

JANUARY RESULTS

FINANCIAL EXCELLENCE

Income Statement / P&L Measures							
	Actual \$	Actual % of Rev.	Target	Variance	OK	Follow-Up	
Rev. 1	\$	%					
Rev. 1 COGS	\$	%					
Rev. 1 GP	\$	%					
Rev. 2	\$	%					
Rev. 2 COGS	\$	%					
Rev. 2 GP	\$	%					
Rev. 3	\$	%					
Rev. 3 COGS	\$	%					
Rev. 3 GP	\$	%					
Rev. 4	\$	%					
Rev. 4 COGS	\$	%					
Rev. 4 GP	\$	%					
Total Rev.	\$	100.0%					
Total COGS	\$	%					
Total GP	\$	%					
Total Compensation Exp.	\$	%					
Total M&S Exp.	\$	%					
Total other O/H Exp.	\$	%					
NPBT	\$	%					
Rev. Growth compared to same period last year	\$	%					
Total GP % compared with last year	Last Year: %		Current is: []Higher []Same []Lower				
Total Comp. Exp. as % of revenue compared with last year	Last Year: %		Current is: []Higher []Same []Lower				
Balance Sheet Measures							
Cash, starting: \$	Cash, ending: \$						
AR, total: \$	AR, 60+: \$	AR, 60+: % of total AR					
Inventory, starting: \$	Inventory, ending: \$						
Total CA: \$	Total CL: \$	CA/CL:					
Other Measures							

