

# Market Potential & Share

Year

2016-17

Quarter

Q1

Q2

Q3

Q4

Months

Monday, January...

Friday, February ...

Saturday, March ...

Friday, April 01, ...

Monday, May 02,...

Friday, June 03, ...

Monday, July 04,...

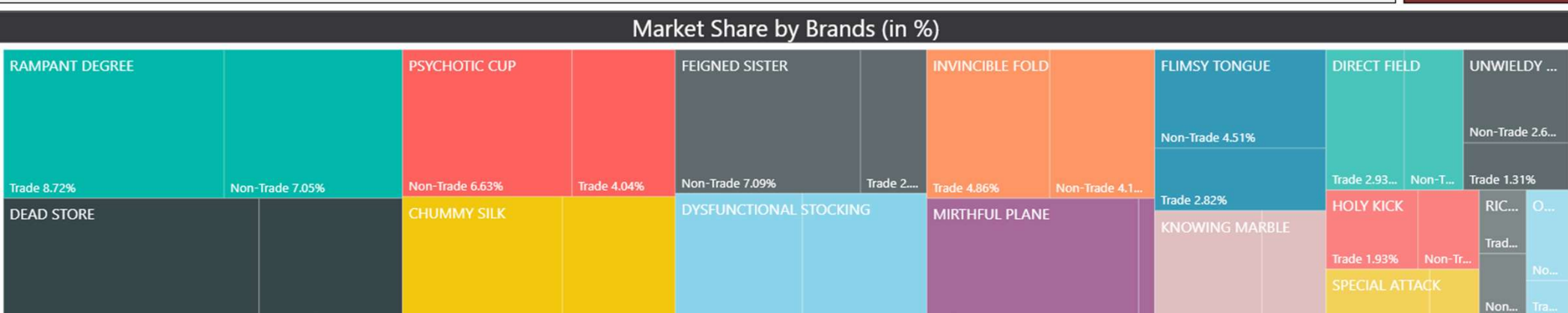
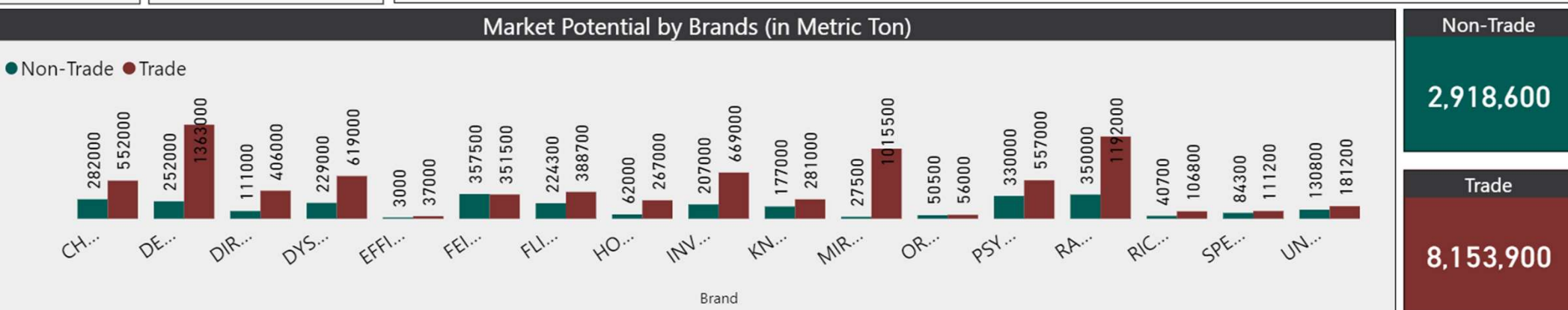
Friday, August 0...

Tuesday, Septem...

Friday, October 0...

Tuesday, Novem...

Friday, Decembe...



# Sales Report

Year

2014-15

2015-16

2016-17

Quarter

Q1

Q2

Q3

Q4

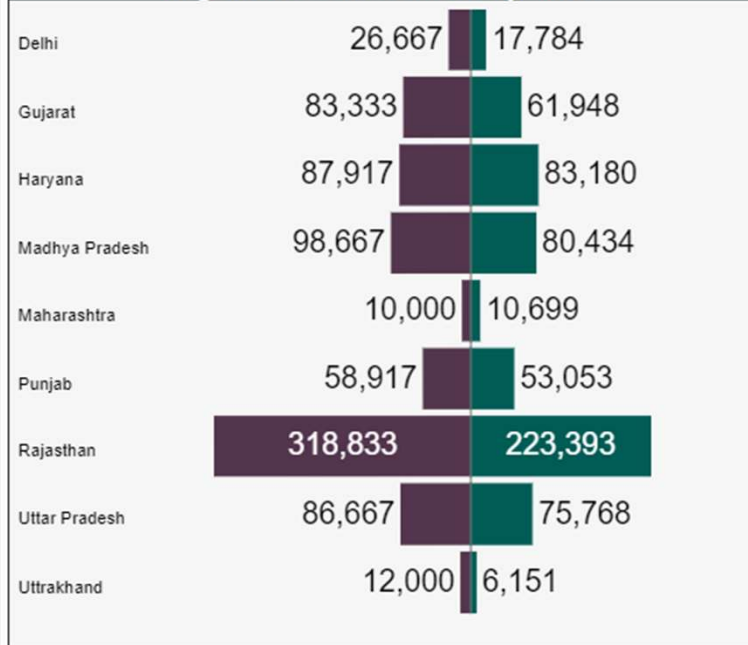
Target

783,000

Achievement

612,410!

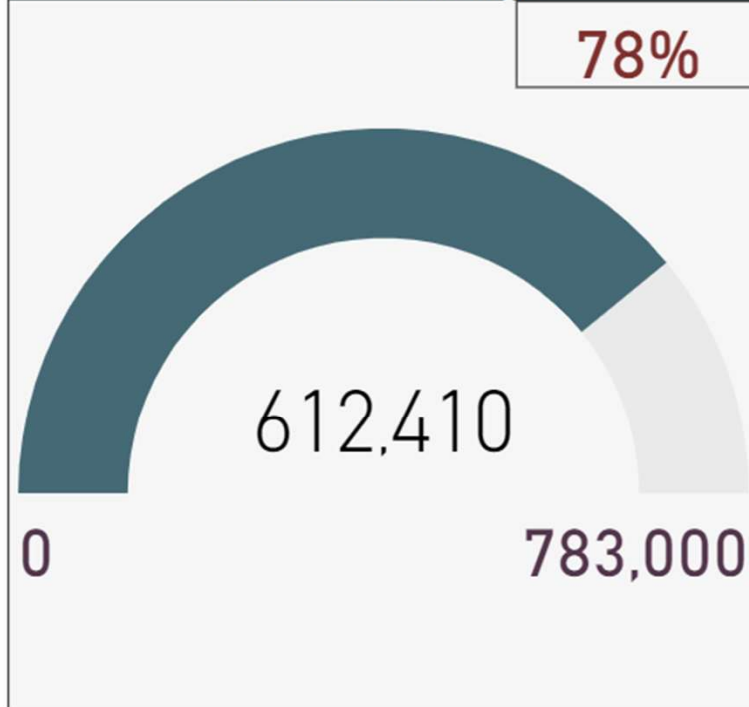
## Target and Achievement by States



● Target

● Achievement

## Achievement and Target



## Growth % Over Previous Year

2015-16

Target

27%✓

Achievement

36%✓

2016-17

Target

-22%!

Achievement

-32%!