










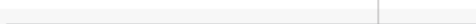
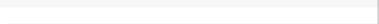
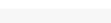
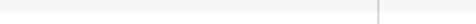
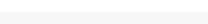


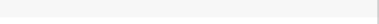




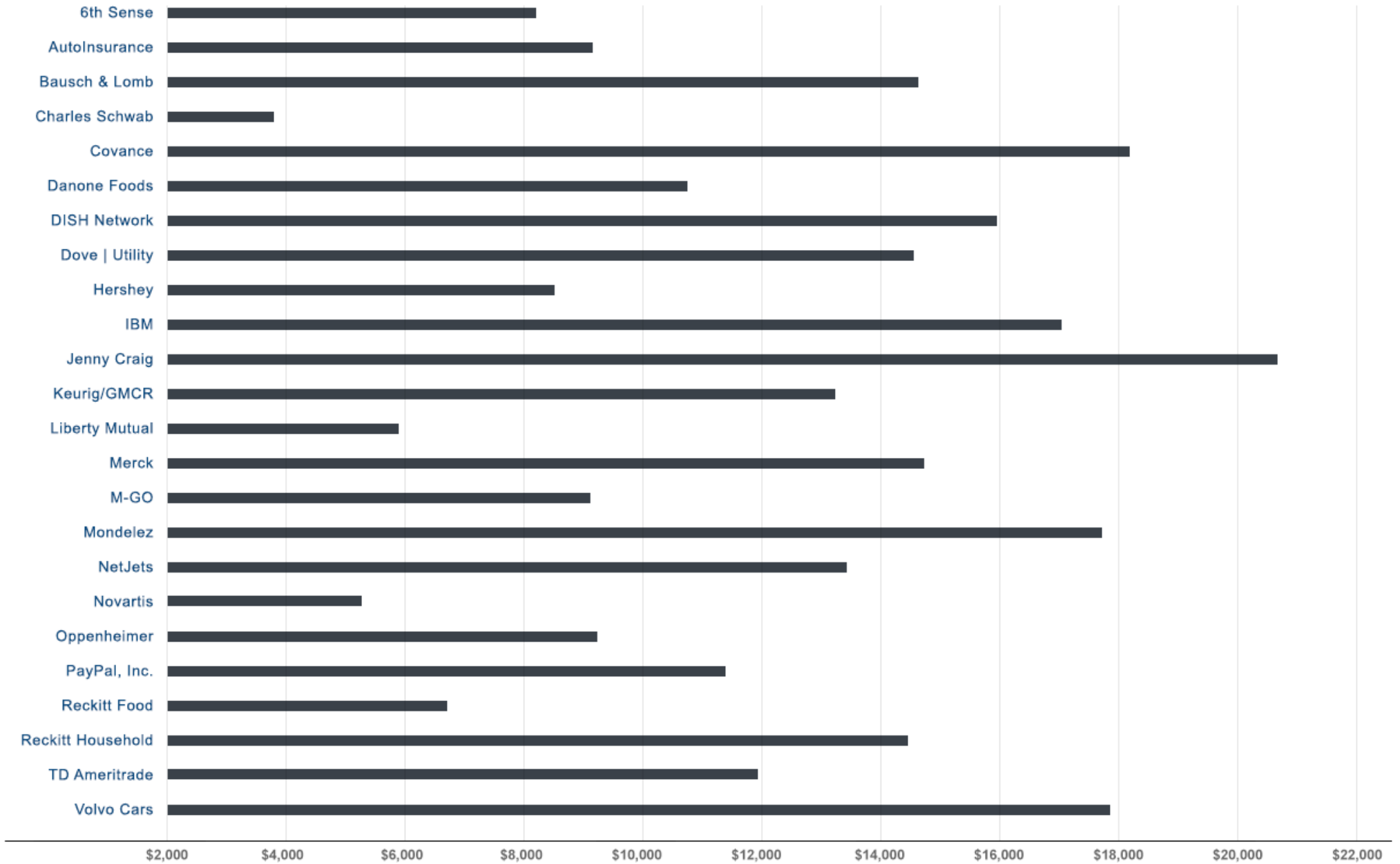
Clients	Prior year (2013) revenue*	Budget (B1)*	Current forecast (B5)* and prior year % variance		YTD revenue* and % of YTD B1 target	YTD client margin vs. 56% target
Client A	11,500	11,500	12,000	-3%	3,030 	51%
Client B	5,000	5,000	4,000	n/a	1,200 	58%
Client C	2,100	2,100	2,200	00%	1,525 	48%
Client D	1,200	1,200	1,200	-2%	560 	7%
Client E	9,500	9,500	6,800	-9%	2,280 	60%
Client F	600	600	800	15%	410 	61%
Client G	13,000	13,000	13,200	1%	4,500 	59%
Client H	5,000	5,000	4,000	n/a	1,200 	58%
Client I	2,100	2,100	2,200	0%	1,525 	48%
Client J	1,200	1,200	1,200	-105%	560 	57%
Client K	9,500	9,500	6,800	-20%	2,280 	60%
Client L	600	600	800	200%	410 	61%
Client M	13,000	13,000	13,200	1%	4,500 	59%
Client N	5,000	5,000	4,000	-50%	1,200 	10%
Client O	2,100	2,100	2,200	1%	1,525 	48%
Client P	1,200	1,200	1,200	-4%	560 	57%
Client Q	9,500	9,500	6,800	-112%	2,280 	60%
Client R	600	600	800	20%	410 	61%
Client S	13,000	13,000	13,200	1%	4,500 	59%
Client T	1,200	1,200	1,200	-100%	560 	57%
Total	1,200,000	1,200,000	1,300,000	-10%	100,000 	57%

