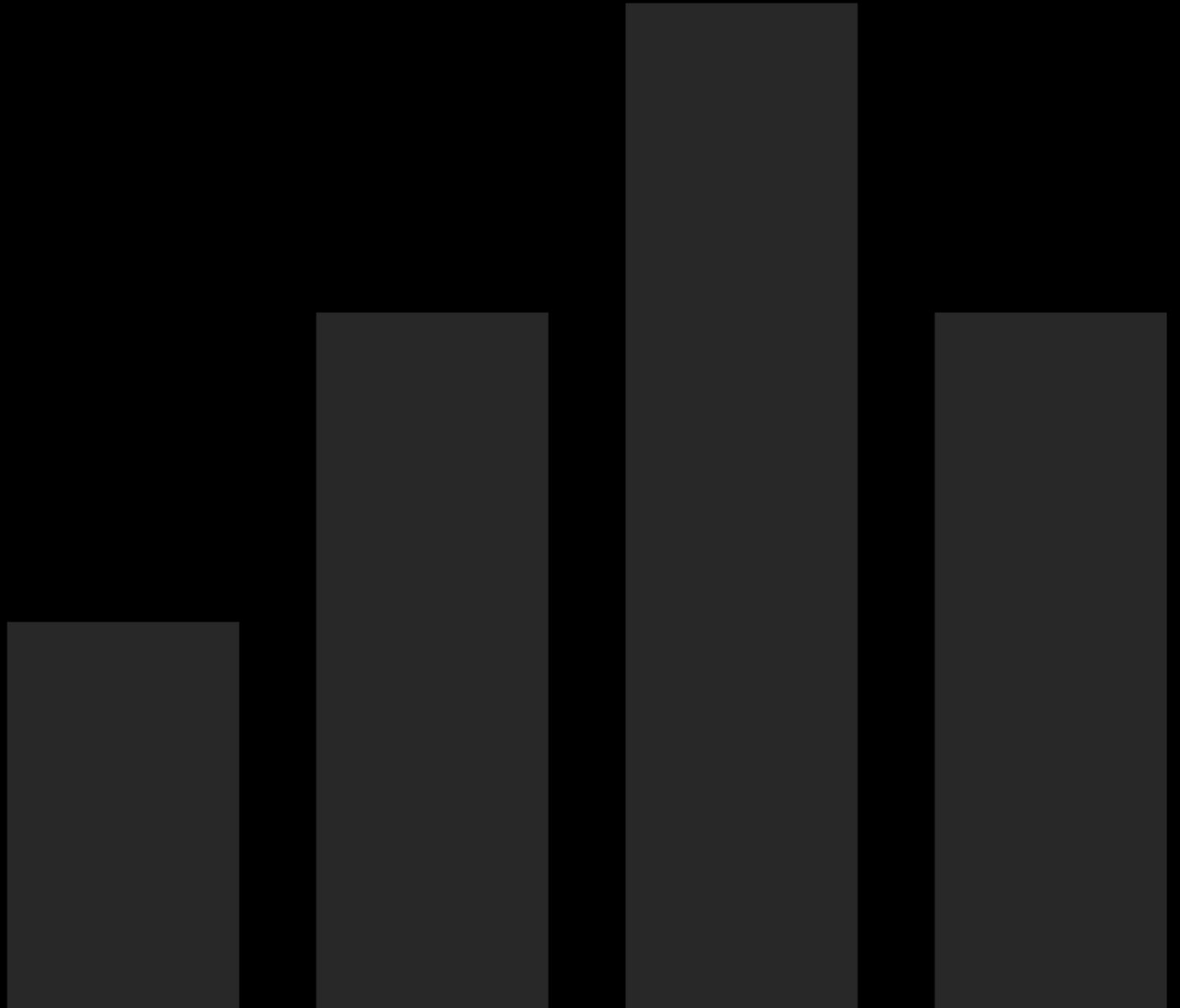


Opex Analysis



GTM Department Expenses

Trend Dollar

Account Group	202401	202402	202403	202404	202405	202406	202407	202408	202409	202410	202411	202412
<div><div></div>Total Compensation</div>												
<div><div></div>Total Other Expense</div>												
<div><div></div>Total Travel and Entertainment Costs</div>												
<div><div></div>Total Outside Services Costs</div>												
<div><div></div>Total Lease and Rental Costs</div>												
<div><div></div>Total Depreciation Costs</div>												
<div><div></div>Total Occupancy Costs</div>												
<div><div></div>Total Advertising and Promotion Costs</div>												
<div><div></div>Repair and Maintenance Costs</div>												
<div><div></div>Total Telephone and Telex</div>												
<div><div></div>Total Minor Equipment - Furn and Fix Costs</div>												
<div><div></div>Total Bank Charges</div>												
<div><div></div>Total Training Costs</div>												
<div><div></div>Total Supply Costs</div>												
<div><div></div>Total Professional Services Costs</div>												
<div><div></div>Total Automobile Costs</div>												
<div><div></div>Total Insurance Costs</div>												
Total	17,689,586	17,493,986	20,153,678	17,985,291	17,932,400	21,175,107	17,864,325	17,669,236	20,754,615	17,498,044	17,463,746	20,465,25

Trend BU

Trend Headcount

☐													
	Headcount Existing	154	154	154	154	154	154	154	154	154	154	154	1,848
	Headcount Transfer In/Out (Input)	7	7	7	7	7	7	7	7	7	7	7	84
	Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0
☐													
	Headcount Existing	65	65	65	65	65	65	65	65	65	65	65	780
	Headcount Transfer In/Out (Input)	20	20	20	20	20	20	20	20	20	20	20	240
	Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0
☐													
	Headcount Existing	71	71	71	71	71	71	71	71	71	71	71	852
	Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Transfer In/Out (Input)	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-24
☐													
	Headcount Existing	5	5	5	5	5	5	5	5	5	5	5	60
	Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0
	Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0
Total													

GTM Department Expenses

Compare Account

☐ **Total Compensation**

- Salary_and_Wages
- Commission_Expense
- Insurance_Group_Health
- Payroll_Taxes
- Bonus_Expense
- Employee_Thrift_401K
- Salary_Other
- Overtime_Expense
- Insurance_Workers_Comp
- Benefits_Insurance
- Other_Bonus
- Temporary_Help
- Other_Compensation_Costs
- Vendor_Reimbursement

☐ **Total Other Expense**

☐ **Total Travel and Entertainment Costs**

☐ **Total Outside Services Costs**

☐ **Total Lease and Rental Costs**

☐ **Total Depreciation Costs**

☐ **Total Occupancy Costs**

☐ **Total Advertising and Promotion Costs**

☐ **Repair and Maintenance Costs**

☐ **Total Telephone and Telex**

☐ **Total Minor Equipment - Furn and Fix Co**

☐ **Total Bank Charges**

☐ **Total Training Costs**

Total

Remove Values

GTM Department Expenses

Compare BU

Division	Cur Fcst	Prior Fcst	Plan Fcst	Prior Year	vs PF	vs Plan	vs PY
Total	224,145,263	0	0	245,189,010	-224,145,263	-224,145,263	21,043,746

Remove Values