

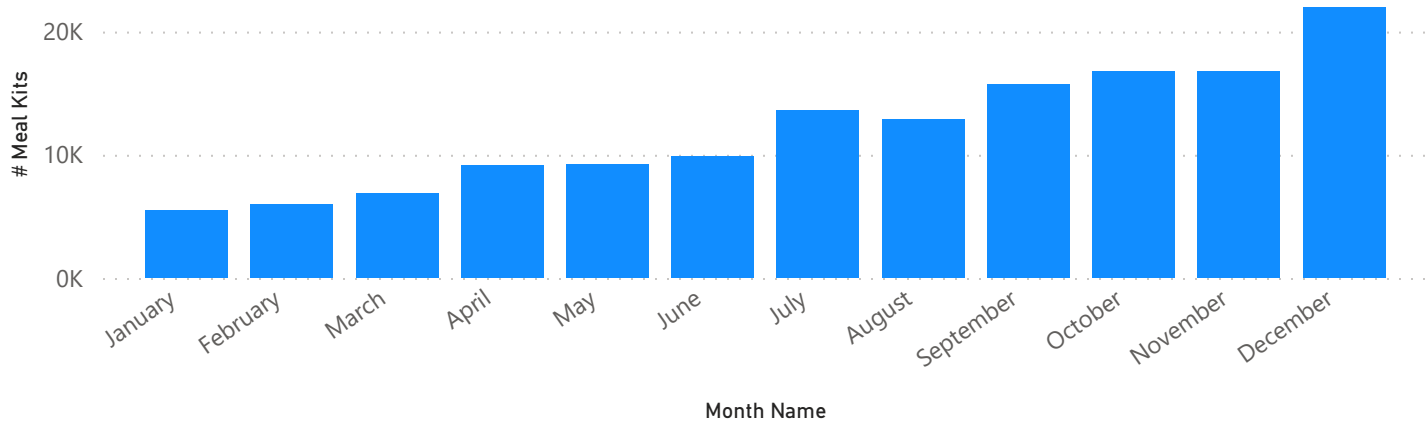
Number of Months

7

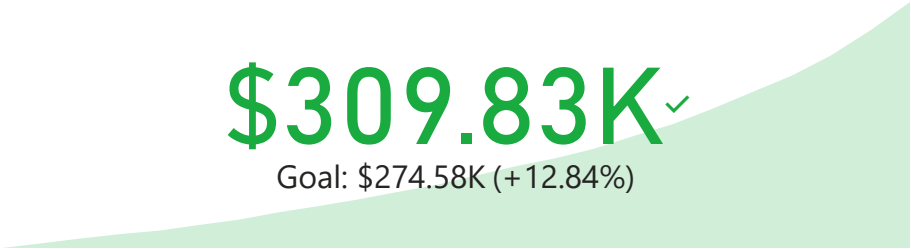
Annual Growth Rate

10.0%

