



Section III – Interplanetary Sales Department

Overview

These figures only include sales in relation to off-planet operations conducted in and outside space stations. While most trade in this area is conducted with capsuleers, a small part of the raw materials are purchased from corporations directly aligned with one of the major empires. A number of subcontractors have been especially active in providing raw biochemical production materials, but as yet we have not established any long term supplier agreements.

Sales during the first quarter of YC112 have been steady with little to no fluctuation in market prices in any of the major trade locations. No significant advertising campaigns or market monitoring and pricing adjustment programs were part of our sale strategy for this period. While this strategy results in a relative low amount of units sold it requires less time for the sale managers to supervise. New products have been added to the Starship Equipment product line, and while selling well it is still sales of pharmaceutical products that make up the majority of our revenue.

Funds invested in Human Relief Efforts have paid off well, and more than 3000 refugees and homeless have passed through the relief program this quarter alone. Another 2000 people has been brought into the program through the “Trade Drugs for People” offer that has also been running through this period. The incident at the Pashanai III station received special attention and a large percentage of the Human Relief Effort fund for this quarter went to support the victims of that disaster.

Special recognition goes to the Transport Department whose efforts in moving biochemical materials and in regard to the Human Relief Effort program have been greatly appreciated.

Future Aspects

With the success of our new Starship Equipment line, more products are planned to be added to it in the near future. As always, there are no plans to add combat products to the line so our focus will continue to be on modules for life preservation and resource extraction.

For our pharmaceutical products, increased adjustment of sale orders to market price fluctuations are planned. This is expected to increase revenue by as much as 25% for the next quarter. Stocks of final products are already plentiful so efforts should be directed to sales for the coming months. Sales are already occurring at all major trade hub systems and there are no plans regarding expansion to other locations.

Finally, it is expected that this sales department will be more involved in planet-based antibiotic and medicine



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production in the near future and funds are already being put aside for such investments.

Financial Statements

Revenue

Pharmaceutical Sales

First division	1,140,151,681.00 ISK
Second division	484,832,714.23 ISK

Subtotal: 1,624,984,395.23 ISK

Starship Equipment

Life Support Systems	89,431,725.43 ISK
Material Acquisition Modules	113,990,000.00 ISK

Subtotal: 203,421,725.43 ISK

Total revenue: 1,828,406,120.66 ISK

Expenses

Raw Biochemical Production Materials	377,393,613.08 ISK
Basic Production Materials	619,500.00 ISK
Advanced Production Materials	46,936,794.83 ISK
Research Samples	903,325.00 ISK
Starbase Operations	173,931,473.01 ISK
Human Relief Efforts	2,217,934.20 ISK*

Total expenses: 602,002,640.12 ISK

Interplanetary Sales Department quarterly profit: 1,226,403,480.54 ISK

*: Of this 951,874.00 ISK alone was used on the Pashanai relief effort.

As per corporate policies, the amount of liquid ISK and the value of assets within Interplanetary Sales Department will be kept confidential.