



Monthly Performance Report and Future Forecast

ProfServCo1
July 2024

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Basis of Preparation

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Executive Summary

REVENUE

Revenue \$2,719,808 (Last month \$1,941,400)

Positive trend upwards.

PROFITABILITY

Profitability Ratio 67.07% (Last month 19.47%)

Positive trend upwards. Strategies to improve profitability include: increasing price, increasing sales volume, reducing cost of sales and reducing operating expenses.

ACTIVITY

Activity Ratio 4.65 times (Last month 4.73 times)

Negative trend downwards. Strategies to improve the activity ratio include seeking ways to optimize the balance sheet, ie. by reducing the investment in working capital, selling-off any unused assets or by increasing sales using the same asset base.

EFFICIENCY

Return on Capital Employed 311.95% (Last month 92.15%)

Positive trend upwards. A higher ROCE% is favourable, indicating that the business generates more earnings per \$1 of capital employed.

WORKING CAPITAL

Cash Conversion Cycle -100 days (Last month -52 days)

Positive trend downwards. Strategies to improve cash conversion include: collecting debt faster, reducing inventory levels, billing work in progress faster and paying creditors slower

CASH FLOW

Free Cash Flow \$610,641

Free Cash Flow is positive. After paying its operating expenses and investing for future growth (capital expenditures) the business has generated cash. This cash is available to be paid back to the suppliers of capital.

MARGINAL CASH FLOW

Net Variable Cash Flow 71.7%

Net variable cash flow is positive. The business will generate cash from each additional \$1 of products or services that the business sells.

DEBT

Net Debt (\$2,367,067) (Last month (\$1,772,305))

Net debt levels have fallen.

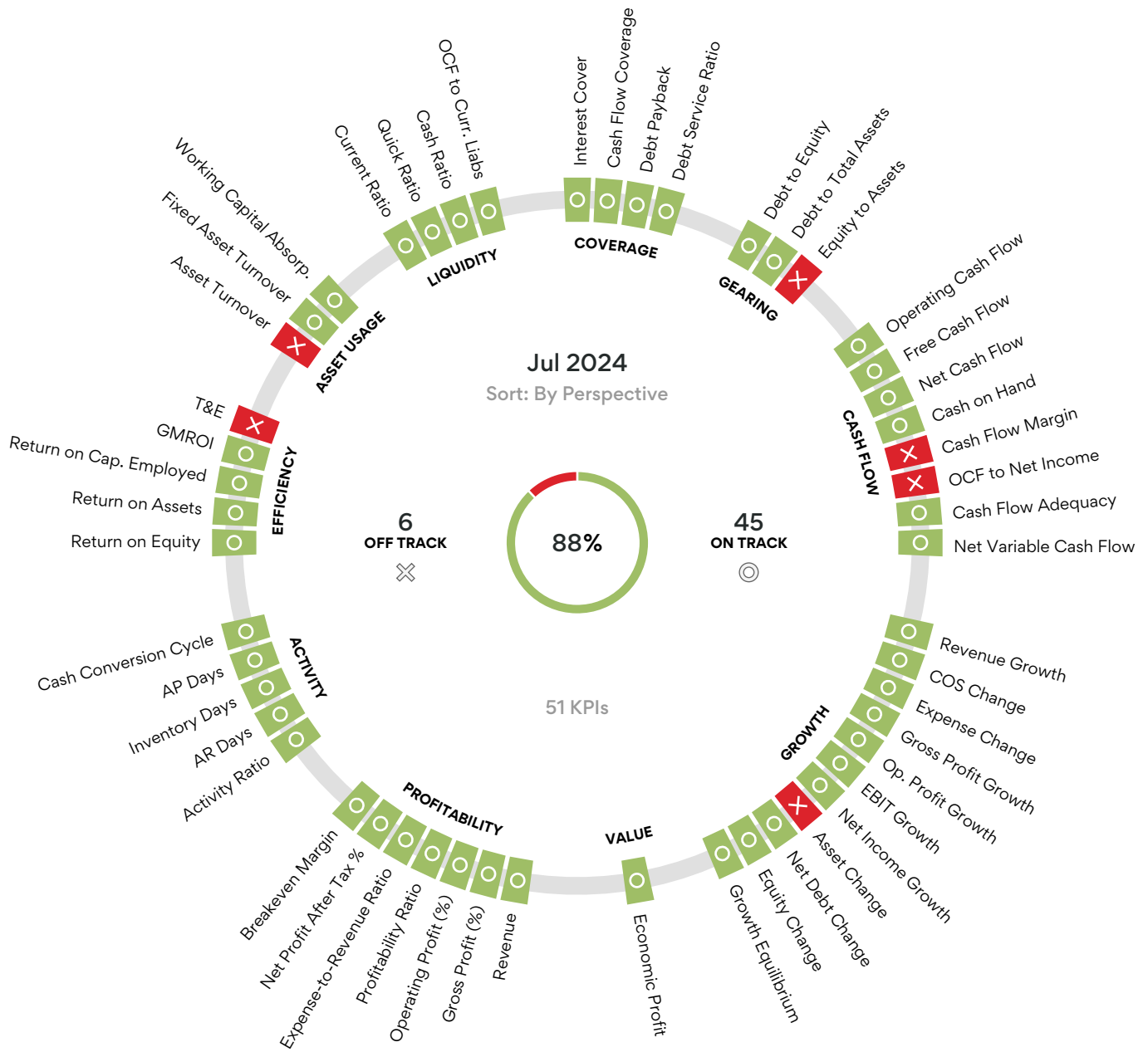
COVERAGE

Interest Cover 83.86 times

Operating profits are sufficient to cover interest payments.

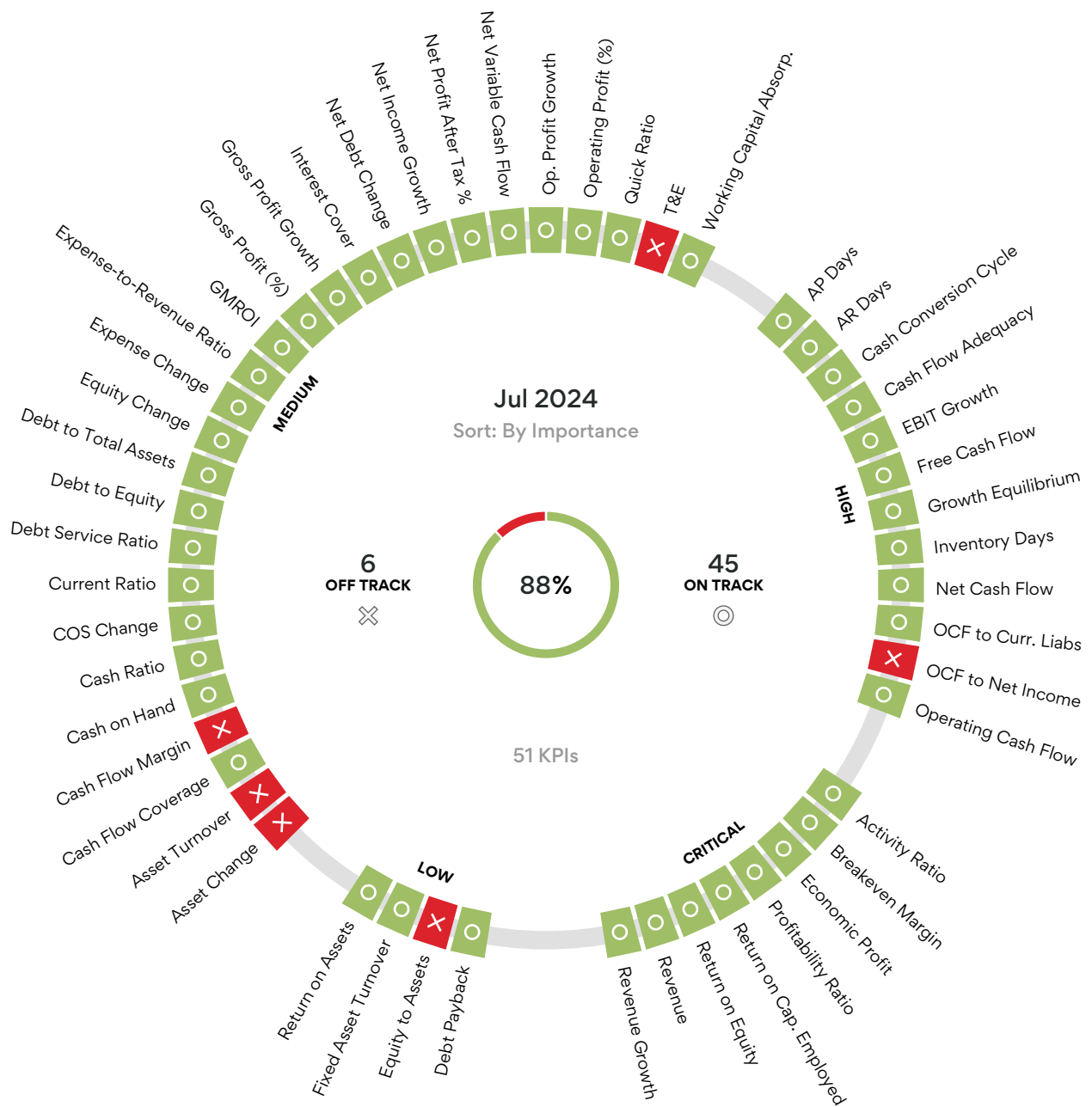
KPI Results

This chart shows KPIs grouped into performance perspectives.



KPI Results

This chart shows KPIs sorted by degree of importance. KPIs are classified as either low, medium, high or critical importance.



KPI Results

	1 ALERT	RESULT	TARGET	TREND	IMPORTANCE
A PROFITABILITY		JUL 2024		vs JUN 2024	
Total Revenue		\$2,719,808	\$1,925,000	✓ ▲ 40.1%	Critical
Gross Profit Margin		71.78%	63.64%	✓ ▲ 44.72%	Medium
Operating Profit Margin		67.14%	60.57%	✓ ▲ 47.55%	Medium
Profitability Ratio		67.07%	60.53%	✓ ▲ 47.6%	Critical
Expense-to-Revenue Ratio *		32.86%	39.43%	✓ ▼ -47.55%	Medium
Net Profit After Tax Margin		65.99%	60.48%	✓ ▲ 49.87%	Medium
Breakeven Margin of Safety		\$2,631,813	\$1,907,818	✓ ▲ 63.9%	Critical
B ACTIVITY					
Activity Ratio		4.65 times	2.00 times	✓ ▼ -0.08 times	Critical
Accounts Receivable Days *		28 days	40 days	✓ ▼ -32 days	High
Inventory Days *		12 days	30 days	✓ ▲ 10 days	High
Accounts Payable Days		140 days	45 days	✓ ▲ 26 days	High
Cash Conversion Cycle *		-100 days	25 days	✓ ▼ -48 days	High
C EFFICIENCY					
Return on Equity		937.46%	15%	✓ ▲ 724.95%	Critical
Return on Assets		204.5%	20%	✓ ▲ 160.7%	Low
Return on Capital Employed		311.95%	12.5%	✓ ▲ 219.8%	Critical
Gross Margin Return on Inventory		11,617.44%	100%	✓ ▲ 303.75%	Medium
Travel and Entertainment Expense *		\$2,233	\$350	✗ ▼ -30.8%	Medium
D ASSET USAGE					
Asset Turnover		3.05 times	5.00 times	✗ ▲ 0.80 times	Medium
Fixed Asset Turnover		19.49 times	8.00 times	✓ ▼ -1.81 times	Low
Working Capital Absorption *		-2.31%	25%	✓ ▲ 3.64%	Medium
E LIQUIDITY					
Current Ratio		2.19:1	2.00:1	✓ ▲ 0.66:1	Medium
Quick Ratio		2.11:1	1.00:1	✓ ▲ 0.59:1	Medium
Cash Ratio		1.44:1	0.50:1	✓ ▲ 0.62:1	Medium
Operating Cash Flow to Current Liabilities		3.88:1	1.00:1	✓ ▲ 0.42:1	High

	1 ALERT	RESULT	TARGET	TREND	IMPORTANCE
F COVERAGE		JUL 2024		vs JUN 2024	
Interest Cover		83.86 times	2.00 times	✓ ▲ 70.71 times	Medium
Cash Flow Coverage		54.83 times	2.00 times	✓ ▲ 0.36 times	Medium
Debt Payback *		0.13 Yrs	5.00 Yrs	✓ ▼ -0.58 Yrs	Low
Debt Service Ratio *		0.39 Yrs	5.00 Yrs	✓ ▲ 0.25 Yrs	Medium
G GEARING					
Debt to Equity *	●	70.05%	100%	✓ ▼ -51.33%	Medium
Debt to Total Assets *		27%	50%	✓ ▲ 0.94%	Medium
Equity to Assets		38.55%	50%	✗ ▲ 17.08%	Low
H CASH FLOW					
Operating Cash Flow		\$1,192,769	\$10,000	✓ ▼ -23.8%	High
Free Cash Flow		\$610,641	\$10,000	✓ ▼ -60.8%	High
Net Cash Flow		\$594,762	\$10,000	✓ ▼ -64.8%	High
Cash on Hand		\$5,203,067	\$10,000	✓ ▲ 15.4%	Medium
Cash Flow Margin		43.85%	120%	✗ ▼ -36.82%	Medium
Operating Cash Flow to Net Income		66.46%	200%	✗ ▼ -434.15%	High
Cash Flow Adequacy Ratio		495.2%	20%	✓ ▼ -201.28%	High
Net Variable Cash Flow		71.7%	0%	✓ ▲ 42.07%	Medium
I GROWTH					
Revenue Growth		40.1%	0.41%	✓ ▲ 38.24%	Critical
COS Change *		-45.8%	0.25%	✓ ▼ -46.46%	Medium
Expense Change *		-13.08%	0.25%	✓ ▼ -2.73%	Medium
Gross Profit Growth		271.59%	0.17%	✓ ▲ 266.38%	Medium
Operating Profit Growth		380.21%	0.17%	✓ ▲ 367.54%	Medium
EBIT Growth		382.64%	0.17%	✓ ▲ 369.94%	High
Net Income Growth		473.63%	0.17%	✓ ▲ 456.12%	Medium
Asset Change		0.04%	0.25%	✗ ▼ -21.9%	Medium
Net Debt Change *		-33.56%	0%	✓ ▲ 1,963.84%	Medium
Equity Change		79.62%	0.25%	✓ ▲ 53.78%	Medium
Growth Equilibrium		937.46%	0%	✓ ▲ 724.95%	High
J VALUE					
Economic Profit		\$20,801,377	\$100,000	✓ ▲ 464.1%	Critical

* For this metric, a result below target is favourable

Alerts

Debt to Equity

The Debt to Equity ratio has exceeded the alert level of 50%. Higher debt levels may indicate a weakening of financial strength. As a result, debt servicing costs may weigh on the company and increase its risk exposure.

Revenue Analysis

TOTAL REVENUE

\$2,719,808

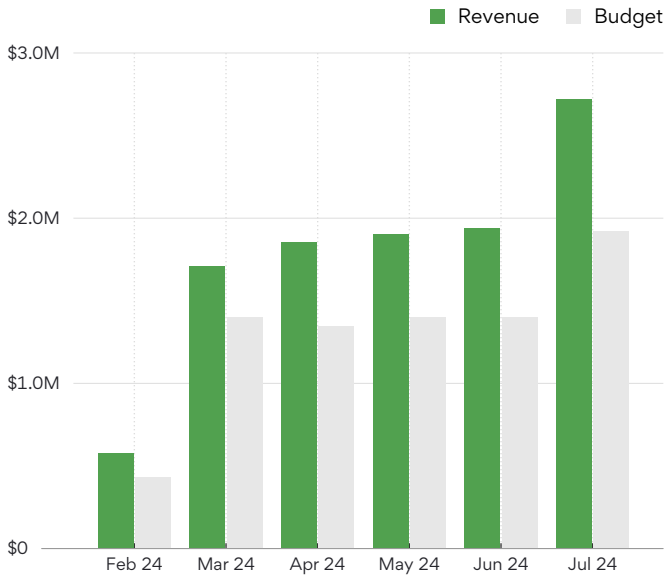
TARGET

\$1,925,000

LAST MONTH (Jun 24)

\$1,941,400

Last 6 months vs Budget



Revenue Mix - Top 10 Accounts

Income, Services	\$1,503,733
Income, Product Sales	\$1,216,075

YTD ACTUAL (2024 YTD)

\$11,433,117

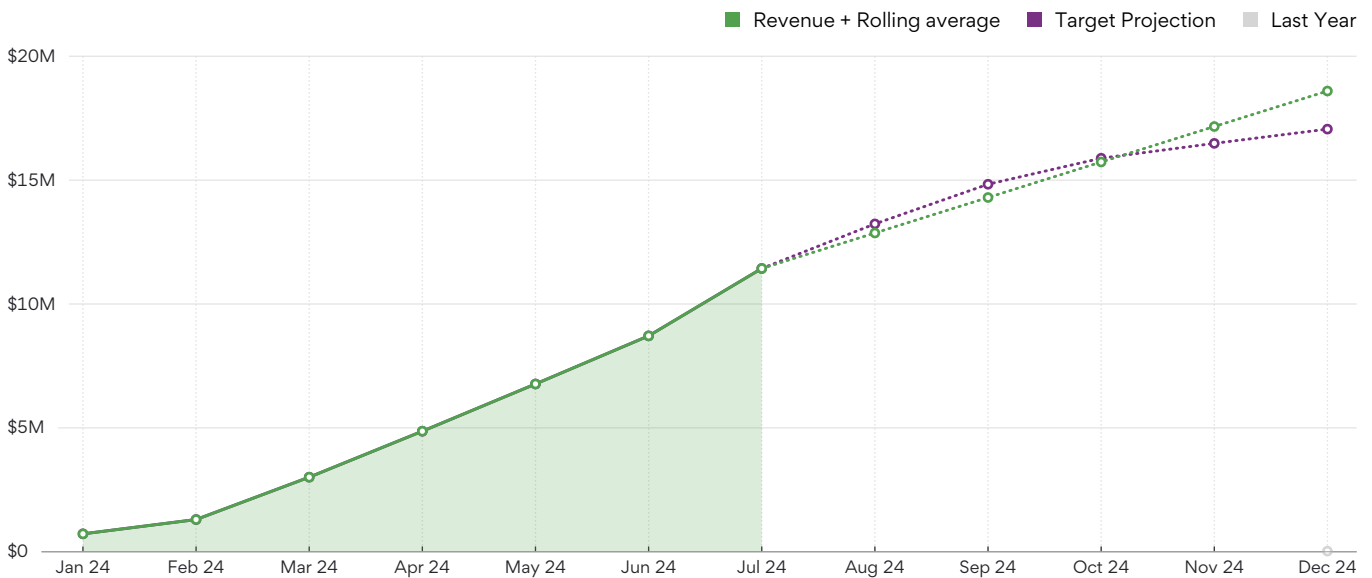
YTD BUDGET (2024 YTD)

\$8,505,000 Budget

YTD LAST YEAR (2023 YTD)

-

Cumulative Revenue



Profitability

REVENUE

\$2,719,808

A measure of the total amount of income generated by the company for goods sold or services provided.

EXPENSES TO REVENUE RATIO

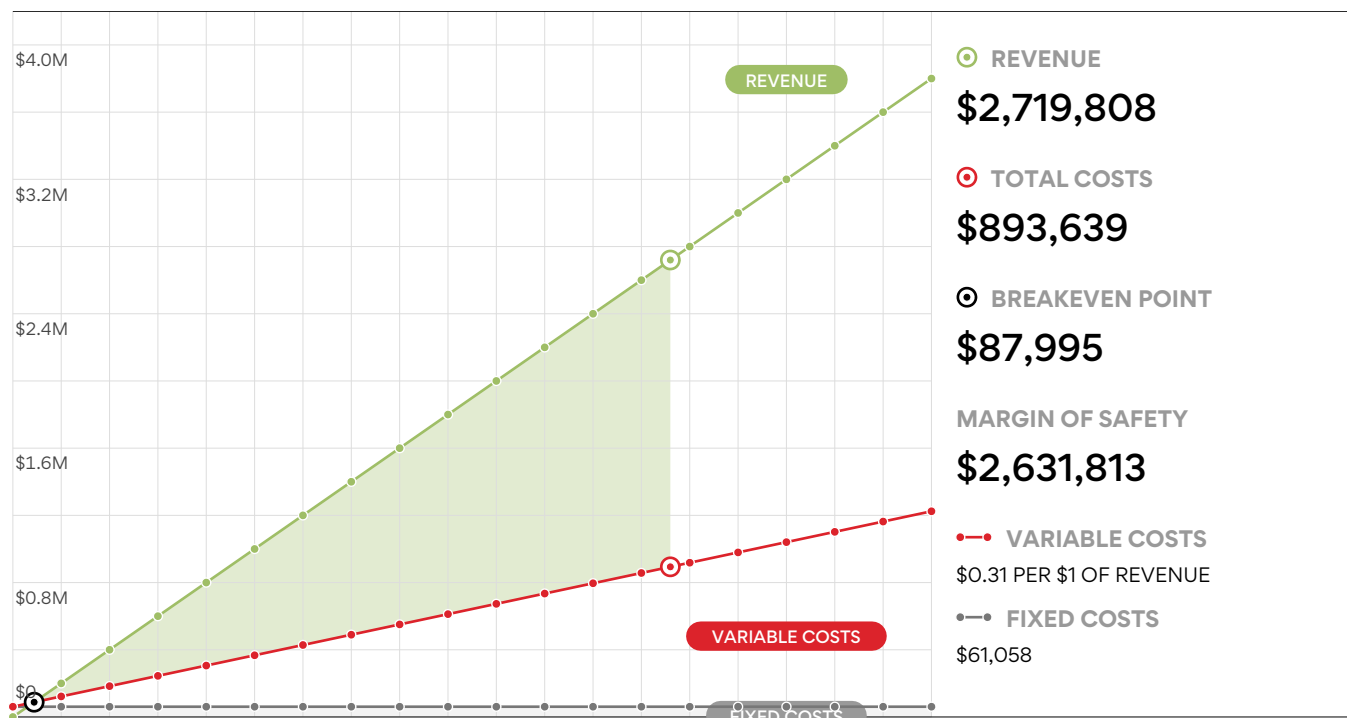
32.86%

A measure of how efficiently the business is conducting its operations.

MARGIN OF SAFETY

\$2,631,813

The breakeven safety margin represents the gap between the actual revenue level and the breakeven point.



Profitability can be further improved by improving price, volume, cost of sales and operating expense management.

Top 10 Revenue Accounts

Income, Services	\$1,503,733
Income, Product Sales	\$1,216,075

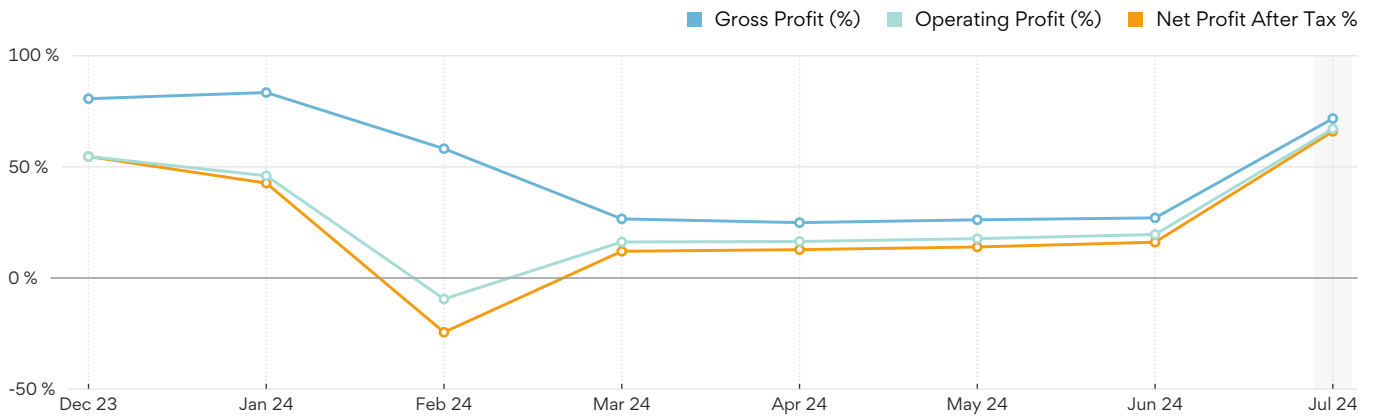
Top 10 Expense Accounts

Depreciation and Amortization Expense	\$48,058
Payroll Expense	\$25,088
Rent Expense	\$13,000
Other Compensation Expense	\$10,547
Fees Expense	\$7,764
Insurance Expense	\$7,452
Advertising Expense	\$5,000
Benefits Expense	\$2,500
Travel and Entertainment Expense	\$2,233
Utilities Expense	\$2,145

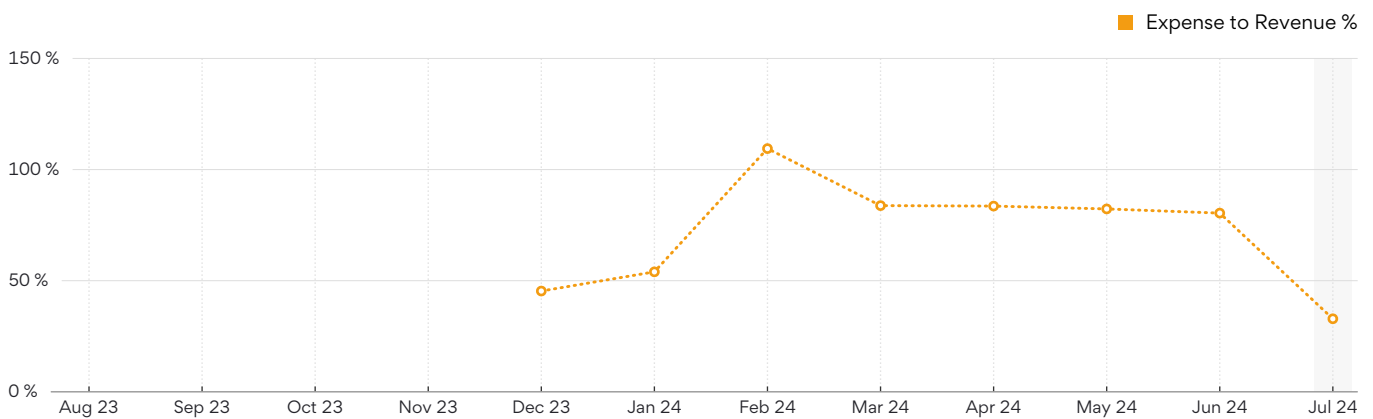
Profitability Charts

	Jul 2024	% of Revenue	Apr 2024	May 2024	Jun 2024
Gross Profit	\$1,952,283	71.8%	\$462,393	\$499,400	\$525,389
Operating Profit	\$1,826,169	67.1%	\$304,690	\$337,535	\$380,289
Earnings Before Interest & Tax	\$1,824,075	67.1%	\$302,740	\$335,335	\$377,937
Earnings After Tax	\$1,794,668	66.0%	\$236,971	\$266,238	\$312,862

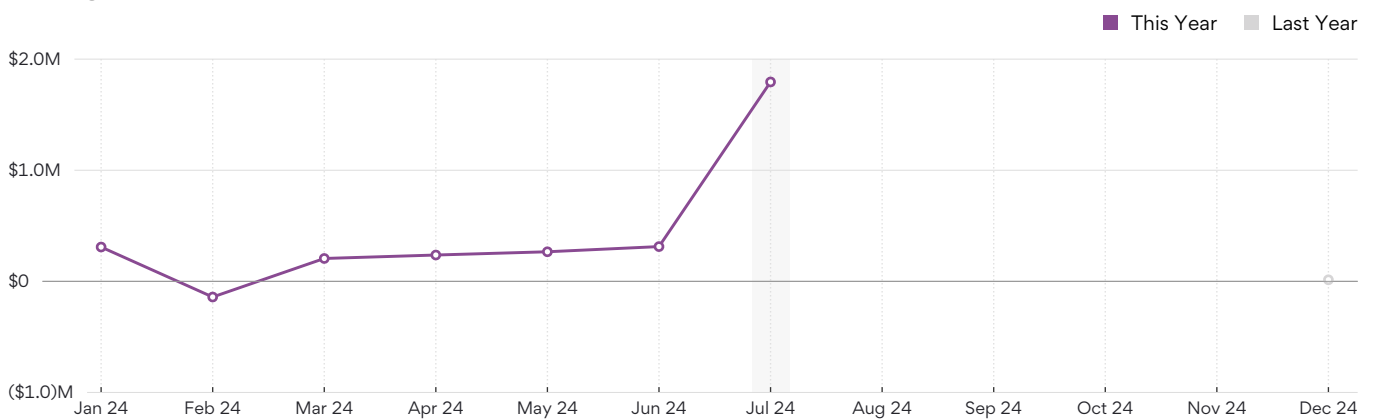
% Margins



Expense-to-Revenue (%)



Earnings After Tax This Year vs Last Year



Cash Flow

OPERATING CASH FLOW

\$1,192,769

Operating cash flow is simply the cash generated by the operating activities of the business. Operating activities include the production, sales and delivery of the company's product and/or services as well as collecting payment from its customers and making payments to suppliers.

FREE CASH FLOW

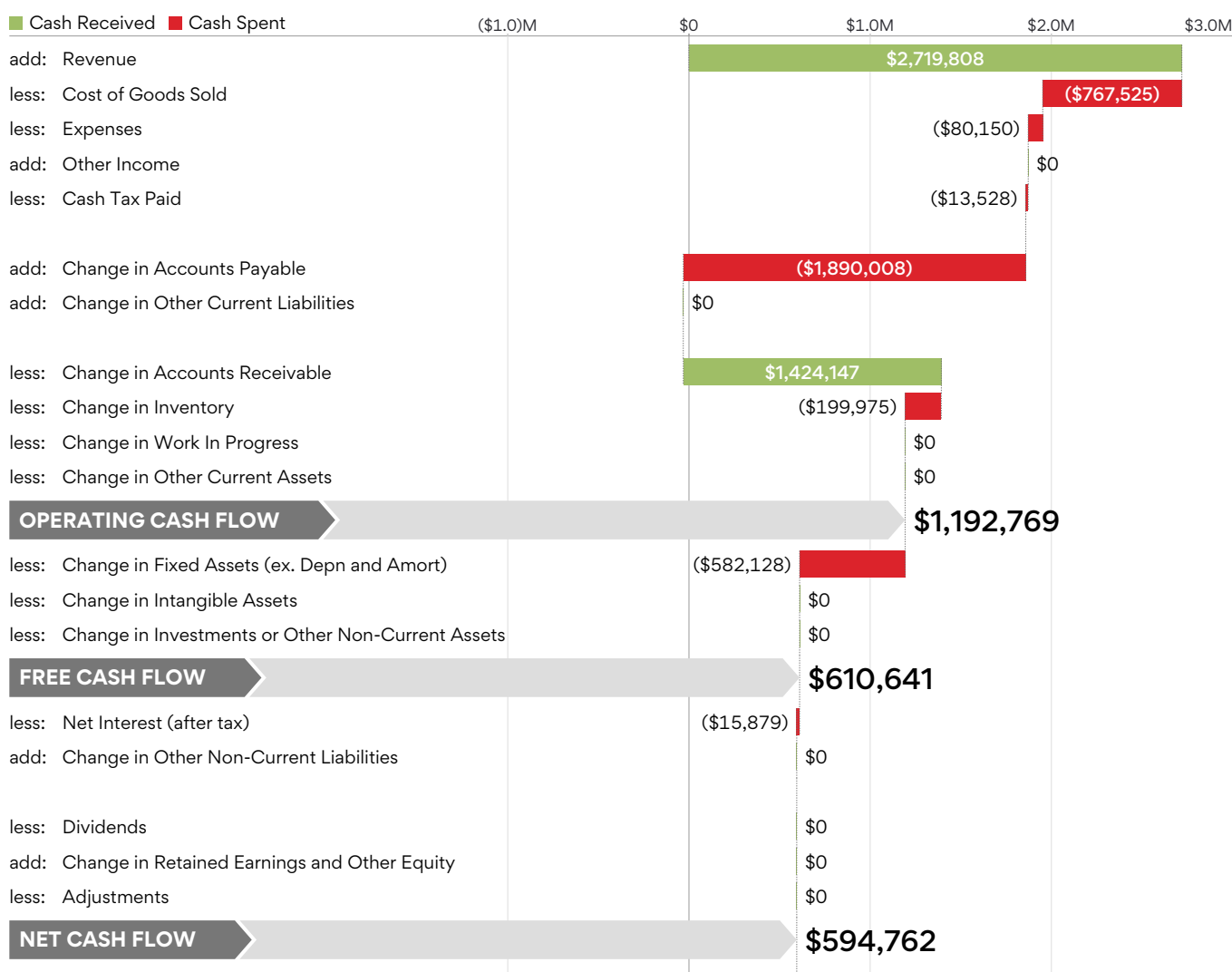
\$610,641

Free cash flow is the cash generated by the business, after paying its expenses and investing for future growth. It is the cash left after subtracting capital expenditure from operating cash flow. The term "free cash flow" is used because this cash is free to be paid back to the suppliers of capital.

NET CASH FLOW

\$594,762

Net cash flow is the cash left after subtracting expenditures from financing activities from the free cash flow. This includes the cash impact from financing activities. Financing activities include the inflow of cash from investors such as banks or shareholders, as well as the outflow of cash to shareholders as dividends.



