# insightsoftware

How to Move from Static Financial Reporting to Dynamic Storytelling

#### **Today's Presenter**





Dan Phillips VP, Sales insightsoftware

#### **About insightsoftware**



insightsoftware is on a mission to help companies turn their financial and operational data into better business outcomes that drive growth and ROI.



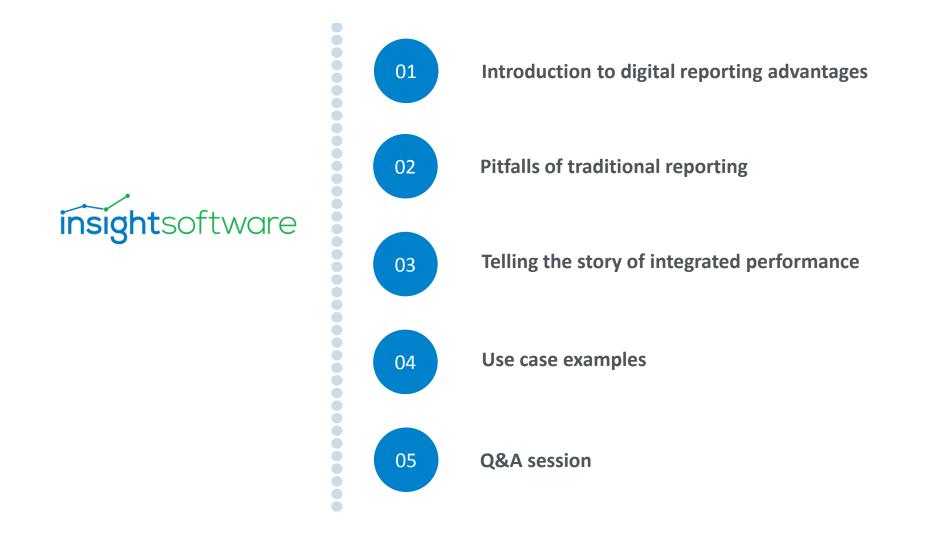




**cxo** software **exce** 4 apps

## **Today's Agenda**









What EPM system do you currently use?

- Oracle Hyperion
- SAP BPC
- OneStream
- IBM
- Other
- We don't have an EPM system

#### The Advantages of a Digital Age

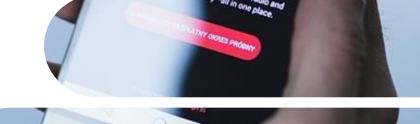
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Today we can **Control** the music we are listening to on any **Mobile** device, **Sharing** our favourite songs and **Connecting** to all every artist and album world-wide.







#### **Digital Advantages in Reporting**

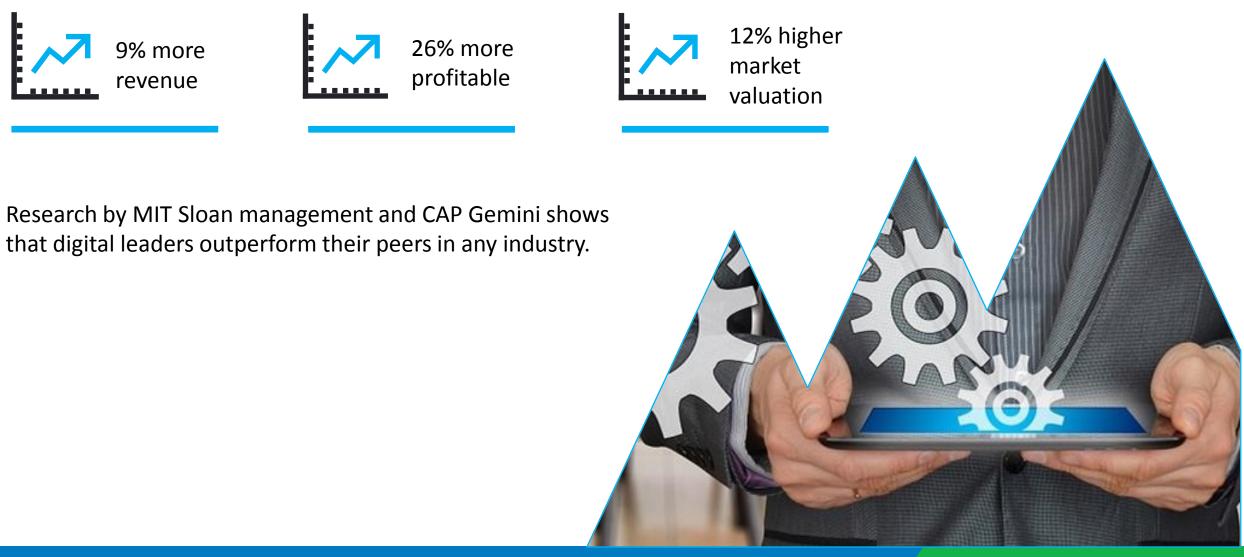


Digital Performance Reporting enables finance to **Collaborate** by sharing their **Analysis** and **Narratives** on a **Secure** Platform that Connects directly to the EPM/CPM data sources.



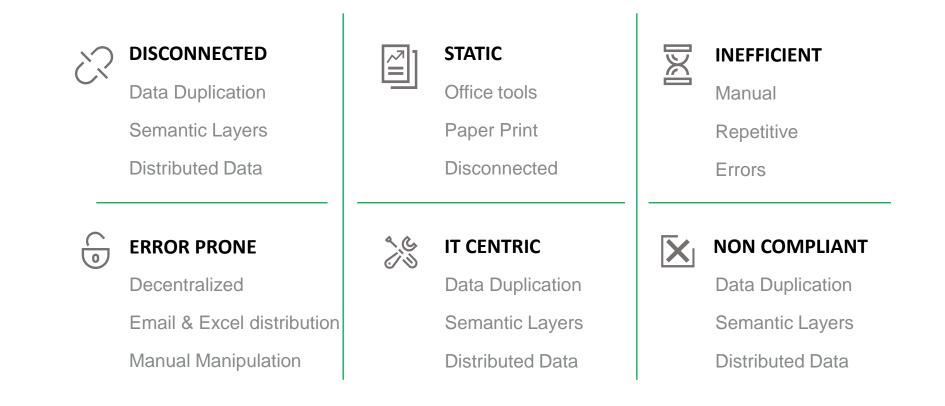
#### **Benefit From Digital Growth**





# **Pitfalls of Traditional Reporting**

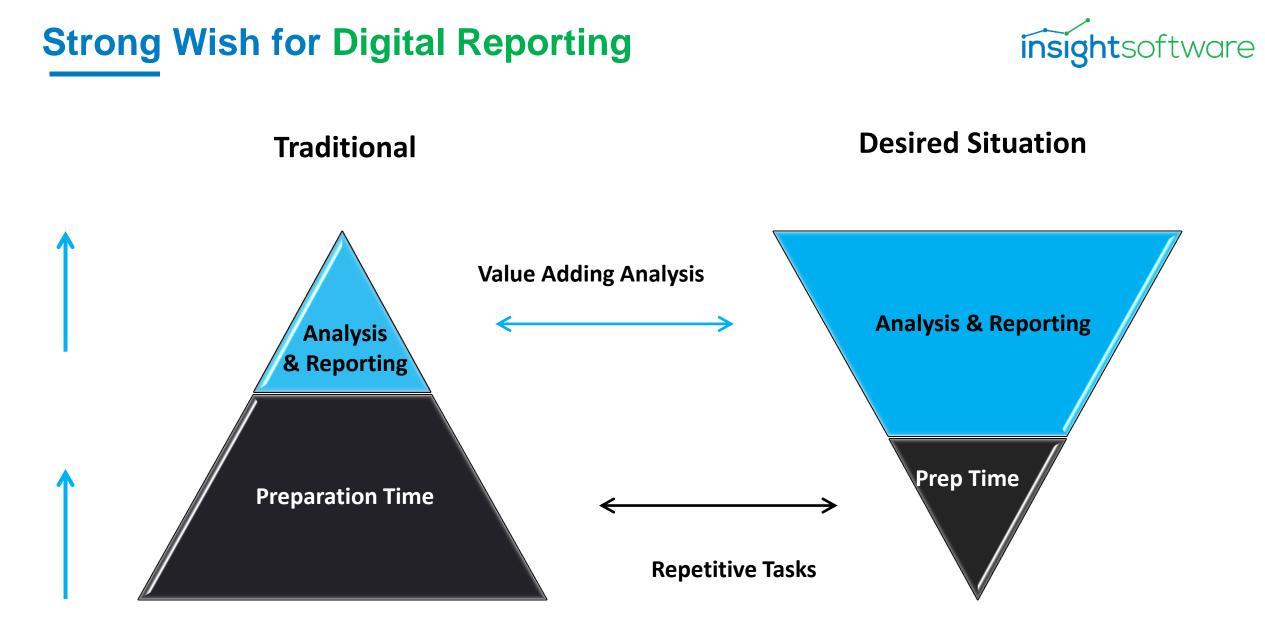






Of your total time spent on reporting, what percentage of your time is spent on analysis and recommendations?

- Less than 10%
- 10-25%
- 25-50%
- 50-75%
- Greater than 65%



# **Telling vs. Storytelling**

- No Context
- No Analysis
- No Action
- Unguided data presentations



# **insight**software

Does anyone recognize this?