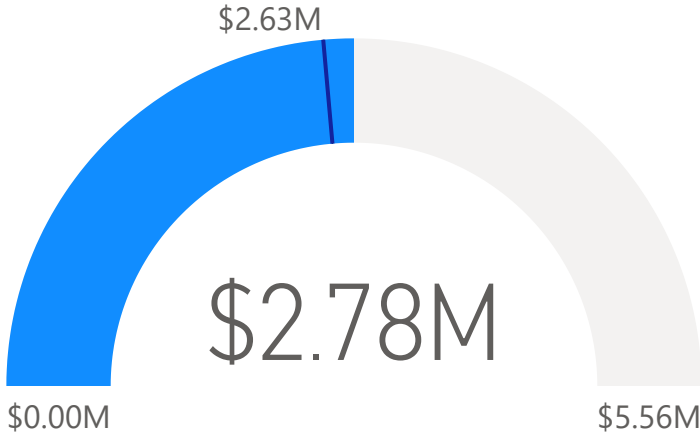
# Meal Kits by Month Name



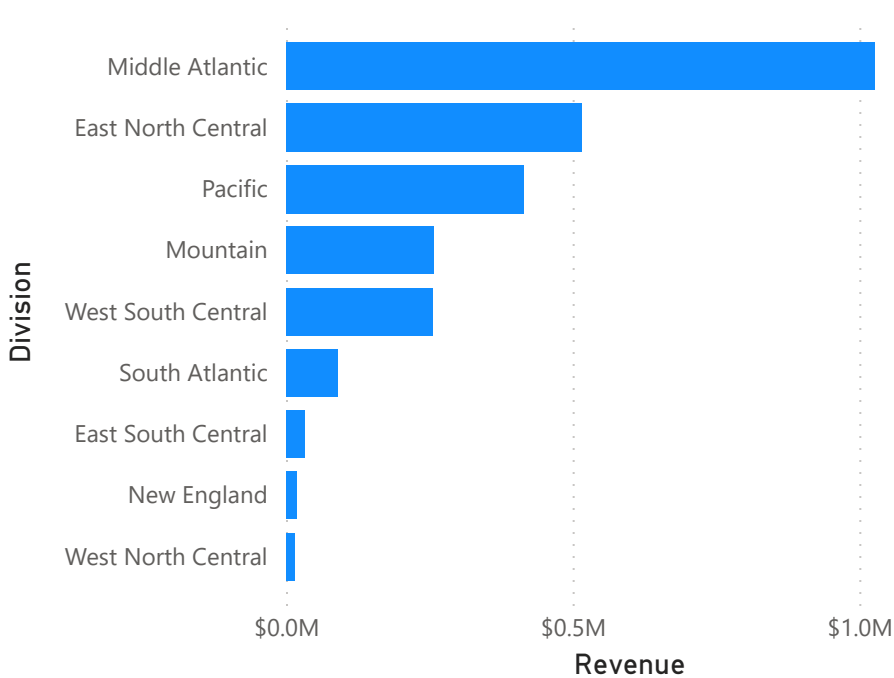
Revenue and Revenue Preious Month by Start of Month



