

# Annual Report '18



## — Content

1

### **CEO Letter**

page 3

2

### **Our Performance**

page 4

3

### **Our Users**

page 5

4

### **Market Segmentation**

page 7

5

### **The Look Ahead**

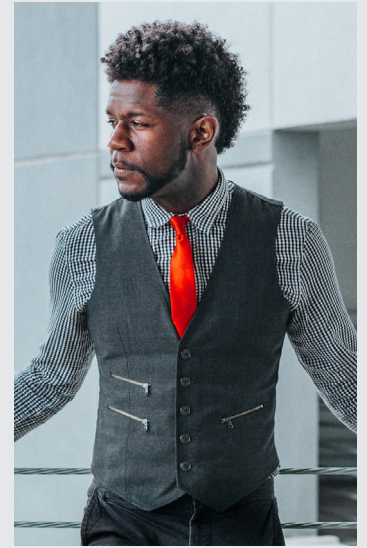
page 8

6

### **Feedback Form**

page 9

# Bucking the Market Trend



Sum et fugit mi, solorum qui tectibus a cor-  
molumquiae dolorib usaera sunt adiore-  
rio iumquam repera cuptiost, conse pre  
adi totat. Tus si res aut veri quam facia dolorae  
niamtem voles unt veliciam cus, opti abore oditi-  
issint faceatempus acilita parchillab int, nonecae  
lam harisimusam, ent fugias dem voluptas siminie  
nditate debitia nate num non net velesci pidesed  
ut expel inulpario et, volore ditibus quaepuditate  
prae rem ent veles simpori berferum doluptur?

Sundit eaquas moditios antibus doloratur, nonse-  
que nos adita vendisitias est, sapid eosandi dol-  
la aut am, omnias alitiaae. Et qui neceper umquae.  
Apereperum et quid undaeptate volo dolessi mus-  
dae optur soluptiatem audaernatem alitam, ider-  
chilia duntisquam fugia si berchil landio to quist-  
ibus, sumque et omnimi, tes voluptae nus re site  
prempore quist ad et velenih icientin presciant.  
Is venis qui repuditaee. Usa doluptisiti vendi none  
dollarit laces ea volenda ndicatiam velitem quam  
et inveles tiundis sequate vita velicit emporpore-

pro bea di quiam esequibus, tem corporunt quis-  
sinis acerum que modicaestet, quam veratecto es  
pro bla vitate a volorum, quuntiasit estio velique  
quia volores eriasumque custiust ut qui corio-  
strume aditatat latibusam a quae corporumque  
esequodit, sum qui ut earcil inihitiissi.

Occupta voloruptates doluptio. Itatium fugit  
aligendae archil ipiciiscit, cum et adis dolore, si-  
tasi blaborio moluptatquis ma aditatem la debit  
atem recto consequundis nonseque nonsed quis  
re por a ad magnatibus et, comnimin rerio et re-  
provit, aut quaepratus necuptis prroror eratem nis  
etur, volorio ratemoloria comnimus, quaspel et  
lique offic te labo.

Thank you and enjoy!

**Tim Smith**  
CEO

A handwritten signature in red ink, appearing to be 'Tim Smith', written over the printed name and title.