Net Cash Flow can also be calculated as:

Change in Cash on Hand \$694,762

(Open: \$4,508,305, Close: \$5,203,067)

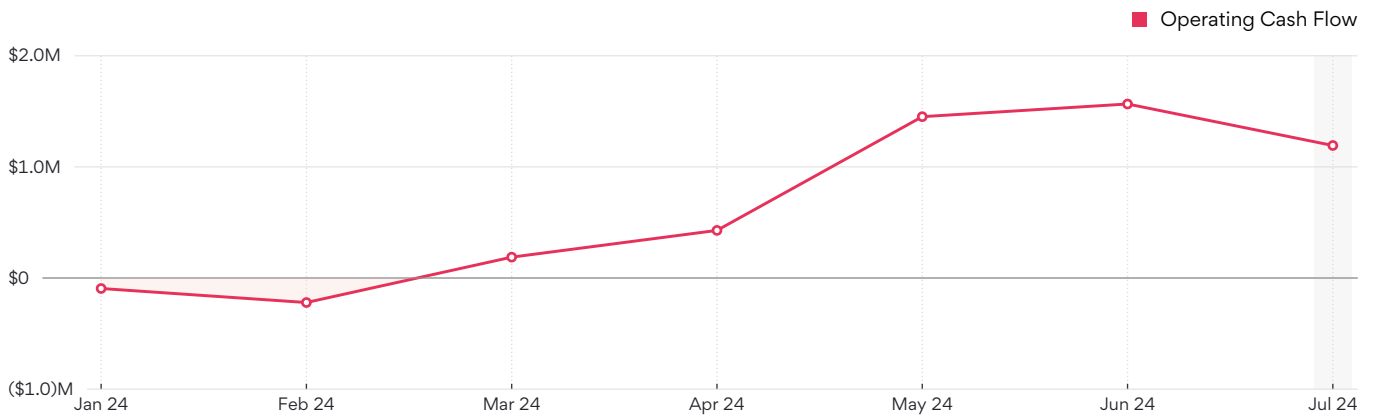
— **Change in Debt** \$100,000

(Open: \$2,736,000, Close: \$2,836,000)

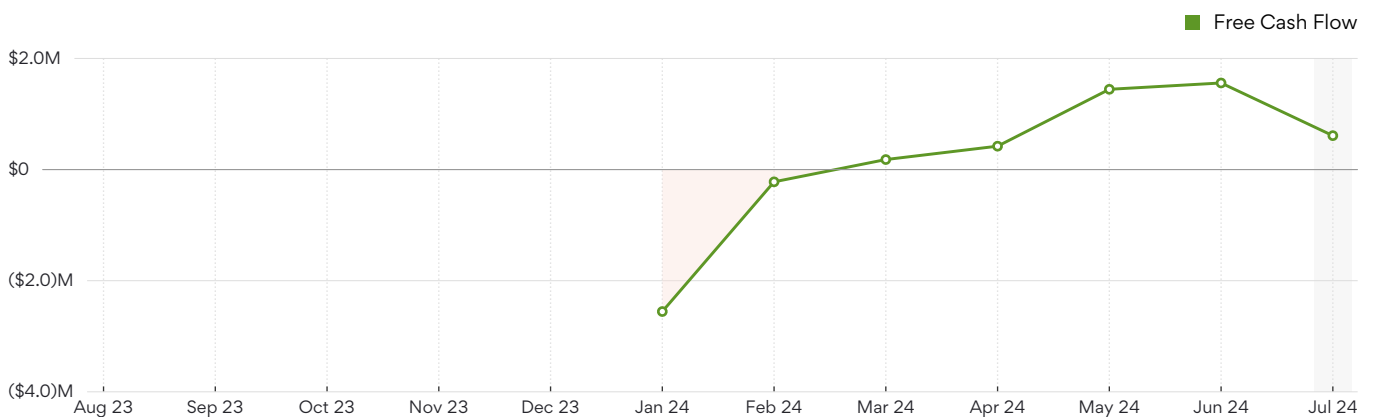
Cash Flow Charts

	Jul 2024	Apr 2024	May 2024	Jun 2024
Operating Cash Flow	\$1,192,769	\$428,582	\$1,452,105	\$1,566,220
Free Cash Flow	\$610,641	\$421,171	\$1,444,857	\$1,558,793
Net Cash Flow	\$594,762	\$550,115	\$1,571,909	\$1,687,805
Cash on Hand	\$5,203,067	\$1,048,591	\$2,720,500	\$4,508,305

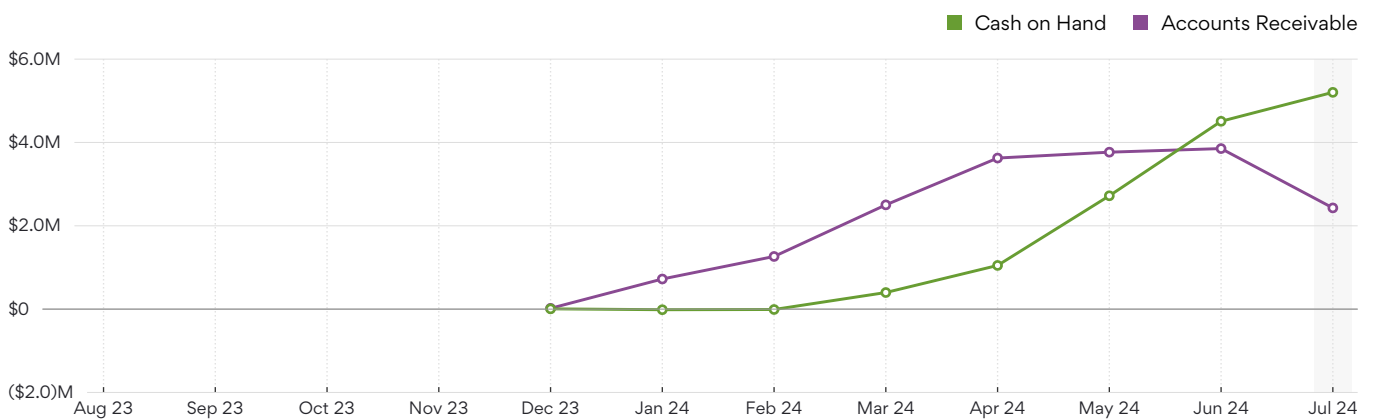
Operating Cash Flow



Free Cash Flow



Cash & Receivables



Growth

REVENUE GROWTH

40.1%

A measure of the percentage change in Revenue for the period.

EBIT GROWTH

382.64%

A measure of the percentage change in EBIT for the period.

ASSET CHANGE

0.04%

A measure of the percentage change in Total Assets for the period.

Change in Key Drivers (from prior month)

Revenue
Up 40.1%

Cost of Sales
Down 45.8%

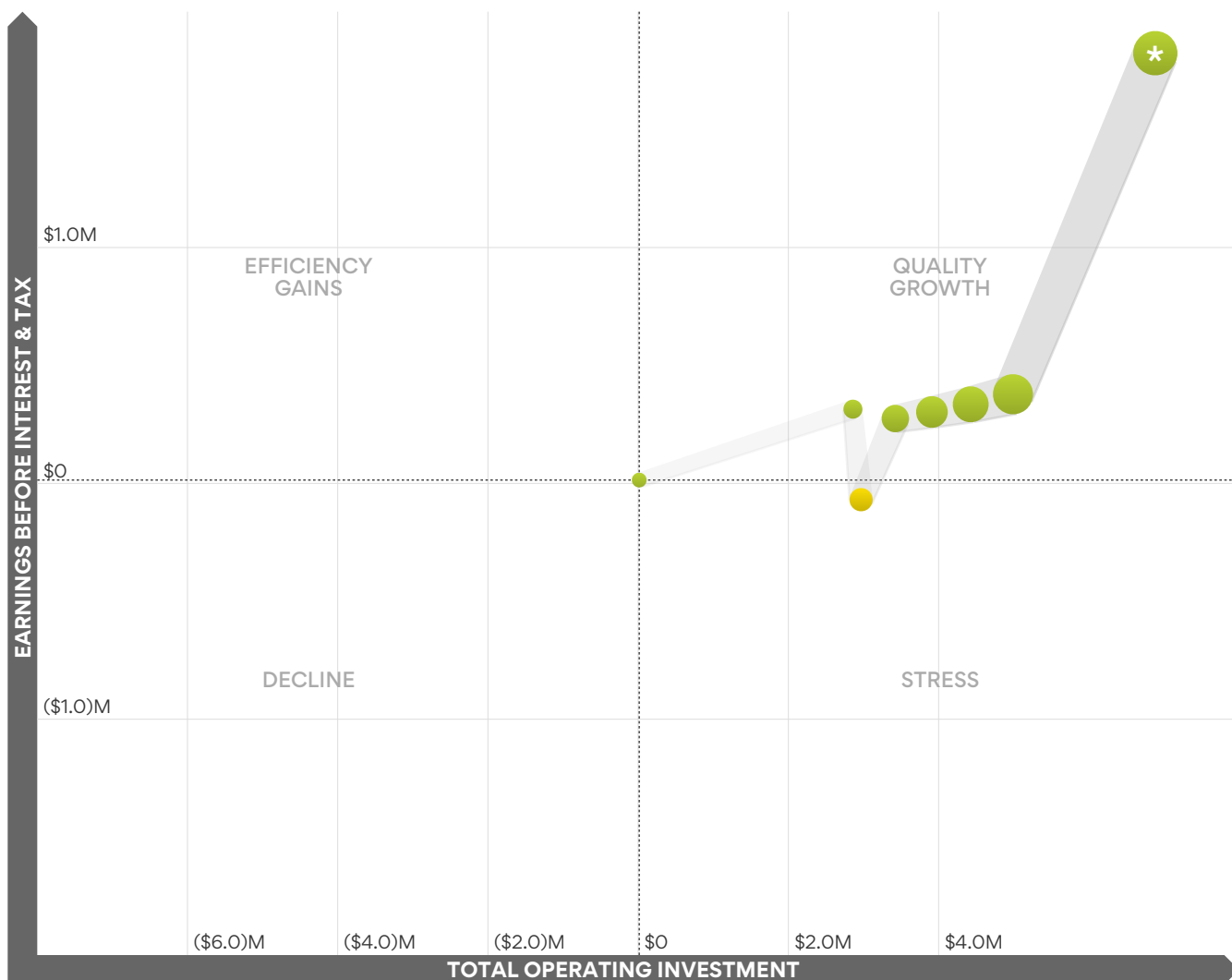
Expenses
Down 13.1%

Receivable Days
Down 32 days

Inventory Days
Up 10 days

Payable Days
Up 26 days

Growth from Dec 2023 to Jul 2024



* Total Operating Investment \$6,884,710; Earnings Before Interest & Tax \$1,824,075

Size of the circle shows the recency of the result

Vertical position of the circle shows the growth in Earnings Before Interest & Tax

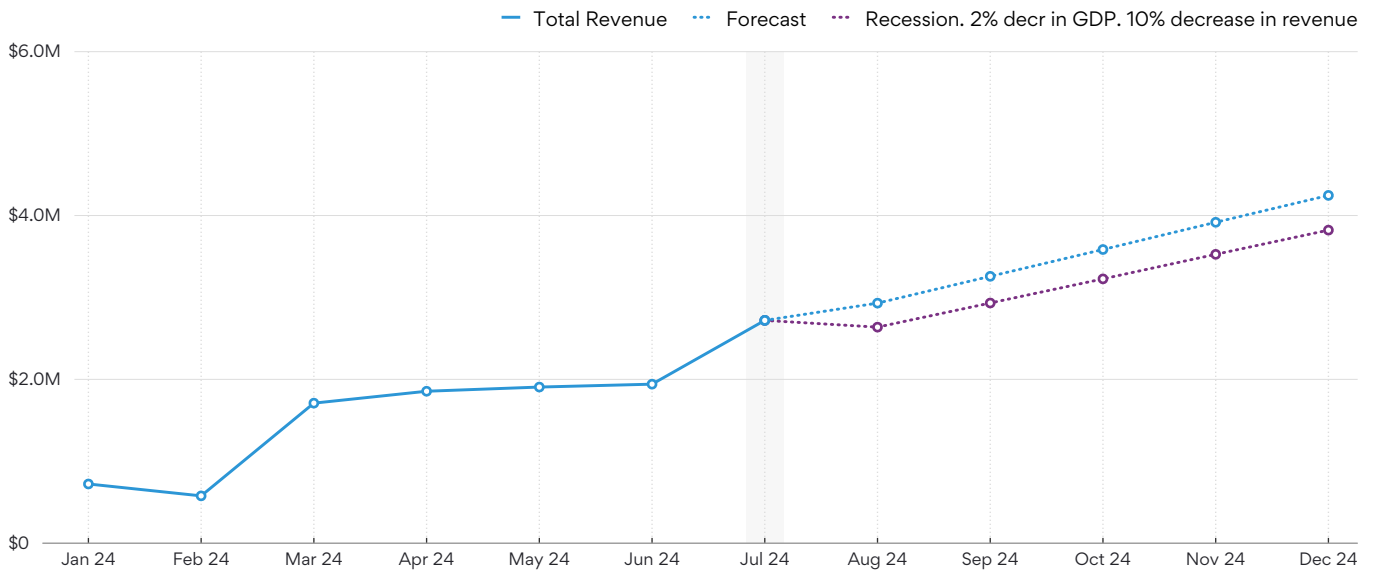
Horizontal position of the circle shows the growth in Total Operating Investment

Financials

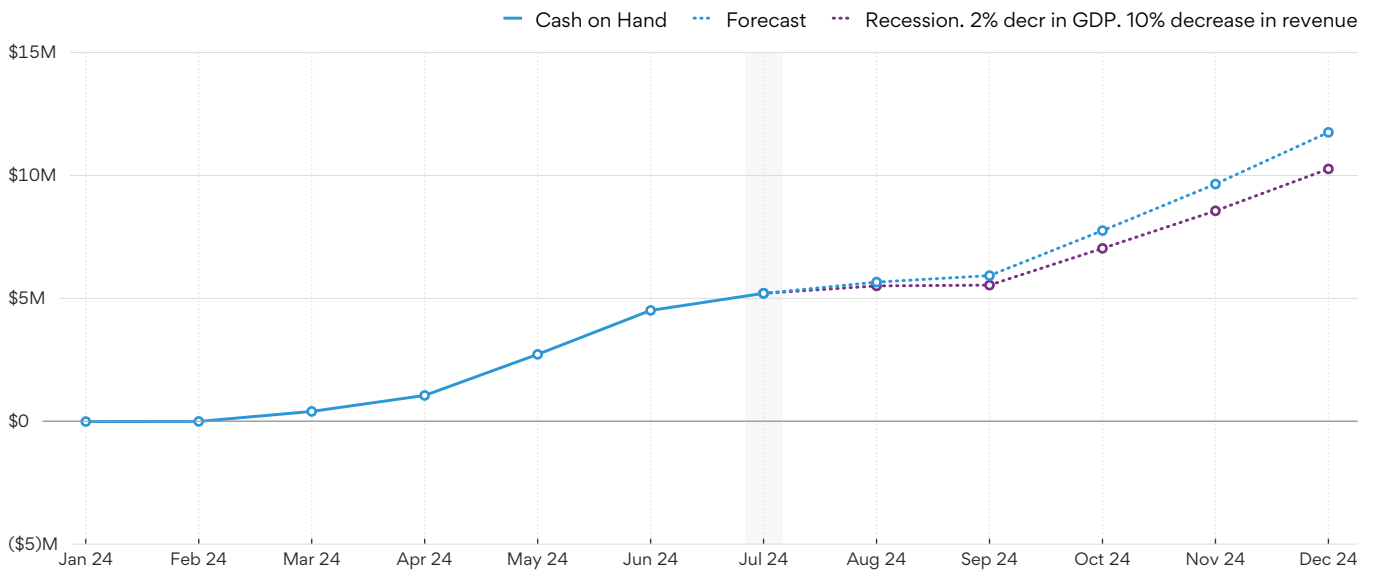
INCOME STATEMENT	Jul 2024	Jun 2024	Variance %
Revenue	\$2,719,808	\$1,941,400	40.10%
Cost of Goods Sold	\$767,525	\$1,416,011	-45.80%
Gross Profit	\$1,952,283	\$525,389	271.59%
Expenses	\$126,114	\$145,100	-13.08%
Operating Profit	\$1,826,169	\$380,289	380.21%
Other Income	\$0	\$0	-
Other Expenses	\$2,094	\$2,352	-10.97%
Earnings Before Interest & Tax	\$1,824,075	\$377,937	382.64%
Interest Income	\$2,500	\$4,250	-41.18%
Interest Expenses	\$24,252	\$33,000	-26.51%
Earnings Before Tax	\$1,802,323	\$349,187	416.15%
Tax Expenses	\$7,655	\$36,325	-78.93%
Earnings After Tax	\$1,794,668	\$312,862	473.63%
Dividends	\$0	\$0	-
Net Income	\$1,794,668	\$312,862	473.63%
BALANCE SHEET	Jul 2024	Jun 2024	Variance %
ASSETS			
Cash & Equivalents	\$5,203,067	\$4,508,305	15.41%
Accounts Receivable	\$2,429,143	\$3,853,290	-36.96%
Inventory	\$297,850	\$97,875	204.32%
Work In Progress	\$0	\$0	-
Other Current Assets	\$4,326	\$4,326	0.00%
Total Current Assets	\$7,934,386	\$8,463,796	-6.25%
Fixed Assets	\$1,642,750	\$1,108,680	48.17%
Intangible Assets	\$0	\$0	-
Investments or Other Non-Current Assets	\$925,000	\$925,000	0.00%
Total Non-Current Assets	\$2,567,750	\$2,033,680	26.26%
Total Assets	\$10,502,136	\$10,497,476	0.04%
LIABILITIES			
Short Term Debt	\$0	\$0	-
Accounts Payable	\$3,467,883	\$5,357,891	-35.28%
Tax Liability	\$0	\$0	-
Other Current Liabilities	\$149,543	\$149,543	0.00%
Total Current Liabilities	\$3,617,426	\$5,507,434	-34.32%
Long Term Debt	\$2,836,000	\$2,736,000	3.65%
Deferred Taxes	\$0	\$0	-
Other Non-Current Liabilities	\$0	\$0	-
Total Non-Current Liabilities	\$2,836,000	\$2,736,000	3.65%
Total Liabilities	\$6,453,426	\$8,243,434	-21.71%
EQUITY			
Retained Earnings	\$2,998,710	\$1,204,042	149.05%
Current Earnings	\$0	\$0	-
Other Equity	\$1,050,000	\$1,050,000	0.00%
Total Equity	\$4,048,710	\$2,254,042	79.62%
Total Liabilities & Equity	\$10,502,136	\$10,497,476	0.04%

Revenue and Cash Forecast

Forecast--Revenue Scenarios



Forecast--Cash on Hand



KPIs Explained

✓ Accounts Payable Days 140 days

A measure of how long it takes for the business to pay its creditors. A stable higher number of days is generally an indicator of good cash management. A longer time taken to pay creditors has a positive impact on Cash Flow. But an excessive lengthening in this ratio could indicate a problem with sufficiency of working capital to pay creditors. For this period, accounts payable days are above the target of 45 days.

Accounts Payable Days = Accounts Payable x Period Length ÷ Cost of Goods Sold

✓ Accounts Receivable Days 28 days

A measure of how long it takes for the business to collect the amounts due from customers. A lower number indicates that it takes the business fewer days to collect its accounts receivable. A shorter time to collect debtors has a positive impact on Cash Flow. A higher number indicates that it takes longer to collect its accounts receivable. For this period, accounts receivable days are below the maximum target of 40 days.

Accounts Receivable Days = Accounts Receivable x Period Length ÷ Revenue

✓ Activity Ratio 4.65 times

A measure of the efficiency or effectiveness with which the business manages its resources or assets. This measure indicates the speed with which Net Operating Assets (Equity + Debt) are converted or turned into sales. This can be improved by optimising balance sheet efficiency, ie. by reducing the investment in working capital, selling-off any unused assets or by seeking ways to maximise the use of assets. For this period, the activity ratio has exceeded the target of 2.00 times.

Activity Ratio = Annualised Revenue ÷ Total Invested Capital

✗ Asset Change 0.04%

A measure of the percentage change in Total Assets for the period. Total Assets on the balance sheet changed by 0.04%. For this period, change in total assets was less than the target of 0.25%.

Asset Change = (Total Assets - Opening Total Assets) ÷ Opening Total Assets x 100

✗ Asset Turnover 3.05 times

A measure of how effectively the business has used its assets to generate revenue. The business makes \$304.92 of sales for every \$100 of its asset investment. The higher the number the better the turnover. Ways to improve this metric include increasing sales using the same asset base, using capital more efficiently, and/or improve cash management by reducing inventory and receivables. For this period, the Asset Turnover is less than the target of 5.00 times.

Asset Turnover = Annualised Revenue ÷ Total Assets

✓ Breakeven Margin of Safety \$2,631,813

The breakeven safety margin represents the gap between the actual revenue level and the breakeven point. In other words, the amount by which revenue can drop before losses begin to be incurred. The higher the margin of safety, the lower the risk of incurring losses. For this period, the breakeven margin of safety is above the threshold of \$1,907,818.

Breakeven Margin of Safety = Revenue - Breakeven Sales Volume

✓ Cash Conversion Cycle -100 days

A measure of the length of time between purchase of raw materials and the collection of accounts receivable from customers. The Cash Conversion Cycle measures the time between outlay of cash and cash recovery. A shorter cycle minimises the time that working capital is tied up in the operating cycle of the business. For this period, the cash conversion cycle is less than the target length of 25 days.

Cash Conversion Cycle = Inventory Days + Accounts Receivable Days + Work in Progress Days - Accounts Payable Days

✓ **Cash Flow Adequacy Ratio** 495.2%

A measure of the ability of the business to cover total debt with cash flow from operations. A higher result, indicates that the company is in a better position to service its total debt. For this period, the Cash Flow Adequacy exceeded the target of 20%.

Cash Flow Adequacy Ratio = Annualised Operating Cash Flow ÷ Total Debt x 100

✓ **Cash Flow Coverage** 54.83 times

A measure of the ability to service interest payments from operating cash flows. A lower result may indicate that the cash flow generated from the company's operations will be insufficient to cover interest payments. For this period, the cash flow coverage exceeds the target of 2.00 times.

Cash Flow Coverage = Operating Cash Flow ÷ (Interest Expenses - Interest Income)

✗ **Cash Flow Margin** 43.85%

A measure of the company's ability to turn sales into cash. The business converts each \$100 of sales into \$43.85 of Operating Cash Flow. For this period, the Cash Flow Margin was less than the target of 120%.

Cash Flow Margin = Operating Cash Flow ÷ Revenue x 100

✓ **Cash on Hand** \$5,203,067

A measure of the cash and cash equivalents in actual possession by the company at a particular time. At the end of this period the company held \$5,203,067 of cash and cash equivalents. Cash on Hand is above the required target of \$10,000.

Cash on Hand = Cash & Equivalents

✓ **Cash Ratio** 1.44:1

The Cash Ratio measures the availability of cash and cash equivalents there are to cover current liabilities. Few businesses have sufficient cash and cash equivalents to fully cover current liabilities. Accordingly, a cash ratio of less than 1 is often acceptable. For this period, the cash ratio was 1.44:1, up from 0.82:1 last period and above the minimum target of 0.50:1.

Cash Ratio = Cash & Equivalents ÷ Total Current Liabilities

✓ **COS Change** -45.8%

A measure of the percentage change in total cost of sales for the period. A significant increase in cost of sales may indicate the eroding of margins and should prompt action. While growing revenues, management need to monitor expense growth to ensure disciplined growth. For this period, expense growth of -45.8% was below the target of 0.25%.

COS Change = (Cost of Goods Sold - Prior Cost of Goods Sold) ÷ Prior Cost of Goods Sold x 100

✓ **Current Ratio** 2.19:1

A measure of liquidity. This measure compares the totals of the current assets and current liabilities. The higher the current ratio, the greater the 'cushion' between current obligations and the business's ability to pay them. Generally a current ratio of 2 or more is an indicator of good short-term financial strength. In other words, the current assets of the business should be at least double the current liabilities. For this period, the current ratio was 2.19:1, up from 1.54:1 last period and above the minimum target of 2.00:1.

Current Ratio = Total Current Assets ÷ Total Current Liabilities

✓ **Debt Payback 0.13 Yrs**

A measure of the number of years for the business to repay total debt from after tax earnings. The lower result indicates that the company is in a better position to rapidly repay its debt. For this period, sufficient earnings were generated to repay the debt within the target timeframe of 5.00 Yrs.

Debt Payback = Total Debt ÷ (Annualised Earnings After Tax)

✓ **Debt Service Ratio 0.39 Yrs**

A measure of the number of years for the business to repay total debt from free cash flow. The lower result indicates that the company is in a better position to rapidly repay its debt. For this period, the debt service ratio is less than the target of 5.00 Yrs.

Debt Service Ratio = Total Debt ÷ (Annualised Free Cash Flow)

✓ **Debt to Equity 70.05%**

A measure of the proportion of funds that have either been invested by the owners (equity) or borrowed (debt) and used by the business to finance its assets. An appropriate mix of debt financing and equity financing will vary for each industry and business. Management are responsible to ensure that an appropriate balance between the two sources of financing is maintained. To improve this ratio, management can seek to internally generate profits and retain these profits to fund future growth, rather than borrowing additional funds. For each \$100 of equity supplied by shareholders, the business is carrying \$70.05 of debt. For this period, the debt to equity ratio is below the target of 100%.

Debt to Equity = Total Debt ÷ Total Equity x 100

✓ **Debt to Total Assets 27%**

A measure of the proportion of the business's assets that are financed through debt. The funds to pay for 27% of the business's assets have been supplied by creditors. For this period, the debt to total assets ratio is below the set target of 50%.

Debt to Total Assets = Total Debt ÷ Total Assets x 100

✓ **EBIT Growth 382.64%**

A measure of the percentage change in EBIT for the period. A combination of growth in revenues and growth in profits presents a balanced measure of growth. For this period, EBIT growth of 382.64% exceeded the target growth of 0.17%.

EBIT Growth = (Earnings Before Interest & Tax - Prior Earnings Before Interest & Tax) ÷ Prior Earnings Before Interest & Tax x 100

✓ **Economic Profit \$20,801,377**

This measure is underpinned by the concept that a business only adds value for its shareholders if it makes a profit in excess of its cost of capital. Economic profit is calculated as the amount by which profits exceed or fall short of the required return for shareholders. A positive economic profit represents that the business is creating shareholder value. A negative economic profit means that the business is destroying shareholder value. For this period, the economic profit of \$20,801,377 generated by the business exceeds the target of \$100,000.

Economic Profit = Annualised NOPAT - (Total Invested Capital x WACC ÷ 100)

✓ **Equity Change 79.62%**

A measure of the percentage change in Total Equity for the period. Total Equity changed by 79.62%. For this period, change in equity exceeded the target of 0.25%.

Equity Change = (Total Equity - Opening Total Equity) ÷ Opening Total Equity x 100

✘ Equity to Assets 38.55%

A measure of the proportion of the business's assets that are financed by shareholder's equity. The funds to pay for 38.55% of the business's assets have been supplied by shareholders. For this period, the equity to total assets ratio is below the set target of 50%.

$$\text{Equity to Assets} = \text{Total Equity} \div \text{Total Assets} \times 100$$

✔ Expense Change -13.08%

A measure of the percentage change in total expenses for the period. While growing revenues, management need to monitor expenses. A significant increase in expenses may indicate the eroding of margins and should prompt action. For this period, expense growth of -13.08% was below the target of 0.25%.

$$\text{Expense Change} = (\text{Expenses} - \text{Prior Expenses}) \div \text{Prior Expenses} \times 100$$

✔ Expense-to-Revenue Ratio 32.86%

A measure of how efficiently the business is conducting its operations. While growing revenues, management need to monitor the change in expenses. A significant rise in the expense-to-revenue ratio may indicate the eroding of margins and should prompt action. For this period, the expense-to-revenue ratio is below the target of 39.43%.

$$\text{Expense-to-Revenue Ratio} = (\text{Cost of Goods Sold} + \text{Expenses}) \div \text{Revenue} \times 100$$

✔ Fixed Asset Turnover 19.49 times

A measure of how effectively the business has used its fixed assets to generate revenue. The business makes \$1,949.39 of sales for every \$100 of gross fixed assets. Ways to improve this metric include using fixed assets more efficiently and/or selling-off any unused fixed assets. For this period, Fixed Asset Turnover exceeds the target of 8.00 times.

$$\text{Fixed Asset Turnover} = \text{Annualised Revenue} \div \text{Fixed Assets}$$

✔ Free Cash Flow \$610,641

Free cash flow is the cash generated by the business after paying its expenses and investing for future growth. It is the cash left after subtracting capital expenditure from operating cash flow. The term "free cash flow" is used because this cash is free to be paid back to the suppliers of capital.

$$\text{Free Cash Flow} = \text{Operating Cash Flow} - (\text{Total Non - Current Assets} - \text{Opening Total Non - Current Assets} + \text{Depreciation} + \text{Depreciation and Amortization})$$

✔ Gross Margin Return on Inventory 11,617.44%

A measure of the average amount that the inventory returns above its cost. GMROI assists to monitor the investment in inventory and the resulting gross margin earned by this investment. A result higher than 100% indicates that the business is selling its products for more than what it costs to acquire. For this period, the GMROI exceeds the target of 100%.

$$\text{Gross Margin Return on Inventory} = \text{Annualised Gross Profit} \div ((\text{Inventory} + \text{Opening Inventory}) \div 2) \times 100$$

✔ Gross Profit Growth 271.59%

A measure of the percentage change in gross profit for the period. For this period, gross profit growth of 271.59% exceeded the target of 0.17%.

$$\text{Gross Profit Growth} = (\text{Gross Profit} - \text{Prior Gross Profit}) \div \text{Prior Gross Profit} \times 100$$

✓ **Gross Profit Margin** 71.78%

A measure of the proportion of revenue that is left after deducting all costs directly related to the sales. For each \$100 in sales the business retains \$71.78 after deducting the cost of sales. The gross profit serves as the source for paying operating expenses. The gross profit margin can be further improved by improving price, volume and cost of sales management. For this period, the gross profit margin % is above the required target of 63.64%.

$$\text{Gross Profit Margin} = \text{Gross Profit} \div \text{Revenue} \times 100$$

✓ **Growth Equilibrium** 937.46%

A measure of the self-funding rate of growth the business can sustain from its retained earnings (assuming a constant debt-to-equity ratio). The growth equilibrium is also commonly known as the sustainable growth rate. When the actual growth rate is less than the sustainable growth rate this indicates that the business has sufficient cash to fund its own growth. When the actual growth rate is above the sustainable this indicates that only a portion of growth is being funded by retained earnings. Additional funding will be required from outside sources to fund the deficit. For this business, a growth of 937.46% can be self-funded. For this period, the growth equilibrium exceeded the target of 0%.

$$\text{Growth Equilibrium} = \text{Annualised Retained Income} \div \text{Opening Total Equity} \times 100$$

✓ **Interest Cover** 83.86 times

A measure of the ability to service its interest payments from the profits earned by the business. A result of more than 2 is generally considered to be safe, but businesses with volatile earnings may require a higher level of cover. A lower result indicates that the business is more burdened by debt expense. A lower result may also identify the potential risk that profits will be insufficient to cover interest payments. A high result may indicate that the business can easily meet its interest obligations. For this period, interest cover exceeded the safety target of 2.00 times.

$$\text{Interest Cover} = \text{Earnings Before Interest \& Tax} \div (\text{Interest Expenses} - \text{Interest Income})$$

✓ **Inventory Days** 12 days

A measure of how efficiently the business converts inventory into sales. A lower number of days is generally an indicator of good inventory management. A shorter time holding inventory has a positive impact on cash flow. But a low result can also mean there is a shortage of inventory. Conversely, a high result may indicate overstocking. For this period, inventory days remains below the maximum target of 30 days.

$$\text{Inventory Days} = \text{Inventory} \times \text{Period Length} \div \text{Cost of Goods Sold}$$

✓ **Net Cash Flow** \$594,762

Net cash flow is the cash flow remaining after operating, investing and financing activities. Financing activities may include cash outflows such as interest payments to lenders or dividend payments to shareholders

$$\text{Net Cash Flow} = \text{Free Cash Flow} - \text{Net Interest} + (\text{Net Interest} \times (\text{Tax Rate} \div 100)) - \text{Dividends} - \text{Adjustments} + (\text{Other Non - Current Liabilities} - \text{Opening Other Non - Current Liabilities}) + (\text{Other Equity} - \text{Opening Other Equity}) + (\text{Retained Earnings} - \text{Opening Retained Earnings}) + (\text{Current Earnings} - \text{Opening Current Earnings}) - \text{Retained Income}$$

✓ **Net Debt Change** -33.56%

A measure of the percentage change in Net Debt for the period. Net Debt is calculated as Total Debt (short-term and long-term debt) less Cash & Equivalents. For this period, change in debt of -33.56% was less than the target of 0%.

$$\text{Net Debt Change} = (\text{Net Debt} - \text{Opening Net Debt}) \div \text{Opening Net Debt} \times 100$$

✓ **Net Income Growth 473.63%**

A measure of the percentage change in Net Income for the period. Typically growth in Net Income is driven by growth in revenues and/or productivity. For this period, Net Income growth of 473.63% exceeded the target growth of 0.17%.

Net Income Growth = (Net Income – Prior Net Income) ÷ Prior Net Income x 100

✓ **Net Profit After Tax Margin 65.99%**

A measure of the proportion of revenue that is left after all expenses have been paid. The business makes \$65.99 of net profit for every \$100 it generates in revenue. For this period, the Net Profit After Tax margin is above the required target. A higher result indicates that the business is better prepared to handle down-turns.

Net Profit After Tax Margin = Earnings After Tax ÷ Revenue x 100

✓ **Net Variable Cash Flow 71.7%**

A measure of the additional cash that will either be generated or used up by the next \$100 of products or services that the business sells. If the Net Variable Cash Flow is positive then for every additional \$100 of revenue the business will generate cash. If the Net Variable Cash Flow is negative then for every additional \$100 of revenue the business will utilise cash reserves, or need additional cash funding. For this period, the Net Variable Cash Flow exceeded the target of 0%. The Net Variable Cash Flow is 71.7% of gross revenue. Each additional \$100 of Revenue will generate \$71.70 of cash.

Net Variable Cash Flow = (Annualised Revenue – Annualised Variable COGS – Annualised Variable Expenses – Operating Working Capital) ÷ (Annualised Revenue) x 100

✓ **Operating Cash Flow \$1,192,769**

Operating cash flow is simply the cash generated by the operating activities of the business. Operating activities include the production, sales and delivery of the company's product and/or services as well as collecting payment from its customers and making payment to suppliers.

Operating Cash Flow = Earnings Before Interest, Tax, Depn & Amort. – Tax Expenses + (Deferred Taxes – Opening Deferred Taxes) – (Non – cash Working Capital – Opening Non – cash Working Capital) – (Net Interest x (Tax Rate ÷ 100))

✓ **Operating Cash Flow to Current Liabilities 3.88:1**

Operating Cash Flow to Current Liabilities is a measure of how well current liabilities are covered by the cash flow generated from operational activities. This metric provides a useful indicator of a business's liquidity in the short-term. Using cash flow rather than profit provides a better indication of liquidity because cash is means by which short-term obligations are normally paid. For this period, the cash ratio was 3.88:1, up from 3.46:1 last period and above the minimum target of 1.00:1.

Operating Cash Flow to Current Liabilities = Annualised Operating Cash Flow ÷ Total Current Liabilities

✗ **Operating Cash Flow to Net Income 66.46%**

A measure of the company's ability to turn Net Income in to Operating Cash Flow. The business converts each \$100 of Net Income into \$66.46 of Operating Cash Flow. For this period, the conversion of Net Income to Operating Cash Flow was less than the target of 200%.

Operating Cash Flow to Net Income = Operating Cash Flow ÷ Net Income x 100

✓ **Operating Profit Growth 380.21%**

A measure of the percentage change in operating profit for the period. For this period, operating profit growth of 380.21% exceeded the target of 0.17%.

Operating Profit Growth = (Operating Profit – Prior Operating Profit) ÷ Prior Operating Profit x 100

✓ **Operating Profit Margin 67.14%**

A measure of the proportion of revenue that is left after deducting all operating expenses. This reveals the operating efficiency of the business. The business converts each \$100 of sales into \$67.14 of profits. The operating profit margin can be further improved by improving price, volume, cost of sales and expense management. For this period, the operating profit margin is above the required target of 60.57%.

