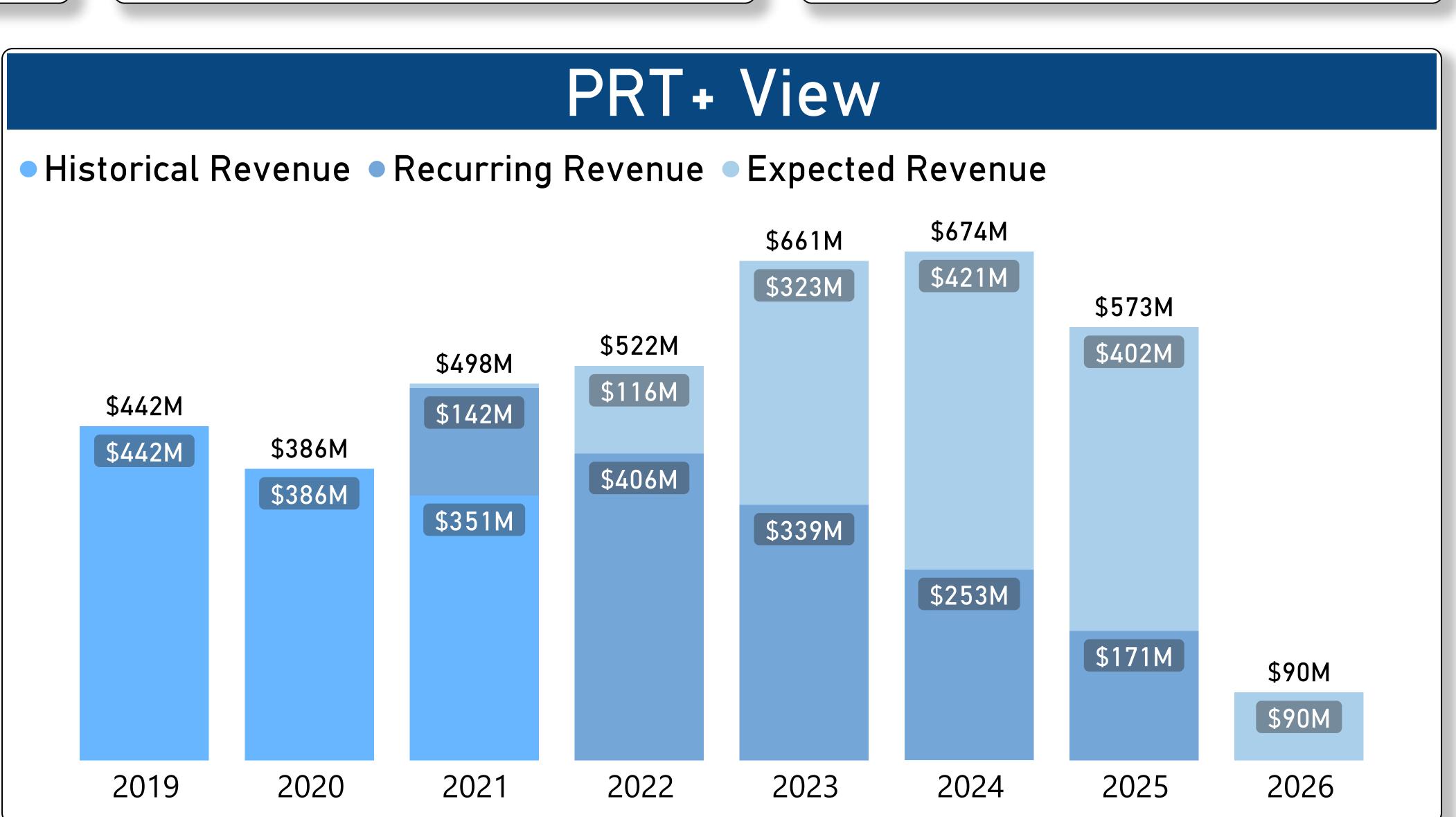


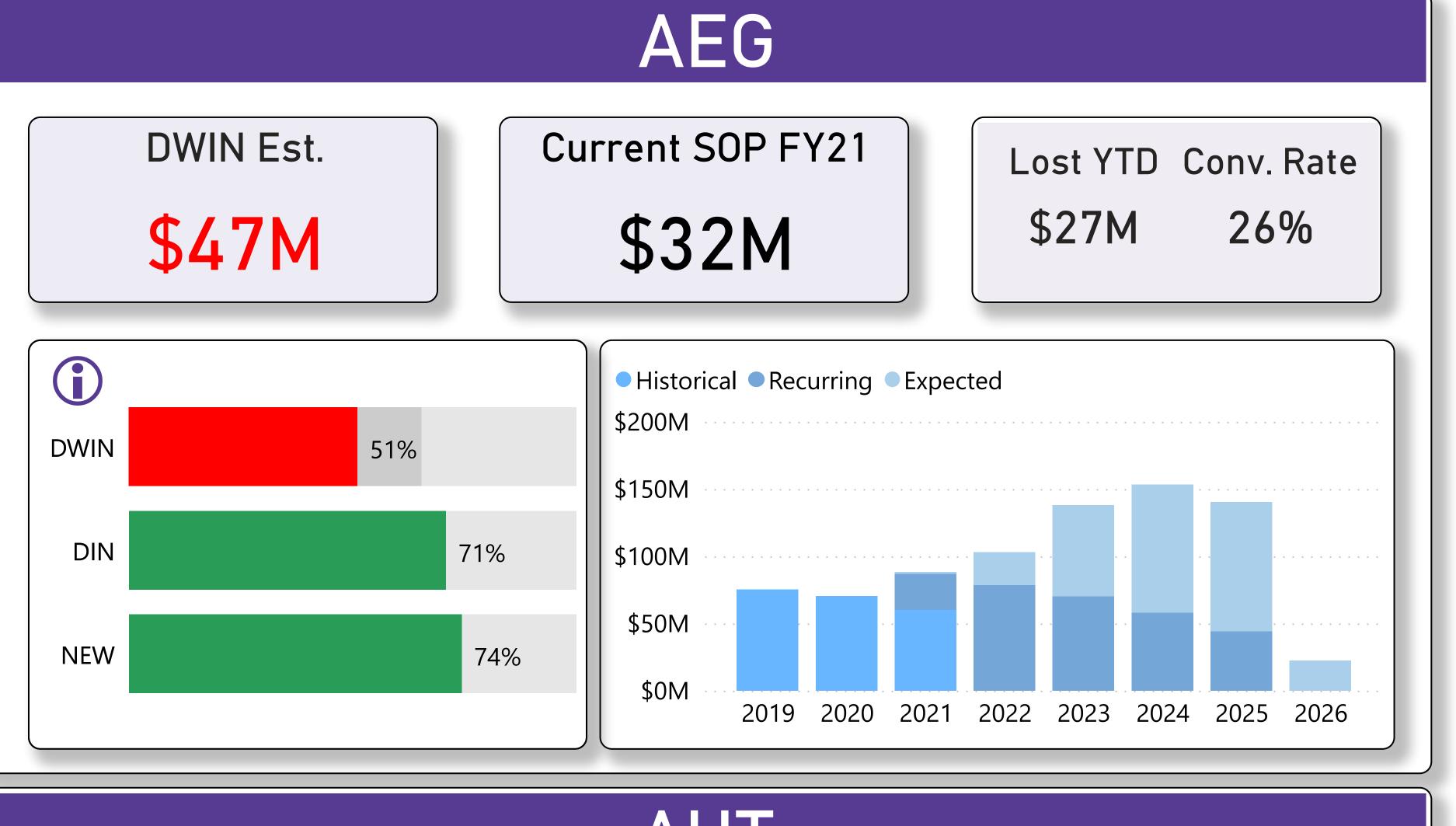
Current Open PAV \$1,760M DWIN Est. \$337M Current SOP FY21 \$209M

