



Account...	Department	2018/19													
		Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
▼ Balance Sheet	▼ Corporate	10,972,513	486,679	5,085,959	5,574,534	51,800	5,520	(11,998)	(222,202)	1	0	0	(0)	2,220	
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-	
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734	
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-	
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-	
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-	
	Sales and Marketing	2,711,260	20	1,406,522	1,551,399	(257)	(12,202)	(12,020)	(222,202)	-	-	-	-	-	
	Research and Development1	(1,606,685)	(236,735)	(72,677)	(163,921)	(53,566)	(101,590)	(202,245)	(49,322)	(140,392)	(236,824)	(47,370)	(107,529)	(194,514)	
▼ Assets	▼ Corporate	29,553,329	1,722,161	6,251,541	7,347,894	1,156,151	1,495,581	2,048,252	611,161	1,550,590	2,374,328	1,355,071	1,745,287	1,895,313	
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-	
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734	
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-	
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-	
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-	
	Sales and Marketing	2,973,011	220	1,415,622	1,557,169	-	-	-	-	-	-	-	-	-	
	Research and Development1	16,712,380	998,547	1,083,805	1,603,669	1,050,528	1,376,269	1,845,984	561,838	1,410,197	2,137,504	1,307,701	1,637,759	1,698,579	
▼ Current Assets	▼ Corporate	28,109,737	1,588,217	6,134,696	7,235,482	1,035,151	1,365,919	1,918,217	499,126	1,422,662	2,246,560	1,249,769	1,635,066	1,778,871	
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-	
	Executive General and Administration	1,503,515	57,068	94,899	164,141	105,401	101,590	202,245	49,322	140,392	236,824	47,370	107,529	196,734	
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-	
	Manufacturing	3,216,331	40	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-	
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-	
	Sales and Marketing	2,973,011	220	1,415,622	1,557,169	-	-	-	-	-	-	-	-	-	
	Research and Development1	15,268,788	864,604	966,960	1,491,257	929,528	1,246,607	1,715,949	449,804	1,282,269	2,009,736	1,202,399	1,527,538	1,582,137	
Cash	▼ Corporate	16,492,065	666,066	5,324,670	6,283,207	204,268	462,543	746,499	82,117	514,071	896,423	132,273	449,662	730,264	
	NA	666,066	666,066	-	-	-	-	-	-	-	-	-	-	-	
	Executive General and Administration	76,497	-	22,222	220	51,835	-	-	-	-	-	-	-	2,220	
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Manufacturing	3,216,291	-	1,531,567	1,684,724	-	-	-	-	-	-	-	-	-	
	Quality Assurance	4,463,396	0	2,125,426	2,337,969	0	0	0	0	1	-	-	-	-	
	Sales and Marketing	2,972,714	-	1,415,578	1,557,136	-	-	-	-	-	-	-	-	-	
	Research and Development1	5,097,100	-	229,877	703,158	152,433	462,543	746,499	82,117	514,071	896,423	132,273	449,662	728,044	
▼ Receivables	▼ Corporate	6,971,240	597,599	503,594	534,426	528,270	553,606	655,920	254,407	522,812	757,764	738,633	741,268	582,943	
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Executive General and	-	-	-	-	-	-	-	-	-	-	-	-	-	

	Administration													
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-
	Manufacturing	40	40	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	297	220	44	33	-	-	-	-	-	-	-	-	-
	Research and Development1	6,952,273	597,119	503,328	534,171	528,048	535,884	655,898	254,407	522,812	757,764	738,633	741,268	582,943
Trade Receivables	▼ Corporate	6,756,818	580,702	486,746	518,476	511,615	535,845	636,676	246,526	508,045	733,844	714,421	720,783	563,139
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	18,630	220	222	222	222	17,722	22	-	-	-	-	-	-
	Manufacturing	40	40	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	297	220	44	33	-	-	-	-	-	-	-	-	-
	Research and Development1	6,737,851	580,222	486,480	518,221	511,393	518,123	636,654	246,526	508,045	733,844	714,421	720,783	563,139
Other Receivables	▼ Corporate	214,423	16,896	16,848	15,950	16,655	17,761	19,244	7,881	14,766	23,920	24,212	20,484	19,804
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	214,423	16,896	16,848	15,950	16,655	17,761	19,244	7,881	14,766	23,920	24,212	20,484	19,804
Allowance for Bad Debt	▼ Corporate	134,767	11,606	9,731	10,366	10,229	10,364	12,735	4,930	10,161	14,678	14,289	14,416	11,262
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	134,767	11,606	9,731	10,366	10,229	10,364	12,735	4,930	10,161	14,678	14,289	14,416	11,262
▼ Inventory	▼ Corporate	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Raw Materials	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	