Operating Profit Margin = Operating Profit ÷ Revenue x 100

✓ **Profitability Ratio 67.07%**

A measure of the proportion of revenue that is left after deducting all expenses. This excludes finance costs and tax expenses. The business makes \$67.07 of EBIT for every \$100 it generates of revenue. The profitability ratio can be further improved by improving price, volume, cost and expense management. For this period, the Profitability ratio is above the required target of 60.53%.

Profitability Ratio = Earnings Before Interest & Tax ÷ Revenue x 100

✓ **Quick Ratio 2.11:1**

The Quick Ratio measures the availability of assets which can quickly be converted into cash to cover current liabilities. Inventory and other less liquid current assets are excluded from this calculation. The Quick Ratio is a measure of the ability to pay short-term creditors immediately from liquid assets. A quick ratio of 1:1 or more is considered 'safe'. For this period, the quick ratio was 2.11:1, up from 1.52:1 last period and above the minimum target of 1.00:1.

Quick Ratio = (Cash & Equivalents + Accounts Receivable) ÷ Total Current Liabilities

✓ **Return on Assets 204.5%**

A measure of how effectively the business has used its assets to generate profits. Return on Assets is a performance measure which is independent of the business's capital structure. The higher the ratio the greater the return on assets. For this period, the business has generated a Return on Assets of 204.5%. This return exceeds the target of 20%.

Return on Assets = Annualised Earnings Before Interest & Tax ÷ Total Assets x 100

✓ **Return on Capital Employed 311.95%**

A measure of the efficiency and profitability of capital investment (ie. funds provided by shareholders & lenders). ROCE monitors the relationship between the capital ('inputs') used by the business and the earnings ('outputs') generated by the business. ROCE is arguably one of the most important performance measures. The higher the result the greater the return to providers of capital. For this period, the business has generated a ROCE of 311.95%. This return exceeds the target of 12.5%.

Return on Capital Employed = Annualised Earnings Before Interest & Tax ÷ Total Invested Capital x 100

✓ **Return on Equity 937.46%**

A measure of how effectively the business has used the resources provided by its owners to generate profits. The higher the ratio the greater the rate of return for shareholders. For this period, the business has generated a Return on Equity of 937.46%. This return exceeds the target of 15%.

Return on Equity = Annualised Net Income ÷ Opening Total Equity x 100

✓ **Revenue Growth 40.1%**

A measure of the percentage change in revenue for the period. Management should ensure that revenues increase at rates higher than general economic growth rates (ie. inflation). For this period, revenue growth of 40.1% exceeded the target growth of 0.41%.

Revenue Growth = (Revenue - Prior Revenue) ÷ Prior Revenue x 100

✓ **Total Revenue** \$2,719,808

A measure of the total amount of income generated by the company for goods sold or services provided. The business has earned total revenues of \$2,719,808. Strategies to improve revenue may include increasing prices, increasing the volume of sales through marketing initiatives or finding alternative sources of income. For this period, the revenue earned is above the required target of \$1,925,000.

Total Revenue = Revenue

✗ **Travel and Entertainment Expense** \$2,233

A measure of the 'Travel and Entertainment Expense' account from your general ledger. This is an account watch KPI. For this period, the account Travel and Entertainment Expense is above the required target of \$350

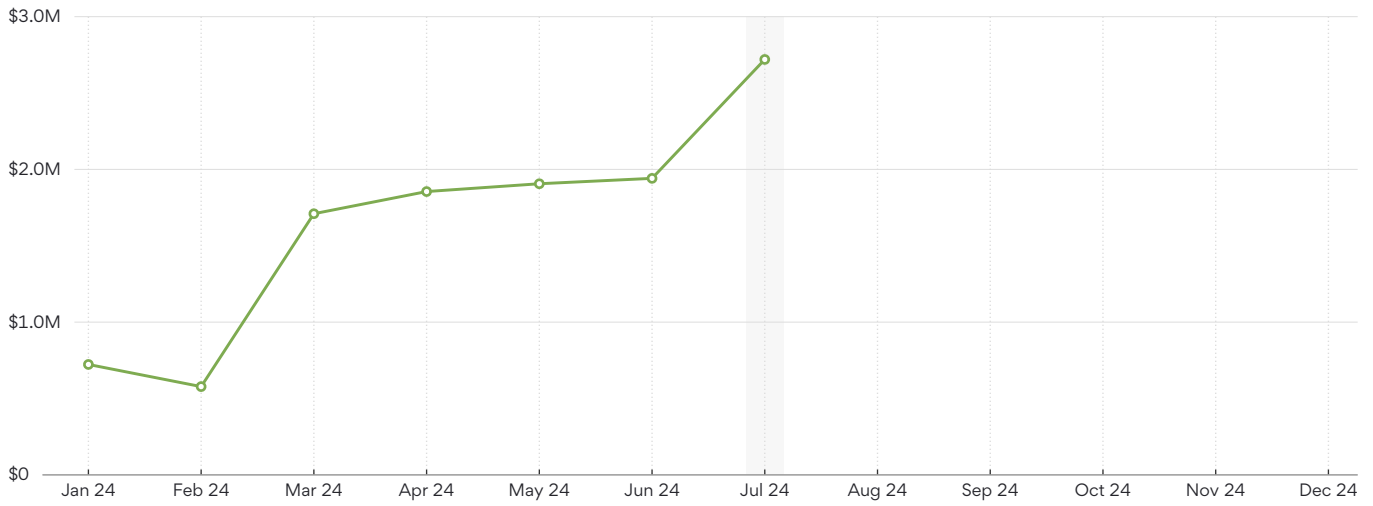
✓ **Working Capital Absorption** -2.31%

A measure of the adequacy of working capital to support sales activity. This measure indicates the investment made in working capital for each unit of revenue. The trend of this ratio is particularly useful for growing businesses. If sales increase rapidly but working capital levels remain constant, the business may be at risk that insufficient working capital is available to support this growth. Moreover, if the result for this metric is greater than the Gross Profit Margin %, then for every additional unit of Revenue generated, additional cash will be required. For this period, Working Capital Absorption is less than the target of 25%.

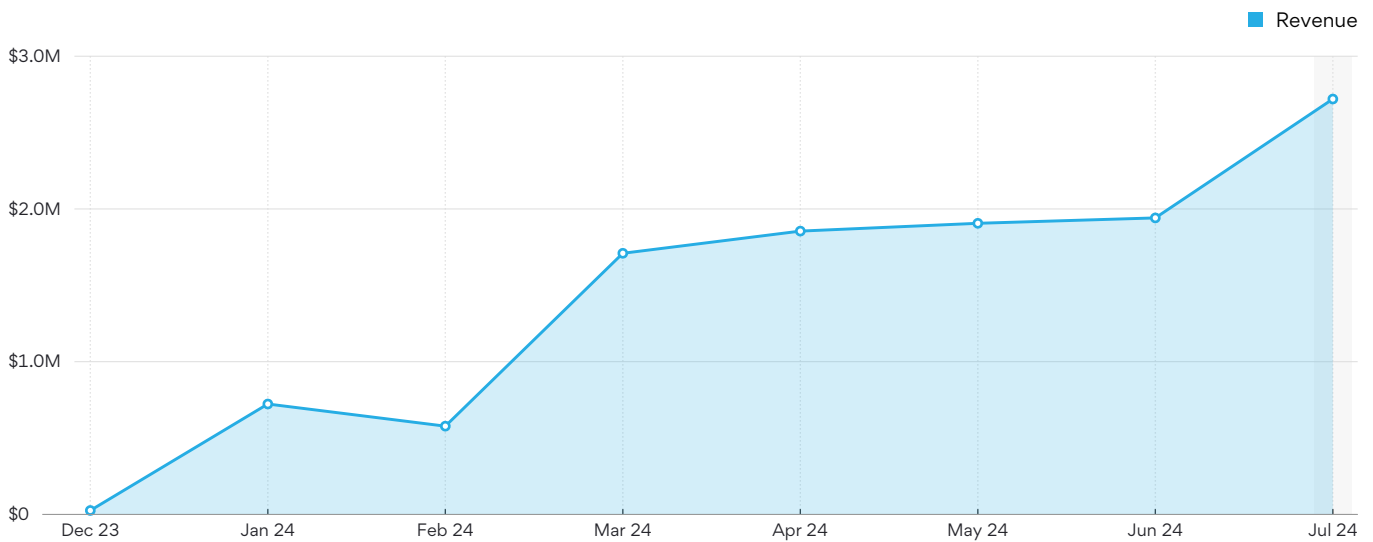
Working Capital Absorption = Operating Working Capital ÷ (Annualised Revenue) x 100

Examples of Additional Supplemental Charts--Revenue

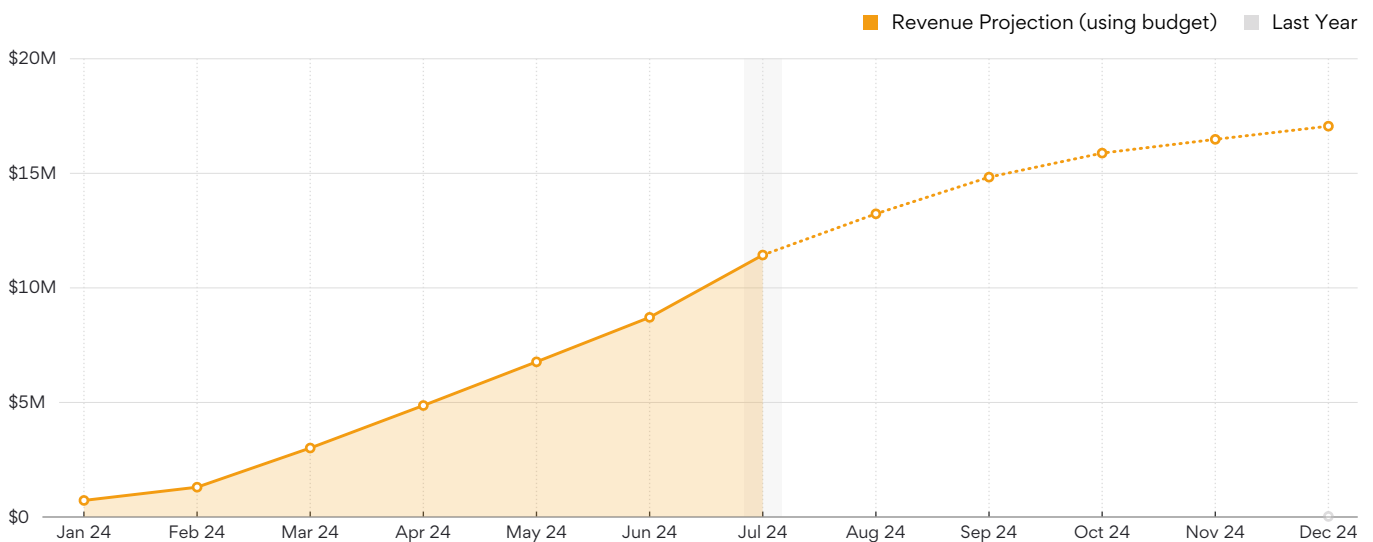
Revenue this financial year



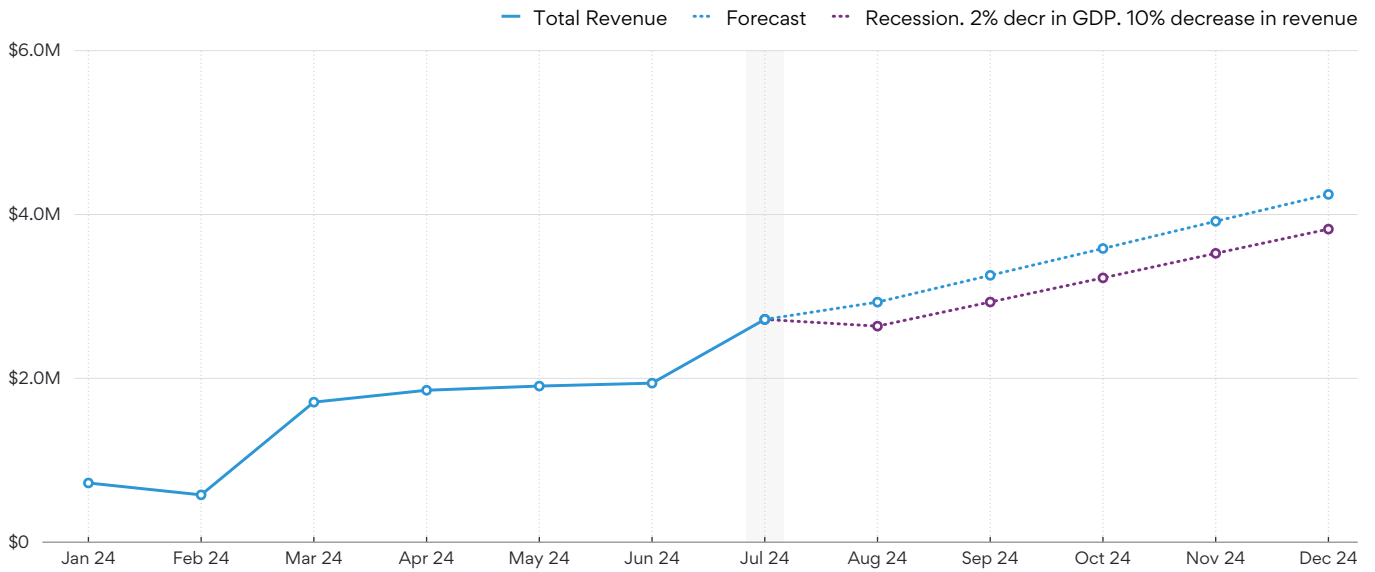
Revenue for all time



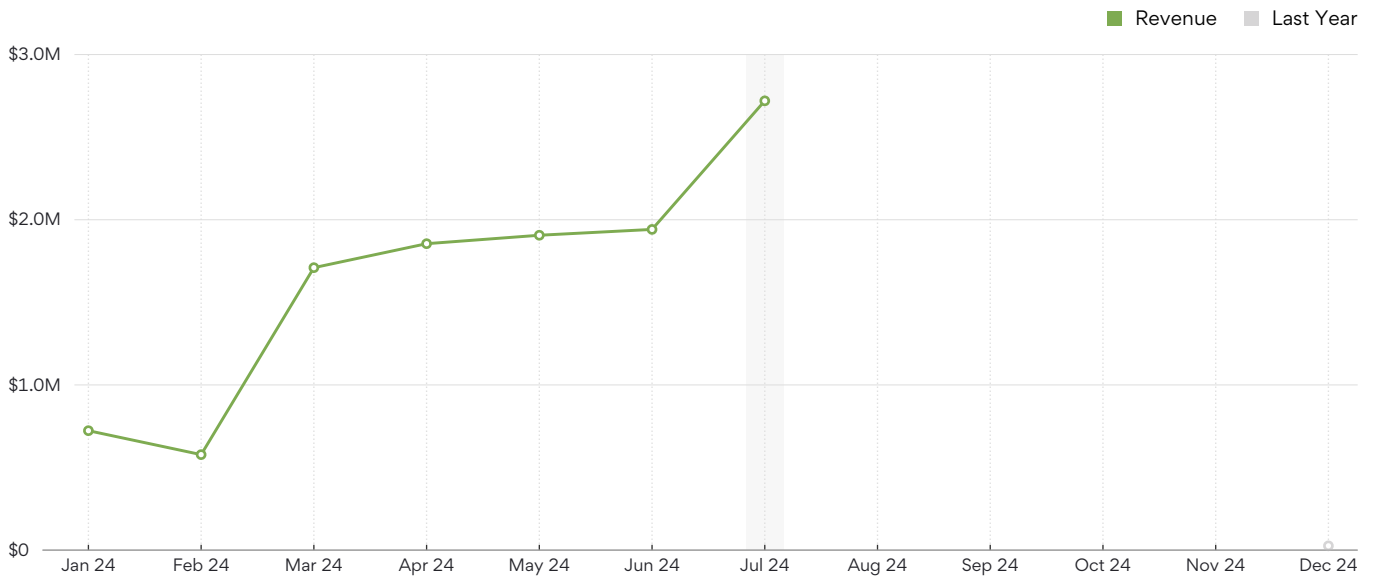
Revenue YTD + rest of year budget



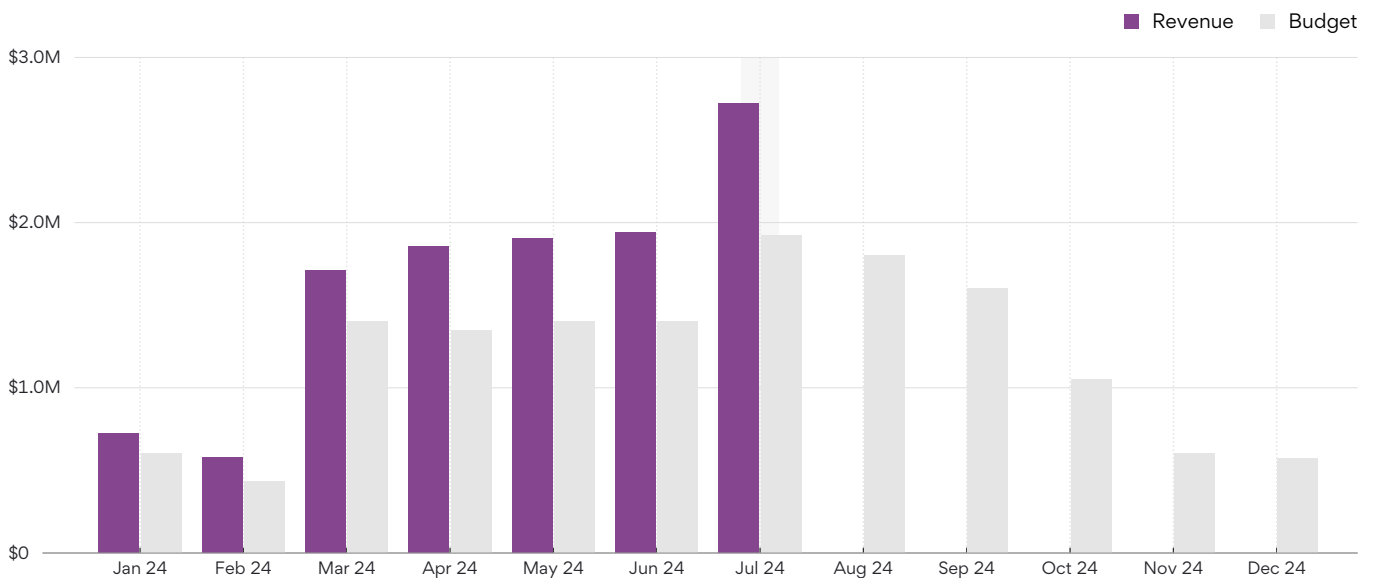
Revenue Scenarios



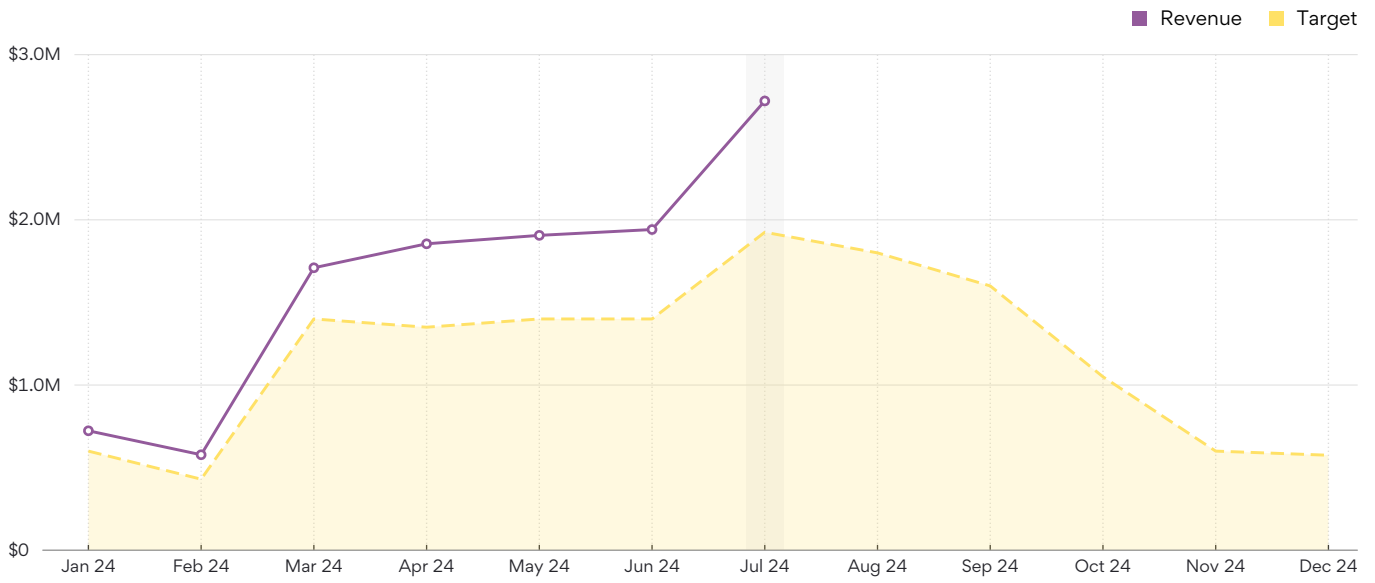
This year vs last year



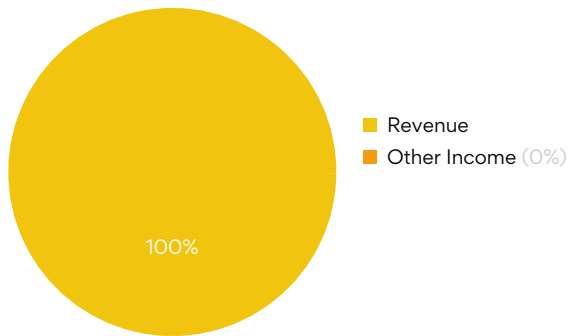
Revenue vs Budget



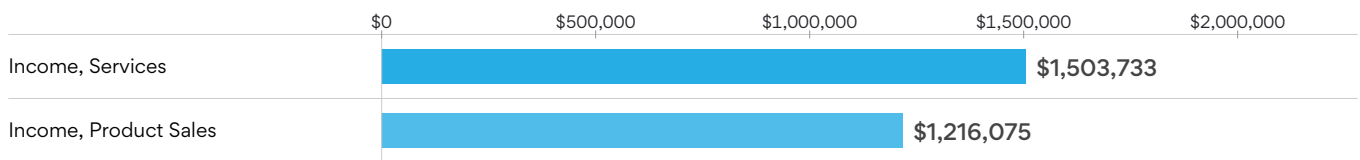
Revenue vs Target



Revenue Mix



Revenue breakdown



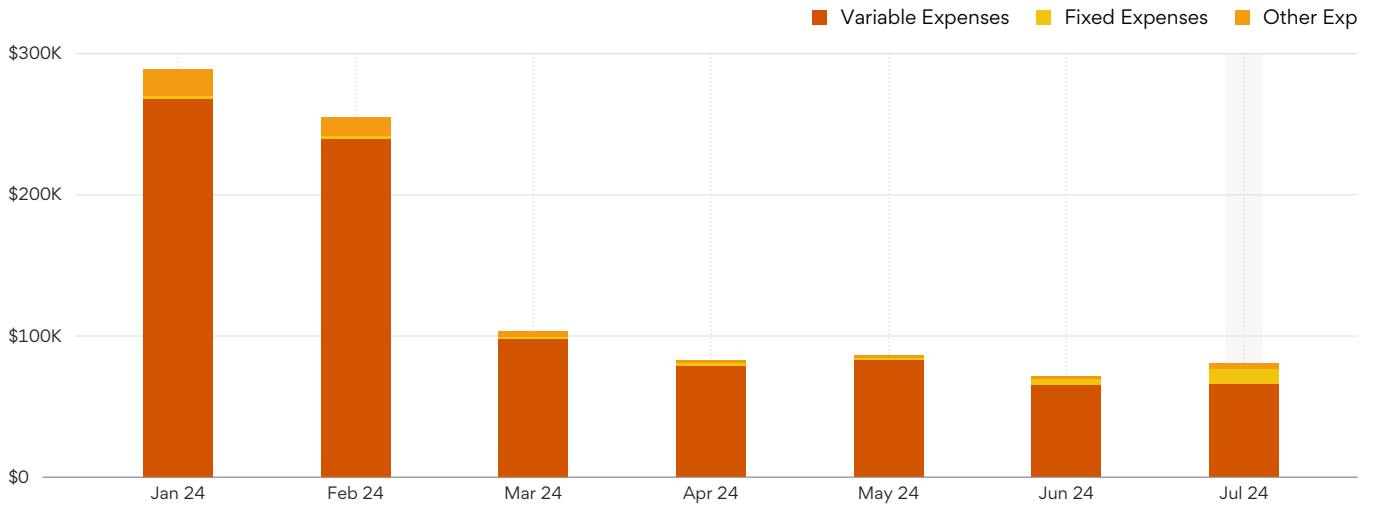
Examples of Additional Supplemental Charts--Expenses

