

**DATA COMMUNICATIONS SECTOR INCOME STATEMENTS**

	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983
CODEX											Acquired						
Revenue	1142	1274	2152	1123	2534	4029	8103	17957	26230	27177							
Cost of Sales				3401	3375	1874	3065	6397	9248	10226							
Lease Costs																	
Engineering						164	484	849	1384	2240							
SG&A				669	926	1203	1881	3529	5308	7524							
Pre-Tax Inc				-2947	-1767	601	2319	6174	9029	6359							
Net Income	34	71	204	-2946	-1966	561	2119	3934	4409	3292							
Growth Rate		11.56%	68.92%	-47.82%	125.65%	59.00%	101.12%	121.61%	46.07%	3.61%							
Gross Margin	100.00%	100.00%	100.00%	-202.85%	-33.19%	53.49%	62.17%	64.38%	64.74%	62.37%							
Eng %						4.07%	5.97%	4.73%	5.28%	8.24%							
SG&A %				59.57%	36.54%	29.86%	23.21%	19.65%	20.24%	27.69%							
Net %	2.98%	5.57%	9.48%	-262.33%	-77.58%	13.92%	26.15%	21.91%	16.81%	12.11%							

	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	
MICOM	Founded as ADS					Founded											
Revenue											808	1525	5280	15519	32818	57671	8665
Cost of Sales												785	1888	7182	14303	32065	3931
Lease Costs																	
Engineering												168	542	1125	2568	5075	859
SG&A												486	1395	3730	8285	16148	2329
Pre-Tax Inc												118	1426	3427	7383	13806	1544
Net Income											4	90	739	1750	3948	7956	1236
Growth Rate											N/A	88.74%	246.23%	193.92%	111.47%	75.73%	50.25%
Gross Margin											100.00%	51.48%	35.76%	46.28%	43.58%	55.60%	45.37%
Eng %											0.00%	11.02%	10.27%	7.25%	7.82%	8.80%	9.92%
SG&A %											0.00%	31.87%	26.42%	24.04%	25.25%	28.00%	26.88%
Net %											0.50%	5.90%	14.00%	11.28%	12.03%	13.80%	14.27%

	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977						
MILGO											Acquired						
Revenue	5377	4654	8268	13935	9083	13878	21943	30796	40410	41031							
Cost of Sales	5251	4988	5462	7228	5401	5752	10478	13890	17238	18394							
Lease Costs																	
Engineering								4049	4439	4417							
SG&A								8951	11992	14493							
Pre-Tax Inc	126	-334				1585	1780	2316	4608	1078							
Net Income	-34	-589	788	2187	240	1891	2500	2724	4248	2361							
Growth Rate	N/A	-13.45%	77.65%	68.54%	-34.82%	52.79%	58.11%	40.35%	31.22%	1.54%							
Gross Margin	2.34%	-7.18%	33.94%	48.13%	40.54%	58.55%	52.25%	54.90%	57.34%	55.17%							
Eng %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	13.15%	10.98%	10.77%							
SG&A %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	29.07%	29.68%	35.32%							
Net %	-0.63%	-12.66%	9.53%	15.69%	2.64%	13.63%	11.39%	8.85%	10.51%	5.75%							

		1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983
PARADYNE		Founded										IPO				
Revenue							est. 2500	7705	10722	15358	25899	41441	78394	139023	207341	20895
Cost of Sales								3682	4171	5573	9190	13332	24482	48097	76103	7850
Lease Costs								1122	1649	2498	4105	6882	12850	22544	32377	3794
Engineering								825	938	1287	2253	2958	6496	11877	15593	1952
SG&A								1800	3163	4350	7384	12755	23042	37509	54148	7075
Pre-Tax Inc								-10	516	1554	3087	5803	12357	22500	32500	429
Net Income								-10	516	1554	3087	4765	8519	18261	26872	365
Growth Rate									39.16%	43.24%	68.64%	60.01%	89.17%	77.34%	49.14%	0.78%
Gross Margin									37.65%	45.72%	47.45%	51.33%	48.78%	47.62%	50.81%	52.32%
Eng %									10.71%	8.75%	8.38%	8.70%	7.14%	8.29%	8.54%	7.52%
SG&A %									23.36%	29.50%	28.32%	28.51%	30.78%	29.39%	26.98%	26.12%
Net %									-0.13%	4.81%	10.12%	11.92%	11.50%	10.87%	13.14%	12.96%

		1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983
GDC		Founded														
Revenue			160	1703	4967	6816	10009	13188	16058	20122	31169	41724	53913	58039	61259	8737
Cost of Sales			285	1334	3359	5251	6838	8673	9911	12112	17981	23391			39582	5058
Lease Costs																

Engineering	37	240	374	610	924	856	1034	1196	1429	2207	3273				5571	712
SG&A	275	364	792	821	1008	1718	2463	3427	3954	5748	7799				16511	2302
Pre-Tax Inc	-312	-728	-881	70	-137	364	1018	1524	2627	5233	7261	8093	1801		-3608	264
Net Income	-281	-676	-881	35	-154	367	369	853	1307	2274	3236	4411	1843		-1224	351