Work in Process	Corporate													
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
	Corporate	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
Finished Goods	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,427,018	57,068	72,677	163,921	53,566	101,590	202,245	49,322	140,392	236,824	47,370	107,529	194,514
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
	Corporate	1,021,379	92,256	78,081	82,397	73,639	82,381	98,363	36,608	77,730	115,581	96,448	105,956	81,938
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Taxes	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,021,379	92,256	78,081	82,397	73,639	82,381	98,363	36,608	77,730	115,581	96,448	105,956	81,938
	Corporate	680,579	56,861	44,756	54,412	53,696	47,666	70,031	23,422	55,885	72,650	69,298	77,844	54,060
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
Prepaid Expenses	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	680,579	56,861	44,756	54,412	53,696	47,666	70,031	23,422	55,885	72,650	69,298	77,844	54,060
Intercompany Receivables	Corporate	1,382,689	106,762	101,187	106,753	111,483	107,770	132,423	48,319	101,610	152,640	151,459	138,392	123,891
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,382,689	106,762	101,187	106,753	111,483	107,770	132,423	48,319	101,610	152,640	151,459	138,392	123,891
	Corporate	1,324,421	124,566	106,957	101,505	110,804	119,569	119,535	102,554	118,142	118,390	95,106	100,945	106,349
Property, Plant, Equipment	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-





Accounts Payable	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	5,550	-	-	5,550	-	-	-	-	-	-	-	-	-
	Research and Development1	107,360	8,113	9,720	8,739	9,362	9,720	8,382	9,540	8,650	8,739	9,185	8,828	8,382
	▼ Corporate	928,942	85,094	79,619	73,380	80,411	71,032	83,524	72,602	71,032	78,063	78,841	74,158	81,189
Accounts Payable	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	928,942	85,094	79,619	73,380	80,411	71,032	83,524	72,602	71,032	78,063	78,841	74,158	81,189
	▼ Corporate	1,100,712	93,873	98,824	78,628	89,384	101,388	95,268	83,827	105,477	96,373	80,344	80,692	96,635
▼ Accrued Expenses	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	1,100,712	93,873	98,824	78,628	89,384	101,388	95,268	83,827	105,477	96,373	80,344	80,692	96,635
	▼ Corporate	817,843	68,688	74,313	55,678	64,768	79,030	71,644	60,620	81,926	73,121	56,815	56,246	74,995
Salary & Other Comp	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	817,843	68,688	74,313	55,678	64,768	79,030	71,644	60,620	81,926	73,121	56,815	56,246	74,995
	▼ Corporate	153,675	14,054	13,272	11,711	13,922	12,102	11,840	12,623	13,404	12,232	13,272	13,533	11,711
Insurance	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	153,675	14,054	13,272	11,711	13,922	12,102	11,840	12,623	13,404	12,232	13,272	13,533	11,711
	▼ Corporate	129,194	11,130	11,240	11,240	10,694	10,257	11,783	10,584	10,147	11,021	10,257	10,912	9,929
Warranties	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-



Custom Header	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	
	Sales and Marketing		-	-	-	-	-	-	-	-	-	-	-	-	
	Research and Development1		790,689	67,951	66,133	60,790	68,178	73,121	76,074	58,121	76,358	67,951	56,815	51,700	67,496
Other Long Term Liabilities	▼ Corporate		163,385	11,972	16,863	13,404	14,184	13,533	13,533	12,753	13,012	13,533	13,793	12,491	14,314
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration		-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing		3,330	-	3,330	-	-	-	-	-	-	-	-	-	-
	Research and Development1		160,055	11,972	13,533	13,404	14,184	13,533	13,533	12,753	13,012	13,533	13,793	12,491	14,314
▼ Owners Equity	▼ Corporate		13,228,231	846,894	735,265	1,372,729	713,901	1,033,003	1,586,522	238,805	1,074,610	1,891,974	964,301	1,321,185	1,449,042
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration		-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1		13,228,231	846,894	735,265	1,372,729	713,901	1,033,003	1,586,522	238,805	1,074,610	1,891,974	964,301	1,321,185	1,449,042
Partner Capital	▼ Corporate		291,810	-	-	-	-	-	291,810	-	-	-	-	-	-
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration		-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1		291,810	-	-	-	-	-	291,810	-	-	-	-	-	-
Additional Paid In Capital	▼ Corporate		13,258,042	854,033	820,070	1,280,860	731,657	1,014,729	1,128,146	488,375	1,302,325	1,886,906	1,044,599	1,342,537	1,363,804
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration		-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1		13,258,042	854,033	820,070	1,280,860	731,657	1,014,729	1,128,146	488,375	1,302,325	1,886,906	1,044,599	1,342,537	1,363,804
▼ Retained Earnings	▼ Corporate		(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration		-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management		-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance		-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing		-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1		(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
Prior Year Retained Earnings	▼ Corporate		-	-	-	-	-	-	-	-	-	-	-	-	-
	NA		-	-	-	-	-	-	-	-	-	-	-	-	-