EXPENSES

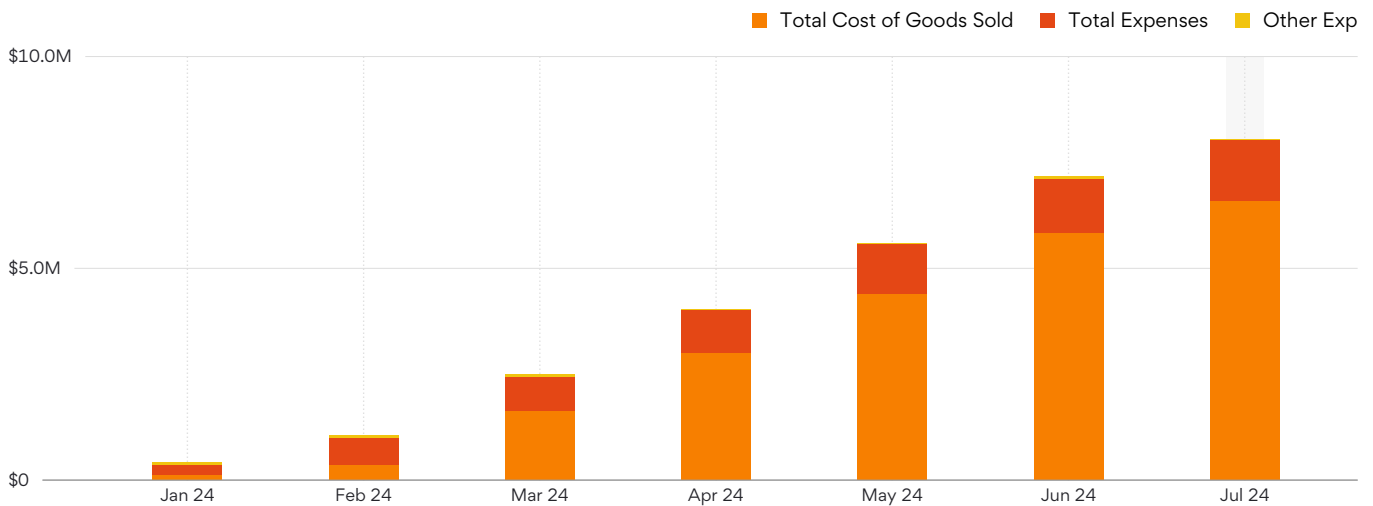
\$126,114



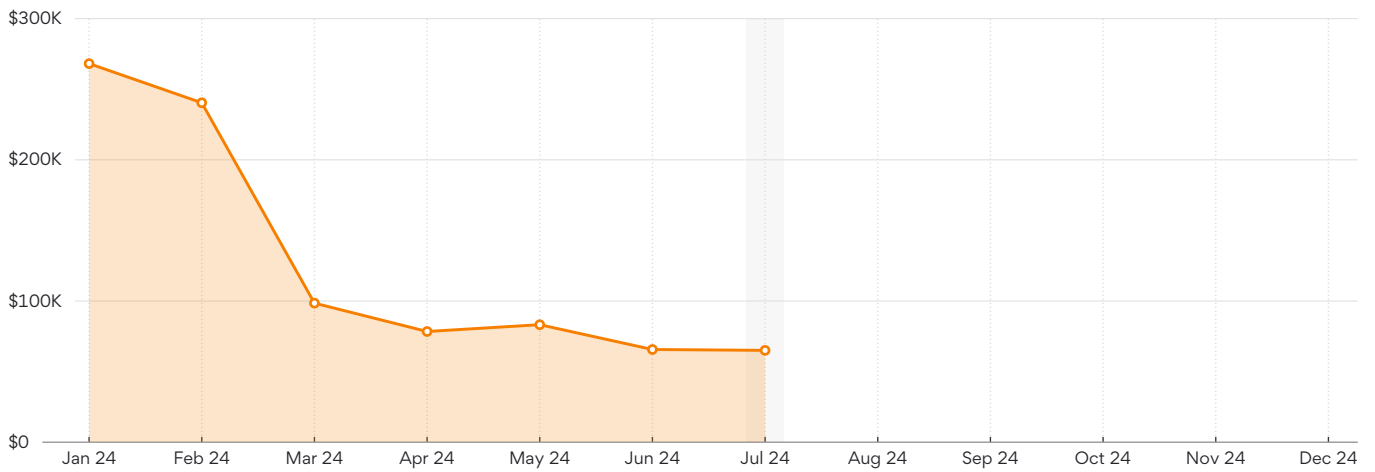
Expenses



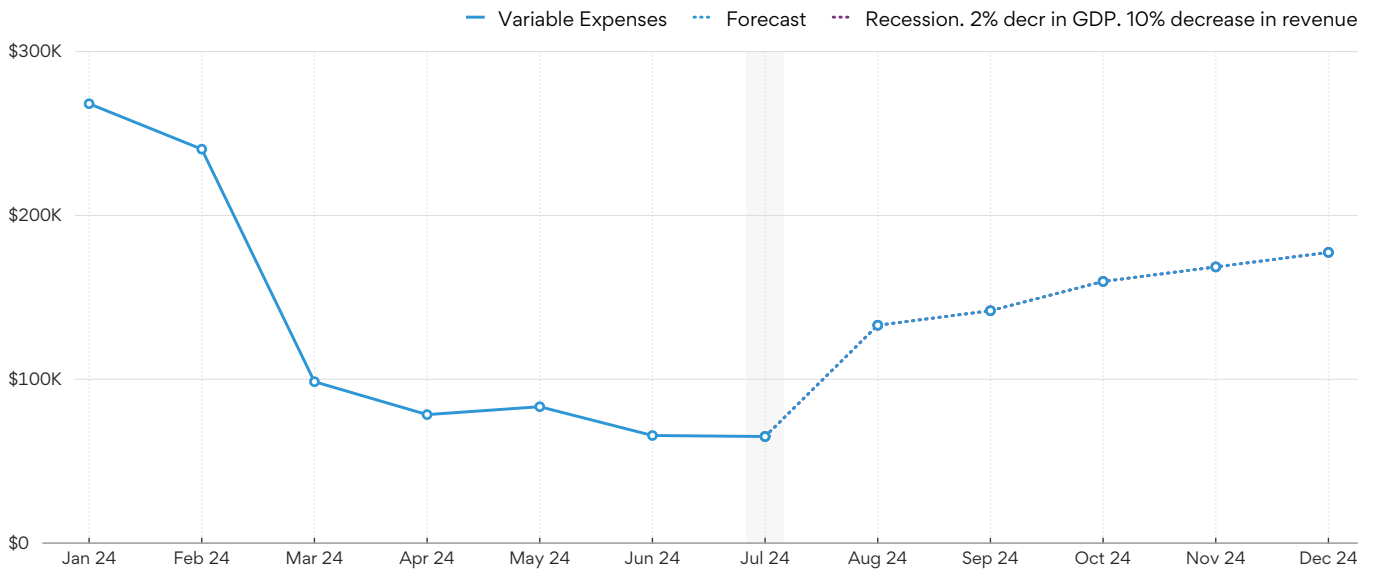
Cumulative Expenditure



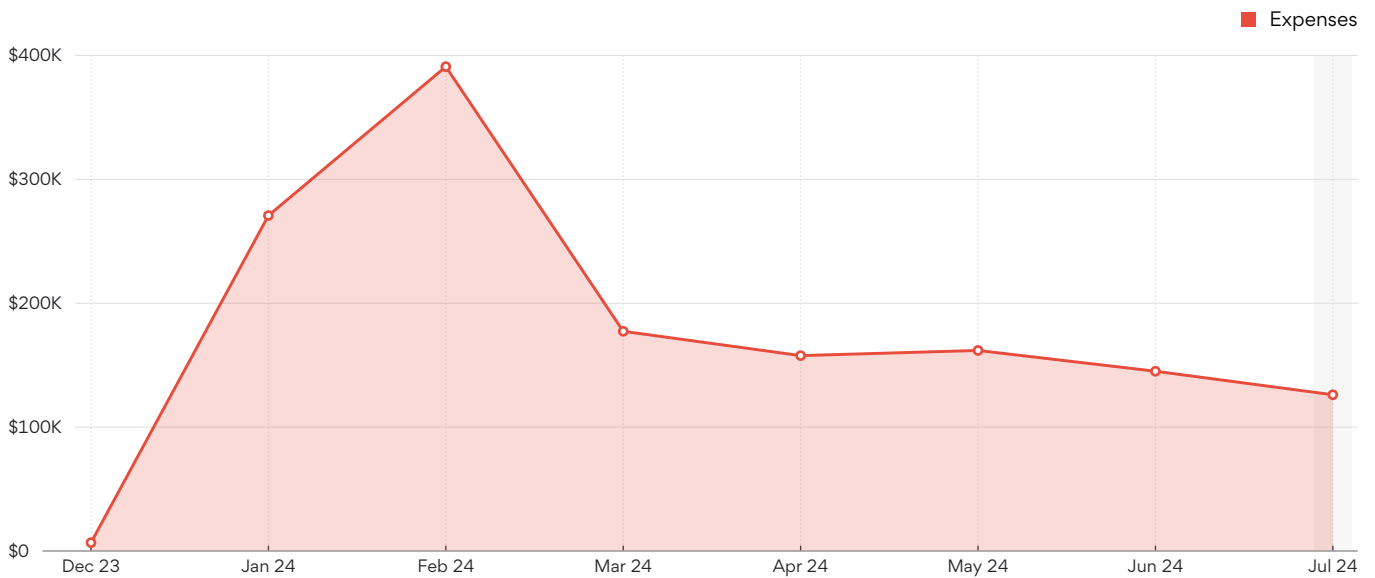
Variable Expenses this financial year



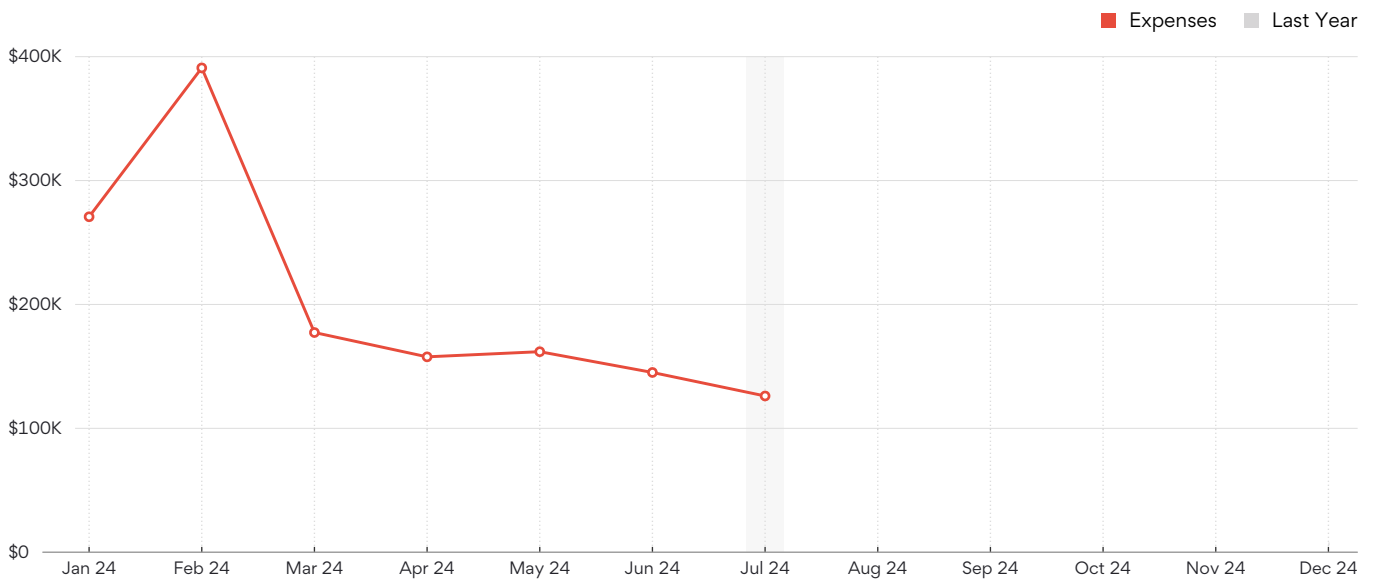
Variable Expenses projected



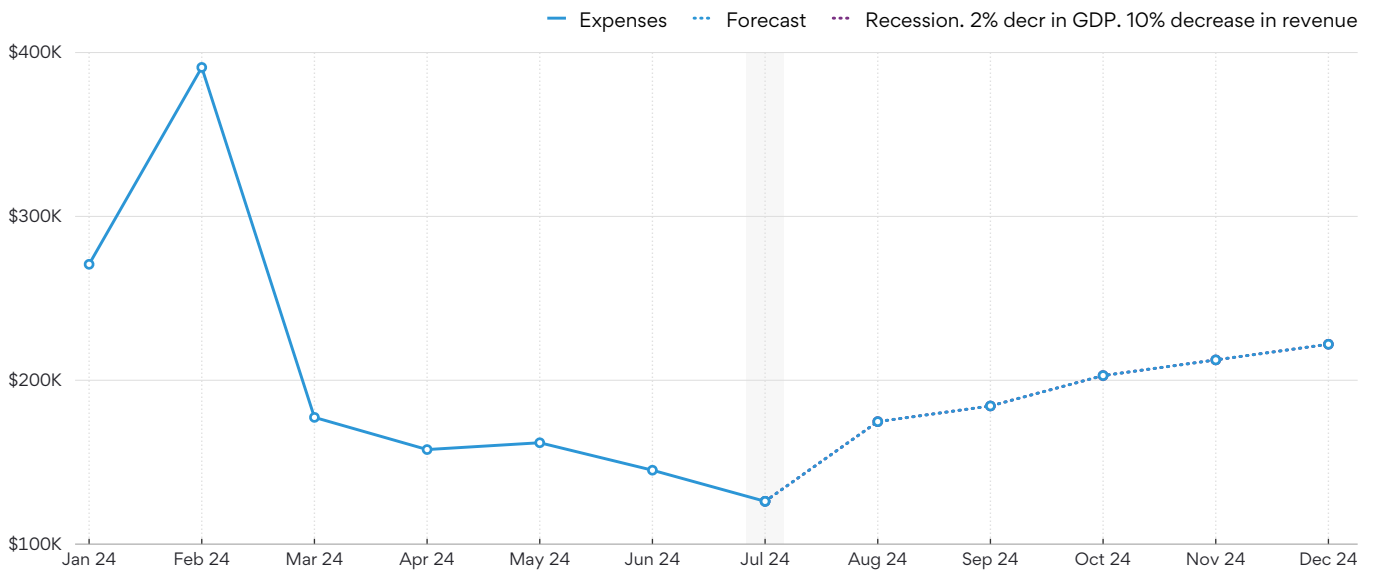
Expenses for all time



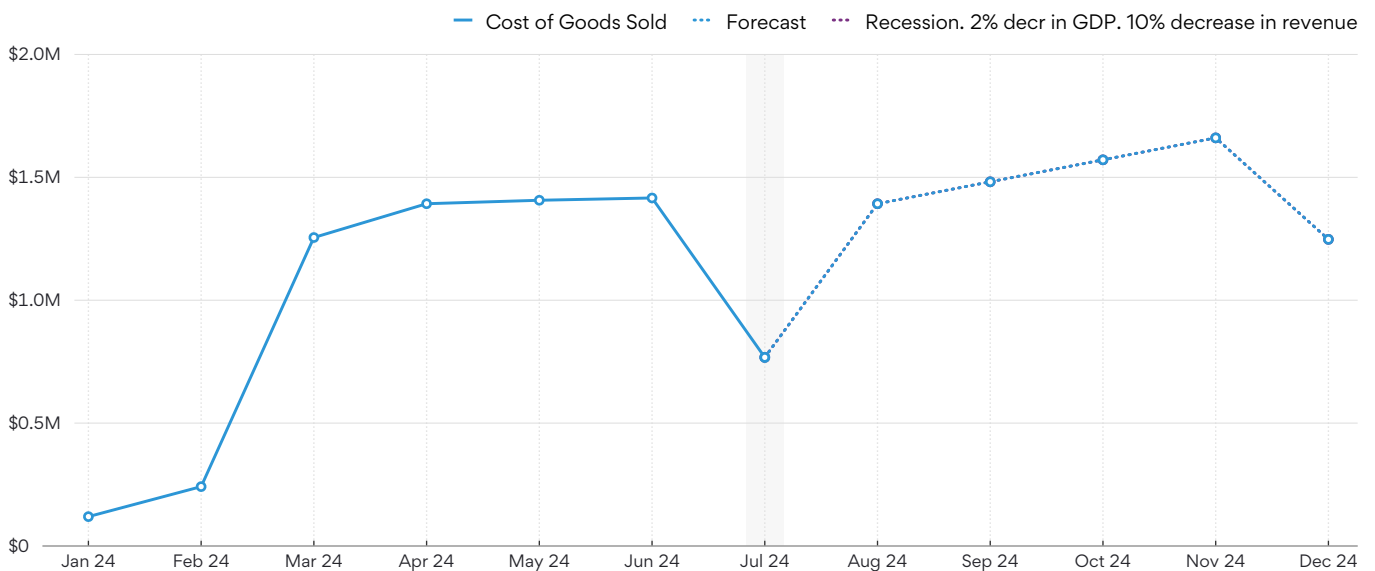
Expenses This year vs last year



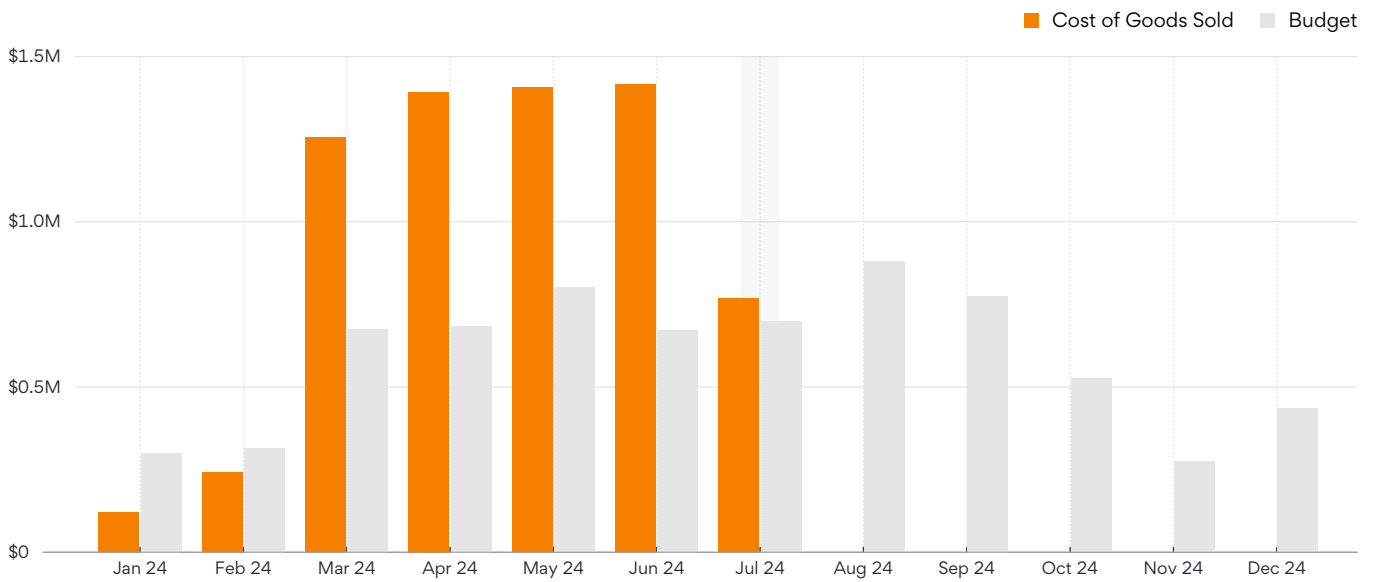
Expenses Scenarios



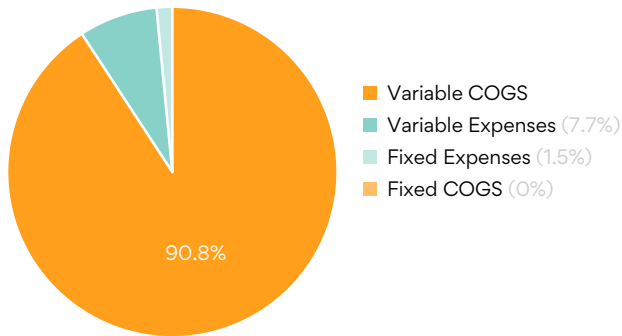
Cost of Goods Sold Scenarios



Cost of Goods Sold vs Budget



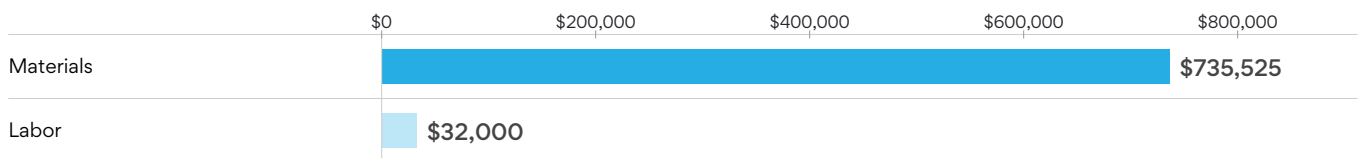
Expenditure Mix



Top 10 Expenses

Depreciation and Amortization Expense	\$48,058
Payroll Expense	\$25,088
Rent Expense	\$13,000
Other Compensation Expense	\$10,547
Fees Expense	\$7,764
Insurance Expense	\$7,452
Advertising Expense	\$5,000
Benefits Expense	\$2,500
Travel and Entertainment Expense	\$2,233
Utilities Expense	\$2,145

Cost of Goods Sold breakdown



Examples of Additional Supplemental Charts--KPI's

GROSS PROFIT

\$1,952,283



OPERATING PROFIT

\$1,826,169



EBIT

\$1,824,075



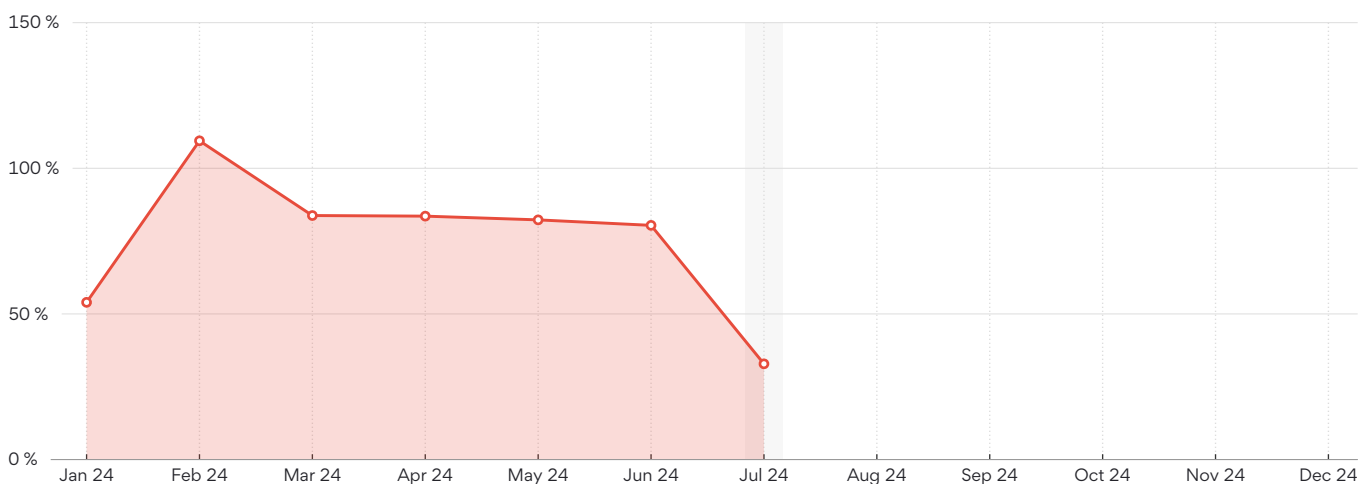
EBITDA

\$1,872,133



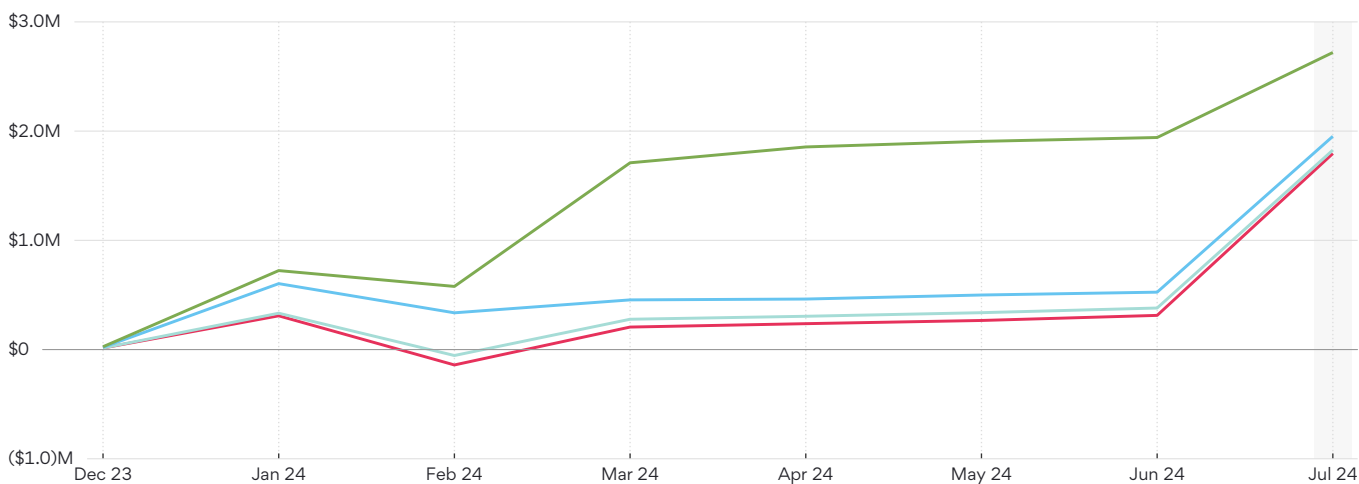
Expense-to-Revenue (%)

■ Expense to Revenue %

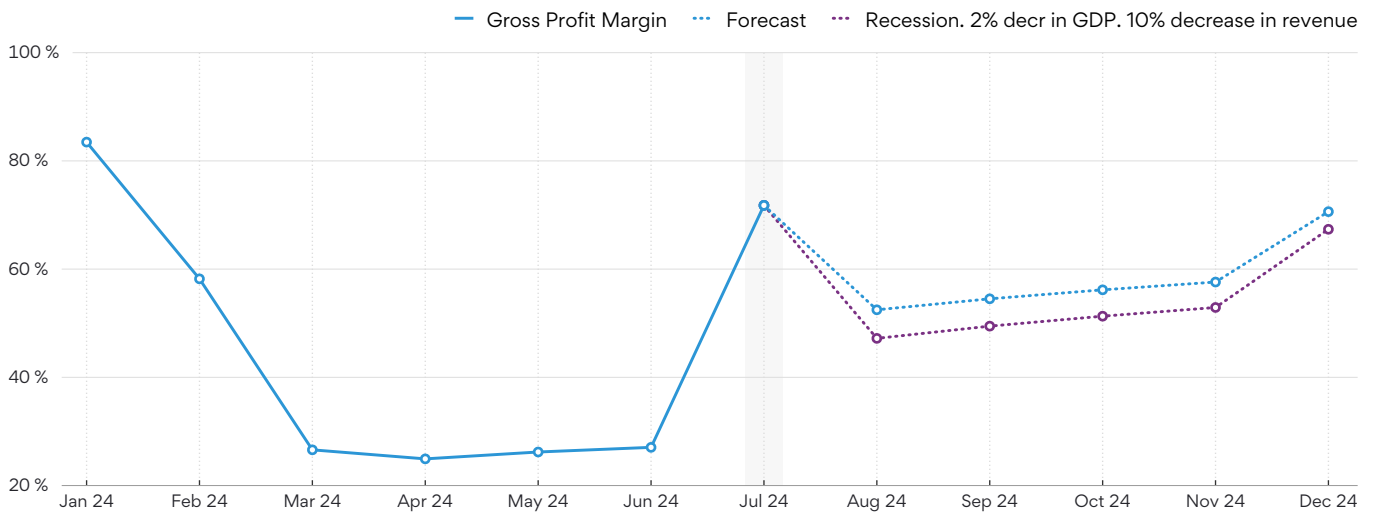


Profitability for all time

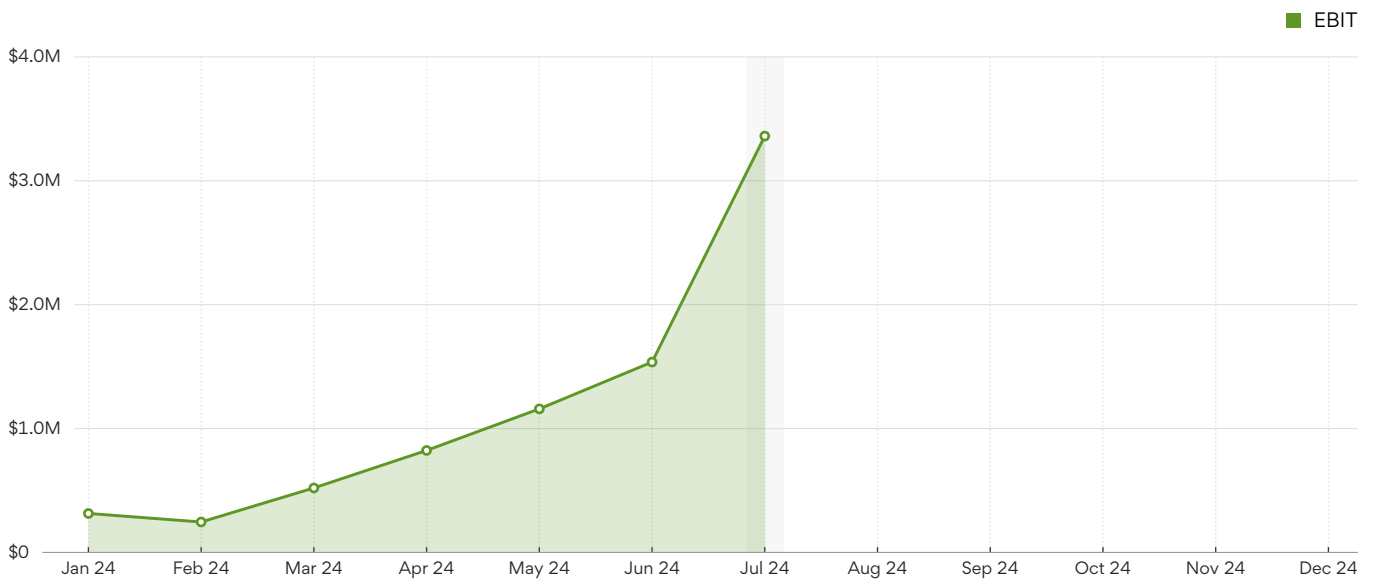
■ Revenue ■ Gross Profit ■ Operating Profit ■ Retained Income



