

## Profit & Loss Statement

### Telson Tech

Gross Margin	61.42%
Return on Sales	12.95%

Values in 000s

	2011	2012	% Difference	% of Sales Current Period
<b>Revenue</b>				
Sales	\$ 1,750	\$ 2,001	14.34%	
Cost of Goods	\$ 748	\$ 772	3.21%	38.58%
Gross Profit	\$ 1,002	\$ 1,229	22.65%	61.42%
<b>Operating Expenses</b>				
Sales and Marketing	\$ 229	\$ 268	17.03%	13.39%
General and Accounting	\$ 500	\$ 559	11.80%	27.94%
Other Expenses	\$ 17	\$ 19	11.76%	0.95%
Operating Expenses	\$ 746	\$ 846	13.40%	42.28%
Income from Operations	\$ 256	\$ 383	49.61%	19.14%
Other Income	\$ 11	\$ 14	27.27%	0.70%
Taxes	\$ 92	\$ 138	49.61%	6.89%
<b>Net Profit</b>	<b>\$ 175</b>	<b>\$ 259</b>	<b>48.20%</b>	<b>12.95%</b>