

# Detailed Profit and Loss Statement

**Nexus Intelligent Systems, Inc.**

**Fiscal Year Ending December 31, 2023**

## 1. STATEMENT OF FINANCIAL PERFORMANCE

### 1.1 Comprehensive Financial Overview

This Detailed Profit and Loss Statement ("Statement") provides a comprehensive financial analysis of Nexus Intelligent Systems, Inc. ("Company") for the fiscal year ending December 31, 2023, prepared in accordance with Generally Accepted Accounting Principles (GAAP).

### 1.2 Revenue Breakdown

#### 1.2.1 Primary Revenue Streams

- AI Predictive Maintenance Platforms: \$7,250,000 (58% of total revenue)
- Digital Transformation Consulting: \$3,750,000 (30% of total revenue)
- Machine Learning Diagnostic Tools: \$1,500,000 (12% of total revenue)

Total Annual Revenue: \$12,500,000

### 1.3 Operational Expenses

#### 1.3.1 Personnel Costs

- Salaries and Wages: \$5,625,000
- Employee Benefits: \$1,375,000
- Recruitment and Training: \$375,000

Total Personnel Expenses: \$7,375,000

#### 1.3.2 Research and Development

- Software Development: \$1,875,000
- Technology Infrastructure: \$625,000
- Patent and IP Development: \$250,000

Total R&D Expenses: \$2,750,000

#### 1.3.3 Operating Expenses

- Office Lease and Facilities: \$450,000
- Marketing and Business Development: \$625,000
- Professional Services and Consulting: \$375,000
- Technology and Software Licenses: \$250,000
- Travel and Client Engagement: \$175,000

Total Operating Expenses: \$1,875,000

## **2. PROFITABILITY ANALYSIS**

### **2.1 Gross Profit Calculation**

Total Revenue: \$12,500,000

Total Direct Costs: \$10,000,000

Gross Profit: \$2,500,000

Gross Profit Margin: 20%

### **2.2 Net Income**

Gross Profit: \$2,500,000

Total Expenses: \$12,000,000

Net Income Before Tax: \$500,000

Effective Tax Rate: 21%

Net Income After Tax: \$395,000

## **3. FINANCIAL PERFORMANCE INDICATORS**

### **3.1 Key Performance Metrics**

- Revenue Growth Rate: 35% Year-over-Year
- Customer Acquisition Cost: \$12,500
- Average Contract Value: \$175,000
- Customer Retention Rate: 88%

## **4. LEGAL DISCLAIMERS**

### **4.1 Representation and Warranty**

This financial statement has been prepared with reasonable care and represents a true and accurate reflection of the Company's financial performance. All figures are unaudited and subject to final

review.

#### **4.2 Limitation of Liability**

Nexus Intelligent Systems, Inc. reserves the right to modify or update this statement. No representations or warranties are made regarding future financial performance.

#### **5. CERTIFICATION**

I, Dr. Elena Rodriguez, Chief Executive Officer of Nexus Intelligent Systems, Inc., hereby certify that the foregoing Detailed Profit and Loss Statement is true, complete, and accurate to the best of my knowledge.

—

Dr. Elena Rodriguez

Chief Executive Officer

Dated: January 22, 2024