

Better World Books Sales Summary

Fiscal Year 2017/18:

| Year | Month | Units Sold | Gross Sales | Market Commission | Net Sales | Partner Commission |
|-------------------------|-------|--------------|--------------------|--------------------|--------------------|--------------------|
| 2017 | Jul | 805 | \$ 874.72 | \$ 146.28 | \$ 728.44 | \$ 145.69 |
| 2017 | Aug | 532 | \$ 630.15 | \$ 103.05 | \$ 527.10 | \$ 105.42 |
| 2017 | Sep | 461 | \$ 486.20 | \$ 77.88 | \$ 408.32 | \$ 81.67 |
| Q1 | | 1,798 | \$ 1,991.07 | \$ 327.21 | \$ 1,663.86 | \$ 332.78 |
| 2017 | Oct | 387 | \$ 411.81 | \$ 67.49 | \$ 344.33 | \$ 68.87 |
| 2017 | Nov | 346 | \$ 867.63 | \$ 160.85 | \$ 706.78 | \$ 141.36 |
| 2017 | Dec | 327 | \$ 312.20 | \$ 55.15 | \$ 257.05 | \$ 51.41 |
| Q2 | | 1,060 | \$ 1,591.64 | \$ 283.49 | \$ 1,308.16 | \$ 261.64 |
| 2018 | Jan | 302 | \$ 469.27 | \$ 74.21 | \$ 395.06 | \$ 79.01 |
| 2018 | Feb | 267 | \$ 219.45 | \$ 35.25 | \$ 184.20 | \$ 36.84 |
| 2018 | Mar | 283 | \$ 264.53 | \$ 44.05 | \$ 220.48 | \$ 44.10 |
| Q3 | | 852 | \$ 953.25 | \$ 153.51 | \$ 799.74 | \$ 159.95 |
| 2018 | Apr | 344 | \$ 453.42 | \$ 75.93 | \$ 377.49 | \$ 75.50 |
| 2018 | May | 1,117 | \$ 1,690.30 | \$ 279.95 | \$ 1,410.35 | \$ 282.07 |
| 2018 | Jun | 850 | \$ 1,409.18 | \$ 231.69 | \$ 1,177.49 | \$ 235.50 |
| Q4 | | 2,311 | \$ 3,552.90 | \$ 587.57 | \$ 2,965.33 | \$ 593.07 |
| FY 2017/18 Total | | 6,021 | \$ 8,088.86 | \$ 1,351.78 | \$ 6,737.09 | \$ 1,347.44 |

Fiscal Year 2016/17:

| Year | Month | Units Sold | Gross Sales | Market Commission | Net Sales | Partner Commission |
|-----------|-------|--------------|--------------------|-------------------|--------------------|--------------------|
| 2016 | Jul | 1,098 | \$ 1,358.69 | \$ 216.31 | \$ 1,142.39 | \$ 228.49 |
| 2016 | Aug | 909 | \$ 1,070.42 | \$ 175.81 | \$ 894.61 | \$ 178.93 |
| 2016 | Sep | 1,173 | \$ 1,805.98 | \$ 285.10 | \$ 1,520.89 | \$ 304.19 |
| Q1 | | 3,180 | \$ 4,235.09 | \$ 677.22 | \$ 3,557.89 | \$ 711.61 |
| 2016 | Oct | 713 | \$ 1,053.42 | \$ 163.88 | \$ 889.54 | \$ 177.91 |
| 2016 | Nov | 649 | \$ 967.97 | \$ 96.85 | \$ 871.12 | \$ 174.23 |
| 2016 | Dec | 903 | \$ 1,512.78 | \$ 180.02 | \$ 1,332.76 | \$ 266.55 |
| Q2 | | 2,265 | \$ 3,534.17 | \$ 440.75 | \$ 3,093.42 | \$ 618.69 |
| 2017 | Jan | 641 | \$ 1,020.17 | \$ 105.82 | \$ 914.35 | \$ 182.87 |
| 2017 | Feb | 486 | \$ 644.16 | \$ 69.89 | \$ 574.27 | \$ 114.86 |
| 2017 | Mar | 725 | \$ 1,451.85 | \$ 229.19 | \$ 1,222.67 | \$ 244.53 |
| Q3 | | 1,852 | \$ 3,116.18 | \$ 404.90 | \$ 2,711.29 | \$ 542.26 |