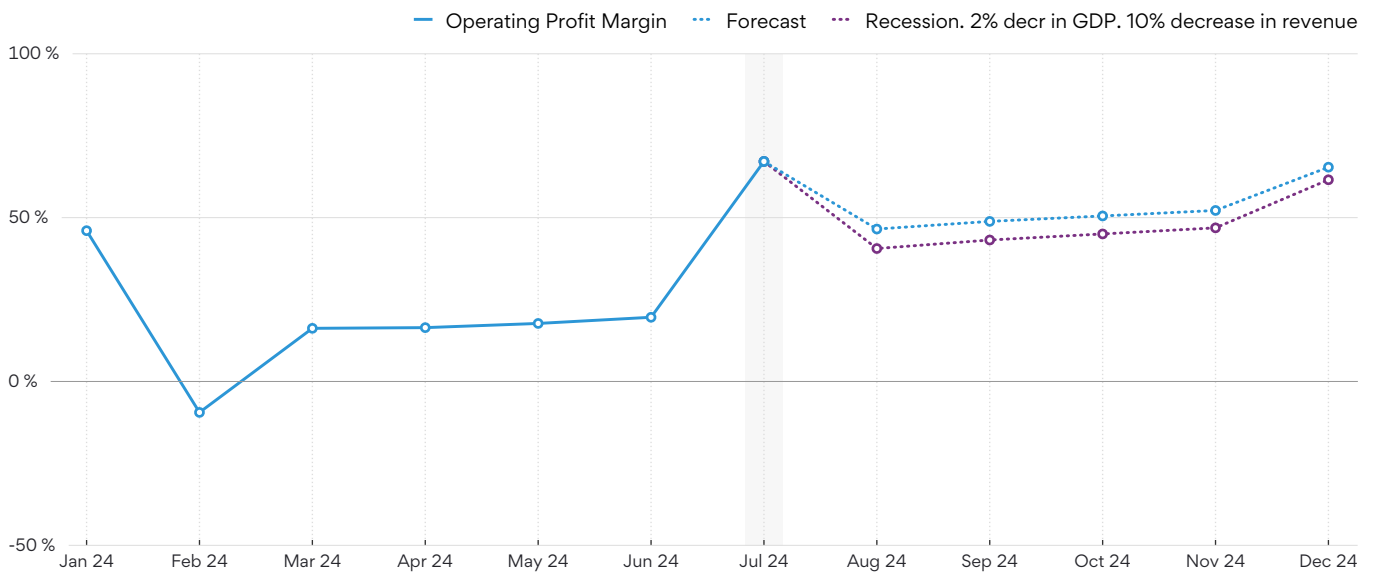
Gross Profit % projected



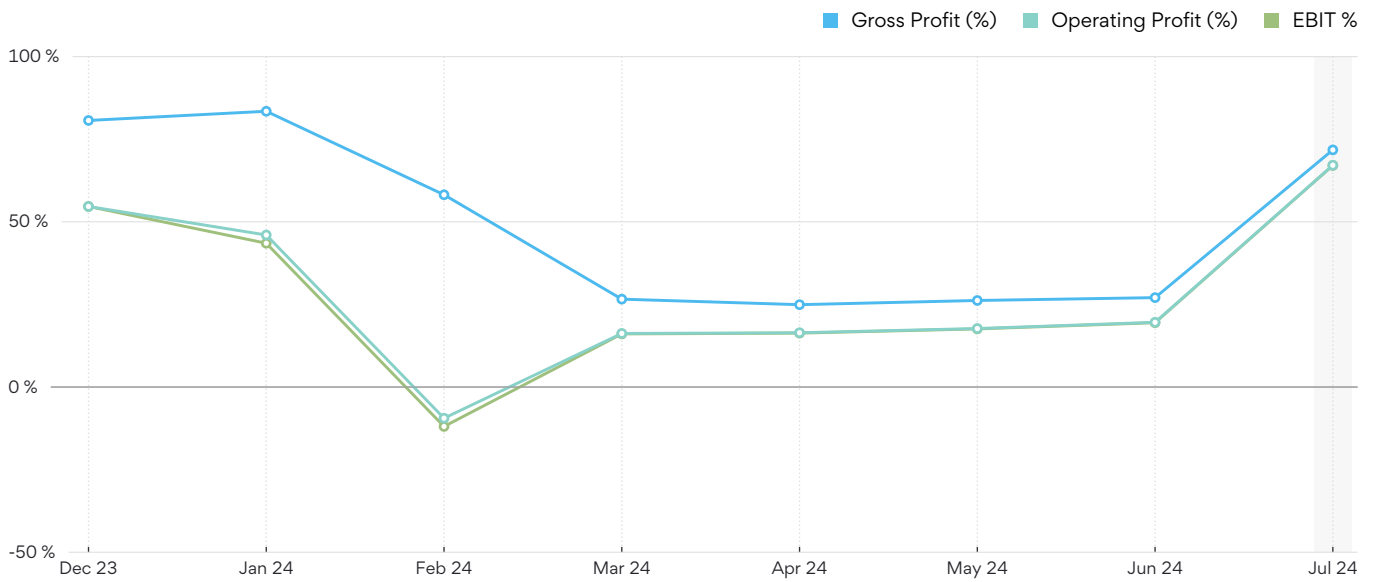
Cumulative EBIT this financial year



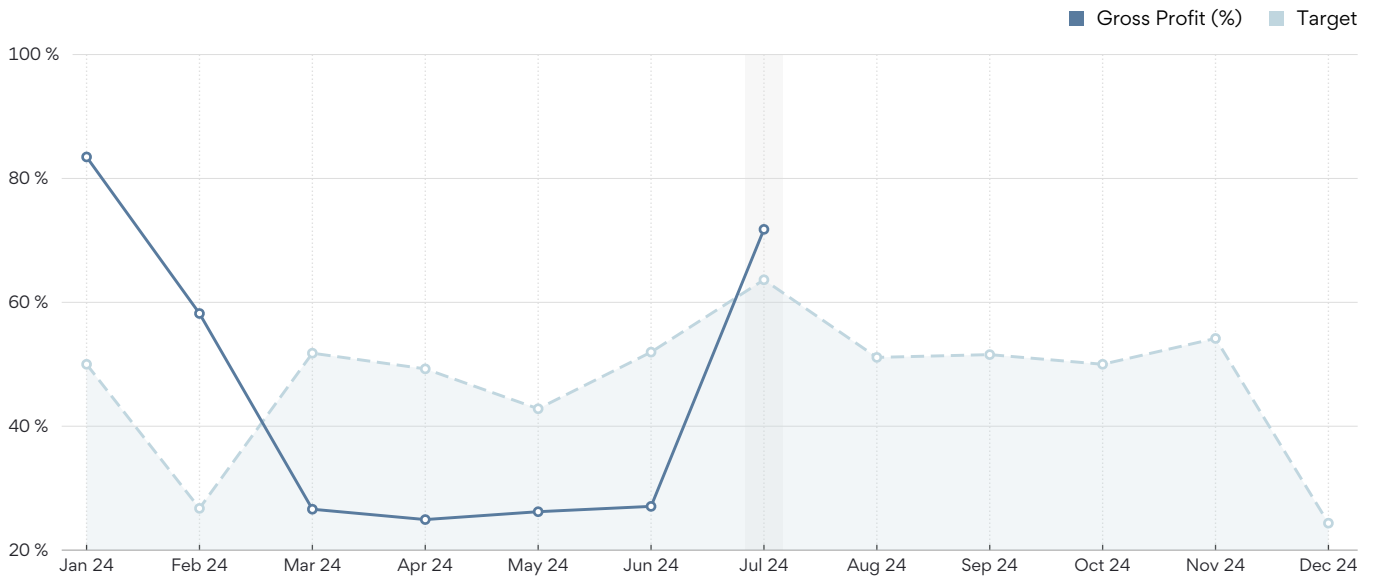
Operating Profit Margin Scenarios



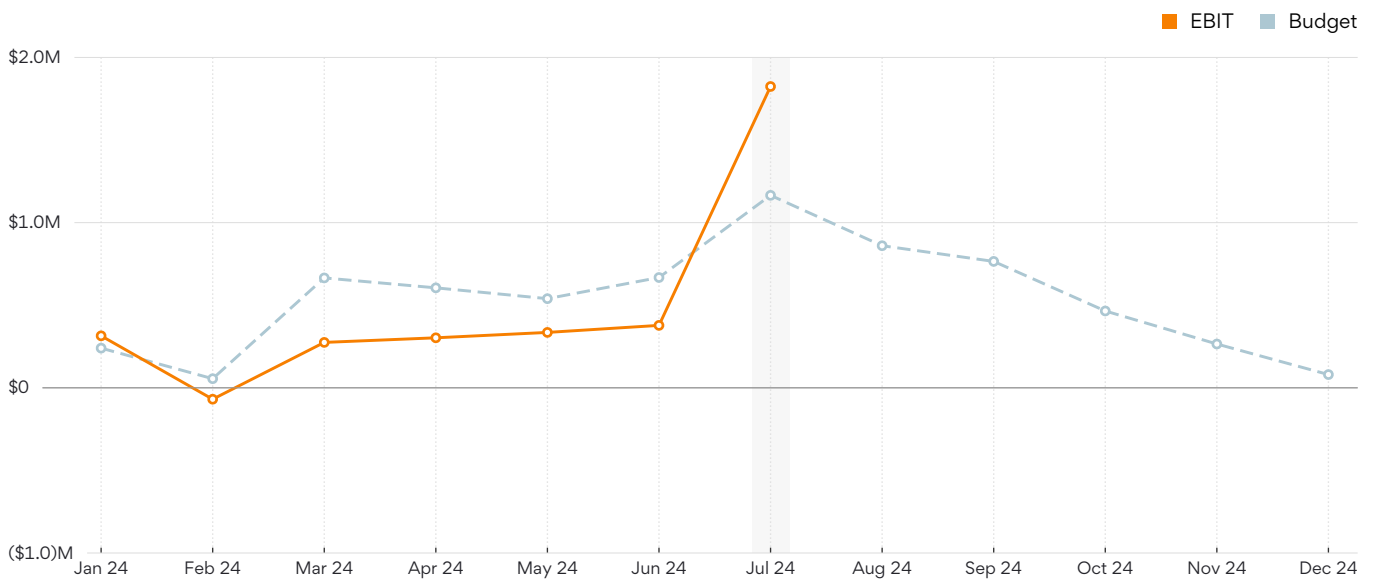
Profit Margins (%) Last 12 months



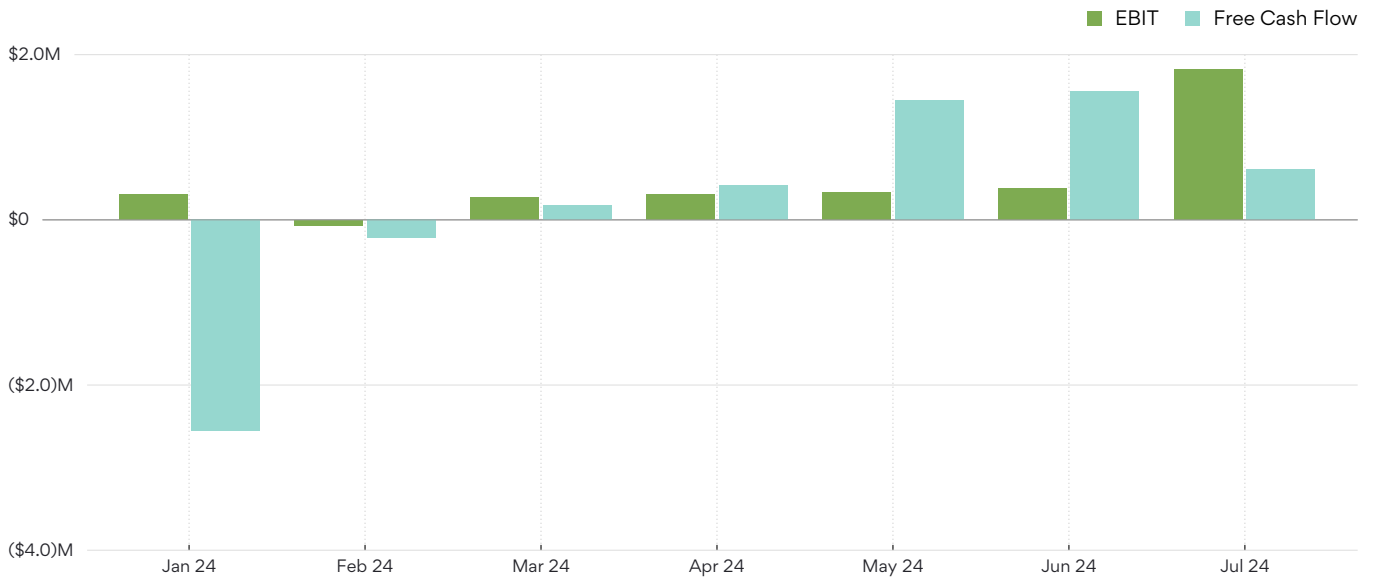
Gross Profit (%) vs Target



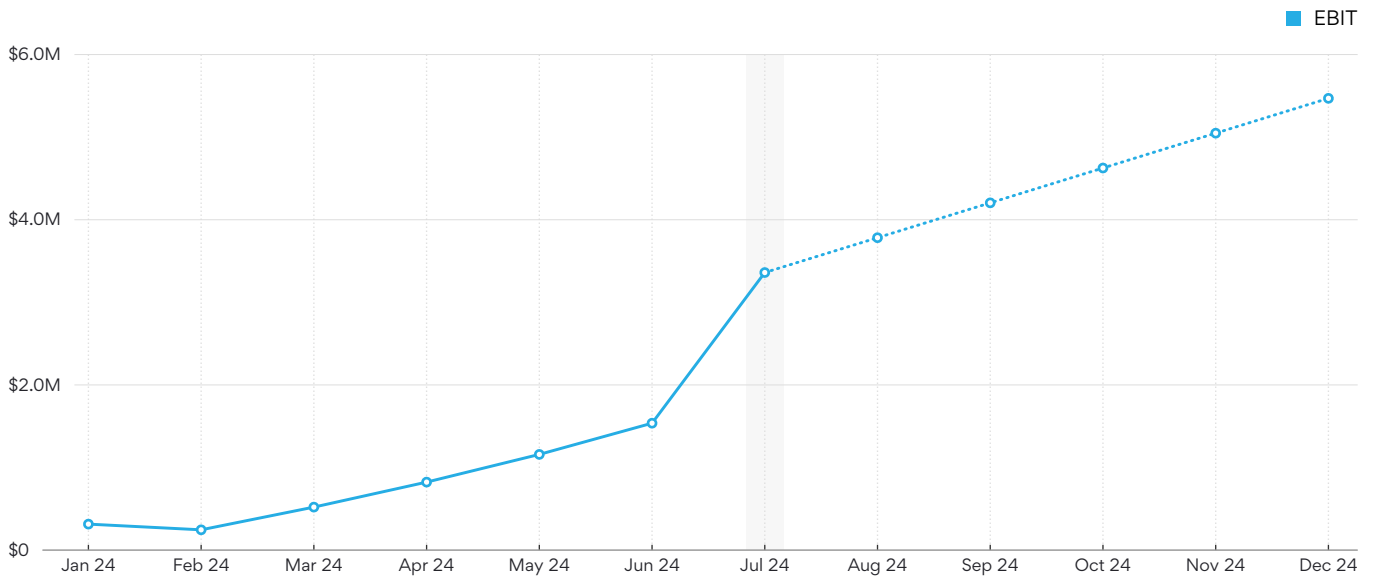
EBIT vs Budget



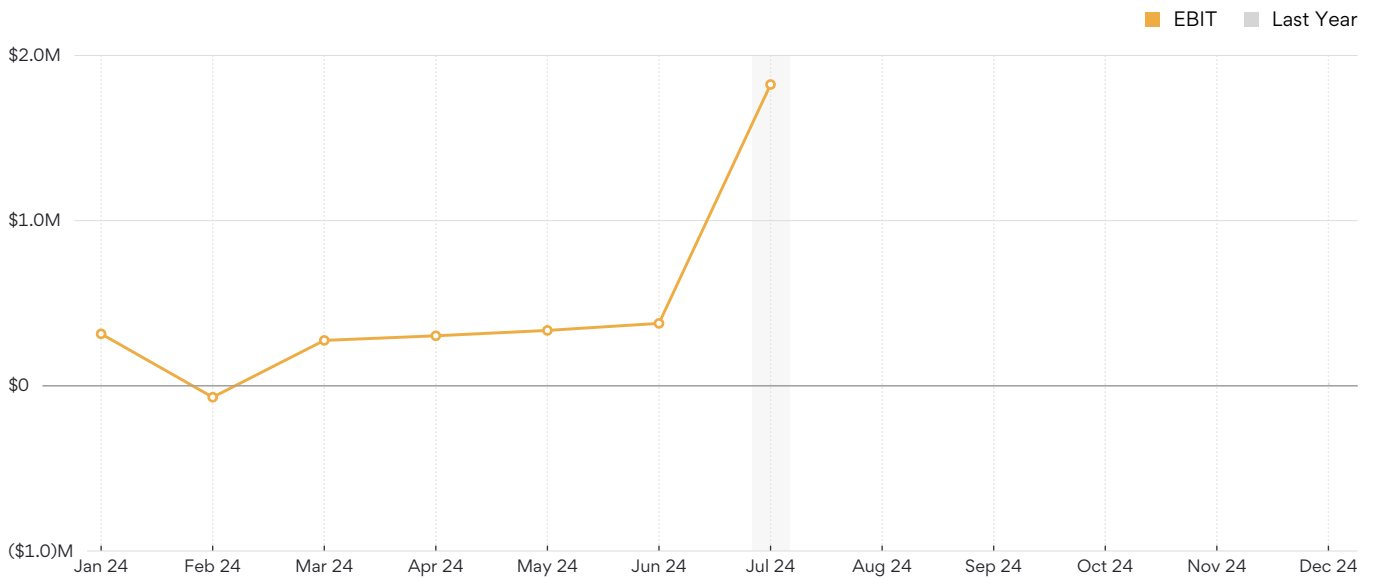
Profit vs Cash Flow



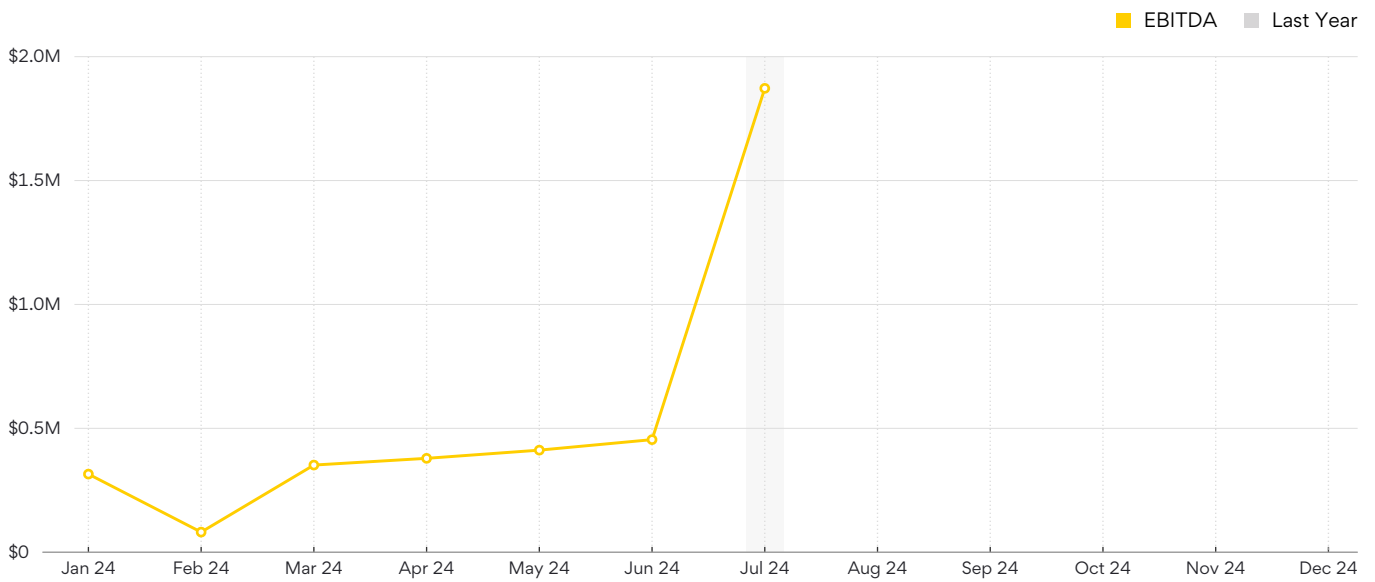
Profit projection (using rolling average)



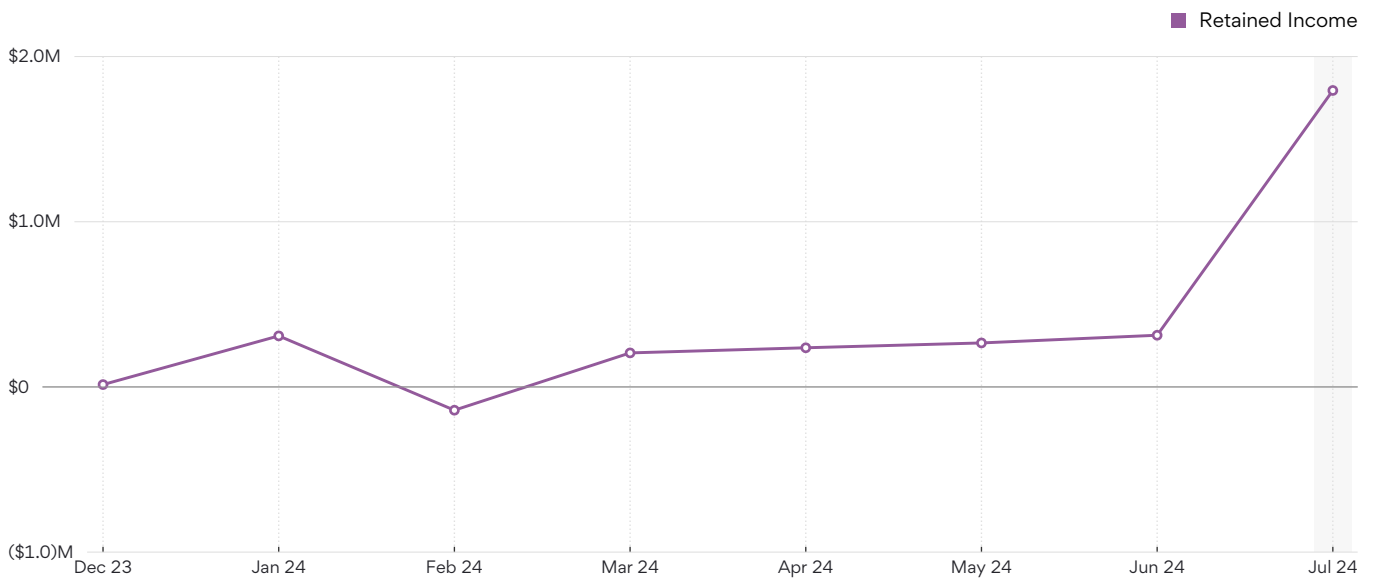
EBIT - This year vs last year



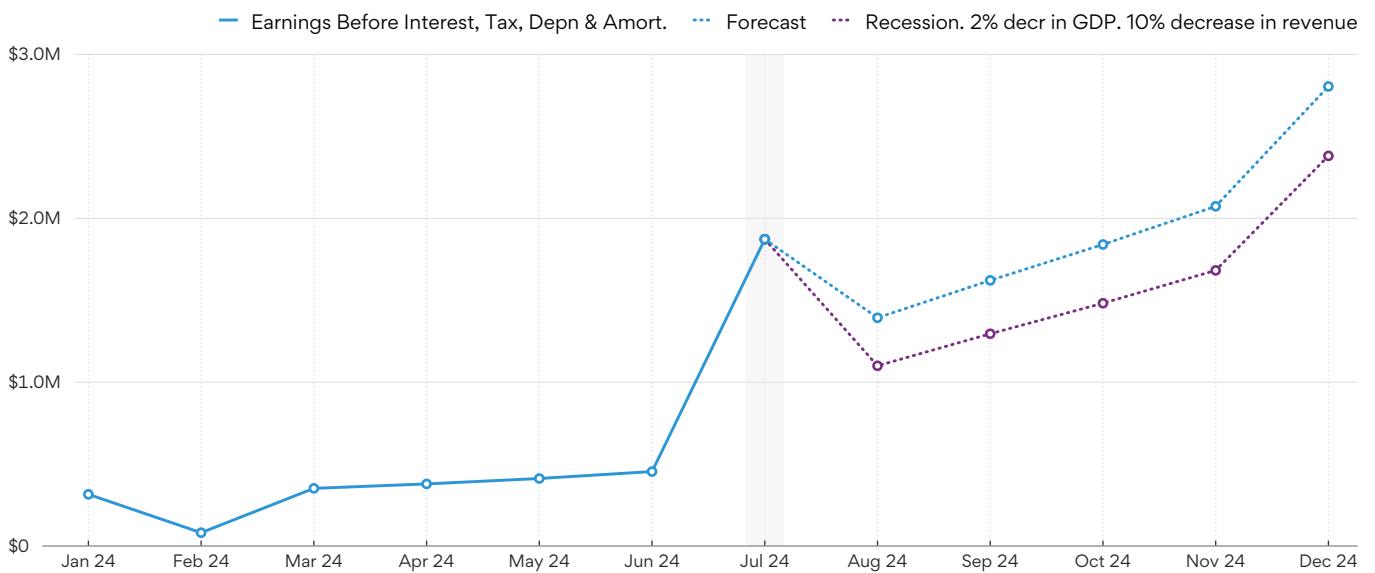
EBITDA - This year vs last year



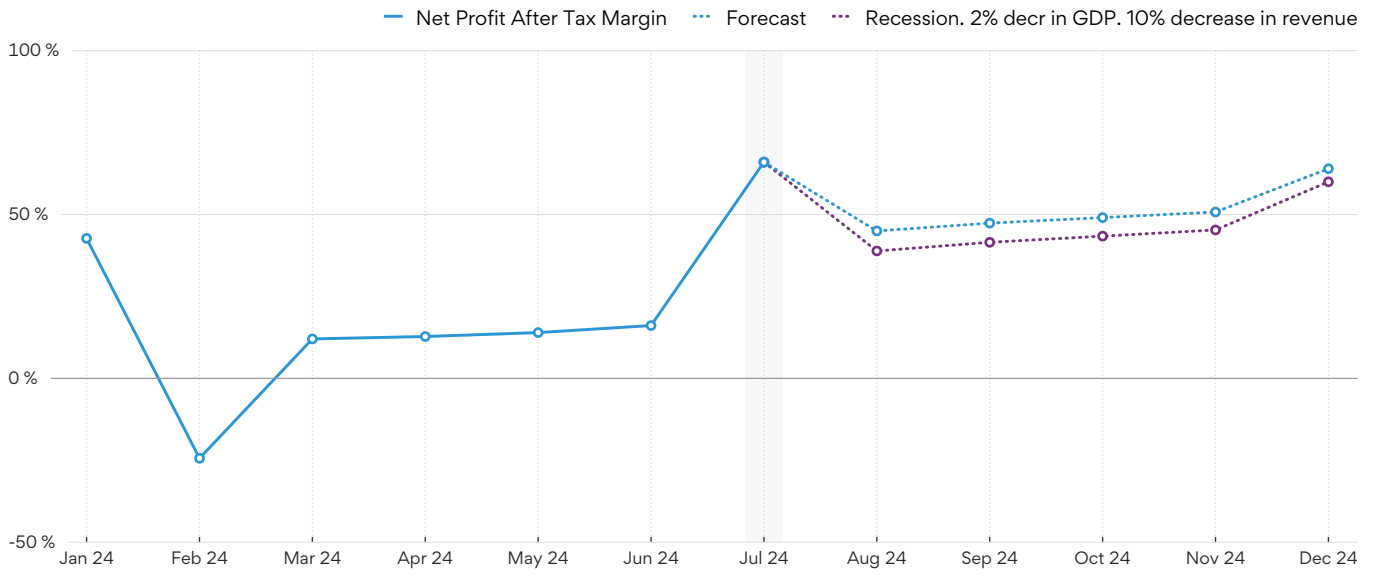
Retained Income for all time



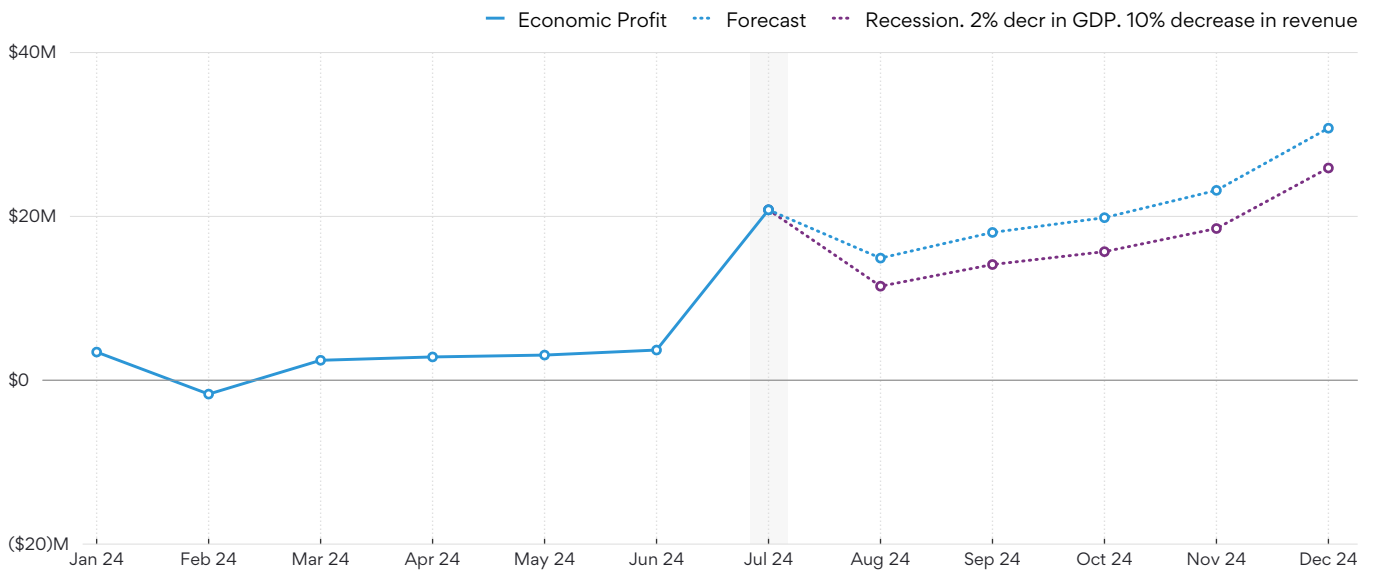
EBITDA Scenarios



Net Profit Margin Scenarios



Economic Profit Scenarios



Examples of Additional Supplemental Charts--Cash Flow

OPERATING CASH FLOW

\$1,192,769



FREE CASH FLOW

\$610,641

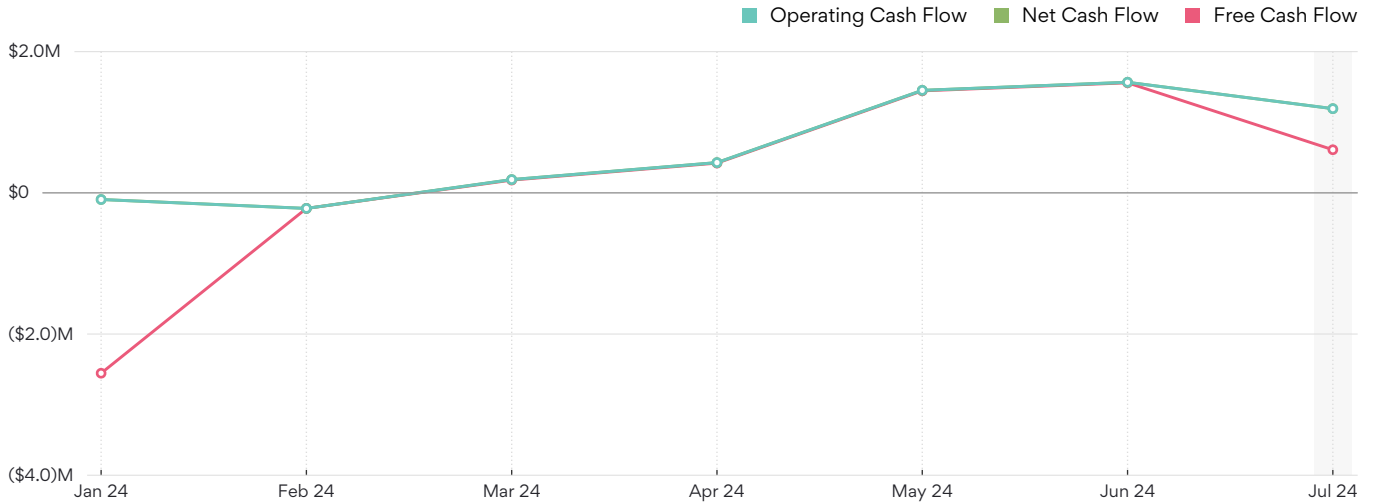


NET CASH FLOW

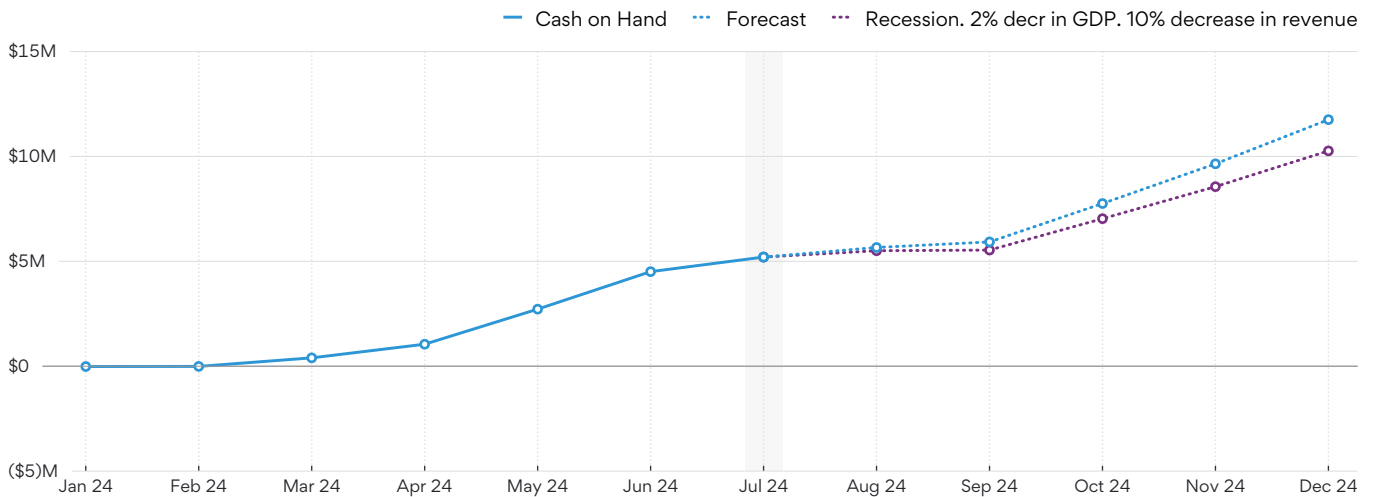
\$594,762



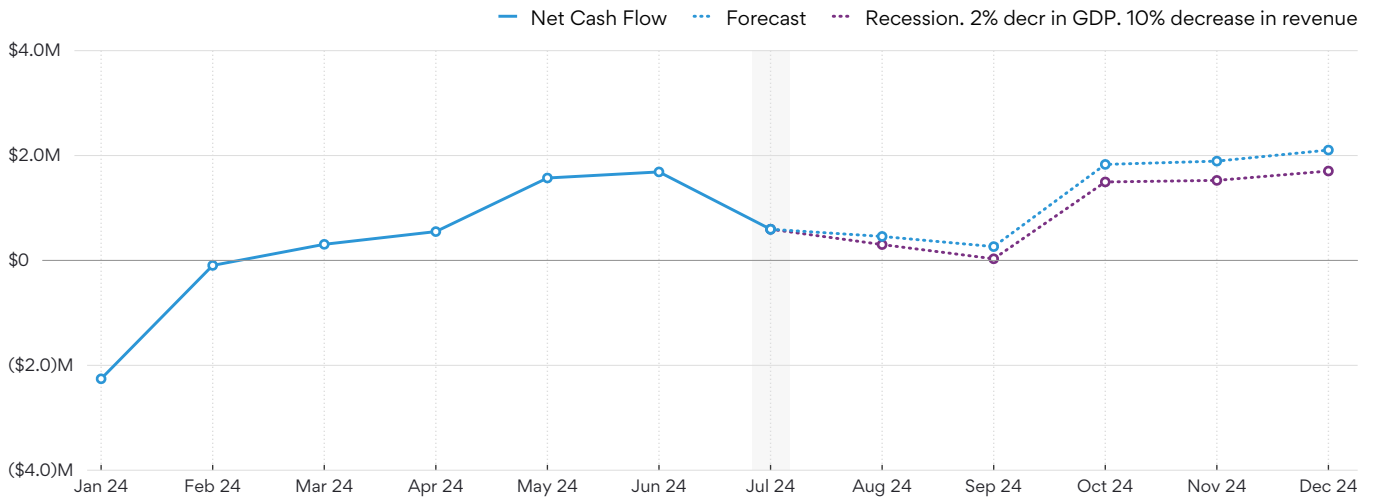
Cash Flow Trend



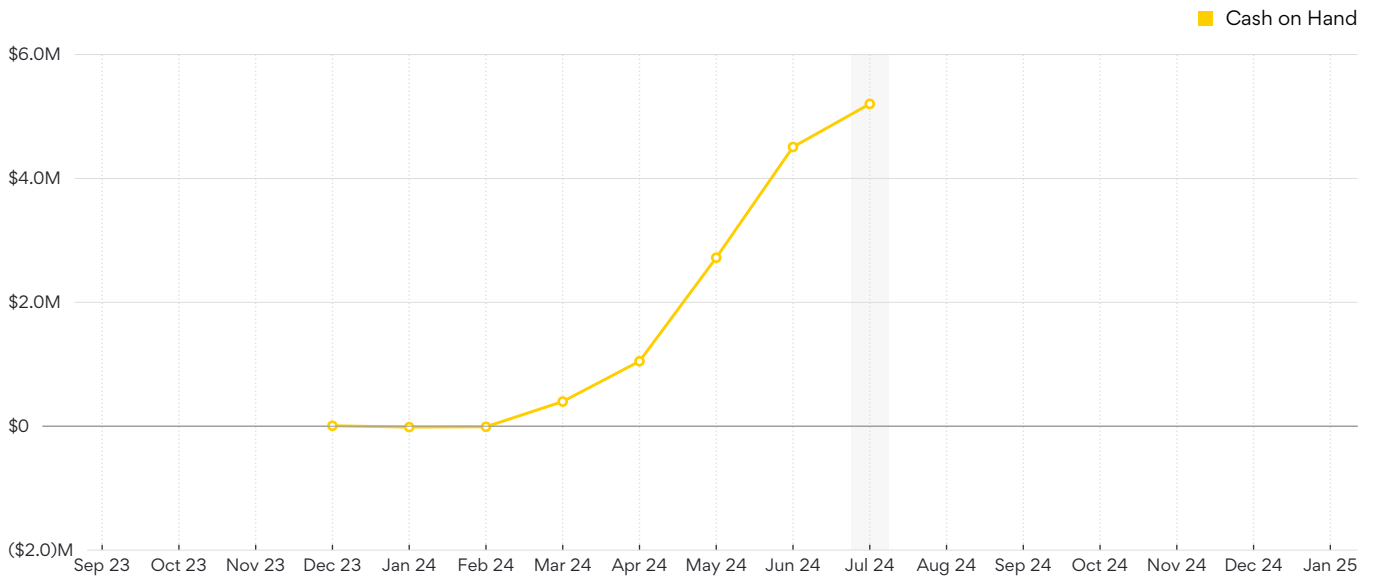
Cash on Hand



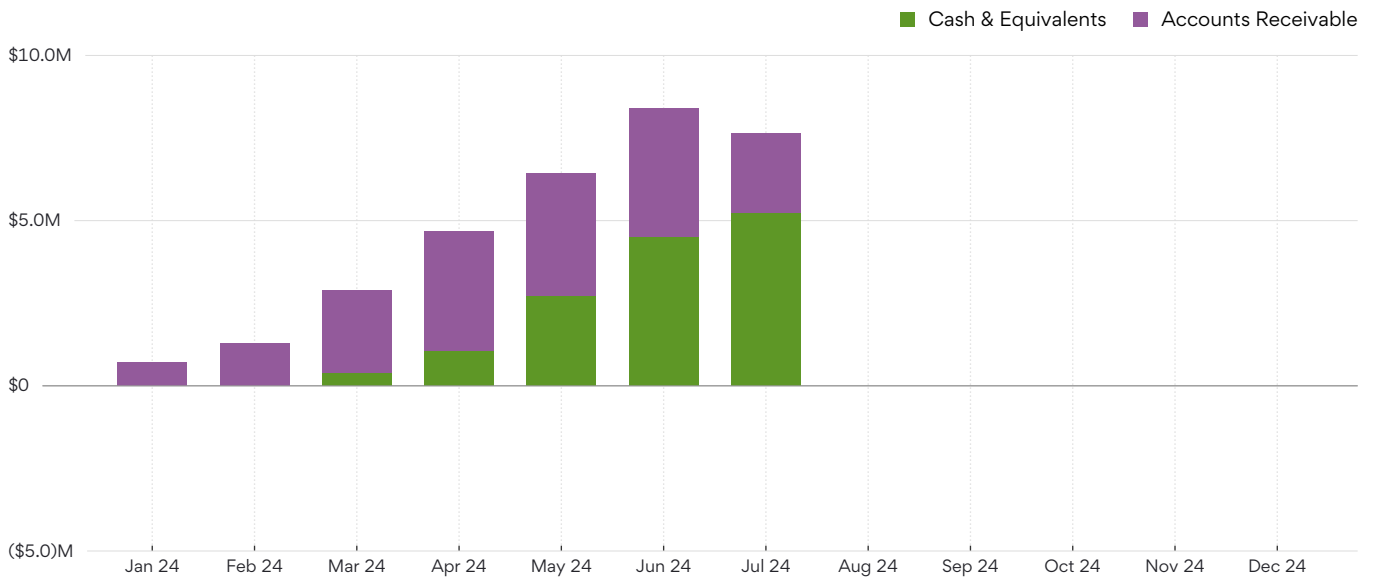
Cash Flow Trend Scenarios



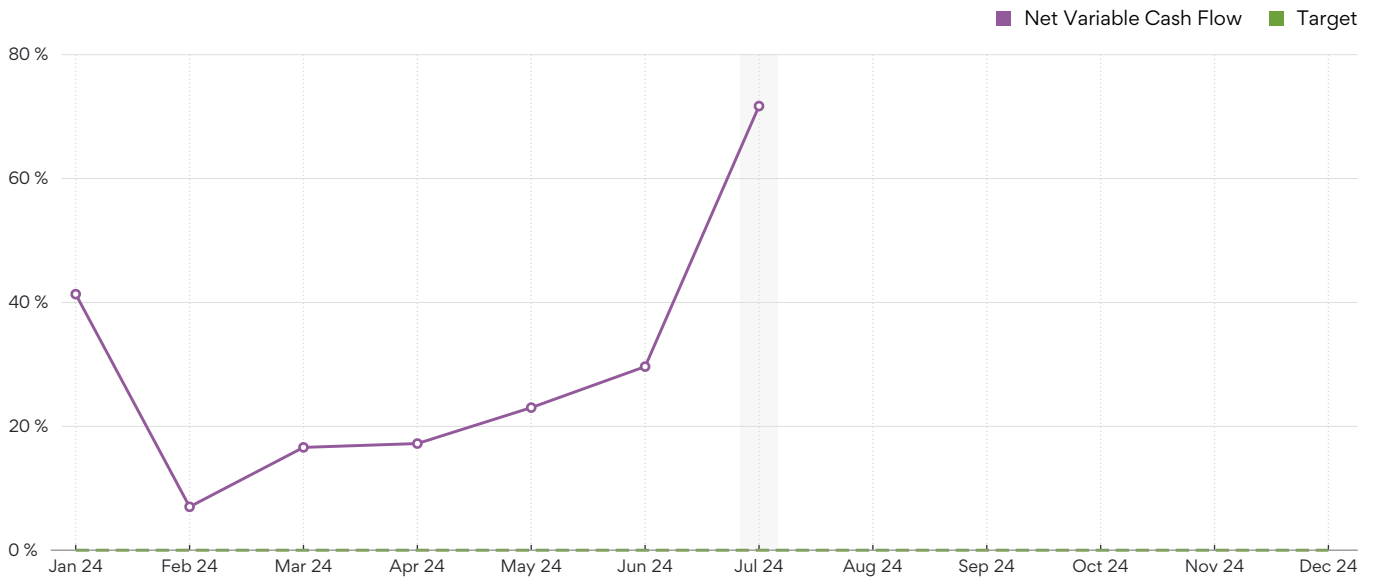
Cash Position



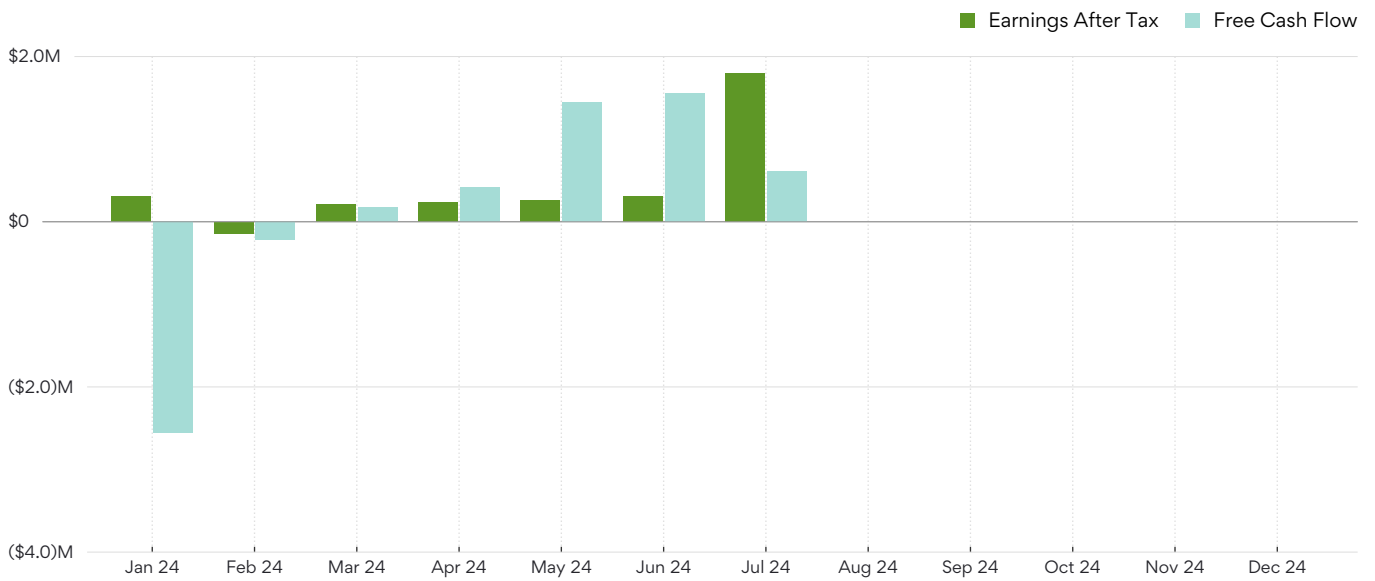
Cash & Receivables



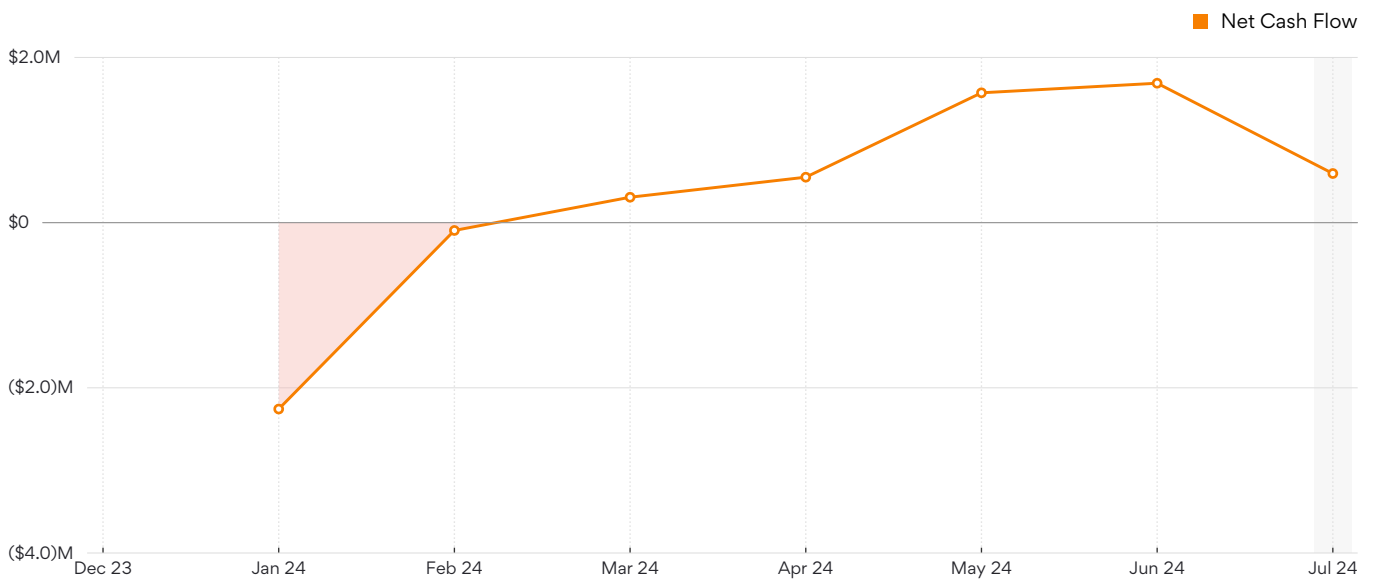
Net Variable Cash Flow



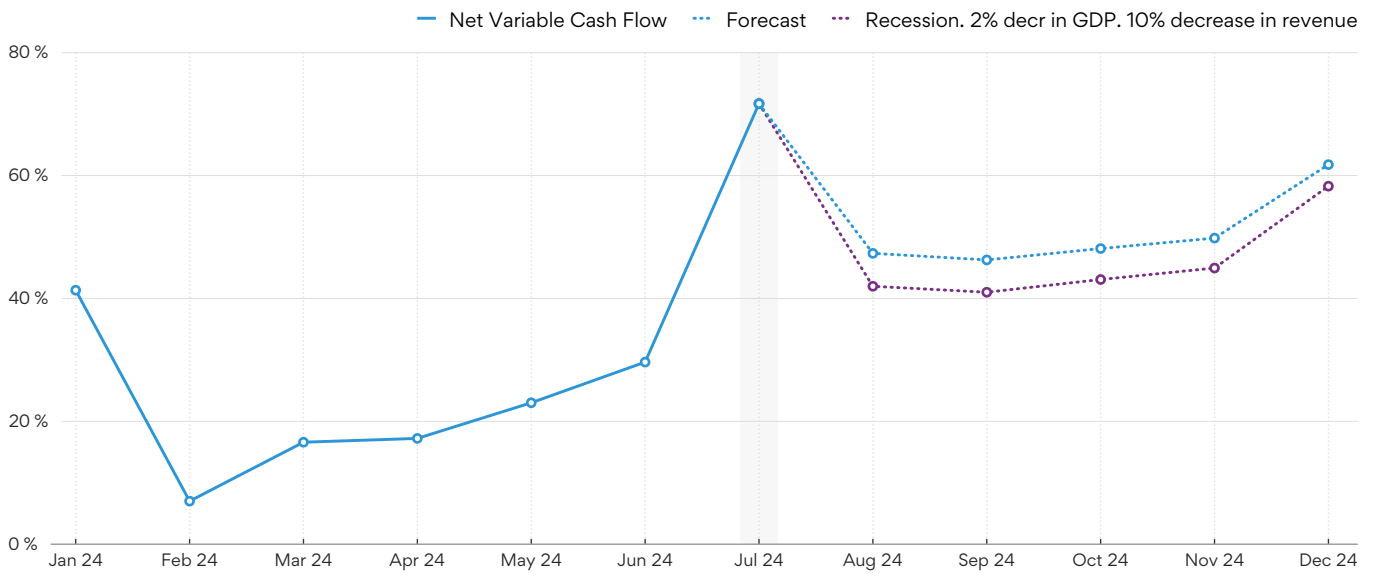
Profit vs Cash Flow



Net Cash Flow for all time



Net Variable Cash Flow Scenarios



Examples of Additional Supplemental Charts--Key Drivers and Growth Scenarios

Change in Key Drivers (from prior quarter)

