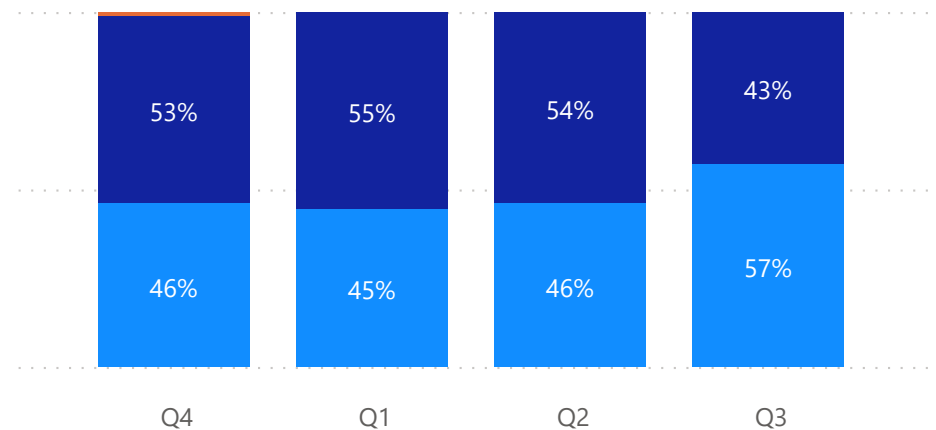
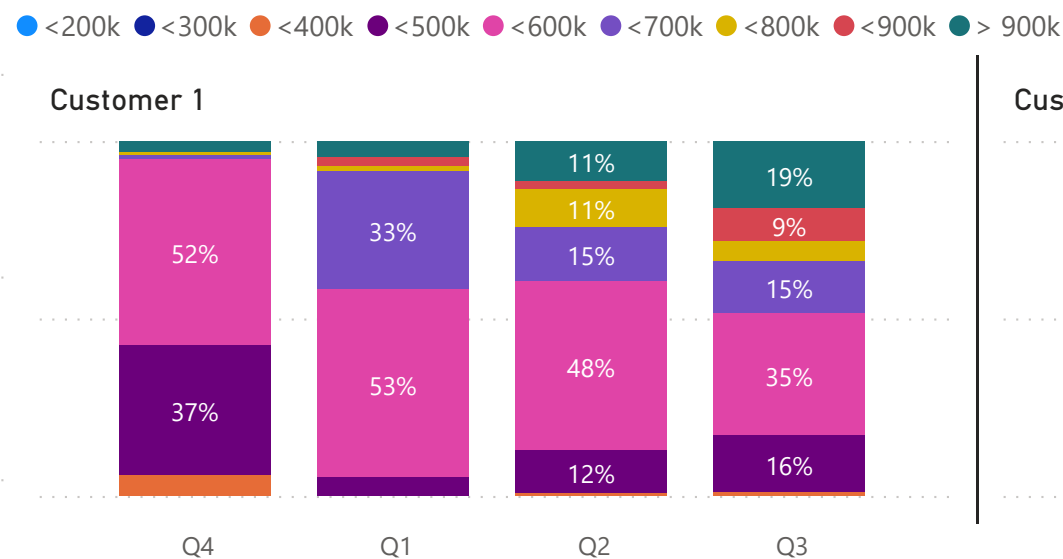
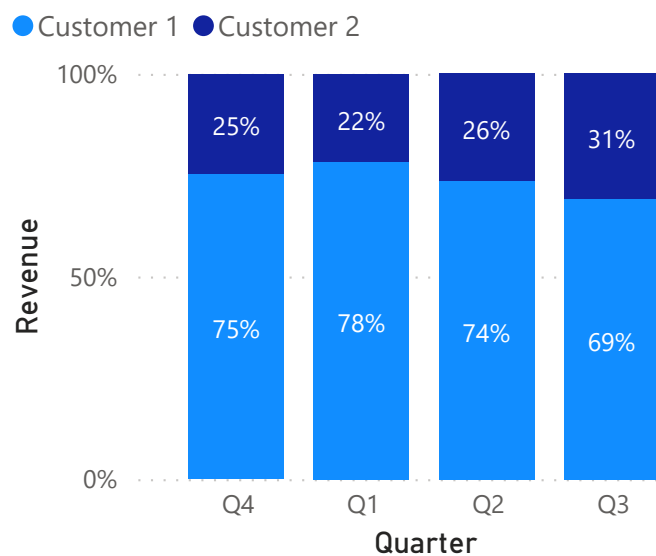
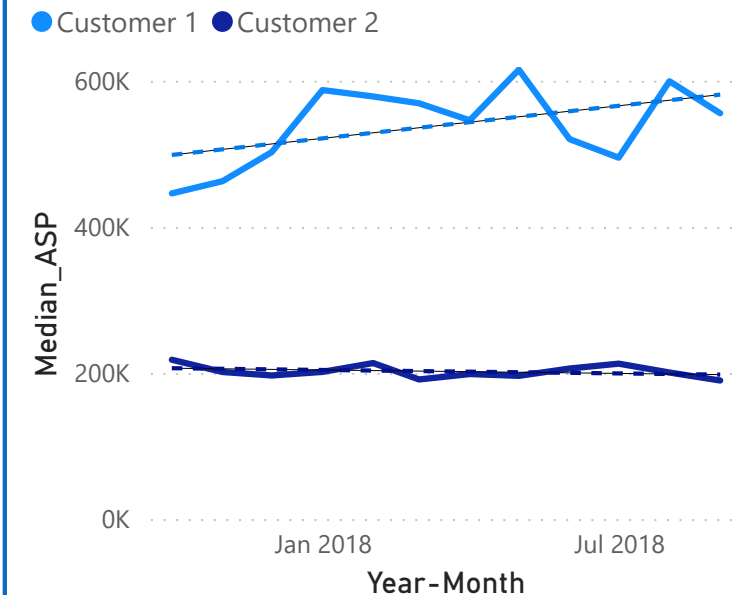
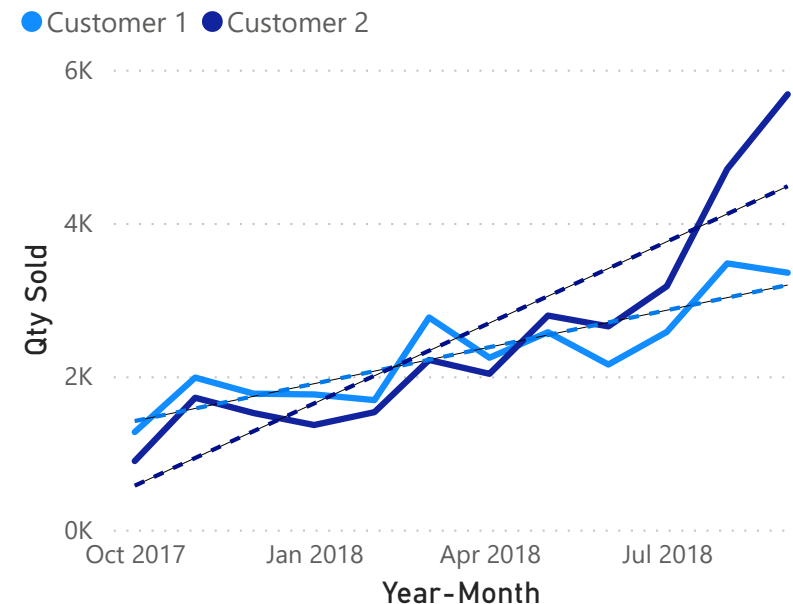
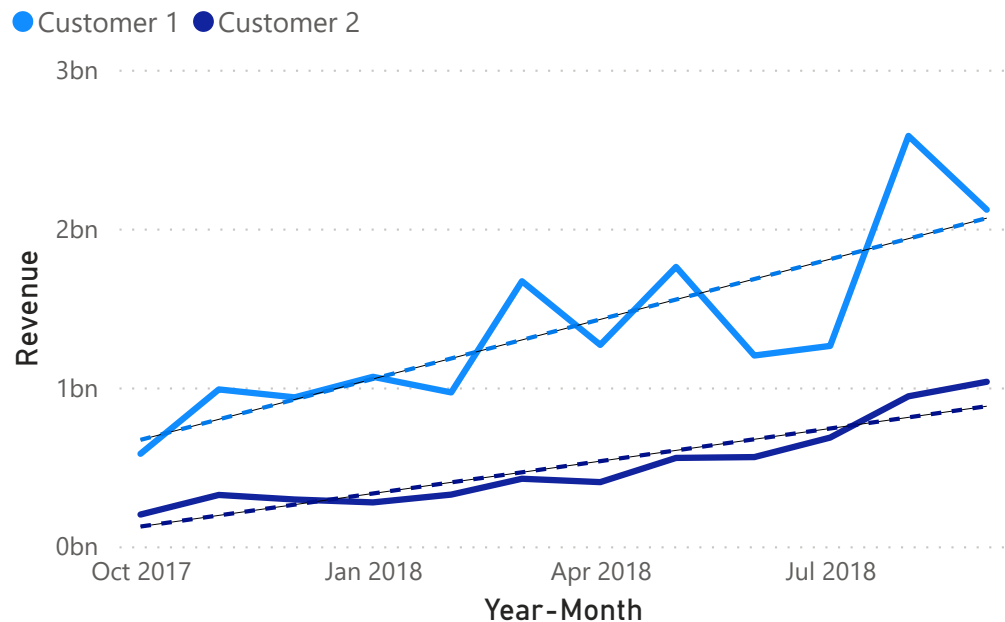