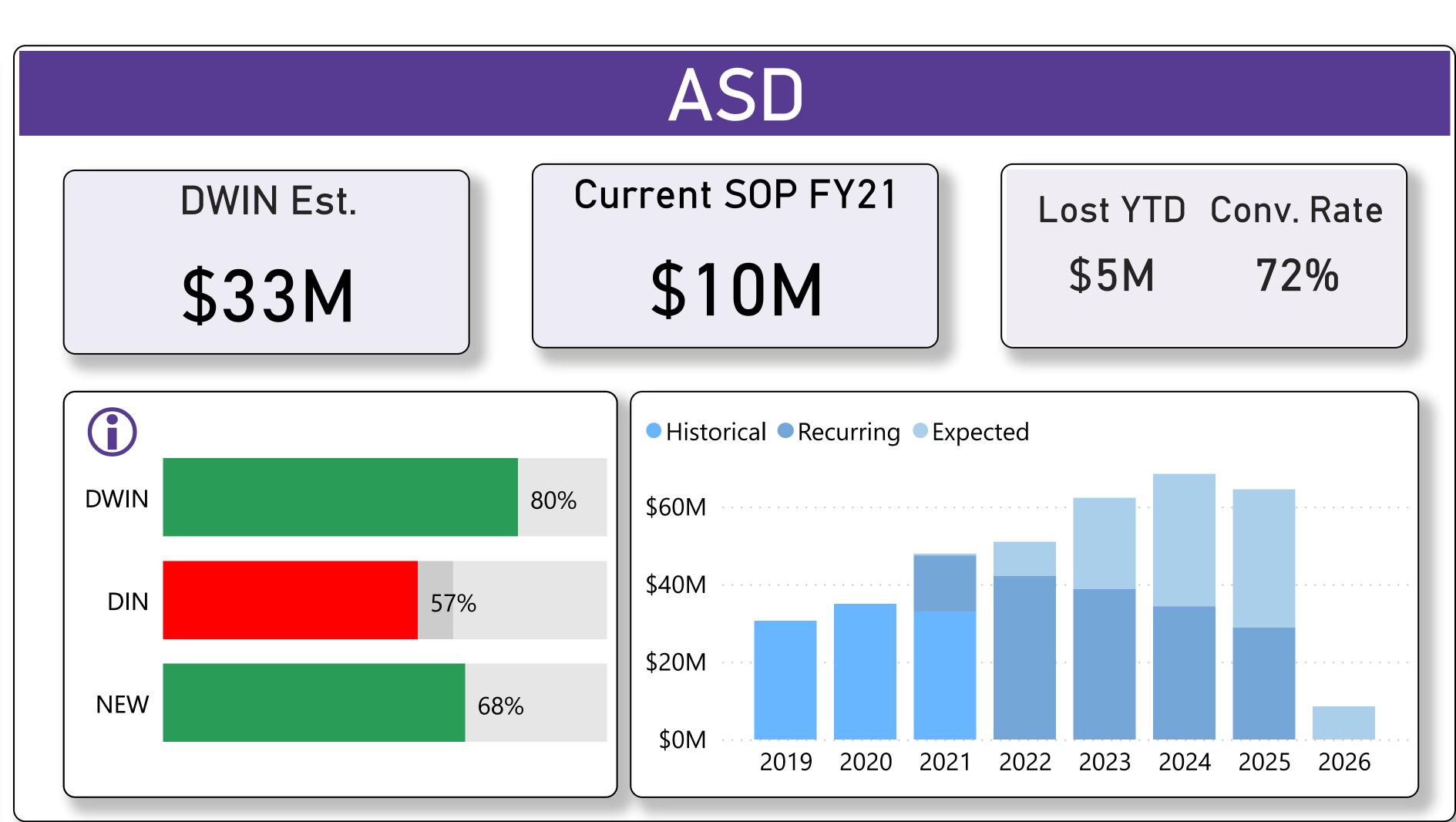


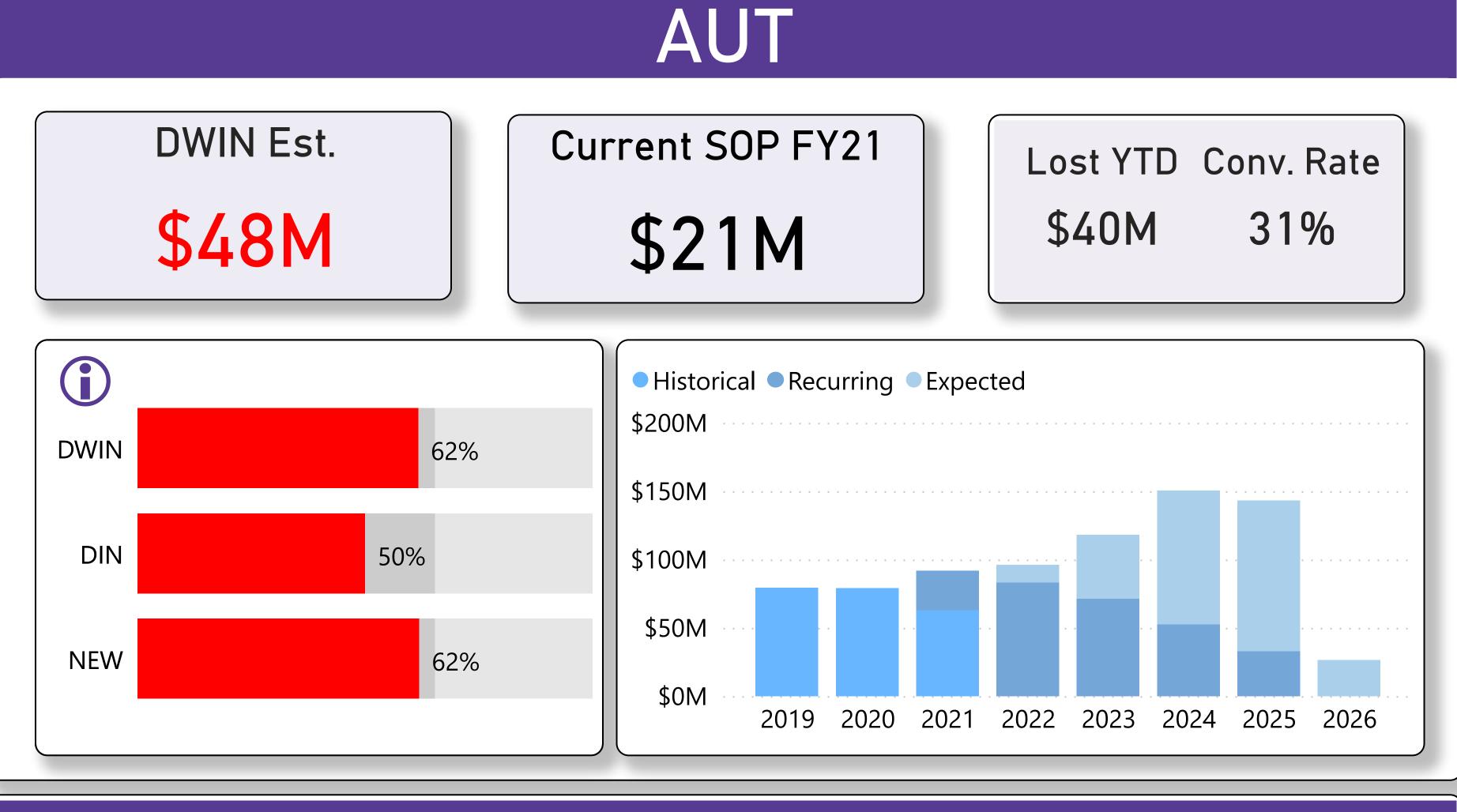


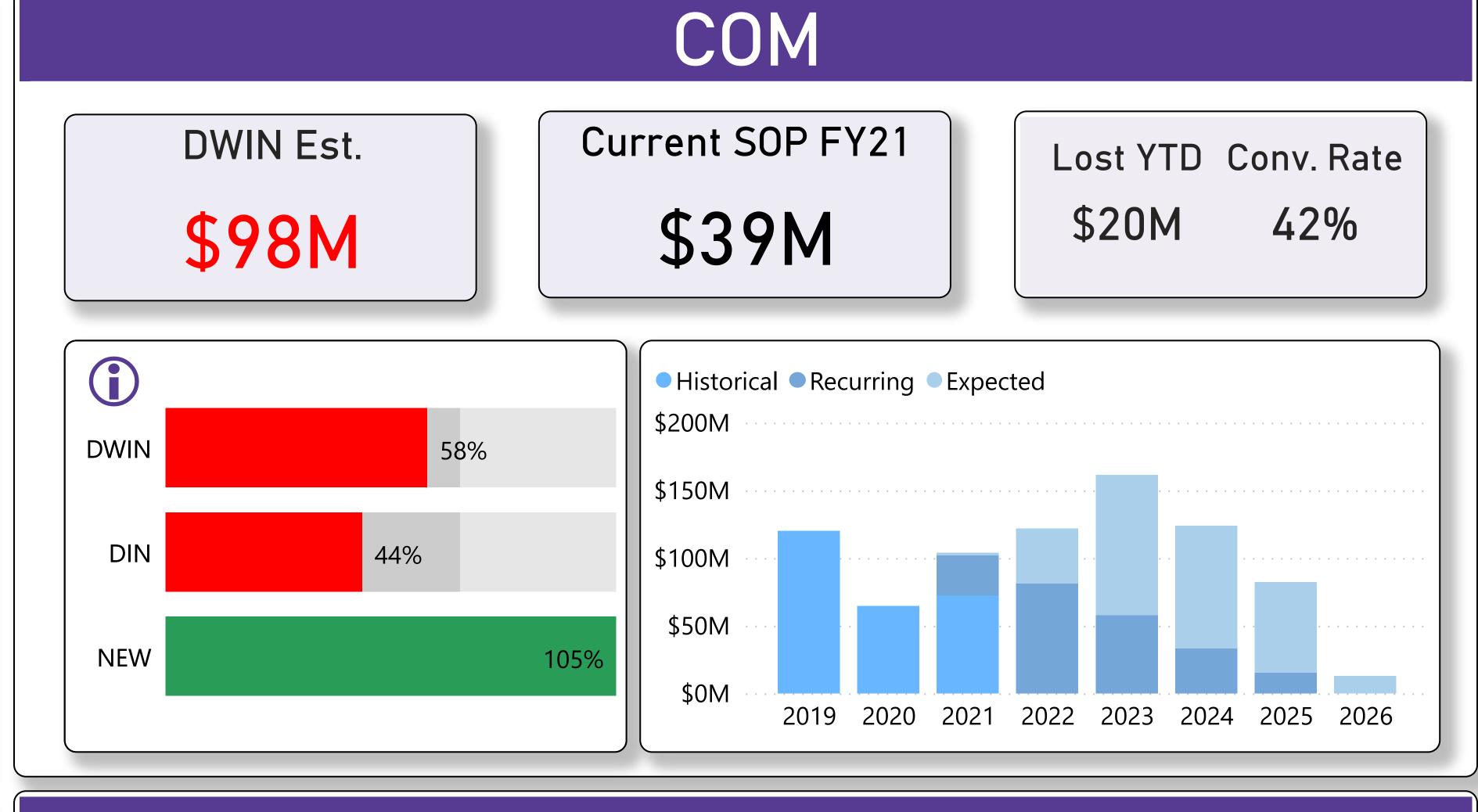
SEGMENT

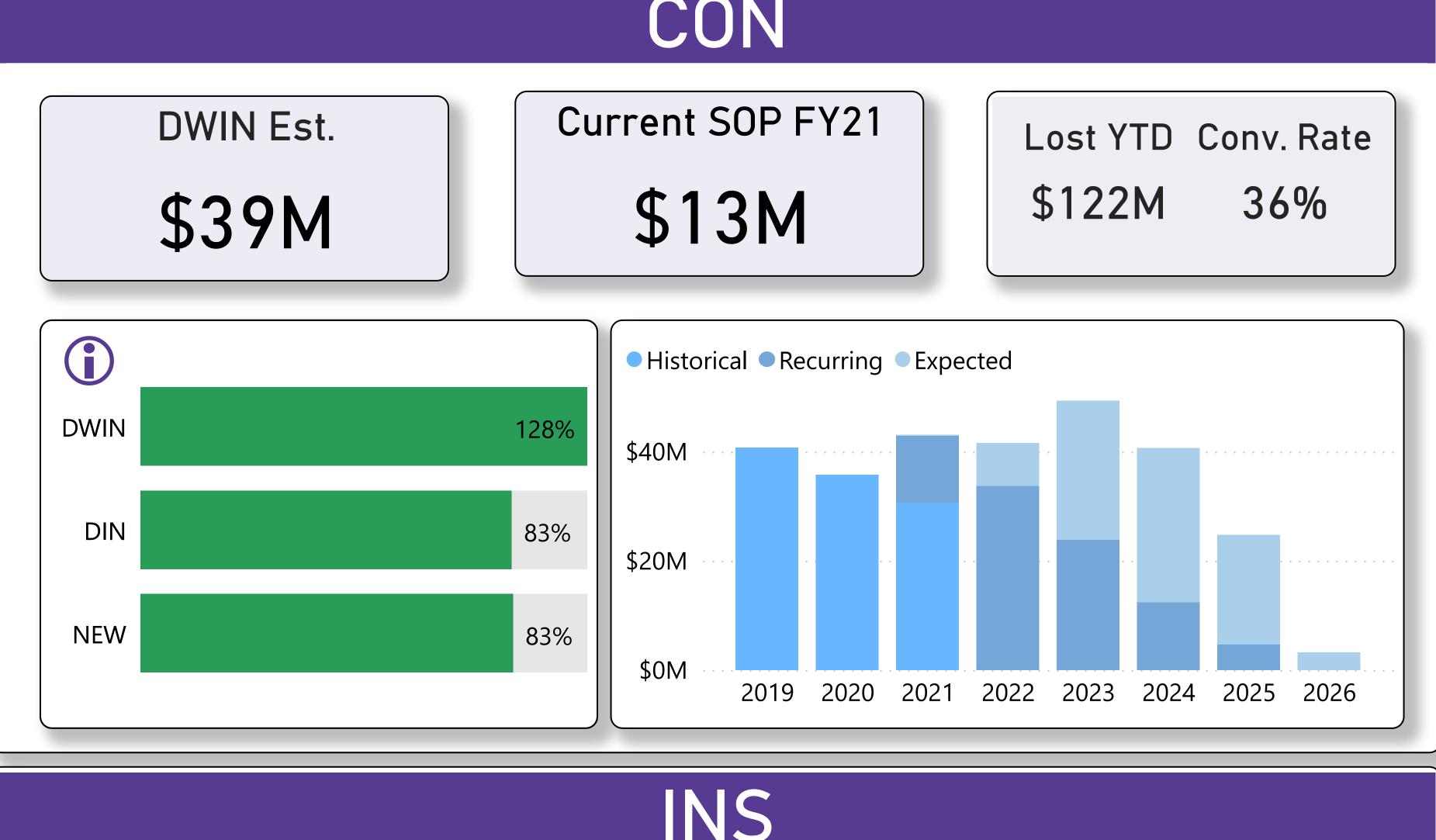


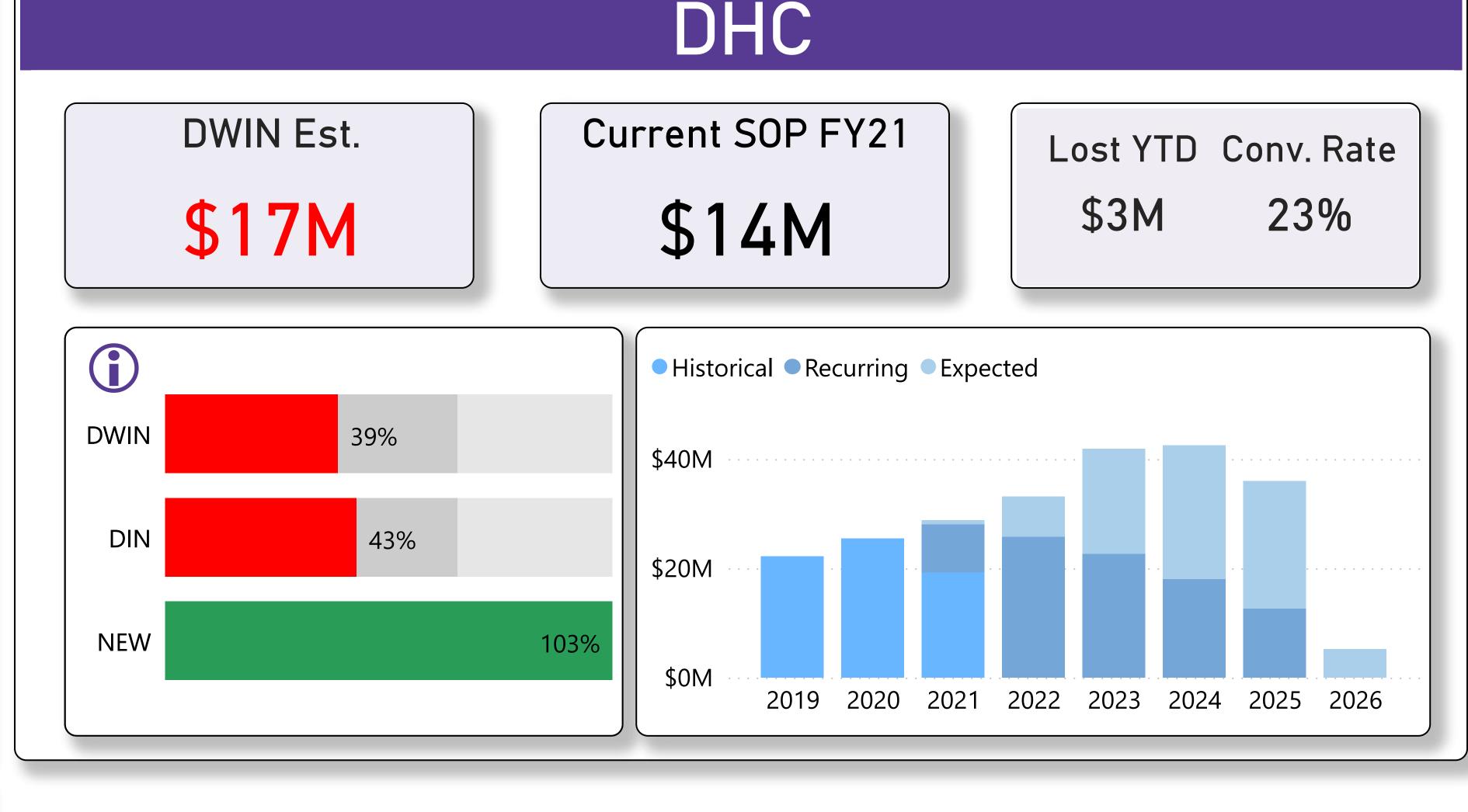


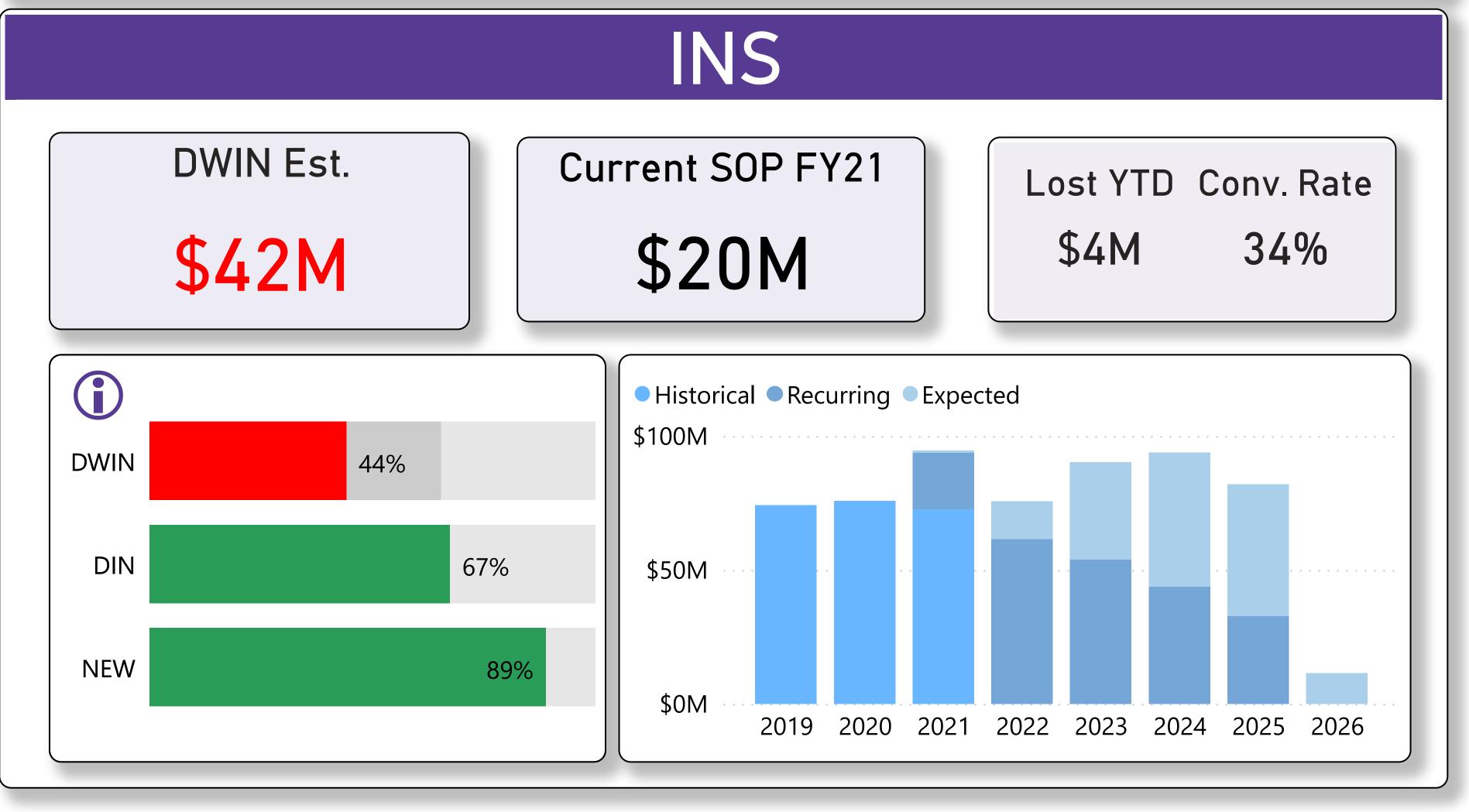








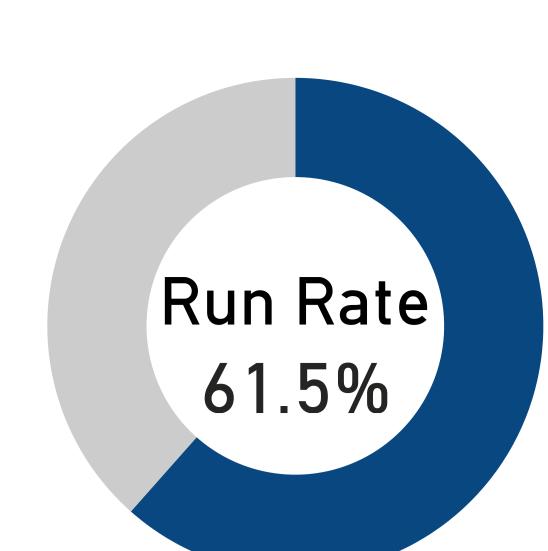


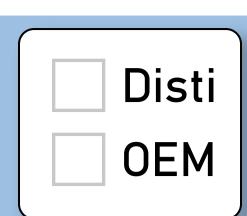




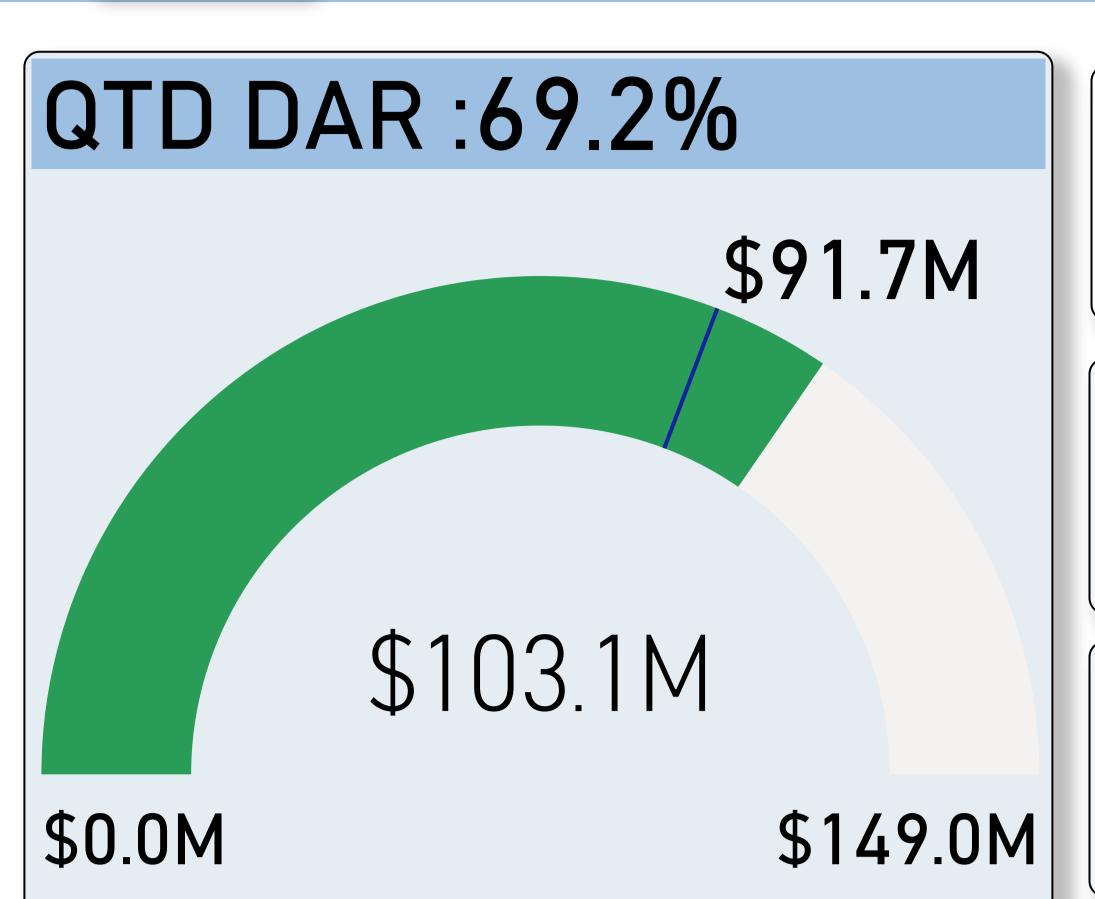
Sales Dashboard







DAR Revenue Overview

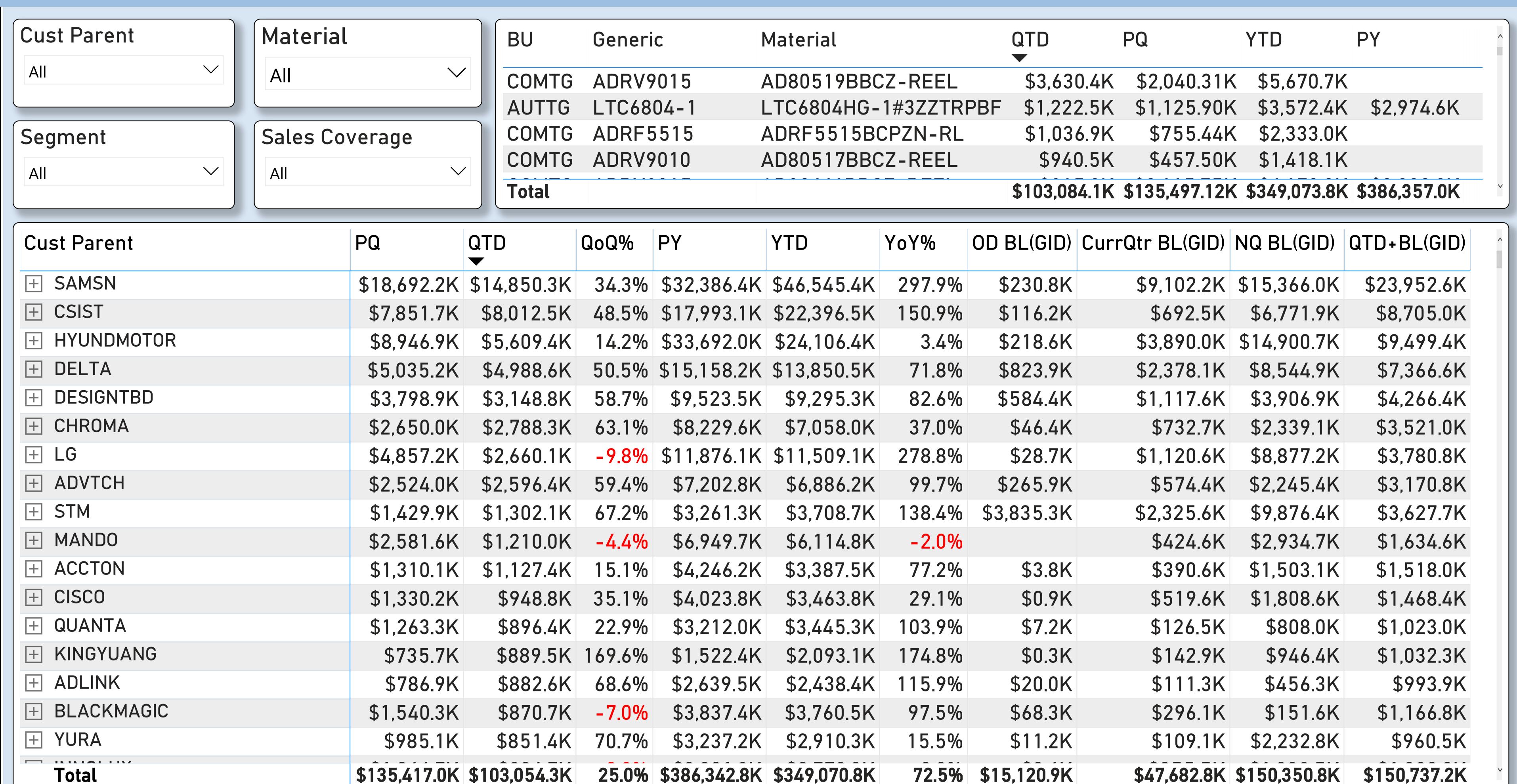




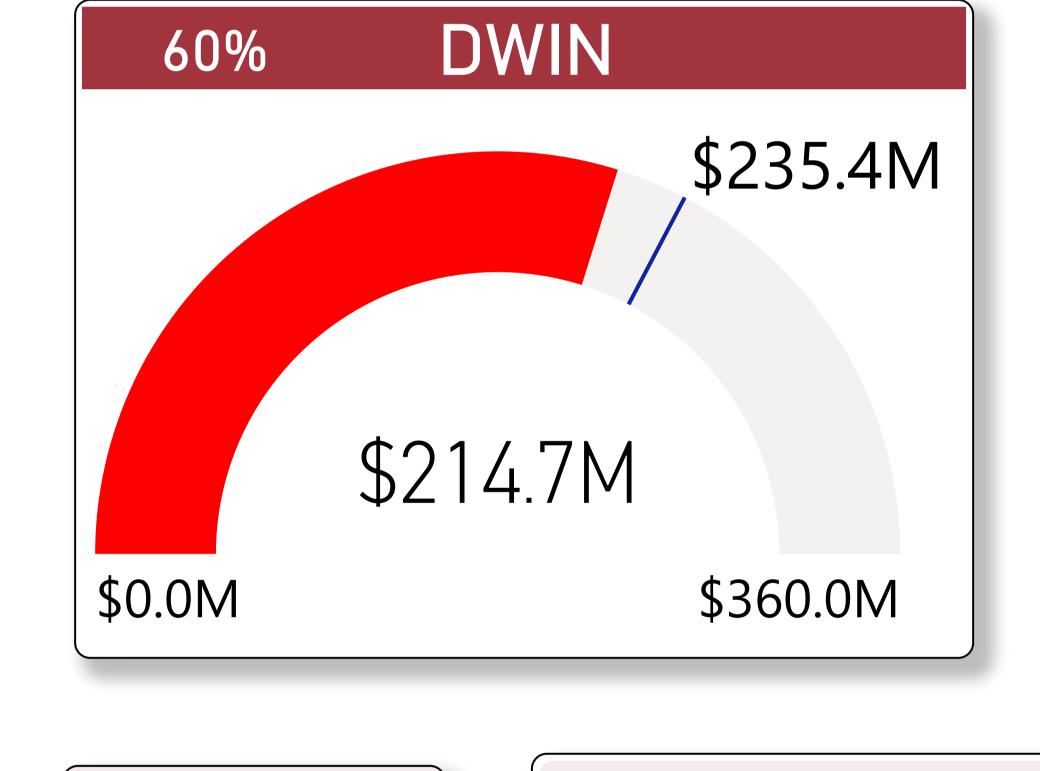