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|-------------------------|-----|--------------|---------------------|--------------------|---------------------|--------------------|
| 2017 | Apr | 456 | \$ 807.72 | \$ 132.39 | \$ 675.32 | \$ 135.07 |
| 2017 | May | 398 | \$ 632.78 | \$ 104.86 | \$ 527.92 | \$ 105.59 |
| 2017 | Jun | 398 | \$ 670.55 | \$ 111.53 | \$ 559.02 | \$ 111.81 |
| Q4 | | 1,252 | \$ 2,111.05 | \$ 348.78 | \$ 1,762.26 | \$ 352.47 |
| | | | | | | |
| FY 2016/17 Total | | 8,549 | \$ 12,996.49 | \$ 1,871.65 | \$ 11,124.86 | \$ 2,225.03 |

| Fiscal Year 2015/16: | | | | | | |
|-----------------------------|-------|---------------|---------------------|--------------------|---------------------|--------------------|
| Year | Month | Units Sold | Gross Sales | Market Commission | Net Sales | Partner Commission |
| 2015 | Jul | 949 | \$ 2,275.89 | \$ 368.30 | \$ 1,907.59 | \$ 381.53 |
| 2015 | Aug | 1,131 | \$ 3,286.39 | \$ 532.40 | \$ 2,753.99 | \$ 550.81 |
| 2015 | Sep | 1,226 | \$ 2,792.61 | \$ 453.89 | \$ 2,338.72 | \$ 467.76 |
| Q1 | | 3,306 | \$ 8,354.89 | \$ 1,354.59 | \$ 7,000.30 | \$ 1,400.10 |
| | | | | | | |
| 2015 | Oct | 879 | \$ 1,995.12 | \$ 333.19 | \$ 1,661.93 | \$ 332.40 |
| 2015 | Nov | 699 | \$ 1,331.96 | \$ 223.66 | \$ 1,108.30 | \$ 221.67 |
| 2015 | Dec | 1,095 | \$ 2,216.73 | \$ 357.06 | \$ 1,859.66 | \$ 371.94 |
| Q2 | | 2,673 | \$ 5,543.80 | \$ 913.91 | \$ 4,629.89 | \$ 926.00 |
| | | | | | | |
| 2016 | Jan | 816 | \$ 1,370.08 | \$ 228.33 | \$ 1,141.75 | \$ 228.35 |
| 2016 | Feb | 1,264 | \$ 2,647.80 | \$ 407.96 | \$ 2,239.84 | \$ 447.98 |
| 2016 | Mar | 1,409 | \$ 2,955.84 | \$ 454.84 | \$ 2,501.00 | \$ 500.22 |
| Q3 | | 3,489 | \$ 6,973.72 | \$ 1,091.13 | \$ 5,882.59 | \$ 1,176.55 |
| | | | | | | |
| 2016 | Apr | 1,270 | \$ 1,838.36 | \$ 282.28 | \$ 1,556.09 | \$ 311.23 |
| 2016 | May | 1,515 | \$ 2,609.27 | \$ 410.81 | \$ 2,198.45 | \$ 439.70 |
| 2016 | Jun | 1,343 | \$ 2,081.90 | \$ 334.79 | \$ 1,747.11 | \$ 349.43 |
| Q4 | | 4,128 | \$ 6,529.53 | \$ 1,027.88 | \$ 5,501.65 | \$ 1,100.37 |
| | | | | | | |
| FY 2015/16 Total | | 13,596 | \$ 27,401.95 | \$ 4,387.51 | \$ 23,014.44 | \$ 4,603.02 |

| Fiscal Year 2014/15: | | | | | | |
|-----------------------------|-------|--------------|--------------------|--------------------|--------------------|--------------------|
| Year | Month | Units Sold | Gross Sales | Market Commission | Net Sales | Partner Commission |
| 2014 | Jul | 582 | \$ 1,546.32 | \$ 283.01 | \$ 1,263.31 | \$ 252.67 |
| 2014 | Aug | 735 | \$ 2,099.53 | \$ 346.98 | \$ 1,752.55 | \$ 350.52 |
| 2014 | Sep | 728 | \$ 1,834.82 | \$ 306.47 | \$ 1,528.36 | \$ 305.68 |
| Q1 | | 2,045 | \$ 5,480.67 | \$ 936.45 | \$ 4,544.21 | \$ 908.86 |
| | | | | | | |
| 2014 | Oct | 486 | \$ 991.41 | \$ 158.82 | \$ 832.60 | \$ 166.53 |
| 2014 | Nov | 557 | \$ 944.07 | \$ 149.11 | \$ 794.97 | \$ 159.00 |
| 2014 | Dec | 1,348 | \$ 4,255.65 | \$ 722.46 | \$ 3,533.19 | \$ 706.65 |
| Q2 | | 2,391 | \$ 6,191.13 | \$ 1,030.38 | \$ 5,160.75 | \$ 1,032.17 |
| | | | | | | |
| 2015 | Jan | 3,216 | \$ 11,400.59 | \$ 1,845.96 | \$ 9,554.64 | \$ 1,910.97 |
| 2015 | Feb | 1,834 | \$ 5,612.97 | \$ 916.43 | \$ 4,696.53 | \$ 939.32 |
| 2015 | Mar | 1,637 | \$ 4,023.76 | \$ 663.56 | \$ 3,360.20 | \$ 672.06 |