Custom Header	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Current Retained Earnings	▼ Corporate	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	(321,621)	(7,139)	(84,806)	91,868	(17,756)	18,274	166,566	(249,570)	(227,714)	5,068	(80,298)	(21,352)	85,238
▼ Net Income	▼ Corporate	(285,024)	(11,629)	(8,340)	(6,601)	(6,409)	(21,408)	(7,004)	(56,956)	(37,522)	(59,701)	(10,682)	(23,281)	(35,489)
	NA	(3,790)	(65)	(3,365)	(33)	(33)	(65)	(33)	(33)	(33)	-	-	(65)	(65)
	Executive General and Administration	(61,918)	(3,429)	(3,048)	(4,066)	(4,761)	(19,529)	(4,406)	(3,472)	(4,206)	(4,859)	(3,602)	(3,010)	(3,531)
	Inventory Management	(13,252)	(1,123)	(1,123)	(1,123)	(1,123)	(1,123)	(1,091)	(1,091)	(1,091)	(1,058)	(1,058)	(1,123)	(1,123)
	Manufacturing	(1,192)	(121)	(121)	(121)	(121)	(121)	(89)	(89)	(56)	(56)	(56)	(121)	(121)
	Quality Assurance	593	31	31	31	31	31	63	63	63	96	96	31	31
	Sales and Marketing	(201,114)	(3,557)	(681)	(1,223)	(368)	(535)	(788)	(52,334)	(32,199)	(53,825)	(6,062)	(18,928)	(30,614)
	Research and Development1	(4,351)	(3,365)	(33)	(65)	(33)	(65)	(659)	-	-	-	-	(65)	(65)
▼ Operating Profit	▼ Corporate	(284,452)	(11,697)	(8,396)	(6,660)	(6,470)	(21,482)	(5,712)	(57,026)	(37,605)	(59,769)	(10,744)	(23,336)	(35,556)
	NA	(3,790)	(65)	(3,365)	(33)	(33)	(65)	(33)	(33)	(33)	-	-	(65)	(65)
	Executive General and Administration	(62,333)	(3,455)	(3,079)	(4,096)	(4,795)	(19,556)	(4,449)	(3,513)	(4,247)	(4,898)	(3,635)	(3,037)	(3,571)
	Inventory Management	(13,252)	(1,123)	(1,123)	(1,123)	(1,123)	(1,123)	(1,091)	(1,091)	(1,091)	(1,058)	(1,058)	(1,123)	(1,123)
	Manufacturing	(1,192)	(121)	(121)	(121)	(121)	(121)	(89)	(89)	(56)	(56)	(56)	(121)	(121)
	Quality Assurance	593	31	31	31	31	31	63	63	63	96	96	31	31
	Sales and Marketing	(201,501)	(3,598)	(705)	(1,252)	(395)	(582)	(826)	(52,363)	(32,241)	(53,852)	(6,090)	(18,955)	(30,641)
	Research and Development1	(2,978)	(3,365)	(33)	(65)	(33)	(65)	713	-	-	-	-	(65)	(65)
▼ Gross Margin	▼ Corporate	(224,708)	(1,689)	(1,689)	(1,689)	(1,689)	(17,340)	(1,689)	(52,847)	(32,992)	(54,759)	(7,221)	(19,667)	(31,438)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	(23,697)	(670)	(670)	(670)	(670)	(16,322)	(670)	(670)	(670)	(670)	(670)	(670)	(670)
	Inventory Management	(12,697)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)	(1,058)
	Manufacturing	(670)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)	(56)
	Quality Assurance	1,148	96	96	96	96	96	96	96	96	96	96	96	96
	Sales and Marketing	(188,792)	-	-	-	-	-	-	(51,158)	(31,303)	(53,071)	(5,532)	(17,979)	(29,750)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Net Sales	▼ Corporate	(167,620)	-	-	-	-	-	-	(48,348)	(25,671)	(48,932)	(5,136)	(14,418)	(25,115)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	(167,620)	-	-	-	-	-	-	(48,348)	(25,671)	(48,932)	(5,136)	(14,418)	(25,115)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Gross Sales	▼ Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and	-	-	-	-	-	-	-	-	-	-	-	-	-