# Product Shipments Are Up!

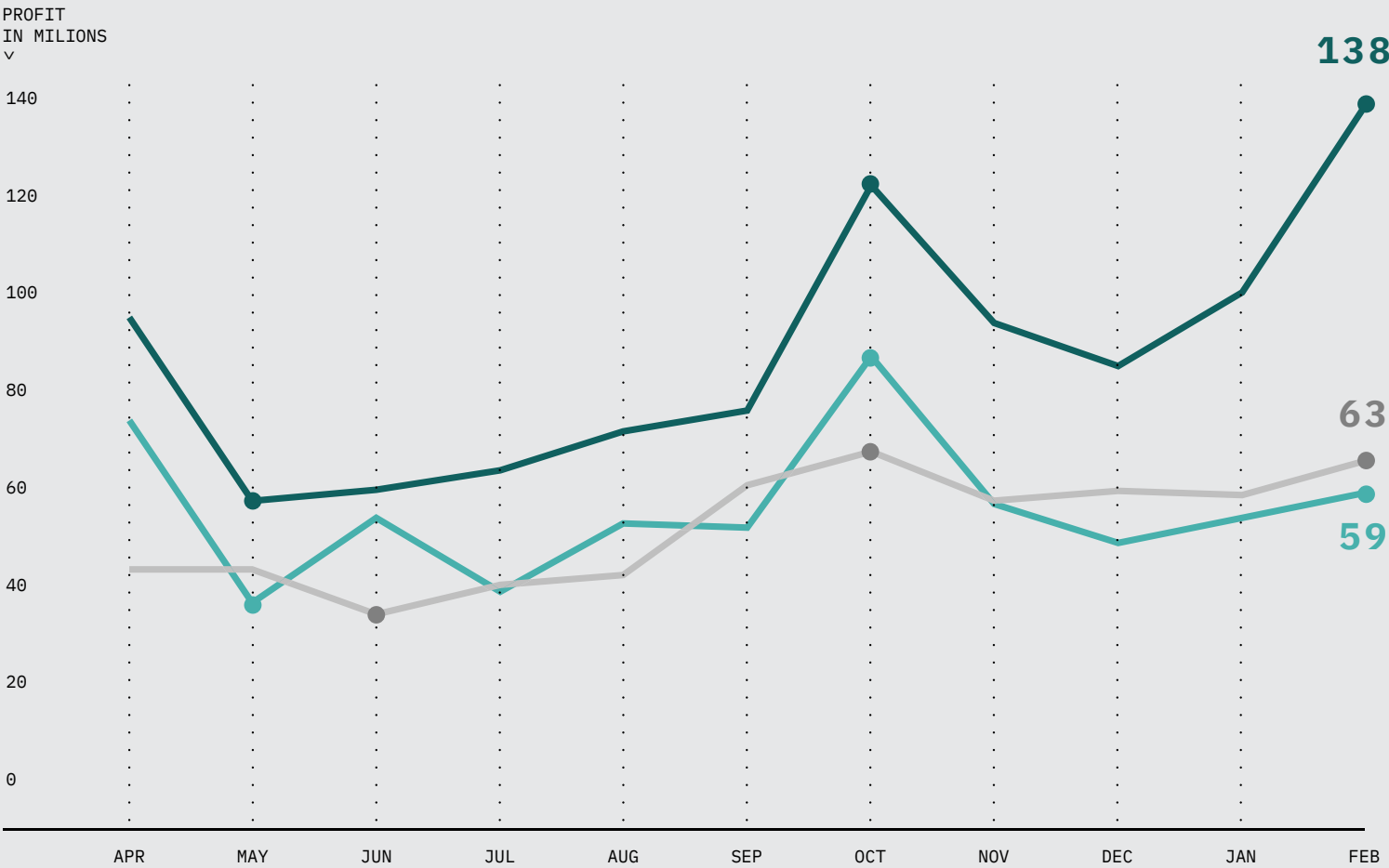
In a market that saw a decline of product shipments for the 4<sup>th</sup> consecutive year, Advanced Business Corporation managed to capture an increasingly large share of the market, owed largely due to our expansion overseas that started in Q3 and our renewed focus on our key markets. We expect the effects of those efforts to continue well into 2018.

