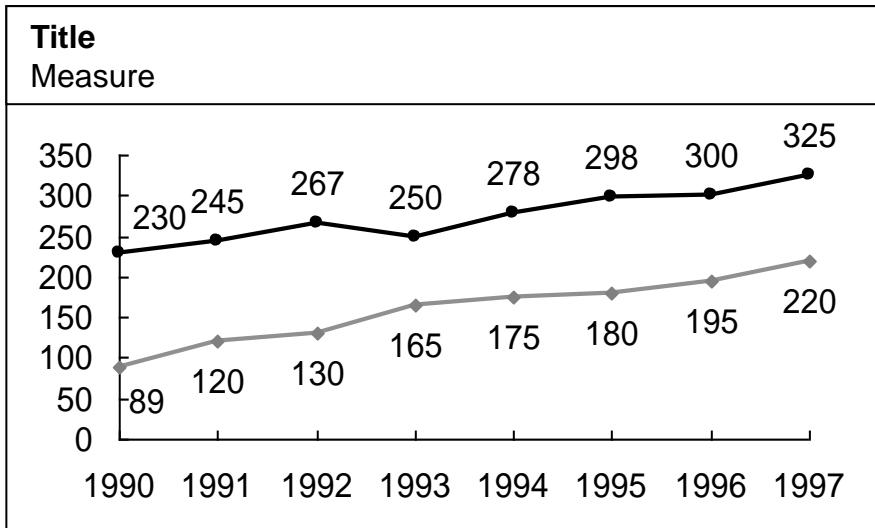
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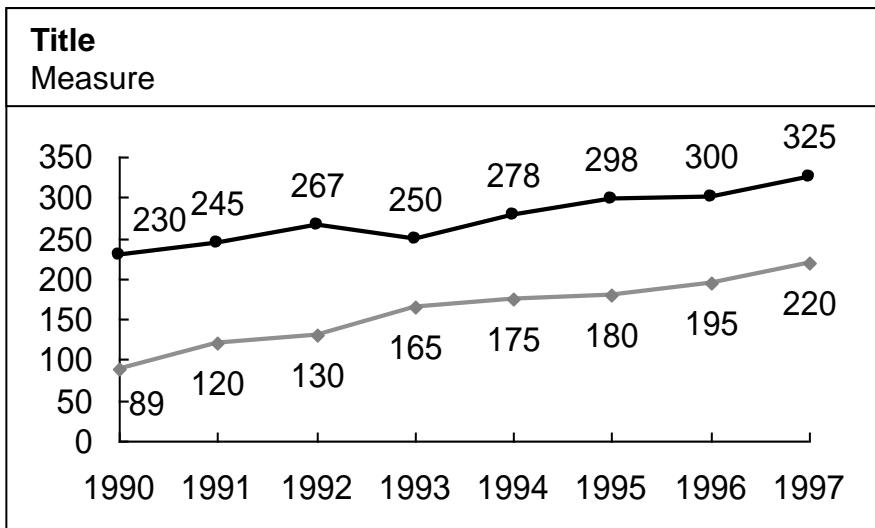
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