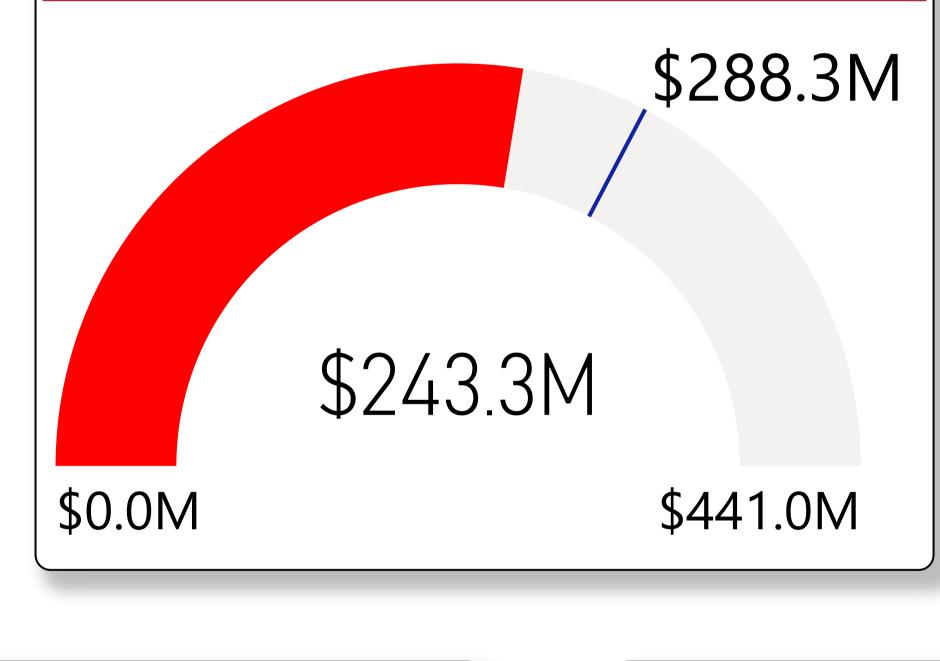


DAR Revenue Details



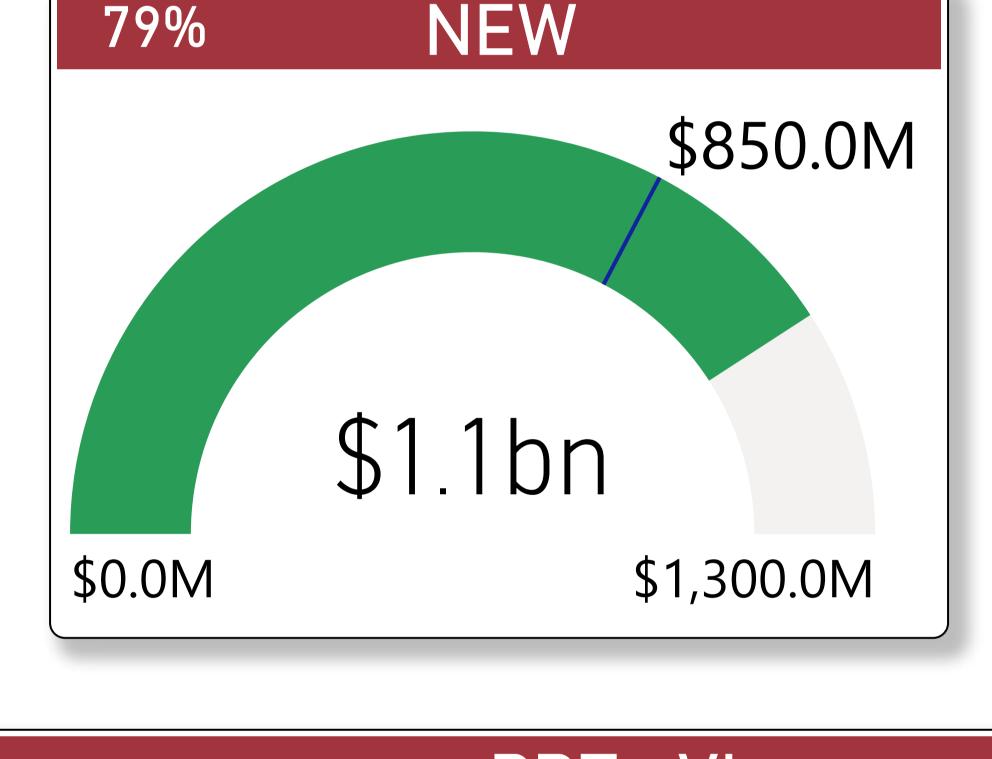
Pipeline Overview

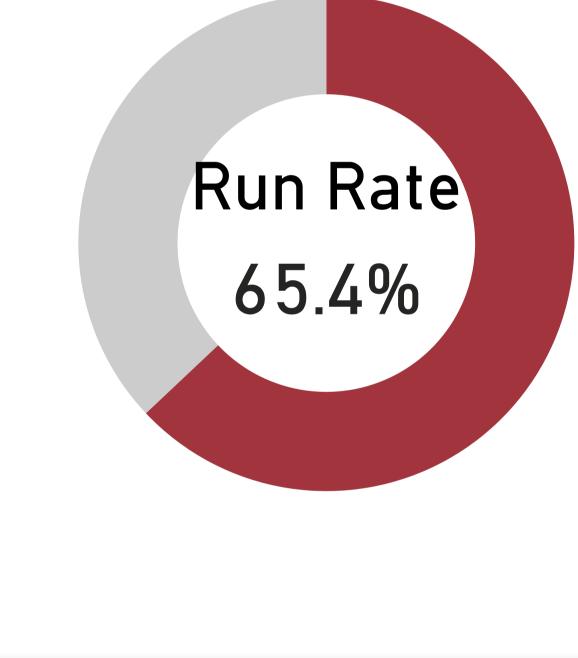




DIN

55%





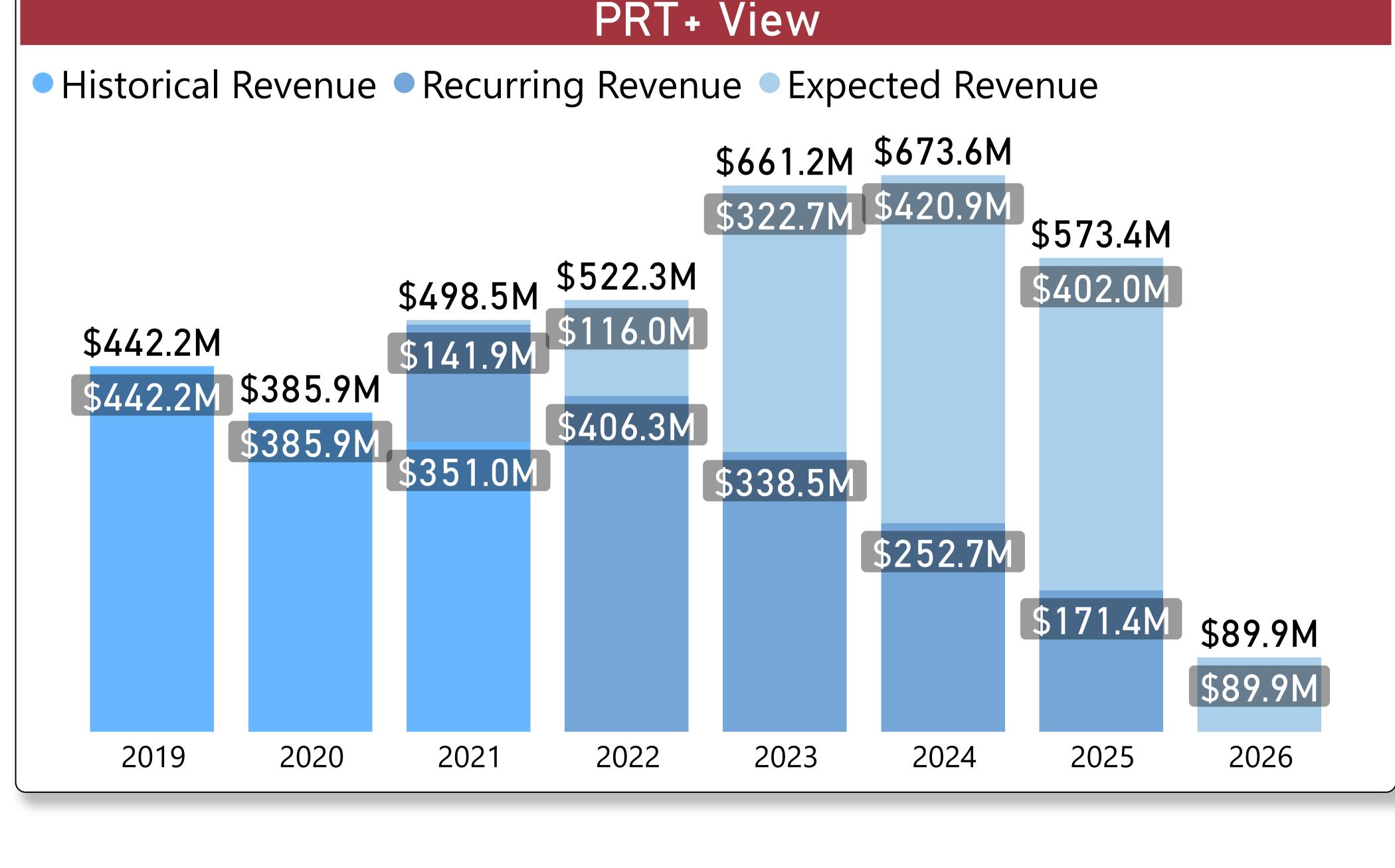
\$1,062,001K

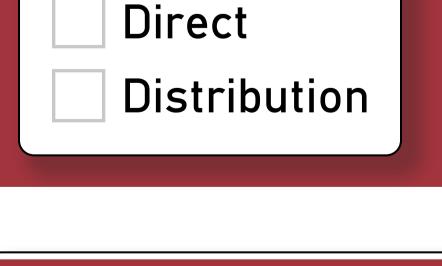
Lost YTD
\$220.5M

SOP21 Begin
\$602.3M
Conv. Rate
36%
DWIN YTD
\$214.7M

Select all

Current Open PAV \$1,759.6M DWIN Est. \$336.6M Current SOP FY21 \$209.5M





Total

All

Segment

Pipeline Details

	IEW			DWIN		LOST	OPEN		
OppURL	OppName	Opp Number	Account Number	Generic	Owner	BP Stage	Status Code	Opp Type	NEW_YTD