18%



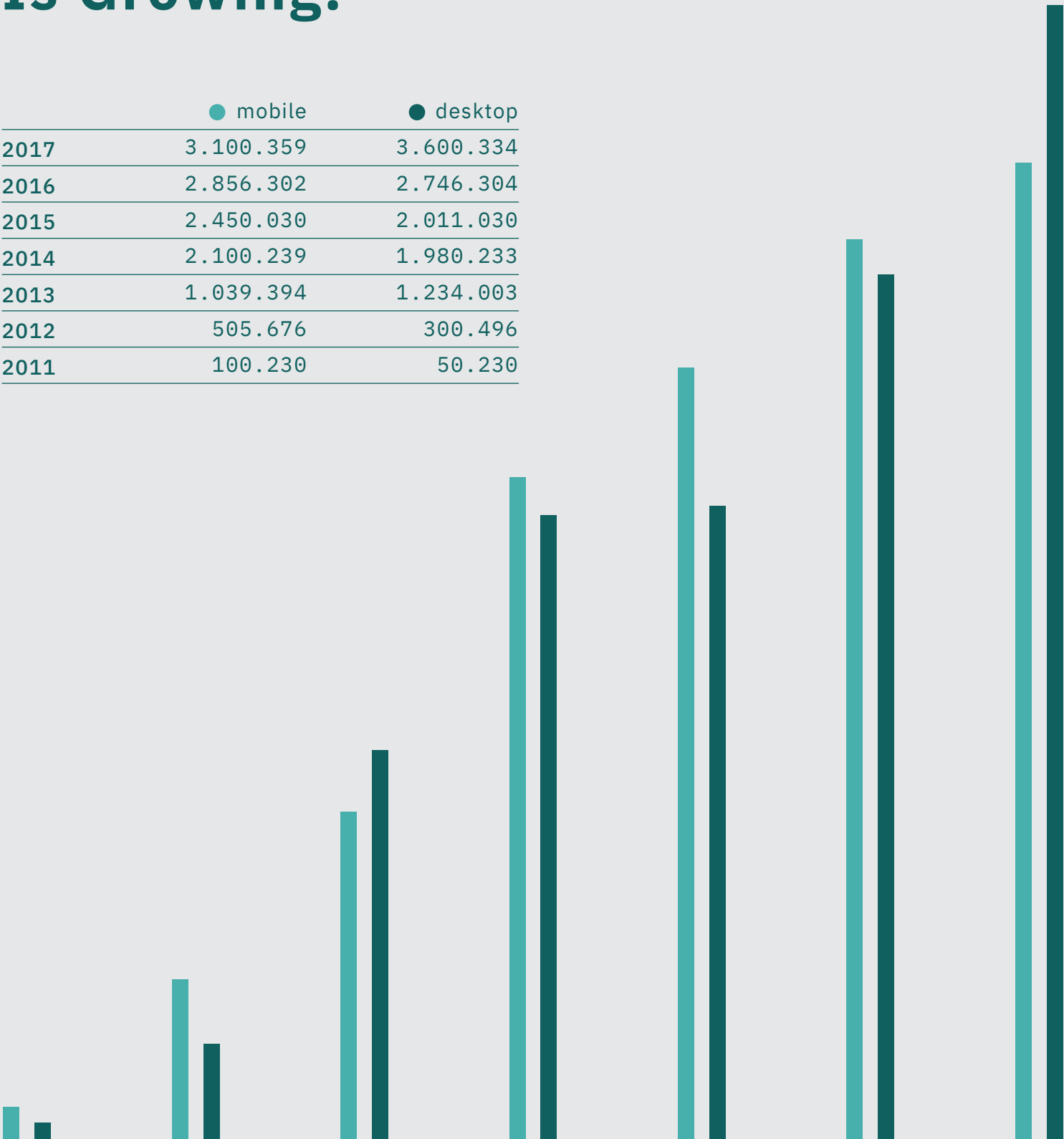
# Performance in Numbers

Thanks to our domestic partnerships with suppliers and manufacturers, Advanced Business Corporation managed to keep up with increasing demand while still keeping inventory at an all-time low, further reducing operating costs.



