



DEMO CLIENT

Monthly Financial Report

OCTOBER 2022

Confidential & Proprietary



Entity One

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Entity Two

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Entity Three

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Corporate

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MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results



		Month					Year-to-Date								
Consolidated P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Revenues		2,001,697	1,630,464	371,233	22.8%	1,798,909	202,787	11.3%	21,537,350	18,030,388	3,506,962	19.5%	19,720,522	1,816,828	9.2%
Cost of Goods		1,046,707	543,651	503,056	92.5%	660,883	385,823	58.4%	9,426,143	7,107,006	2,319,137	32.6%	7,271,412	2,154,731	29.6%
Gross Profit		954,990	1,086,813	(131,823)	-12.1%	1,138,026	(183,036.1)	-16.1%	12,111,207	10,923,382	1,187,825	10.9%	12,449,110	(337,903)	-2.7%
Gross Margin %		0.48	0.67	(0)	-28.4%	0.63	(0.2)	-23.8%	0.56	0.61	(0)	-8.2%	0.63	(0)	-11.1%
Operating Expenses		947,327	635,503	311,824	49.1%	713,608	233,719	32.8%	8,355,013	10,449,648	(2,094,635)	-20.0%	7,267,943	1,087,070	15.0%

		TTM												
Consolidated P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent						
Revenues		24,687,977	18,030,388	6,657,589	36.9%	22,871,149	1,816,828	7.9%						
Cost of Goods		10,563,002	7,107,006	3,455,996	48.6%	8,408,271	2,154,731	25.6%						
Gross Profit		14,124,975	10,923,382	3,201,593	29.3%	14,462,878	(337,903)	-2.3%						
Gross Margin %		0.57	0.61	(0)	-6.6%	0.63	(0)	-9.5%						
Operating Expenses		10,339,656	10,449,648	(109,991)	-1.1%	8,403,631	1,936,026	23.0%						

Month Ended October 31, 2022 - Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation

Year-to-Date October 2022 - Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation

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MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: Month



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Month								
Consolidated P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Revenues		2,001,697	1,630,464	371,233	22.8%	1,798,909	202,787	11.3%
Cost of Goods		1,046,707	543,651	503,056	92.5%	660,883	385,823	58.4%
Gross Profit		954,990	1,086,813	(131,823)	-12.1%	1,138,026	(183,036.1)	-16.1%
Gross Margin %		0.48	0.67	(0)	-28.4%	0.63	(0.2)	-23.8%
Operating Expenses		947,327	635,503	311,824	49.1%	713,608	233,719	32.8%
Corporate P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Corporate G&A								
Operating Expenses		95,546		95,546	0.0%	77,436	18,110	23.4%
Entity One P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity One								
Revenues		623,231	499,791	123,440	24.7%	550,081	73,150	13.3%
Cost of Goods		288,319	145,768	142,551	97.8%	220,174	68,145	31.0%
Gross Profit		334,913	354,023	(19,110)	-5.4%	329,908	5,005	1.5%
Gross Margin %		0.54	0.71	(0)	-23.9%	0.60	(0.1)	-10.0%
Operating Expenses		198,967	192,049	6,918	3.6%	181,386	17,582	9.7%
Entity Two P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity Two								
Revenues		514,085	367,900	146,185	39.7%	386,295	127,790	33.1%
Cost of Goods		456,832	122,785	334,047	272.1%	144,860	311,972	215.4%
Gross Profit		57,253	245,115	(187,862)	-76.6%	241,434	(184,181.5)	-76.3%
Gross Margin %		0.11	0.67	(1)	-83.6%	0.63	(0.5)	-82.5%
Operating Expenses		352,585	233,071	119,513	51.3%	183,572	169,013	92.1%
Entity Three P&L Overview		MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity Three								
Revenues		847,428	762,773	84,654	11.1%	862,533	(15,105.8)	-1.8%
Cost of Goods		304,704	275,098	29,606	10.8%	295,849	8,855	3.0%
Gross Profit		542,723	487,675	55,048	11.3%	566,684	(23,961.1)	-4.2%
Gross Margin %		0.64	0.64	-	0.0%	0.66	(0.0)	-3.0%
Operating Expenses		280,128	210,382	69,746	33.2%	271,215	8,913	3.3%

MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: Year-to-Date



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Year-to-Date							
Consolidated P&L Overview		YTD	PY YTD	Change	Percent	YTD Budget	Change
Revenues		21,537,350	18,030,388	3,506,962	19.5%	19,720,522	1,816,828
Cost of Goods		9,426,143	7,107,006	2,319,137	32.6%	7,271,412	2,154,731
Gross Profit		12,111,207	10,923,382	1,187,825	10.9%	12,449,110	(337,903)
Gross Margin %		0.56	0.61	(0)	-8.2%	0.63	(0)
Operating Expenses		8,355,013	10,449,648	(2,094,635)	-20.0%	7,267,943	1,087,070
Corporate P&L Overview		YTD	PY YTD	Change	Percent	YTD Budget	Change
Corporate G&A							
Operating Expenses		408,676		408,676	0.0%	77,436	331,241
Entity One P&L Overview		YTD	PY YTD	Change	Percent	YTD Budget	Change
Entity One							
Revenues		5,815,291	4,945,227	870,064	17.6%	5,365,412	449,879
Cost of Goods		2,491,161	1,962,200	528,961	27.0%	2,164,023	327,138
Gross Profit		3,324,130	2,983,027	341,103	11.4%	3,201,389	122,741
Gross Margin %		0.57	0.60	(0)	-5.0%	0.60	(0)
Operating Expenses		1,968,658	2,983,027	(1,014,369)	-34.0%	1,752,728	215,931
Entity Two P&L Overview		YTD	PY YTD	Change	Percent	YTD Budget	Change
Entity Two							
Revenues		6,840,149	5,463,880	1,376,270	25.2%	5,737,074	1,103,076
Cost of Goods		3,483,712	2,389,811	1,093,901	45.8%	2,151,403	1,332,310
Gross Profit		3,356,437	3,074,068	282,369	9.2%	3,585,671	(229,234)
Gross Margin %		0.49	0.56	(0)	-12.5%	0.63	(0)
Operating Expenses		3,201,300	3,166,657	34,643	1.1%	2,726,329	474,970
Entity Three P&L Overview		YTD	PY YTD	Change	Percent	YTD Budget	Change
Entity Three							
Revenues		8,608,315	7,621,282	987,033	13.0%	8,618,036	(9,722)
Cost of Goods		3,301,177	2,754,995	546,182	19.8%	2,955,986	345,190
Gross Profit		5,307,138	4,866,287	440,851	9.1%	5,662,050	(354,912)
Gross Margin %		0.62	0.64	(0)	-3.1%	0.66	(0)
Operating Expenses		2,652,877	4,866,287	(2,213,410)	-45.5%	2,711,451	(58,574)

MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: TTM



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TTM							
Consolidated P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change
Revenues		24,687,977	18,030,388	6,657,589	36.9%	22,871,149	1,816,828
Cost of Goods		10,563,002	7,107,006	3,455,996	48.6%	8,408,271	2,154,731
Gross Profit		14,124,975	10,923,382	3,201,593	29.3%	14,462,878	(337,903)
Gross Margin %		0.57	0.61	(0)	-6.6%	0.63	(0)
Operating Expenses		10,339,656	10,449,648	(109,991)	-1.1%	8,403,631	1,936,026
Corporate P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change
Corporate G&A							
Operating Expenses		408,676		408,676	0.0%	77,436	331,241
Entity One P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change
Entity One							
Revenues		6,822,124	4,945,227	1,876,897	38.0%	6,372,245	449,879
Cost of Goods		2,925,550	1,962,200	963,350	49.1%	2,598,412	327,138
Gross Profit		3,896,574	2,983,027	913,547	30.6%	3,773,833	122,741
Gross Margin %		0.57	0.60	(0)	-5.0%	0.59	(0)
Operating Expenses		2,541,102	2,983,027	(441,925)	-14.8%	2,050,643	490,460
Entity Two P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change
Entity Two							
Revenues		7,447,443	5,463,880	1,983,564	36.3%	6,344,368	1,103,076
Cost of Goods		3,669,892	2,389,811	1,280,081	53.6%	2,337,582	1,332,310
Gross Profit		3,777,551	3,074,068	703,483	22.9%	4,006,785	(229,234)
Gross Margin %		0.51	0.56	(0)	-8.9%	0.63	(0)
Operating Expenses		3,867,817	3,166,657	701,160	22.1%	3,135,019	732,798
Entity Three P&L Overview		TTM	TTM PY	Change	Percent	TTM Budget	Change
Entity Three							
Revenues		10,144,815	7,621,282	2,523,533	33.1%	10,154,536	(9,722)
Cost of Goods		3,817,467	2,754,995	1,062,472	38.6%	3,472,276	345,190
Gross Profit		6,327,348	4,866,287	1,461,061	30.0%	6,682,260	(354,912)
Gross Margin %		0.62	0.64	(0)	-3.1%	0.66	(0)
Operating Expenses		3,673,087	4,866,287	(1,193,200)	-24.5%	3,140,534	532,553

