



Profit and Loss Statement

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Notes

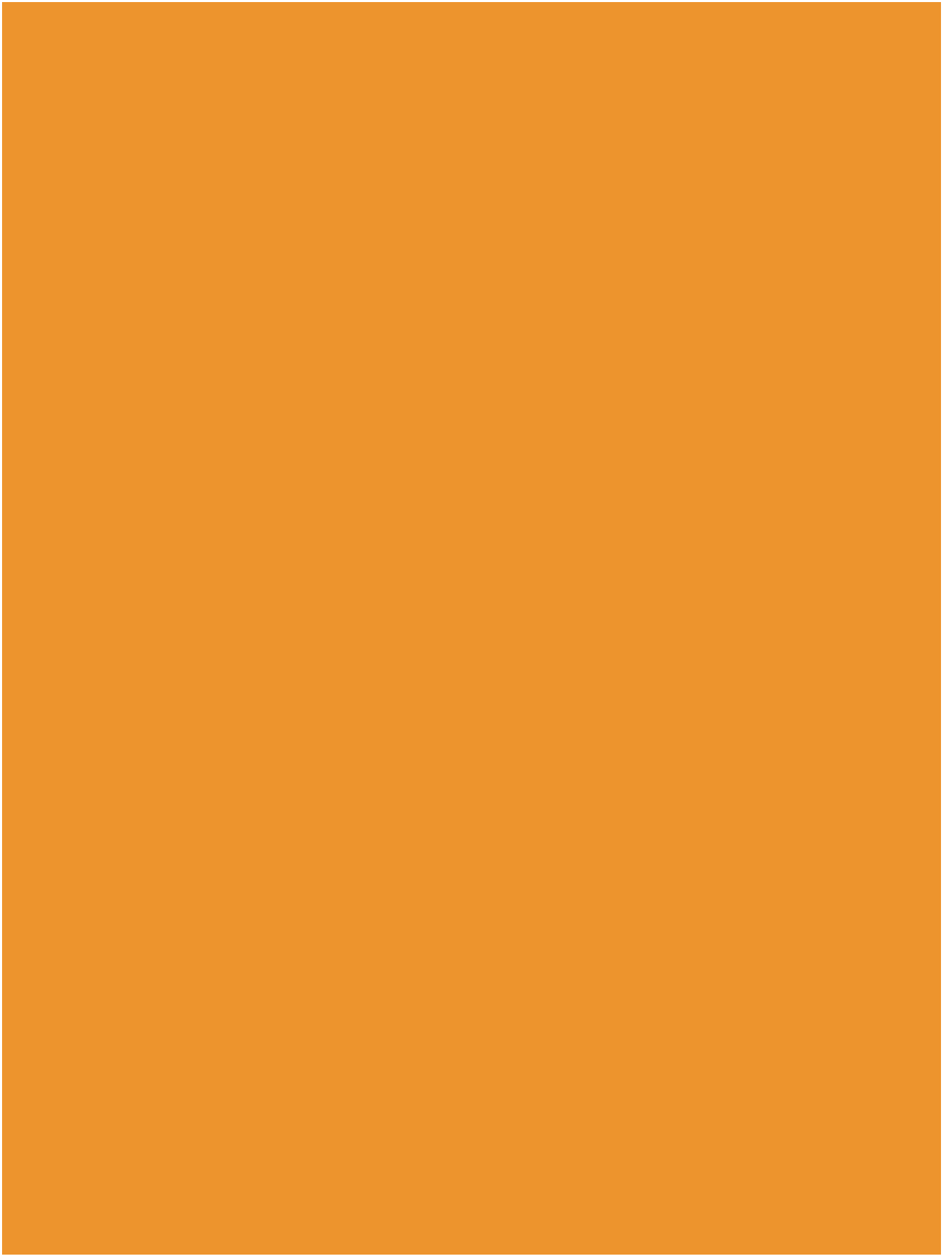
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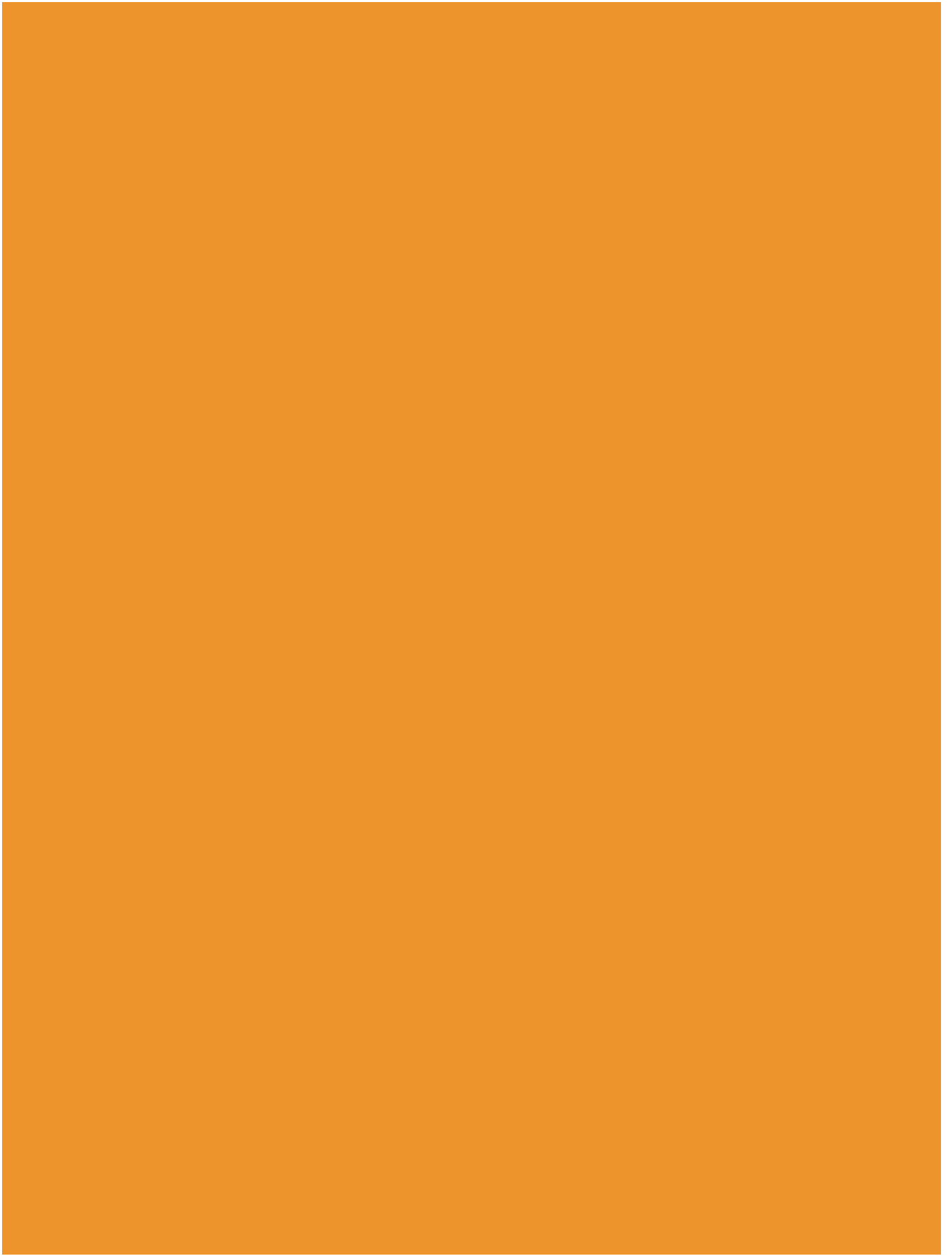
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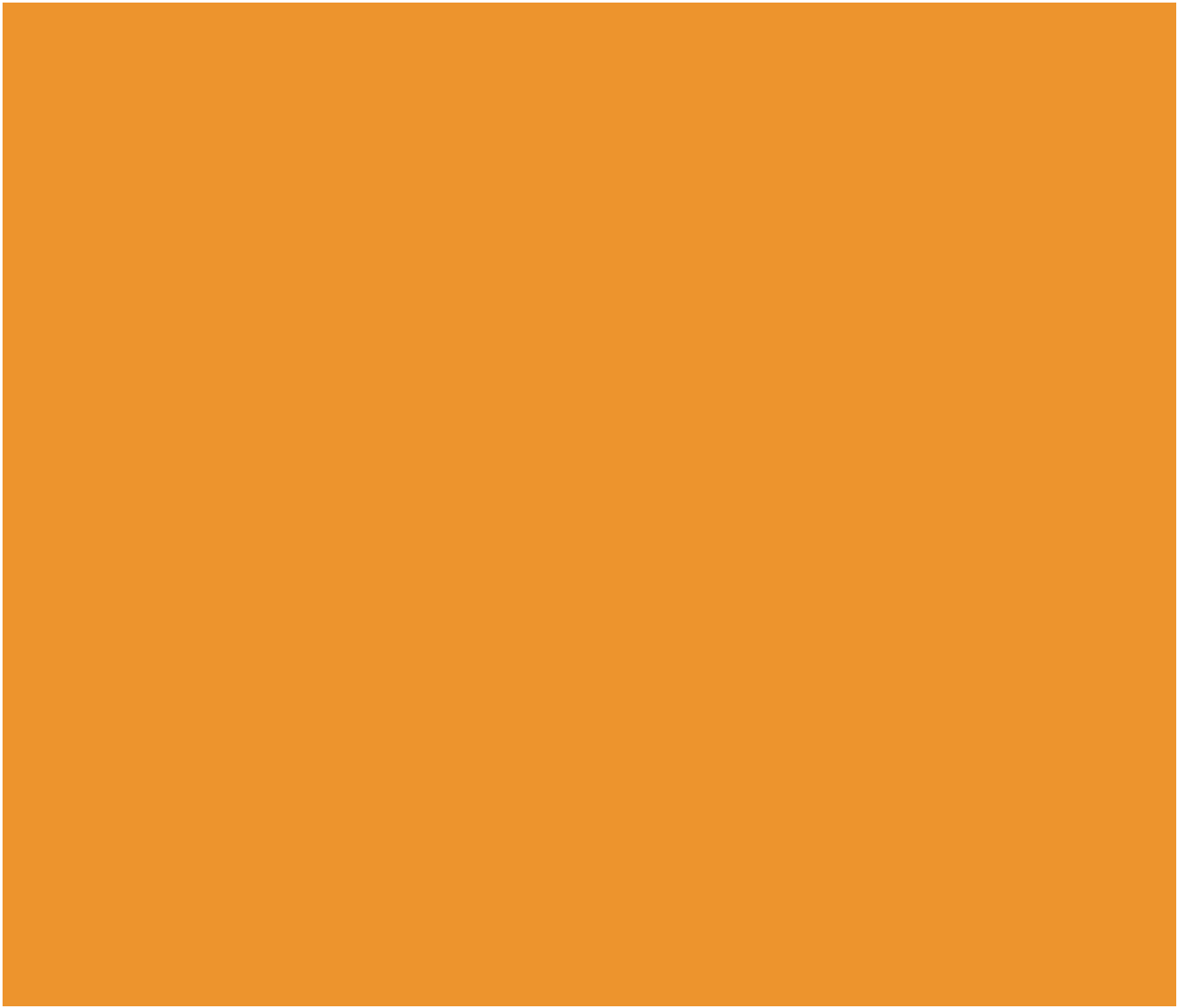
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[Company Name]												
Profit and Loss (P&L) Statement												
[USD \$ millions]												
	2018											
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Full Year												
Revenue stream 1	587.0	596.3	605.8	615.4	625.2	635.1	645.2	655.4	665.8	676.4	687.1	698.0
Revenue stream 2	145.6	147.9	150.2	152.6	155.0	157.5	160.0	162.5	165.1	167.7	170.4	173.1
Returns, Refunds, Discounts	(21.0)	(21.3)	(21.7)	(22.0)	(22.4)	(22.7)	(23.1)	(23.5)	(23.8)	(24.2)	(24.6)	(25.0)
