

Consolidated Statement of Income
2017

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	TOTAL	% Rev.
REVENUE														
Consulting	405,000	405,000	495,000	435,000	435,000	525,000	435,000	445,000	565,000	500,000	440,000	530,000	5,615,000	76.9%
Strategic Serv	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	420,000	5.8%
Support Services	10,000	10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	145,000	2.0%
Training	25,000	25,000	25,000	50,000	25,000	50,000	25,000	50,000	25,000	50,000	25,000	25,000	400,000	5.5%
Usability	40,000	40,000	90,000	40,000	40,000	90,000	40,000	70,000	80,000	70,000	60,000	60,000	720,000	9.9%
TOTAL REVENUE	515,000	515,000	655,000	570,000	545,000	710,000	545,000	615,000	720,000	670,000	575,000	665,000	7,300,000	
COST OF GOODS													-	
Consulting	32,400	32,400	39,600	34,800	34,800	42,000	34,800	35,600	45,200	40,000	35,200	42,400	449,200	6.2%
Strategic Serv	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	12,600	0.2%
Support Services	800	800	800	800	800	800	800	1,200	1,200	1,200	1,200	1,200	10,400	0.1%
Training	1,000	1,000	2,000	2,000	1,000	2,000	1,000	2,000	2,000	2,000	1,000	1,000	16,000	0.2%
Usability	800	800	1,800	800	800	1,800	800	1,400	1,600	1,400	1,200	1,200	14,400	0.2%
TOTAL COST OF GOODS	36,050	36,050	44,250	39,450	38,450	47,650	38,450	41,250	50,050	45,650	39,650	45,650	502,600	6.9%
GROSS MARGIN	478,950	478,950	610,750	530,550	506,550	662,350	506,550	573,750	669,950	624,350	535,350	619,350	6,797,400	93.1%
EXPENSES														
TPG Europe						-								
Salaries & Benefits	124,000	124,000	124,000	124,000	124,000	124,000	124,000	124,000	124,000	124,000	124,000	124,000	1,487,998	20.4%
Other	5,289	5,317	5,345	5,372	5,400	5,483	5,511	5,539	5,539	5,539	5,539	5,539	65,412	0.9%
Total	129,289	129,317	129,344	129,372	129,400	129,483	129,511	129,539	129,539	129,539	129,539	129,539	1,553,410	21.3%
US Engineering														
Salaries & Benefits	145,171	145,171	145,171	145,171	145,171	161,171	145,171	145,171	155,171	145,171	145,171	147,171	1,770,051	24.2%
Other	4,699	14,699	18,699	14,279	18,699	17,727	28,754	14,754	67,754	19,154	22,254	4,754	246,228	3.4%
Total	149,870	159,870	163,870	159,450	163,870	178,898	173,925	159,925	222,925	164,325	167,425	151,925	2,016,278	27.6%
Training														
Salaries & Benefits	10,831	10,831	10,831	10,831	10,831	10,831	10,831	10,831	10,831	10,831	10,831	10,831	129,971	1.8%
Other	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	12,120	0.2%
Total	11,841	11,841	11,841	11,841	11,841	11,841	11,841	11,841	11,841	11,841	11,841	11,841	142,091	1.9%
Sales/Market														
Salaries & Benefits	69,096	69,096	130,776	69,756	69,456	151,436	69,456	70,296	151,556	70,956	69,816	190,896	1,182,588	16.2%
Advertising & Promotions	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	96,000	1.3%
Other	4,739	4,739	7,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	59,873	0.8%
Total	81,835	81,835	146,515	82,495	82,195	164,175	82,195	83,035	164,295	83,695	82,555	203,635	1,338,461	18.3%
G&A														
Salaries & Benefits	33,588	33,588	53,588	33,588	33,588	53,588	33,588	33,588	53,588	33,588	33,588	44,633	474,105	6.5%
Other	13,685	13,684	15,634	13,634	13,634	15,634	13,634	13,634	15,634	13,634	13,634	23,634	179,714	2.5%
Total	47,274	47,273	69,223	47,223	47,223	69,223	47,223	47,223	69,223	47,223	47,223	68,267	653,819	9.0%
TOTAL EXPENSE	420,108	430,135	520,793	430,381	434,529	553,620	444,695	431,563	597,823	436,623	438,583	565,207	5,704,060	78.1%
EBITDA	58,842	48,815	89,957	100,169	72,021	108,730	61,855	142,187	72,127	187,727	96,767	54,143	1,093,340	15.0%
Deprec. & Amort.	361	389	417	444	472	583	639	667	667	667	667	667	6,639	0.1%
EBIT	59,203	49,204	90,374	100,614	72,494	109,314	62,494	142,854	72,794	188,394	97,434	54,810	1,099,979	15.1%
INTEREST														
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest - Short-term Notes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest - Long-term Notes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL OTHER	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PROFIT/(LOSS) Before Tax	58,842	48,815	89,957	100,169	72,021	108,730	61,855	142,187	72,127	187,727	96,767	54,143	1,093,340	15.0%
Taxes	-	14,644	26,987	30,051	21,606	32,619	18,556	42,656	21,638	56,318	29,030	16,243	310,350	4.3%
PROFIT/(LOSS) After Tax	58,842	34,170	62,970	70,118	50,415	76,111	43,298	99,531	50,489	131,409	67,737	37,900	782,991	10.7%