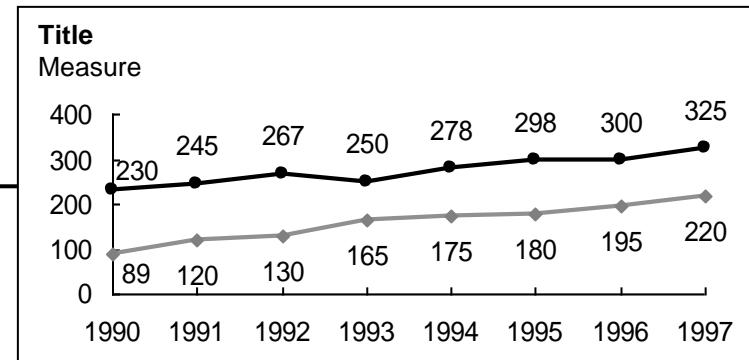
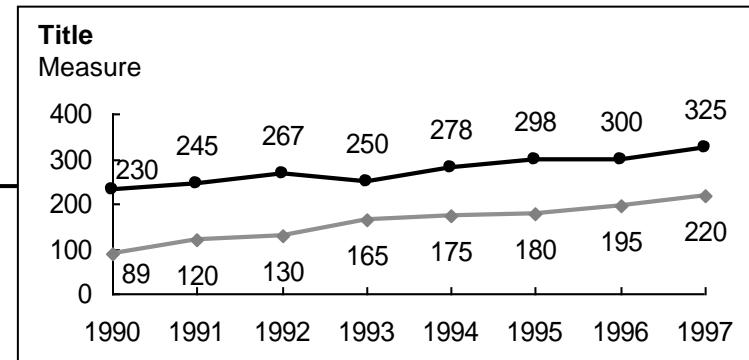
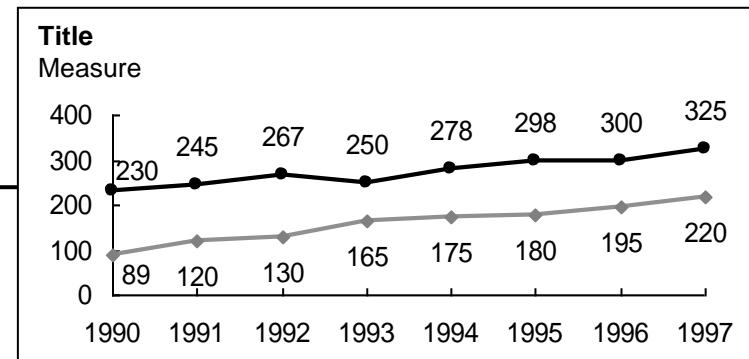
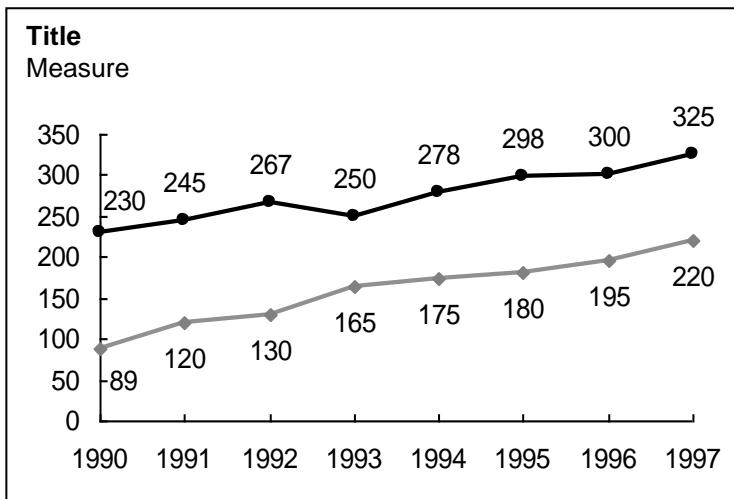