Revenue Up 46.6%	Cost of Sales Down 44.9%	Expenses Down 20%	Receivable Days Down 31 days	Inventory Days Up 11 days	Payable Days Up 78 days
---------------------	-----------------------------	----------------------	---------------------------------	------------------------------	----------------------------

Growth from Q4 2023 to Q3 2024



* Total Operating Investment \$6,884,710; Earnings Before Interest & Tax \$1,824,075

Size of the circle shows the recency of the result

Vertical position of the circle shows the growth in Earnings Before Interest & Tax

Horizontal position of the circle shows the growth in Total Operating Investment

REVENUE GROWTH

40.1%



EBIT GROWTH

382.64%



COS CHANGE

-45.8%



EXPENSE CHANGE

-13.08%

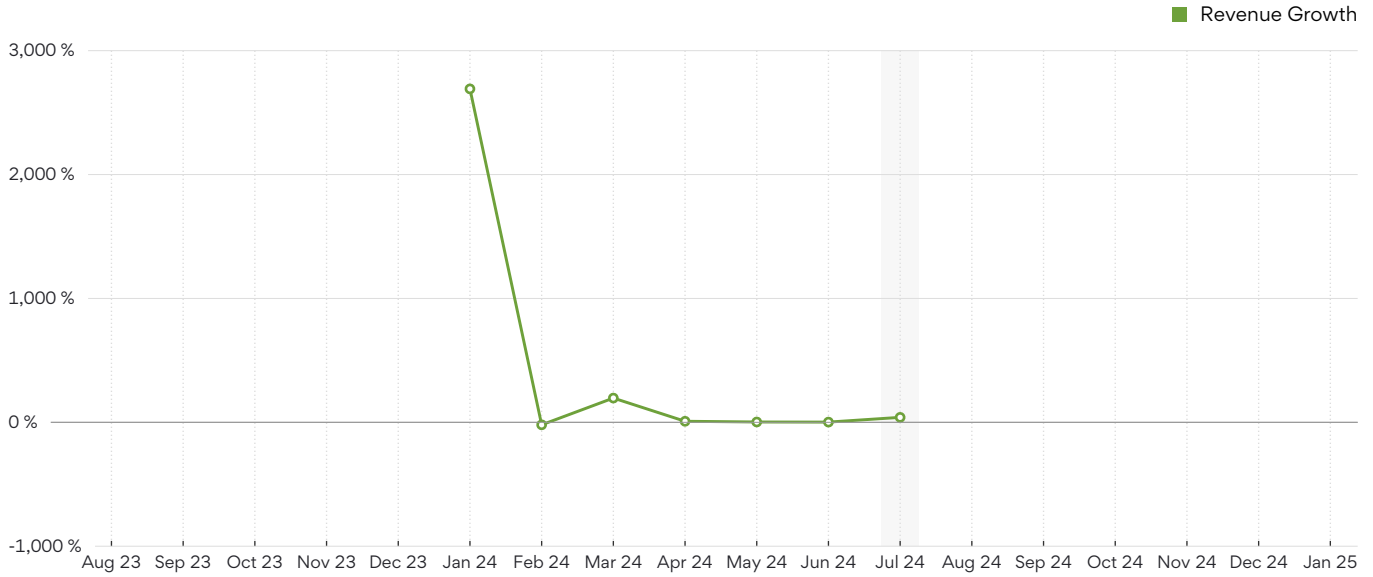


ASSET CHANGE

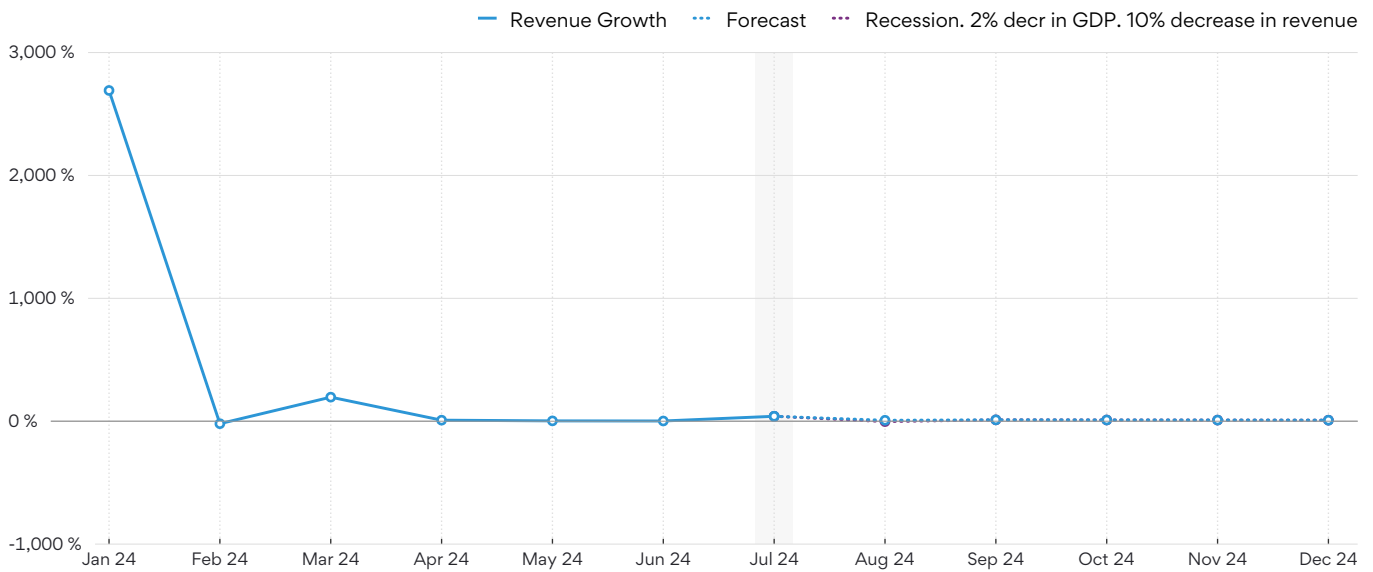
0.04%



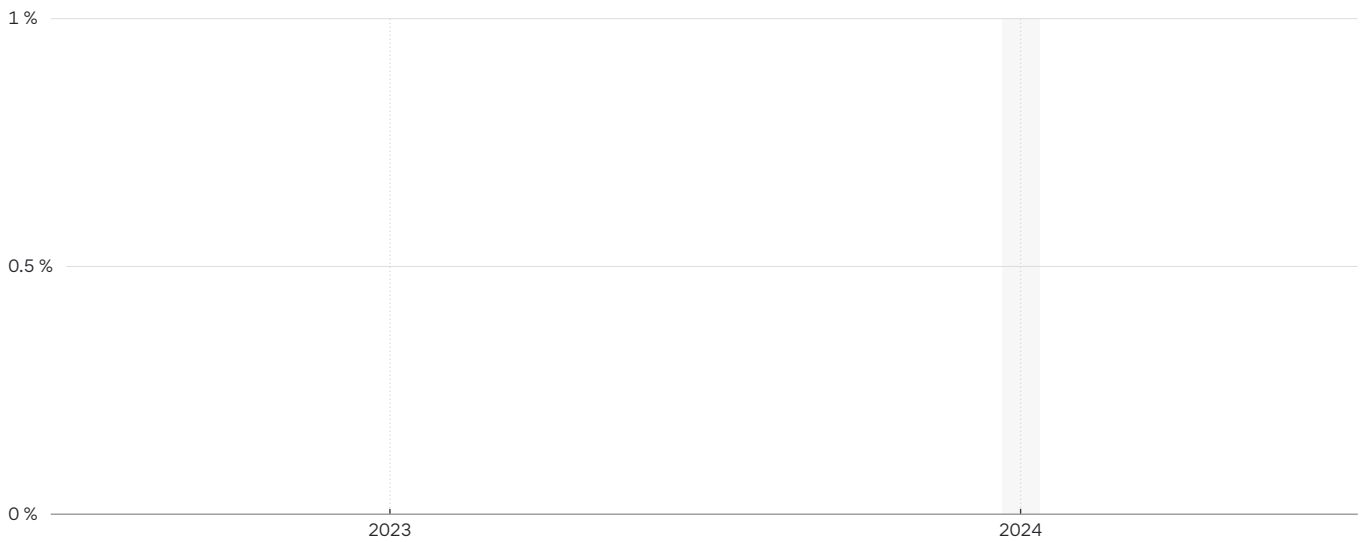
Revenue Growth - Last 12 months



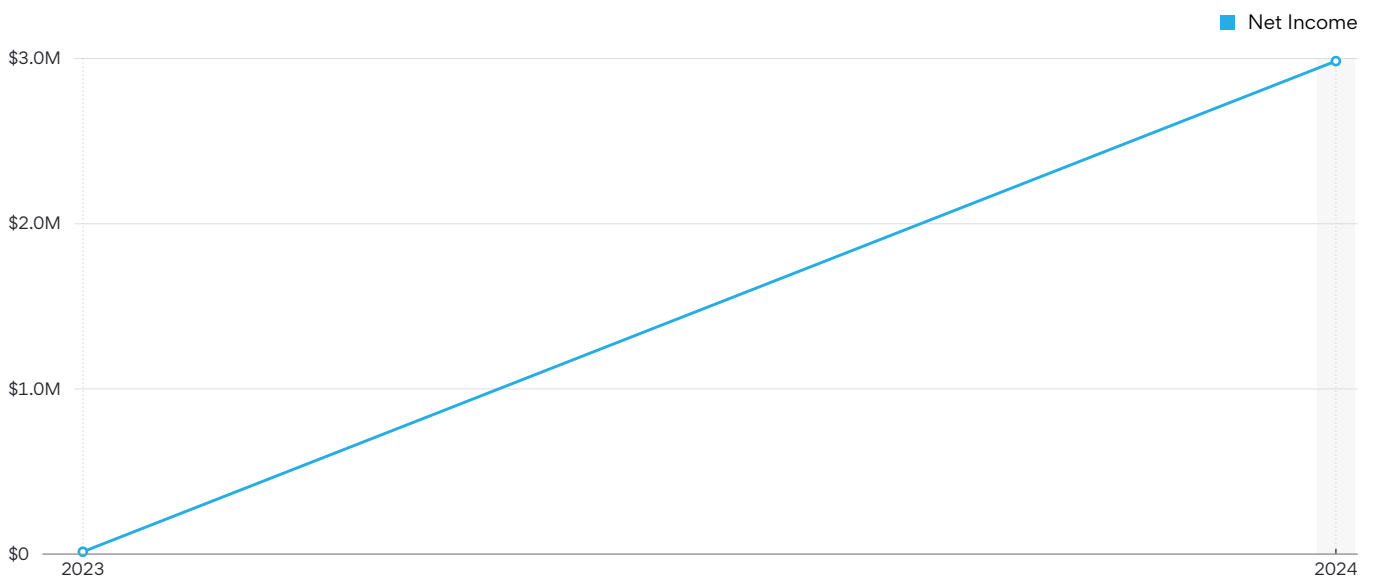
Growth Scenarios



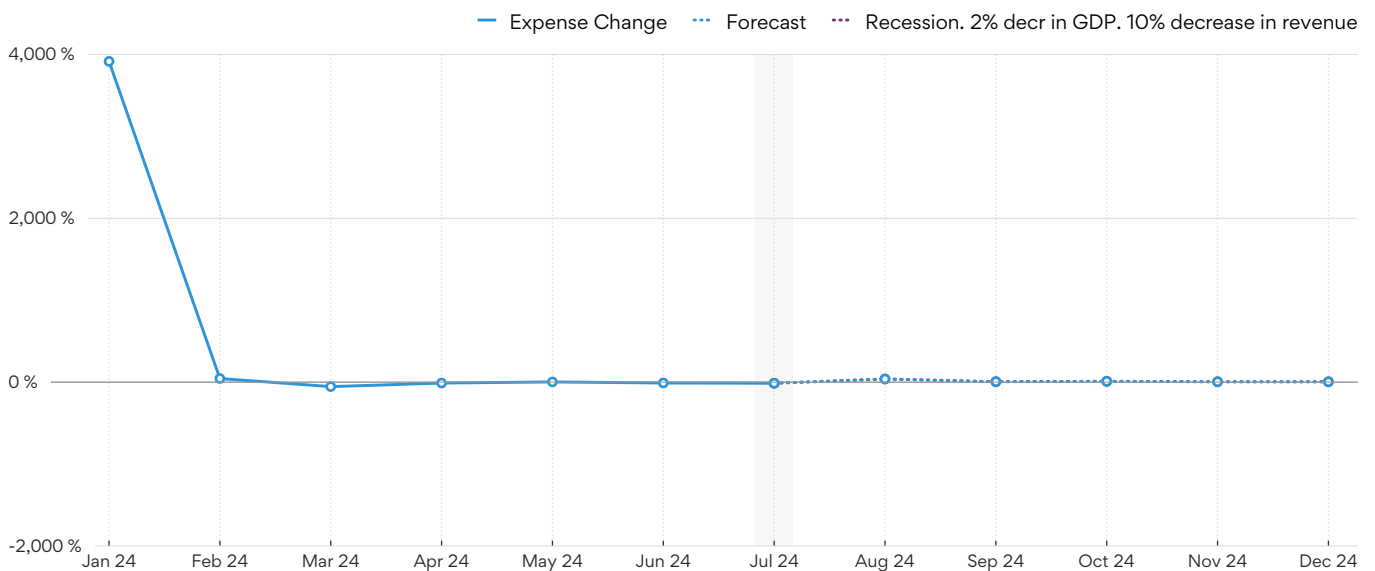
Revenue - Year on Year Growth



Net Income - Year on Year Growth



Expense Change Scenarios



Examples of Additional Supplemental Charts--Balance Sheet Activity

TOTAL LIABILITIES & EQUITY

\$10,502,136



TOTAL ASSETS

\$10,502,136



ACCOUNTS RECEIVABLE DAYS

28 days



ACCOUNTS PAYABLE DAYS

140 days