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|-------------------------|-----|---------------|---------------------|--------------------|---------------------|--------------------|
| Q3 | | 6,687 | \$ 21,037.32 | \$ 3,425.96 | \$ 17,611.37 | \$ 3,522.35 |
| 2015 | Apr | 1,351 | \$ 3,740.87 | \$ 617.13 | \$ 3,123.74 | \$ 624.76 |
| 2015 | May | 1,361 | \$ 3,439.53 | \$ 565.04 | \$ 2,874.49 | \$ 574.91 |
| 2015 | Jun | 1,064 | \$ 2,627.37 | \$ 435.73 | \$ 2,191.64 | \$ 438.34 |
| Q4 | | 3,776 | \$ 9,807.77 | \$ 1,617.90 | \$ 8,189.87 | \$ 1,638.01 |
| FY 2014/15 Total | | 14,899 | \$ 42,516.89 | \$ 7,010.69 | \$ 35,506.20 | \$ 7,101.39 |

Fiscal Year 2013/14:

| Year | Month | Units Sold | Gross Sales | Market Commission | Net Sales | Partner Commission |
|-------------------------|-------|---------------|---------------------|--------------------|---------------------|--------------------|
| 2013 | Jul | 714 | \$ 1,784.59 | \$ 300.06 | \$ 1,484.53 | \$ 296.91 |
| 2013 | Aug | 607 | \$ 1,693.93 | \$ 277.60 | \$ 1,416.33 | \$ 283.27 |
| 2013 | Sep | 691 | \$ 1,864.33 | \$ 328.18 | \$ 1,536.15 | \$ 307.24 |
| Q1 | | 2,012 | \$ 5,342.85 | \$ 905.84 | \$ 4,437.01 | \$ 887.43 |
| 2013 | Oct | 1,089 | \$ 3,218.23 | \$ 600.10 | \$ 2,618.13 | \$ 523.64 |
| 2013 | Nov | 1,051 | \$ 2,735.33 | \$ 491.50 | \$ 2,243.83 | \$ 448.77 |
| 2013 | Dec | 1,535 | \$ 4,348.65 | \$ 760.02 | \$ 3,588.63 | \$ 717.74 |
| Q2 | | 3,675 | \$ 10,302.20 | \$ 1,851.62 | \$ 8,450.59 | \$ 1,690.16 |
| 2014 | Jan | 1,488 | \$ 4,623.77 | \$ 776.92 | \$ 3,846.84 | \$ 769.39 |
| 2014 | Feb | 763 | \$ 1,927.66 | \$ 331.58 | \$ 1,596.08 | \$ 319.22 |
| 2014 | Mar | 1,318 | \$ 3,897.28 | \$ 687.62 | \$ 3,209.66 | \$ 641.95 |
| Q3 | | 3,569 | \$ 10,448.70 | \$ 1,796.12 | \$ 8,652.58 | \$ 1,730.56 |
| 2014 | Apr | 789 | \$ 2,158.38 | \$ 373.16 | \$ 1,785.22 | \$ 357.05 |
| 2014 | May | 1,333 | \$ 3,766.30 | \$ 658.42 | \$ 3,107.87 | \$ 621.59 |
| 2014 | Jun | 802 | \$ 2,108.16 | \$ 347.15 | \$ 1,761.00 | \$ 352.21 |
| Q4 | | 2,924 | \$ 8,032.84 | \$ 1,378.74 | \$ 6,654.10 | \$ 1,330.86 |
| FY 2013/14 Total | | 12,180 | \$ 34,126.59 | \$ 5,932.32 | \$ 28,194.27 | \$ 5,639.00 |