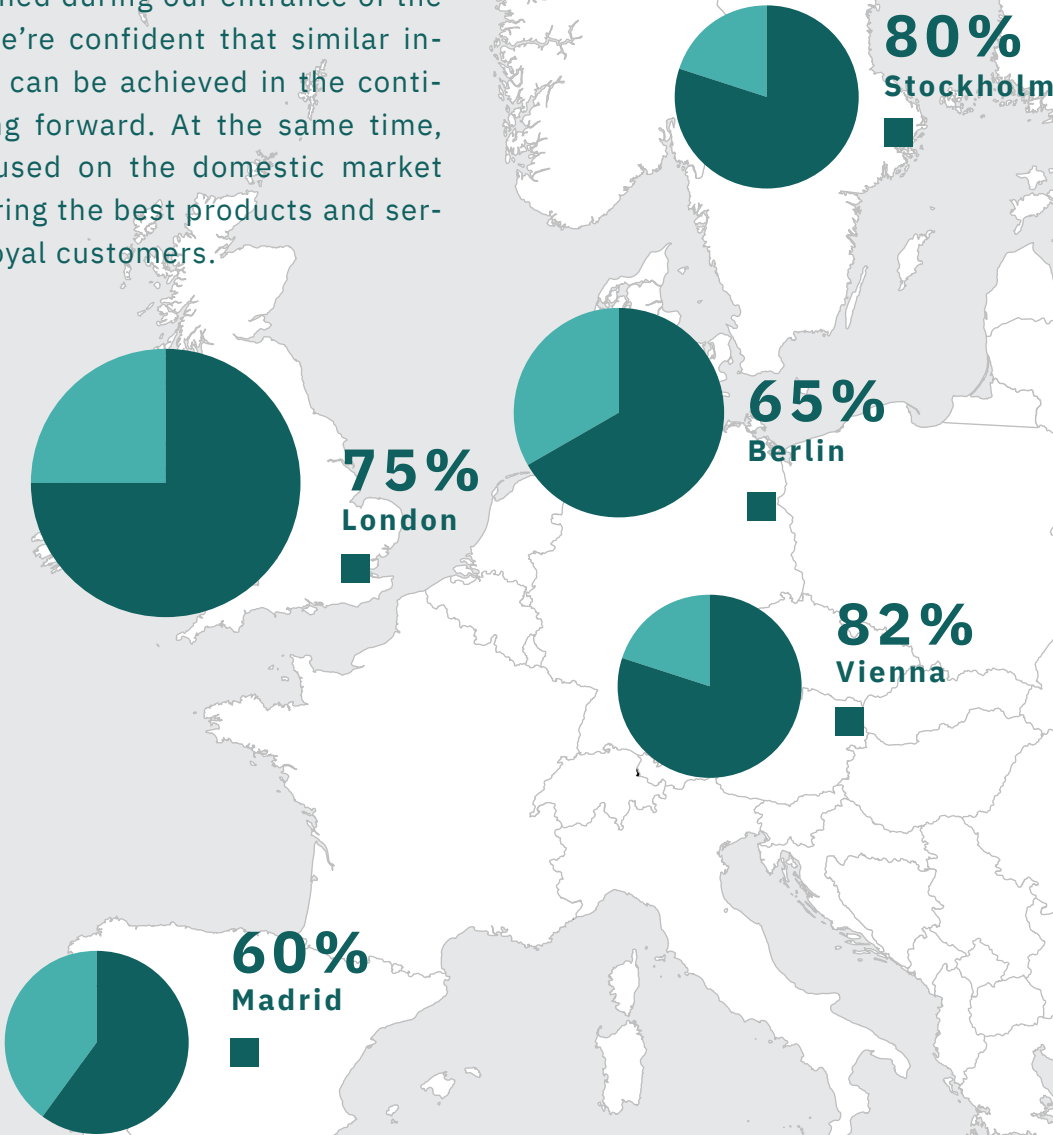
# Our Family Is Growing!

	● mobile	● desktop
2017	3.100.359	3.600.334
2016	2.856.302	2.746.304
2015	2.450.030	2.011.030
2014	2.100.239	1.980.233
2013	1.039.394	1.234.003
2012	505.676	300.496
2011	100.230	50.230