Total Net Revenue	711.6	722.9	734.3	746.0	757.8	769.9	782.1	794.5	807.1	819.9	832.9	846.1
9,325.0												
Cost of Goods Sold	269.6	273.9	278.2	282.7	287.1	291.7	296.3	301.0	305.8	310.7	315.6	320.6
Gross Profit	442.0	449.0	456.1	463.3	470.7	478.2	485.7	493.5	501.3	509.2	517.3	525.5
5,791.8												
Expenses												
Advertising & Promotion	18.7	19.1	19.5	19.8	20.2	20.6	21.0	21.5	21.9	22.3	22.8	23.2
Depreciation & Amortization	108.7	110.9	113.1	115.3	117.6	119.9	122.3	124.8	127.2	129.8	132.3	135.0
Insurance	1.1	1.1	1.1	1.2	1.2	1.2	1.2	1.3	1.3	1.3	1.3	1.4
Maintenance	5.7	5.8	5.9	6.0	6.2	6.3	6.4	6.5	6.7	6.8	6.9	7.1
Office Supplies	2.8	2.9	2.9	3.0	3.0	3.1	3.2	3.2	3.3	3.3	3.4	3.5
Rent	5.8	5.9	6.0	6.2	6.3	6.4	6.5	6.7	6.8	6.9	7.1	7.2
Salaries, Benefits & Wages	251.2	256.2	261.3	266.5	271.8	277.2	282.7	288.3	294.0	299.9	305.8	311.9
