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# FY 2019 Contribution Statistics

Noble Vici Group, Inc. is a company on the cutting edge of technology, through in-house developments and external acquisitions the company is building an ecosystem of IoT, Big Data, Blockchain and E-commerce to form a digital revolution that provides our users with the tools to live and interact in the modern mobile world.

[NOBLEVICI.COM](http://NOBLEVICI.COM)

**NOBLE VICI GROUP, INC.**  
(OTCMKTS: NVGI)

**Key Performance Indicators: Gross Cash Receipts, Supplier Product & Logistics Allowance and Commission Payout.**

In addition to Net Revenue, we focus on several non-GAAP key performance indicators to assist us in assessing the strength of product sales and our supply chain across different geographical regions: Gross Cash Receipts, Supplier Product & Logistics Allowance, and Commission Payout.

“Gross Cash Receipts” means proceeds actually received from products sold. This is a non-GAAP indicator that does not correlate to gross revenue and may not be comparable to similarly-titled measures used by other companies.

“Undelivered items” refers to products sold for which we have received payment but have not yet been delivered to the purchaser. This is a non-GAAP indicator on which we rely to assess the strength and performance of our supply chain, product delivery obligations, product trends and the like.

“Supplier Product & Logistics Allowances” means the fees and costs that we pay to the applicable product supplier to manufacture, package and ship our products to our end customer. This is a non-GAAP indicator on which we rely to determine the cost of manufacturing, packaging and delivering our products.

“Commission Payout” refers to the commission payments that we make to resellers of our products.

The criteria we use to determine how and when we recognize the foregoing key performance indicators are not identical to our revenue recognition policies under U.S. GAAP. By way of example, unlike net sales, which are generally recognized when the product is delivered and both the title and risk and rewards pass to the buyer, as discussed in greater detail in Note 2, *Summary of Significant Accounting Policies*, to the Consolidated Financial Statements, we recognize Gross Cash Receipts when we receive funds from the buyer, which is generally prior to the product being delivered to the buyer.

The following describes the relationship between our key performance indicators and US GAAP reporting:

	Year ended March 31,	
	2019	2018
<b>Gross Cash Receipts</b>	\$ 35,392,801	\$ 28,379,893
<b>Less: Undelivered items</b>	\$ (5,138,454)	\$ (3,829,812)
<b>Less: Supplier's product &amp; logistics allowances</b>	\$ (8,953,825)	\$ (8,969,568)
<b>Less: Commission payout</b>	\$ (13,431,260)	\$ (12,178,312)
<b>Net Cash Receipts</b>	\$ 7,869,262	\$ 3,402,201
<b>Other Sales</b>	\$ 757,456	\$ 221,779
<b>Net Revenue</b>	\$ 8,626,718	\$ 3,623,980

For the year ended March 31, 2019, our Gross Cash Receipts net of sales was \$35,392,801, representing a 25% year-on-year increase from \$28,379,893 for the same period ended 2018. This was attributed to change in product and offering mix from sale of Cordyceps in China to sales from our V-More ecommerce platform. Our customers' orders are fulfilled on a first in, first out basis over each month. Currently, we have yet to deliver \$5,138,454 of products. We hope to progressively fulfill these backorders over the next three months.

Our Supplier Product & Logistics Allowances for the year ended March 31, 2019 and 2018 were \$8,953,825 and \$8,969,568 respectively. This represents a marginal change year-on-year. These were mainly attributable to the sale of Cordyceps in China which are primarily distributed through Resellers.

Commission Payout for the year ended March 31, 2019 was \$13,431,260 as compared to \$12,178,312 for the year ended March 31, 2018. The increase in Commission Payout was due to increased sales from V-More in Malaysia and Indonesia.

For the year ended March 31, 2019, other sales of \$757,456 consisted mainly of service fee income and management fee income as compared to \$221,779 for the same period of 2018 where other sales consisted primarily of service fee income.