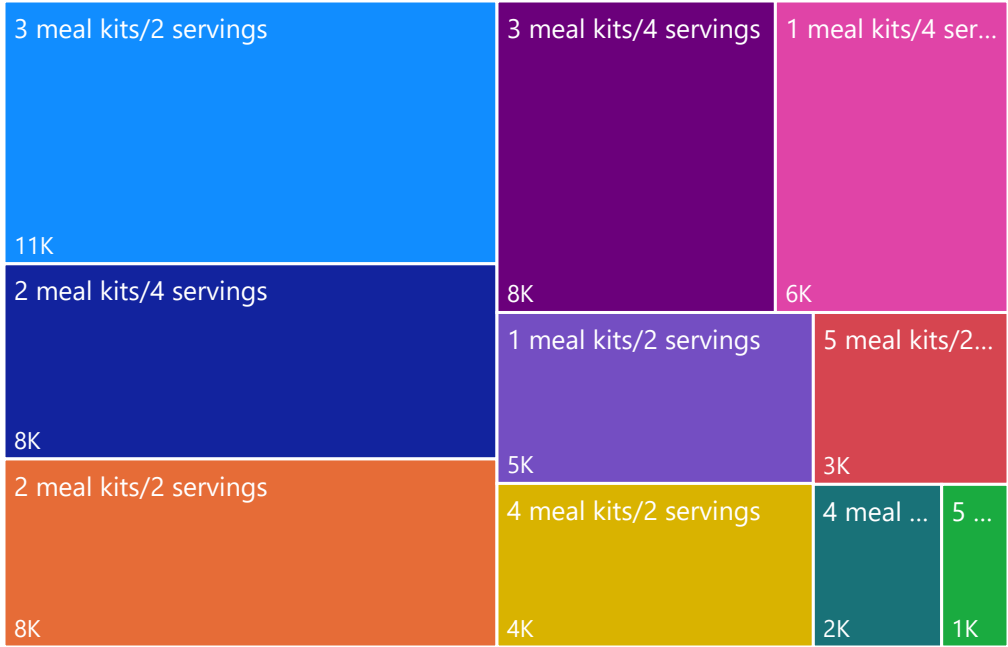
Projected Revenue vs Current Revenue



Revenue by Division



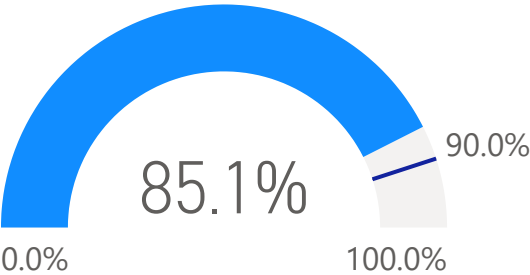
# Shipments by SubscriptionPlanDesc





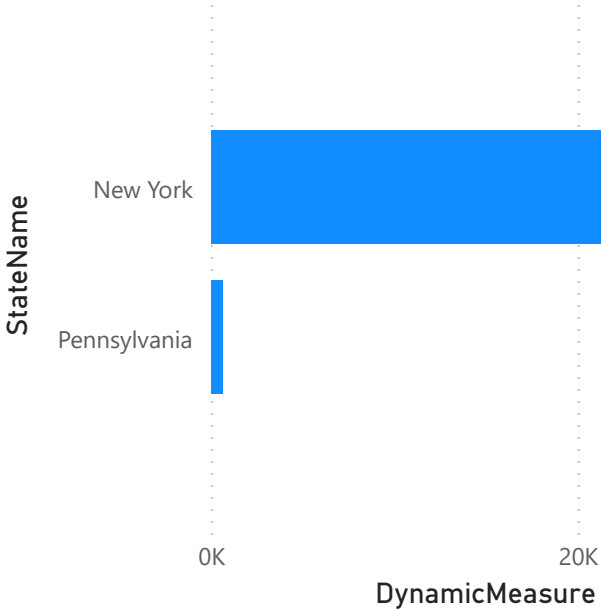
# Middle Atlantic

Within SLA % vs Target

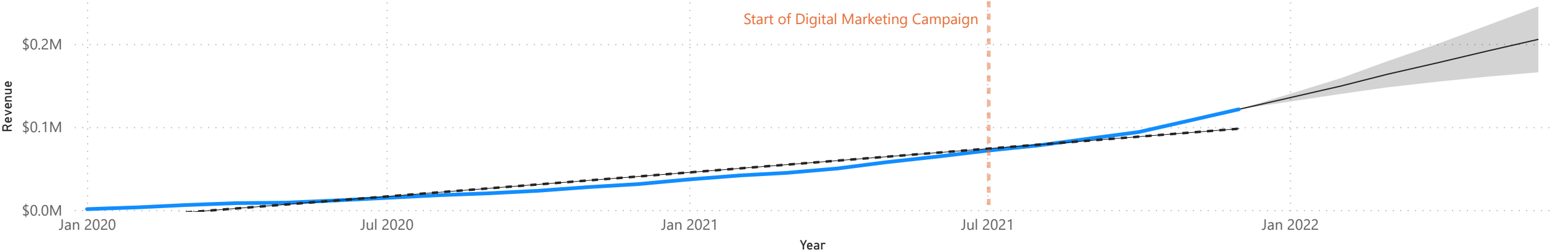


# Shipments	Revenue
Avg Shipping Days	

# Shipments

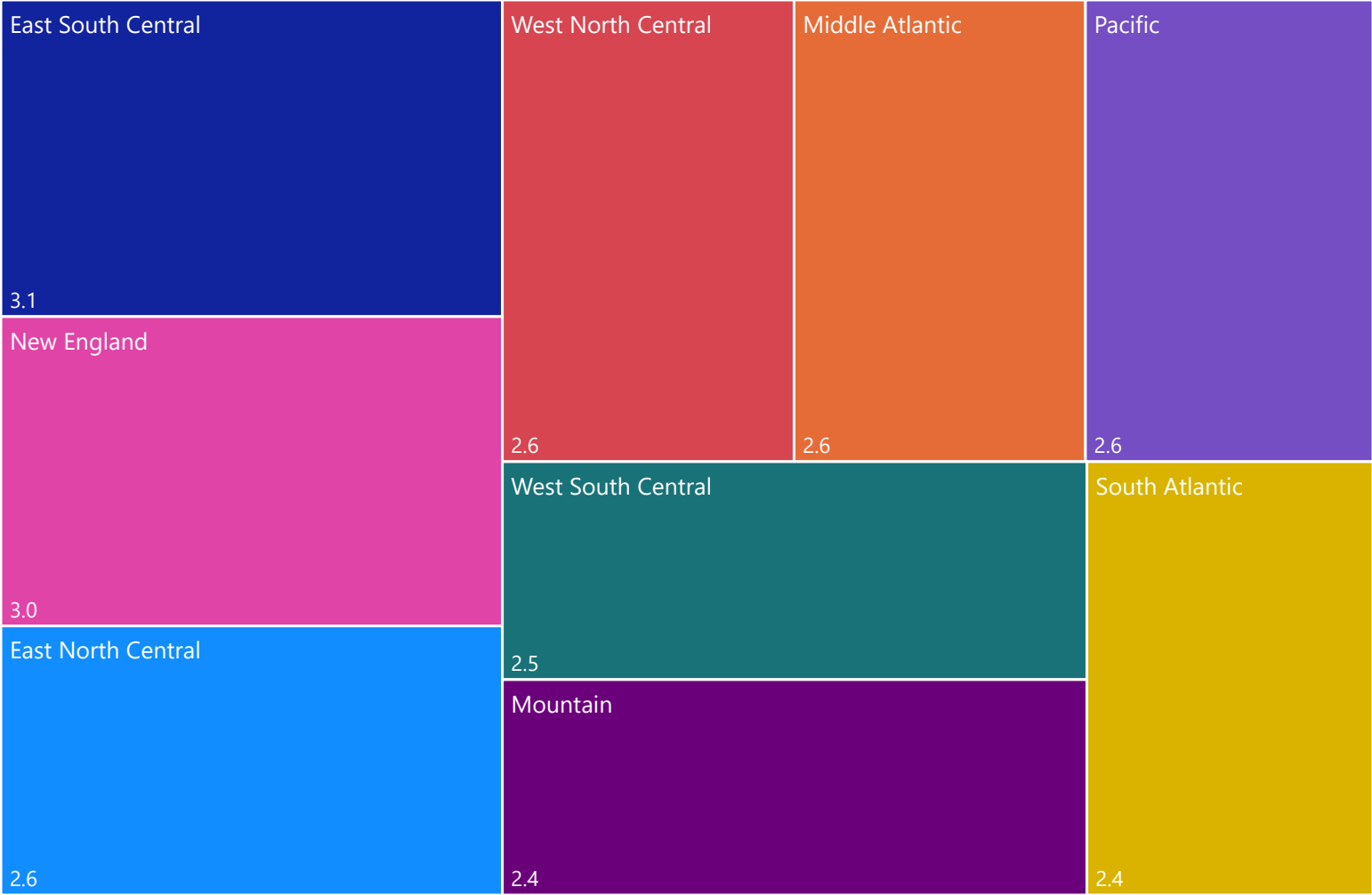


Revenue by Start of Month