Telecommunication	1.5	1.5	1.6	1.6	1.6	1.7	1.7	1.7	1.8	1.8	1.8	1.9
Travel	2.3	2.3	2.4	2.4	2.5	2.5	2.6	2.6	2.7	2.7	2.8	2.9
Utilities	1.4	1.4	1.5	1.5	1.5	1.5	1.6	1.6	1.6	1.7	1.7	1.7
Other Expense 1	3.8	3.9	4.0	4.0	4.1	4.2	4.3	4.4	4.4	4.5	4.6	4.7
Other Expense 2	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	403.0	411.0	419.2	427.5	436.0	444.7	453.5	462.5	471.7	481.1	490.6	500.4
Earnings Before Interest & Taxes	39.0	38.0	36.9	35.8	34.7	33.5	32.2	30.9	29.6	28.2	26.7	25.2
390.6												
Interest Expense	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Earnings Before Taxes	36.5	35.5	34.4	33.3	32.2	31.0	29.7	28.4	27.1	25.7	24.2	22.7
360.6												
Income Taxes	10.9	10.6	10.3	10.0	9.7	9.3	8.9	8.5	8.1	7.7	7.3	6.8
Net Earnings	25.5	24.8	24.1	23.3	22.5	21.7	20.8	19.9	19.0	18.0	16.9	15.9
252.4												

