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# FY 2020 Q1 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 3, *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:

	<b>Three Months Ended June 30,</b>	
	<b>2019</b>	<b>2018</b>
<b>Gross Cash Receipts</b>	<b>\$ 12,332,154</b>	<b>\$ 6,454,391</b>
<i>Less: Undelivered items</i>	<i>\$ (374,144)</i>	<i>\$ (2,095,388)</i>
<i>Less: Supplier’s product &amp; logistics allowances</i>	<i>\$ (286,530)</i>	<i>\$ (1,563,098)</i>
<i>Less: Commission payout</i>	<i>\$ (2,054,215)</i>	<i>\$ (2,346,875)</i>
<b>Net Cash Receipts</b>	<b>\$ 9,617,265</b>	<b>\$ 449,030</b>
 <b>Other Sales</b>	 <b>\$ 255,365</b>	 <b>\$ 150,115</b>
 <b>Net Revenue</b>	 <b>\$ 9,872,630</b>	 <b>\$ 599,145</b>

For the three months ended June 30, 2019, our Gross Cash Receipts net of sales returns was \$12,332,154, representing a substantial increase from \$6,454,391 for the same period ended 2018. This was attributed to change in product mix from sale of Cordyceps in China in the same period of 2018 to increased revenue from V-More due to increased presence in new markets in Malaysia, Philippines and Thailand. Digital offering sales contributed \$7,977,071 to our Gross Cash Receipts for the three months ended June 30, 2019. Undelivered items represent the digital products paid but not delivered yet.

Our Supplier Product & Logistics Allowances for the three months ended June 30, 2019 was \$286,530, representing a substantial decrease from the same period in 2018. The decrease in Supplier Product & Logistics Allowance was attributable to the major shift from the physical sale of Cordyceps in China within the same period in 2018 to the online sale of merchant’s offerings using our V-More platform.

Commission Payout for the three months ended June 30, 2019 was \$2,054,215 as compared to \$2,346,875 for the three months ended June 30, 2018. The decrease in Commission Payout was due to a change in product mix.

For the three months ended June 30, 2019, other sales of \$255,365 consisted mainly of V-More administrative fees income as compared to \$150,115 for the same period of 2018 where other sales consisted of primarily of service fee income and subscription proceeds.