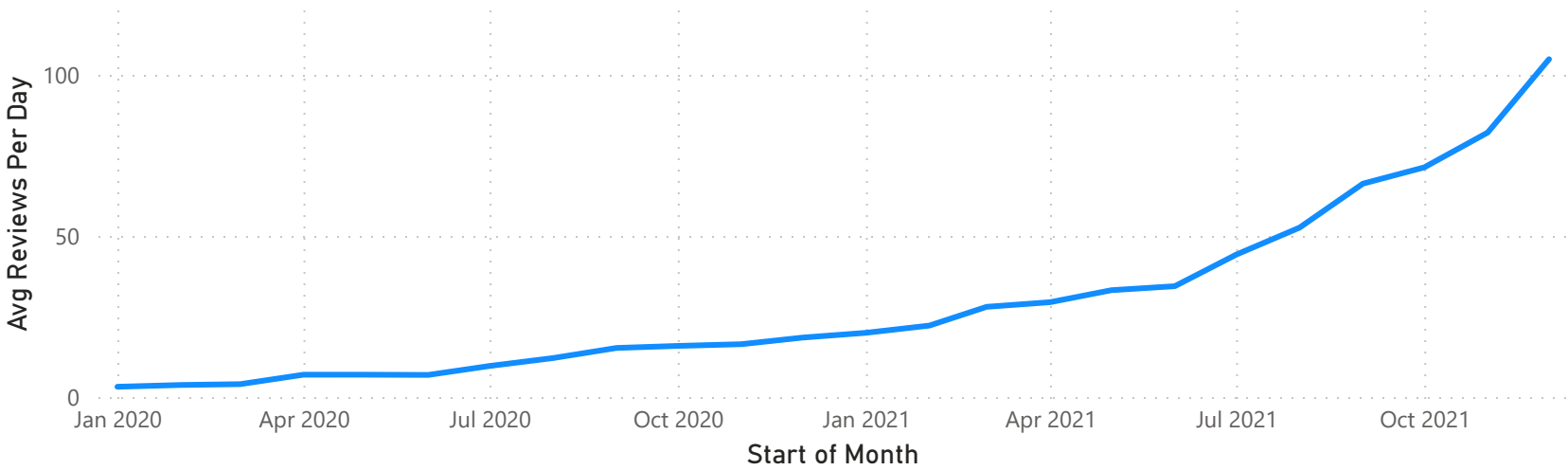


Cuisine Type	# Meal Kits	# Shipments	# Reviews
<b>Hawaiian</b>	<b>7,879</b>	<b>21,880</b>	<b>1,262</b>
Saimin (Chicken)	1,893	21,880	341
Saimin (Shrimp)	2,130	21,880	338
Saimin (Steak)	1,971	21,880	299
Saimin (Vegetable)	1,885	21,880	284
<b>Japanese</b>	<b>26,719</b>	<b>21,880</b>	<b>3,970</b>
Curry Ramen	2,384	21,880	290
Fire Ramen	2,118	21,880	349
Miso Ramen	2,028	21,880	315
Shoyu Ramen	2,423	21,880	276
Soba Noodle Soup (Chicken)	1,874	21,880	199
Soba Noodle Soup (Shrimp)	1,547	21,880	322
Soba Noodle Soup (Steak)	1,724	21,880	264
Soba Noodle Soup (Vegetable)	1,695	21,880	239
Tonkotsu Ramen	2,144	21,880	383
Udon Noodle Soup (Chicken)	1,492	21,880	333
Udon Noodle Soup (Shrimp)	1,720	21,880	254
Udon Noodle Soup (Steak)	1,557	21,880	201
<b>Total</b>	<b>56,925</b>	<b>21,880</b>	<b>8,693</b>