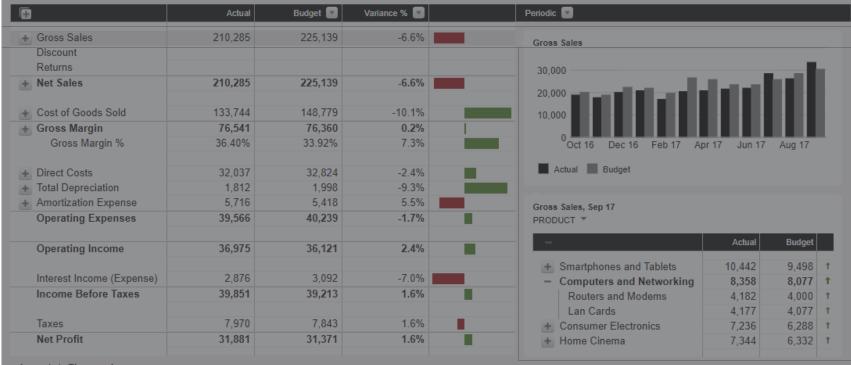
|  | a Commu  | nication   | ns Inc.  |  |   |   
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|  | Jan  | Feb  | Ma   | Q1   | Apr   | May   
  | Actual   | 02  | Jul   
   | Aug  | be  | st s   | ell   | ing   
  | Feb  | Mar  | Q1  | Apr  
   | May  | Budget  | Q2  | Jul  | Aug   
   | Sep  |   | YTD  |
| Computers and Networking   | 5,252<br>4,338   | 4.4 4  | 6,341<br>5,085<br>4,394  | 14,821   | 5,252   | 6,472<br>5,821<br>4,834   
  | 6,853<br>5,496<br>4,743  | 20,067<br>16,369<br>13,715  | 9,226<br>7,168<br>5,918   
   | 7,882<br>6,910<br>5,676  | 10,442<br>8,358   | 27,529<br>22,437<br>18,829   | 53,628  | 5,796   
  | 0.341<br>4.987<br>4.165  | 8,324<br>6,536<br>5,735  | 21,568<br>17,320<br>14,493  | 7,968<br>6,581<br>5,366  
   | 7,585<br>5,973<br>5,327  | 7,188<br>6,048<br>5,015   | 22,740  | 8,165<br>6,724<br>5,745  | 9,139<br>7,271<br>5,830   
   | 9,498<br>8,077<br>6,288  | 22,072  | 57,994   |
| Consumer Electronics<br>Home Cinema<br>Net Sales   | 4,506  | 3,7 8  | 4,446  | .4,657   | 4,506   | 4,639   
  | 4,807  | 13,952  | 6,159<br>28,471   
   | 5,684  |   | 18,823<br>19,187<br>87,983   | 45,798  | 4,588 21,880  
  | 4,100 4,310 19,804   | 5,866<br>26,461  | 14,493<br>14,763<br>68,144  | 5,689  
   | 4,684  | 5,037<br>23,288   | 15,708<br>15,410<br>72,460  | 5,307<br>25,942  | 8,158   
   | 6.332  | 17,796  | 47,970   |
| Smartphones and Tablets  | 4,092  | 3.6 2  | 4.043  | 11,797   | 4,092   | 4,682   
  | 4,380  | 13,153  | 5,617   
   | 5,770  | 6,732   | 18,119   | 43,069  | 4,563   
  | 4,400  | 5,705  | 14,767  | 5,415  
   | 5,227  | 4,729   | 15,370  | 5,388  | 6,660   
   | 6,517  | 18,566  | 48,703   |
| c  |  |  | 3,108  | 9,194  |   |   
  |  | 10,216  | 4,432   
   | 4,455  | 5,133   | 14,020   | 33,430  | 3,342<br>2,445  
  | 3,575<br>3,156   | 3,903<br>2,857   | 10,821<br>8,458   | 4,763  
   | 3,892  | 3,950   | 12,604  | 4,381  | 4,640   
   | 4,978  | 11,032  | COURSE.  |
| Home Cinema<br>Cost of Goods Sold  | 3,015<br>12,639  | 2,510  | 12,344   | 36,652   | 12,639  | 14,920  
  | 13,360   | 40,918  | 17,324  
   | 3,970  | 4,438   | 56,174   | 29,890<br>133,744   | 3,044<br>13,394   
  | 3.015  | 3,593  | 9,652<br>43,698   | 3,613<br>17,567  
   | .981<br>1 ,291   | 3,078<br>15,337   | 9,652<br>48,195   | 3,981  | 4,235   
   | 4,216<br>19,654  |   | 31,735<br>148,779  |
| ow is th   | eg   | ros  | ss r   | na   | rgi   | n t   
  | rer  | nd  | de  
   | ve   | lop   | oina   | 7741  | 8,486   
  | 5,558  | 10,403   | 24,447  | 8,035  
   | ,278   | 7,951   | 24,265  | 8,651  | 8,457   
   | 10,540   | 27,648  | 76,360   |
| Total Compensation<br>Professional Services  | 2,475  | 2,084  | 1,070  | 6,518  | 2,475   | 2,084   
  | 1,979  | 6,518<br>842  | 2,475   
   | 2,084  | 1,079   | 6,518<br>842   | 19,555  | 2,058   
  | 1,988  | 1,880  | 5,904<br>797  | 1,898  
   | 287  | 1,829   | 6,013   | 2,581  | 1,904   
   | 2,343  | 6,807   | 18,724   |
| Travel& Entertainment<br>Administrative  | 449<br>798   | 358<br>687   | 666  | 2,150  | 798   | 687   
  | 666  | 2,150   | 798   
   | 358<br>687   | 361<br>666  | 2,150  | 3,506 6,451   | 360<br>560  
  | 354<br>515   | 326<br>470   | 1,040   | 335<br>1,018   
   | 397<br>955   | 341<br>771  | 1,072 2,744   | 440<br>1,675   | 455   
   | 411<br>838   | 1,209   |  |
| Direct Costs   | 4,032  | 3,393  |  | 1112252  | 4,032   |   
  |  | 1.17.20.20  | 4,032   
   | 3,393  | 3,254   |  | 32,037  | 3,272   
  | 3,133  | 2,881  | 9,286   | 3,517  
   | 3,941  | 3,197   |   | 5,010  | .980  
   | 3,892  | 2.2.2.2.2.3   |  |
| Total Depreciation Amortization Expense  | 218  | 477  |  |  | 218   | 477   
  |  | 604   | 218   
   | 477  | 742   |  | 1,812   | 372   
  | 277  | 471  | 263   | 263  
   | 240  | 613   | 1.864   | 353<br>930   | | |
   | 245<br>631   | -   | 1,998  |
| Operating Expenses   | 4,936  | 4,032  |  |  |   |   
  |  | 13,189  | 4,936   
   | 4,032  | 4,221   |  | 39,566  | 3,726   
  | 3,488  | 3,455  | 10,669  | 4,424  
   | 4,787  | 4,036   | 13,248  | 6,293  | 5,261   
   | 4,768  |   |  |
| Operating Income   | 3,263  | 1,396  | 3,700  | 1.0.0  | 1   |   
  |  |   | 6,211   
   | 3,710  | 8,698   |  | 36,975  | 4,760   
  | 2,070  | 6,947  | 13,777  | 3,611  
   | 3,491  | 3,915   | 11,017  | 2,35   | 3,196   
   | 5,772  |   |  |
| Interest Income (Expense)  | 216  | 215  | 228  | 659  | 249   | 283   
  | 385  | 898   | 310   
   | 448  | 561   | 1,319  | 2,876   | 209   
  | 220  | 266  | 694   | 289  
   | 381  | 358   | 1,029   | 4 3  | 448   
   | 510  | 1,369   | 3,092  |
| Income Before Taxes  | 3,479  | 1,611  |  |  | 1   |   
  |  |   | 6,521   
   | 4,158  | 9,259   |  |   | 4,969   
  | 2,290  | 7,213  | 14,472  | 3,901  
   | 3,873  | 4,273   |   | 2,7/1  | 3,642   
   | 6,282  |   | 39,213   |
| Taxes<br>Net Profit  | 2,783  | 322  | 3,143  | 1,804  | 2,810   | 2,158   
  |  | 2,179   | 1,304   
   | 832  | 1,852   | 3,988  | 7,970   | 3.975   
  | 458  | 1,443  | 2,894   | 780  
   | 775<br>3.098   | 3.418   | 2,409   | 1 217  | 728   
   | 1,258  | 2,539   | 7,843  | | | |
|  |  |  |  |  |   |   
  | 0,140  | 0,110   |   
   |  |   | 10,001   | 31,001  |   
  | 1,000  | 0,771  |   | 0,12.1   
   | 3,036  | 0,4101  | 0,001   | Γ  | 2,014   
   | 5,020  |   |  |
| Smartphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Cinema<br>Net Sales<br>Smartphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Cinema<br>Cost of Goods Sold  | Jan<br>6,742<br>5,252<br>4,338<br>4,500<br><b>20,837</b><br>4,092<br>3,234<br>2,298<br>3,015<br><b>12,539</b>  | Feb<br>5,204<br>4,484<br>3,703<br>3,708<br>17,097<br>3,882<br>2,852<br>2,852<br>2,510<br>11,689  | 5,085<br>4,394<br>4,448  | Q11<br>18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652   | 5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,234<br>2,298  | May<br>6,472<br>5,621<br>4,634<br>4,639<br><b>21,366</b><br>4,682<br>3,623<br>3,404<br>3,210<br>14,
<b>3</b> 20  | Actual<br>Jun<br>6.853<br>5.496<br>4.743<br>4.807<br><b>21,900</b><br>4.380<br>3.358<br>2.727  | 02  | Jul  
  | Aug<br>7.862<br>6.910<br>5.676<br>5.684<br><b>26,132</b><br>5.770<br>4.455<br>4.194<br>3.970<br><b>18,390</b>  | Sep<br>10,442<br>8,358<br>7,238<br>7,344  | Q3<br>27,529<br>22,437<br>18,829   | YTD<br>65.883<br>53.628<br>44.979<br>45.796<br><b>210,285</b><br><b>210,285</b><br>43.009<br><u>33,435</u><br><u>27,355</u><br>29,890   | Jani<br>6.903<br>5.796<br>4.503<br>21,880<br>21,880<br>3.342<br>2.445<br>3.044<br>13,384   
   | Feb<br>0.341<br>4.087<br>4.105<br>4.310<br>19,804<br>4.499<br>3.575<br>3.155<br>3.015<br>14,246  | Mar<br>8.324<br>8.536<br>5.735<br>5.800<br>26,461<br>5.705<br>3.903<br>2.857<br>3.593<br>16,058  | Q1<br>21,568<br>17,320<br>14,493<br>14,763<br>68,144<br>14,767<br>10,821<br>8,458<br>9,652<br>43,658  | Apr<br>7.966<br>6.581<br>5.369<br>25.603<br>5.415<br>4.763<br>3.777<br>3.613<br>17,567  
  | May<br>7,585<br>5,973<br>5,327<br>4,884<br>23,570<br>5,227<br>3,892<br>3,212<br>2,981<br>15,291  | Budget<br>Jun<br>7.189<br>6.049<br>5.015<br>5.037<br>23,288<br>4.729<br>3.950<br>3.078<br>3.079<br>3.079<br>3.075<br>3.079<br>3.079<br>3.079<br>3.079<br>3.079<br>3.079   | Q2<br>22,740<br>18,602<br>15,70<br>15,41<br>72,4 0<br>15,70<br>12,804<br>15,509<br>15,509<br>12,804<br>1,569<br>1,652<br>2,8,195  | Jul<br>8,165<br>6,724<br>5,307<br>25,942<br>5,388<br>4,381<br>3,540<br>3,981<br>17,291   | Αυg<br>9,139<br>7,271<br>5,830<br>6,158  
  | Sep<br>9,408<br>8,077<br>6,288   | Q3<br>26,802<br>22,072<br>17,864<br>17,796<br>84,534<br>18,566<br>13,997<br>11,892<br>12,432  | YTD<br>71,110<br>57,940<br>48,086<br>47,970<br><b>225,139</b><br>48,703<br>37,422  |
| Smartphones and Tablets<br>Consumer Biotronics<br>Home Cinema<br>Net Sales<br>Smartphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Cinema   | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015   | 5,204<br>4,484<br>3,703<br>3,706<br><b>17,097</b><br><u>3,662</u><br>2,852<br>2,852<br>2,645<br>2,510  | 6,341<br>5,085<br>4,394<br>4,446<br>20,265<br>4,043<br>3,108<br>2,511<br>2,682   | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207  | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639  | 6,472<br>5,621<br>4,634<br>4,639<br><b>21,366</b><br>4,682<br>3,623<br>3,404<br>3,210                   
