

## Profit & Loss Variance by Corporation YTD and QTD

Corporation: Global Enterprises Intl.

Date: 9/29/2003

Actual QTD(\$K)	Budget QTD (\$K)	QTD Budget Variance (\$K)	QTD Budget Variance %	Account Type	Actual YTD (\$K)	Budget YTD (\$K)	YTD Budget Variance (\$K)	YTD Budget Variance %
1,553	2,106	(553)	(26%)	Advertising Income	7,241	9,685	(2,444)	(25%)
486	617	(131)	(21%)	Affiliate Fee Income	2,205	3,160	(955)	(30%)
0	0	0	0	E-commerce revenues	0	0	0	0
132	153	(22)	(14%)	Other Revenue	559	906	(346)	(38%)
0	0	0	0	Other Royalties	0	0	0	0
3,854	6,279	(2,426)	(39%)	Product Income	9,660	14,767	(5,107)	(35%)
0	0	0	0	Software Royalties	0	0	0	0
1,681	2,326	(646)	(28%)	Subscription Income	5,278	9,632	(4,354)	(45%)
<b>7,705</b>	<b>11,482</b>	<b>(3,776)</b>	<b>(33%)</b>	<b>Total Revenue</b>	<b>24,943</b>	<b>38,149</b>	<b>(13,206)</b>	<b>(35%)</b>
0	0	0	0	Allocated Costs	0	0	0	0
1	2	0	4%	Benefits Expense	30	35	5	15%
12	16	4	26%	Billable Costs	36	48	12	25%
201	281	80	29%	Billable Subcontractors	381	536	155	29%
10	12	2	17%	Casual Labor	36	71	35	49%
0	0	0	0	Commissions	0	0	0	0
76	97	21	21%	Communications	229	360	131	36%
78	109	31	28%	Consulting and Advisory	288	645	357	55%
3	4	0	12%	Cost of Goods Sold	50	81	30	37%
0	0	0	0	Depreciation	0	0	0	28%
0	0	0	0	Depreciation Expense	1	1	0	34%
0	0	0	0	Dividend	0	0	0	0
0	0	0	0	Equipment leasing	0	0	0	0
(32)	(39)	(7)	17%	Foreign Currency Trans G/L	(32)	(40)	(8)	19%
0	0	0	0	Freight and Postage	0	0	0	0
0	0	0	0	Gain/Loss on Sale of Investments	0	0	0	0
116	177	62	35%	High-Tech and Communications Expense	326	526	200	38%
0	0	0	0	In Process R&D	0	0	0	0
0	0	0	0	Income Taxes	0	0	0	0
196	149	(47)	(32%)	Insurance	695	960	266	28%
0	0	0	0	Interest Expense	0	0	0	99%
0	0	0	0	Legal Expenses	0	0	0	0
211	278	67	24%	Marketing	758	1,329	572	43%
0	0	0	0	Minority Interest	0	0	0	0
87	115	28	24%	Other General and Administrative	745	1,166	421	36%
(0)	(0)	(0)	13%	Other Inc/Exp (below the line)	15	21	6	28%
0	1	0	44%	Recruiting Expense	116	219	102	47%
244	300	56	19%	Salaries	1,307	1,979	672	34%
25	33	7	22%	Shipping, Printing, Supplies	78	126	49	39%
155	207	52	25%	Travel and Entertainment (T&E)	196	678	482	71%
0	0	0	0	Unrealized G/L on Investments	0	0	0	0
<b>1,383</b>	<b>1,739</b>	<b>356</b>	<b>20%</b>	<b>Total Expense</b>	<b>5,255</b>	<b>8,743</b>	<b>3,488</b>	<b>40%</b>
<b>6,323</b>	<b>9,743</b>	<b>(3,420)</b>	<b>(35%)</b>	<b>Contribution</b>	<b>19,688</b>	<b>29,406</b>	<b>(9,719)</b>	<b>(33%)</b>

