## Year-In-Review Highlights

### Rental Availability and Penetration Rate

<table>
<thead>
<tr>
<th></th>
<th>Fall 2016</th>
<th>Spring 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental Availability</td>
<td>76.4%</td>
<td>75.2%</td>
</tr>
<tr>
<td>Rental Penetration Rate</td>
<td>58.3%</td>
<td>61.8%</td>
</tr>
</tbody>
</table>

### Digital Availability and Penetration Rate

<table>
<thead>
<tr>
<th></th>
<th>Fall 2016</th>
<th>Spring 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Availability</td>
<td>37.2%</td>
<td>38.3%</td>
</tr>
<tr>
<td>Digital Penetration Rate</td>
<td>5.0%</td>
<td>4.5%</td>
</tr>
</tbody>
</table>

### Student Savings

<table>
<thead>
<tr>
<th></th>
<th>2015/16</th>
<th>2016/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ Students Saved</td>
<td>$1,169,482</td>
<td>$1,184,204</td>
</tr>
<tr>
<td>% Students Saved</td>
<td>20.1%</td>
<td>21.8%</td>
</tr>
</tbody>
</table>

### Unit Sales

<table>
<thead>
<tr>
<th></th>
<th>2015/16</th>
<th>2016/17</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Textbooks</td>
<td>32,872</td>
<td>32,565</td>
<td>-1%</td>
</tr>
<tr>
<td>Used Textbooks</td>
<td>10,836</td>
<td>9,706</td>
<td>-10%</td>
</tr>
<tr>
<td>New Rentals</td>
<td>7,843</td>
<td>6,828</td>
<td>-13%</td>
</tr>
<tr>
<td>Used Rentals</td>
<td>14,991</td>
<td>14,435</td>
<td>-4%</td>
</tr>
<tr>
<td>Digital Textbooks</td>
<td>598</td>
<td>847</td>
<td>42%</td>
</tr>
<tr>
<td>Total Textbooks</td>
<td>67,140</td>
<td>64,381</td>
<td>-4%</td>
</tr>
</tbody>
</table>