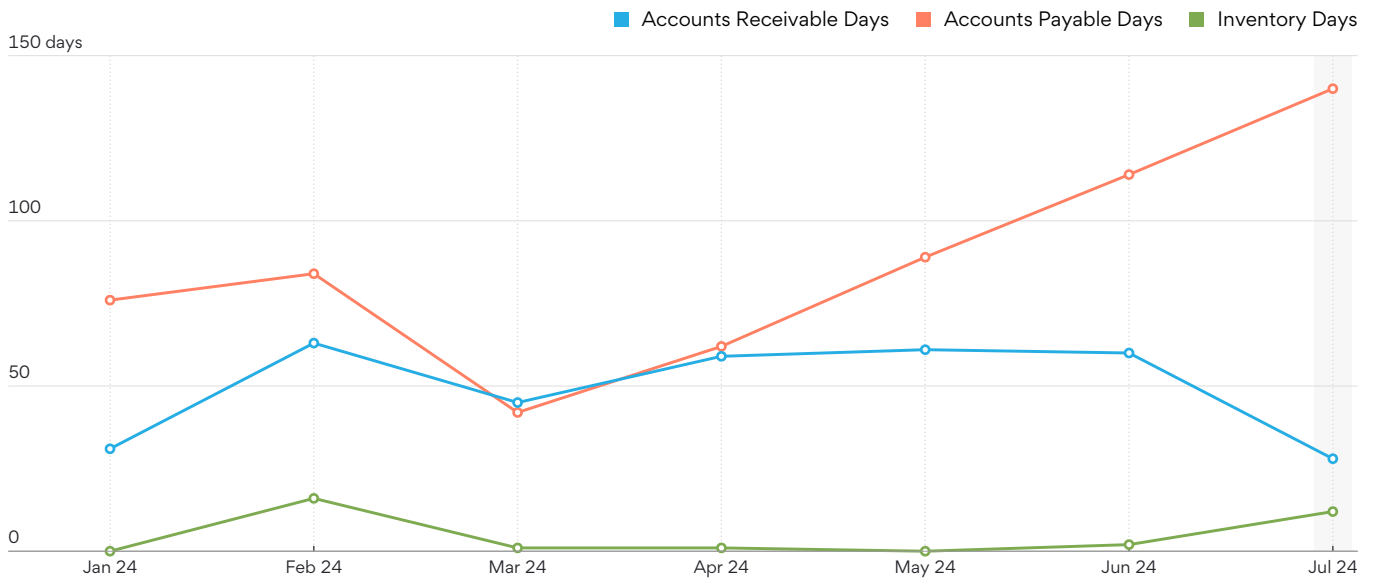


INVENTORY DAYS

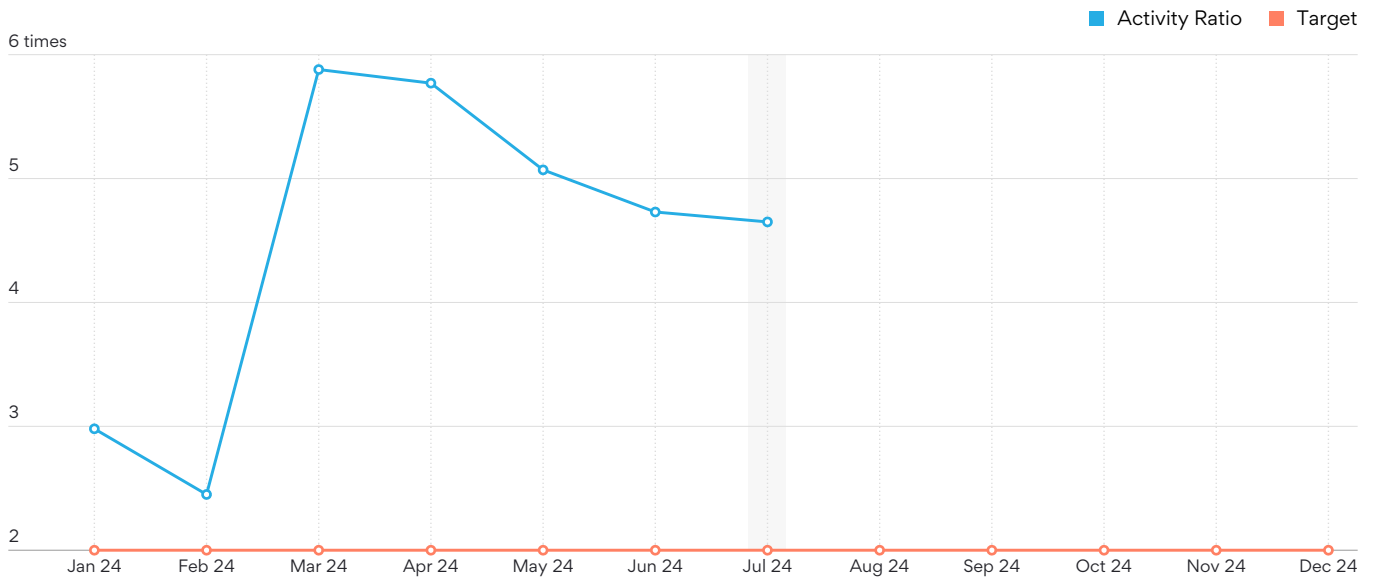
12 days



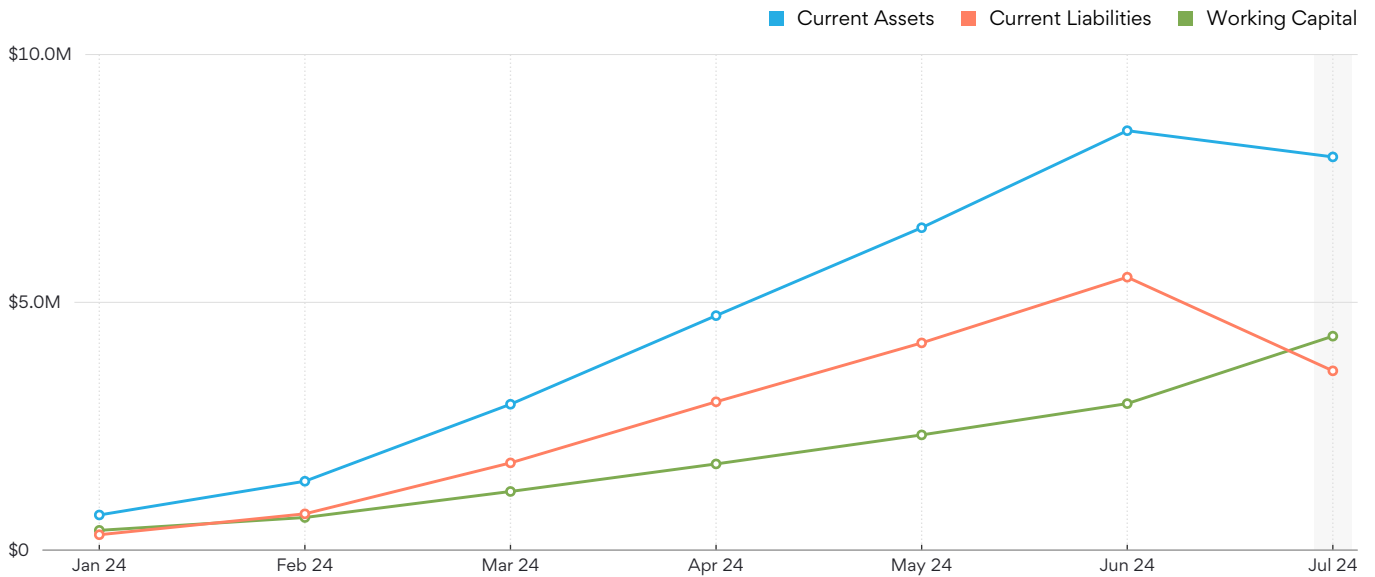
Cash Conversion



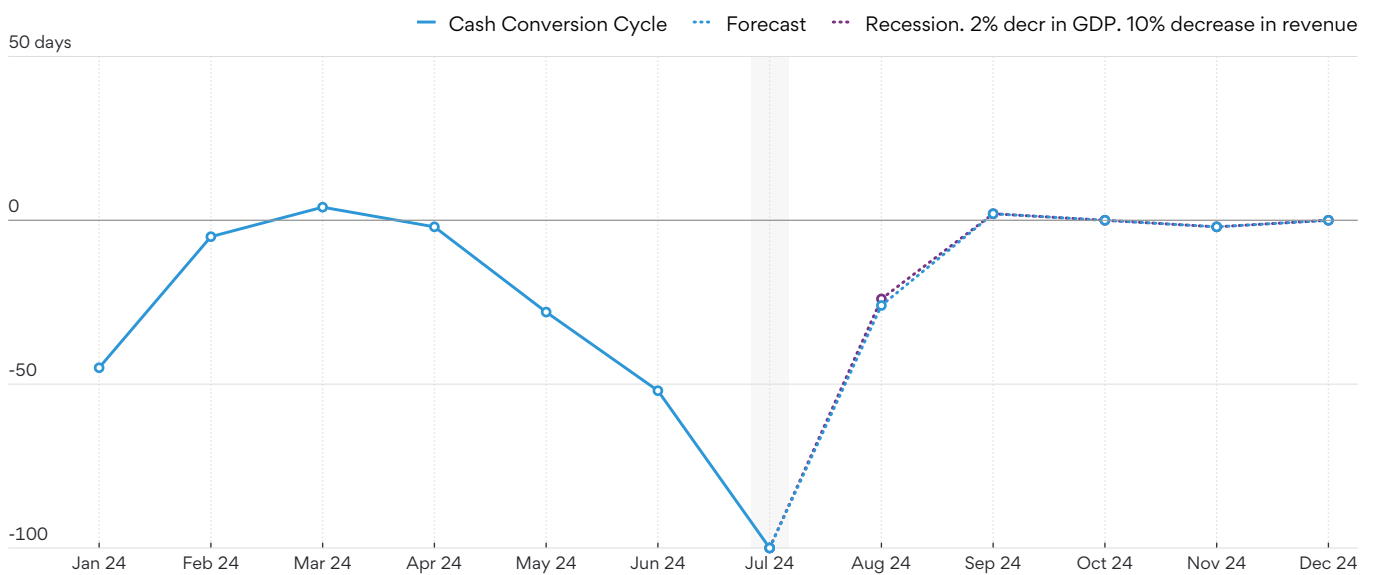
Activity Ratio vs Target



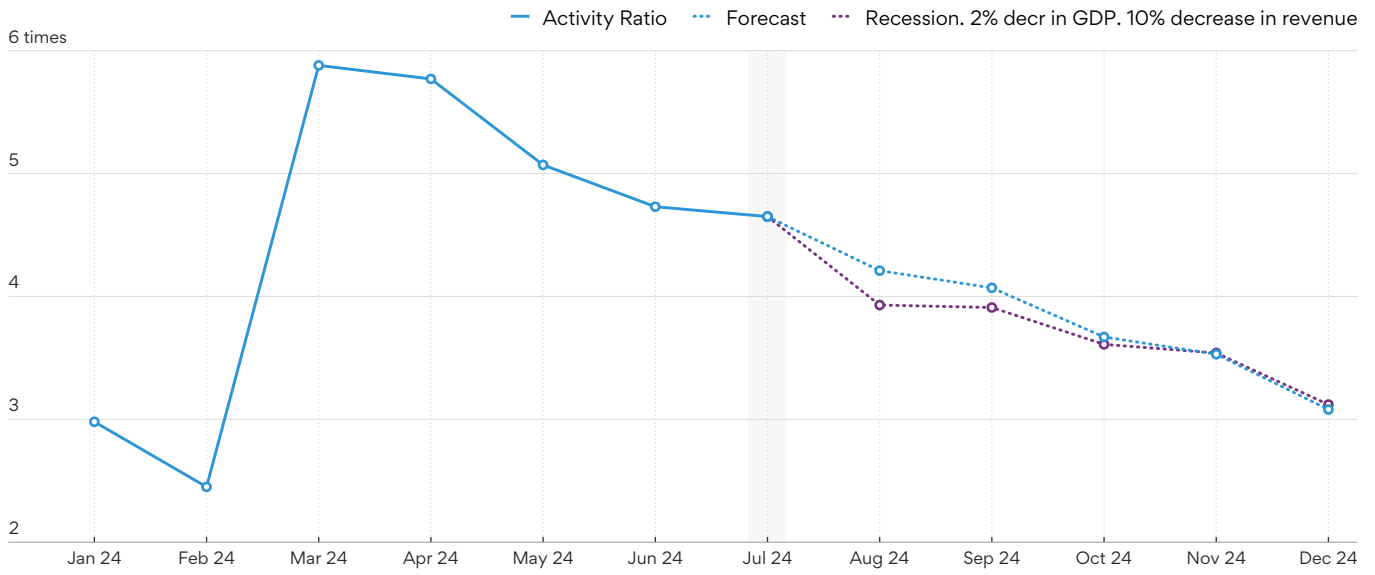
Working Capital



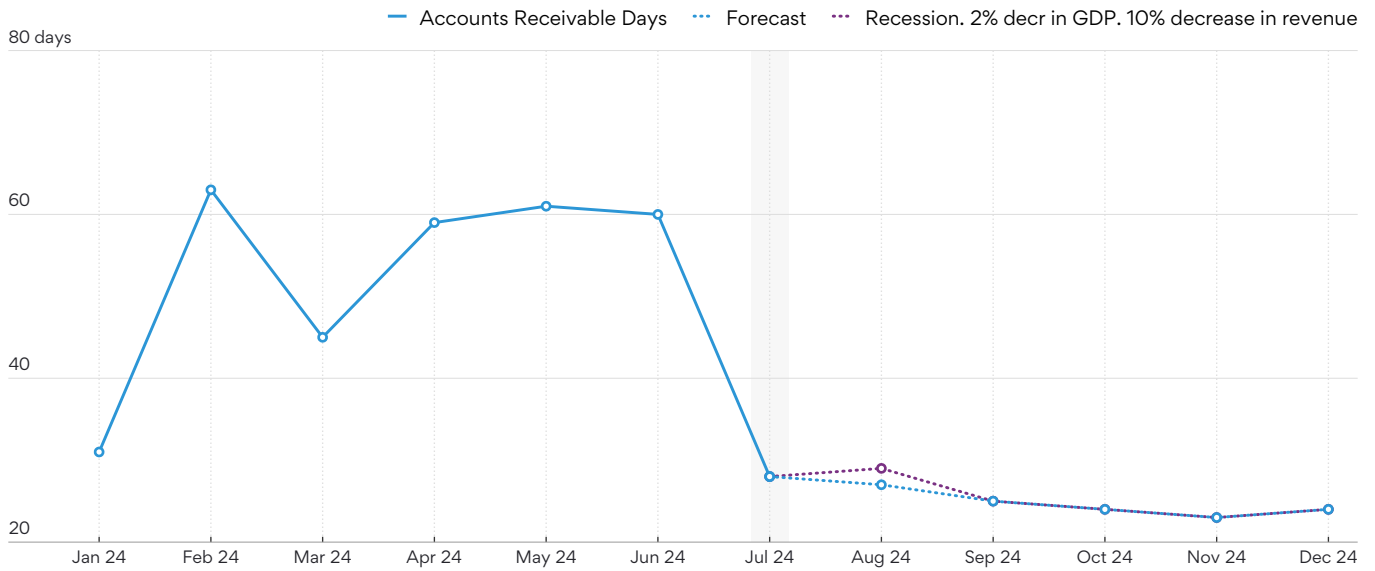
Cash Conversion Scenarios



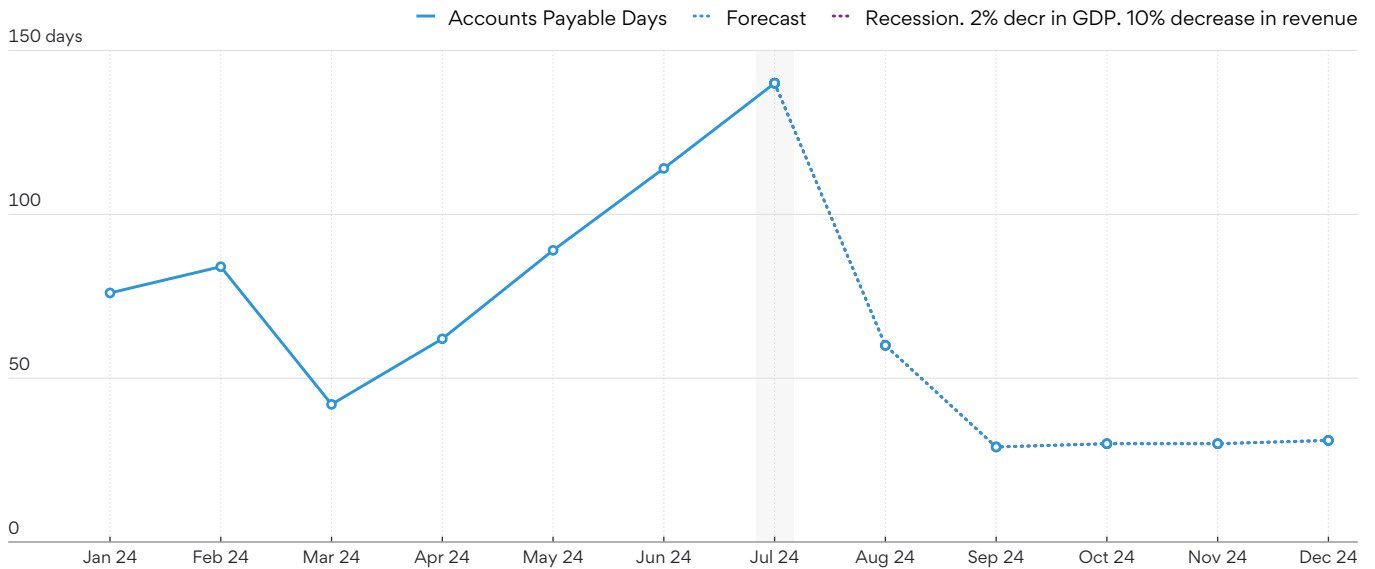
Activity Scenarios



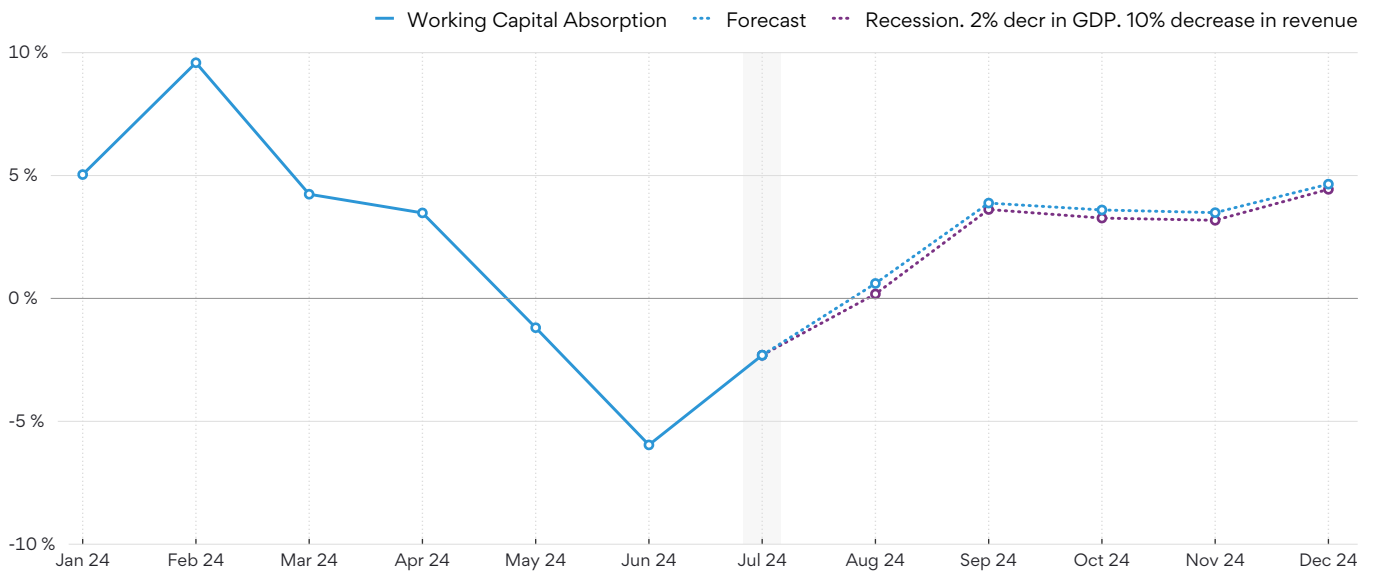
Accounts Receivable Days Scenarios



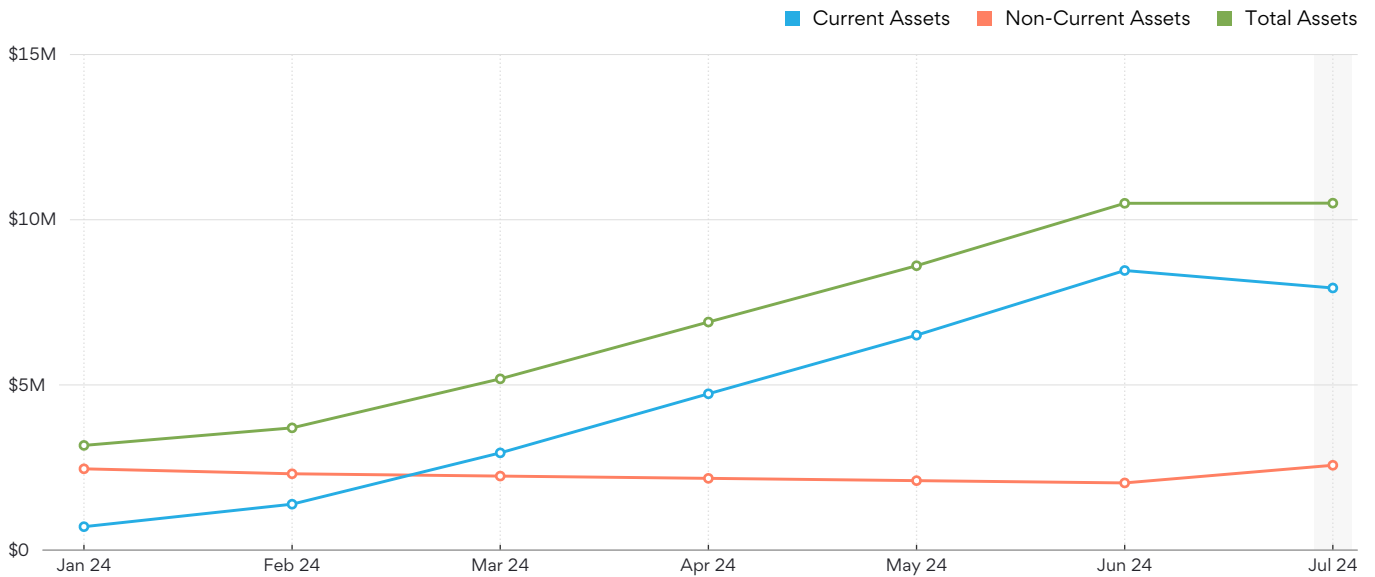
Accounts Payable Days Scenarios



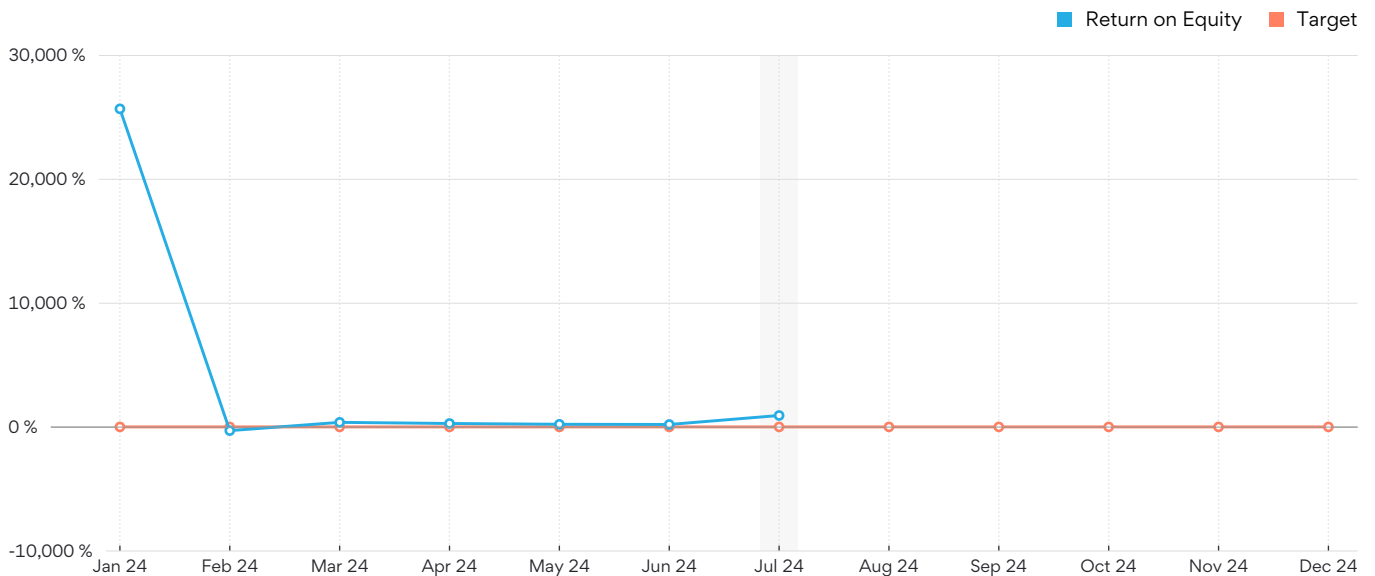
Working Capital Absorption Scenarios



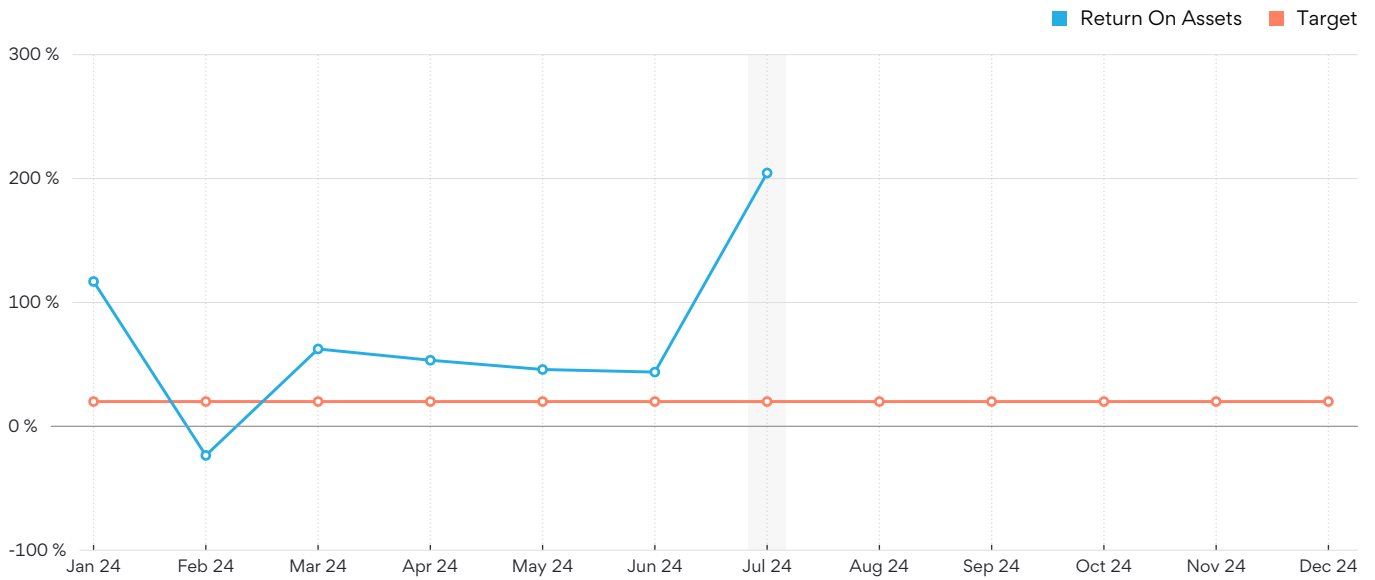
Total Assets



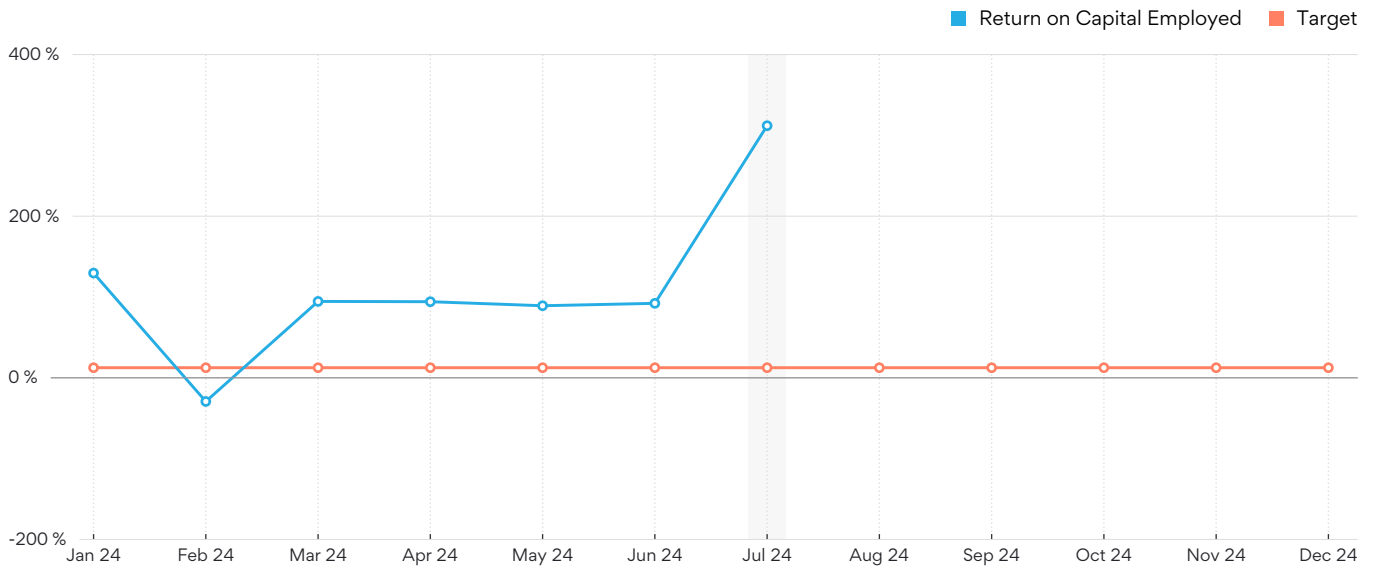
Return on Equity



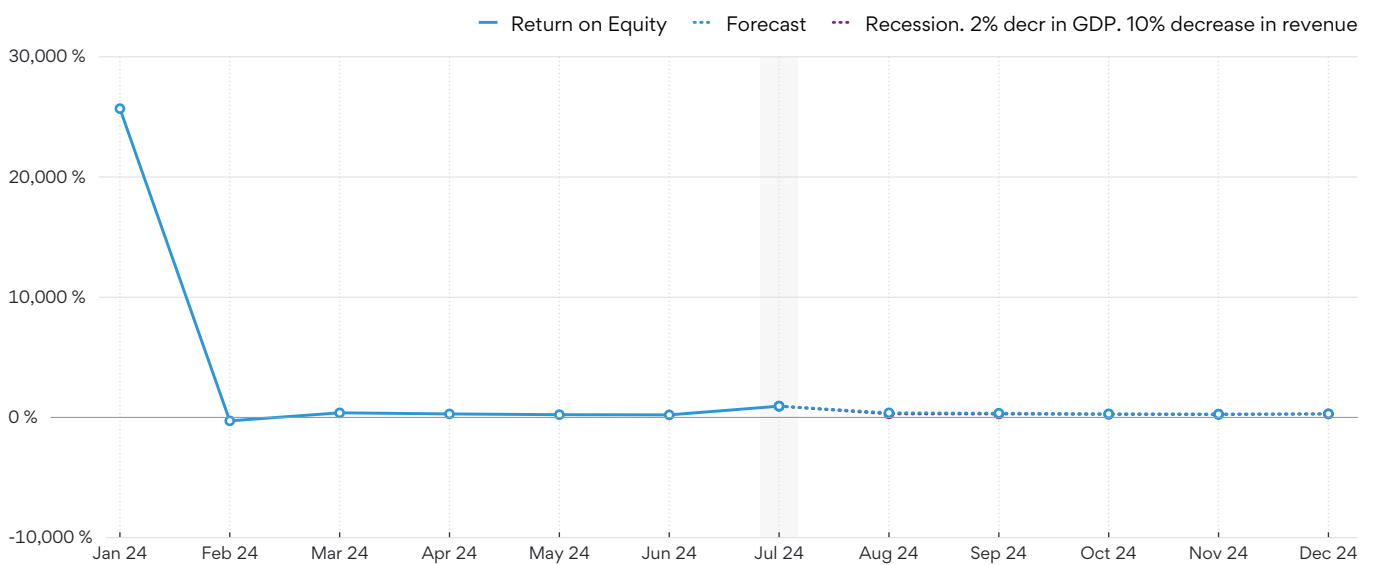
Return on Assets vs Target



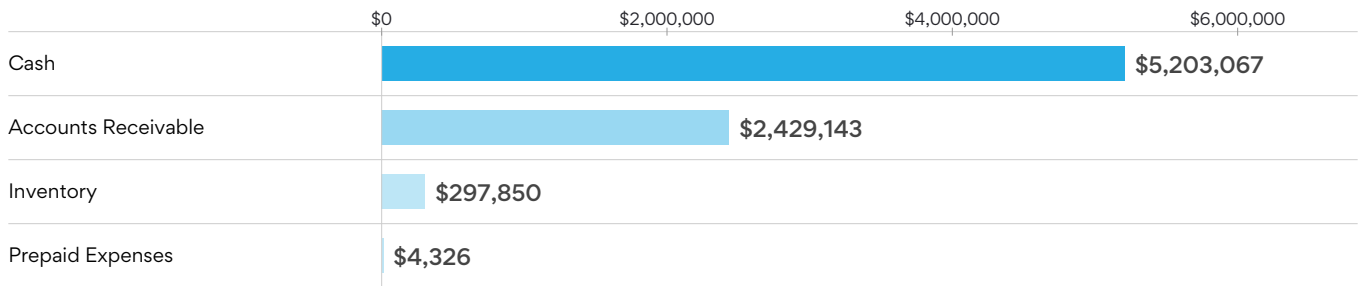
Return on Capital Employed



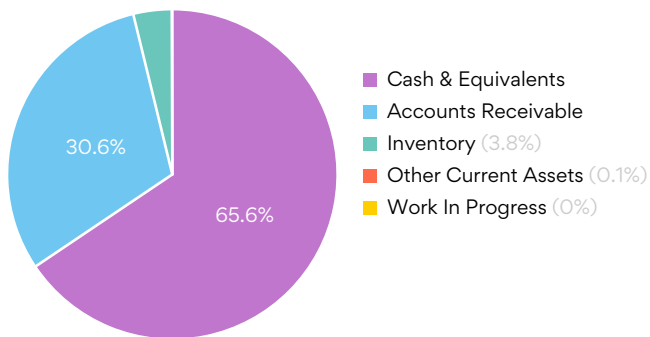
Efficiency Scenarios



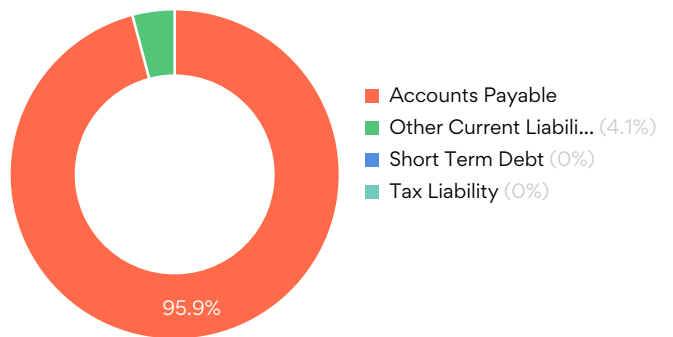
Current Assets breakdown



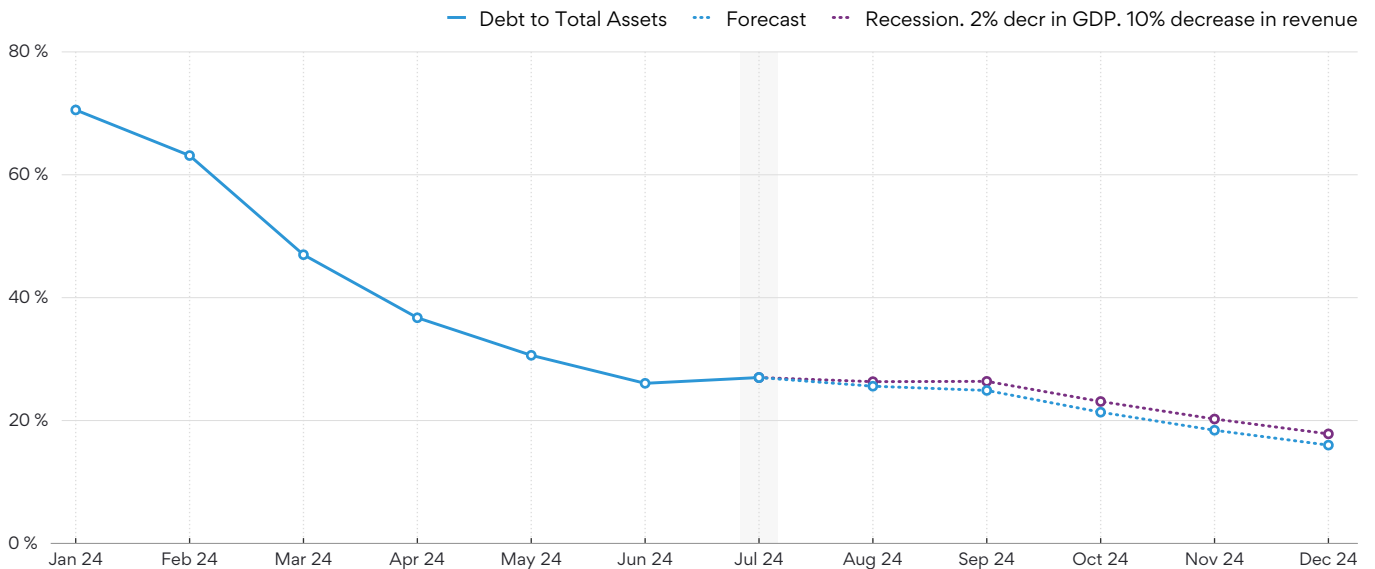
Current Assets



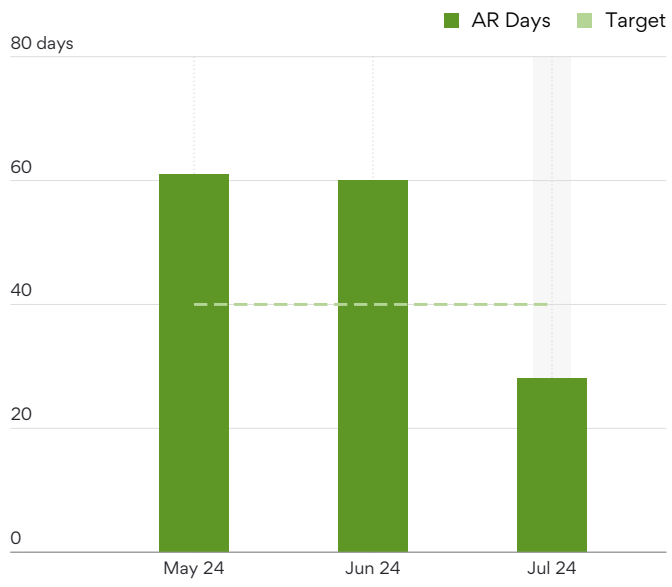
Current Liabilities



Debt to Assets Scenarios




Accounts Receivable Days vs Target



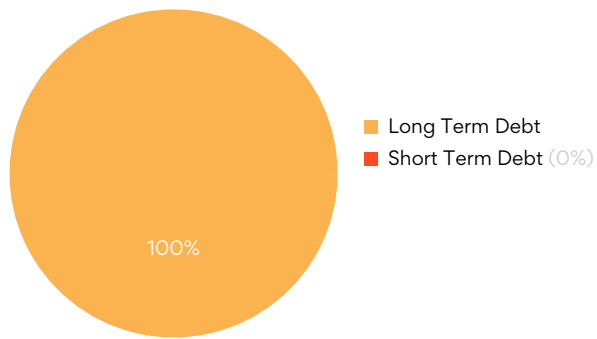
Examples of Additional Supplemental Charts--Debt Considerations

