

GROSS PROFITABILITY RELATIVITY TABLE 2
% OF NET REVENUES

2012	2011	2010	2009	2008
32.00%	31.75%	32.37%	31.80%	32.30%
3.33%	2.25%	2.65%	3.80%	2.60%
35.33%	34.00%	35.02%	35.60%	34.90%

33.16%	33.21%	33.12%	32.10%	31.20%
5.58%	5.00%	4.59%	5.78%	6.85%
38.74%	38.21%	37.71%	37.88%	38.05%

2012 2011 2010 2009 2008

GROUP 3

EXEC SALES	31.74%	31.83%	32.50%	31.89%	32.11%
P-T PROFIT	10.08%	10.20%	9.36%	10.37%	9.51%
GR PROFIT	41.82%	42.03%	41.86%	42.26%	41.62%

GROUP 4

EXEC SALES	29.86%	29.94%	30.74%	30.51%	30.43%
P-T PROFIT	10.60%	10.51%	11.76%	12.63%	12.22%
GR PROFIT	40.46%	40.45%	42.51%	43.14%	42.65%

GROSS PROFIT = EXEC SALES COMPENSATION + PRE TAX PROFITS