## Profit & Loss Variance by Corporation YTD and QTD

Corporation: Global Enterprises USA

Date: 9/29/2003

Actual QTD(\$K)	Budget QTD (\$K)	QTD Budget Variance (\$K)	QTD Budget Variance %	Account Type	Actual YTD (\$K)	Budget YTD (\$K)	YTD Budget Variance (\$K)	YTD Budget Variance %
14,734	18,543	(3,808)	(21%)	Advertising Income	40,165	52,539	(12,374)	(24%)
3,408	3,767	(359)	(10%)	Affiliate Fee Income	9,540	15,038	(5,499)	(37%)
0	0	0	0	E-commerce revenues	0	0	0	0
1	1	(0)	(18%)	Other Revenue	120	148	(28)	(19%)
0	0	0	0	Other Royalties	0	0	0	0
27,430	24,940	2,490	10%	Product Income	76,844	109,937	(33,093)	(30%)
222	282	(60)	(21%)	Software Royalties	744	1,049	(305)	(29%)
15,222	21,016	(5,794)	(28%)	Subscription Income	48,574	85,871	(37,298)	(43%)
61,018	68,548	(7,531)	(11%)	Total Revenue	175,987	264,584	(88,597)	(33%)
0	0	0	0	Allocated Costs	0	0	0	0
0	0	0	0	Benefits Expense	0	0	0	0
25	21	(4)	(17%)	Billable Costs	(90)	91	180	199%
973	1,016	43	4%	Billable Subcontractors	2,827	4,044	1,217	30%
5	9	4	46%	Casual Labor	22	35	13	36%
0	0	0	0	Commissions	0	95	95	100%
286	423	137	32%	Communications	902	1,482	579	39%
41	65	23	36%	Consulting and Advisory	917	932	15	2%
38	49	10	21%	Cost of Goods Sold	138	198	60	30%
0	0	0	0	Depreciation	0	0	0	0
0	0	0	0	Depreciation Expense	0	0	0	0
0	0	0	0	Dividend	0	0	0	0
0	0	0	0	Equipment leasing	1	1	1	50%
2	3	0	15%	Foreign Currency Trans G/L	16	14	(3)	(20%)
0	0	0	0	Freight and Postage	0	0	0	0
0	0	0	0	Gain/Loss on Sale of Investments	0	0	0	0
1	1	0	10%	High-Tech and Communications Expense	9	23	14	60%
0	0	0	0	In Process R&D	0	0	0	0
0	0	0	0	Income Taxes	0	0	0	19%
441	781	340	44%	Insurance	1,645	3,330	1,685	51%
63	78	16	20%	Interest Expense	63	78	16	20%
0	0	0	0	Legal Expenses	0	0	0	0
58	76	17	23%	Marketing	351	549	198	36%
0	0	0	0	Minority Interest	0	0	0	0
34	43	10	22%	Other General and Administrative	585	664	79	12%
0	0	0	0	Other Inc/Exp (below the line)	0	0	0	0
20	29	9	31%	Recruiting Expense	140	231	91	40%
2,373	3,172	799	25%	Salaries	8,818	15,388	6,570	43%
83	114	32	28%	Shipping, Printing, Supplies	507	849	342	40%
605	782	177	23%	Travel and Entertainment (T&E)	2,700	4,916	2,216	45%
0	0	0	0	Unrealized G/L on Investments	0	0	0	0
5,049	6,663	1,615	24%	Total Expense	19,552	32,920	13,368	41%
55,969	61,885	(5,916)	(10%)	Contribution	156,435	231,664	(75,228)	(32%)

## Profit & Loss Variance by Corporation YTD and QTD

Corporation: Global Enterprises HQ

Date: 9/29/2003

Actual QTD(\$K)	Budget QTD (\$K)	QTD Budget Variance (\$K)	QTD Budget Variance %	Account Type	Actual YTD (\$K)	Budget YTD (\$K)	YTD Budget Variance (\$K)	YTD Budget Variance %
0	0	0	0	Advertising Income	0	0	0	0
0	0	0	0	Affiliate Fee Income	0	0	0	0
0	0	0	0	E-commerce revenues	0	0	0	0
0	0	0	0	Other Revenue	(0)	(0)	0	(14%)
0	0	0	0	Other Royalties	0	0	0	0
0	0	0	0	Product Income	298	468	(170)	(36%)
0	0	0	0	Software Royalties	0	0	0	0
0	0	0	0	Subscription Income	1,918	2,421	(502)	(21%)
0	0	0		<b>Total Revenue</b>	<b>2,216</b>	<b>2,888</b>	<b>(673)</b>	<b>(23%)</b>
0	0	0	0	Allocated Costs	0	0	0	0
0	0	0	0	Benefits Expense	0	0	0	0
0	0	(0)	(34%)	Billable Costs	0	0	(0)	(34%)
0	0	0	0	Billable Subcontractors	0	0	0	0
13	17	4	22%	Casual Labor	149	243	94	39%
0	0	0	0	Commissions	0	0	0	0
363	403	40	10%	Communications	1,072	1,896	823	43%
306	378	72	19%	Consulting and Advisory	2,290	5,500	3,210	58%
35	52	17	32%	Cost of Goods Sold	194	460	266	58%
0	0	0	0	Depreciation	0	0	0	0
0	0	0	0	Depreciation Expense	0	0	0	0
0	0	0	0	Dividend	0	0	0	0
0	0	0	0	Equipment leasing	0	0	0	0
0	0	0	0	Foreign Currency Trans G/L	(1)	(2)	(0)	11%
0	0	0	0	Freight and Postage	0	0	0	0
0	0	0	0	Gain/Loss on Sale of Investments	0	0	0	0
73	94	21	23%	High-Tech and Communications Expense	157	308	151	49%
0	0	0	0	In Process R&D	0	0	0	0
0	0	0	0	Income Taxes	0	2	2	100%
1,400	2,383	983	41%	Insurance	6,969	11,455	4,486	39%
4	5	1	22%	Interest Expense	40	38	(2)	(4%)
0	0	0	0	Legal Expenses	0	0	0	0
832	1,227	395	32%	Marketing	2,484	4,207	1,723	41%
0	0	0	0	Minority Interest	0	0	0	0
29	37	8	21%	Other General and Administrative	385	641	256	40%
42	75	32	43%	Other Inc/Exp (below the line)	42	75	32	43%
82	93	11	12%	Recruiting Expense	986	1,520	534	35%
0	0	0	0	Salaries	17	43	26	60%
337	445	109	24%	Shipping, Printing, Supplies	912	1,617	705	44%
90	116	26	23%	Travel and Entertainment (T&E)	618	1,027	410	40%
0	0	0	0	Unrealized G/L on Investments	0	0	0	0
3,605	5,326	1,720	32%	<b>Total Expense</b>	<b>16,313</b>	<b>29,030</b>	<b>12,717</b>	<b>44%</b>
(3,605)	(5,326)	1,720	(32%)	<b>Contribution</b>	<b>(14,097)</b>	<b>(26,141)</b>	<b>12,044</b>	<b>(46%)</b>