MONTHLY FINANCIAL REPORT: Oct 2022

Entity One Operating Results



Entity One P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity One														
Revenues	623,231	499,791	123,440	24.7%	550,081	73,150	13.3%	5,815,291	4,945,227	870,064	17.6%	5,365,412	449,879	8.4%
Cost of Goods	288,319	145,768	142,551	97.8%	220,174	68,145	31.0%	2,491,161	1,962,200	528,961	27.0%	2,164,023	327,138	15.1%
Gross Profit	334,913	354,023	(19,110)	-5.4%	329,908	5,005	1.5%	3,324,130	2,983,027	341,103	11.4%	3,201,389	122,741	3.8%
Gross Margin %	0.54	0.71	(0)	-23.9%	0.60	(0.1)	-10.0%	0.57	0.60	(0)	-5.0%	0.60	(0)	-5.0%
Operating Expenses	198,967	192,049	6,918	3.6%	181,386	17,582	9.7%	1,968,658	2,983,027	(1,014,369)	-34.0%	1,752,728	215,931	12.3%

Month Ended October 31, 2022

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Year-to-Date October 2022

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Entity One Gross Margin Bridge

Budgeted Gross Margin	70.8%
Variances to budget:	
Avg ticket price	9.4%
Materials	-12.0%
Labor	-12.3%
Other (fuel, etc.)	-2.1%
Reported Gross Margin	53.7%

Bridges Commentary:

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MONTHLY FINANCIAL REPORT: Oct 2022

Entity Two Operating Results



Entity Two P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Two														
Revenues	514,085	367,900	146,185	39.7%	386,295	127,790	33.1%	6,840,149	5,463,880	1,376,270	25.2%	5,737,074	1,103,076	19.2%
Cost of Goods	456,832	122,785	334,047	272.1%	144,860	311,972	215.4%	3,483,712	2,389,811	1,093,901	45.8%	2,151,403	1,332,310	61.9%
Gross Profit	57,253	245,115	(187,862)	-76.6%	241,434	(184,181.5)	-76.3%	3,356,437	3,074,068	282,369	9.2%	3,585,671	(229,234)	-6.4%
Gross Margin %	0.11	0.67	(1)	-83.6%	0.63	(0.5)	-82.5%	0.49	0.56	(0)	-12.5%	0.63	(0)	-22.2%
Operating Expenses	352,585	233,071	119,513	51.3%	183,572	169,013	92.1%	3,201,300	3,166,657	34,643	1.1%	2,726,329	474,970	17.4%

Month Ended October 31, 2022

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Year-to-Date October 2022

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MONTHLY FINANCIAL REPORT: Oct 2022

Entity Two Operating Results - *Continued*



Entity Two Gross Margin Bridge

Budgeted Gross Margin	66.6%
Variances to budget:	
Avg ticket price	0.1%
Materials	13.1%
Labor	-69.3%
Other (fuel, etc.)	0.6%
Reported Gross Margin	11.1%

Bridge Commentary:

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MONTHLY FINANCIAL REPORT: Oct 2022

Entity Three Operating Results



Entity Three P&L Overview	Month						Year-to-Date							
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Three														
Revenues	847,428	762,773	84,654	11.1%	862,533	(15,105.8)	-1.8%	8,608,315	7,621,282	987,033	13.0%	8,618,036	(9,722)	-0.1%
Cost of Goods	304,704	275,098	29,606	10.8%	295,849	8,855	3.0%	3,301,177	2,754,995	546,182	19.8%	2,955,986	345,190	11.7%
Gross Profit	542,723	487,675	55,048	11.3%	566,684	(23,961.1)	-4.2%	5,307,138	4,866,287	440,851	9.1%	5,662,050	(354,912)	-6.3%
Gross Margin %	0.64	0.64	-	0.0%	0.66	(0.0)	-3.0%	0.62	0.64	(0)	-3.1%	0.66	(0)	-6.1%
Operating Expenses	280,128	210,382	69,746	33.2%	271,215	8,913	3.3%	2,652,877	4,866,287	(2,213,410)	-45.5%	2,711,451	(58,574)	-2.2%