ල	?FAROS TECHNOL	3306504	2358966	ADP225	Mayank Kha	Solution Development	Project On Hold	Distribution	\$15K
@	?FAROS TECHNOL	3306504	2358966	LTC3114-1	Mayank Kha	Solution Development	Project On Hold	Distribution	\$100K
@	?FAROS TECHNOL	3286008	2358966	ADF7024	Mayank Kha	Solution Development	Project On Hold	Distribution	\$175K
@	?FAROS TECHNOL	3286008	2358966	ADM3062E	Mayank Kha	Solution Development	Project On Hold	Distribution	\$500K
(S)	?FAROS TECHNOL	3286008	2358966	ADP124	Mayank Kha	Solution Development	Project On Hold	Distribution	\$75K
@	?FAROS TECHNOL	3286008	2358966	ADP5063	Mayank Kha	Solution Development	Project On Hold	Distribution	\$150K
⊘	?FAROS TECHNOL	3286008	2358966	LT8609	Mayank Kha	Solution Development	Project On Hold	Distribution	\$350K
@	?FAROS TECHNOL	3286008	2358966	LTC4040	Mayank Kha	Solution Development	Project On Hold	Distribution	\$250K
@	?FASTSPIN APPLI	3284420	2358967	AD7745	Mayank Kha	Solution Development	Project On Hold	Distribution	\$18K
@	?FASTSPIN APPLI	3284420	2358967	AD8515	Mayank Kha	Solution Development	Project On Hold	Distribution	\$1K
