



## Income Statement



**\$10M**

Revenue



**\$6M**

Costs



**\$2M**

Expenses



**\$2M**

Operating Income

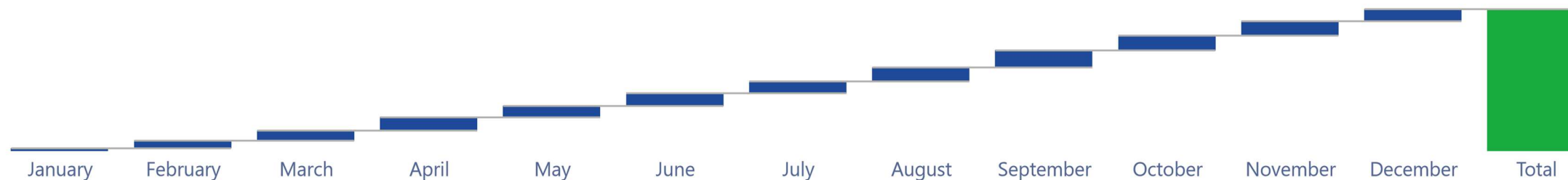


**22.4%**

% of Op. Income

### Operating Income by Month

● Increase ● Decrease ● Total



| Month Name               | January      |        |    | February     |        |           | March        |        |          | April        |        |          | May          |        |          |
|--------------------------|--------------|--------|----|--------------|--------|-----------|--------------|--------|----------|--------------|--------|----------|--------------|--------|----------|
| Header Account           | PnL          | VA     | HA | PnL          | VA     | HA        | PnL          | VA     | HA       | PnL          | VA     | HA       | PnL          | VA     | HA       |
| ⊕ GROSS REVENUE          | \$2,56,569   | 100.0% |    | \$5,55,492   | 100.0% | ↑ 116.5%  | \$6,41,542   | 100.0% | ↑ 15.5%  | \$7,84,661   | 100.0% | ↑ 22.3%  | \$6,67,868   | 100.0% | ↓ -14.9% |
| ⊕ (-) Cost of Sales      | (\$1,48,107) | -57.7% |    | (\$3,27,834) | -59.0% | ↓ -121.4% | (\$3,74,851) | -58.4% | ↓ -14.3% | (\$4,74,886) | -60.5% | ↓ -26.7% | (\$3,86,192) | -57.8% | ↑ 18.7%  |
| ⊕ GROSS MARGIN           | \$1,08,462   | 42.3%  |    | \$2,27,657   | 41.0%  | ↑ 109.9%  | \$2,66,691   | 41.6%  | ↑ 17.1%  | \$3,09,776   | 39.5%  | ↑ 16.2%  | \$2,81,676   | 42.2%  | ↓ -9.1%  |
| ⊕ (-) Operating Expenses | (\$70,388)   | -27.4% |    | (\$1,11,287) | -20.0% | ↓ -58.1%  | (\$1,12,778) | -17.6% | ↓ -1.3%  | (\$1,07,849) | -13.7% | ↑ 4.4%   | (\$1,08,783) | -16.3% | -0.9%    |
| ⊕ OPERATING INCOME       | \$38,074     | 14.8%  |    | \$1,16,370   | 20.9%  | ↑ 205.6%  | \$1,53,913   | 24.0%  | ↑ 32.3%  | \$2,01,927   | 25.7%  | ↑ 31.2%  | \$1,72,893   | 25.9%  | ↓ -14.4% |

