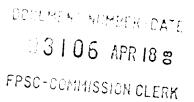




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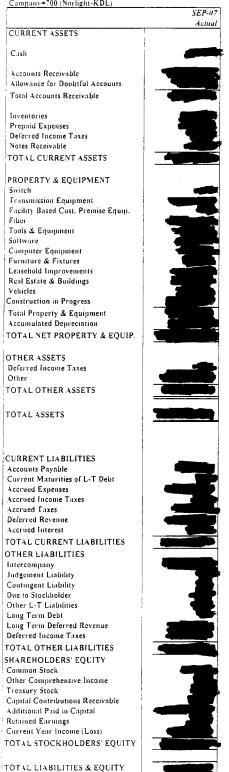


ORACLE Application

Company=700 (Norlight-KDL)

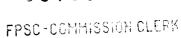
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Page 1



DOCUMENT NUMBER CATE 03106 APR 188

Gross Margin % NAC Sales Engineering Sales Admin

Sales Department

Total Sales Expense

Advertising Expense

Gross Margin

Total Direct Costs

Long Distance **Managed Services Field Services Network Expense** Fiber Depreciation

Direct Costs: Local

Fiber Cable **Total Revenue**

Technology Consulting Managed Services Field Services

Revenue: Local Long Distance

DRAC Application Company=Norlight Telecommunications, Inc

YTD Actual

Contribution Margin Contribution Margin %	
Operating Expenses: Salaries & Benefits Travel & Entertainment Office Expense Office Occupancy Bad Debt Expense Professional Fees Transmission Late Fees Customer Finance Charges	
Total Operating Expense Operating Expense/Revenue % Income from Operations	
Other (Income) and Expense: Interest Expense: Interest Expense Intercompany Interest Depreciation Other Income	
Total Other (Income) & Expense	
Earnings (Loss) Before Income Taxes	
Provison (Credit) for Income Taxes	
Net Earnings (Loss)	

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