10/1/2017 9/30/2018 ☐ Customer 1
☐ Customer 2



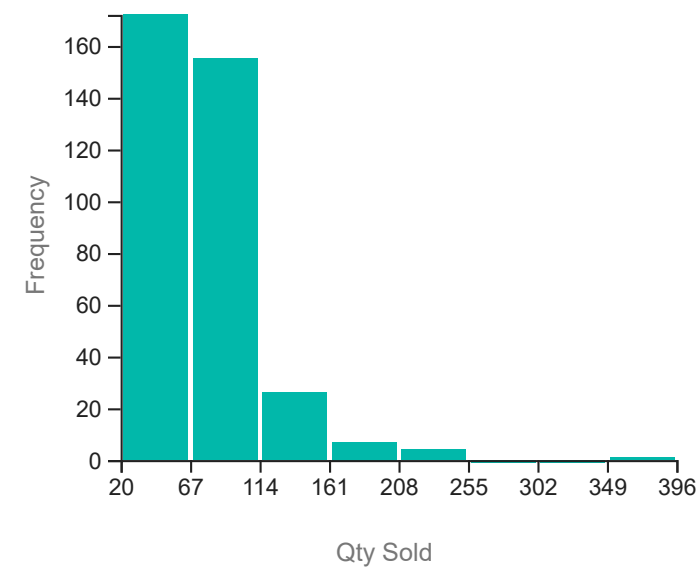
QTY SOLD DESCRIPTIVE

10/1/2017

9/30/2018

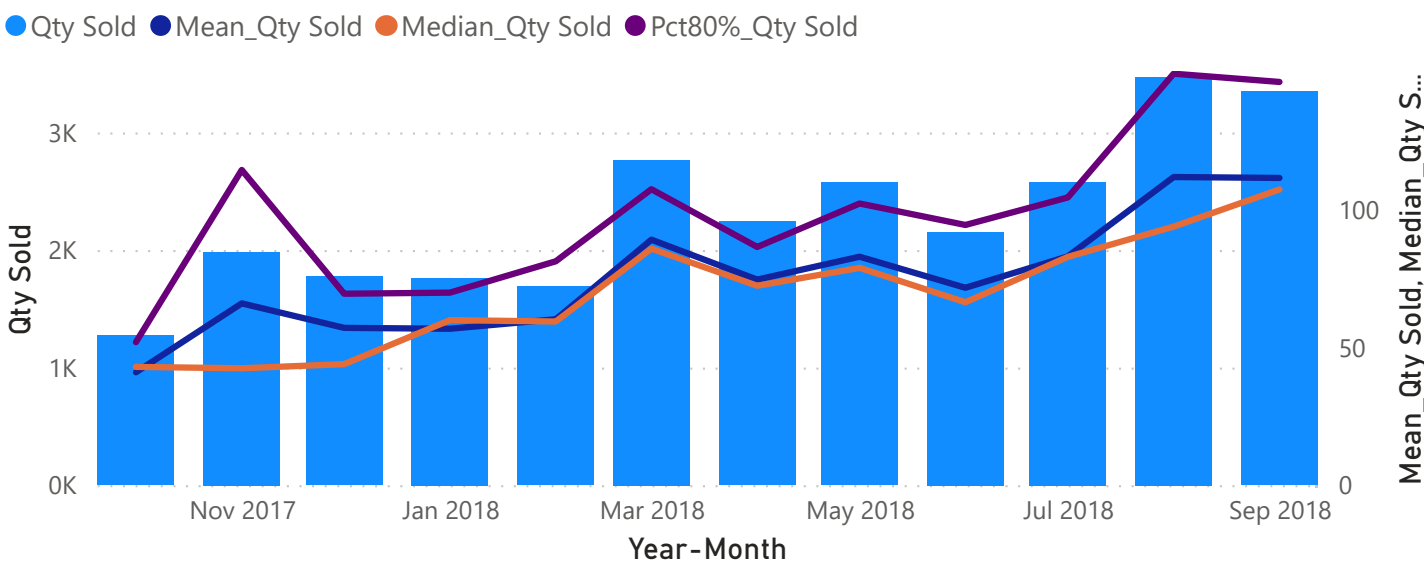
Customer 1
Customer 2

Frequency_Purchase date by Qty Sold

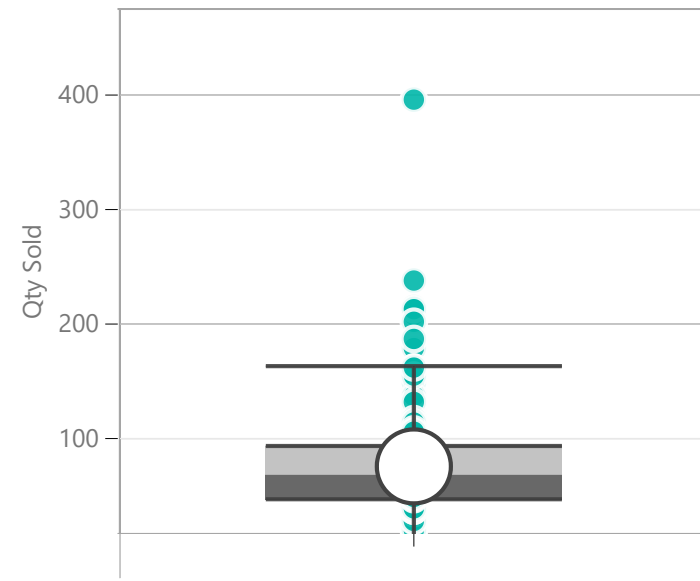


76
Mean_Qty Sold
69
Median_Qty Sold
20
Min_Qty Sold
396
Max_Qty Sold
99.00
Pct80%_Qty Sold
53%
CV_Qty Sold

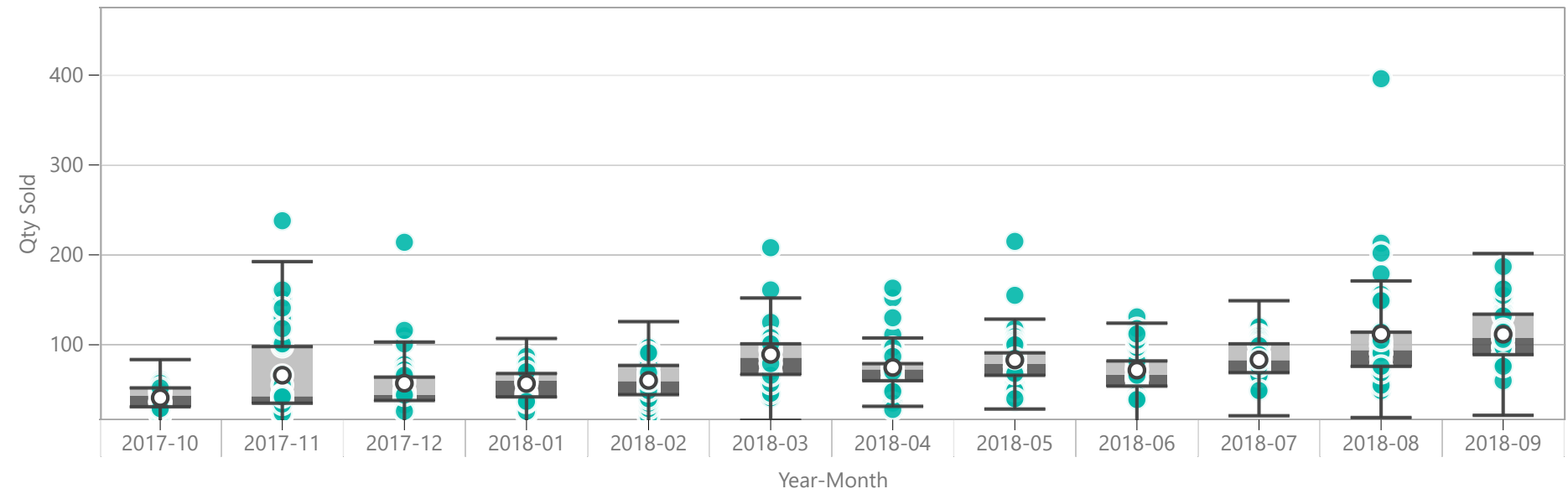
Qty Sold, Mean_Qty Sold, Median_Qty Sold and Pct80%_Qty Sold by Year-Month