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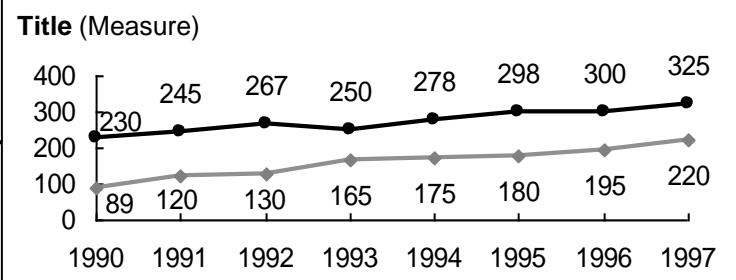
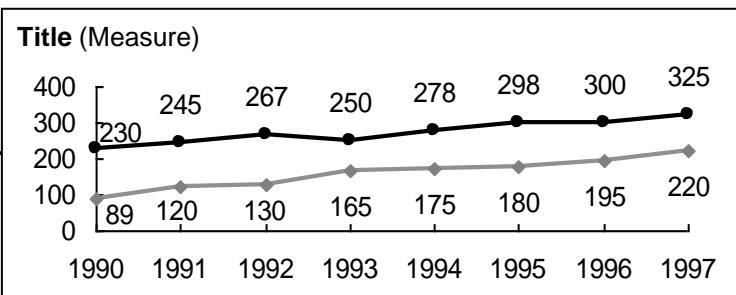
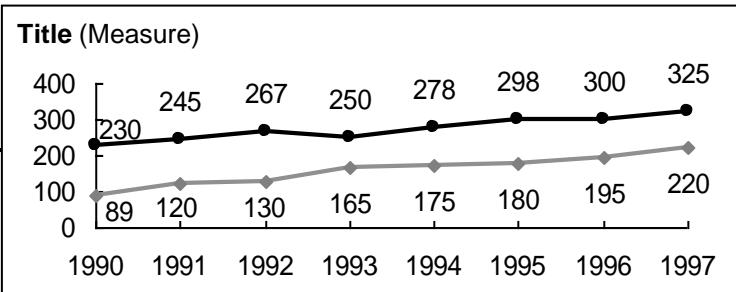
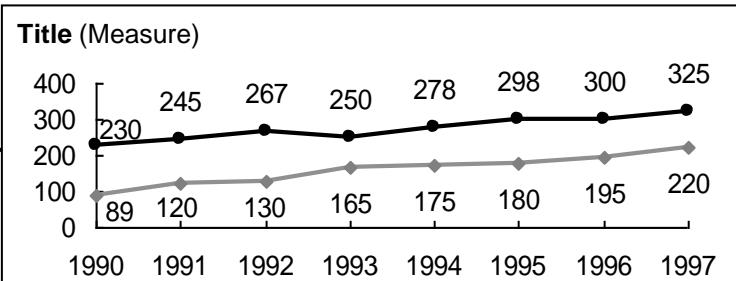
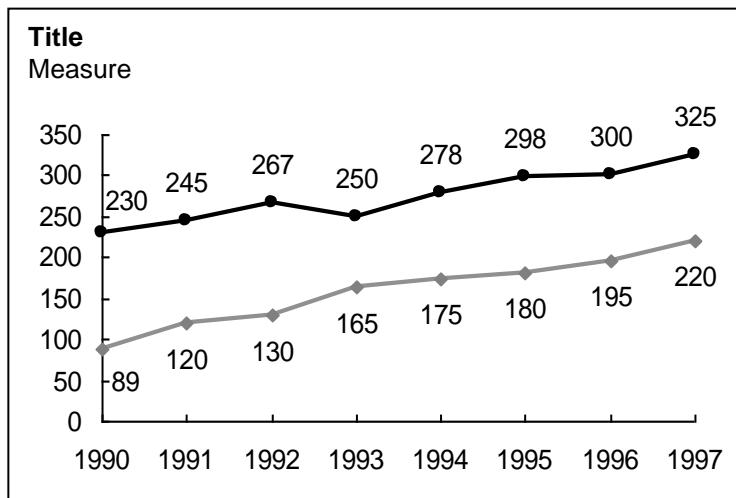
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Unit of measure



