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| --- |
| **Projected Income Statement** |
|  | Base Year | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Full Year |
| Sales Revenue |  |  |  |  |  |  |
| Cost of Goods |  |  |  |  |  |  |
| Gross Profit |  |  |  |  |  |  |
| Sales, General and Administrative Expenses |  |  |  |  |  |  |
| New marketing expenses (not already included in SG&A, above) |  |  |  |  |  |  |
| New R&D expense (not already included in SG&A, above) |  |  |  |  |  |  |
| OperatingIncome |  |  |  |  |  |  |

Operating income = Sales revenue – cost of goods – sales/general/administrative expenses