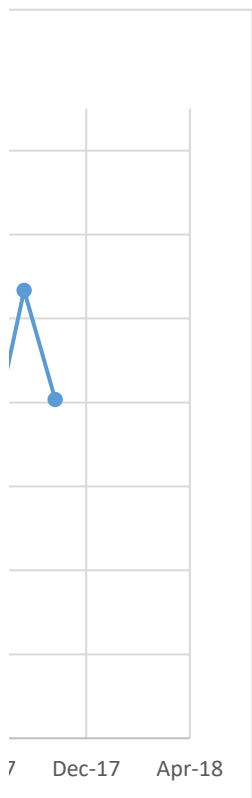


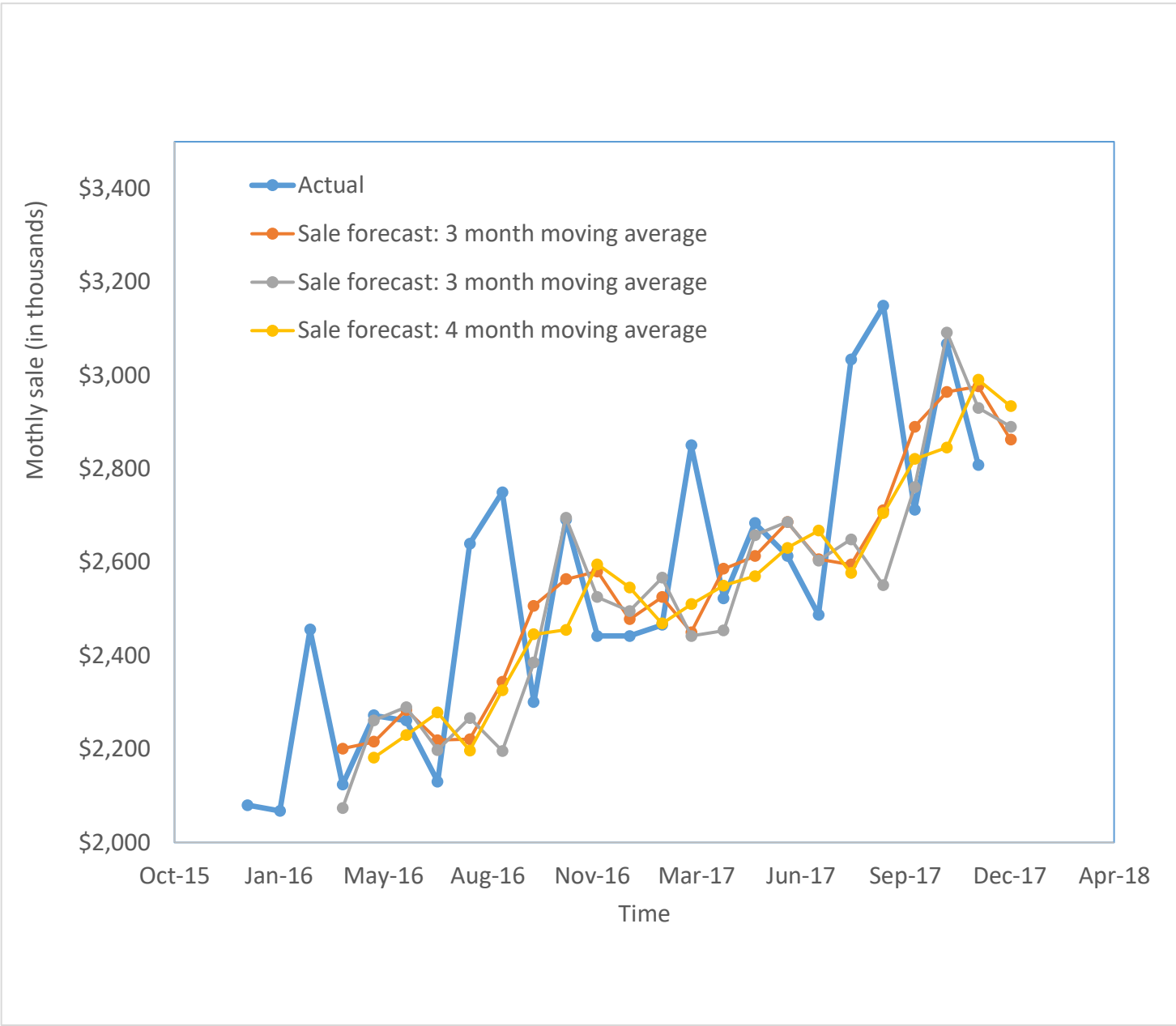
Time	Monthly sale (in thousands)
Jan-16	\$ 2,080
Feb-16	\$ 2,068
Mar-16	\$ 2,455
Apr-16	\$ 2,124
May-16	\$ 2,272
Jun-16	\$ 2,261
Jul-16	\$ 2,130
Aug-16	\$ 2,640
Sep-16	\$ 2,750
Oct-16	\$ 2,300
Nov-16	\$ 2,691
Dec-16	\$ 2,442
Jan-17	\$ 2,442
Feb-17	\$ 2,466
Mar-17	\$ 2,850
Apr-17	\$ 2,523
May-17	\$ 2,684
Jun-17	\$ 2,613
Jul-17	\$ 2,487
Aug-17	\$ 3,034
Sep-17	\$ 3,148
Oct-17	\$ 2,712
Nov-17	\$ 3,067
Dec-17	\$ 2,808



