

2018 YTD Net Sales Data

UCI JAN – SEPTEMBER

Net Exchange

Category	2017 \$	2018 \$	\$ +/-	% +/-
1. LD	\$2,442,520	\$2,345,548	(\$96,971)	-4.0 %
2. HD	\$36,984	\$35,784	(\$1,200)	-3.2 %
3. STRG	\$151,719	\$682,493	\$530,774	349.8 %
4. CLPR		\$3,109,569	\$3,109,569	Infinity
6. EPAS	\$1,550	\$72,413	\$70,863	4572.4 ...
8. MISC	\$125	(\$704)	(\$829)	-664.8 %
Total	\$2,632,898	\$6,245,103	\$3,612,205	137.2 %

Fill Rate

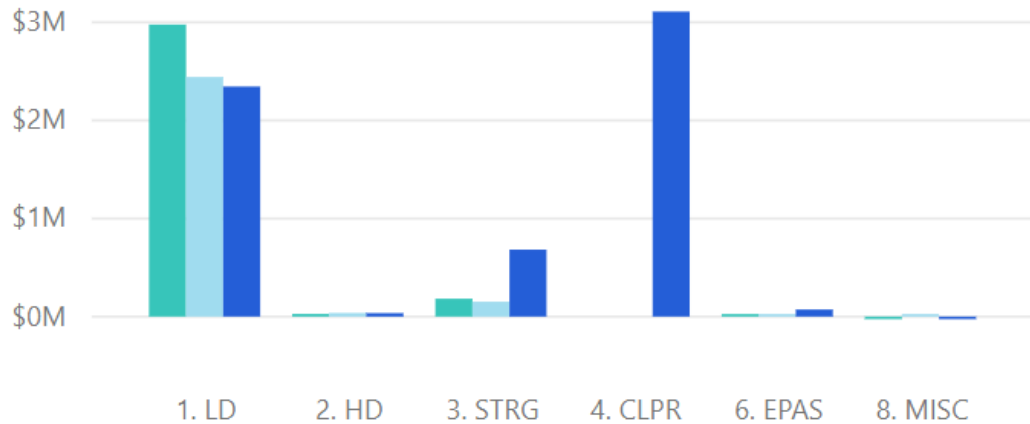
Category	2017	2018	+/-
1. LD	91.9 %	93.1 %	1.2 %
2. HD	93.5 %	93.0 %	-0.5 %
3. STRG	89.4 %	82.7 %	-6.6 %
4. CLPR		85.1 %	85.1 %
6. EPAS	60.0 %	68.9 %	8.9 %
8. MISC	90.0 %	100.0 %	10.0 %
Total	91.8 %	88.1 %	-3.7 %

Warranty Returns

Category	2017	2018	+/-
1. LD	14.3 %	11.4 %	-2.9 %
2. HD	13.4 %	12.5 %	-0.9 %
3. STRG	9.5 %	14.3 %	4.8 %
4. CLPR		1.5 %	1.5 %
6. EPAS	0.0 %	4.5 %	4.5 %
8. MISC	0.0 %	0.0 %	0.0 %
Total	14.1 %	5.2 %	-8.9 %

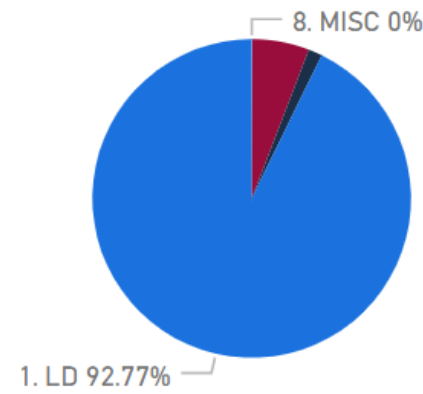
Net Exchange YTD

YEAR ● 2016 ● 2017 ● 2018



2017 YTD

Net Exchange by Category



2018 YTD

Net Exchange by Category

