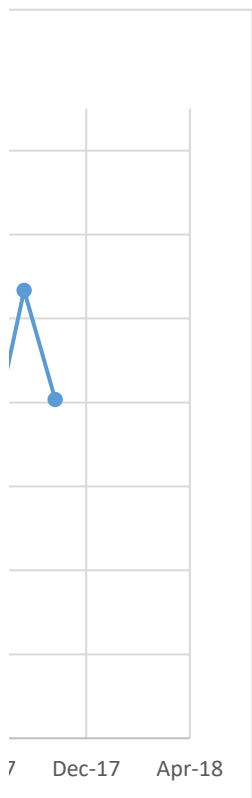


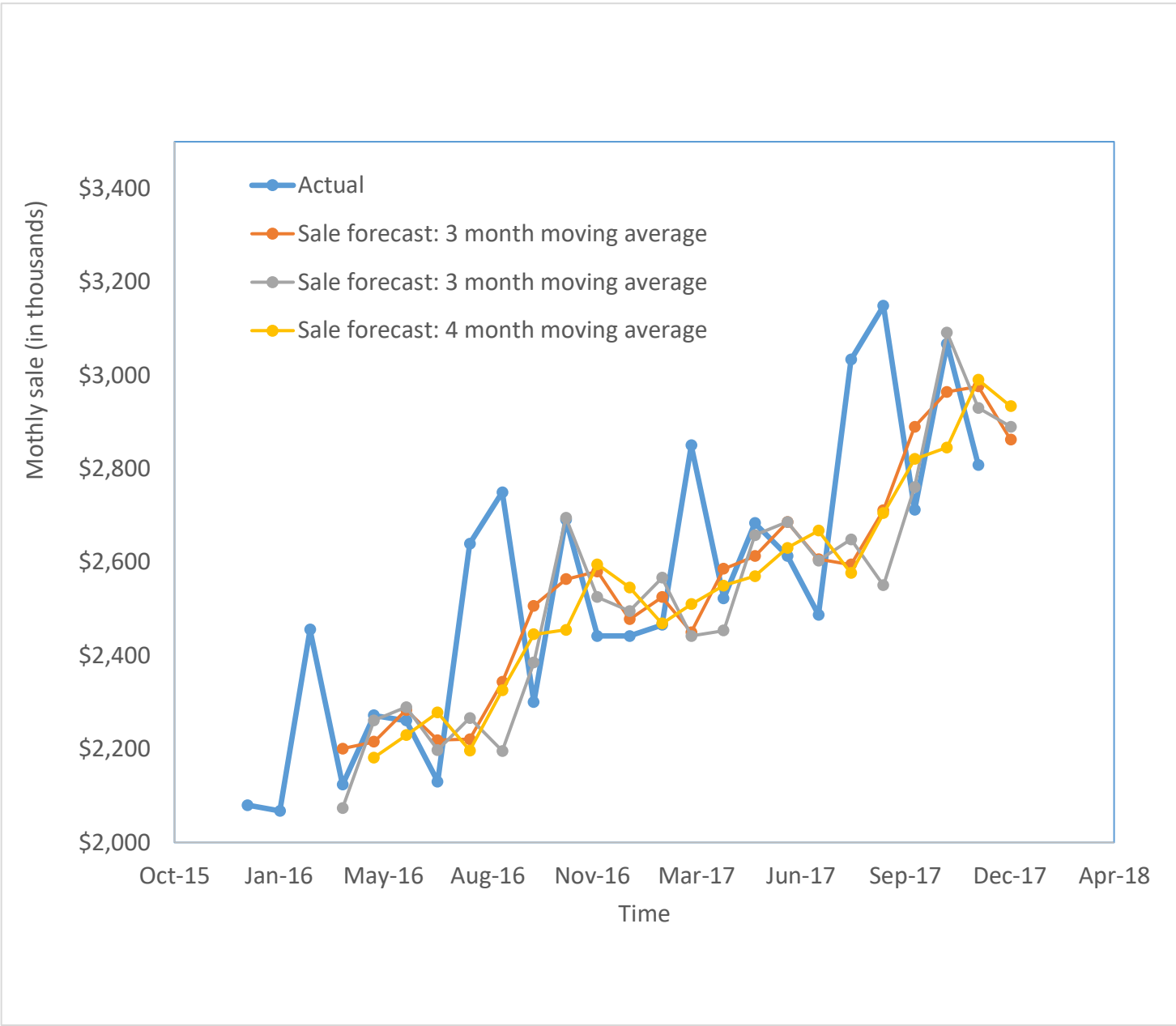
| Time | Monthly sale (in thousands) |
|--------|--------------------------------|
| Jan-16 | \$ 2,080 |
| Feb-16 | \$ 2,068 |
| Mar-16 | \$ 2,455 |
| Apr-16 | \$ 2,124 |
| May-16 | \$ 2,272 |
| Jun-16 | \$ 2,261 |
| Jul-16 | \$ 2,130 |
| Aug-16 | \$ 2,640 |
| Sep-16 | \$ 2,750 |
| Oct-16 | \$ 2,300 |
| 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 |



