
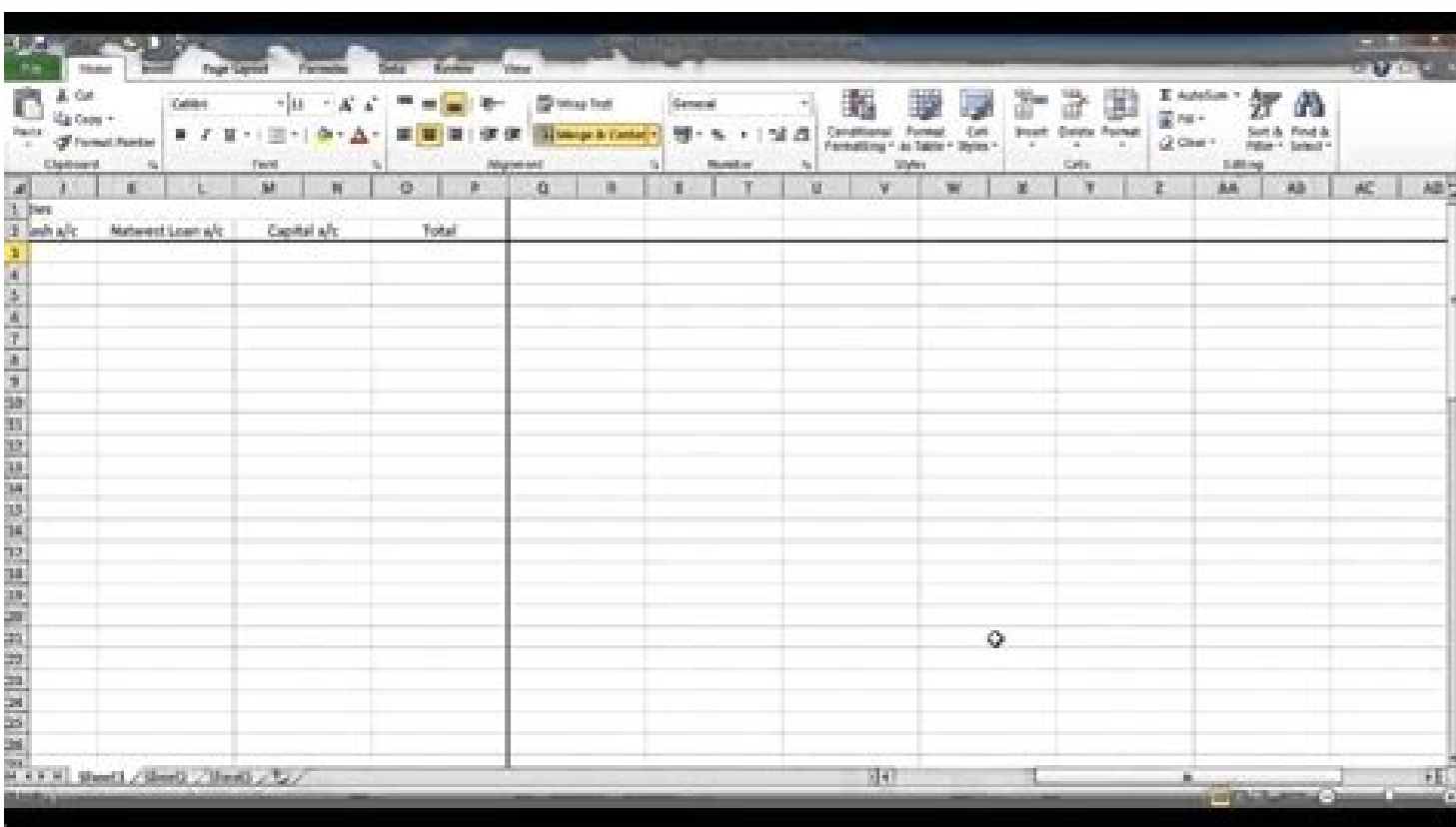


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**[Company Name]** Profit and Loss (P&L) Statement  
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	2018												Full Year
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	
Revenue stream 1	587.0	596.3	605.8	615.4	625.2	635.1	645.2	655.4	665.8	676.4	687.1	698.0	7,692.6
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	1,907.8
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)	(275.3)
<b>Total Net Revenue</b>	<b>711.6</b>	<b>722.9</b>	<b>734.3</b>	<b>746.0</b>	<b>757.8</b>	<b>769.9</b>	<b>782.1</b>	<b>794.5</b>	<b>807.1</b>	<b>819.9</b>	<b>832.9</b>	<b>846.1</b>	<b>9,325.0</b>
Cost of Goods Sold	299.6	273.9	278.2	282.7	287.1	291.7	296.3	301.0	305.8	310.7	315.6	320.6	3,533.2
<b>Gross Profit</b>	<b>412.0</b>	<b>449.0</b>	<b>456.1</b>	<b>463.3</b>	<b>470.7</b>	<b>478.2</b>	<b>485.7</b>	<b>493.5</b>	<b>501.3</b>	<b>509.2</b>	<b>517.3</b>	<b>525.5</b>	<b>5,791.8</b>
<b>Expenses</b>													
Advertising & Promotion	18.7	16.1	16.5	16.8	20.2	20.6	21.0	21.5	21.9	22.3	22.8	23.2	250.6
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	1,456.8
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	14.7
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	76.4
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	37.5
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	77.7
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	3,366.7
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	20.1
Travel	2.9	2.3	2.4	2.4	2.5	2.5	2.6	2.6	2.7	2.7	2.8	2.9	30.8
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	18.8
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	50.9
Other Expense 2													
<b>Total Expense</b>	<b>403.0</b>	<b>411.0</b>	<b>419.2</b>	<b>427.5</b>	<b>436.0</b>	<b>444.7</b>	<b>453.5</b>	<b>462.5</b>	<b>471.7</b>	<b>481.1</b>	<b>490.6</b>	<b>500.4</b>	<b>5,401.1</b>
<b>Earnings Before Interest &amp; Taxes</b>	<b>39.0</b>	<b>38.0</b>	<b>36.9</b>	<b>35.8</b>	<b>34.7</b>	<b>33.5</b>	<b>32.2</b>	<b>30.9</b>	<b>29.6</b>	<b>28.2</b>	<b>26.7</b>	<b>25.2</b>	<b>390.6</b>
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	30.0
<b>Earnings Before Taxes</b>	<b>36.5</b>	<b>35.5</b>	<b>34.4</b>	<b>33.3</b>	<b>32.2</b>	<b>31.0</b>	<b>29.7</b>	<b>28.4</b>	<b>27.1</b>	<b>25.7</b>	<b>24.2</b>	<b>22.7</b>	<b>360.6</b>
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	108.2
<b>Net Earnings</b>	<b>25.5</b>	<b>24.8</b>	<b>24.1</b>	<b>23.3</b>	<b>22.5</b>	<b>21.7</b>	<b>20.8</b>	<b>19.9</b>	<b>19.0</b>	<b>18.0</b>	<b>16.9</b>	<b>15.9</b>	<b>252.4</b>

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