@	[UNI640] WAFER T	2218305	2191728	AD5560	CKANG2	Proposal	ADI Lost to Com	Direct	\$192K
@	[UNI640] WAFER T	2218305	2191728	AD7606-4	CKANG2	Proposal	ADI Lost to Com	Direct	\$77K
@	1 LIMITED - super	3179852	2350406	LTC3226	VLO2	Prospecting	Customer Cance	Direct	\$350K
@	1 LIMITED - super	3179852	2350406	LTC4065L	VLO2	Prospecting	Customer Cance	Direct	\$170K
@	1 LIMITED - super	3179852	2350406	LTC4413	VLO2	Prospecting	Customer Cance	Direct	\$260K
@	1 LIMITED - Voyce	3183197	2350406	LT3471	VLO2	Prospecting	Customer Cance	Direct	\$107K
@	10 September Co.,	2157238		ADUM1233	Sopon Prom	Proposal	Customer Cance	Distribution	\$8K
@	10 September Co.,	2157237		ADUCRF101	Sopon Prom	Solution Development	Customer Cance	Distribution	\$30K
@	129 COMPANY - G	3035710	2296069	ADSP-BF532	ZZZZ Tan	Solution Development	Customer Cance	Distribution	\$10K
@	129 COMPANY - V	2006095	2296069	ADSP-BF532	Open AP Dis	Solution Development	Open	Distribution	\$40K
⊘	17RICHLIFE - 17Ri	3037757	2350407	ADF7023	Jack Huang	Solution Development	Customer Cance	Distribution	\$12K
@	17RICHLIFE - 17Ri	3037757	2350407	ADP5091	Jack Huang	Solution Development	Customer Cance	Distribution	\$14K
⊘	18H HOME COFFE	3034917	2350408	AD8497	ZZZZ Chen	Validation	Duplicate/Merge	Distribution	\$10K
@	18H HOME COFFE	3034917	2350408	ADM101E	ZZZZ Chen	Validation	Duplicate/Merge	Distribution	\$4K
@	18H HOME COFFE	3034917	2350408	ADP2441	ZZZZ Chen	Validation	Duplicate/Merge	Distribution	\$9K
@	18H HOME COFFE	3034917	2350408	ADUM141E	ZZZZ Chen	Validation	Duplicate/Merge	Distribution	\$10K
(S)	21ST CENTURY EN	2199366	2321954	AD5253	ZZZZ Adava	Proposal	Open	Distribution	\$37K