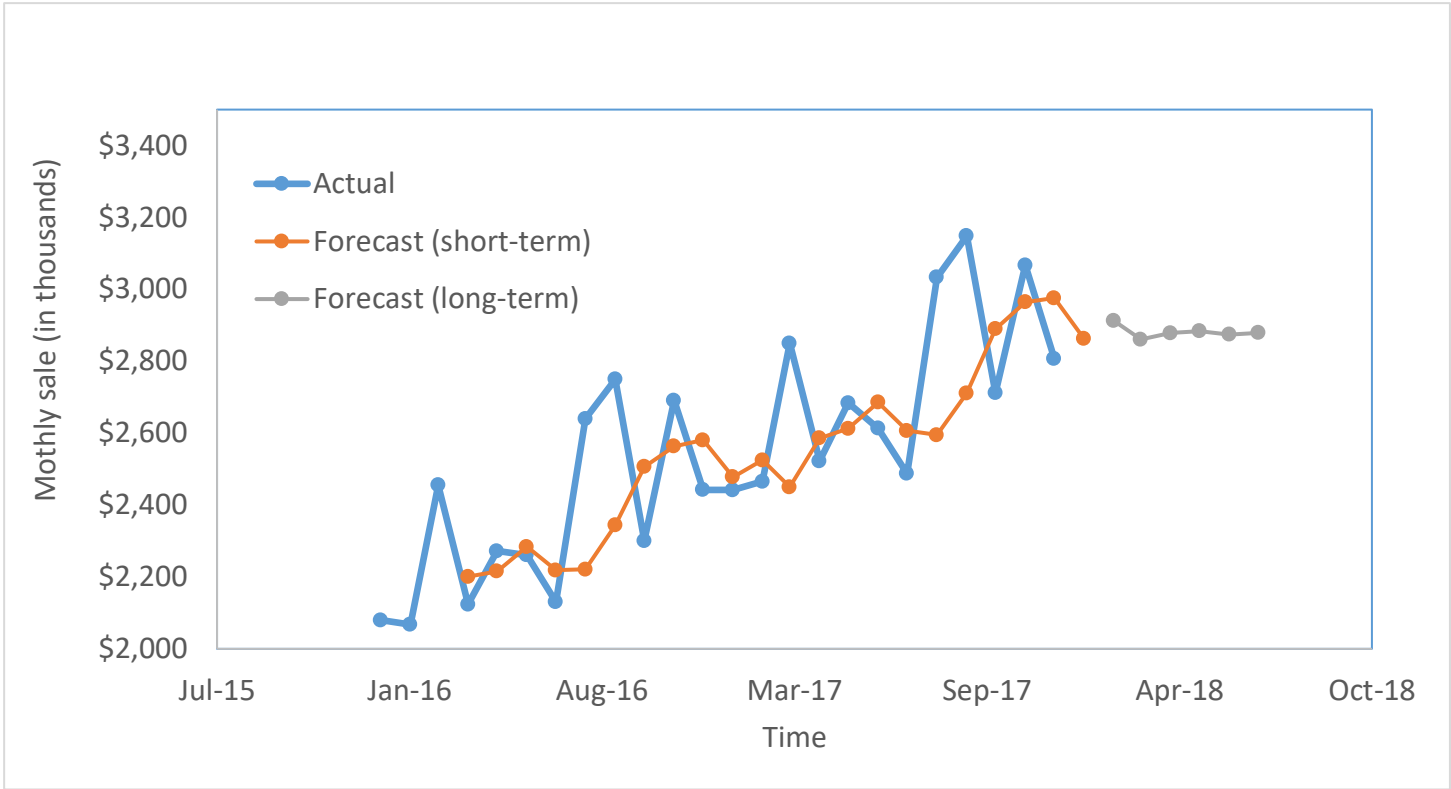


| Time | Monthly sale (in thousands) | Sale forecast: 2 month moving average | Sale forecast: 3 month moving average | Sale forecast: 4 month moving average |
|--------|-----------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| 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 | | | | | |

