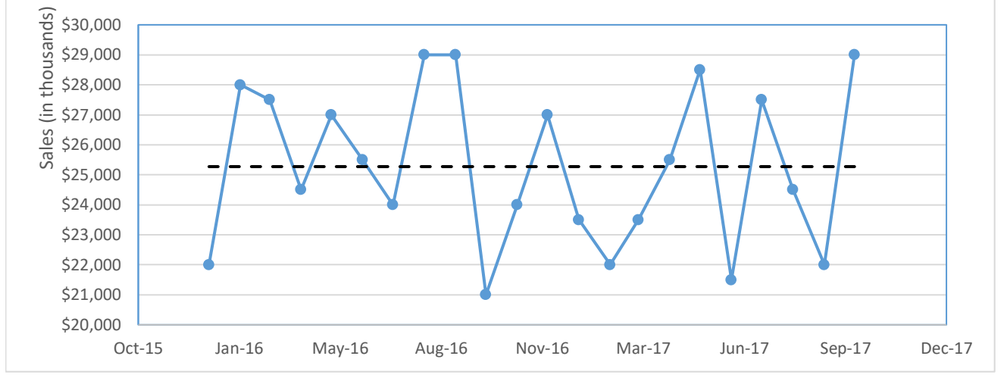
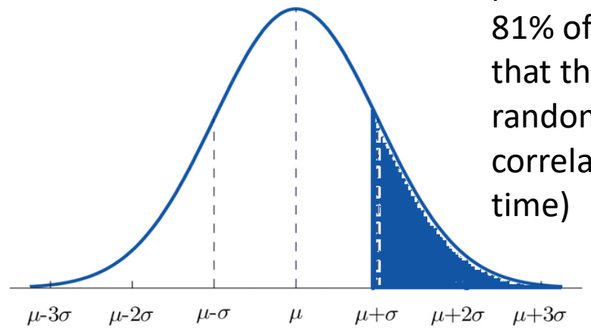
Monthly sale

Time	Sales (in thousands)	Average monthly sale (in thousands)	Residual	Comparison (1: Above baseline ; -1: Below baseline)	Runs count
Jan-16	$22,000	$25,273	-$3,273	-1	1
Feb-16	$28,000	$25,273	$2,727	1	1
Mar-16	$27,500	$25,273	$2,227	1	0
Apr-16	$24,500	$25,273	-$773	-1	1
May-16	$27,000	$25,273	$1,727	1	1
Jun-16	$25,500	$25,273	$227	1	0
Jul-16	$24,000	$25,273	-$1,273	-1	1
Aug-16	$29,000	$25,273	$3,727	1	1
Sep-16	$29,000	$25,273	$3,727	1	0
Oct-16	$21,000	$25,273	-$4,273	-1	1
Nov-16	$24,000	$25,273	-$1,273	-1	0
Dec-16	$27,000	$25,273	$1,727	1	1
Jan-17	$23,500	$25,273	-$1,773	-1	1
Feb-17	$22,000	$25,273	-$3,273	-1	0
Mar-17	$23,500	$25,273	-$1,773	-1	0
Apr-17	$25,500	$25,273	$227	1	1
May-17	$28,500	$25,273	$3,227	1	0
Jun-17	$21,500	$25,273	-$3,773	-1	1
Jul-17	$27,500	$25,273	$2,227	1	1
Aug-17	$24,500	$25,273	-$773	-1	1
Sep-17	$22,000	$25,273	-$3,273	-1	0
Oct-17	$29,000	$25,273	$3,727	1	1



No. of sale data points (H)	22
No. of above baseline (Ha)	11
No. of below baseline (Hb)	11
No. of runs (R)	14
Expected Run u (R)= 1 + 2 Ha Hb / H	12.00
Stev d=sqrt ((u-1)*(u-2)/(H-1))	2.29
Z value = (R-u)/d	0.87
Cumulative probability	0.81
Probability of randome variable	81%

