

# Better World Books Inventory Report

| Fiscal Year 2020/21:    |       |                    |             |                |            |                |                  |
|-------------------------|-------|--------------------|-------------|----------------|------------|----------------|------------------|
| Year                    | Month | Starting Inventory | Units Added | Units Returned | Units Sold | Units Delisted | Ending Inventory |
| 2020                    | Jul   | 4,591              |             | 4              | 318        | 3              | 4,274            |
| 2020                    | Aug   | 4,274              |             | 7              | 184        | 1              | 4,096            |
| 2020                    | Sep   |                    |             |                |            |                | -                |
| <b>Q1</b>               |       | <b>4,591</b>       | <b>-</b>    | <b>11</b>      | <b>502</b> | <b>4</b>       | <b>-</b>         |
| 2020                    | Oct   |                    |             |                |            |                | -                |
| 2020                    | Nov   |                    |             |                |            |                | -                |
| 2020                    | Dec   |                    |             |                |            |                | -                |
| <b>Q2</b>               |       | <b>0</b>           | <b>-</b>    | <b>0</b>       | <b>-</b>   | <b>-</b>       | <b>-</b>         |
| 2021                    | Jan   |                    |             |                |            |                | -                |
| 2021                    | Feb   |                    |             |                |            |                | -                |
| 2021                    | Mar   |                    |             |                |            |                | -                |
| <b>Q3</b>               |       | <b>0</b>           | <b>-</b>    | <b>0</b>       | <b>-</b>   | <b>-</b>       | <b>-</b>         |
| 2021                    | Apr   |                    |             |                |            |                | -                |
| 2021                    | May   |                    |             |                |            |                | -                |
| 2021                    | Jun   |                    |             |                |            |                | -                |
| <b>Q4</b>               |       | <b>0</b>           | <b>-</b>    | <b>0</b>       | <b>-</b>   | <b>-</b>       | <b>-</b>         |
| <b>FY 2019/20 Total</b> |       | <b>4,591</b>       | <b>0</b>    | <b>11</b>      | <b>502</b> | <b>4</b>       | <b>0</b>         |

| Fiscal Year 2019/20: |       |                    |              |                |              |                |                  |
|----------------------|-------|--------------------|--------------|----------------|--------------|----------------|------------------|
| Year                 | Month | Starting Inventory | Units Added  | Units Returned | Units Sold   | Units Delisted | Ending Inventory |
| 2019                 | Jul   | 6,573              | -            | 2              | 377          | 277            | 5,921            |
| 2019                 | Aug   | 5,921              | 1,909        | 2              | 595          | 126            | 7,111            |
| 2019                 | Sep   | 7,111              | 1,061        | 7              | 894          | 76             | 7,209            |
| <b>Q1</b>            |       | <b>6,573</b>       | <b>2,970</b> | <b>11</b>      | <b>1,866</b> | <b>479</b>     | <b>7,209</b>     |
| 2019                 | Oct   | 7,209              | 199          |                | 532          | 89             | 6,787            |

|                         |     |               |              |           |              |            |               |
|-------------------------|-----|---------------|--------------|-----------|--------------|------------|---------------|
| 2019                    | Nov | 6,787         | 4            | 1         | 444          | 5          | 6,343         |
| 2019                    | Dec | 6,343         | -            | 4         | 439          | 1          | 5,907         |
| <b>Q2</b>               |     | <b>5,907</b>  | <b>203</b>   | <b>5</b>  | <b>1,415</b> | <b>95</b>  | <b>5,907</b>  |
|                         |     |               |              |           |              |            |               |
| 2020                    | Jan | 5,907         | -            | 3         | 325          | 2          | 5,583         |
| 2020                    | Feb | 5,583         | -            | 2         | 251          | 5          | 5,329         |
| 2020                    | Mar | 5,329         | -            | 2         | 257          | 11         | 5,063         |
| <b>Q3</b>               |     | <b>5,907</b>  | <b>-</b>     | <b>7</b>  | <b>833</b>   | <b>18</b>  | <b>5,063</b>  |
|                         |     |               |              |           |              |            |               |
| 2020                    | Apr | 5,063         | -            | 1         | 369          | 1          | 4,694         |
| 2020                    | May | 4,694         | -            | -         | 295          | -          | 4,399         |
| 2020                    | Jun | 4,399         | 538          | 1         | 341          | 6          | 4,591         |
| <b>Q4</b>               |     | <b>5,063</b>  | <b>538</b>   | <b>2</b>  | <b>1,005</b> | <b>7</b>   | <b>4,591</b>  |
|                         |     |               |              |           |              |            |               |
| <b>FY 2019/20 Total</b> |     | <b>23,450</b> | <b>3,711</b> | <b>25</b> | <b>5,119</b> | <b>599</b> | <b>22,770</b> |

