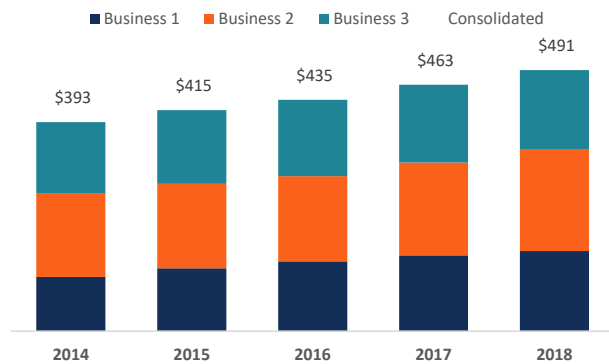
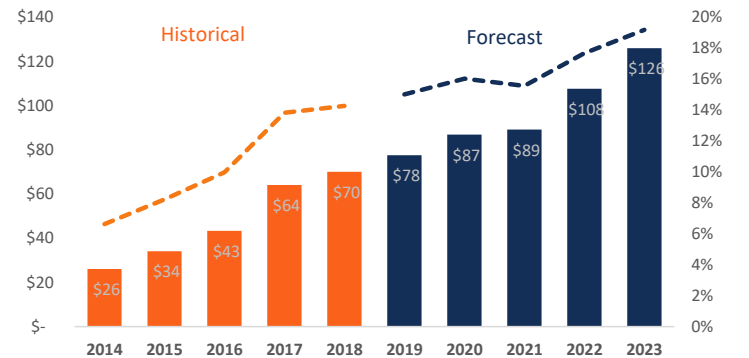


## Comprehensive Financial Overview 2018

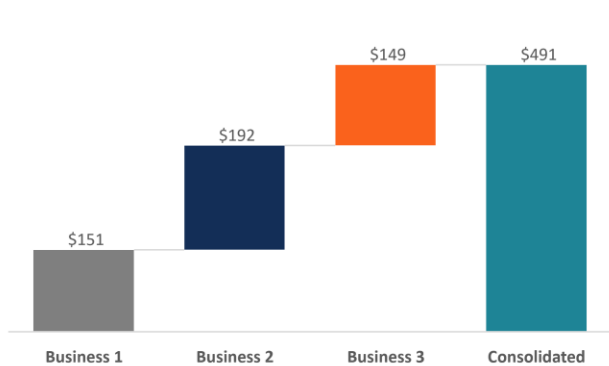
## Business Unit Revenue (\$000)



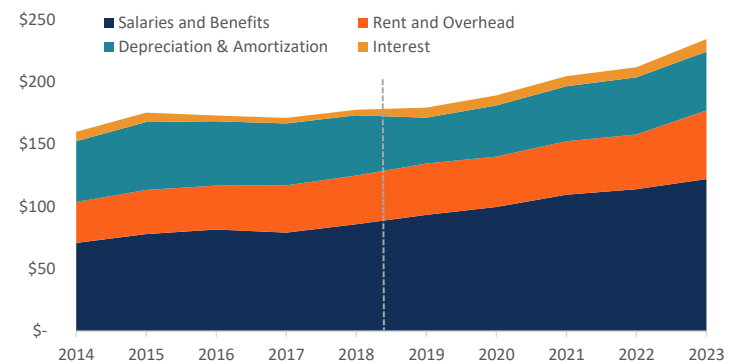
## Profit Margin (\$000)



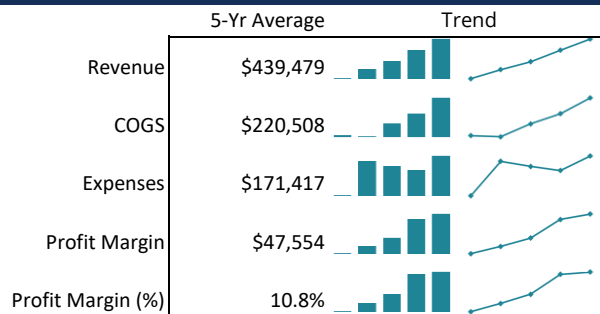
## 2018 Cumulative Revenue (\$000)



## Expenses (\$000)



## Five-Year Performance Summary



## Income Statement FY 2018

	Actual	Plan	Variance	Var%
Revenue	\$490,923	\$475,000	\$15,923	3.4%
COGS	\$243,130	\$238,000	\$5,130	2.2%
Expenses	\$177,712	\$186,000	(\$8,288)	(4.5%)
Profit Margin	\$70,081	\$73,500	(\$3,419)	(4.7%)
Profit Margin (%)	14.3%	15.5%	(1.2%)	(7.7%)

## P&amp;L Summary 2018

Revenue	\$490,923
COGS	\$243,130
Expenses	
Salaries and Benefits	\$85,735
Rent and Overhead	\$39,236
Depreciation & Amortization	\$48,241
Interest	\$4,500
Total Expenses	\$177,712
Net Operating Profit	\$70,081

## Balance Sheet Summary 2018

Assets	
Current Assets	\$395,685
Non-current Assets	\$589,610
Total Assets	\$985,295
Liabilities	
Current Liabilities	\$135,374
Long-term Liabilities	\$384,962
Shareholders' Equity	\$464,959
Total Liabilities & Shareholders' Equity	\$985,295