## Profit & Loss Variance by Corporation YTD and QTD

Corporation: Global Enterprises A

Date: 9/29/2003

Actual QTD(\$K)	Budget QTD (\$K)	QTD Budget Variance (\$K)	QTD Budget Variance %	Account Type	Actual YTD (\$K)	Budget YTD (\$K)	YTD Budget Variance (\$K)	YTD Budget Variance %
0	0	0	0	Advertising Income	0	0	0	0
0	0	0	0	Affiliate Fee Income	0	0	0	0
4,013	4,628	(615)	(13%)	E-commerce revenues	12,430	17,664	(5,233)	(30%)
0	0	(0)	(100%)	Other Revenue	0	0	(0)	(100%)
0	0	0	0	Other Royalties	0	0	0	0
0	0	0	0	Product Income	0	0	0	0
0	0	0	0	Software Royalties	0	0	0	0
0	0	0	0	Subscription Income	10	12	(2)	(16%)
4,013	4,628	(615)	(13%)	Total Revenue	12,440	17,675	(5,235)	(30%)
0	0	0	0	Allocated Costs	0	0	0	0
0	0	0	0	Benefits Expense	0	0	0	0
0	0	0	0	Billable Costs	0	0	0	0
0	0	0	0	Billable Subcontractors	0	0	0	0
0	1	0	28%	Casual Labor	31	73	41	57%
0	0	0	0	Commissions	0	0	0	0
42	50	8	16%	Communications	200	384	184	48%
79	108	29	27%	Consulting and Advisory	1,182	2,297	1,115	49%
91	100	9	9%	Cost of Goods Sold	348	581	234	40%
0	0	0	0	Depreciation	0	0	0	0
0	0	0	0	Depreciation Expense	0	0	0	0
0	0	0	0	Dividend	0	0	0	0
0	0	0	0	Equipment leasing	0	0	0	0
0	0	0	0	Foreign Currency Trans G/L	0	0	0	0
0	0	0	0	Freight and Postage	0	0	0	0
0	0	0	0	Gain/Loss on Sale of Investments	0	0	0	0
0	0	0	38%	High-Tech and Communications Expense	2	5	4	65%
0	0	0	0	In Process R&D	0	0	0	0
0	0	0	0	Income Taxes	0	0	0	0
25	34	9	26%	Insurance	472	989	517	52%
0	0	0	0	Interest Expense	0	0	0	0
0	0	0	0	Legal Expenses	0	0	0	0
28	35	7	19%	Marketing	315	695	380	55%
0	0	0	0	Minority Interest	0	0	0	0
2	2	1	29%	Other General and Administrative	33	49	17	34%
0	0	0	0	Other Inc/Exp (below the line)	0	0	0	0
35	50	14	29%	Recruiting Expense	93	136	43	31%
0	0	0	0	Salaries	0	0	0	0
16	20	4	22%	Shipping, Printing, Supplies	96	172	76	44%
11	15	4	25%	Travel and Entertainment (T&E)	135	277	141	51%
0	0	0	0	Unrealized G/L on Investments	0	0	0	0
329	415	86	21%	Total Expense	2,907	5,659	2,752	49%
3,684	4,213	(529)	(13%)	Contribution	9,533	12,016	(2,483)	(21%)