Qty Sold by Purchase date



Qty Sold by Purchase date and Year-Month



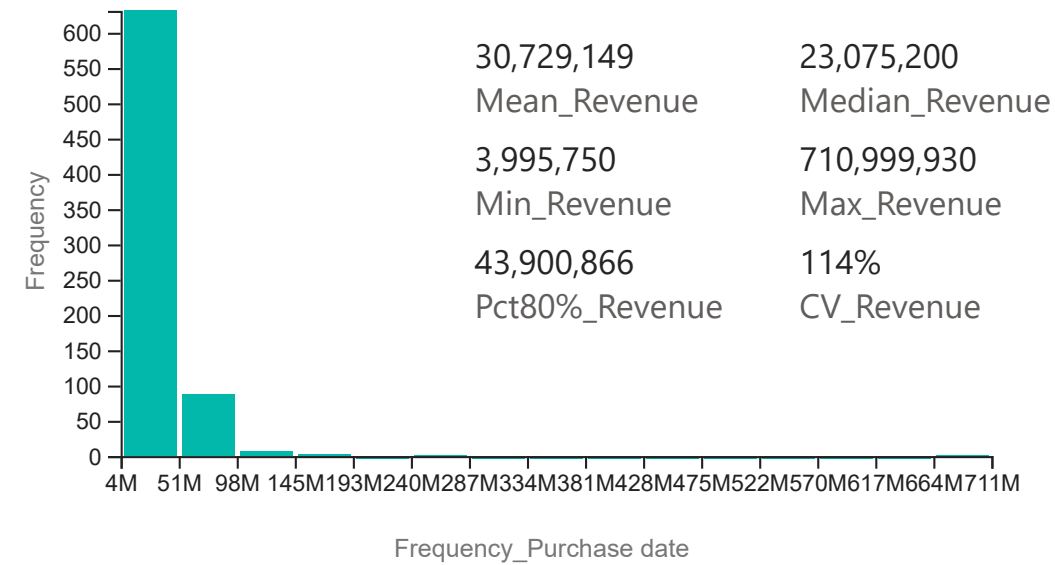
REVENUE DESCRIPTIVE

10/1/2017

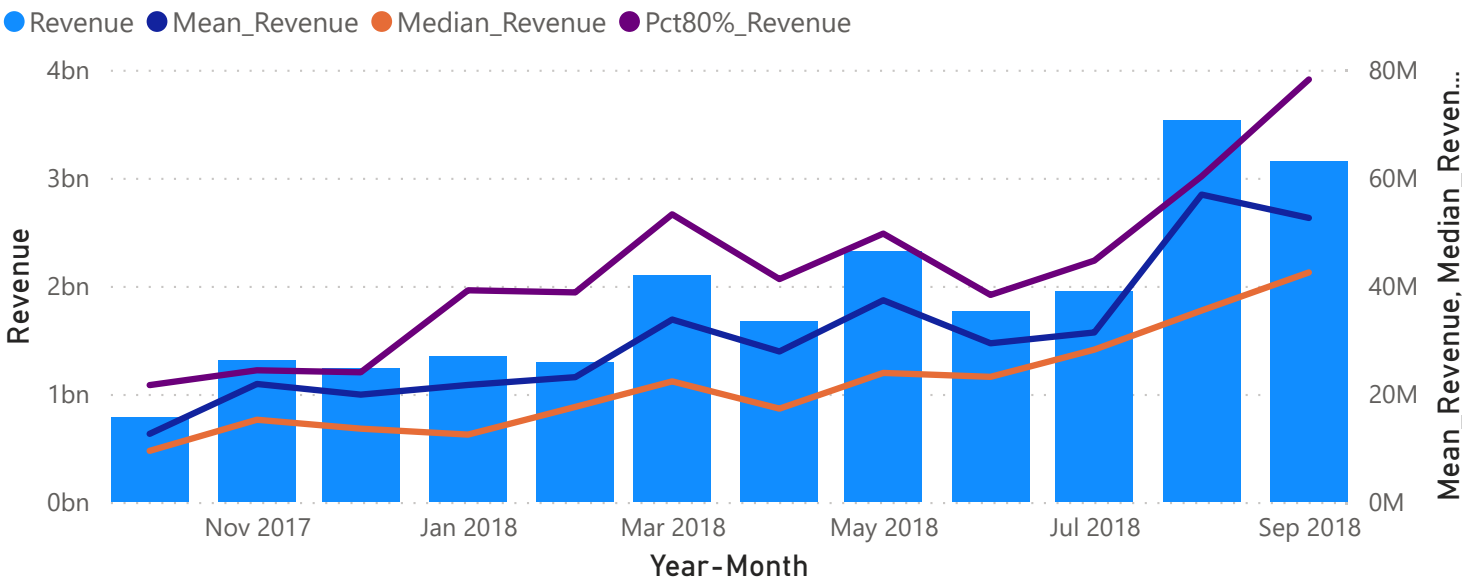
9/30/2018

Customer 1
Customer 2

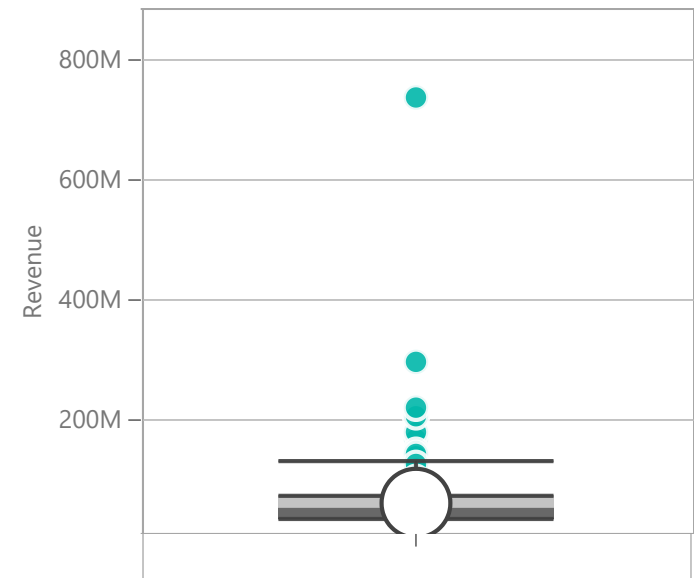
Frequency_Purchase date by Revenue



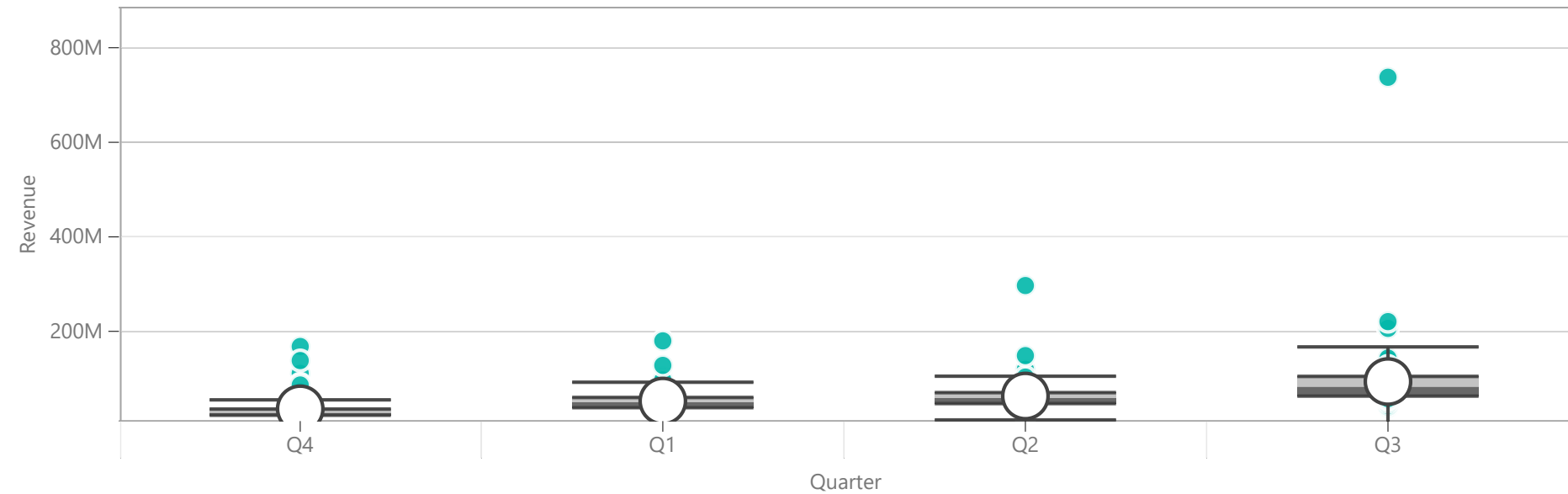
Revenue, Mean_Revenue, Median_Revenue and Pct80%_Revenue by Year-Month