  | Actual<br>Juni<br>6.853<br>5.496<br>4.743<br>4.807<br><b>21,900</b><br>4.380<br>3.358<br>2.727<br>2.895<br><b>13,360</b>   | 022<br>20.067<br>16.369<br>13.715<br>13.952<br>64.103<br>13.153<br>10.216<br>8.429<br>9.121   | Juli<br>9,226<br>7,168<br>5,918<br>6,159<br><b>28,471</b><br>5,617<br>4,432<br>3,122<br>4,154     
   | Aug<br>7.862<br>6.910<br>5.676<br>5.684<br><b>26,132</b><br>5.770<br>4.455<br>4.194<br>3.970   | Sep<br>10,442<br>8,358<br>7,230<br>7,344<br>33,380<br>6,732<br>5,133<br>4,157<br>4,438  | 23<br>27,529<br>22,437<br>18,829<br>19,187<br>87,983<br>18,119<br>14,020<br>11,473<br>12,562<br>56,174   | YTD<br>65.883<br>53.628<br>44.979<br>45.796<br><b>210,285</b><br><b>210,285</b><br>43.009<br><u>33,435</u><br><u>27,355</u><br>29,890   | Jan<br>6,903<br>5,796<br>4,562<br>4,588<br><b>21,880</b><br>4,563<br>3,342<br>2,445<br>3,044  
  | Feb<br>6,341<br>4,987<br>4,165<br>4,310<br><b>19,804</b><br>4,409<br>3,575<br>3,156<br>3,015   | Mar<br>8,324<br>6,536<br>5,860<br>26,461<br>5,705<br>3,903<br>2,857<br>3,593   | Q1<br>21,568<br>17,320<br>14,493<br>14,763<br>68,144<br>14,767<br>10,821<br>8,458<br>9,652  | Apr<br>7,988<br>6,581<br>5,366<br>5,689<br><b>25,603</b><br>5,415<br>4,763<br>3,777<br>3,613   
   | May<br>7,585<br>5,973<br>5,327<br>4,684<br><b>23,570</b><br>5,227<br>3,892<br>3,212<br>2,961   | Budget<br>Jun<br>7,188<br>6,048<br>5,015<br>5,037<br><b>23,288</b><br>4,729<br>3,960<br>3,580<br>3,078<br><b>15,337</b>   | G2<br>22,740<br>18,602<br>15,70<br>15,4<br>72,4<br>0<br>15,70<br>12,509<br>15,552   | Jul<br>8,165<br>6,724<br>5,745<br>5,307<br>25,942<br>5,388<br>4,381<br>3,540<br>3,981  | Aug<br>9,139<br>7,271<br>5,830<br>6,158<br>28,399<br>6,660<br>4,640<br>4,406<br>4,235   
   | Sep<br>9.408<br>8.077<br>0.288<br>0.332<br>30,194<br>4.976<br>3.946<br>4.216   | Q3<br>26,802<br>22,072<br>17,864<br>17,796<br>84,534<br>18,566<br>13,997<br>11,892<br>12,432  | YTD<br>71,110<br>57,994<br>48,066<br>47,970<br><b>225,139</b><br>48,703<br>37,422<br>30,918<br>31,735<br><b>148,779</b>  |
| Smartphones and Tablets<br>Consulers and Networking<br>Consume Electronics<br>Home Cinema<br>Net Sales<br>Smartphones and Tablets<br>Computers and Networking<br>Computers and Networking<br>Computers Electronics<br>Home Cinema<br>Cost of Goods Sold  | 6,742<br>5,252<br>4,338<br>4,508<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639   | 5.204<br>4.484<br>3.703<br>3.706<br>17,097<br>3.662<br>2.852<br>2.852<br>2.645<br>2.510<br>11,669  | 8,341<br>5,085<br>4,394<br>4,446<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265 | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652<br>21,547<br>6,518<br>842<br>21,547<br>1,169<br>2,150  | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639  |
6,472<br>5,621<br>4,634<br>4,639<br><b>21,366</b><br>3,623<br>3,604<br>3,210<br><b>14,920</b><br><b>6,446</b><br>2,064<br>2,064<br>8,687   | Actual<br>Jun<br>6.853<br>5.496<br>4.743<br>4.807<br>21,900<br>4.380<br>3.355<br>2.727<br>2.895<br>13,360<br>8.541<br>1.979<br>2.46<br>3.361<br>6.854  | 022<br>20,067<br>15,369<br>13,715<br>13,3552<br>64,103<br>10,216<br>8,429<br>9,121<br>40,918<br>23,186<br>6,518<br>8,422<br>1,169<br>2,150   
    | Juli<br>9,226<br>7,168<br>5,918<br>0,159<br><b>28,471</b><br>5,617<br>4,432<br>3,122<br>4,154<br><b>17,324</b>  | Aug<br>7,862<br>6,910<br>5,676<br>5,684<br><b>26,132</b><br>5,770<br>4,455<br>4,194<br>3,970<br><b>18,390</b>  | Sep<br>10.442<br>8.358<br>7.236<br>7.344<br>33,380<br>6.732<br>5.133<br>4.157<br>4.438<br>20.461  | Q3<br>27,529<br>22,437<br>18,829<br>18,119<br>14,020<br>11,473<br>12,562<br>56,174<br>31,808<br>6,518<br>842<br>1,169<br>2,150   | YTD<br>65.883<br>53.628<br>44.979<br>219,285<br>43.069<br>33.430<br>27.355<br>29.890<br>133.744   | Jani<br>6,903<br>5,706<br>4,592<br>4,588<br><b>21,880</b><br><b>21,880</b><br><b>3</b> ,342<br>2,445<br>3,044<br><b>13,394</b>   
   | Feb<br>6,341<br>4,087<br>4,185<br>4,310<br>19,804<br>4,409<br>3,575<br>3,158<br>3,015<br>14,245  | Mar<br>8.324<br>6.536<br>5.735<br>5.800<br><b>26,461</b><br>5.705<br>3.903<br>2.857<br>3.593<br><b>16,058</b>  | Q1<br>21,568<br>17,320<br>14,493<br>14,763<br>68,144<br>14,767<br>10,821<br>8,458<br>9,652<br>43,658  | Apr<br>7,966<br>6,581<br>5,889<br>25,603<br>5,415<br>4,763<br>3,777<br>3,613<br>17,567  
  | May<br>7,585<br>5,973<br>5,327<br>4,884<br><b>23,570</b><br>5,227<br>3,892<br>3,212<br>2,961<br><b>15,291</b>  | Budget<br>Jun<br>7,188<br>6,048<br>5,015<br>5,037<br><b>23,288</b><br>4,729<br>3,960<br>3,580<br>3,078<br><b>15,337</b>   | (22)<br>22,740<br>18,602<br>15,700<br>15,4 0<br>72,4 0<br>15,700<br>12,804<br>11,563<br>9,652<br>8,195  | Jul<br>8,165<br>6,724<br>5,307<br>25,942<br>5,388<br>4,381<br>3,540<br>3,881<br>17,291   | Aug<br>9,139<br>7,271<br>5,830<br>6,158<br><b>28,399</b><br>6,660<br>4,440<br>4,406<br>4,405<br><b>19,941</b>  
  | Sep<br>9.498<br>8.077<br>6.288<br>0.332<br>0.517<br>4.976<br>3.946<br>4.216<br>19.654<br>19.654<br>19.654<br>19.654<br>19.654<br>19.654<br>19.654  | Q3<br>26,802<br>22,072<br>17,864<br>17,796<br>84,534<br>18,566<br>13,997<br>11,892<br>12,432<br>56,886  | YTD<br>71,110<br>57,904<br>45,000<br>225,139<br>43,703<br>37,422<br>23,423<br>33,7422<br>148,779<br>76,360<br>18,724<br>18,725<br>18,725<br>18,725<br>18,725   |
| Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Chema<br>Net Sales<br>Smarphones and Tablets<br>Consumer Electronics<br>Home Chema<br>Cost of Goods Sold<br>Gross Margin<br>Total Compensation<br>Professional Services<br>Travels Entertairment<br>Administrative  | 6,742<br>5,252<br>4,338<br>4,500<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639<br>8,199<br>2,475<br>310<br>4,400<br>798  | 5.204<br>4.484<br>3.703<br>3.708<br>17,097<br>3.862<br>2.852<br>2.845<br>2.510<br>11,689<br>5.428<br>5.428<br>2.064<br>2.064<br>2.864<br>2.864<br>8.687  | 8,341<br>5,085<br>4,394<br>4,446<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265<br>20,265 | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652<br>21,547<br>6,518<br>842<br>21,547<br>1,169<br>2,150  | 6.742<br>5.252<br>4.338<br>4.508<br><b>20.837</b><br><b>20.837</b><br><b>2.3</b> 234<br>2.298<br>3.015<br><b>12.639</b><br><b>8.199</b><br><b>2.475</b><br>310<br>449<br>708  |
6,472<br>5,621<br>4,634<br>4,639<br><b>21,366</b><br>3,623<br>3,604<br>3,210<br><b>14,920</b><br><b>6,446</b><br>2,064<br>2,064<br>8,687   | Actual<br>Jun<br>6.853<br>5.496<br>4.743<br>4.807<br><b>21,900</b><br>4.380<br>3.358<br>2.727<br>2.895<br><b>13,380</b><br><b>8,541</b><br>1.979<br>2.46<br>3.051<br>1.979<br>2.46<br>3.051<br>1.979   | 022<br>20,067<br>15,369<br>13,715<br>13,353<br>64,103<br>10,216<br>8,429<br>9,121<br>40,918<br>23,186<br>6,518<br>8,422<br>1,169<br>2,150  
    | Jul<br>9,220<br>7,108<br>5,018<br>6,050<br><b>28,471</b><br>5,617<br>4,432<br>3,122<br>4,154<br><b>17,324</b><br><b>11,147</b><br>2,475<br>310<br>440<br>9,400<br>9,400<br>9,785  | Aug<br>7,862<br>6,910<br>5,676<br>5,676<br>5,676<br>5,770<br>4,455<br>4,194<br>3,970<br><b>18,390</b><br><b>7,742</b><br><b>2,064</b><br>2,064<br>2,064<br>2,064<br>2,064  | 5ep<br>10,442<br>8,358<br>7,236<br>7,344<br>33,380<br>6,732<br>5,133<br>4,157<br>4,438<br>20,461<br>12,919<br>1,979<br>248<br>3011<br>8,068   | Q3<br>27,529<br>22,437<br>18,829<br>18,119<br>14,020<br>11,473<br>12,562<br>56,174<br>31,808<br>6,518<br>842<br>1,169<br>2,150   | YTD<br>65.883<br>53.628<br>44.079<br>210.285<br>210.285<br>210.285<br>210.285<br>210.285<br>22.355<br>2.820<br>133.744<br>19.555<br>2.826<br>3.500<br>6.451                                     | Jan<br>6,903<br>5,796<br>4,562<br>21,888<br>21,888<br>21,888<br>4,563<br>3,342<br>2,445<br>3,344<br>13,394<br>8,485<br>2,056<br>2,056<br>2,056<br>3,860<br>3,860<br>3,860<br>3,860<br>3,860<br>3,860<br>3,860<br>3,860<br>3,860<br>3,870<br>6,796<br>1,579<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,797<br>6,79   