#### Fiscal Year 2018/19:

| Year      | Month | Starting Inventory | Units Added | Units Returned | Units Sold   | Units Delisted | Ending Inventory |
|-----------|-------|--------------------|-------------|----------------|--------------|----------------|------------------|
| 2018      | Jul   | 9,314              | -           | 2              | 568          | 10             | 8,738            |
| 2018      | Aug   | 8,738              | -           | 3              | 543          | 38             | 8,160            |
| 2018      | Sep   | 8,160              | -           | 2              | 432          | 55             | 7,675            |
| <b>Q1</b> |       | <b>9,314</b>       | <b>-</b>    | <b>7</b>       | <b>1,543</b> | <b>103</b>     | <b>7,675</b>     |
|           |       |                    |             |                |              |                |                  |
| 2018      | Oct   | 7,675              | -           | 2              | 286          | 129            | 7,262            |
| 2018      | Nov   | 7,262              | -           | 2              | 263          | 233            | 6,768            |
| 2018      | Dec   | 6,768              | -           | 4              | 220          | 246            | 6,306            |
| <b>Q2</b> |       | <b>7,675</b>       | <b>-</b>    | <b>8</b>       | <b>769</b>   | <b>608</b>     | <b>6,306</b>     |
|           |       |                    |             |                |              |                |                  |
| 2019      | Jan   | 6,306              | -           | -              | 191          | 133            | 5,982            |
| 2019      | Feb   | 5,982              | -           | 3              | 111          | 92             | 5,782            |
| 2019      | Mar   | 5,782              | 571         | 3              | 227          | 176            | 5,953            |
| <b>Q3</b> |       | <b>6,306</b>       | <b>571</b>  | <b>6</b>       | <b>529</b>   | <b>401</b>     | <b>5,953</b>     |
|           |       |                    |             |                |              |                |                  |
| 2019      | Apr   | 5,953              | 960         | 4              | 336          | 771            | 5,810            |
| 2019      | May   | 5,810              | 2,345       | 1              | 663          | 325            | 7,168            |
| 2019      | Jun   | 7,168              | -           | 2              | 414          | 183            | 6,573            |

|                         |  |               |              |           |              |              |               |
|-------------------------|--|---------------|--------------|-----------|--------------|--------------|---------------|
| <b>Q4</b>               |  | <b>5,953</b>  | <b>3,305</b> | <b>7</b>  | <b>1,413</b> | <b>1,279</b> | <b>6,573</b>  |
| <b>FY 2018/19 Total</b> |  | <b>29,248</b> | <b>3,876</b> | <b>28</b> | <b>4,254</b> | <b>2,391</b> | <b>26,507</b> |