Entity Three (Expansion) P&L Overview	Month	Year-to-Date
	MTD	YTD
Entity Three (Expansion)		
Revenues	16,953	273,595
Cost of Goods	(3,148)	150,093
Gross Profit	20,101	123,502
Gross Margin %	1.19	0.45
Operating Expenses	20,101	123,502

Month Ended October 31, 2022 - Lo ipsdolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

Year-to-Date October 2022 - Lo ipsdolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

Entity Three Gross Margin Bridge

Budgeted Gross Margin	61.7%
Variances to budget:	
Avg ticket price	1.3%
Materials	3.4%
Labor	-6.0%
Other (fuel, etc.)	3.6%
Reported Gross Margin	64.0%

Bridge Commentary:

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APPENDIX

DEMO CLIENT
Monthly Financial Report

OCTOBER 2022

13-WEEK CASH FORECAST: Oct 2022

Consolidated: As of 11.29.2022



Week Ended	Actual												Forecast				
	11/19/2022	11/26/2022	12/3/2022	12/10/2022	12/17/2022	12/24/2022	12/31/2022	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023	2/18/2023			
CONSOLIDATED																	
Beginning Cash	409,382	565,262	484,696	204,701	345,324	1,692,366	1,731,482	1,081,871	1,051,545	1,067,151	1,242,651	1,342,784	1,486,458	1,585,591			
Customer Receipts	566,345	415,293	388,759	323,287	347,611	304,845	208,505	260,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000		
Cash Outflows																	
Advertising	(15,926)	(8,435)	(47,148)	-	-	(18,000)	(15,000)	(18,000)	(40,000)	(18,000)	(15,000)	(18,000)	(15,000)	(15,000)	(43,000)		
Capital Expenses	-	(695)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Payments	(65,193)	(94,498)	(70,545)	(24,328)	(31,545)	(14,530)	(14,530)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	
Direct Labor	(219,644)	(138,298)	(206,891)	(74,625)	(183,536)	(112,656)	(146,550)	(72,656)	(151,550)	(77,656)	(156,023)	(77,656)	(156,023)	(77,656)	(156,023)	(77,656)	
Facilities Costs	(779)	(1,019)	-	-	-	(1,300)	(7,655)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	
Indirect Labor	(405)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Insurance	(23,431)	(75,106)	(48,840)	(32,406)	(9,315)	-	(42,000)	-	(54,000)	-	(42,000)	-	(42,000)	-	(42,000)	(12,000)	
Intercompany Transfers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest/Finance Fees	-	-	-	-	-	-	(598,642)	-	-	-	-	-	-	-	-	-	
IT	(825)	-	(6,033)	-	-	(500)	(9,497)	(500)	(500)	(1,000)	(500)	(500)	(500)	(500)	(500)	(1,000)	
Leases	4,439	-	(8,950)	-	(3,815)	-	-	(9,826)	-	-	-	-	(9,826)	-	-	-	
Materials	(63,029)	(102,096)	(91,652)	(12,029)	(89,283)	(43,000)	(5,000)	(40,000)	(11,000)	(46,000)	(11,000)	(52,000)	(12,000)	(52,000)			
Merchant Fees	(251)	(3,083)	(37,241)	(945)	(142)	-	-	-	-	-	-	-	-	-	-	-	
Office Expenses	(4,117)	(2,232)	(11,564)	(171)	-	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	
Other Direct Costs	(3,906)	(11,120)	(2,020)	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Indirect Costs	(17,363)	(2,529)	(5,849)	-	(20,166)	-	-	(28,000)	-	-	-	-	(28,000)	-	-	-	
Prepaid Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Professional Fees	(35)	(23,587)	(44,100)	(36,346)	-	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	
Travel and Entertainment	-	(7,212)	-	-	-	(2,993)	(993)	(993)	(993)	(993)	(993)	(993)	(993)	(993)	(993)	(993)	
Vehicle Costs	-	(25,948)	(200)	(1,814)	(19,036)	(53,000)	(12,000)	(98,000)	(12,000)	(7,000)	(12,000)	(7,000)	(12,000)	(7,000)	(12,000)	(7,000)	
One-Time Items	-	-	-	-	1,356,268	(13,500)	-	-	(52,000)	(11,500)	-	-	-	-	-	-	
Cash Inflow/ (Outflow)	155,880	(80,565)	(192,275)	140,623	1,347,042	39,116	(649,612)	(30,326)	15,606	175,500	100,133	143,674	99,133	144,000			
Ending Bank Balance	565,262	484,696	292,421	345,324	1,692,366	1,731,482	1,081,871	1,051,545	1,067,151	1,242,651	1,342,784	1,486,458	1,585,591	1,729,591			

