Annual Financial Summary Speech

Good [morning/afternoon/evening] everyone,

Thank you for joining us today as we review the results from Fabrikam's Income Statement for this past fiscal year. We are pleased to report a year of growth and progress for our company.

Starting with revenue, we saw significant increases in three key areas. Our cloud computing segment grew from $30.65 million last year to $35.3 million this year. Artificial intelligence saw remarkable growth, rising from $8.35 million to $22.845 million. Licensing fees also increased from $15.3 million to $18.275 million. However, our IT services revenue experienced a slight decline, moving from $90.325 million last year to $82.369 million this year. Despite this, our total revenue increased from $144.625 million to $158.789 million.

Our cost of goods sold saw a rise, totaling $53.54 million this year compared to $45.942 million last year. This increase can be attributed to higher direct material and labor costs as well as manufacturing overhead. As a result, our gross profit improved from $98.683 million to $105.249 million.

Operating expenses also saw an increase, with selling expenses rising to $10.25 million, research and development costs to $5.12 million, general and administrative expenses to $12.447 million, and depreciation and amortization to $6.21 million. Consequently, our total operating expenses grew from $32.14 million to $34.027 million.

Despite these increases, our operating income, or EBIT, rose from $66.543 million to $71.222 million. This demonstrates our ability to manage costs effectively while driving revenue growth.

Other income and expenses showed a slight increase in interest income to $876,200, though interest expenses also grew to $3.675 million. Miscellaneous income remained stable at approximately $315,750. As a result, our total other income and expenses reflect a marginal increase in net expenses, totaling $2.483 million this year.

Our income before taxes, or EBT, rose from $64.178 million to $68.739 million. Our federal income tax expense increased to $14.435 million, while Minnesota state income tax expense grew to $6.736 million. This brings our total income tax expense to $21.171 million.

Ultimately, our net income for the year increased from $44.411 million to $47.567 million.

These results reflect our ongoing commitment to innovation and growth, and we remain optimistic about our future prospects. Thank you for your continued support and dedication to Fabrikam.

[Optional: Questions and Answers]

Thank you.