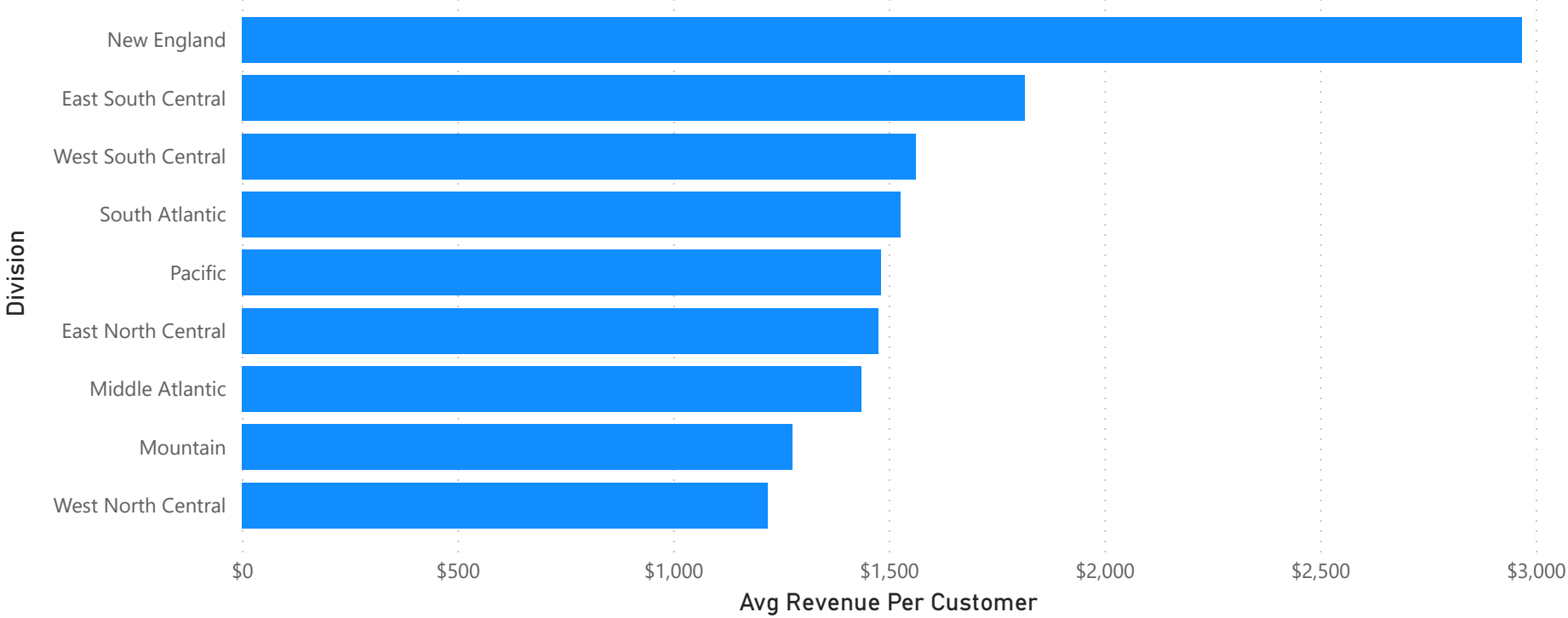
Avg Meal Kits Per Shipment by Division



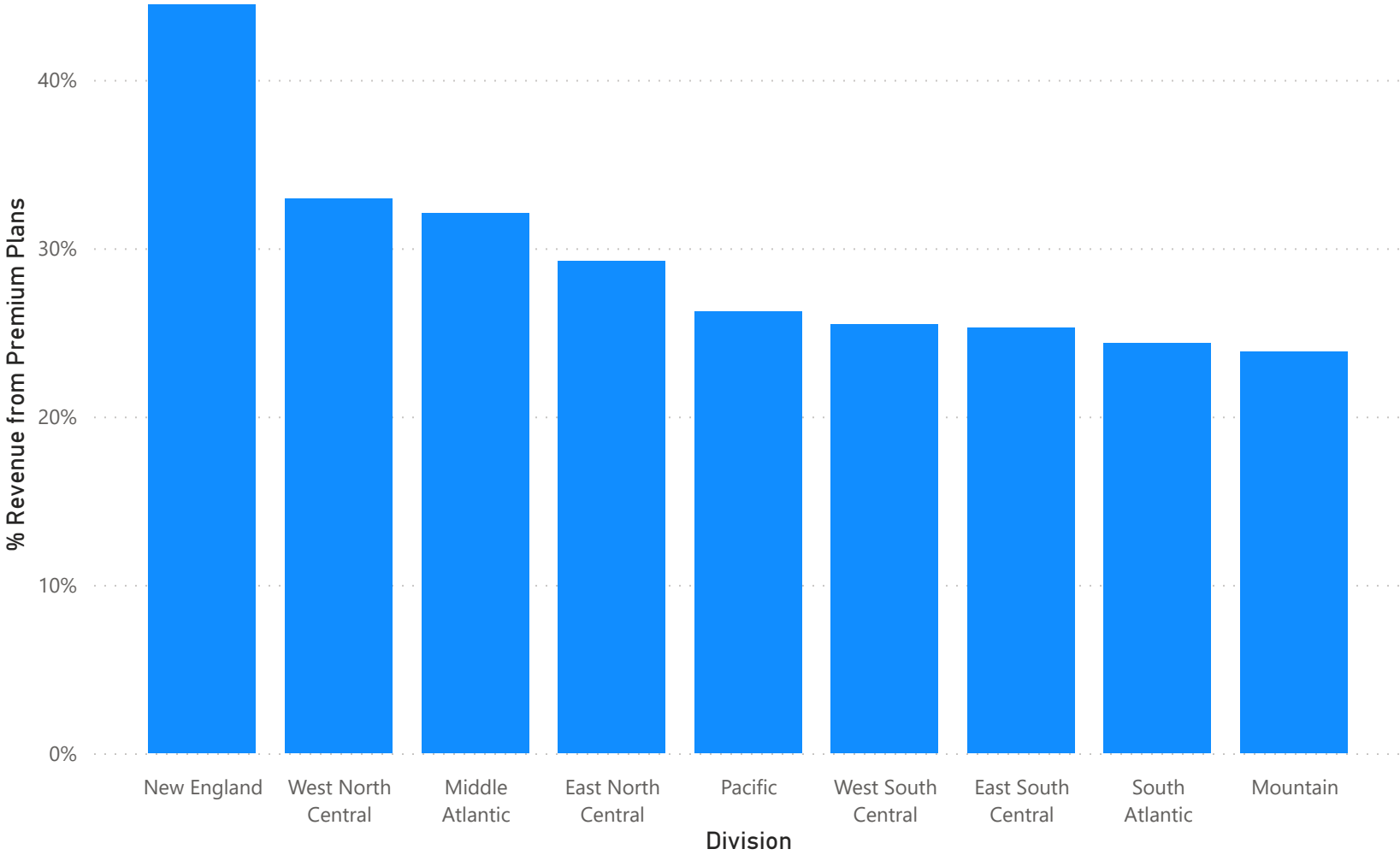
Avg Reviews Per Day by Start of Month



Avg Revenue Per Customer by Division



% Revenue from Premium Plans by Division



- Item
- ☐

Brisket Pho
- ☐

Curry Ramen
- ☒

Fire Ramen
- ☐

Meatball Pho
- ☐

Miso Ramen
- ☒

Rare Steak Pho
- ☐

Saimin (Chicken)
- ☐

Saimin (Shrimp)
- ☐

Saimin (Steak)
- ☐

Saimin (Vegetable)
- ☐

Shoyu Ramen
- ☐

Soba Noodle Soup (Chicken)
- ☒

Soba Noodle Soup (Shrimp)
- ☐

Soba Noodle Soup (Steak)
- ☐

Soba Noodle Soup (Vegetable)
- ☐

Tom Kha Noodle Soup (Chicken)
- ☒

Tom Kha Noodle Soup (Shrimp)
- ☐

Tom Kha Noodle Soup (Steak)
- ☐

Tom Kha Noodle Soup (Vegetable)
- ☐

Tom Yum Noodle Soup (Chicken)
- ☐

Tom Yum Noodle Soup (Shrimp)