20% 40% 60% 80% 100% 120%

*in thousands of USD






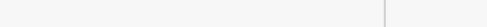

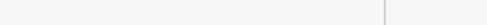

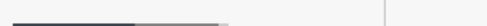

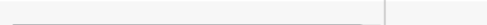
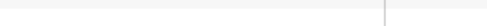

Budget (B1)* | Current forecast (B5)* | YTD Actual*

Alphabetical | Descending



Last month utilization

Timesheet compliance

Department	# of employees	% Client-related vs. 75% requirement			Delinquent	Pending	Total
		Billable	Non-billable	Not client-related			
Account	500	77%		40	5	25	
Broadcast	300	95%		20	5	25	
Creative	2,500	80%		20	5	25	
Executive	50	88%		20	5	25	
Experience Design	30	74%		34	5	25	
Finance HR	20	n/a		20	17	25	
New Biz	150	80%		20	5	25	
Operations	250	n/a		20	5	25	
Planning	800	76%		32	13	25	
Print Production	600	80%		20	5	25	
Project Management	750	70%		20	5	25	
Studio	350	105%		20	5	25	
Technology	600	100%		20	5	25	
Total	16,000	78%		260	65	325	



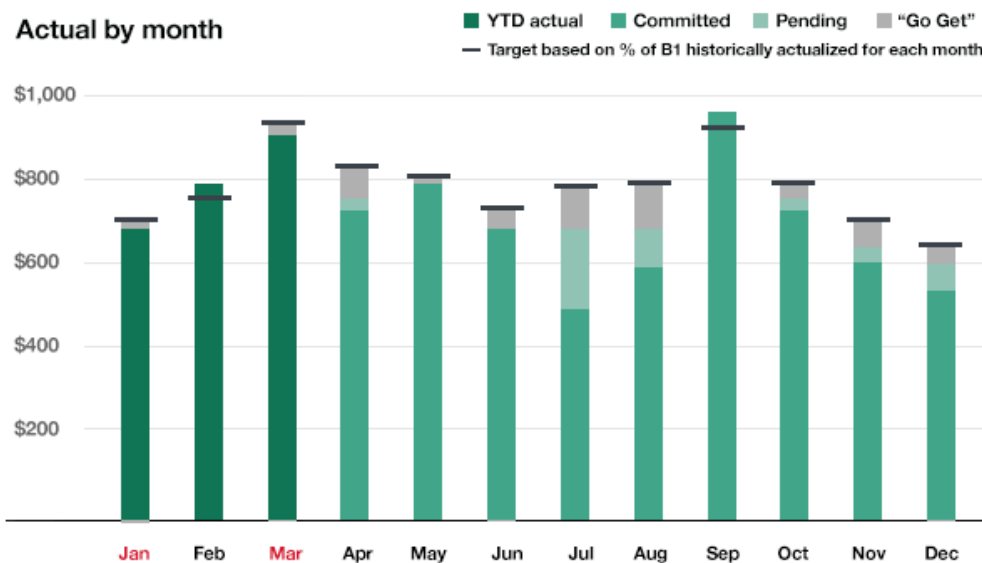
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Charles Schwab 29.17 -0.14 (-0.48%)

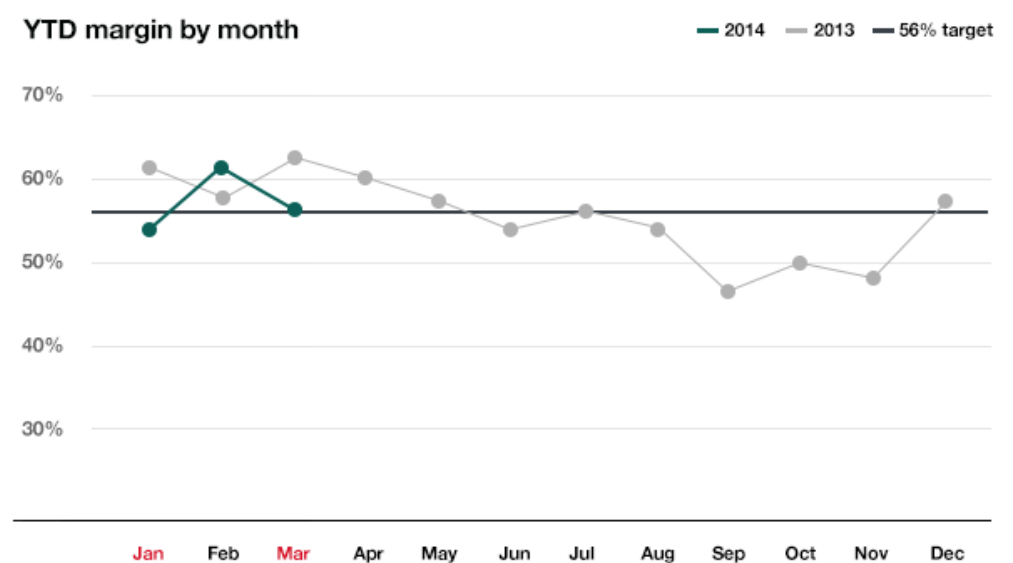
B1* \$11,500 | YTD actual* **\$3,030** / \$3,100 target† | YTD margin **51%** / 56% target

CY forecast* \$12,000 | PY LFL* \$12,275 **-6%** | Committed* \$8,050 | Pending* \$1,075 | "Go Get"* \$2,875

Actual by month



YTD margin by month



*In thousands of USD

† Target based on % of B1 historically actualized as of the report date