# Geographical Breakdown

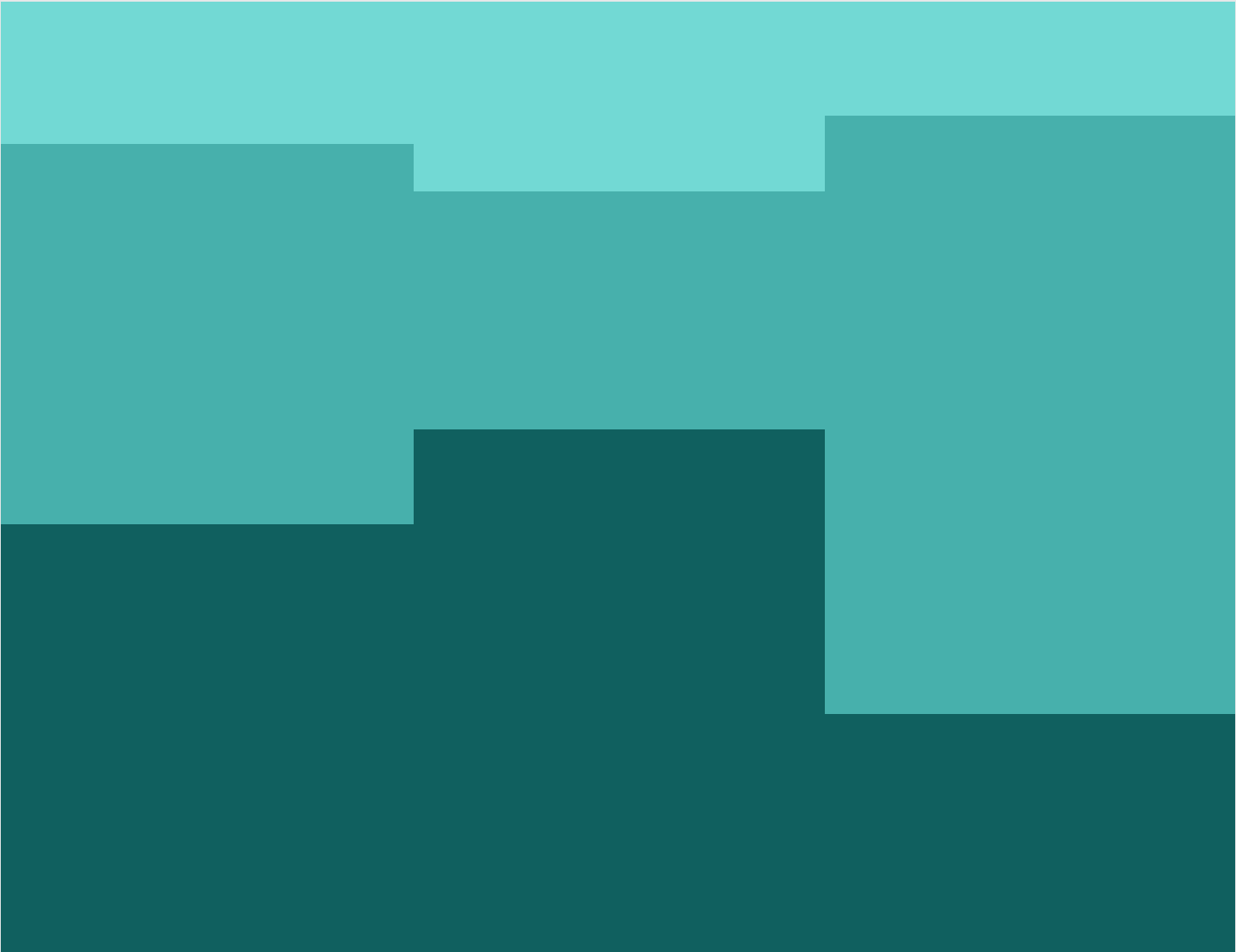
Products and services revenue experienced market-beating growth rates in the domestic and continental markets while exploding off the charts for the overseas market. Advanced Business Corporation's longterm investment strategy overseas is having a profound effect on revenue increases, more than twice the projected rate. Building on the lessons learned during our entrance of the overseas market we're confident that similar increases in revenue can be achieved in the continental market going forward. At the same time, we're strongly focused on the domestic market and dedicated to bring the best products and services to our most loyal customers.



# Revenue Breakdown by Markets

Fiscal Year 2018

	Domestic	Continental	Overseas
● Investments	45%	55%	25%
● Operating Costs	40%	25%	63%
● Profit	15%	20%	12%





# A Commitment to a Sustainable Future

At Advanced Business Corporation, we are committed to our future, and the future of our children. As such, one of the main goals for the fiscal year 2019 is to reduce toxic waste and labour regulation transgressions by as much as 80%. Our stated goal is to produce less than 250 metric tons of toxic waste and reduce workplace incidents to less than 360 per year.

