

# Income Statement Dashboard

| Index | Description                  | FY21       | FY22       |
|-------|------------------------------|------------|------------|
| 1     | Revenue:                     |            |            |
| 2     | Product                      | 71,074.00  | 72,732.00  |
| 3     | Service and other            | 97,014.00  | 125,538.00 |
| 4     | Total revenue                | 168,088.00 | 198,270.00 |
| 5     | Cost of revenue:             |            |            |
| 6     | Product                      | 18,219.00  | 19,064.00  |
| 7     | Service and other            | 34,013.00  | 43,586.00  |
| 8     | Total cost of revenue        | 52,232.00  | 62,650.00  |
| 9     | Gross margin                 | 115,856.00 | 135,620.00 |
| 10    | Research and development     | 20,716.00  | 24,512.00  |
| 11    | Sales and marketing          | 20,117.00  | 21,825.00  |
| 12    | General and administrative   | 5,107.00   | 5,900.00   |
| 13    | Impairment and restructuring |            |            |
| 14    | Operating income             | 69,916.00  | 83,383.00  |
| 15    | Other income (expense), net  | 1,186.00   | 333.00     |
| 16    | Income before income taxes   | 71,102.00  | 83,716.00  |
| 17    | Provision for income taxes   | 9,831.00   | 10,978.00  |
| 18    | Net income                   | 61,271.00  | 72,738.00  |
| 19    | Earnings per share:          |            |            |
| 20    | Basic                        | 8.12       | 9.70       |
| 21    | Diluted                      | 8.05       | 9.65       |

## Net Income

72.74K

Goal: 61.27K (+18.72%)

## Operating Income

83.38K

Goal: 69.92K (+19.26%)

## Total Revenue

198.27K

Goal: 168.09K (+17.96%)