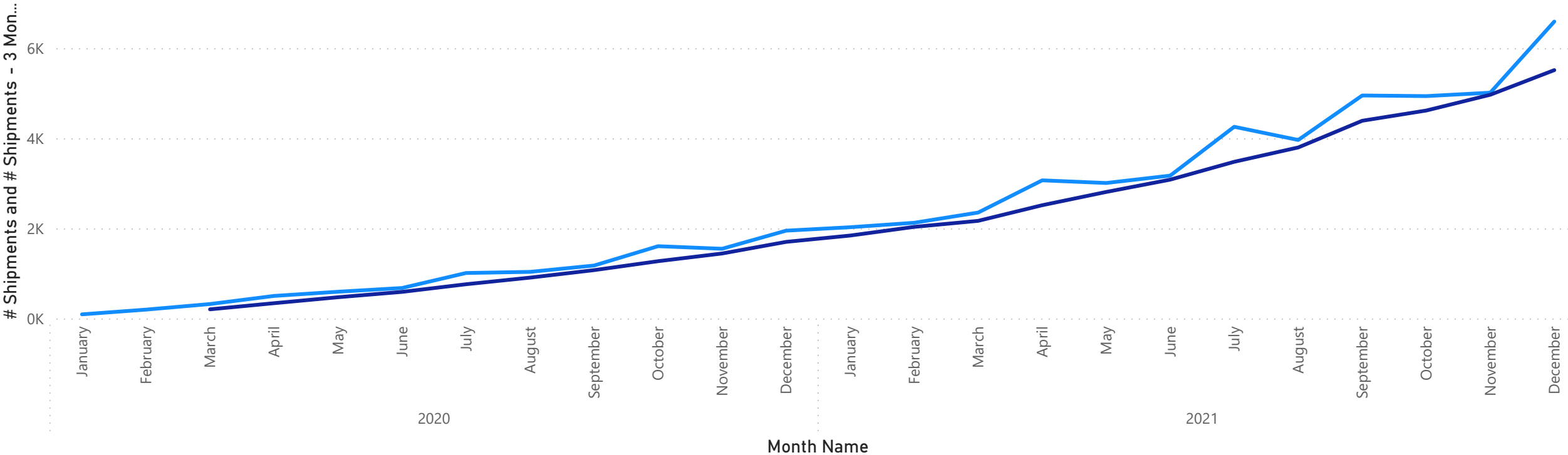
Year	# Meal Kits	% of Total Meal Kits
<div><div></div>2020</div>	3,594	13.01%
January	25	10.73%
February	76	15.61%
March	109	13.81%
April	178	14.08%
May	175	11.58%
June	222	12.76%
July	318	12.32%
August	356	13.35%
September	391	12.79%
October	538	12.84%
November	532	13.27%
December	674	13.23%
<div><div></div>2021</div>	15,252	13.09%
January	698	13.31%
February	710	12.87%
March	817	13.44%
April	1,048	13.33%
May	1,028	13.38%
June	1,036	12.74%
July	1,466	13.33%
August	1,283	12.61%
September	1,665	13.21%
October	1,660	13.19%
November	1,643	12.87%
December	2,198	13.05%
Total	18,846	13.08%

Year	Revenue
<div><div></div>2020</div>	\$464,667.82
January	\$3,229.75
February	\$9,049.40
March	\$15,133.56
April	\$20,527.55
May	\$25,024.81
June	\$31,988.62
July	\$38,537.84
August	\$47,632.93
September	\$55,309.65
October	\$63,591.31
November	\$72,856.95
Total	\$2,625,340.42



# Shipments and # Shipments - 3 Month Average by Year and Month Name

# Shipments # Shipments - 3 Month Average





StateName	Avg Shipping Days	State Shipping Rank	# Meal Kits	% Top 10 Meal Kits Ordered
Connecticut	1.8	35	8	100.0%
Kansas	2.0	34	140	56.4%
Montana	2.0	33	31	100.0%
Maryland	2.1	32	377	46.4%
Indiana	2.1	31	36	100.0%
Kentucky	2.1	30	538	51.5%
Colorado	2.1	29	600	53.5%
District of Columbia	2.1	28	864	46.8%
Oklahoma	2.2	27	1,111	44.4%
Ohio	2.2	26	393	44.8%
Virginia	2.2	25	1,210	43.7%
Illinois	2.4	24	27,988	37.7%
Louisiana	2.4	23	45	75.6%
Tennessee	2.5	22	916	46.5%
Mississippi	2.5	21	54	85.2%
Missouri	2.5	20	642	42.8%
Massachusetts	2.5	19	158	63.9%
Texas	2.5	18	11,977	38.1%
Nebraska	2.5	17	52	82.7%
Arizona	2.6	16	13,787	38.4%
Total	2.7	13	144,118	37.6%