Revenue by Purchase date



Revenue by Purchase date and Quarter



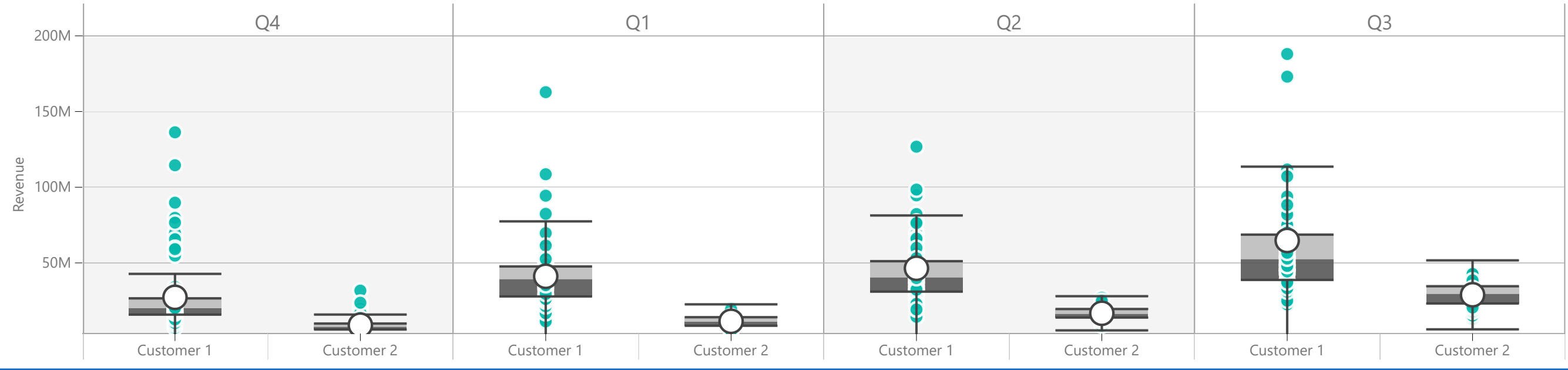
REVENUE BY CUSTOMER

10/1/2017

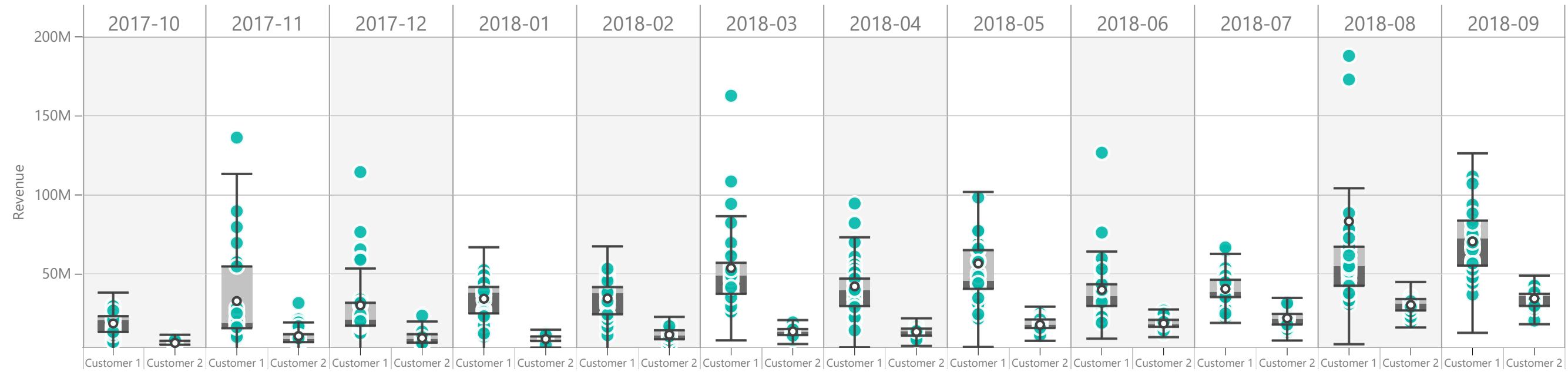
9/30/2018

Customer 1
Customer 2

Revenue by Purchase date, Customer and Quarter



Revenue by Purchase date, Customer and Year-Month



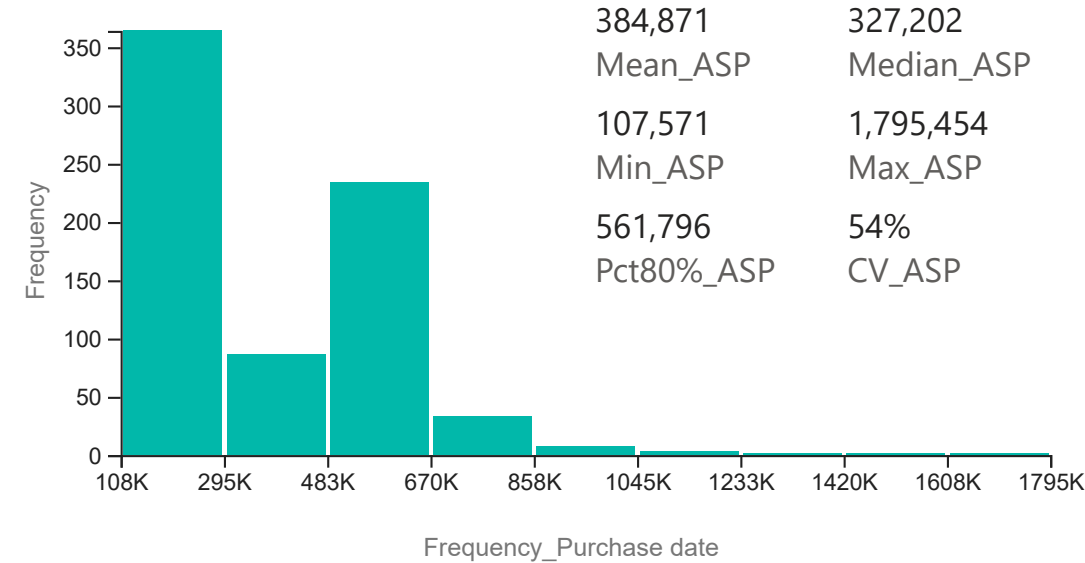
ASP DESCRIPTIVE

10/1/2017

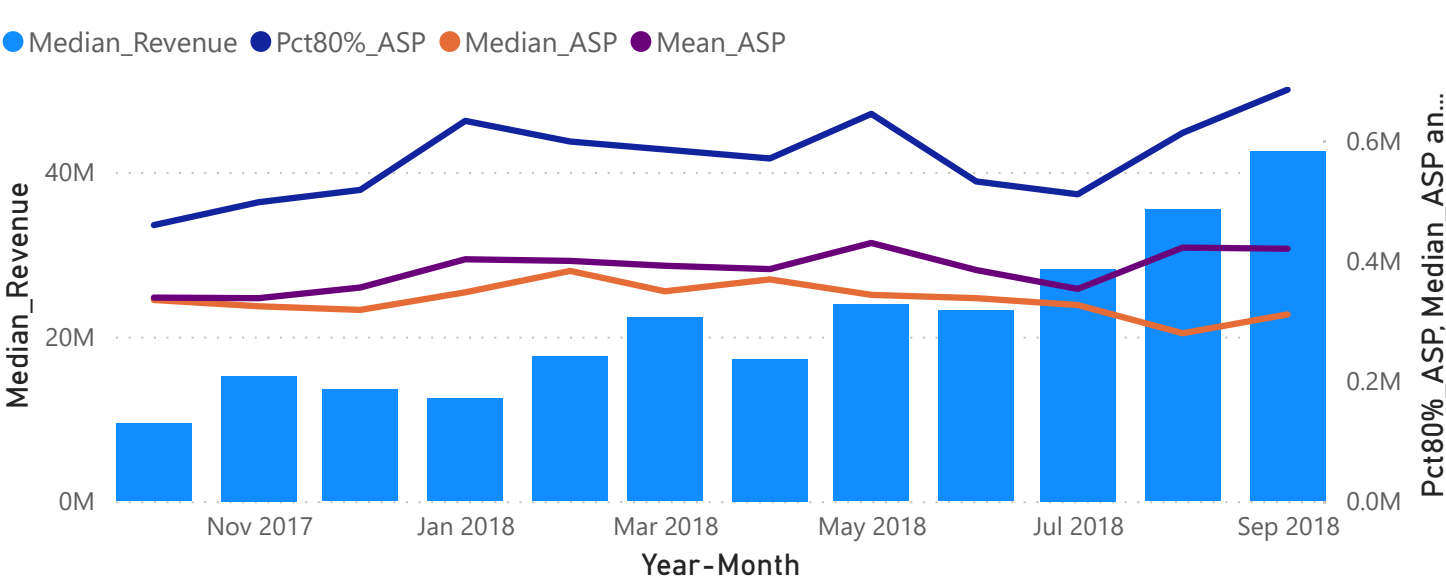
9/30/2018

Customer 1
Customer 2

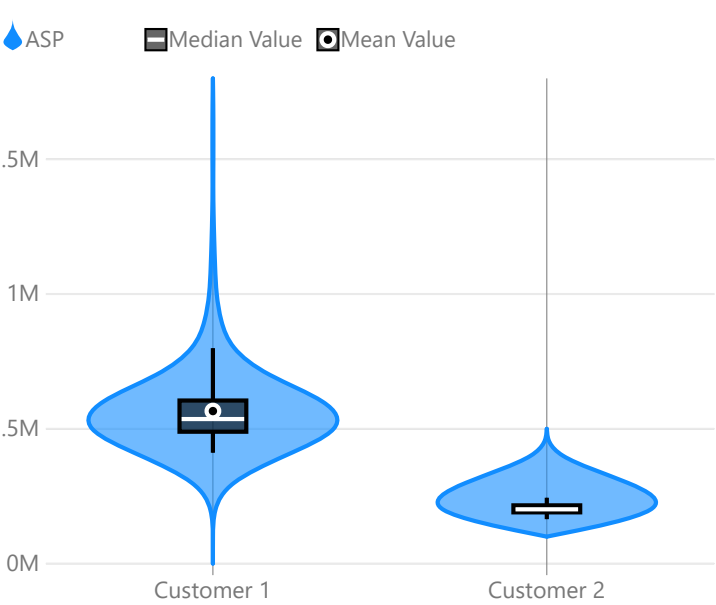
Frequency_Purchase date by ASP



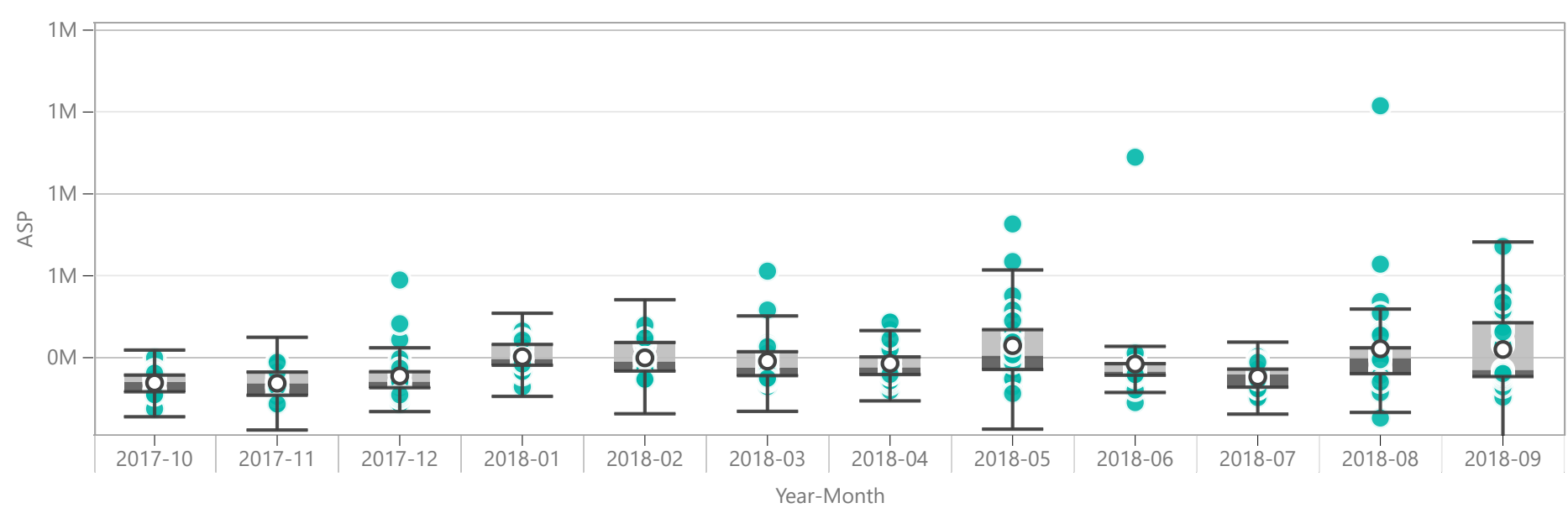
Median_Revenue, Pct80%_ASP, Median_ASP and Mean_ASP by Year-Month