* Footnote

Source: Source

STICKER AND OTHERS

EXAMPLE BACK UP REVISED

ESTIMATE TENTATIVE

PROPOSED HYPOTHESIS

CONCEPTUAL ILLUSTRATIVE

PRELIMINARY CONFIDENTIAL

ROUGH ESTIMATE VERY PRELIMINARY

TO BE COMPLETED

ONLY FOR DISCUSSION

WORK IN PROGRESS

STICKER AUTOMAKER

EXAMPLE BACK UP REVISED

ESTIMATE TENTATIVE HYPOTHESIS

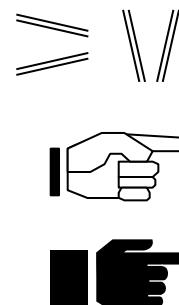
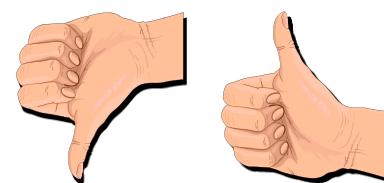
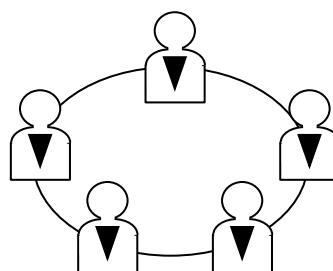
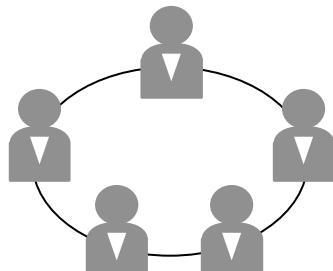
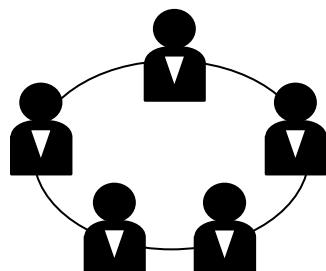
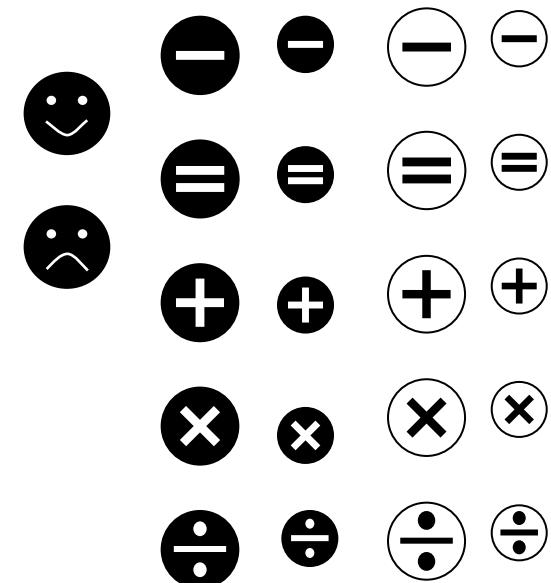
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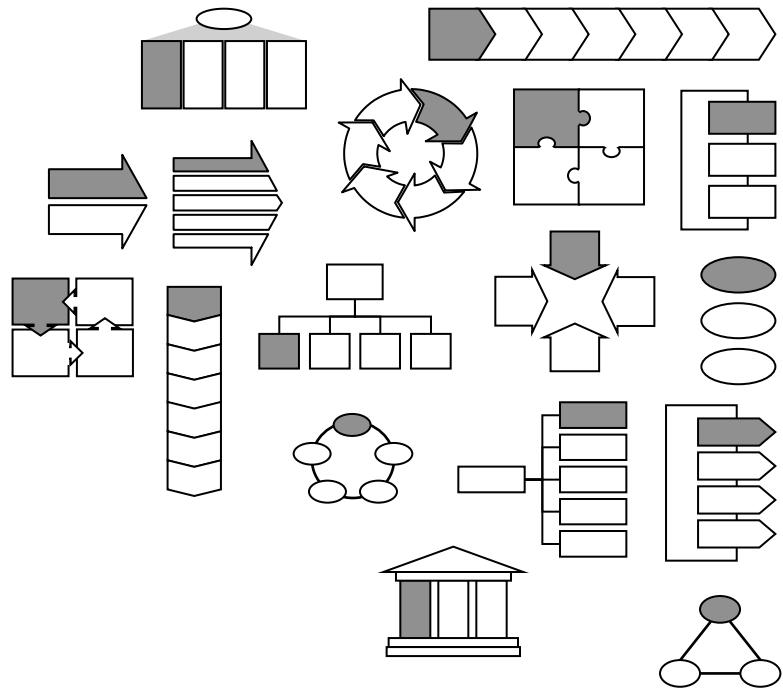
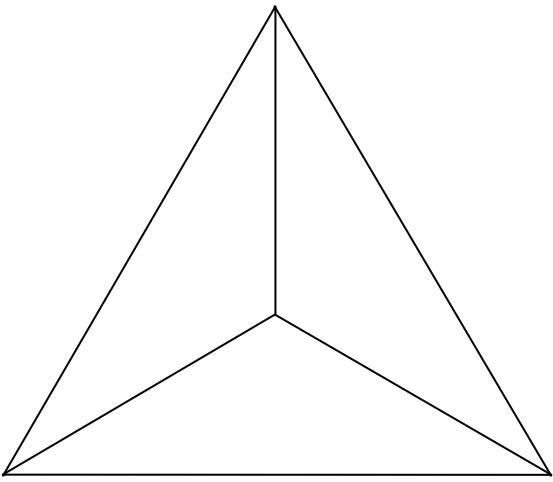
CONFIDENTIAL PRELIMINARY