   | Feb<br>0,341<br>4,087<br>4,105<br>4,310<br>19,804<br>4,409<br>3,575<br>3,156<br>3,015<br>14,245<br>5,558<br>1,988<br>276<br>3,555<br>5,558   | Mar<br>8,324<br>9,536<br>5,735<br>5,800<br>26,461<br>5,705<br>3,903<br>2,857<br>3,593<br>16,058<br>10,403<br>1,860<br>2,255<br>3,280<br>1,860<br>2,285<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,260<br>1,860<br>2,575<br>3,590<br>1,860<br>2,857<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500 | Q1<br>21.568<br>17,320<br>14.493<br>14.763<br>14.767<br>10.821<br>8.458<br>9.458<br>9.458<br>24.447<br>797<br>1.040<br>1.545<br>9.286<br>9.285                                  | Apr<br>7,966<br>6,581<br>5,369<br><b>25,693</b><br>5,415<br>4,763<br>3,777<br>3,613<br><b>17,567</b><br><b>8,035</b><br><b>1,598</b><br>205<br>335<br>1,018<br><b>3,517</b><br><b>3,517</b>   
  | May<br>7,585<br>5,073<br>5,327<br>3,882<br>3,212<br>2,961<br>15,291<br>8,278<br>8,278<br>8,278<br>2,287<br>3,033<br>3,977<br>9,555<br>3,941<br>2,240   | Budget<br>Jun<br>7.188<br>6.048<br>5.015<br>5.037<br><b>23.288</b><br>4.729<br>3.950<br>3.976<br><b>15.337</b><br><b>7.951</b><br>1.829<br>257<br>341<br>777<br><b>3.18</b><br>2.257<br>3.18<br>2.257   | 02<br>22,740<br>18,602<br>15,70<br>15,41<br>15,70<br>12,804<br>1,589<br>9,652<br>8,185<br>24,265<br>6,013<br>825<br>1,072<br>2,744<br>10,655<br>725   | Jul<br>8,105<br>6,724<br>5,745<br>5,307<br>25,942<br>5,388<br>4,381<br>3,540<br>3,981<br>17,291<br>17,291<br>17,291<br>17,291<br>17,291<br>17,291<br>3,344<br>4,405<br>1,875<br>5,010<br>3,501<br>8,551  | Aug<br>9,139<br>7,271<br>5,830<br>6,660<br>4,640<br>4,406<br>4,235<br><b>19,941</b><br>1,904<br>2,83<br>3,588<br>3,368<br>3,368<br>4,00  
  | Sep<br>9.498<br>6.077<br>0.288<br>0.332<br>30.194<br>4.210<br>19.654<br>10.549<br>2.343<br>3.011<br>4.111<br>8.38<br>3.892<br>2.45   | 03<br>26,802<br>22,072<br>17,864<br>17,796<br>84,534<br>18,566<br>13,997<br>11,892<br>12,432<br>56,886<br>27,648<br>6,807<br>898<br>1,209<br>3,968  | YTD<br>71,110<br>57,904<br>45,000<br>225,139<br>43,703<br>37,422<br>23,423<br>33,7422<br>148,779<br>76,360<br>18,724<br>18,725<br>18,725<br>18,725<br>18,725   |
| Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Onema<br>Net Sales<br>Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Onema<br>Cost of Goods Sold<br>Gross Margin<br>Total Compensation<br>Professional Services<br>Travels Entertairment<br>Administrative<br>Direct Costs  | 6,742<br>5,252<br>4,338<br>4,500<br>20,837<br>4,092<br>3,224<br>2,298<br>3,015<br>12,639<br>8,199<br>2,475<br>2,475<br>4,092<br>4,032  | 5,204<br>4,484<br>3,703<br>3,706<br>17,097<br>3,662<br>2,852<br>2,545<br>2,510<br>11,669<br>5,428<br>2,064<br>2,844<br>3,58<br>6,87<br>3,393   | 6,341<br>5,085<br>4,304<br>4,446<br>20,265<br>4,043<br>3,108<br>2,511<br>2,882<br>12,344<br>12,344<br>12,344<br>12,345<br>1,979<br>2,489<br>3,051<br>6,666<br>3,254<br>225   | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652<br>21,547<br>6,518<br>842<br>1,169<br>2,150<br>10,679<br>604                                       | 6,742<br>5,252<br>4,338<br>4,500<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639<br>8,199<br>2,475<br>3,10<br>449<br>798<br>4,032   |
6,472<br>5,621<br>4,634<br>4,639<br><b>21,366</b><br>4,682<br>3,623<br>3,404<br>3,210<br><b>14,920</b><br><b>6,446</b><br><b>6,446</b><br><b>2,064</b><br>3,58<br><b>6,647</b><br><b>3,353</b>   | Actual<br>Jun<br>0.853<br>5.496<br>4.743<br>4.807<br><b>21,900</b><br>3.358<br>2.727<br>2.895<br><b>13,360</b><br><b>13,360</b><br><b>13,360</b><br><b>13,360</b><br><b>13,360</b><br><b>13,360</b><br><b>13,360</b><br><b>3,354</b><br><b>1,979</b><br>2.46<br><b>3,354</b>   | 22<br>20,067<br>15,365<br>13,715<br>13,352<br>64,103<br>13,153<br>10,216<br>8,429<br>9,121<br>40,918<br>23,186<br>6,518<br>8,422<br>9,121<br>40,918<br>2,150<br>10,679<br>604  
    | Juli<br>9,226<br>7,168<br>5,918<br>5,918<br>6,159<br><b>28,471</b><br>5,617<br>4,432<br>4,154<br><b>17,324</b><br><b>11,147</b><br>2,475<br>310<br>4,49<br>798<br><b>4,032</b>  | Aug<br>7,862<br>6,910<br>5,684<br>26,132<br>26,132<br>26,132<br>26,132<br>2,6770<br>4,455<br>4,194<br>3,970<br>18,390<br>18,390<br>18,390<br>7,742<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>3,356<br>687<br>3,393 | Sep<br>10.442<br>8.358<br>7.238<br>7.344<br>33.380<br>6.732<br>6.133<br>4.157<br>4.438<br>20.461<br>12.919<br>1.979<br>2.48<br>3.011<br>6.666<br>3.254  | C3<br>27,529<br>22,437<br>18,829<br>19,187<br>87,983<br>18,119<br>14,020<br>11,473<br>12,562<br>56,174<br>31,808<br>6,518<br>842<br>2,150<br>10,679<br>604   | YTD<br>65.883<br>53.825<br>53.825<br>240.285<br>210.285<br>210.285<br>210.285<br>233.430<br>22.355<br>25.26<br>33.430<br>19.555<br>2.526<br>3.506<br>0.451<br>32.037                            | Jan<br>6,903<br>5,796<br>4,562<br>4,563<br>21,880<br>21,880<br>21,880<br>2,563<br>3,342<br>2,445<br>3,344<br>13,394<br>8,486<br>2,056<br>2,966<br>2,966<br>2,966<br>3,277<br>2,465<br>3,277<br>2,455<br>3,274<br>4,563<br>3,342<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,057<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,057<br>2,056<br>2,056<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,056<br>2,056<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,057<br>2,056<br>2,056<br>2,056<br>2,057<br>2,056<br>2,056<br>2,057<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,057<br>2,057<br>2,056<br>2,057<br>2,056<br>2,056<br>2,057   
   | Feb<br>6,341<br>4,987<br>4,105<br>4,310<br><b>19,804</b><br>4,409<br>3,575<br>3,155<br>3,155<br><b>14,246</b><br><b>5,558</b><br>1,988<br>276<br>3,55<br><b>3,133</b>  | Mar<br>8,324<br>9,536<br>5,735<br>5,800<br>26,461<br>5,705<br>3,903<br>2,857<br>3,593<br>16,058<br>10,403<br>1,860<br>2,255<br>3,280<br>1,860<br>2,285<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,280<br>1,860<br>2,255<br>3,260<br>1,860<br>2,575<br>3,590<br>1,860<br>2,857<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,590<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500<br>3,500 | Q1<br>21.568<br>17,320<br>14.493<br>14.763<br>14.767<br>10.821<br>8.458<br>9.458<br>9.458<br>24.447<br>797<br>1.040<br>1.545<br>9.286<br>9.285                                  | Apr<br>7,966<br>6,581<br>5,369<br><b>25,693</b><br>5,415<br>4,763<br>3,777<br>3,613<br><b>17,567</b><br><b>8,035</b><br><b>1,598</b><br>205<br>335<br>1,018<br><b>3,517</b><br><b>3,517</b>   
  | May<br>7,585<br>5,073<br>5,327<br>3,882<br>3,212<br>2,961<br>15,291<br>8,278<br>8,278<br>8,278<br>2,287<br>3,033<br>3,977<br>9,555<br>3,941<br>2,240   | Budget<br>Jun<br>7.188<br>6.048<br>5.015<br>5.037<br><b>23.288</b><br>4.729<br>3.950<br>3.976<br><b>15.337</b><br><b>7.951</b><br>1.829<br>257<br>341<br>777<br><b>3.18</b><br>2.257<br>3.18<br>2.257   | 02<br>22,740<br>18,602<br>15,70<br>15,41<br>15,70<br>12,804<br>1,589<br>9,652<br>8,185<br>24,265<br>6,013<br>825<br>1,072<br>2,744<br>10,655<br>725   | Jul<br>8,105<br>6,724<br>5,745<br>5,307<br>25,942<br>5,388<br>4,381<br>3,540<br>3,981<br>17,291<br>17,291<br>17,291<br>17,291<br>17,291<br>17,291<br>3,344<br>4,405<br>1,875<br>5,010<br>3,501<br>8,551  | Aug<br>9,139<br>7,271<br>5,830<br>6,660<br>4,640<br>4,406<br>4,235<br><b>19,941</b><br>1,904<br>2,83<br>3,588<br>3,368<br>3,368<br>4,00  
  | Sep<br>9.498<br>6.077<br>0.288<br>0.332<br>30.194<br>4.210<br>19.654<br>10.549<br>2.343<br>3.011<br>4.111<br>8.38<br>3.892<br>2.45   | 03<br>26,802<br>22,072<br>17,864<br>17,796<br>84,534<br>18,566<br>13,997<br>11,892<br>12,432<br>56,886<br>27,648<br>6,807<br>898<br>1,209<br>3,968  | YTD<br>71,110<br>57,904<br>45,000<br>225,139<br>43,703<br>37,422<br>23,423<br>33,7422<br>148,779<br>76,360<br>18,724<br>18,725<br>18,725<br>18,725<br>18,725   |
| Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Onema<br>Net Sales<br>Smarphones and Tablets<br>Consumer Electronics<br>Home Onema<br>Cost of Goods Sold<br>Gross Margin<br>Total Compensation<br>Professional Services<br>Travels Entertainment<br>Administrative<br>Direct Costs<br>Total Depreciation  | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,3234<br>2,298<br>3,015<br>12,539<br>2,475<br>3,310<br>440<br>708<br>4,032<br>2,475<br>3,310<br>440<br>2,218   | 5.204<br>4.484<br>3.703<br>3.706<br>17,097<br>3.662<br>2.852<br>2.845<br>2.510<br>11,689<br>5.428<br>2.064<br>2.842<br>3.58<br>6.87<br>3.393<br>1.61   | 6,341<br>5,085<br>4,304<br>4,446<br>20,265<br>4,043<br>3,108<br>2,511<br>2,882<br>12,344<br>12,344<br>12,344<br>12,345<br>1,979<br>2,489<br>3,051<br>6,666<br>3,254<br>225   | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652<br>21,547<br>6,518<br>842<br>1,169<br>2,150<br>10,679<br>604                                       | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,092<br>3,234<br>2,298<br>3,015<br>12,639<br>2,475<br>3,100<br>4,499<br>7,986<br>4,032<br>2,18   |
6,472<br>5,621<br>4,634<br>4,639<br>21,366<br>4,682<br>3,604<br>3,210<br>14,920<br>6,446<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>3,58<br>6,837<br>3,393<br>161   | Actual<br>Juni<br>0.853<br>5.490<br>4.807<br>21,900<br>4.380<br>3.358<br>2.727<br>2.8960<br>13,365<br>8.541<br>1,979<br>2.46<br>3.654<br>1,979<br>2.46<br>3.654<br>1.979<br>2.45<br>3.654<br>1.979<br>2.45<br>3.654<br>1.979<br>2.45<br>3.654<br>1.979<br>2.455<br>3.654<br>1.979<br>2.455<br>3.654<br>1.979<br>2.455<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.655<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.5555<br>3.5555<br>3.555<br>3.555<br>3.555<br>3.5555<br>3.555<br>3.555<br>3.5555<br>3.555<br>3.555<br>3.555<br>3.555<br>3.5555<br>3.555<br>3.555<br>3.5555<br>3.555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.55555<br>3.5555<br>3.5555<br>3.5555<br>3.5555<br>3.55555<br>3.55555<br>3.55555<br>3.55555<br>3.555555<br>3.555555<br>3.55555555   | 22<br>20,067<br>15,365<br>13,715<br>13,352<br>64,103<br>13,153<br>10,216<br>8,429<br>9,121<br>40,918<br>23,186<br>6,518<br>8,422<br>9,121<br>40,918<br>2,150<br>10,679<br>604  
    | Jul<br>9,226<br>5,018<br>5,018<br>5,017<br>28,471<br>4,432<br>3,122<br>4,154<br>11,147<br>2,475<br>310<br>449<br>708<br>4,032<br>4,034<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032<br>4,032, | Aug<br>7,862<br>6,910<br>5,676<br>5,684<br>26,132<br>5,770<br>4,455<br>4,194<br>3,970<br>18,3970<br>18,3970<br>7,742<br>2,064<br>2,064<br>2,064<br>2,064<br>3,393<br>3,393   | Sep<br>10,442<br>8,358<br>7,234<br>33,380<br>6,732<br>5,133<br>4,157<br>4,438<br>20,461<br>12,919<br>1,979<br>2,449<br>3,851<br>6,866<br>3,254  | C3<br>27,529<br>22,437<br>18,829<br>19,187<br>87,983<br>18,119<br>14,020<br>11,473<br>12,562<br>56,174<br>31,808<br>6,518<br>842<br>2,150<br>10,679<br>604   | YTD<br>65,883<br>53,828<br>44,979<br>44,979<br>45,792<br>210,285<br>23,355<br>23,355<br>23,355<br>23,355<br>23,355<br>25,268<br>133,744<br>19,555<br>2,520<br>3,500<br>6,451<br>32,037<br>1,812 |
Jan<br>6.903<br>5.706<br>4.592<br>4.583<br><b>21.880</b><br>4.563<br><b>3.342</b><br><b>3.342</b><br><b>3.343</b><br><b>3.343</b><br><b>3.344</b><br><b>3.344</b><br><b>3.344</b><br><b>3.344</b><br><b>3.346</b><br><b>3.360</b><br><b>3.376</b><br><b>3.377</b><br><b>3.277</b><br><b>6.2</b><br><b>6.2</b><br><b>6.2</b><br><b>6.1</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.3</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.5</b><br><b>1.</b> 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Feb<br>6,341<br>4,087<br>4,105<br>4,310<br><b>19,804</b><br><b>19,804</b><br><b>4,409</b><br>3,575<br>3,155<br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>14,245</b><br><b>15,558</b><br><b>14,245</b><br><b>15,558</b><br><b>16,855</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b><br><b>17,555</b> |
Mar<br>8.334<br>6.532<br>5.865<br>5.865<br>3.902<br>2.85461<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.403<br>16.40   | 01<br>21.568<br>17.320<br>68.144<br>14.767<br>10.821<br>8.459<br>9.552<br>43.558<br>24.447<br>757<br>1.040<br>1.545<br>9.285<br>24.447<br>797<br>1.040<br>1.545<br>9.285<br>263 | Apr<br>7.966<br>6.581<br>5.690<br>23,5803<br>5.415<br>4.4783<br>3.613<br>3.613<br>3.613<br>3.613<br>17,587<br>8.8035<br>1.886<br>2.855<br>1.016<br>3.351<br>2.851<br>2.851<br>1.016<br>3.517<br>2.851<br>1.016<br>3.517<br>2.851<br>1.016<br>3.517<br>1.016<br>3.517<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.0 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 | Budget<br>Juni<br>7,183<br>6,048<br>5,0015<br>5,007<br>23,288<br>4,729<br>3,560<br>3,078<br>15,337<br>7,351<br>1,829<br>257<br>3,41<br>777<br>3,162<br>257<br>3,41<br>777<br>3,162<br>225<br>225<br>225<br>225<br>225<br>225  
   | 02<br>22,740<br>18,602<br>15,70<br>15,47 0<br>17,84 0<br>72,4 0<br>15,547 0<br>17,804<br>15,559<br>2,625<br>8,195<br>24,265<br>2,744<br>10,655<br>2,744<br>10,655<br>729<br>5,560<br>13,248 | Jul<br>8,165<br>6,745<br>5,077<br>25,942<br>25,942<br>2,538<br>8,551<br>17,281<br>2,561<br>1,875<br>5,010<br>1,875<br>5,010<br>1,875<br>5,010<br>1,875<br>5,010  | Aug<br>9,139<br>7,221<br>5,830<br>6,650<br>6,650<br>4,640<br>4,400<br>4,400<br>4,400<br>4,400<br>4,400<br>4,400<br>4,400<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,841<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9,941<br>1,9, | Sep<br>9,498<br>8,077<br>0,288<br>0,332<br>30,194<br>0,517<br>4,976<br>3,946<br>4,216<br>19,554<br>19,554<br>19,554<br>19,554<br>10,540<br>10,540<br>10,540<br>2,343<br>3,011<br>4,111<br>8,388<br>3,892<br>2,455<br>6,311<br>4,768<br>4,768 |
G33<br>28,802<br>22,072<br>17,864<br>17,786<br>18,556<br>13,397<br>11,892<br>24,524<br>58,886<br>12,452<br>27,648<br>12,452<br>27,648<br>12,452<br>27,648<br>12,283<br>1,006<br>2,454<br>10,552<br>2,558<br>10,552<br>2,558<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,552<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10,555<br>10 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YTD<br>71,110<br>57,994<br>48,086<br>47,970<br>225,139<br>48,703<br>33,422<br>30,918<br>31,735<br>76,360<br>76,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,400<br>78,360<br>78,400<br>78,360<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,4000<br>70,4000<br>70,40000000000 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| Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Onema<br>Net Sales<br>Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home O'Goods Sold<br>Gross Margin<br>Total Compensation<br>Professional Services<br>Travels Entertairment<br>Administrative<br>Direct Costs<br>Total Depreciation<br>Amortization Expense   | 6,742<br>5,252<br>4,338<br>4,500<br>20,837<br>4,092<br>3,3234<br>2,298<br>3,016<br>3,016<br>2,475<br>3,10<br>4,409<br>2,475<br>3,10<br>4,409<br>2,475<br>3,10<br>4,409<br>2,475<br>3,10<br>4,600<br>2,475<br>3,10<br>4,600<br>2,475<br>3,10<br>4,600<br>2,475<br>3,10<br>4,600<br>2,475<br>3,10<br>4,600<br>2,475<br>3,10<br>4,600<br>2,298<br>3,016<br>4,000<br>2,298<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>4,000<br>2,000<br>3,016<br>4,000<br>2,000<br>4,000<br>3,016<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>2,000<br>4,000<br>4,000<br>2,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4 | 5.204<br>4.484<br>3.703<br>3.706<br>17,097<br>3.662<br>2.645<br>2.645<br>2.645<br>2.645<br>2.645<br>2.645<br>2.645<br>2.645<br>2.645<br>3.428<br>2.064<br>2.844<br>3.558<br>687<br>3.3393<br>161 | 6.341<br>5.085<br>4.3944<br>4.446<br>20,285<br>4.043<br>3.108<br>2.511<br>2.682<br>12,344<br>7.921<br>1.979<br>248<br>3.018<br>8.011<br>606<br>3.254<br>225<br>742<br>4.221  | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,207<br>36,652<br>21,547<br>21,547<br>6,518<br>842<br>1,169<br>2,150<br>10,679<br>604<br>1,905<br>13,189<br>8,359 | 6.742<br>5.252<br>4.388<br>4.506<br><b>20.837</b><br>4.092<br>3.234<br>2.298<br>3.015<br><b>12.639</b><br>8.199<br>2.475<br>310<br>449<br>7986<br>4.032<br>2.475<br>5.310<br>4.032<br>2.475<br>5.310<br>4.032<br>2.475<br>5.310<br>4.032<br>2.475<br>5.310<br>4.032<br>2.475<br>5.310<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.032<br>4.034<br>4.032<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.034<br>4.0344<br>4.034<br>4.0344<br>4.0344<br>4.0344<br>4.0344<br>4.0344<br>4.0344<br>4.0344<br>4.0 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6,472<br>5,621<br>4,634<br>4,639<br>21,366<br>4,682<br>3,602<br>3,210<br>14,920<br>6,446<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,064<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,066<br>2,06 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Actual<br>Juni<br>0.853<br>5.490<br>4.743<br>4.807<br><b>21,900</b><br>4.380<br>3.358<br>2.727<br><b>2.995</b><br><b>2.995</b><br><b>13,360</b><br><b>8,541</b><br><b>1,979</b><br>2.465<br><b>3,654</b><br><b>1,979</b><br>2.465<br><b>3,654</b><br><b>1,979</b><br>2.465<br><b>3,654</b><br><b>1,979</b><br>2.465<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br>2.455<br><b>1,3,254</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,979</b><br><b>1,9</b> |