ASP by Purchase date and Customer



ASP by Purchase date and Year-Month



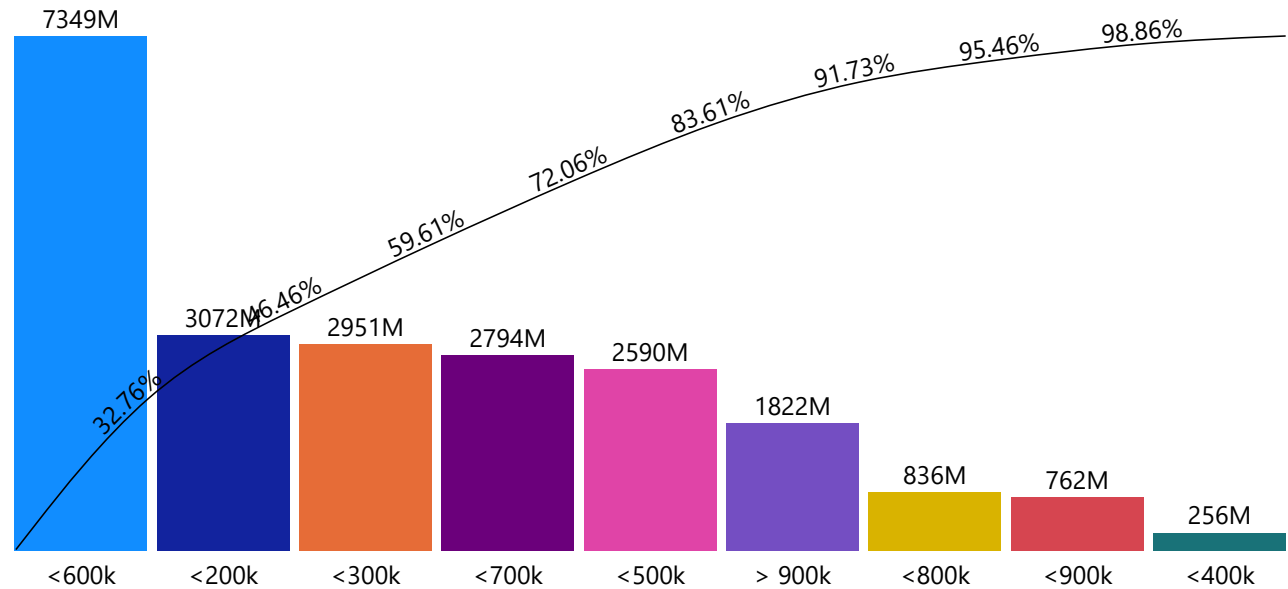
ASP ANALYSIS

10/1/2017

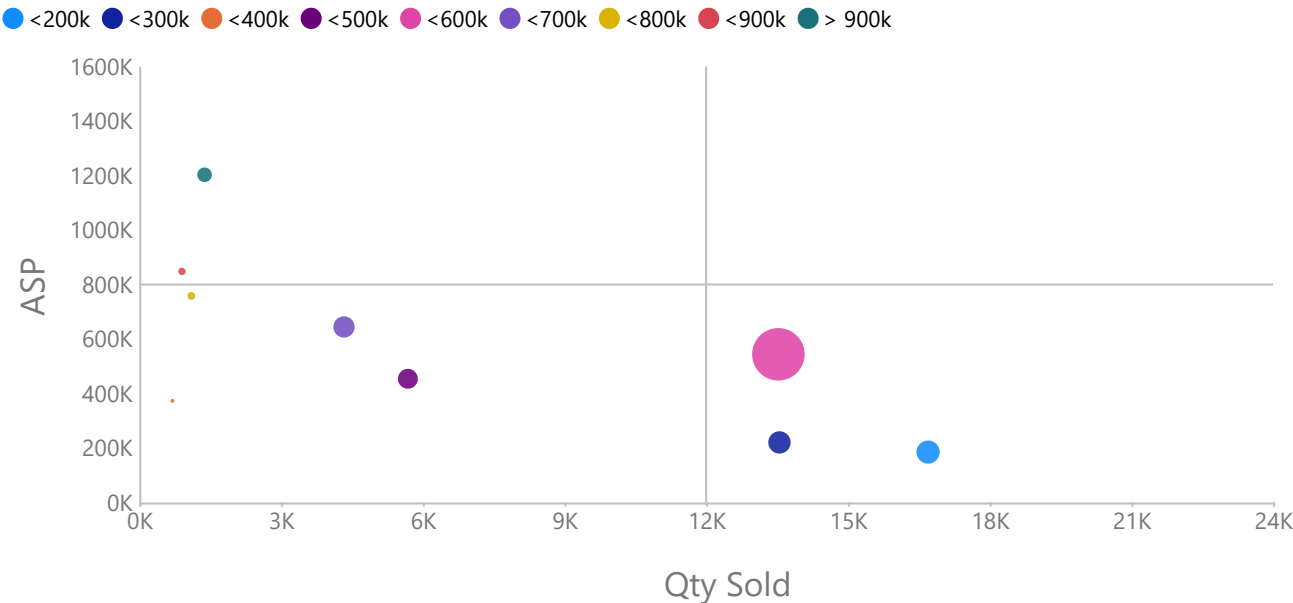
9/30/2018

Customer 1
Customer 2

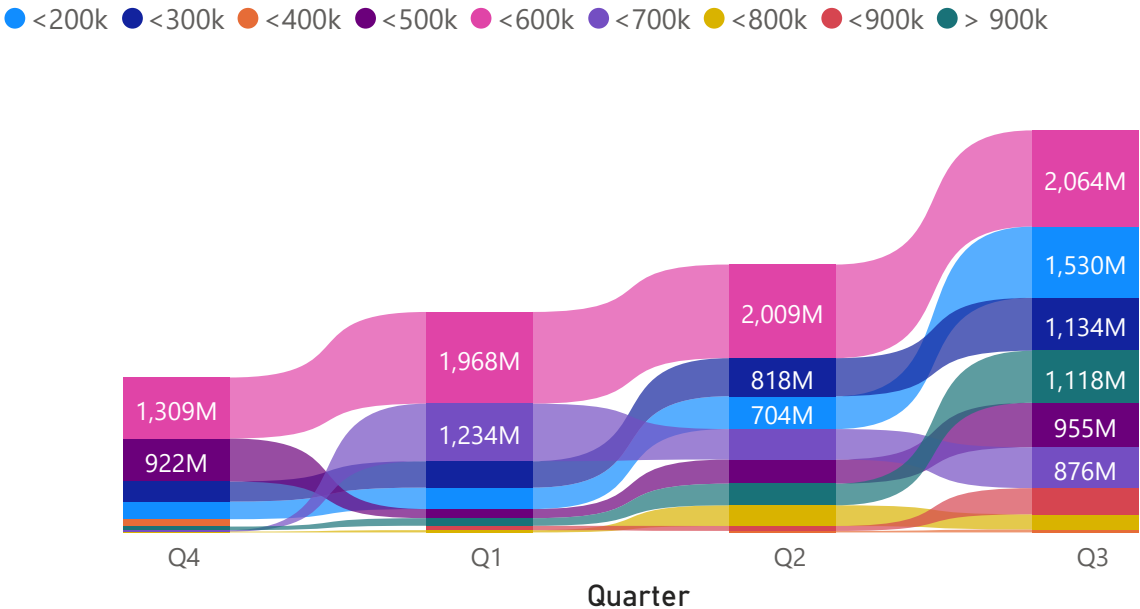
ASP range contribution



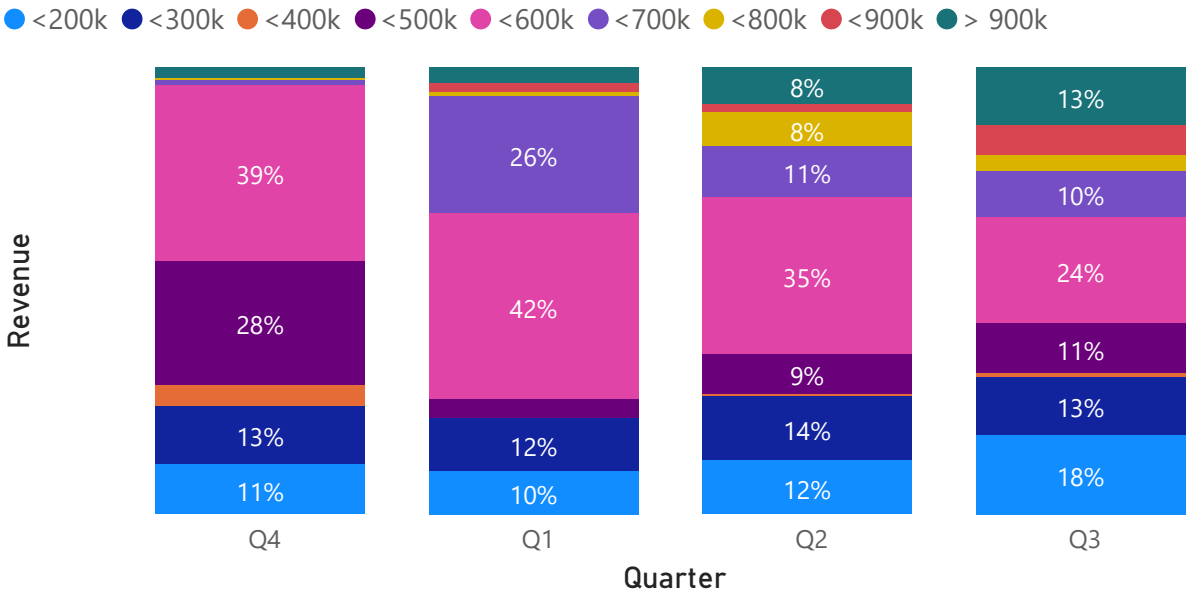
Qty Sold, ASP and Revenue by ASP group



Revenue by Quarter and ASP group



Revenue by Quarter and ASP group



CUSTOMER ANALYSIS

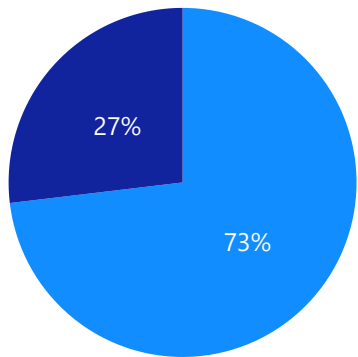
10/1/2017

9/30/2018

Customer 1