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[Company Name]

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Profit and Loss (P&L) Statement

[USD \$ millions]

	2014	2015	2016	2017	2018
Revenue stream 1	7,692.6	7,814.6	7,938.7	8,064.6	8,192.6
Revenue stream 2	1,907.8	1,938.0	1,968.8	2,000.0	2,031.8
Returns, Refunds, Discounts	(275.3)	(279.7)	(284.1)	(288.6)	(293.2)
Total Net Revenue	9,325.0	9,473.0	9,623.3	9,776.0	9,931.2
Cost of Goods Sold	3,533.2	3,589.3	3,646.3	3,704.1	3,762.9
Gross Profit	5,791.8	5,883.7	5,977.0	6,071.9	6,168.3
Expenses					
Advertising & Promotion	250.6	255.6	260.7	265.9	271.1
Depreciation & Amortization	1,456.8	1,485.8	1,515.3	1,545.4	1,576.1
Insurance	14.7	15.0	15.3	15.6	15.9
Maintenance	76.4	77.9	79.5	81.0	82.6
Office Supplies	37.5	38.3	39.0	39.8	40.6
Rent	77.7	79.3	80.9	82.5	84.1
Salaries, Benefits & Wages	3,366.7	3,433.6	3,501.8	3,571.4	3,642.3
Telecommunication	20.1	20.5	20.9	21.3	21.7
Travel	30.8	31.4	32.1	32.7	33.3
Utilities	18.8	19.1	19.5	19.9	20.3
Other Expense 1	50.9	51.9	53.0	54.0	55.1
Other Expense 2	-	-	-	-	-
Total Expenses	5,401.1	5,508.4	5,617.9	5,729.5	5,843.4
Earnings Before Interest & Taxes	390.6	375.2	359.1	342.4	324.9
Interest Expense	30.0	2.5	2.5	2.5	2.5
Earnings Before Taxes	360.6	372.7	356.6	339.9	322.4
Income Taxes	108.2	111.8	107.0	102.0	96.7
Net Earnings	252.4	260.9	249.7	237.9	225.7

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[Company Name]

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Profit and Loss (P&L) Statement

[USD \$ millions]

	2014	2015	2016	2017	2018
Revenue stream 1	-	-	-	-	-
Revenue stream 2	-	-	-	-	-
Returns, Refunds, Discounts	-	-	-	-	-
Total Net Revenue	-	-	-	-	-
Cost of Goods Sold	-	-	-	-	-
Gross Profit	-	-	-	-	-
Expenses					
Advertising & Promotion	-	-	-	-	-
Depreciation & Amortization	-	-	-	-	-
Insurance	-	-	-	-	-
Maintenance	-	-	-	-	-
Office Supplies	-	-	-	-	-
Rent	-	-	-	-	-
Salaries, Benefits & Wages	-	-	-	-	-
Telecommunication	-	-	-	-	-
Travel	-	-	-	-	-
Utilities	-	-	-	-	-
Other Expense 1	-	-	-	-	-
Other Expense 2	-	-	-	-	-
Total Expenses	-	-	-	-	-
Earnings Before Interest & Taxes	-	-	-	-	-
Interest Expense	-	-	-	-	-
Earnings Before Taxes	-	-	-	-	-
Income Taxes	-	-	-	-	-
Net Earnings	-	-	-	-	-