(22<br>20,067<br>15,365)<br>13,715<br>13,952<br>64,103<br>13,153<br>10,216<br>8,429<br>9,121<br>40,918<br>40,918<br>6,518<br>8,429<br>9,121<br>40,918<br>6,518<br>8,429<br>9,121<br>40,918<br>6,518<br>8,429<br>9,121<br>40,918<br>6,518<br>8,429<br>1,169<br>9,121<br>40,918<br>6,518<br>8,410<br>1,169<br>9,121<br>40,918<br>40,918<br>6,518<br>8,410<br>1,169<br>9,121<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,918<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,918<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,919<br>40,91940,919<br>40,919<br>40,91940,919<br>40,919<br>40,919<br>40,919   | Jul<br>9,220<br>7,168<br>5,018<br>5,017<br>4,432<br>3,122<br>4,154<br>17,324<br>11,147<br>2,475<br>310<br>440<br>788<br>4,032<br>2,475<br>310<br>440<br>788<br>4,032<br>2,18<br>8<br>685  | Aug<br>7.862<br>5.6710<br>5.674<br>5.684<br>26,132<br>5.770<br>18,390<br>7.742<br>2.064<br>4.184<br>3.8790<br>7.742<br>2.064<br>4.184<br>3.899<br>3.393<br>1611<br>4.777<br>4.032<br>3.3710                              | 5 sep<br>10.442<br>3.358<br>6.7228<br>3.380<br>6.732<br>5.133<br>3.14.157<br>5.133<br>3.14.157<br>1.979<br>2.44<br>3.014<br>1.979<br>2.44<br>3.014<br>1.979<br>2.44<br>3.014<br>1.979<br>2.44<br>3.014<br>1.979<br>2.44<br>3.014<br>2.0451<br>1.979<br>2.44<br>3.014<br>2.0451<br>1.979<br>2.44<br>3.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.014<br>2.0    | G3<br>27,529<br>22,437<br>18,829<br>19,187<br>87,983<br>18,119<br>14,020<br>11,473<br>12,552<br>56,174<br>31,809<br>6,518<br>8,42<br>1,1659<br>2,150<br>10,679<br>6,04<br>1,305<br>13,189<br>18,620                            | YTD<br>5.883<br>53.628<br>44.979<br>219.285<br>219.285<br>22.355<br>22.355<br>23.800<br>133.724<br>76.541<br>10.855<br>2.626<br>3.6451<br>1.812<br>5.716<br>39.566<br>36.975                    |
Jan<br>6.903<br>5.796<br>4.562<br>21,889<br>21,889<br>2,455<br>3.342<br>2,445<br>3.344<br>8,486<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,056<br>2,   | Feb<br>0,341<br>4,067<br>4,105<br>4,105<br>4,105<br>3,015<br>3,156<br>3,015<br>14,245<br>1,968<br>2,76<br>3,558<br>1,968<br>2,76<br>3,555<br>3,133<br>3,133<br>78<br>2,77  |
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Apr<br>7.966<br>6.581<br>5.690<br>23,5803<br>5.415<br>4.4783<br>3.613<br>3.613<br>3.613<br>3.613<br>17,587<br>8.8035<br>1.886<br>2.855<br>1.016<br>3.351<br>2.851<br>2.851<br>1.016<br>3.517<br>2.851<br>1.016<br>3.517<br>2.851<br>1.016<br>3.517<br>1.016<br>3.517<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>1.016<br>3.551<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>3.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.017<br>4.0 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| Sep<br>9,498<br>8,077<br>0,288<br>0,332<br>30,194<br>0,517<br>4,976<br>3,946<br>4,216<br>19,554<br>19,554<br>19,554<br>19,554<br>10,540<br>10,540<br>10,540<br>2,343<br>3,011<br>4,111<br>8,388<br>3,892<br>2,455<br>6,311<br>4,768<br>4,768 |
G33<br>28,802<br>22,072<br>17,864<br>17,786<br>18,586<br>13,397<br>11,892<br>24,524<br>58,886<br>12,452<br>27,648<br>12,452<br>27,648<br>12,452<br>27,648<br>12,283<br>1,006<br>2,454<br>10,552<br>2,558<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>1 | YTD<br>71,110<br>57,904<br>45,000<br>225,139<br>43,703<br>37,422<br>23,423<br>33,7422<br>148,779<br>76,360<br>18,724<br>18,725<br>18,725<br>18,725<br>18,725   |
| Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Cinema<br>Net Sales<br>Smarphones and Tablets<br>Computers and Networking<br>Consumer Electronics<br>Home Cinema<br>Cost of Goods Sold<br>Gross Margin<br>Cost of Goods Sold<br>Gross Margin<br>Total Compensation<br>Professional Services<br>Travels Entertainment<br>Administrative<br>Direct Costs<br>Total Depreciation<br>Amortization Expenses | 6,742<br>5,252<br>4,338<br>4,506<br>20,837<br>4,606<br>20,837<br>4,606<br>3,205<br>12,639<br>8,199<br>2,475<br>3,015<br>2,475<br>3,016<br>440<br>708<br>4,602<br>2,475<br>3,016<br>440<br>4,602<br>2,475<br>3,016<br>4,406<br>4,606<br>2,416<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,016<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,000<br>3,0000<br>3,00000000   | 5.204<br>4.484<br>3.703<br>3.706<br>17,097<br>3.662<br>2.845<br>2.510<br>11,689<br>5.428<br>2.084<br>2.084<br>2.84<br>3.589<br>8.87<br>3.393<br>161<br>4.032                                     | 6.341<br>5.085<br>4.3944<br>4.446<br>20,285<br>4.043<br>3.108<br>2.511<br>2.682<br>12,344<br>7.921<br>1.979<br>248<br>3.018<br>8.011<br>606<br>3.254<br>225<br>742<br>4.221  | 18,286<br>14,821<br>12,435<br>12,657<br>58,199<br>11,797<br>9,194<br>7,454<br>8,20<br>21,547<br>21,547<br>21,547<br>21,547<br>10,679<br>6,658<br>2,150<br>10,679<br>6,644<br>1,905               | 6.742<br>5.252<br>4.388<br>4.506<br>20.837<br>4.092<br>3.234<br>2.296<br>3.015<br>12.639<br>8.199<br>2.475<br>3.10<br>4.493<br>6.886<br>6.886<br>4.936  |
6,472<br>5,621<br>4,634<br>4,639<br>21,365<br>4,682<br>3,603<br>3,404<br>3,210<br>14,920<br>6,446<br>2,084<br>2,084<br>2,084<br>2,084<br>2,084<br>2,084<br>1,528<br>6,837<br>3,393<br>1,611<br>4,777<br>4,032  | Actual<br>Jumui<br>6.853<br>4.867<br>4.360<br>4.360<br>4.360<br>4.360<br>4.360<br>4.360<br>4.368<br>8.541<br>1.970<br>8.541<br>1.970<br>8.541<br>1.970<br>2.255<br>7.42<br>7.42<br>7.42<br>7.42<br>7.42<br>7.42<br>7.42<br>7.42  |
022<br>20,677<br>15,369<br>13,715<br>13,552<br>45,103<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>13,153<br>10,216<br>8,42<br>23,186<br>8,42<br>23,186<br>8,42<br>1,195<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,216<br>10,20 | Jud<br>9,220<br>5,018<br>6,017<br>4,432<br>3,122<br>3,122<br>3,122<br>4,154<br>11,147<br>11,147<br>2,475<br>310<br>449<br>798<br>4,032<br>4,034<br>4,036<br>4,938   | Aug<br>7,862<br>5,870<br>5,884<br>2,8132<br>5,770<br>18,390<br>7,742<br>2,064<br>3,670<br>7,742<br>2,064<br>3,590<br>3,393<br>3,393<br>3,393<br>1,811<br>4,777<br>4,032  | 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Feb<br>0.341<br>4.487<br>4.310<br>19.804<br>4.400<br>3.475<br>5.558<br>5.558<br>5.558<br>3.158<br>5.558<br>3.158<br>5.558<br>3.158<br>5.558<br>7.77<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.87<br>7.8 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| 02<br>22,740<br>18,602<br>15,70<br>15,47 0<br>17,844<br>15,547<br>1,559<br>2,652<br>8,195<br>24,265<br>6,013<br>8,25<br>1,072<br>2,744<br>10,655<br>729<br>5,540<br>13,248                  |
Jul<br>8,165<br>6,745<br>5,077<br>25,942<br>25,942<br>2,534<br>3,3491<br>17,291<br>17,291<br>17,291<br>1,3,591<br>17,291<br>1,3,591<br>1,3,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1,5,591<br>1 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| Sep<br>9,498<br>8,077<br>0,288<br>0,332<br>30,194<br>0,517<br>4,976<br>3,946<br>4,216<br>19,554<br>19,554<br>19,554<br>19,554<br>10,540<br>10,540<br>10,540<br>2,343<br>3,011<br>4,111<br>8,388<br>3,892<br>2,455<br>6,311<br>4,768<br>4,768 | G33<br>28,802<br>22,072<br>17,864<br>17,786<br>18,586<br>13,397<br>11,892<br>24,524<br>58,886<br>12,452<br>27,648<br>12,452<br>27,648<br>12,452<br>27,648<br>12,283<br>1,006<br>2,454<br>10,552<br>2,558<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>10,557<br>1 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YTD<br>71,110<br>57,994<br>48,086<br>47,970<br>225,139<br>48,703<br>33,422<br>30,918<br>31,735<br>76,360<br>76,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,360<br>78,400<br>78,360<br>78,400<br>78,360<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>78,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,400<br>70,4000<br>70,4000<br>70,40000000000 |