Customer 2

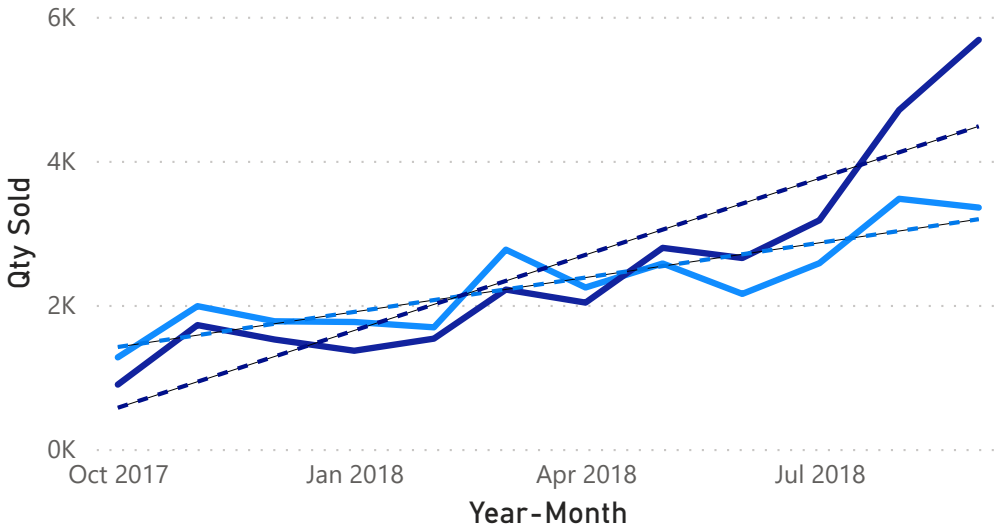
Revenue by Customer

Customer 1 Customer 2



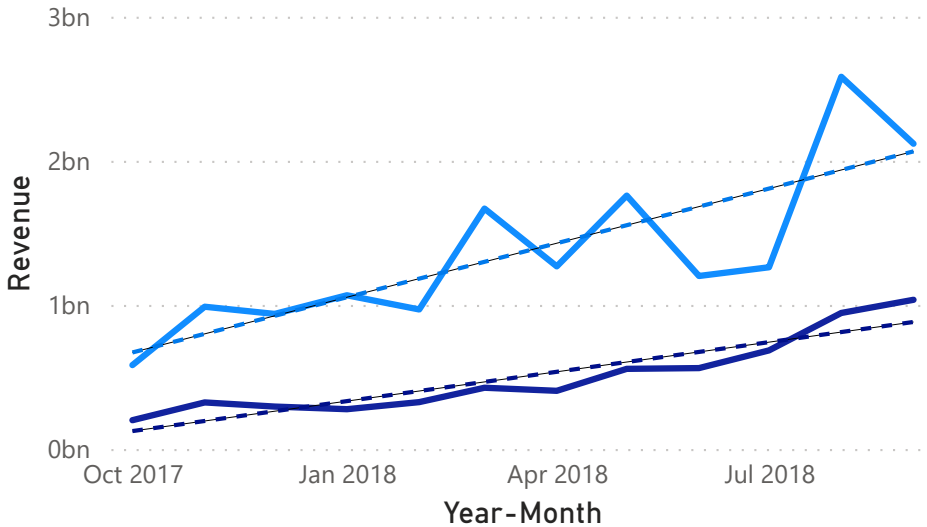
Qty Sold by Year-Month and Customer

Customer 1 Customer 2



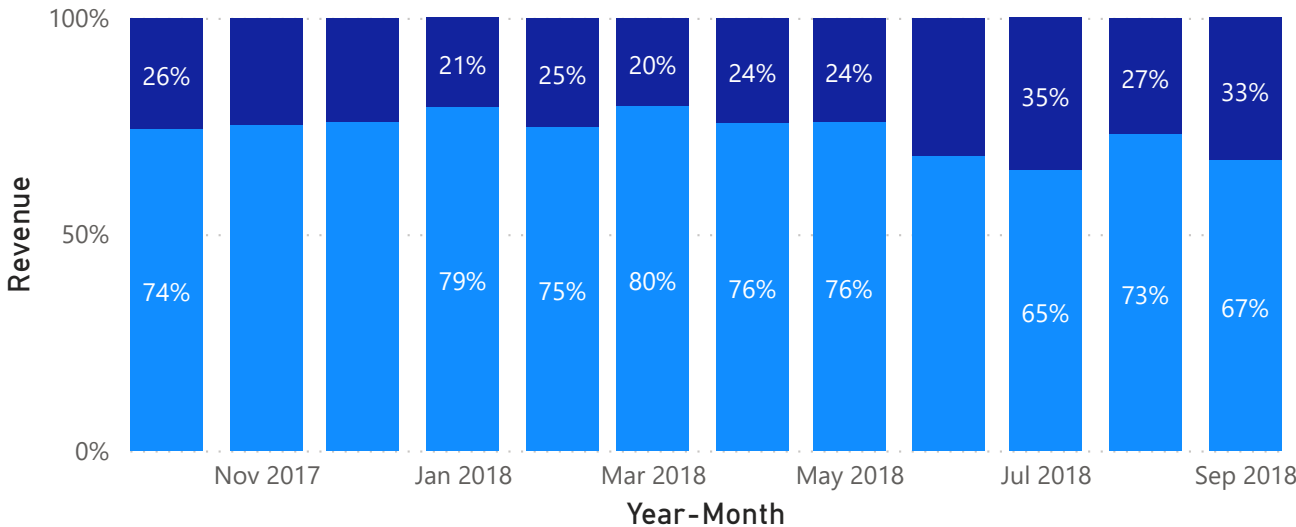
Revenue by Year-Month and Customer

Customer 1 Customer 2



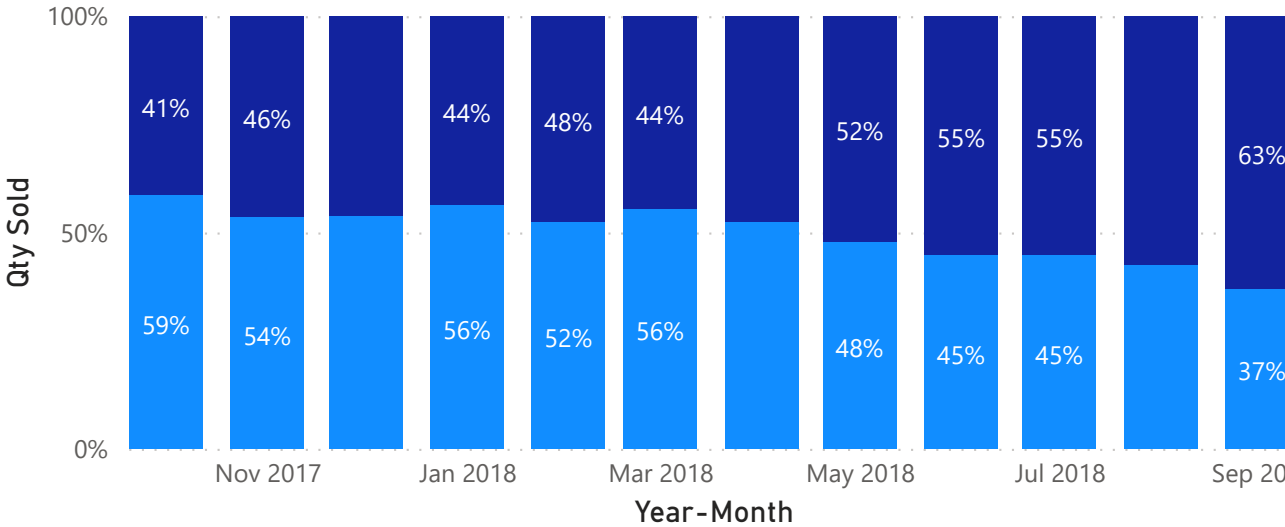
Revenue by Year-Month and Customer

Customer 1 Customer 2

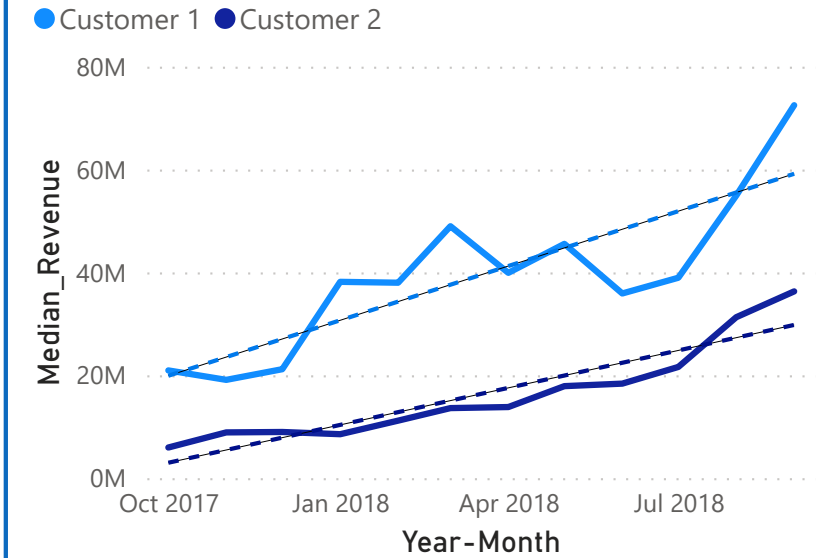
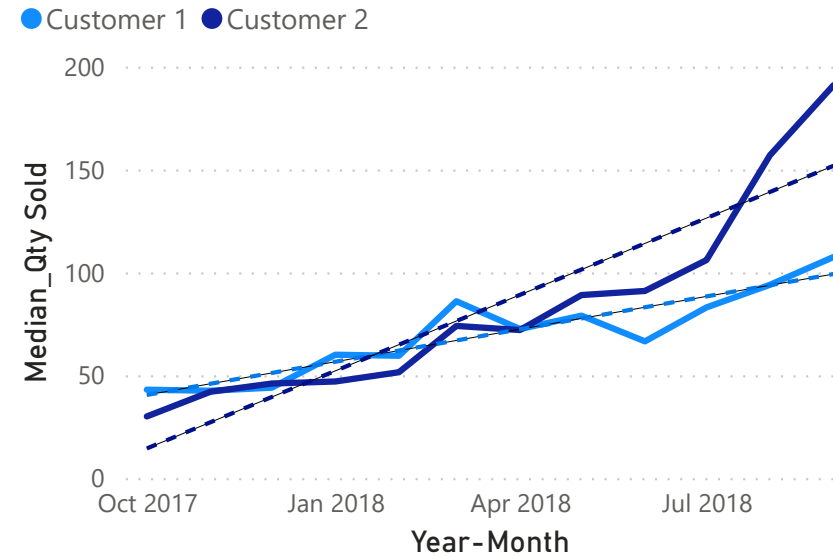
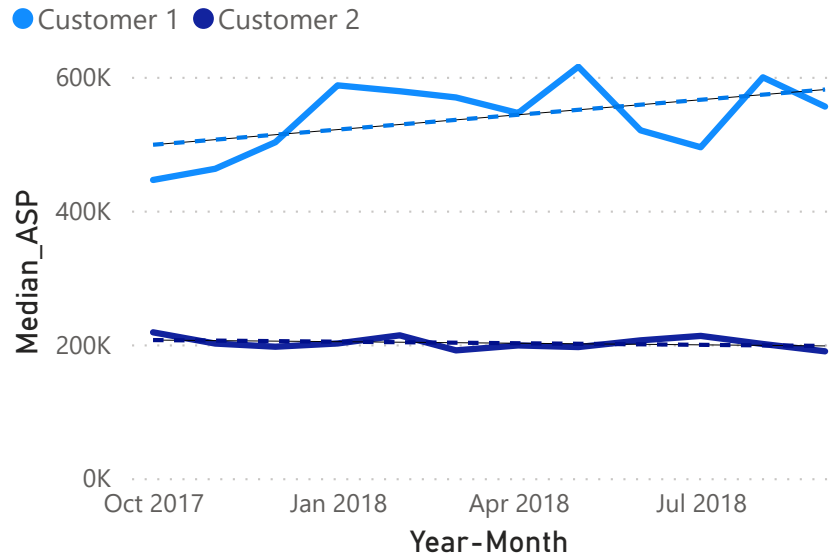