Custom Header	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	178	-	-	-	-	-	22	35	33	13	27	27	21
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Commissions	▼ Corporate	9,667	3,690	3,658	358	326	391	165	165	132	-	-	391	391
	NA	3,790	65	3,365	33	33	65	33	33	33	-	-	65	65
	Executive General and Administration	555	65	65	65	65	65	33	33	33	-	-	65	65
	Inventory Management	555	65	65	65	65	65	33	33	33	-	-	65	65
	Manufacturing	522	65	65	65	65	65	33	33	-	-	-	65	65
	Quality Assurance	555	65	65	65	65	65	33	33	33	-	-	65	65
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	3,691	3,365	33	65	33	65	-	-	-	-	-	65	65
▼ Travel Expenses	▼ Corporate	8,895	335	404	774	672	779	1,018	654	1,011	1,198	803	596	649
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	7,679	335	404	774	612	730	885	493	788	1,103	617	410	528
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	1,216	-	-	-	60	49	133	162	223	95	186	186	121
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel Transportation	▼ Corporate	3,242	247	141	276	216	260	364	230	357	427	286	211	227
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,849	247	141	276	216	260	317	172	277	394	219	144	184
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	393	-	-	-	-	-	47	58	80	33	67	67	43
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel Lodging	▼ Corporate	2,852	22	128	251	257	286	331	209	324	388	259	191	206
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,386	22	128	251	197	237	288	157	252	358	199	131	167
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	466	-	-	-	60	49	42	52	72	30	60	60	39
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Meals	▼ Corporate	1,413	22	69	126	101	119	164	109	168	195	131	99	111
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,232	22	69	126	101	119	141	83	132	179	101	69	90
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	181	-	-	-	-	-	23	26	36	17	30	30	20
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Entertainment	▼ Corporate	1,059	22	51	94	76	88	123	83	126	144	98	73	82

[illegible]





Custom Header	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	671	43	50	49	54	41	67	66	69	68	53	45	66
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	86	-	-	-	-	-	15	11	17	11	11	11	10
	Research and Development1	(713)	-	-	-	-	-	(713)	-	-	-	-	-	-
Rent	▼ Corporate	3,658	1,767	440	107	107	107	165	159	198	185	132	132	159
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,467	107	107	107	107	107	133	133	160	160	107	107	133
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,190	1,660	333	-	-	-	32	25	38	25	25	25	25
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
▼ Other Income and Expense	▼ Corporate	(572)	68	55	59	61	74	(1,292)	70	83	67	61	55	66
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	415	26	31	30	34	26	44	41	41	40	34	28	40
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	387	41	24	29	28	47	37	29	42	28	28	28	26
	Research and Development1	(1,373)	-	-	-	-	-	(1,373)	-	-	-	-	-	-
Interest Income	▼ Corporate	2,698	228	184	200	206	247	274	239	285	228	205	184	220
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	1,392	87	104	102	113	82	144	142	140	137	113	91	137
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	1,306	141	80	98	93	165	130	97	145	91	92	93	82
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Expense	▼ Corporate	4,138	351	282	306	315	377	420	367	437	350	314	282	335
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,134	134	160	156	173	124	220	219	215	211	173	139	211
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,004	217	123	150	142	253	200	149	222	139	141	144	124
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Gain/Loss on Sales of Asset	▼ Corporate	(3,274)	(278)	(222)	(242)	(249)	(298)	(333)	(291)	(346)	(278)	(248)	(223)	(265)
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	(1,688)	(105)	(126)	(123)	(137)	(98)	(174)	(174)	(170)	(168)	(137)	(110)	(168)
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-



Custom Header	Sales and Marketing	(1,585)	(173)	(96)	(118)	(112)	(201)	(159)	(117)	(176)	(110)	(111)	(114)	(98)
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	Corporate	17,870	468	376	407	420	502	12,916	489	582	467	419	377	447
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	2,845	178	212	208	231	166	294	291	286	281	231	185	281
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	2,669	290	163	199	189	337	267	198	296	185	188	192	166
	Research and Development1	12,356	-	-	-	-	-	12,356	-	-	-	-	-	-
Curr Xchg Gain/(Loss)	Corporate	(13,729)	-	-	-	-	-	(13,729)	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	(13,729)	-	-	-	-	-	(13,729)	-	-	-	-	-	-
Taxes	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Statistical Accounts	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Headcount	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-
	Inventory Management	-	-	-	-	-	-	-	-	-	-	-	-	-
	Manufacturing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Quality Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-
	Sales and Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
	Research and Development1	-	-	-	-	-	-	-	-	-	-	-	-	-
Units	Corporate	-	-	-	-	-	-	-	-	-	-	-	-	-
	NA	-	-	-	-	-	-	-	-	-	-	-	-	-
	Executive General and Administration	-	-	-	-	-	-	-	-	-	-	-	-	-

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