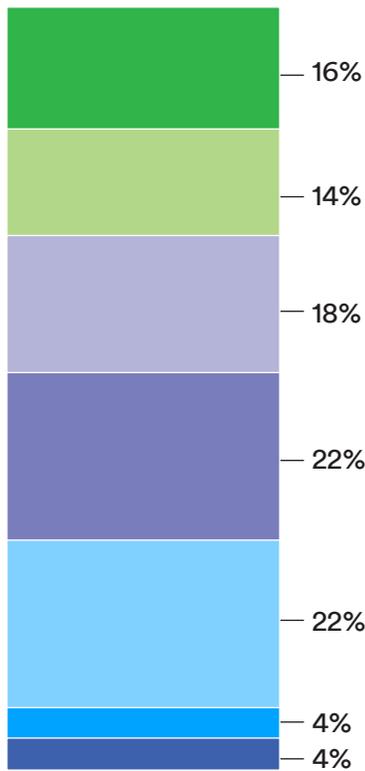
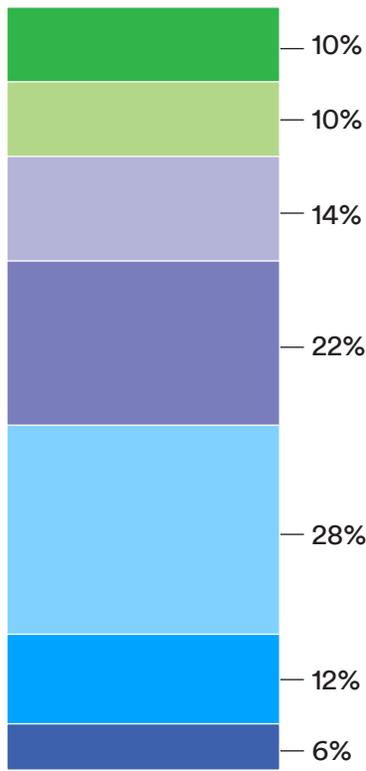


Innovation leaders — Percentage of annual sales derived from new products and services introduced in past 12 months months (% of companies)

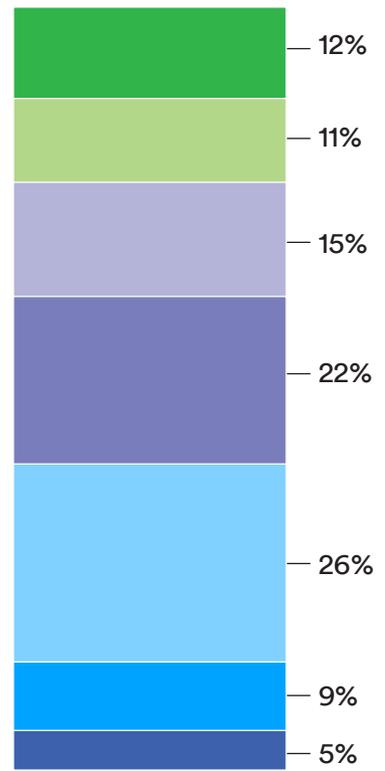
INNOVATION LEADERS AVERAGE



OTHER COMPANIES AVERAGE



ALL COMPANIES AVERAGE



- Less than 3% of sales
- 3% to 5% of sales
- 6% to 10% of sales
- 11% to 15% of sales
- 16% to 20% of sales
- 21% to 25% of sales
- More than 25% of sales