Growth Rate	N/A	964.38%	191.66%	37.23%	46.85%	31.76%	21.76%	25.31%	54.90%	33.86%	29.21%	7.65%	5.55%	42.63%
Gross Margin	-78.13%	21.67%	32.37%	22.96%	31.68%	34.24%	38.28%	39.81%	57.69%	56.06%	0.00%	0.00%	64.61%	57.89%
Eng %	150.00%	21.96%	12.28%	13.56%	8.55%	7.84%	7.45%	7.10%	7.08%	7.84%	0.00%	0.00%	9.09%	8.15%
SG&A %	227.50%	46.51%	16.53%	14.79%	17.16%	18.68%	21.34%	19.65%	18.44%	18.69%	0.00%	0.00%	26.95%	26.35%
Net %	-422.50%	-51.73%	0.70%	-2.26%	3.67%	2.80%	5.31%	6.50%	7.30%	7.76%	8.18%	3.18%	-2.00%	4.02%

	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983
TIMEPLEX	Founded				IPO										
Revenue		109	693	1380	2657	4486	5053	6332	8019	11517	12744	17928	27096	32183	4367
Cost of Sales		44	355	885	1395	2311	3577	4503	4955	6827	6128	8327	12057	13394	1820
Lease Costs															
Engineering		166	131	151	270	546	742	773	816	1052	1381	1794	3210	4312	558
SG&A		113	177	313	512	869	1569	1394	1490	2561	3306	5187	8632	12211	1685
Pre-Tax Inc		-213	30	31	480	749	57	-532	579	967	1947	2565	4120	3288	456
Net Income		-205	28	25	345	484	114	-430	309	545	1007	1408	1685	1329	344

Growth Rate	N/A	99.13%	92.54%	68.84%	12.64%	12.64%	25.31%	26.64%	43.62%	10.65%	40.68%	51.14%	18.77%	35.69%
Gross Margin	48.77%	35.87%	47.50%	48.48%	29.21%	29.21%	28.89%	38.21%	59.28%	48.09%	46.45%	44.50%	41.62%	41.68%
Eng %	18.90%	10.94%	10.16%	12.17%	14.68%	14.68%	12.21%	10.18%	9.13%	10.84%	10.01%	11.85%	13.40%	12.79%
SG&A %	25.54%	22.68%	19.27%	19.37%	31.05%	31.05%	22.02%	18.58%	22.24%	25.94%	28.93%	31.86%	37.94%	38.59%
Net %	4.04%	1.81%	12.98%	10.79%	2.26%	2.26%	-6.79%	3.85%	4.73%	7.90%	7.85%	6.22%	4.13%	7.88%

											1979	1980	1981	1982	1983
INFOTRON													IPO		Secondary
Revenue											11363	19626	21990	34146	5123
Cost of Sales											4618	8678	10228	16521	2334
Lease Costs															
Engineering											1039	1714	3067	3859	437
SG&A											2814	4985	7901	10223	1549
Pre-Tax Inc											2798	4116	1192	3543	802
Net Income											1530	2510	1029	2376	623

Growth Rate											N/A	72.72%	12.05%	55.28%	50.06%
Gross Margin											40.64%	44.22%	46.51%	48.38%	45.57%
Eng %											9.14%	8.73%	13.95%	11.30%	8.53%
SG&A %											24.76%	25.40%	35.93%	29.94%	30.24%
Net %											13.46%	12.79%	4.68%	6.96%	12.16%

												1980	1981	1982	1983
MICROCOM												Founded			
Revenue															
Cost of Sales															
Lease Costs															
Engineering															
SG&A															
Pre-Tax Inc															
Net Income															

Growth Rate															
Gross Margin															
Eng %															
SG&A %															
Net %															

														1982	1983
TELEBIT														Founded	
Revenue															
Cost of Sales															
Lease Costs															
Engineering															
SG&A															
Pre-Tax Inc															
Net Income															

Growth Rate															
Gross Margin															
Eng %															
SG&A %															
Net %															

	1978	1979	1980	1981	1982	1983
DCA COMMUNICATIONS / IPO						
Revenue	1442	2380	3786	5323	8713	
Cost of Sales	604	936	1641	2488	3314	
Lease Costs						
Engineering	197	287	420	610	1026	
SG&A	546	986	1438	2226	3620	
Pre-Tax Inc	95	171	287	-1	753	
Net Income	72	87	110	37	629	
Growth Rate		65.05%	59.08%	40.60%	63.69%	
Gross Margin	41.89%	39.33%	43.34%	46.74%	38.04%	
Eng %	13.66%	12.06%	11.09%	11.46%	11.78%	
SG&A %	37.86%	41.43%	37.98%	41.82%	41.55%	
Net %	4.99%	3.66%	2.91%	0.70%	7.22%	

## CONCORD DATA SYSTEMS (Modems only) see CONCORD COMMUNICATIONS for LAN

Revenue  
Cost of Sales  
Lease Costs  
Engineering  
SG&A  
Pre-Tax Inc  
Net Income

Growth Rate  
Gross Margin  
Eng %  
SG&A %  
Net %

	1978	1979	1980	1981	1982	1983
GANDALF (Canadian dollars)						
Revenue	8171	12900	26135	40214	53318	5858
Cost of Sales			12109	19824	25877	3125
S&A			4217	6798	4786	1208
G&A			2554	3484	4778	532
R&D	494	935	1419	2813	4217	649
Pre-Tax Inc			5495	6401	10406	570
Net Income	825	1249	3395	4111	6694	369
Growth Rate	N/A	57.88%	102.60%	53.87%	32.59%	9.87%
Gross Margin			62.47%	66.20%	57.51%	73.97%
S&A%			16.14%	16.90%	8.98%	20.62%
G&A%			9.77%	8.66%	8.96%	9.09%
R&D%	6.05%	7.25%	5.43%	7.00%	7.91%	11.08%
Net %	10.10%	9.68%	12.99%	10.22%	12.55%	6.31%