Qty Sold by Year-Month and Customer

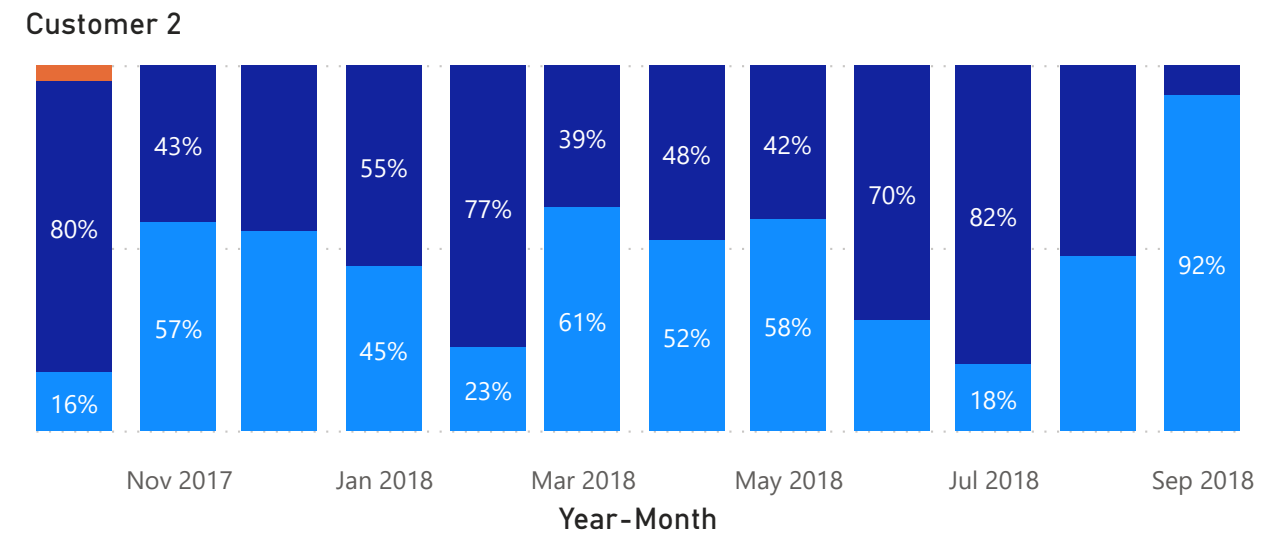
Customer 1 Customer 2



10/1/2017 9/30/2018 ☐ Customer 1
☐ Customer 2

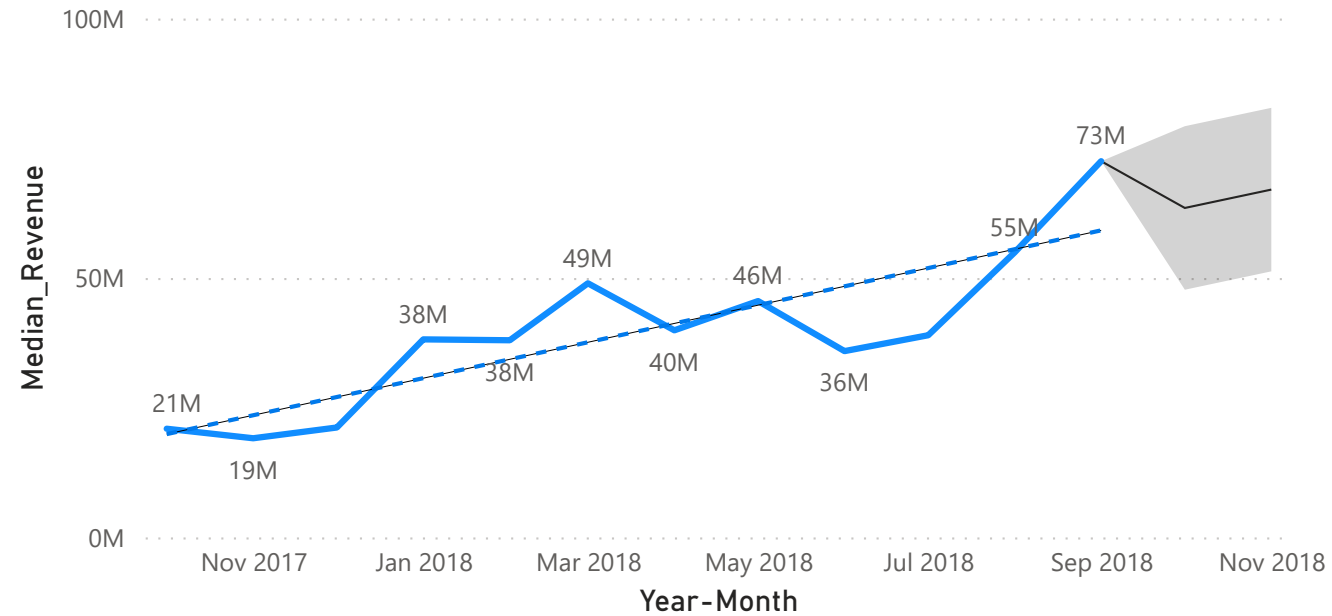


● <200k ● <300k ● <400k ● <500k ● <600k ● <700k ● <800k ● <900k ● > 900k



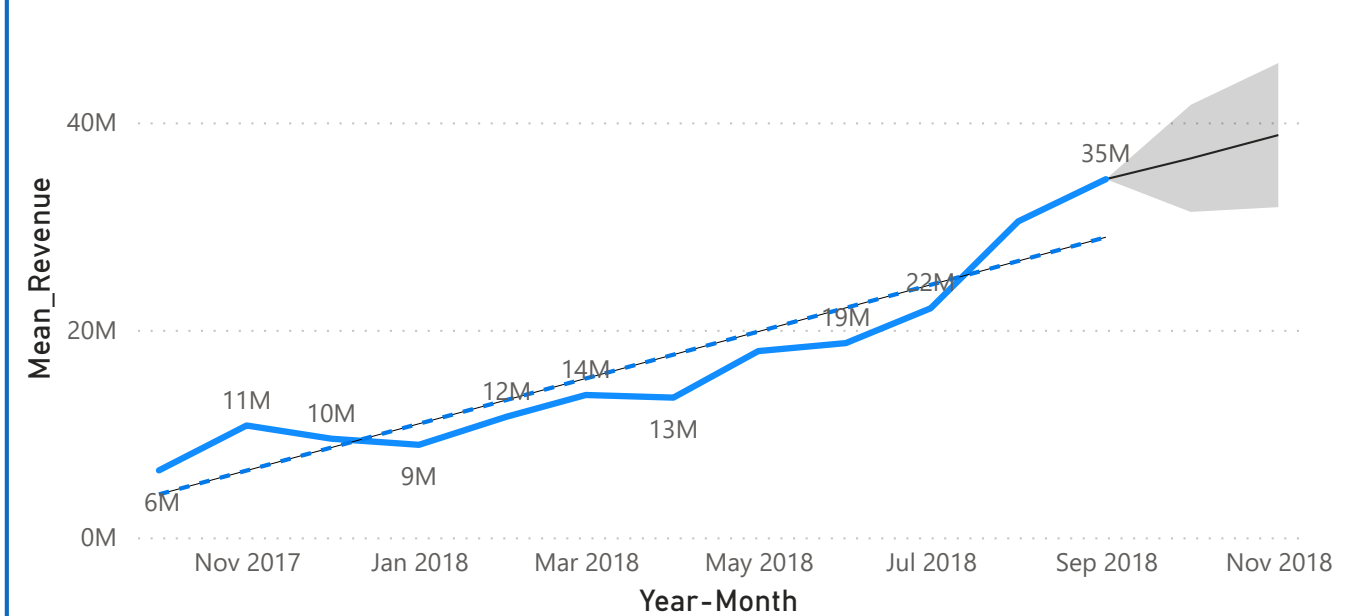
FORECAST - CUSTOMER 1

Median_Revenue by Year-Month

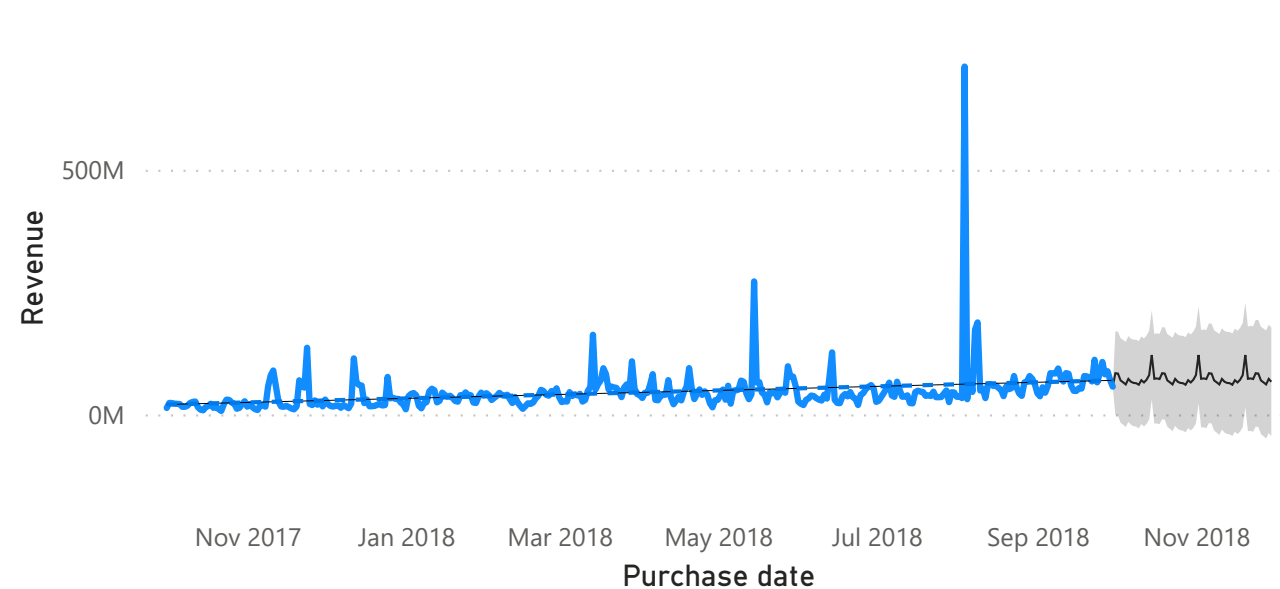


FORECAST - CUSTOMER 2

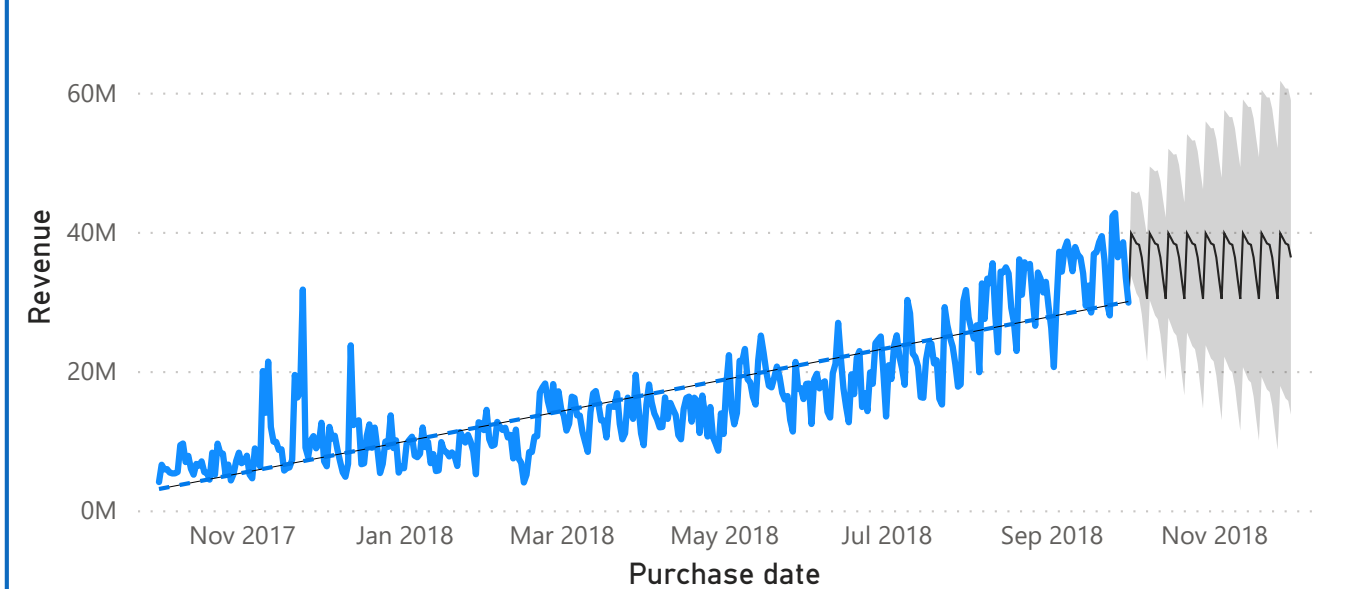
Mean_Revenue by Year-Month



Revenue by Purchase date



Revenue by Purchase date



REPORT

Customer Quarter	Customer 1					Customer 2					Total						
	Qty Sold	ASP	Revenue	Median_Revenue	Mean_Revenue	Qty Sold	ASP	Revenue	Median_Revenue	Mean_Revenue	Qty Sold	ASP	Revenue	Median_Revenue	Mean_Revenue		
☐ Q4	5,028	480K	2,507M		20M	27M	4,134	207K	818M		8M	9M	9,162	344K	3,325M	13M	18M
2017-10	1,272	452K	<div><div></div>582M</div>	◆	21M	19M	894	225K	<div><div></div>200M</div>	◆	6M	6M	2,166	339K	782M	9M	13M
2017-11	1,983	475K	<div><div></div>987M</div>	◆	19M	33M	1,720	200K	<div><div></div>323M</div>	◆	9M	11M	3,703	338K	1,311M	15M	22M
2017-12	1,773	514K	<div><div></div>937M</div>	◆	21M	30M	1,520	197K	<div><div></div>295M</div>	◆	9M	10M	3,293	355K	1,232M	14M	20M
☐ Q1	6,219	593K	3,704M		39M	41M	5,109	203K	1,027M		11M	11M	11,328	398K	4,731M	17M	26M
2018-01	1,763	602K	<div><div></div>1,067M</div>	▲	38M	34M	1,364	202K	<div><div></div>276M</div>	◆	9M	9M	3,127	402K	1,343M	12M	22M
2018-02	1,689	585K	<div><div></div>969M</div>	▲	38M	35M	1,532	214K	<div><div></div>325M</div>	◆	11M	12M	3,221	400K	1,294M	18M	23M
2018-03	2,767	591K	<div><div></div>1,669M</div>	▲	49M	54M	2,213	192K	<div><div></div>425M</div>	◆	14M	14M	4,980	392K	2,094M	22M	34M
☐ Q2	6,970	596K	4,227M		40M	46M	7,475	205K	1,522M		16M	17M	14,445	400K	5,749M	23M	32M
2018-04	2,242	572K	<div><div></div>1,268M</div>	▲	40M	42M	2,032	200K	<div><div></div>404M</div>	◆	14M	13M	4,274	386K	1,672M	17M	28M
2018-05	2,575	658K	<div><div></div>1,759M</div>	▲	46M	57M	2,792	201K	<div><div></div>556M</div>	◆	18M	18M	5,367	429K	2,315M	24M	37M
2018-06	2,153	555K	<div><div></div>1,201M</div>	▲	36M	40M	2,651	214K	<div><div></div>562M</div>	◆	18M	19M	4,804	384K	1,762M	23M	29M
Total	27,620	566K	16,401M		39M	45M	30,277	204K	6,031M		14M	17M	57,897	385K	22,432M	23M	31M

ASP group Quarter	<200k		<300k		<400k		<500k		<600k		<700k		<800k		<900k		> 900k	
	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue	Qty Sold	Revenue
☐ Q4	2,180	378M	1,929	432M	415	158M	2,080	922M	2,405	1,309M	49	30M	26	19M			78	77M