Notes:

Liquidity: Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

Entity One Earn-Out: dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

Notes on One-time Items/Other:

W/E 1/14: Lorem ipsum dolor

W/E 12/31: eiusmod tempor incididunt ut labore

W/E 12/17: et dolore magna aliqua

Cash Preservation Measures Underway:

- Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
- Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore

MONTHLY FINANCIAL REPORT: Oct 2022

Trailing Twelve Months Results by Business

(Expressed in whole dollars)



	Dec-2021	Jan-2022	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022
TTM Revenue											
Entity One	5,952,058	6,037,887	6,154,279	6,219,662	6,288,926	6,378,629	6,495,492	6,579,957	6,699,933	6,698,683	6,822,124
Entity Two	6,071,174	6,243,587	6,473,384	6,600,015	6,599,732	6,789,188	7,072,271	7,461,302	7,405,592	7,301,258	7,447,443
Entity Three	9,157,782	9,327,468	9,454,293	9,488,475	9,595,028	9,707,512	9,903,728	9,953,998	10,077,579	10,060,161	10,144,815
Corporate											
Consolidated	21,181,013	21,608,942	22,081,956	22,308,152	22,483,686	22,875,328	23,471,491	23,995,257	24,183,104	24,060,102	24,414,382
TTM											
TTM											
% growth over prior month	2.02%	2.19%	1.02%	0.79%	1.74%	2.61%	2.23%	0.78%	-0.51%	1.47%	
TTM Gross Profit											
Entity One	3,555,468	3,579,081	3,637,870	3,707,463	3,757,321	3,798,159	3,901,076	3,916,026	3,954,878	3,917,020	3,897,910
Entity Two	3,495,180	3,564,967	3,615,904	3,706,033	3,690,695	3,840,478	3,955,948	4,100,479	4,079,281	4,004,433	3,816,572
Entity Three	5,886,496	6,025,491	6,119,943	6,105,101	6,199,556	6,332,739	6,447,165	6,394,184	6,429,415	6,280,938	6,335,986
Corporate											
Consolidated	12,937,145	13,169,539	13,373,717	13,518,597	13,647,573	13,971,376	14,304,189	14,410,689	14,463,574	14,202,392	14,050,468
TTM											
TTM											
% margin	61.08%	60.94%	60.56%	60.60%	60.70%	61.08%	60.94%	60.06%	59.81%	59.03%	57.55%
TTM Gross Margin											
Entity One	59.74%	59.28%	59.11%	59.61%	59.75%	59.55%	60.06%	59.51%	59.03%	58.47%	57.14%
Entity Two	57.57%	57.10%	55.86%	56.15%	55.92%	56.57%	55.94%	54.96%	55.08%	54.85%	51.25%
Entity Three	64.28%	64.60%	64.73%	64.34%	64.61%	65.24%	65.10%	64.24%	63.80%	62.43%	62.46%
Corporate											
Consolidated											
Consolidated	61.08%	60.94%	60.56%	60.60%	60.70%	61.08%	60.94%	60.06%	59.81%	59.03%	57.55%
TTM Adjusted EBITDA											
Entity One	1,705,707	1,676,136	1,688,864	1,712,708	1,714,397	1,741,479	1,813,311	1,768,848	1,792,405	1,770,528	1,744,500
Entity Two	294,682	228,504	176,657	247,163	247,790	366,248	447,774	590,010	570,008	474,804	167,428
Entity Three	3,195,387	3,371,175	3,448,730	3,444,432	3,554,436	3,692,580	3,811,177	3,684,614	3,733,999	3,502,775	3,488,077
Corporate											
Consolidated	5,195,777	5,219,202	5,190,932	5,244,469	5,314,746	5,526,357	5,707,046	5,602,943	5,569,053	5,130,853	4,687,206
TTM											
TTM											
% margin	24.53%	24.15%	23.51%	23.51%	23.64%	24.16%	24.31%	23.35%	23.03%	21.33%	19.20%
% growth over prior month	0.45%	-0.54%	1.03%	1.34%	3.98%	3.27%	-1.82%	-0.60%	-7.87%	-8.65%	