

WebFOCUS can gather and consolidate complete, timely, and accurate information about both financial and non-financial assets from accounting, marketing, CRM, sales, and other systems.

Delivering the needed intelligence requires the ability to combine and consolidate key financial and non-financial information from a variety of sources. The disparate, disintegrated systems that exist at most companies can make this quite challenging.

Consolidated Statement of Income

	Quarter Ending March 2010	Quarter Ending March 2011	% Change	Full Year 2009	Full Year 2010	% Change
Retail - Television	1,293,665	1,347,848	4.02%	5,329,261	6,677,109	20.19%
Retail - Stereo	498,206	508,325	1.99%	2,036,404	2,544,729	19.98%
Retail - Video Player	953,430	1,116,251	14.59%	4,050,156	5,166,407	21.61%
Retail - Computer	201,061	203,130	1.02%	784,792	987,922	20.56%
Retail - Video Camera	5,269,530	4,975,577	-5.91%	20,554,476	25,530,053	19.49%
Total Retail Sales	8,215,892	8,151,131	-7.9%	32,755,089	40,906,220	19.93%
Internet - Television	4,915	5,205	5.57%	20,372	25,577	20.35%
Internet - Stereo	49,755	50,366	1.21%	198,183	248,549	20.26%
Internet - Video Player	50,868	55,912	9.02%	200,669	256,581	21.79%
Internet - Computer	208,406	201,949	-3.20%	780,739	982,688	20.55%
Internet - Video Camera	728,247	711,437	-2.36%	2,777,188	3,488,625	20.39%
Total Internet Sales	1,042,191	1,024,869	-1.69%	3,977,151	5,002,020	20.49%
Sales Revenue	10,443,386	10,319,306	-1.20%	41,320,931	51,640,237	19.98%
Cost Of Goods Sold	5,993,145	6,357,166	5.73%	23,790,143	30,147,309	21.09%
Gross Margin	4,450,241	3,962,140	-12.32%	17,530,788	21,492,928	18.43%
Total Operating Expenses	3,362,021	3,473,016	3.20%	13,054,316	16,527,332	21.01%
Total R+D Costs	314,718	321,813	2.20%	1,224,739	1,546,552	20.81%
Profit Before Tax	773,502	167,311	-362.31%	3,251,733	3,419,044	4.89%

Information Builders offers a wide array of business intelligence (BI) and enterprise integration solutions that empower IR departments to achieve enhanced market perception and greater share valuation, while facilitating greater compliance through increased transparency into both financial and non-financial performance.

With Information Builders solutions, IR teams can provide investors with:

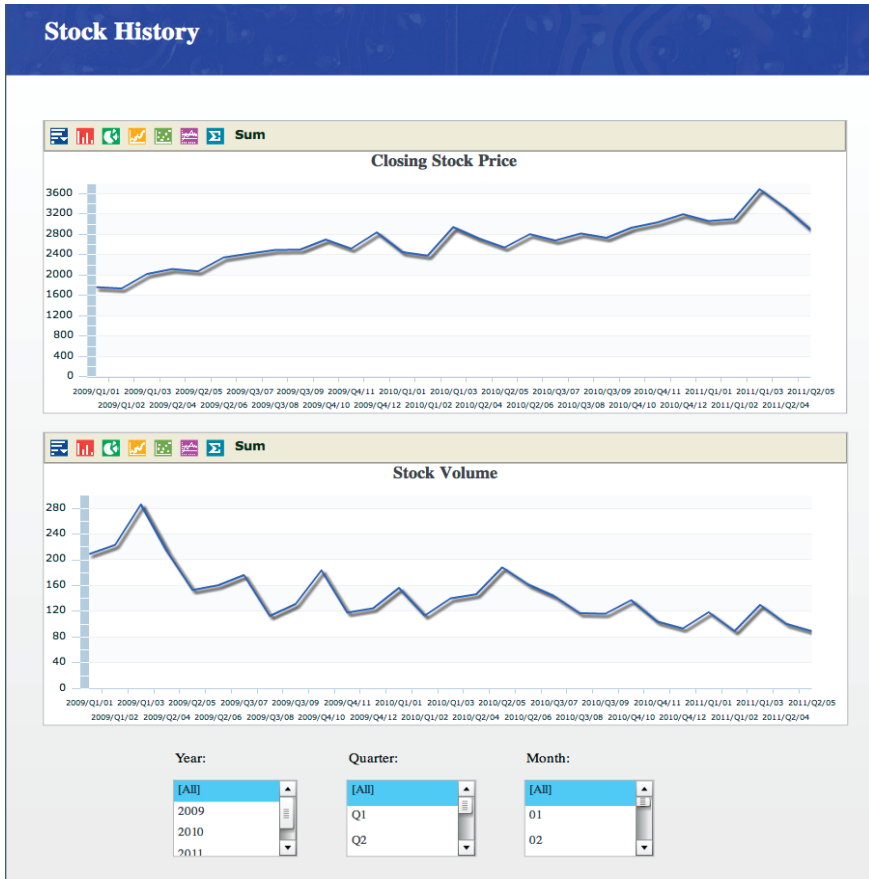
The Broadest View of Corporate Performance

A senior portfolio manager at Ernst & Young put it best. "Financial performance tells me what a company has already done. Non-financial performance tells me what it is likely to do." In fact, in a recent study conducted by Boston College's Carroll School of Management, 51 percent of retail investors polled use nonfinancial information, such as market share, innovation, and customer loyalty as part of the basis for their investment decisions.¹

In other words, while revenue, sales, profit, and other financial indicators are important, investors want more than just static accounting details. They want insight into the other assets that contribute to a company's value, such as brands, market share, customer-retention levels, and intellectual property. Companies that can accurately report on these types of non-financial assets are likely to substantially improve their valuation in capital markets.

