

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 | 0.00 | 0.00 |
| 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%)

Sum of Net income and Sum of Total revenue 2018 - 2022