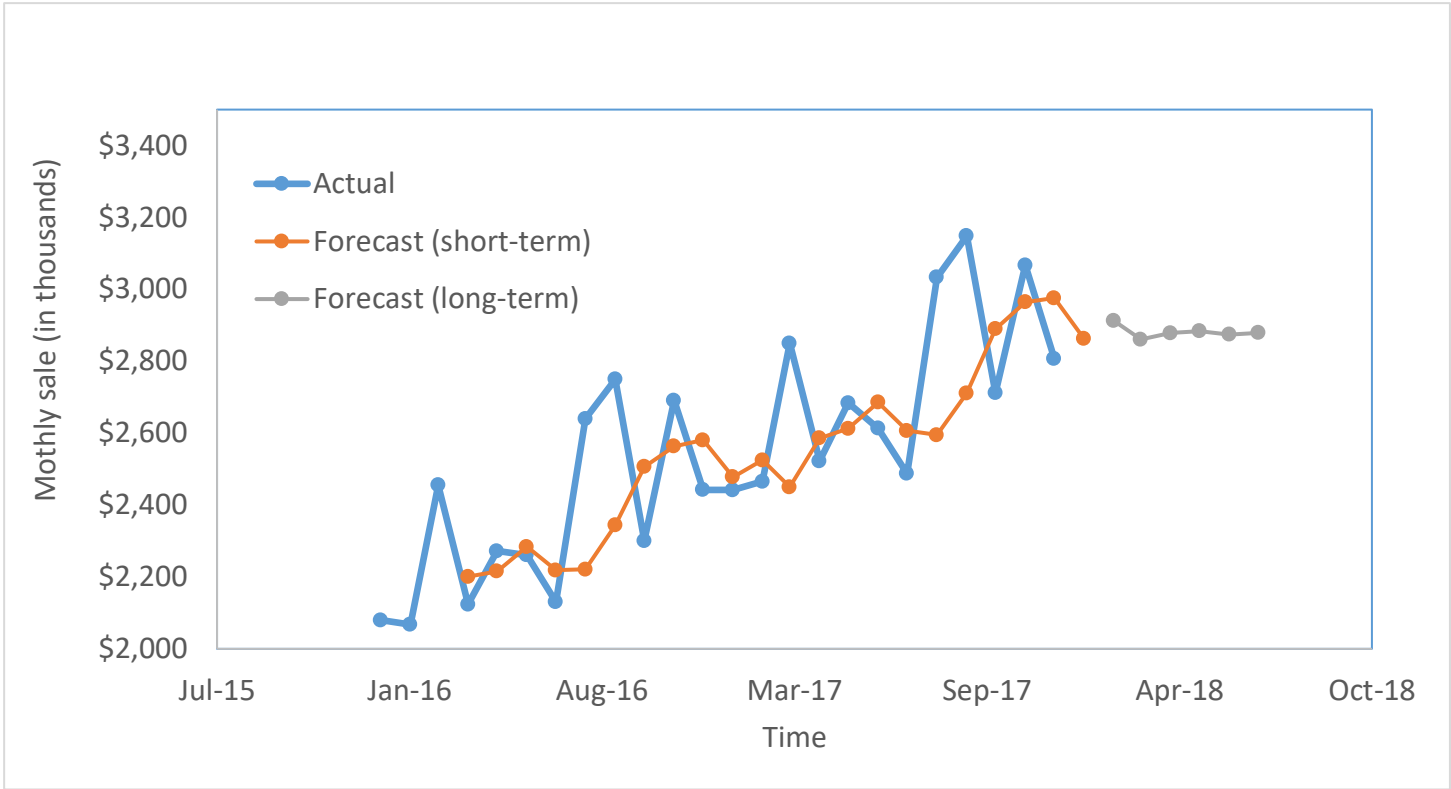


Time	Monthly sale (in thousands)	Sale forecast: 2 month moving average	Sale forecast: 3 month moving average	Sale forecast: 4 month moving average
Jan-16	\$ 2,080			
Feb-16	\$ 2,068			
Mar-16	\$ 2,455	\$ 2,074		
Apr-16	\$ 2,124	\$ 2,261	\$2,201	
May-16	\$ 2,272	\$ 2,289	\$2,215	\$ 2,182
Jun-16	\$ 2,261	\$ 2,198	\$2,284	\$ 2,230
Jul-16	\$ 2,130	\$ 2,267	\$2,219	\$ 2,278
Aug-16	\$ 2,640	\$ 2,196	\$2,221	\$ 2,197
Sep-16	\$ 2,750	\$ 2,385	\$2,344	\$ 2,326
Oct-16	\$ 2,300	\$ 2,695	\$2,507	\$ 2,445
Nov-16	\$ 2,691	\$ 2,525	\$2,563	\$ 2,455
Dec-16	\$ 2,442	\$ 2,496	\$2,580	\$ 2,595
Jan-17	\$ 2,442	\$ 2,567	\$2,478	\$ 2,546
Feb-17	\$ 2,466	\$ 2,442	\$2,525	\$ 2,469
Mar-17	\$ 2,850	\$ 2,454	\$2,450	\$ 2,510
Apr-17	\$ 2,523	\$ 2,658	\$2,586	\$ 2,550
May-17	\$ 2,684	\$ 2,686	\$2,613	\$ 2,570
Jun-17	\$ 2,613	\$ 2,603	\$2,685	\$ 2,630
Jul-17	\$ 2,487	\$ 2,649	\$2,607	\$ 2,667
Aug-17	\$ 3,034	\$ 2,550	\$2,595	\$ 2,577
Sep-17	\$ 3,148	\$ 2,760	\$2,711	\$ 2,704
Oct-17	\$ 2,712	\$ 3,091	\$2,890	\$ 2,821
Nov-17	\$ 3,067	\$ 2,930	\$2,965	\$ 2,845
Dec-17	\$ 2,808	\$ 2,890	\$2,976	\$ 2,990
Jan-18		\$ 2,938	\$2,862	\$ 2,934
		Sale forecast: 2 month moving average	Sale forecast: 3 month moving average	Sale forecast: 4 month moving average
	Accuracy comparison	\$ 65,535	\$ 53,878	\$ 59,032

Accuracy comparison window



Time	Monthly sale (in thousands)	Sale forecast: 3 month moving average
Jan-16	\$ 2,080	
Feb-16	\$ 2,068	
Mar-16	\$ 2,455	
Apr-16	\$ 2,124	\$2,201
May-16	\$ 2,272	\$2,215
Jun-16	\$ 2,261	\$2,284
Jul-16	\$ 2,130	\$2,219
Aug-16	\$ 2,640	\$2,221
Sep-16	\$ 2,750	\$2,344
Oct-16	\$ 2,300	\$2,507