¹ Hoff, Belinda and Wood, David. "The Use of Non-Financial Information: What Do Investors Want?" The Boston College Center for Corporate Citizenship, March 2008.

With WebFOCUS, IR professionals can create, schedule, distribute, and run parameterized financial reports.



Our robust WebFOCUS business intelligence platform can gather and consolidate complete, timely, and accurate information about both financial and non-financial assets from accounting, marketing, CRM, sales, and other systems, and present it to existing and potential investors in an intuitive, compelling, and interactive way. Investors will have unhindered visibility into:

- **Executive management metrics**, such as quality of management, quality of corporate strategy, and employee retention
- **Social responsibility metrics**, such as sustainability, safety, product reliability, and charitable contributions
- **Business metrics**, such as expansion, acquisitions, revenue, market share, and global capacity
- **Financial metrics**, such as stock price and history, dividends, earnings, and EBIT

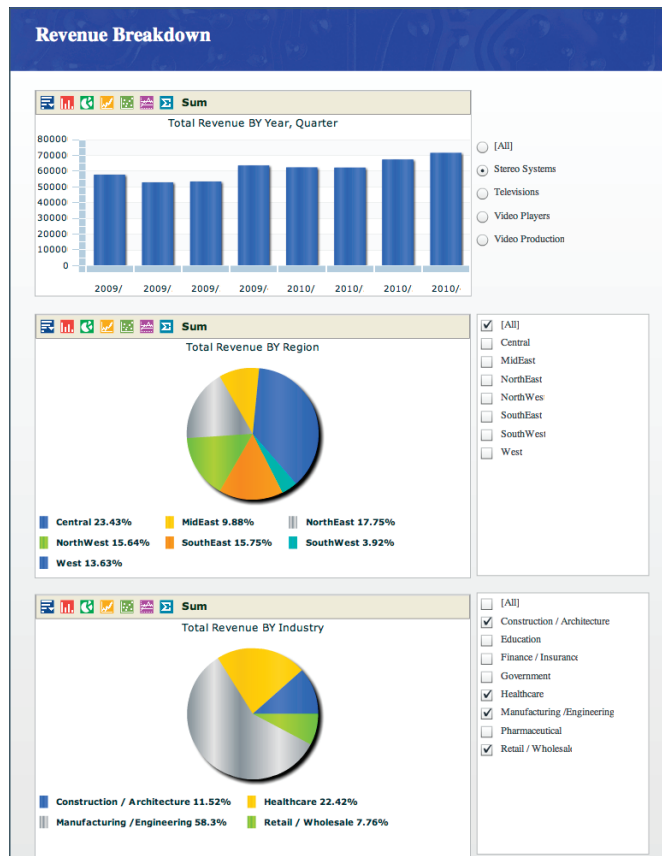
Highly Interactive Tear Sheets and Investor Dashboards

The majority of the tear sheets provided by today's public companies include only static financial data. With WebFOCUS Active Technology reports, IR teams can empower investors with advanced, yet easy-to-use analytics capabilities, embedded directly into the document. They can manipulate information about financial and non-financial assets in an almost unlimited number of ways, performing sorts, filters, calculations, visualizations, and more – to gain the deepest possible insight into the company's existing and potential value.

Find Out More

To find out how our solutions can help your company succeed, talk to an Information Builders representative today. Contact your local Information Builders office, visit us at informationbuilders.com, or in the U.S. and Canada, call (800) 969-4636.

Companies can also provide investors with comprehensive, fully interactive dashboards that offer them a single point of entry for all vital metrics and other related performance information. Best of all, investors can access and analyze these interactive tear sheets from not only their PCs and laptops, but also from smartphones and tablet computers.



Full Support for XBRL

At the heart of all investor communications is financial reporting. eXtensible Business Reporting Language (XBRL) has become the global standard among IR organizations for disseminating accounting and other corporate information. XBRL facilitates full transparency, making data exchange faster, more cost-efficient, and more reliable by automating it from start to finish. XBRL is so effective that the SEC, as well as many international agencies, will soon require all public companies to use it for submitting their quarterly and annual financial statements.

Information Builders supports the XBRL US GAAP Taxonomy (XUGT), providing the most advanced XBRL reporting capabilities on the market today. With WebFOCUS, IR professionals can create, schedule, distribute, and run parameterized financial reports. These reports can be used to perform calculations with the results being easily output to any file format including PDF, PowerPoint, Excel, and Word. These files can then be instantly shared with investors and other stakeholders.