ROUGH ESTIMATE VERY PRELIMINARY

TO BE COMPLETED WORK IN PROGRESS

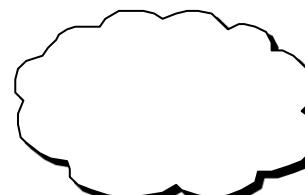
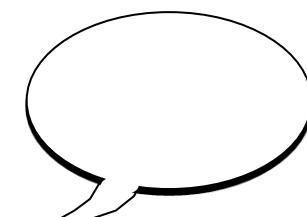
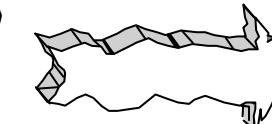
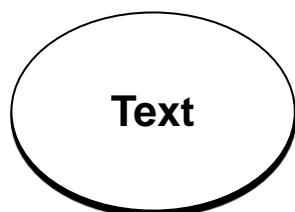
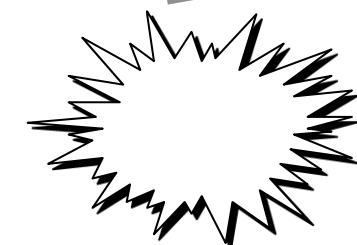
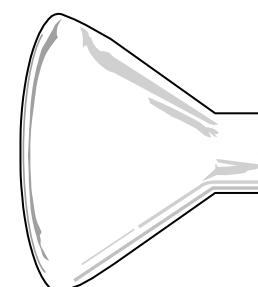
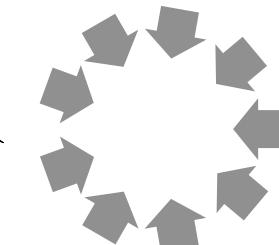
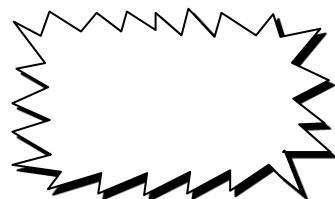
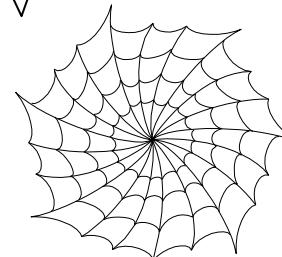
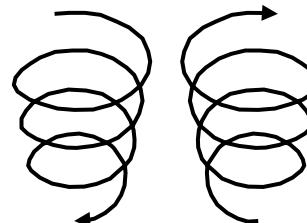
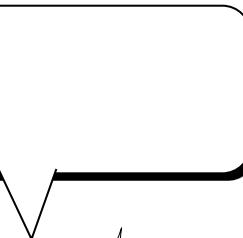
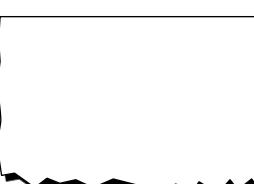
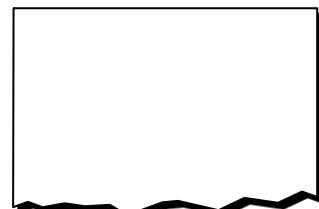
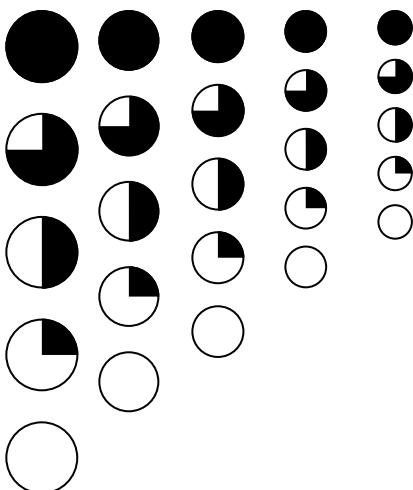
ONLY FOR DISCUSSION



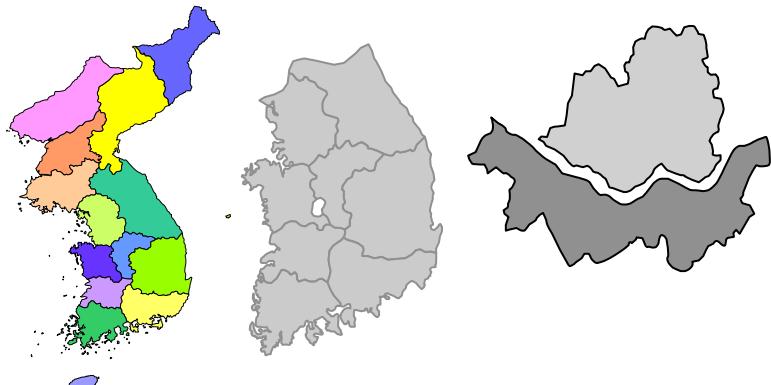


● High
○ Medium
○ Low

STICKER AND OTHERS



MAPS



APPENDIX

END OF DOC