| <b>Fiscal Year 2017/18:</b> |              |                           |                    |                       |                   |                       |                         |
|-----------------------------|--------------|---------------------------|--------------------|-----------------------|-------------------|-----------------------|-------------------------|
| <b>Year</b>                 | <b>Month</b> | <b>Starting Inventory</b> | <b>Units Added</b> | <b>Units Returned</b> | <b>Units Sold</b> | <b>Units Delisted</b> | <b>Ending Inventory</b> |
| 2017                        | Jul          | 11,799                    | -                  | 4                     | 805               | 3                     | 10,995                  |
| 2017                        | Aug          | 10,995                    | -                  | 8                     | 532               | 4                     | 10,467                  |
| 2017                        | Sep          | 10,467                    | -                  | 1                     | 461               | 1                     | 10,006                  |
| <b>Q1</b>                   |              | <b>11,799</b>             | <b>-</b>           | <b>13</b>             | <b>1,798</b>      | <b>8</b>              | <b>10,006</b>           |
| 2017                        | Oct          | 10,006                    | -                  | 5                     | 387               | 3                     | 9,621                   |
| 2017                        | Nov          | 9,621                     | -                  | 5                     | 346               | 4                     | 9,276                   |
| 2017                        | Dec          | 9,276                     | -                  | 3                     | 327               | 89                    | 8,863                   |
| <b>Q2</b>                   |              | <b>10,006</b>             | <b>-</b>           | <b>13</b>             | <b>1,060</b>      | <b>96</b>             | <b>8,863</b>            |
| 2018                        | Jan          | 8,863                     | -                  | 2                     | 302               | 40                    | 8,523                   |
| 2018                        | Feb          | 8,523                     | -                  | 2                     | 267               | 45                    | 8,213                   |
| 2018                        | Mar          | 8,213                     | -                  | -                     | 283               | 152                   | 7,778                   |
| <b>Q3</b>                   |              | <b>8,863</b>              | <b>-</b>           | <b>4</b>              | <b>852</b>        | <b>237</b>            | <b>7,778</b>            |
| 2018                        | Apr          | 7,778                     | 904                | 3                     | 344               | 133                   | 8,208                   |
| 2018                        | May          | 8,208                     | 3,002              | 3                     | 1,117             | 179                   | 9,917                   |
| 2018                        | Jun          | 9,917                     | 371                | 2                     | 850               | 126                   | 9,314                   |
| <b>Q4</b>                   |              | <b>7,778</b>              | <b>4,277</b>       | <b>8</b>              | <b>2,311</b>      | <b>438</b>            | <b>8</b>                |
| <b>FY 2017/18 Total</b>     |              | <b>38,446</b>             | <b>4,277</b>       | <b>38</b>             | <b>6,021</b>      | <b>779</b>            | <b>26,655</b>           |

| <b>Fiscal Year 2016/17:</b> |              |                           |                    |                       |                   |                       |                         |
|-----------------------------|--------------|---------------------------|--------------------|-----------------------|-------------------|-----------------------|-------------------------|
| <b>Year</b>                 | <b>Month</b> | <b>Starting Inventory</b> | <b>Units Added</b> | <b>Units Returned</b> | <b>Units Sold</b> | <b>Units Delisted</b> | <b>Ending Inventory</b> |
| 2016                        | Jul          | 13,880                    | -                  | 4                     | 1,098             | 24                    | 12,762                  |
| 2016                        | Aug          | 12,762                    | 1,327              | 10                    | 909               | 23                    | 13,167                  |
| 2016                        | Sep          | 13,167                    | 8                  | 2                     | 1,173             | 26                    | 11,978                  |
| <b>Q1</b>                   |              | <b>13,880</b>             | <b>1,335</b>       | <b>16</b>             | <b>3,180</b>      | <b>73</b>             | <b>11,978</b>           |

|                         |     |               |              |           |              |            |               |
|-------------------------|-----|---------------|--------------|-----------|--------------|------------|---------------|
| 2016                    | Oct | 11,978        | -            | 3         | 713          | 5          | 11,263        |
| 2016                    | Nov | 11,263        | 1,304        | 2         | 649          | 9          | 11,911        |
| 2016                    | Dec | 11,911        | 9            | 1         | 903          | 6          | 11,012        |
| <b>Q2</b>               |     | <b>11,978</b> | <b>1,313</b> | <b>6</b>  | <b>2,265</b> | <b>20</b>  | <b>11,012</b> |
| 2017                    | Jan | 11,012        | -            | 2         | 641          | 12         | 10,361        |
| 2017                    | Feb | 10,361        | -            | 3         | 486          | 1          | 9,877         |
| 2017                    | Mar | 9,877         | 2,751        | 4         | 725          | 5          | 11,902        |
| <b>Q3</b>               |     | <b>11,012</b> | <b>2,751</b> | <b>9</b>  | <b>1,852</b> | <b>18</b>  | <b>11,902</b> |
| 2017                    | Apr | 11,902        | -            | 2         | 456          | 18         | 11,430        |
| 2017                    | May | 11,430        | -            | 4         | 398          | 17         | 11,019        |
| 2017                    | Jun | 11,019        | 1,191        | 2         | 398          | 15         | 11,799        |
| <b>Q4</b>               |     | <b>11,902</b> | <b>1,191</b> | <b>8</b>  | <b>1,252</b> | <b>50</b>  | <b>11,799</b> |
| <b>FY 2016/17 Total</b> |     | <b>48,772</b> | <b>6,590</b> | <b>39</b> | <b>8,549</b> | <b>161</b> | <b>46,691</b> |