Nov-16	\$ 2,691	\$2,563
Dec-16	\$ 2,442	\$2,580
Jan-17	\$ 2,442	\$2,478
Feb-17	\$ 2,466	\$2,525
Mar-17	\$ 2,850	\$2,450
Apr-17	\$ 2,523	\$2,586
May-17	\$ 2,684	\$2,613
Jun-17	\$ 2,613	\$2,685
Jul-17	\$ 2,487	\$2,607
Aug-17	\$ 3,034	\$2,595
Sep-17	\$ 3,148	\$2,711
Oct-17	\$ 2,712	\$2,890
Nov-17	\$ 3,067	\$2,965
Dec-17	\$ 2,808	\$2,976
Jan-18	\$2,862	\$2,862
Feb-18	\$2,912	\$2,912
Mar-18	\$2,861	\$2,861
Apr-18	\$2,878	\$2,878
May-18	\$2,884	\$2,884
Jun-18	\$2,874	\$2,874
Jul-18	\$2,879	\$2,879



Time	Monthly sale (in thousands)	Forecast (Linear regression)	Column1		Annal sales (in thousands)	Annual sale growth (in thousands)	Annual grwoth rate
Jan-16	\$ 2,080	\$2,142		2016	\$28,011	\$5,045	18%
Feb-16	\$ 2,068	\$2,177		2017	\$33,056	\$5,043	15%
Mar-16	\$ 2,455	\$2,211		2018	\$38,098		
Apr-16	\$ 2,124	\$2,246					
May-16	\$ 2,272	\$2,281					
Jun-16	\$ 2,261	\$2,317					
Jul-16	\$ 2,130	\$2,351					
Aug-16	\$ 2,640	\$2,387					
Sep-16	\$ 2,750	\$2,422					
Oct-16	\$ 2,300	\$2,457					
Nov-16	\$ 2,691	\$2,493					
Dec-16	\$ 2,442	\$2,527					
Jan-17	\$ 2,442	\$2,563					
Feb-17	\$ 2,466	\$2,599					
Mar-17	\$ 2,850	\$2,631					
Apr-17	\$ 2,523	\$2,667					
May-17	\$ 2,684	\$2,701					
Jun-17	\$ 2,613	\$2,737					
Jul-17	\$ 2,487	\$2,771					
Aug-17	\$ 3,034	\$2,807					
Sep-17	\$ 3,148	\$2,843					
Oct-17	\$ 2,712	\$2,877					
Nov-17	\$ 3,067	\$2,913					
Dec-17	\$ 2,808	\$2,947					
Jan-18		\$2,983					
Feb-18		\$3,019					
Mar-18		\$3,051					
Apr-18		\$3,087					
May-18		\$3,121					
Jun-18		\$3,157					
Jul-18		\$3,192					
Aug-18		\$3,227					
Sep-18		\$3,263					
Oct-18		\$3,297					
Nov-18		\$3,333					
Dec-18		\$3,368					