2017-10	177	32M	692	159M	138	51M	780	343M	379	196M								
2017-11	1,083	185M	637	139M	193	75M	711	313M	1,079	599M								
2017-12	920	161M	600	134M	84	32M	589	266M	947	514M	49	30M	26	19M			78	77M
☐ Q1	2,494	460M	2,615	567M			406	196M	3,578	1,968M	1,896	1,234M	65	49M	113	94M	161	163M
2018-01	666	125M	698	152M			49	23M	886	499M	763	496M	65	49M				
2018-02	402	75M	1,130	251M			225	110M	965	531M	499	327M						
2018-03	1,426	260M	787	165M			132	63M	1,727	938M	634	411M			113	94M	161	163M
☐ Q2	3,736	704M	3,739	818M	85	33M	1,097	518M	3,689	2,009M	1,030	654M	587	444M	124	106M	358	465M
2018-04	1,130	211M	902	193M			199	92M	1,599	872M	262	166M	182	138M				
2018-05	1,717	323M	1,075	233M			252	115M	815	446M	703	448M	405	306M	124	106M	276	338M
2018-06	889	170M	1,762	391M	85	33M	646	311M	1,275	690M	65	40M					82	127M
☐ Q3	8,289	1,530M	5,270	1,134M	202	65M	2,104	955M	3,858	2,064M	1,360	876M	425	323M	668	562M	786	1,118M
2018-07	641	134M	2,524	520M			1,466	624M	1,063	523M	100	65M						
Total	16,699	3,072M	13,553	2,951M	702	256M	5,687	2,590M	13,530	7,349M	4,335	2,794M	1,103	836M	905	762M	1,383	1,822M

REPORT

Revenue contribution by ASP range

Quarter	<200k	<300k	<400k	<500k	<600k	<700k	<800k	<900k	> 900k
☐ Q4	11%	13%	5%	28%	39%	1%	1%		2%
2017-10	4%	20%	7%	44%	25%				
2017-11	14%	11%	6%	24%	46%				
2017-12	13%	11%	3%	22%	42%	2%	2%		6%
☐ Q1	10%	12%		4%	42%	26%	1%	2%	3%
2018-01	9%	11%		2%	37%	37%	4%		
2018-02	6%	19%		9%	41%	25%			
2018-03	12%	8%		3%	45%	20%		5%	8%
☐ Q2	12%	14%	1%	9%	35%	11%	8%	2%	8%
2018-04	13%	12%		6%	52%	10%	8%		
2018-05	14%	10%		5%	19%	19%	13%	5%	15%
2018-06	10%	22%	2%	18%	39%	2%			7%
☐ Q3	18%	13%	1%	11%	24%	10%	4%	7%	13%
2018-07	6%	29%		33%	29%	3%			
2018-08	13%	14%	2%	6%	16%	15%	1%	7%	25%
2018-09	30%	3%		3%	30%	9%	9%	10%	7%
Total	14%	13%	1%	12%	33%	12%	4%	3%	8%

Qty Sold contribution by ASP range

Quarter	<200k	<300k	<400k	<500k	<600k	<700k	<800k	<900k	> 900k
☐ Q4	24%	21%	5%	23%	26%	1%	0%		1%
2017-10	8%	32%	6%	36%	17%				
2017-11	29%	17%	5%	19%	29%				
2017-12	28%	18%	3%	18%	29%	1%	1%		2%
☐ Q1	22%	23%		4%	32%	17%	1%	1%	1%
2018-01	21%	22%		2%	28%	24%	2%		
2018-02	12%	35%		7%	30%	15%			
2018-03	29%	16%		3%	35%	13%		2%	3%
☐ Q2	26%	26%	1%	8%	26%	7%	4%	1%	2%
2018-04	26%	21%		5%	37%	6%	4%		
2018-05	32%	20%		5%	15%	13%	8%	2%	5%
2018-06	19%	37%	2%	13%	27%	1%			2%
☐ Q3	36%	23%	1%	9%	17%	6%	2%	3%	3%
2018-07	11%	44%		24%	18%	2%			
2018-08	29%	29%	2%	6%	12%	10%	1%	4%	7%
2018-09	58%	4%		2%	20%	4%	4%	4%	2%
Total	29%	23%	1%	10%	23%	7%	2%	2%	2%