#### Fiscal Year 2015/16:

| Year      | Month | Starting Inventory | Units Added   | Units Returned | Units Sold   | Units Delisted | Ending Inventory |
|-----------|-------|--------------------|---------------|----------------|--------------|----------------|------------------|
| 2015      | Jul   | 9,758              | 551           | 6              | 949          | 202            | 9,164            |
| 2015      | Aug   | 9,164              | 2,071         | 2              | 1,131        | 153            | 9,953            |
| 2015      | Sep   | 9,953              | 1,378         | 5              | 1,226        | 184            | 9,926            |
| <b>Q1</b> |       | <b>9,758</b>       | <b>4,000</b>  | <b>13</b>      | <b>3,306</b> | <b>539</b>     | <b>9,926</b>     |
| 2015      | Oct   | 9,926              | -             | 4              | 879          | 84             | 8,967            |
| 2015      | Nov   | 8,967              | -             | 3              | 699          | 136            | 8,135            |
| 2015      | Dec   | 8,135              | 1,417         | 3              | 1,095        | 104            | 8,356            |
| <b>Q2</b> |       | <b>9,926</b>       | <b>1,417</b>  | <b>10</b>      | <b>2,673</b> | <b>324</b>     | <b>8,356</b>     |
| 2016      | Jan   | 8,356              | 3,593         | 4              | 816          | 139            | 10,998           |
| 2016      | Feb   | 10,998             | 4,148         | 11             | 1,264        | 154            | 13,739           |
| 2016      | Mar   | 13,739             | 2,998         | 5              | 1,409        | 199            | 15,134           |
| <b>Q3</b> |       | <b>8,356</b>       | <b>10,739</b> | <b>20</b>      | <b>3,489</b> | <b>492</b>     | <b>15,134</b>    |
| 2016      | Apr   | 15,134             | 2             | 6              | 1,270        | 91             | 13,781           |

|                         |     |               |               |           |               |              |               |
|-------------------------|-----|---------------|---------------|-----------|---------------|--------------|---------------|
| 2016                    | May | 13,781        | 1,762         | 3         | 1,515         | 139          | 13,892        |
| 2016                    | Jun | 13,892        | 1,464         | 6         | 1,343         | 139          | 13,880        |
| <b>Q4</b>               |     | <b>15,134</b> | <b>3,228</b>  | <b>15</b> | <b>4,128</b>  | <b>369</b>   | <b>13,880</b> |
|                         |     |               |               |           |               |              |               |
| <b>FY 2015/16 Total</b> |     | <b>9,758</b>  | <b>19,384</b> | <b>58</b> | <b>13,596</b> | <b>1,724</b> | <b>13,880</b> |