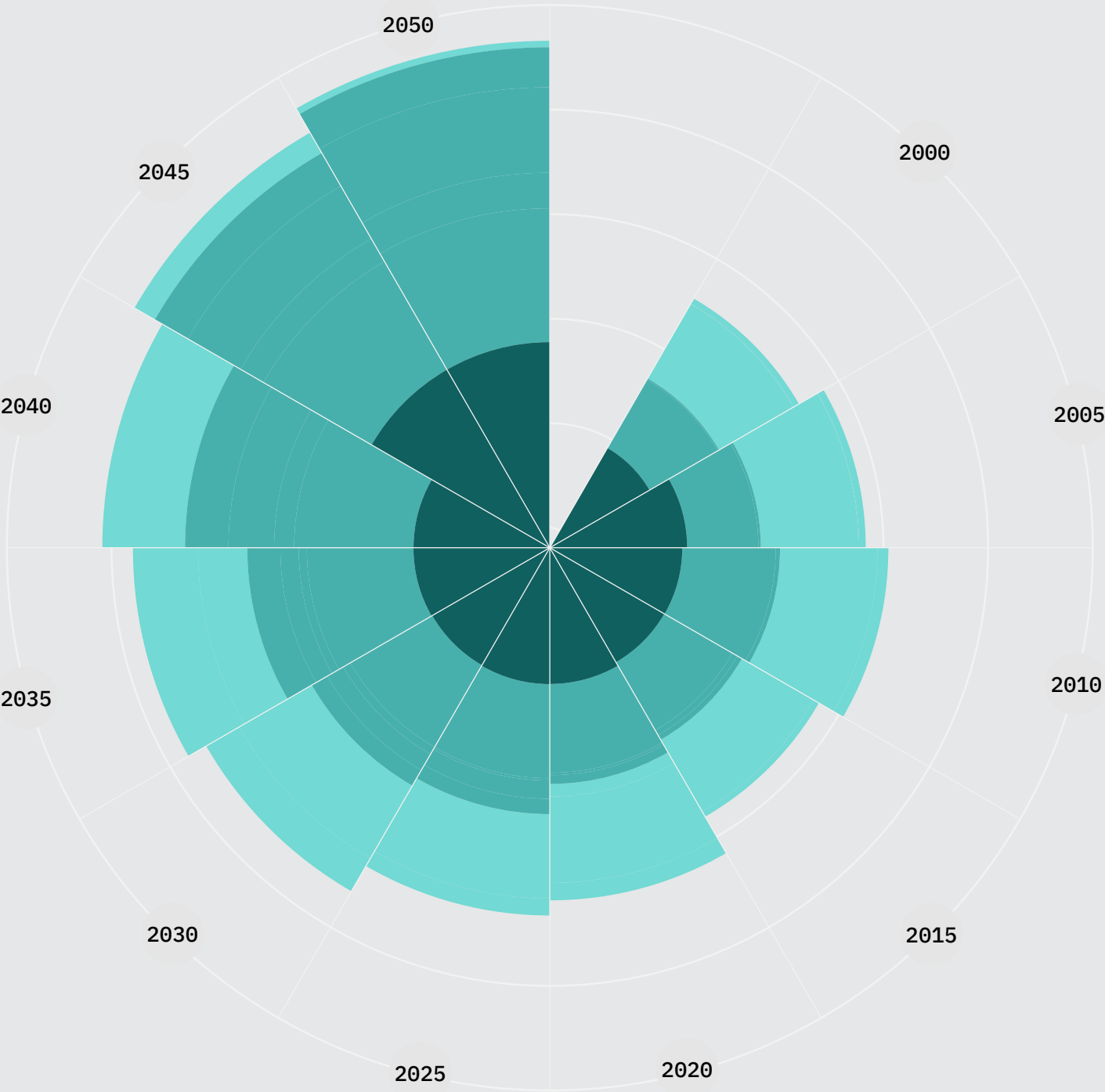


**Reduce toxic waste and labour  
regulation transgressions  
by as much as**

**80%**

# Continuing the Trends Into 2019

Sales projections by segments



We are  
part  
of the  
solution.

# What do You Think?

*For shareholders/employees of ABC, Inc. only!*

Full Name	Postition
-----------	-----------

Is the report ready to publish as is?

YES

NO

IF NOT

What needs revisions and/or corrections?	Please specify the issues you found in this report:
--	---

Graph Data

Spelling

Content / Language

Presentation

Thank you for your feedback!  
Please sign here →