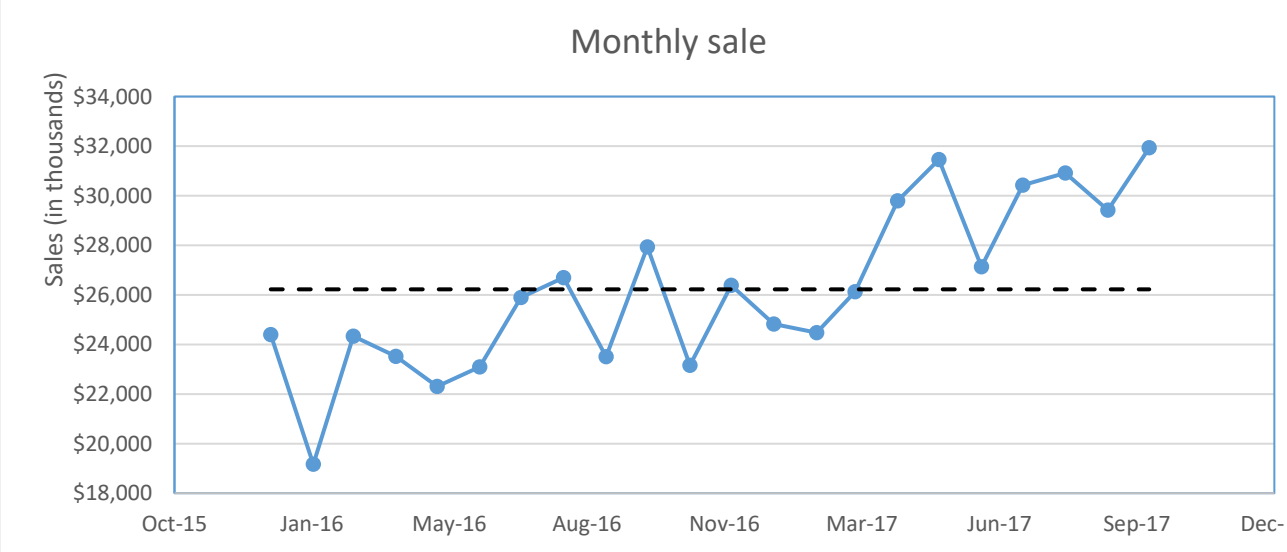


p =0.81

81% of probability that the sales data is a random variable (No correlatioin with time)

Monthly sale

Time	Sales (in thousands)	Average sales (in thousands)	Residual	Comparison (1: Above baseline ; -1: Below baseline)	Runs count
Jan-16	$24,400	$26,223	-$1,823	-1	1
Feb-16	$19,167	$26,223	-$7,056	-1	0
Mar-16	$24,339	$26,223	-$1,883	-1	0
Apr-16	$23,518	$26,223	-$2,704	-1	0
May-16	$22,304	$26,223	-$3,919	-1	0
Jun-16	$23,095	$26,223	-$3,127	-1	0
Jul-16	$25,894	$26,223	-$329	-1	0
Aug-16	$26,699	$26,223	$476	1	1
Sep-16	$23,510	$26,223	-$2,713	-1	1
Oct-16	$27,929	$26,223	$1,706	1	1
Nov-16	$23,154	$26,223	-$3,069	-1	1
Dec-16	$26,387	$26,223	$164	1	1
Jan-17	$24,827	$26,223	-$1,396	-1	1
Feb-17	$24,474	$26,223	-$1,749	-1	0
Mar-17	$26,128	$26,223	-$95	-1	0
Apr-17	$29,790	$26,223	$3,568	1	1
May-17	$31,460	$26,223	$5,237	1	0
Jun-17	$27,138	$26,223	$915	1	0
Jul-17	$30,424	$26,223	$4,201	1	0
Aug-17	$30,917	$26,223	$4,694	1	0
Sep-17	$29,419	$26,223	$3,196	1	0
Oct-17	$31,930	$26,223	$5,707	1	0



No. of sale data points (H)	22
No. of above baseline (Ha)	10
No. of below baseline (Hb)	12
No. of runs (R)	8
Expected Run u (R)= 1 + 2 Ha Hb / H	11.91
Stev d=sqrt ((u-1)*(u-2)/(H-1))	2.27
Z value = (R-u)/d)	-1.72
Cumulative probability	0.04
Probability of randome variable	4%

p-value=0.04

4% of probability that the sales data is a random variable (No correlatioin with time