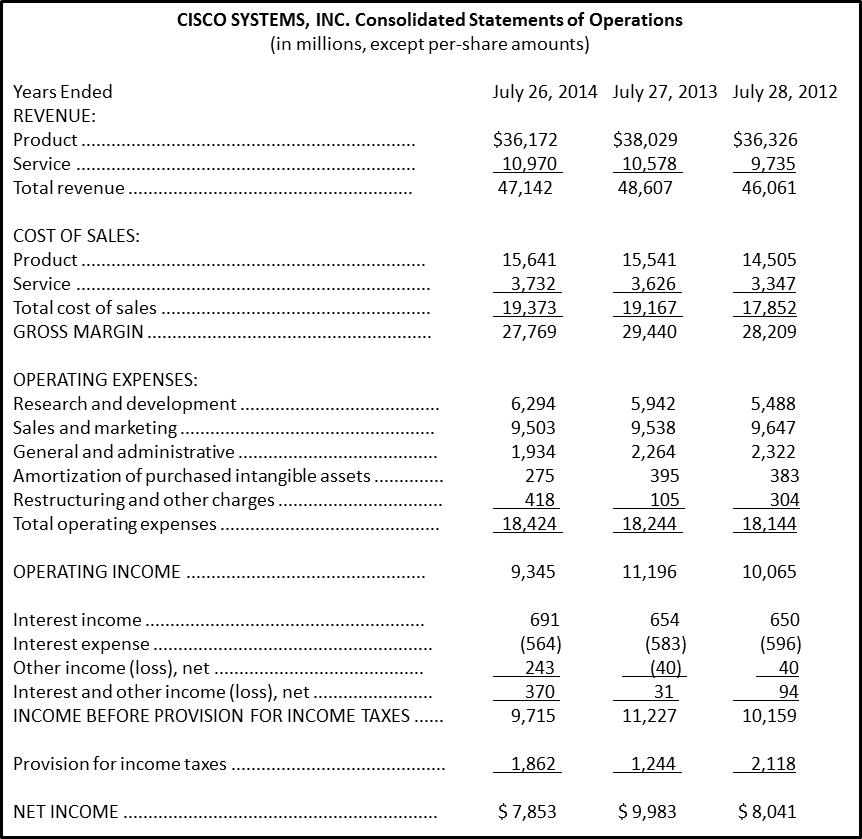
Exercise

# Earnings Statement Part 2

An extract of the 2014 annual report from the Cisco corporation is shown below.



1. In which fiscal year did Cisco have the highest Total Revenue?
2. In which year did Cisco have the highest Service Revenue?
3. In which year did Cisco have the lowest Product Revenue?
4. What percentage of Total Revenue is the Product Revenue in each year?
5. What is the average rate of growth in the Service Revenue for 2012 to 2014?
6. Based upon these Sales values, what are the strengths and weaknesses you see in Cisco’s sales?