**Income Statement (Profit and Loss Statement)**

**Revenue (Income)**

1. **Sales Revenue:** Money earned from selling goods or services.
2. **Service Revenue:** Income earned from providing services.
3. **Interest Income:** Money earned from interest on investments or savings.
4. **Other Revenue:** Any other income, such as rental income or royalties.
5. **Net Sales:** Sales revenue minus returns, allowances, and discounts.
6. **Gross Sales:** Total sales before any deductions for returns, allowances, and discounts

**Expenses**

1. **Cost of Goods Sold (COGS):** The direct costs of producing the goods sold by the company (e.g., raw materials, labor).
2. **Operating Expenses:** Costs related to running the business that are not tied to producing goods.
   * **Selling Expenses:** Costs related to selling the company's products (e.g., advertising, sales commissions).
   * **General and Administrative Expenses:** Costs related to the general management of the company (e.g., salaries of office staff, rent, utilities).
3. **Depreciation and Amortization:** The gradual reduction in the value of long-term tangible and intangible assets.
4. **Interest Expense:** The cost of borrowing money (e.g., interest paid on loans).
5. **Tax Expense:** Taxes owed to the government based on company profits.
6. **Research and Development (R&D) Expenses:** Money spent on developing new products or services.
7. **Insurance Expense:** Costs of insurance policies for the business.
8. **Utilities Expense:** Costs of utilities like electricity, water, and gas.
9. **Cost of Sales:** Another term for Cost of Goods Sold (COGS), often used in service industries.
10. **Selling, General, and Administrative Expenses (SG&A):** Combined selling and administrative expenses.
11. **Amortization Expense:** Similar to depreciation, but for intangible assets like patents or trademarks.
12. **Impairment Loss:** A reduction in the value of an asset due to a significant decline in its market value.

**Profit Levels**

1. **Gross Profit:** Revenue minus the Cost of Goods Sold (COGS). It shows how much money is made after covering the direct costs of production.
2. **Operating Profit (Operating Income):** Gross Profit minus Operating Expenses. It shows the profit from regular business operations.
3. **Earnings Before Interest and Taxes (EBIT):** Operating Profit plus any non-operating income, minus any non-operating expenses.
4. **Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA):** EBIT plus Depreciation and Amortization. It’s used to assess the company's overall financial performance.
5. **Net Profit (Net Income):** The final profit after all expenses, including taxes and interest, have been deducted from total revenue. This is the "bottom line."
6. **Operating Margin:** Operating Profit divided by Revenue, expressed as a percentage.
7. **Gross Margin:** Gross Profit divided by Revenue, expressed as a percentage.
8. **Pre-Tax Income:** Income before income taxes have been deducted. It’s the same as Earnings Before Taxes (EBT).

**Additional Items**

1. **Non-Operating Income:** Income from activities not related to the core operations of the business (e.g., sale of an asset).
2. **Non-Operating Expenses:** Expenses not related to the core operations (e.g., costs associated with the sale of an asset).
3. **Extraordinary Items:** Unusual or infrequent gains or losses (e.g., natural disaster losses).
4. **Income from Discontinued Operations:** Profit or loss from parts of the business that have been sold or shut down.
5. **Earnings Per Share (EPS):** A measure of the company's profitability per share of stock, calculated as Net Income divided by the number of outstanding shares.
6. **Comprehensive Income:** Total change in equity during a period from all sources other than from transactions with owners (e.g., net income plus other comprehensive income items like foreign currency translation adjustments).
7. **Minority Interest (Non-Controlling Interest):** The portion of net income attributable to minority shareholders in subsidiaries that are not wholly owned by the parent company.
8. **Operating Income Before Depreciation and Amortization (OIBDA):** Operating income before depreciation and amortization expenses are subtracted.
9. **Interest Coverage Ratio:** EBIT divided by interest expense, used to measure a company's ability to meet its interest obligations.
10. **Provision for Income Taxes:** An estimate of the amount of income tax expense that the company expects to pay for the current period.