

34. More specifically, by the end of each and every financial year since 2013, the losses of the company far exceeded the revenue and net income anticipated by Bluberi and represented to Callidus. Deployment remained a far cry from the 3,300 machines originally projected (see the summary, C-8, for details):

Cumulative 2013	Forecasts	Actual
Revenue	46,355	17,442
Net Income	9,649	(9,661)
EBITDA	25,576	(2,590)
Deployment	1,832	324
Cumulative 2014	Forecasts	Actual
Revenue	42,398	22,175
Net Income	4,328	(13,783)
EBITDA	14,334	(1,860)
Deployment	1,306	1,194
Cumulative 2015 (9 months)	Forecasts	Actual
Revenue	83,161	14,457
Net Income	8,576	(17,408)
EBITDA	29,961	(3,877)
Deployment	1,910	1,712