

Member Comparison Report

Member # XXXXX

Retail Distributors

PERIOD: November 2016

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| ACCOUNTS REPORTED THIS PERIOD | | | | MEMBERS REPORTING THIS PERIOD: 27 | | | |
|-------------------------------|---|-------|-----------|-----------------------------------|------------|-------------|-----------|
| | # | Total | 1-30 Days | 31-60 Days | 61-90 Days | 91-120 Days | 121+ Days |

| | | | | | | | |
|----------|-------|------------|-----------|-----------|-----------|---------|---------|
| 2016-11 | 1,374 | 10,567,215 | 6,204,779 | 2,187,430 | 1,423,724 | 345,580 | 405,700 |
| Member % | | | 59 | 21 | 13 | 3 | 4 |

| | | | | | | | |
|---------|-------|------------|------------|------------|-----------|-----------|-----------|
| 2016-11 | 5,726 | 55,504,208 | 28,735,109 | 10,583,846 | 6,334,997 | 1,886,826 | 7,963,428 |
| Group % | | | 52 | 19 | 11 | 3 | 14 |

| ACCOUNTS REPORTED THIS PERIOD - LAST YEAR | | | | | | | |
|---|---|-------|-----------|------------|------------|-------------|-----------|
| | # | Total | 1-30 Days | 31-60 Days | 61-90 Days | 91-120 Days | 121+ Days |

| | | | | | | | |
|----------|-------|-----------|-----------|-----------|---------|---------|---------|
| 2015-11 | 1,362 | 9,051,084 | 5,550,360 | 2,271,685 | 771,120 | 241,591 | 216,326 |
| Member % | | | 61 | 25 | 9 | 3 | 2 |

| | | | | | | | |
|---------|-------|------------|------------|------------|-----------|-----------|-----------|
| 2015-11 | 6,059 | 53,627,255 | 27,982,623 | 10,574,430 | 5,139,223 | 2,291,120 | 7,639,856 |
| Group % | | | 52 | 20 | 10 | 4 | 14 |

| MEMBER ACCOUNTS REPORTED BY PERIOD | | | | | | | |
|------------------------------------|---|-------|-----------|------------|------------|-------------|-----------|
| | # | Total | 1-30 Days | 31-60 Days | 61-90 Days | 91-120 Days | 121+ Days |

| | | | | | | | |
|---------|-------|------------|-----------|-----------|-----------|---------|---------|
| 2016-10 | 1,386 | 10,015,930 | 5,653,730 | 2,421,652 | 1,366,189 | 263,062 | 311,293 |
| 2016-09 | 1,355 | 9,679,736 | 5,752,346 | 2,277,111 | 932,929 | 360,517 | 356,831 |
| 2016-08 | 1,364 | 10,038,245 | 6,204,199 | 1,930,261 | 1,249,196 | 310,828 | 343,758 |
| 2016-07 | 1,375 | 9,467,749 | 5,351,585 | 2,282,244 | 1,033,639 | 423,636 | 376,643 |
| 2016-06 | 1,393 | 9,857,455 | 6,059,875 | 1,960,074 | 1,201,174 | 261,252 | 375,078 |
| 2016-05 | 1,373 | 9,275,226 | 5,154,267 | 2,227,098 | 1,184,749 | 374,582 | 334,528 |
| 2016-04 | 1,360 | 9,464,145 | 5,564,637 | 2,158,042 | 1,136,923 | 226,915 | 377,627 |
| 2016-03 | 1,337 | 8,868,672 | 5,503,822 | 1,755,087 | 1,013,313 | 277,866 | 318,582 |
| 2016-02 | 1,360 | 8,599,431 | 4,940,500 | 1,869,995 | 1,202,861 | 333,962 | 252,111 |
| 2016-01 | 1,326 | 8,623,470 | 4,698,453 | 1,983,125 | 1,284,478 | 383,711 | 273,699 |
| 2015-12 | 1,290 | 8,749,192 | 5,285,762 | 2,080,543 | 1,014,029 | 127,726 | 241,130 |
| 2015-11 | 1,362 | 9,051,084 | 5,550,360 | 2,271,685 | 771,120 | 241,591 | 216,326 |