# Tell The Integrated Story of Performance

## Enrich Your Data with Operational Detail and Analyst Insight

#### Group Profit and Loss

Year: 2017 Veriod: Sep Veriod: Comma Communications Inc. View: YTD Veriod: Year: 2017 Ye



Amounts in Thousands

POV Comments Subsidiary Comments (4)

#### America

Overall sales performance is not good for this month, but we have our problems (strikes) under control and we expect to outperform again in Q4.

**South America** is for the **9th** month in a row exceeding the sales targets. An outstanding performance from the entire team. We are very pleased to see all our new product lines doing so well in every single one of our underlying countries.

We expect verfy good results again next month due to the recovering Brazilian Consumer Confidence Index

#### Europe

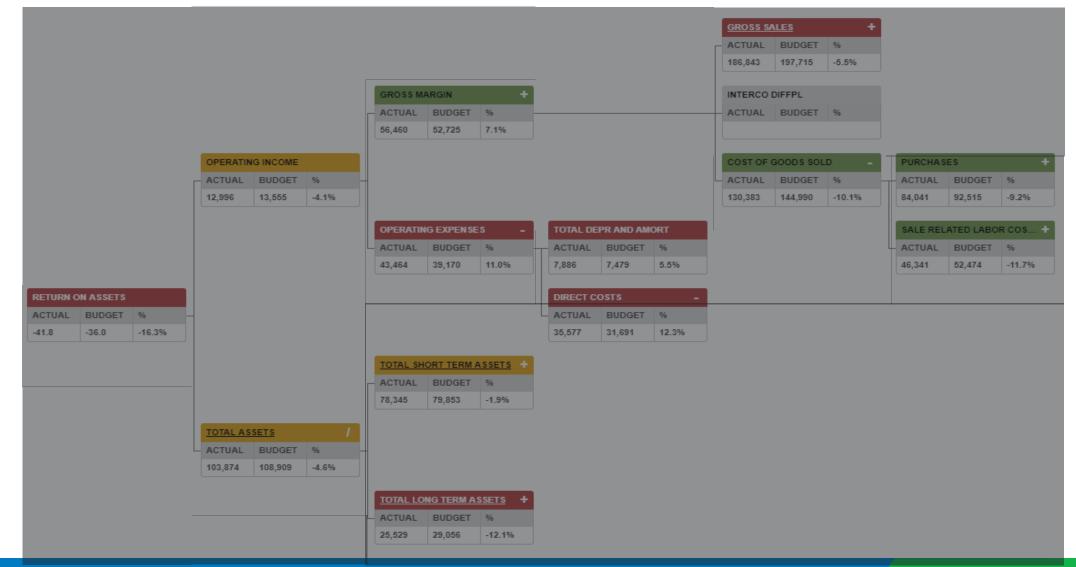
During the nine eight months of this year we lost one third of our sales force to a new player in the market. We have managed to stop this trend by actively coaching our remaining sales people and recruiting new and fresh sales people in all our major European regions. We expect to be back on track within 2 months from now.

Zoom: 1d 2d 1m 2m 6m 11D 1y 2s 10s 6

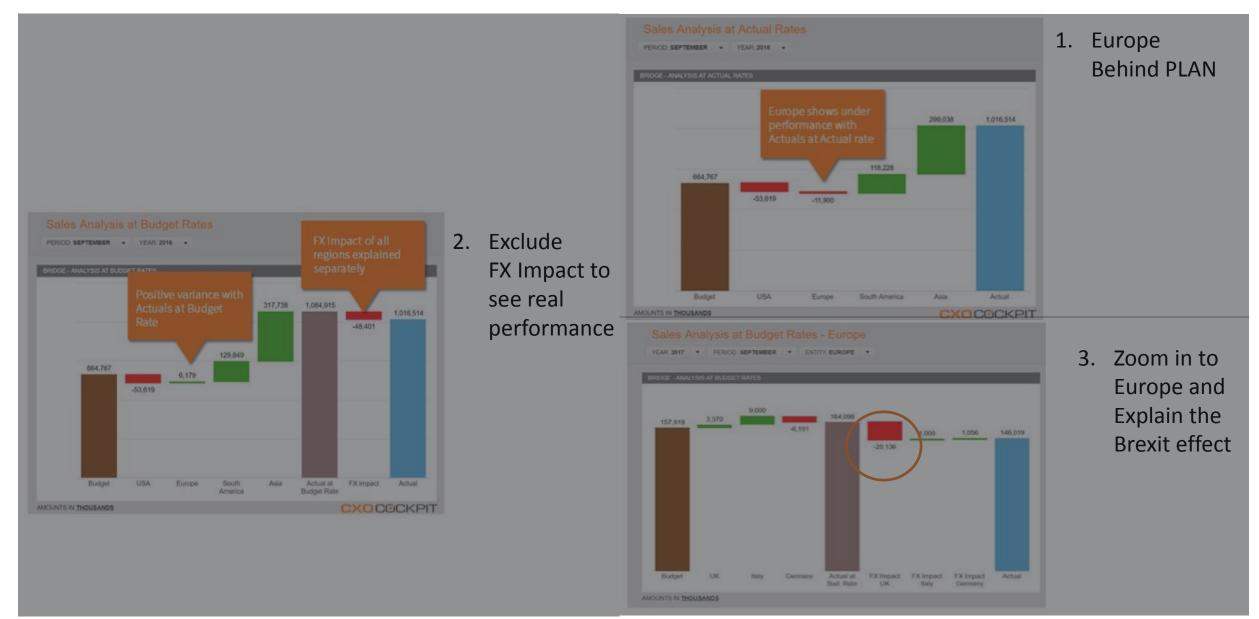
#### **Communicate Performance to the Business**



#### In a Way Business Users Would Understand



# **Create Meaningful Analysis and Build Up a Story**



# **Explain Variances**



#### Don't just report variances, but provide a narrative

#### P&L - Flux Reporting A O 🖪 🛨 🔍 🔐 # 0 🖬 ★ 🗣 🖬 🖶 P&L - Flux Input Year: 2017 View: Period: Sep View: Periodic View: Year: 2017 View: Periodic View: Year: 2017 . Period: Sep . View: Periodic . Entity: United States Of America Comma Communications Inc. United States of America Sep 2017 Variance Sep 2017 Variance Actual Budget Δ % Variance Comments Actual Budget Δ % Variance Comments Gross Sales 33,380 30.194 3,186 10.6% 10 1,567.4% Telephone 11 33,380 30,194 3,186 10.6% Net Sales 9 8 1.301.0% Utilities 3 2 284.8% Office Supplies 1 + Cost of Goods Sold 19.654 807 20,461 4.1% 34.7% 550 Purchases 741 191 1,494 1,109 385 34.7% Cost of goods sold overall higher than Budget due to unexpected increase in Cost of Goods Sold materials. Mainly affecting USA **Gross Margin** 12.919 10.540 2.379 22.6% 34.7% Sale Related Labor Costs 752 559 194 259 307 -48 -15.8% Better than expected direct costs due to new program to help cut costs. Direct Costs 2 0 -16.6% Janitorial 2 5 6 -16.6% Legal -1 22 27 -16.6% Professional Services -4 8 10 -16.6% -2 + Direct Costs 3,254 3,892 -638 -16.4% Direct costs for overall Comma Advertising 8 9 -2 -16.6% Software Communications lower per company Operating Expenses 298 372 -73 -19.8% wide initiative to cut costs. 6 8 -2 -23.5% Transporation Depreciation + Total Depreciation 245 -20 -8.3% 225 20 26 -6 -23.5% **Total Depreciation** + Amortization Expense 631 17.7% 742 111 14 18 -4 -23.5% **Building Depreciation** Operating Expenses 4,221 4,768 -547 -11.5% 30 39 -24.0% Travel& Entertainment -9 36 57 -36.5% Administrative -21 Operating Income 8,698 5,772 2,926 50.7% 6 10 -38.0% -4 Meals 39 64 -25 -38.8% Total Depreciation and Amortization 846 1,430 -585 -40.9% Gross Margin affected by the significant increase in cost of goods sold. Gross Margin Outlook looks much better towards the end of year. Interest Income (Expense) 561 510 51 10.0% Entertainment -4 -48.3% -48.3% 1.059 Income Before Taxes 2.977 47.4% **Operating Income** 548 -511 9.259 6.282 -49.0% 20 39 -19 Amortization Expense Amortization of Goodwill 20 39 -49.0% -19 Taxes 1.256 595 47 4% 1.852 Income Before Taxes 567 1,115 -548 -49.1% See explanation for gross margin. Net Profit 7,407 5,026 2,382 47.4% Taxes 113 223 -110 -49.1% 56 -37 -65.8% 19 Interest Income (Expense)

Maintenance

14

55

-41

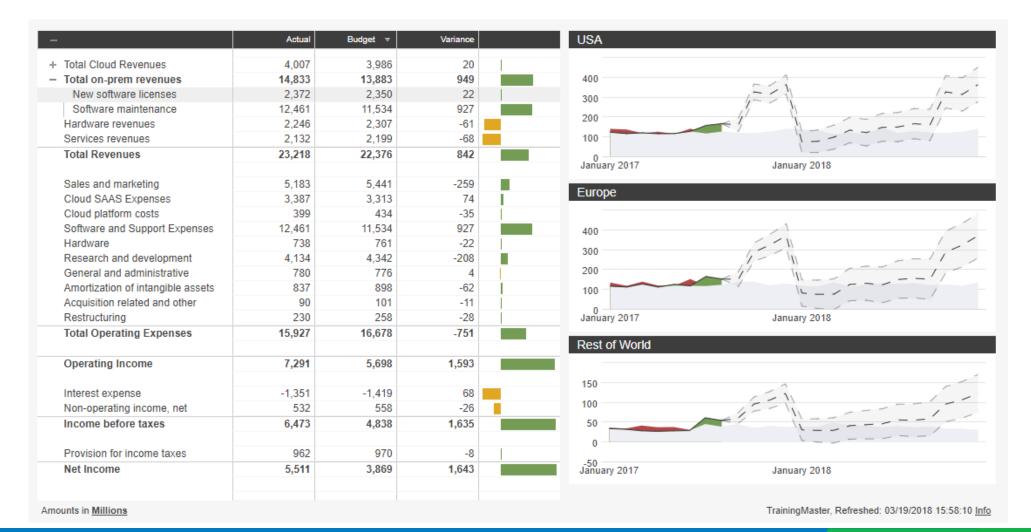
-74.5%

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# **Report With Intelligence**



