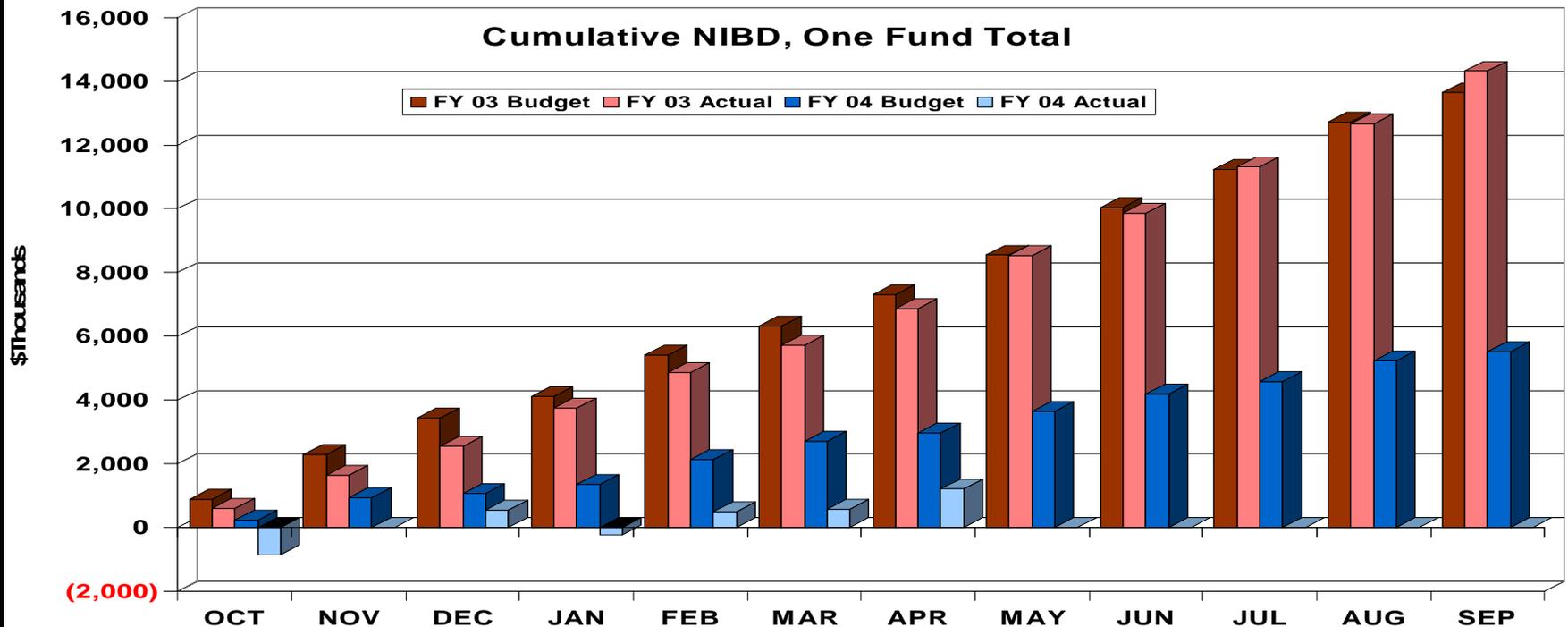


TOPIC: IMA-E NAF ONE FUND PROFITABILITY – APRIL FY04 YTD, \$000's

STAFF PROPONENT: IMA-E, MWRD, FMG

ASSESSMENT: RED

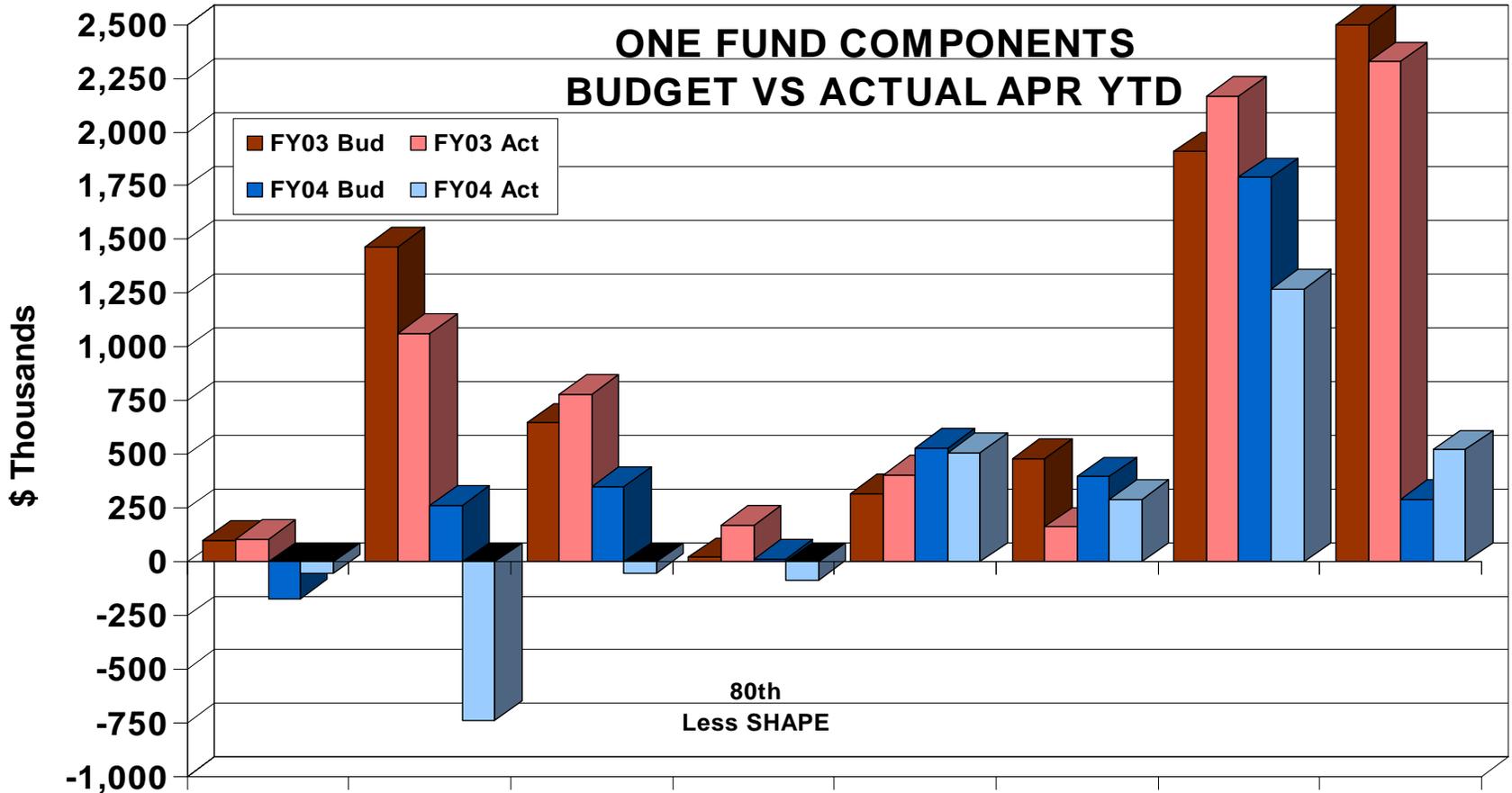


- An encouraging month as April NIBD exceeded budget by 157%. The YTD Europe Region NIBD is \$1,219.8K vs. a budget of \$ 2,968.6K. Budget variance is rated red at a negative 58.9%.
- 63.6% of the Region budget variance remains in programs KA, KG, KM, & LE which are 800K under budgeted sales and 300K over budgeted other operational expenses.

CORRECTIVE ACTION:

Persist in efforts to maximize the use of authorized APF. Although there was improvement, reductions in expenses continue to lag reductions in revenue. Analyzing and reducing high 'other operating expenses' should remain a priority.

ONE FUND COMPONENTS BUDGET VS ACTUAL APR YTD



	22d	104th	98th	80th	6th	100th	26th	HQ
FY03 Bud	101.4	1,466.0	647.2	20.8	319.1	481.1	1,908.9	2,806.2
FY03 Act	104.5	1,062.1	779.0	172.1	404.8	163.4	2,165.6	2,326.6
FY04 Bud	(172.3)	264.0	350.6	14.4	531.0	395.7	1,787.9	291.4
FY04 Act	(54.2)	(736.9)	(52.8)	(84.5)	506.3	290.8	1,268.4	520.7
FY03 Var	3.1%	-27.5%	20.4%	728.2%	26.8%	-66.0%	13.5%	-17.1%
FY04 Var	68.5%	-379.1%	-115.1%	-685.1%	-4.6%	-26.5%	-29.1%	78.7%