| Fiscal Year 2014/15:    |       |                    |               |                |               |                |                  |
|-------------------------|-------|--------------------|---------------|----------------|---------------|----------------|------------------|
| Year                    | Month | Starting Inventory | Units Added   | Units Returned | Units Sold    | Units Delisted | Ending Inventory |
| 2014                    | Jul   | 8,160              | -             | 9              | 582           | 41             | 7,546            |
| 2014                    | Aug   | 7,546              | 1,322         | 2              | 735           | 24             | 8,111            |
| 2014                    | Sep   | 8,111              | 2             | 4              | 728           | 173            | 7,216            |
| <b>Q1</b>               |       | <b>8,160</b>       | <b>1,324</b>  | <b>15</b>      | <b>2,045</b>  | <b>238</b>     | <b>7,216</b>     |
|                         |       |                    |               |                |               |                |                  |
| 2014                    | Oct   | 7,216              | 304           | 5              | 486           | 70             | 6,969            |
| 2014                    | Nov   | 6,969              | 291           | 2              | 557           | 59             | 6,646            |
| 2014                    | Dec   | 6,646              | 6,153         | 2              | 1,348         | 66             | 11,387           |
| <b>Q2</b>               |       | <b>7,216</b>       | <b>6,748</b>  | <b>9</b>       | <b>2,391</b>  | <b>195</b>     | <b>11,387</b>    |
|                         |       |                    |               |                |               |                |                  |
| 2015                    | Jan   | 11,387             | 4,417         | 6              | 3,216         | 203            | 12,391           |
| 2015                    | Feb   | 12,391             | 1             | 5              | 1,834         | 6              | 10,557           |
| 2015                    | Mar   | 10,557             | 1,846         | 5              | 1,637         | 42             | 10,729           |
| <b>Q3</b>               |       | <b>11,387</b>      | <b>6,264</b>  | <b>16</b>      | <b>6,687</b>  | <b>251</b>     | <b>10,729</b>    |
|                         |       |                    |               |                |               |                |                  |
| 2015                    | Apr   | 10,729             | 1,958         | 6              | 1,351         | 45             | 11,297           |
| 2015                    | May   | 11,297             | 570           | 4              | 1,361         | 47             | 10,463           |
| 2015                    | Jun   | 10,463             | 528           | 4              | 1,064         | 173            | 9,758            |
| <b>Q4</b>               |       | <b>10,729</b>      | <b>3,056</b>  | <b>14</b>      | <b>3,776</b>  | <b>265</b>     | <b>9,758</b>     |
|                         |       |                    |               |                |               |                |                  |
| <b>FY 2014/15 Total</b> |       | <b>8,160</b>       | <b>17,392</b> | <b>54</b>      | <b>14,899</b> | <b>949</b>     | <b>9,758</b>     |

| Fiscal Year 2013/14: |       |                    |             |                |            |                |                  |
|----------------------|-------|--------------------|-------------|----------------|------------|----------------|------------------|
| Year                 | Month | Starting Inventory | Units Added | Units Returned | Units Sold | Units Delisted | Ending Inventory |
| 2013                 | Jul   | 6,040              | 942         | 1              | 714        | 134            | 6,135            |
| 2013                 | Aug   | 6,135              | -           | -              | 607        | 117            | 5,411            |

|                         |     |               |               |           |               |              |               |
|-------------------------|-----|---------------|---------------|-----------|---------------|--------------|---------------|
| 2013                    | Sep | 5,411         | 3,248         | 4         | 691           | 72           | 7,900         |
| <b>Q1</b>               |     | <b>6,040</b>  | <b>4,190</b>  | <b>5</b>  | <b>2,012</b>  | <b>323</b>   | <b>7,900</b>  |
|                         |     |               |               |           |               |              |               |
| 2013                    | Oct | 7,900         | 1,329         | 4         | 1,089         | 66           | 8,078         |
| 2013                    | Nov | 8,078         | 854           | 4         | 1,051         | -            | 7,885         |
| 2013                    | Dec | 7,885         | 4,143         | 1         | 1,535         | 2            | 10,492        |
| <b>Q2</b>               |     | <b>7,900</b>  | <b>6,326</b>  | <b>9</b>  | <b>3,675</b>  | <b>68</b>    | <b>10,492</b> |
|                         |     |               |               |           |               |              |               |
| 2014                    | Jan | 10,492        | 670           | 4         | 1,488         | 3            | 9,675         |
| 2014                    | Feb | 9,675         | -             | 4         | 763           | 316          | 8,600         |
| 2014                    | Mar | 8,600         | 2,087         | 1         | 1,318         | 164          | 9,206         |
| <b>Q3</b>               |     | <b>10,492</b> | <b>2,757</b>  | <b>9</b>  | <b>3,569</b>  | <b>483</b>   | <b>9,206</b>  |
|                         |     |               |               |           |               |              |               |
| 2014                    | Apr | 9,206         | 1,523         | 4         | 789           | 158          | 9,786         |
| 2014                    | May | 9,786         | 816           | 5         | 1,333         | 280          | 8,994         |
| 2014                    | Jun | 8,994         | -             | 5         | 802           | 37           | 8,160         |
| <b>Q4</b>               |     | <b>9,206</b>  | <b>2,339</b>  | <b>14</b> | <b>2,924</b>  | <b>475</b>   | <b>8,160</b>  |
|                         |     |               |               |           |               |              |               |
| <b>FY 2013/14 Total</b> |     | <b>6,040</b>  | <b>15,612</b> | <b>37</b> | <b>12,180</b> | <b>1,349</b> | <b>8,160</b>  |