#### Enrich your reports with predictions



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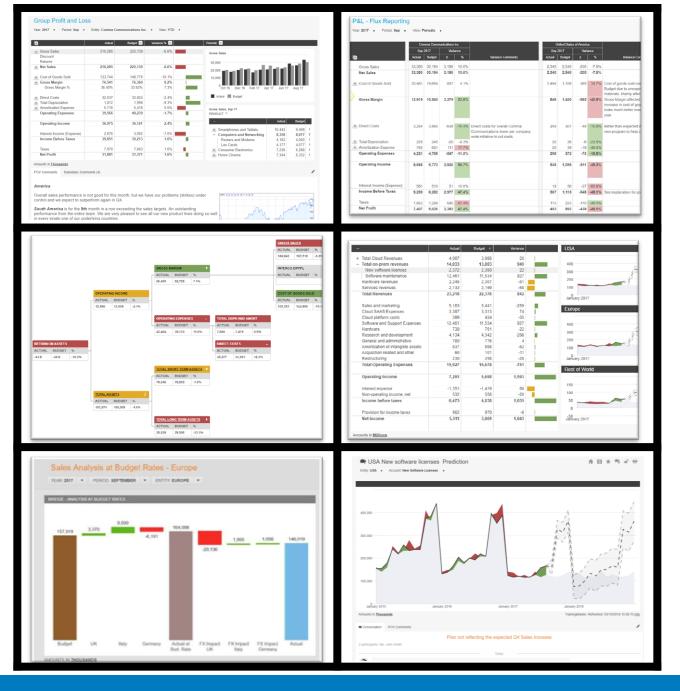
## **Share Analysis**

Have meaningful dialogues within or outside the FP&A team Service And the software licenses Prediction

Entity: USA 🔹 Account: New Software Licenses 🔹



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# **insight**software

# **Digital Storytelling**

- 1. Do Proper Analysis
- 2. Enrich with Commentary
- 3. Build your Story of Corporate Performance by ordering your analysis to best tell the story



What ERP system do you use?

- SAP
- Oracle
- Infor / Lawson
- JD Edwards
- Microsoft Dynamics
- PeopleSoft
- Other





#### Cost center reporting with integrated narratives at Fortune 100 tech firm



## **Flux Reporting Example**



#### P&L - Flux Reporting

Year: 2016 V Period: Sep V Company: Comma Communications Inc. View: Periodic V

		То	otal			Sr	nartphone	s and Tabi	lets		Co	mputers an	d Network	ang		
	Sep	2016	Vari	ance		Sep	2016	Vari	iance		Sep	2016	Varia	ance		
	Actual	Budget	Δ	%	Variance Comments	Actual	Budget	Δ	%	Variance Comments	Actual	Budget	Δ	%	Variance Comments	
Gross Sales	33,380	30,194	3,186	10.6%		10,442	9,498	944	9.9%		8,358	8,077	282	3.5%		
Net Sales	33,380	30,194	3,186	10.6%		10,442	9,498	944	9.9%		8,358	8,077	282	3.5%		
+ Cost of Goods Sold	20,461	19,654	807	4.1%	We continue to run at almost 4.2% over budget	6,732	6,517	215	3.3%	Slight increase in costs of goods sold versus last year (driven almost equally by purchases and labor costs)	5,133	4,976	157	3.2%		
Gross Margin	12,919	10,540	2,379	22.6%		3,710	2,981	729	24.5%	GM continues to exceed both Monthly and Rolling FY Forecast and Budget.	3,225	3,101	125	4.0%		
- Direct Costs	3,254	3,892	-638	-16.4%												
+ Total Compensation	1,979	2,343	-363	-15.5%												
+ Professional Services	248	301	-53	-17.6%	Professional services team impacted due to retirements											
- Travel& Entertainment	361	411	-50	-12.1%												
Travel	231	252	-21													
Meals	79	95	-17	-17.7%												
Entertainment	52	64	-12	-18.7%												
+ Administrative	666	838	-172	-20.6%											Lower HR meant lower admin costs	
+ Total Depreciation	225	245	-20	-8.3%												
+ Amortization Expense	742	631	111	17.7%												
Operating Expenses	4,221	4,768	-547	-11.5%												
Operating Income	8,698	5,772	2,926	50.7%	Operating Income remains on track versus budget thanks to strict cost control and better than expected raw materials prices in the first months of the year.	3,710	2,981	729	24.5%	Achieved most of the expected positive effect from our corporate cost-control and reduction drive	3,225	3,101	125	4.0%	Computers & Networking operating income YTD is a bit worse than expected due to a temporary slowdown of sales.	
Interest Income (Expense)	561	510	51	10.0%												
Income Before Taxes	9,259	6,282	2,977	47.4%		3,710	2,981	729	24.5%		3,225	3,101	125	4.0%		
Taxes	1,852	1,256	595	47.4%												
Net Profit	7,407	5,026	2,382	47.4%		3,710	2,981	729	24.5%		3,225	3,101	125	4.0%		

## **FP&A Reporting at DeLaval**



#### Cost center reporting with integrated narratives at Fortune 100 tech firm











#### Sales Reporting

- Daily Sales
- Sales and Margin
   Development

#### Management Reporting

- Group Performance
- Performance by area of responsibility

#### **Board Meetings**

- Key KPI's
- Ad-hoc questions

#### Areas of focus

- Transformation
- R&D projects
  - Business Intelligence

Result within **7 Months** 300 – 500 business users reporting digitally

# **Storytelling Example: DeLaval**



					DeLaval Group			Business A	lvea Supply Chain Support Functions Market Shares	CXO-Designer 🖗 Nikla Other Templates Help & Support		
De	Designer 🎴 Niklas List les Help & Support WIP	Market A		#08****								
	Cales Per Product - Demo	DELAVAL GROUP 👻			tal Clusters elect the New to benchmark) Profit & Loss	2016 WY		697	MA South East Asia	Split per Country Denmgrk	2016 WY 27,1%	
Crders Receive -25,1% 778,0% 254,5%	ed VMS Systems AMR Systems Parlour Systems	Ct Net Invoicing -46,7% 222,4%	12MR Deve DeLava		Net Invoicing, Ext (MEUR) Sales Growth Innovation Sales Vertical GM%s GPP (from BW) Gross Freight % Marker Area SG&A% Resource Cost % Travel Cost %	48.2% 1.2%	17,3% 8 8,0% 56,9% 47 0,2% 1,1% 0 15,3% 0 17,4% 0	38.9 8.1% 7.7% 0.1% 0.3% 0.3%	MA Eastern Europe	Norway Sweden UK & Ireland MA Northern Europe	24,6% 35,7% 18,4% 28,8%	32,8% 17,1%
-23,5% • 69,8% • -24,9% • 82,8% • 90,2% • 3,1% • 15,6% •	Rotary Systems Stanchion & Sheep and Goat Milking Support Farm Management Support Barn Environn Capital Good Original Parts	<ul> <li>-80,0%</li> <li>52,4%</li> <li>55,7%</li> <li>94,2%</li> </ul>	40 000	ma	Market Area AVC% Adjusted Working Capital Advance Payments (MEUR) AR Days Inventory Days Working Capital Turnover FTE Blue Collars White Collars	23.3% 1.4 85,4 140,2 2.2 815 1.307	86,5 133,2 2,3 904	0.0	MA BeNeLux & Sub-Saha	20 20 10 <sup>0</sup> MAY 16 JUL 16 SEP 15 Ni JUN 15 AUG 16 OCT 10		N 17 MAR 17 FED 17 APS
10,3% 0,4% 23,9% -27,1% -7,5%	Services Farm Supplies Liners & Tubes Milk Quality & Animal Health After Market DeLaval Total	<ul> <li>13,1%</li> <li>5,5%</li> <li>-22,2%</li> <li>7,4%</li> <li>8,1%</li> <li>4,3%</li> <li>17,3%</li> </ul>	30 000 25 000 APR 2013 APR 2014 - Orders Received - 1	APR 2015 APR 2016 AI Net Invoicing	Sales per FTE (kEUR)	1 307			TTD O LY YTD	Periodic, Denmark		

# **Key Benefits of Effective Storytelling**

- Business insights ready for management decisions
- Faster, higher quality information specifically correlated to the performance of the business directly from those closest to the business
- The Foundation for a more agile enterprise!

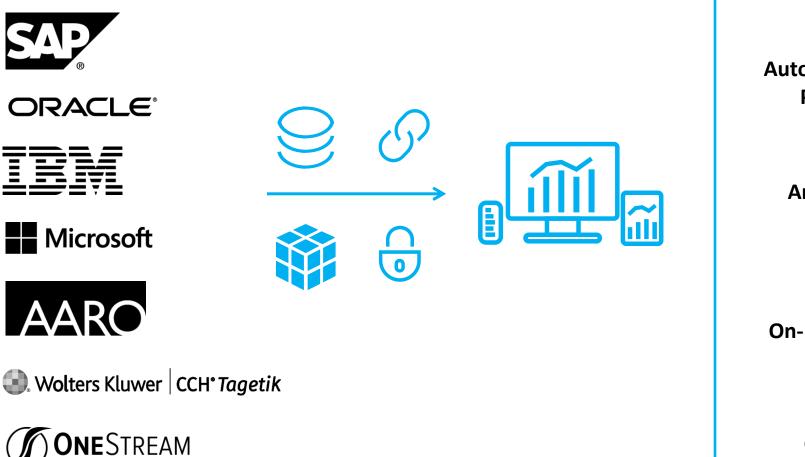




# **Digital Performance Reporting with CXO**



#### Simplified, Secure, Connected, Controlled



Automate the Report Mobile **Pack Creation Any Data Source Compliance &** Connectivity Governance **On-Premise Security Drill Down Analysis Commentary** Internal **Collection Workflow Collaboration** 

Value of CXO Software

# **Finance Insight: New York**

- A roundtable to discuss financial and EPM reporting that accelerates businesses processes
- Topics include:
  - Accelerating period-end close processes
  - Improving data processing and use of data throughout your organization
  - How to drive better business outcomes
- June 20 8:00am-11:30am
- The Cornell Club New York
- Learn more/Register: go.insightsoftware.com/NYC

#### www.insightsoftware.com 28





Are you interested in learning more about how you can deliver more value from your financial reporting using technology?

- Yes, of course
- Yes, but in a few months or later in 2019
- No thank you, we are good

#### **Additional Resources**





#### **Dan Phillips**

VP, North America Sales insightsoftware Dan.Phillips@insightsoftware.com 404-915-8898 **Ready to learn more?** Visit insightsoftware.com

CXO Product Tour: cxo.insightsoftware.com/demo/

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