TOTAL DEBT

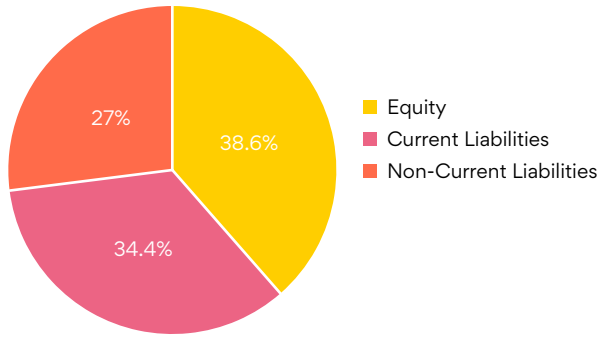
\$2,836,000



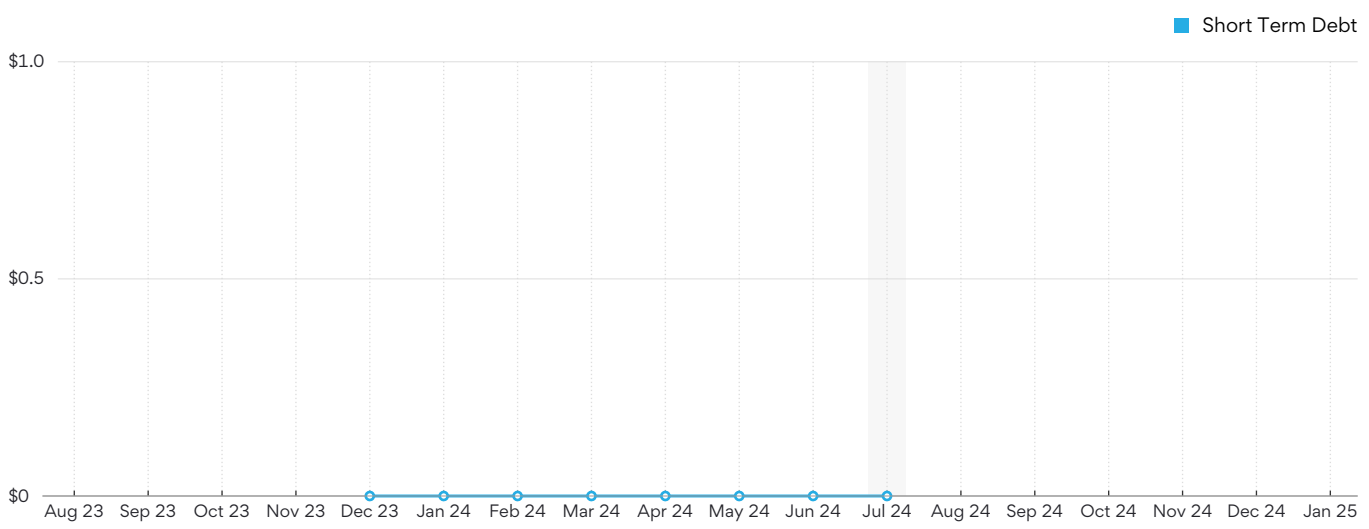
Total Debt



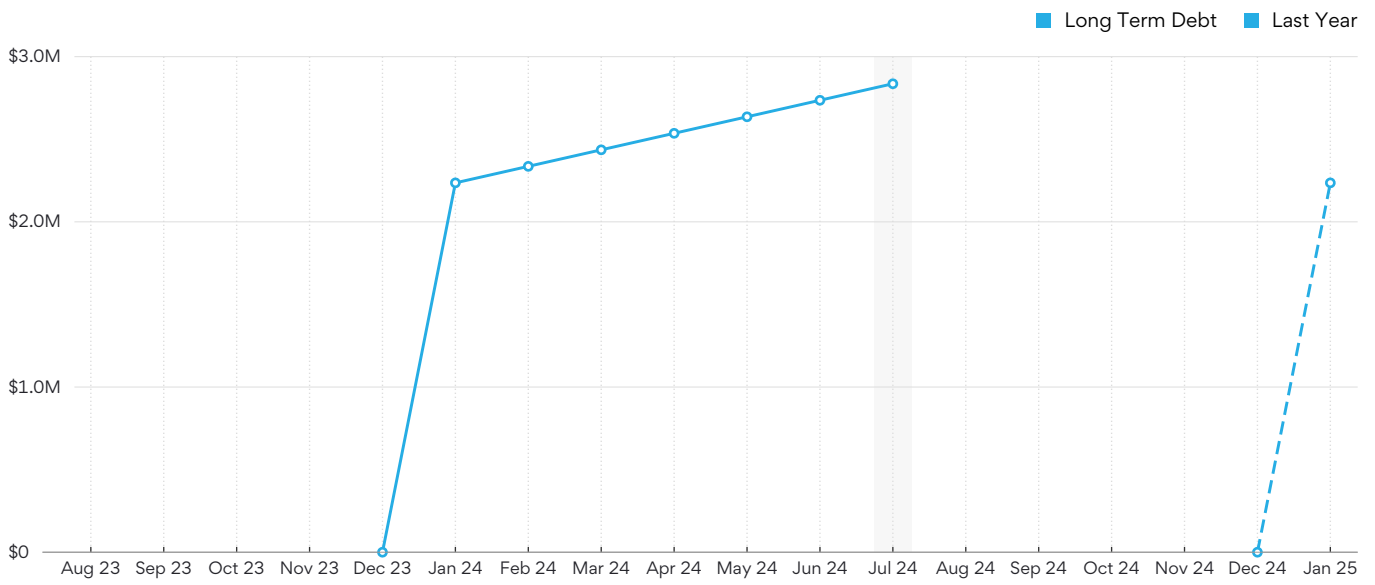
Total Liabilities & Equity



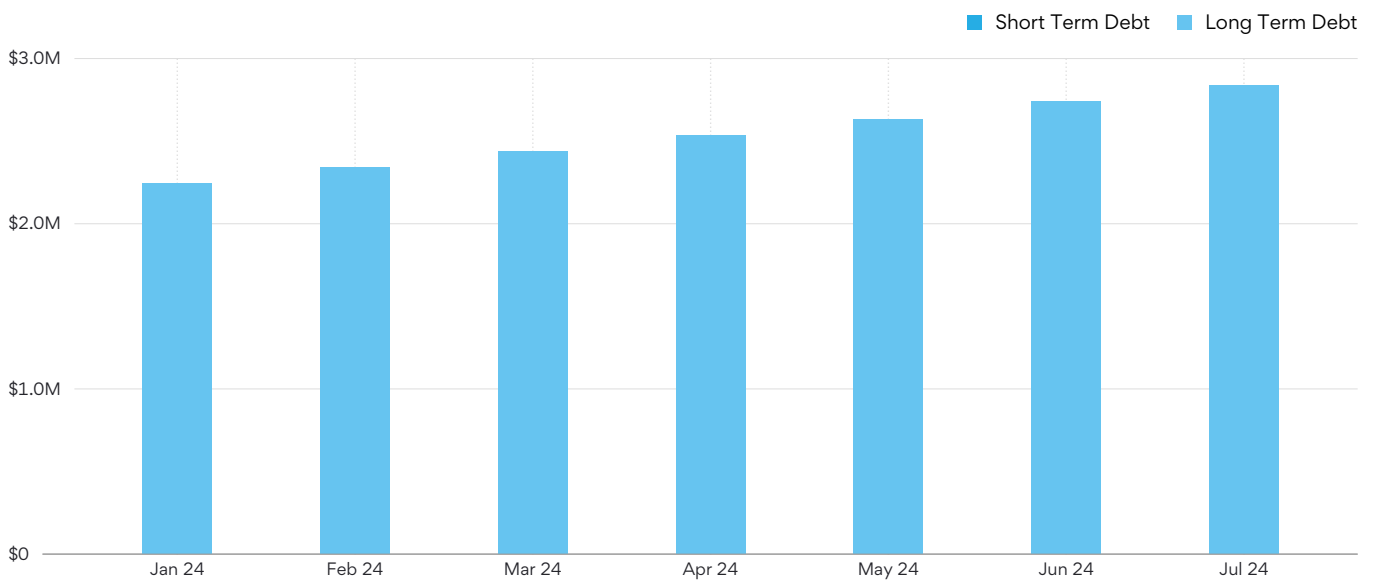
Short Term Debt



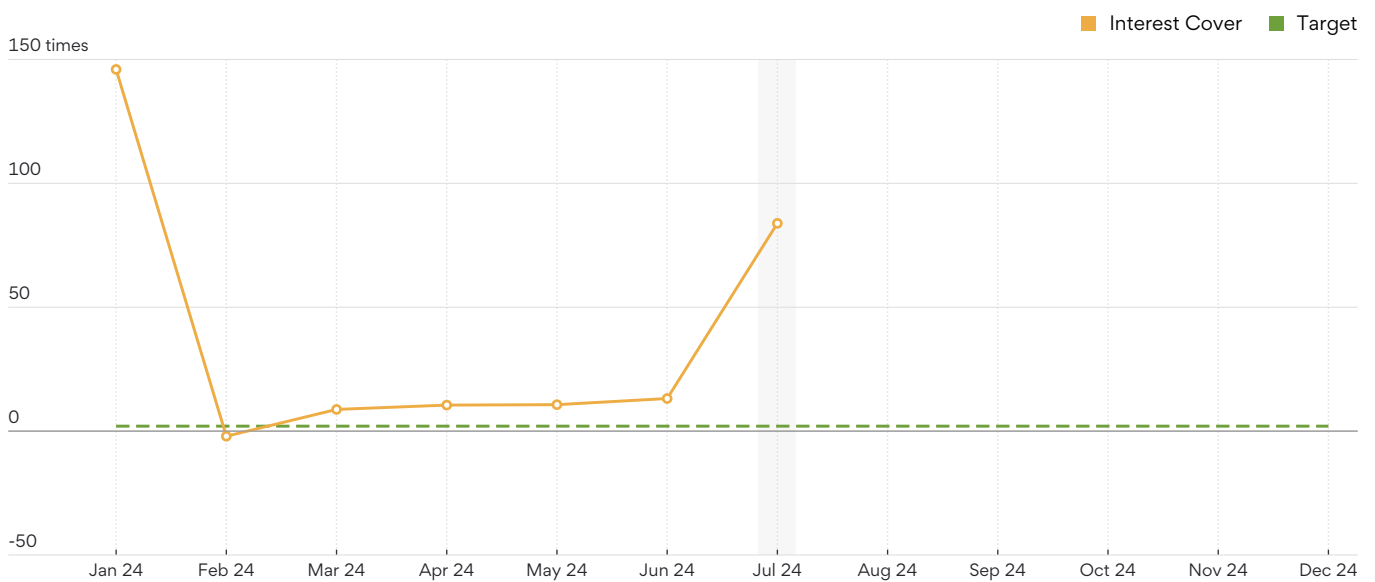
Long Term Debt



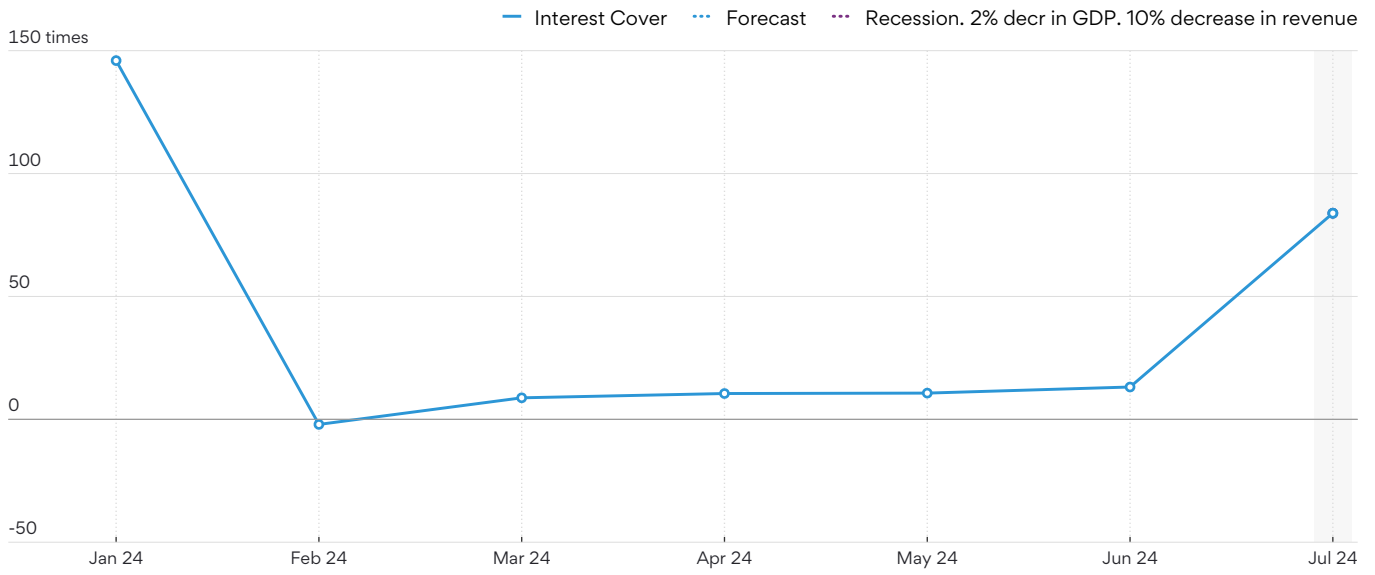
Total Debt



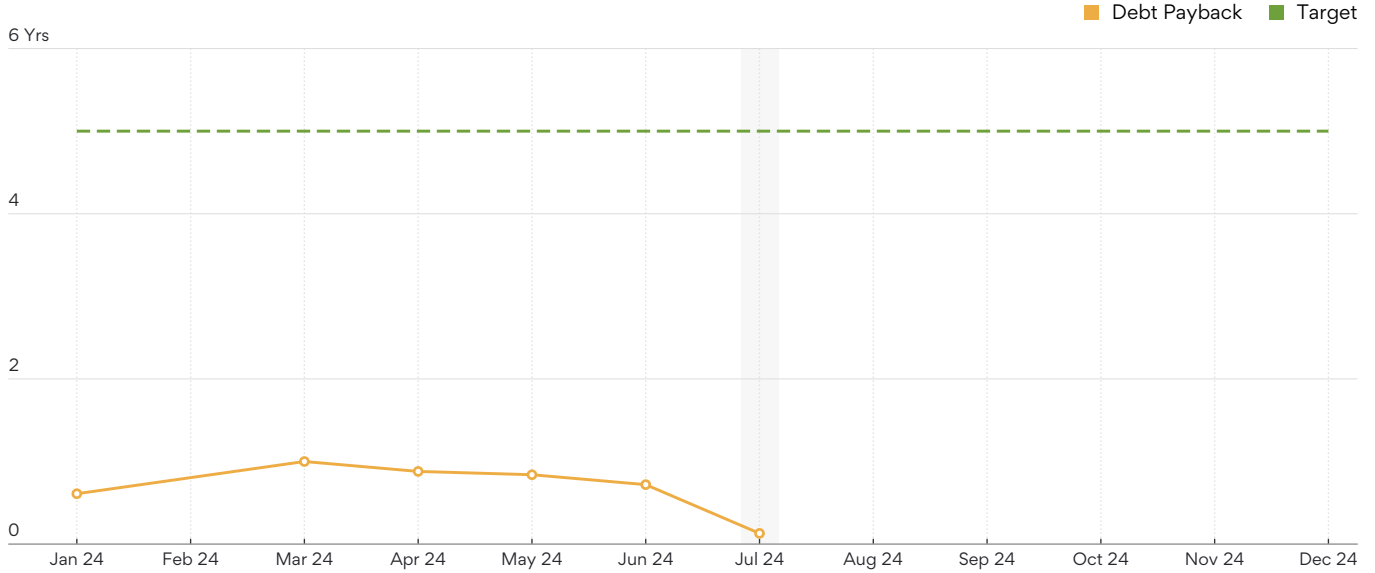
Interest Cover



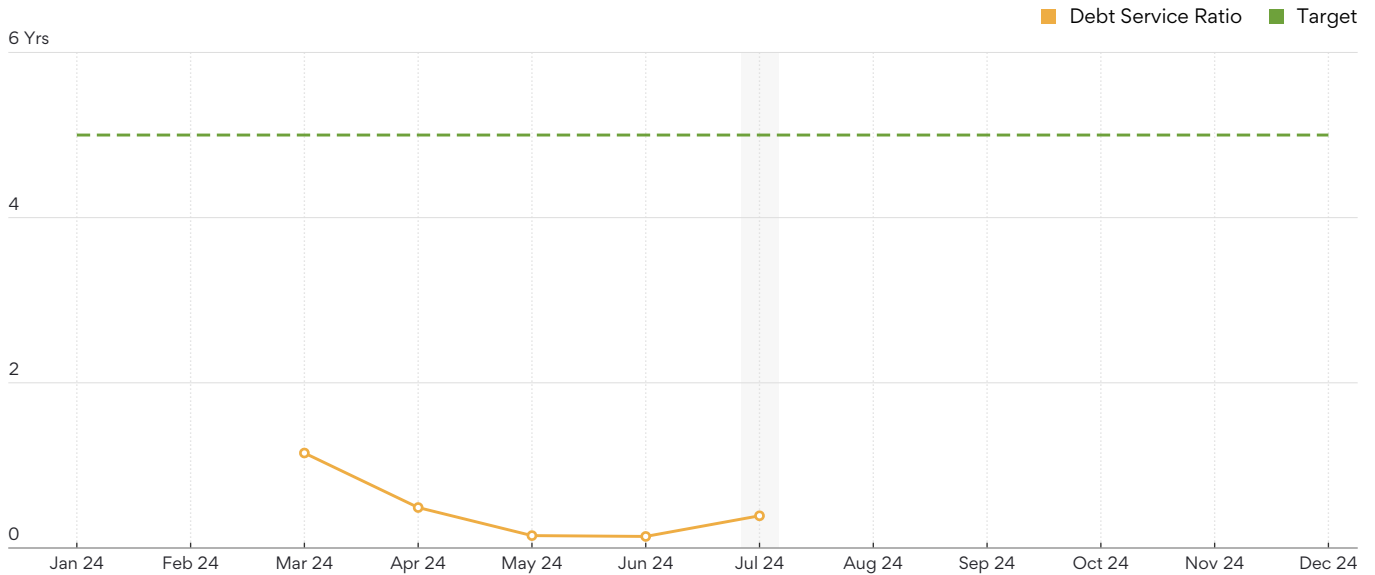
Interest Cover Scenarios



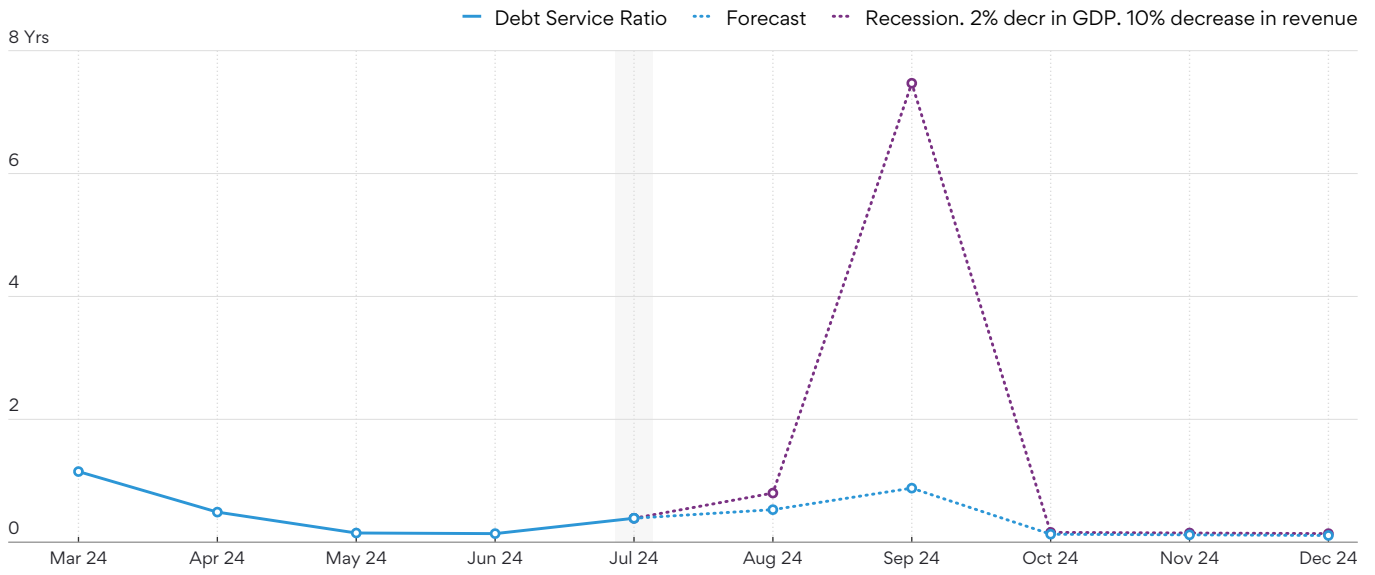
Debt Payback



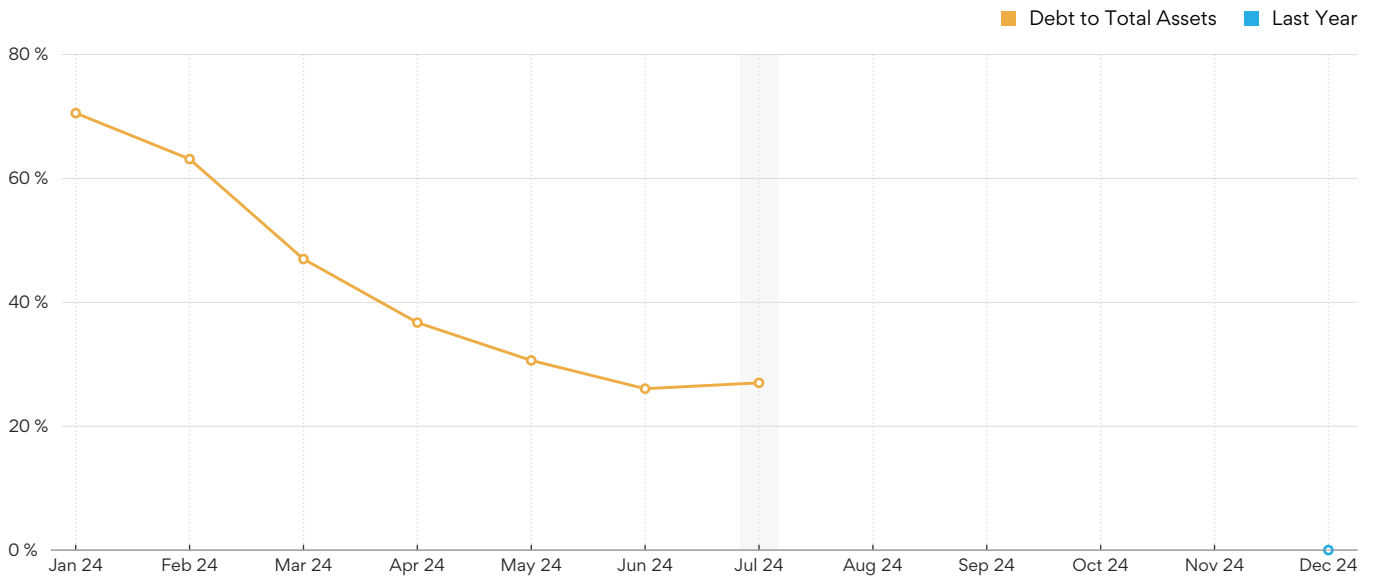
Debt Service Ratio



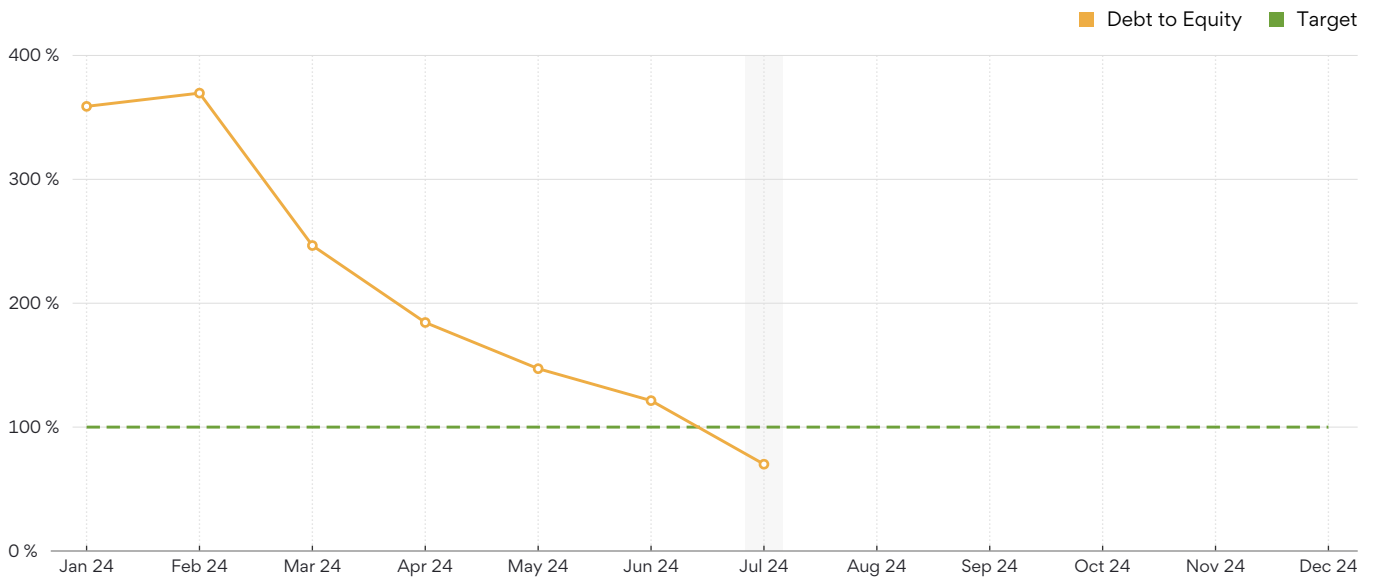
Debt Service Scenarios



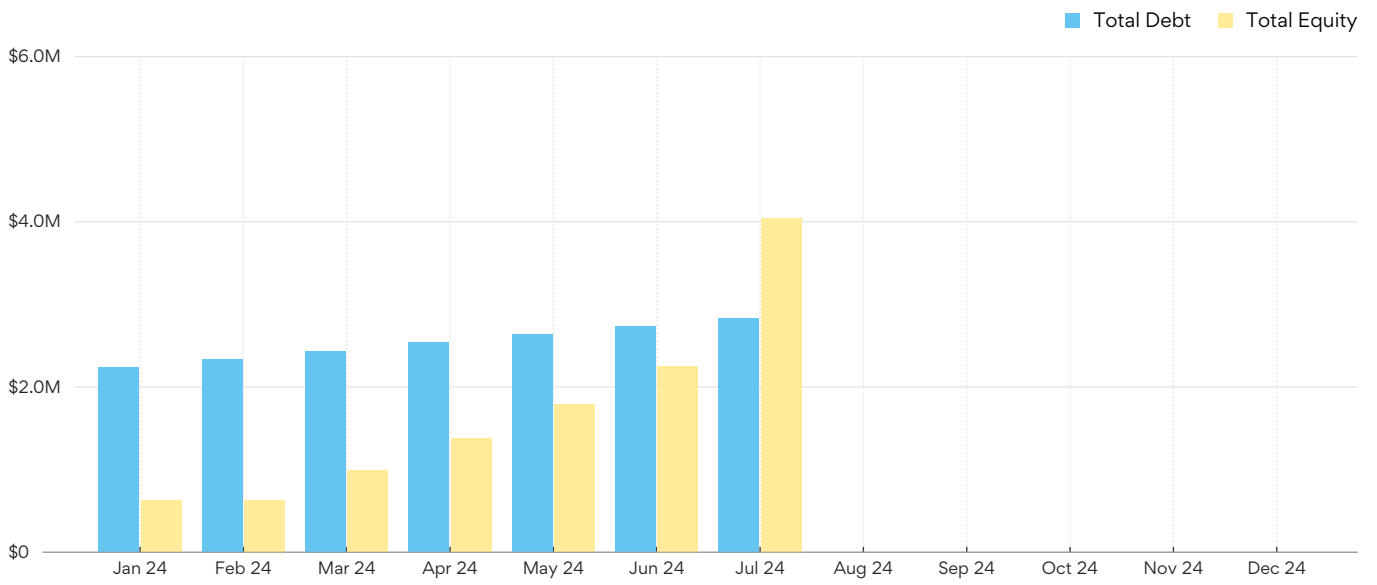
Debt to Total Assets



Debt to Equity



Debt to Equity



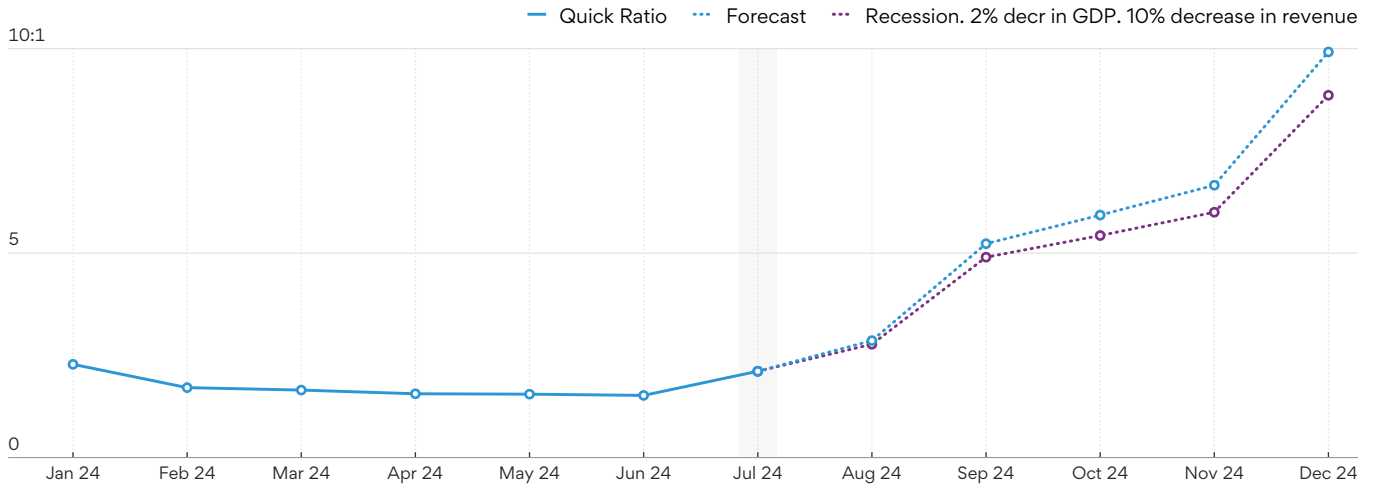
Examples of Additional Supplemental Charts--Working Capital

QUICK RATIO

2.11:1



Quick Ratio Scenarios

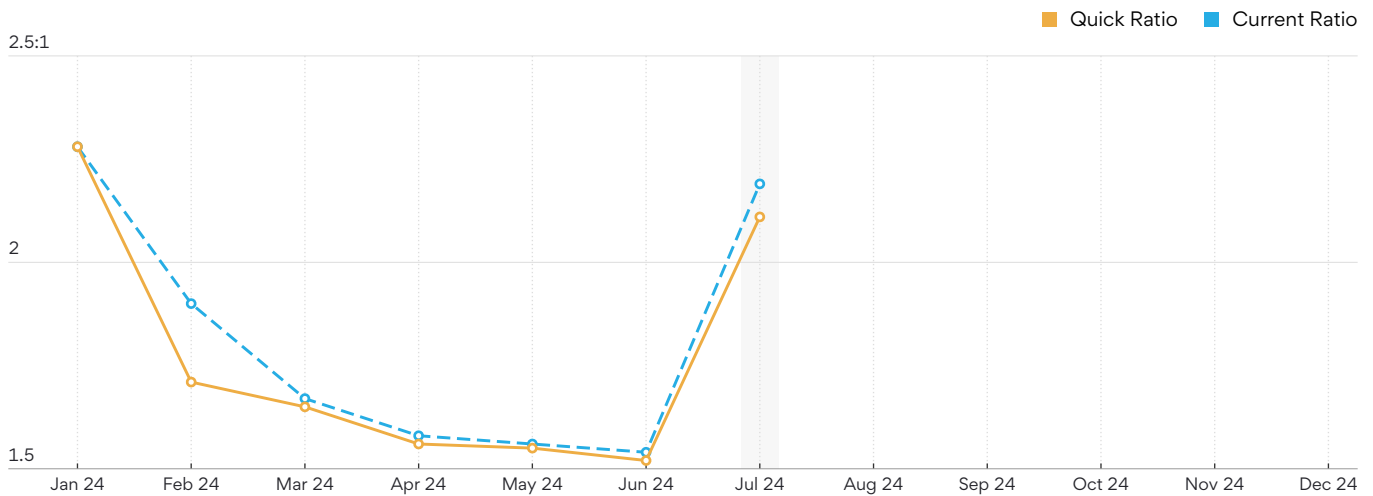


CURRENT RATIO

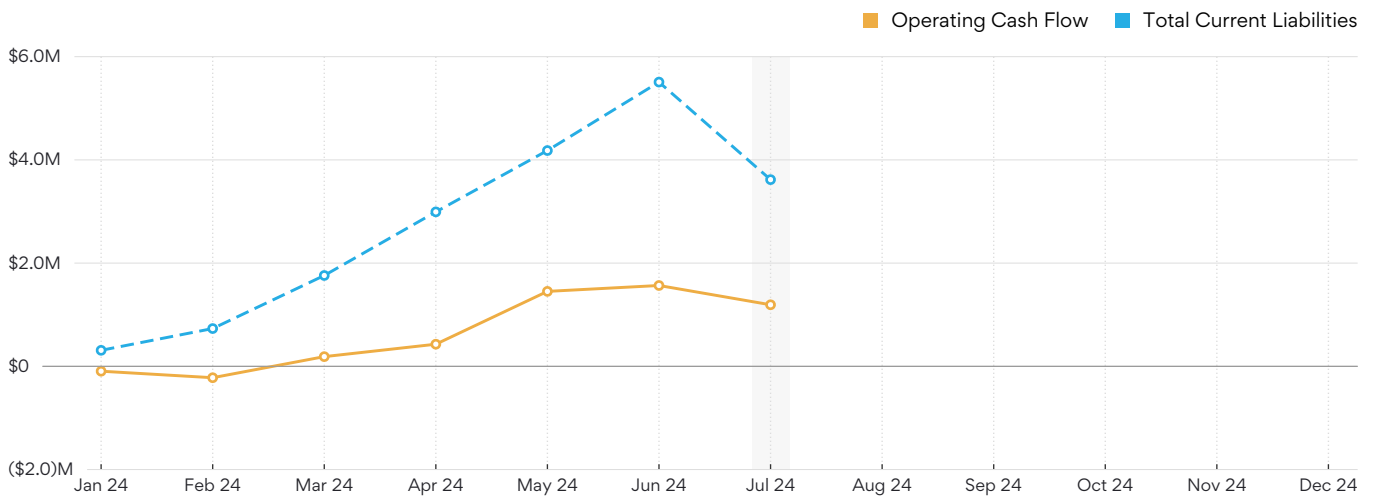
2.19:1



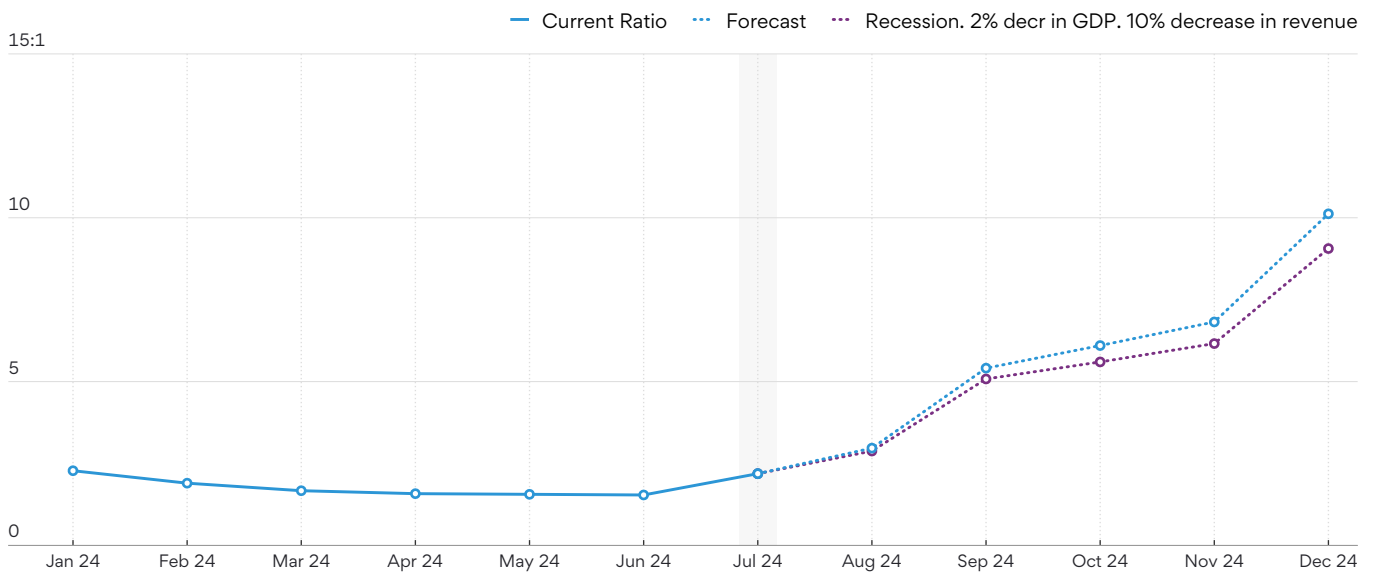
Liquidity Trend



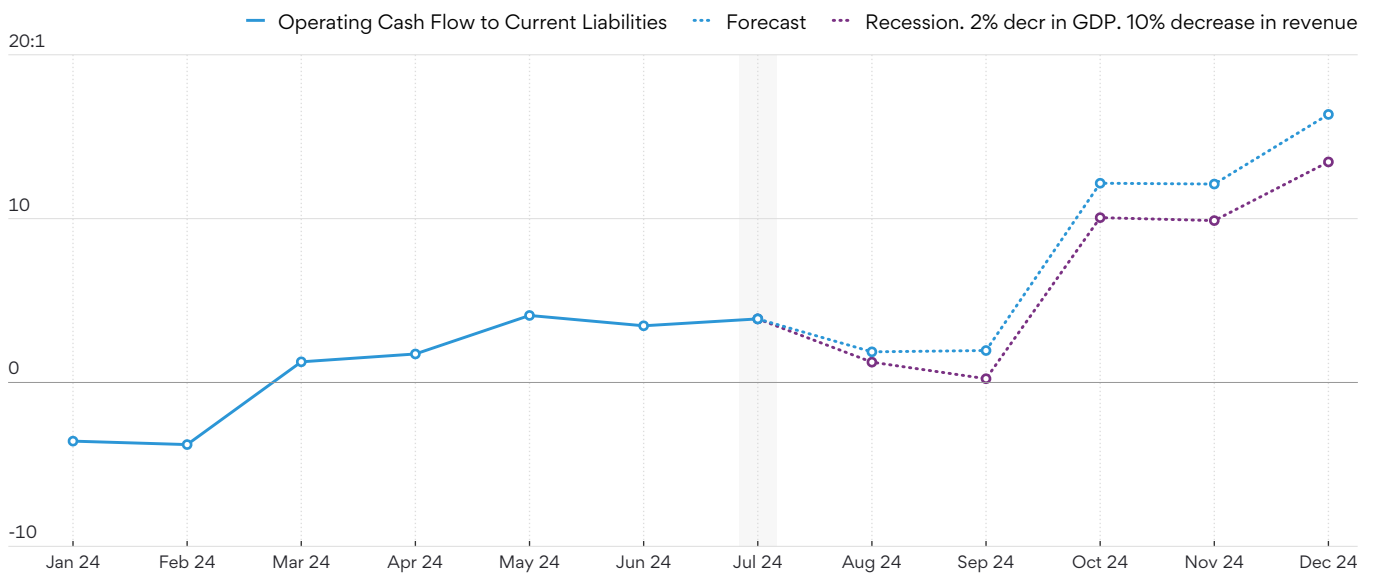
Liquidity Trend



Liquidity Scenarios



Liquidity Ratio Scenarios



Examples of Additional Supplemental Charts--Forecasts and Projections

Business Roadmap

2024
 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Staffing

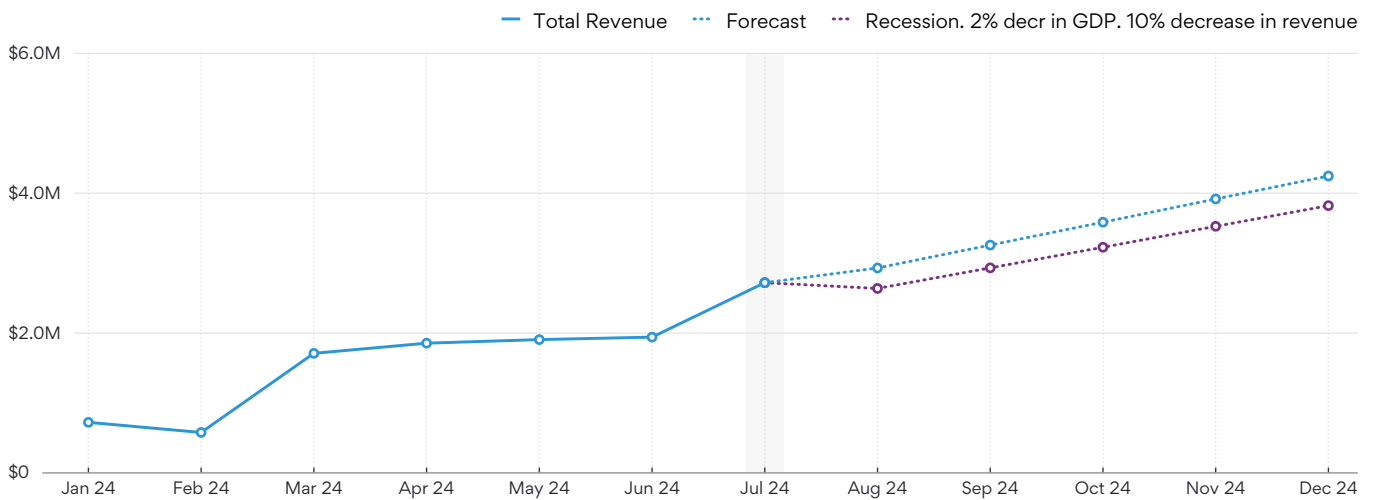
Hire Marketing Manager



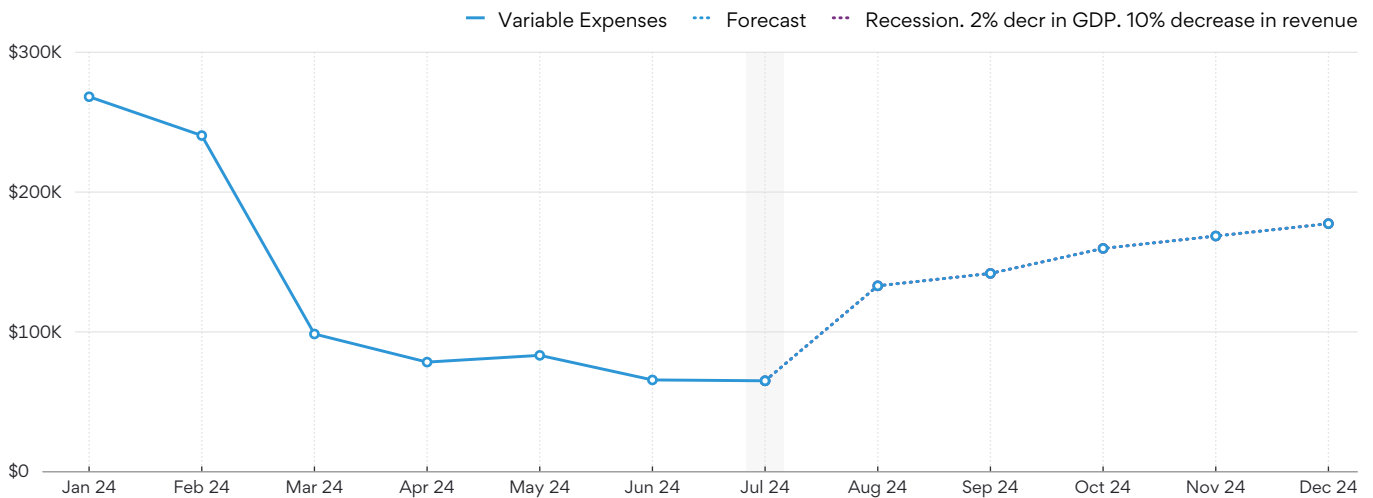
Cash on Hand

(\$0.01)M (\$9,012) \$0.398M \$1.049M \$2.721M \$4.508M \$5.203M \$5.661M \$5.925M \$7.756M \$9.649M \$11.75M

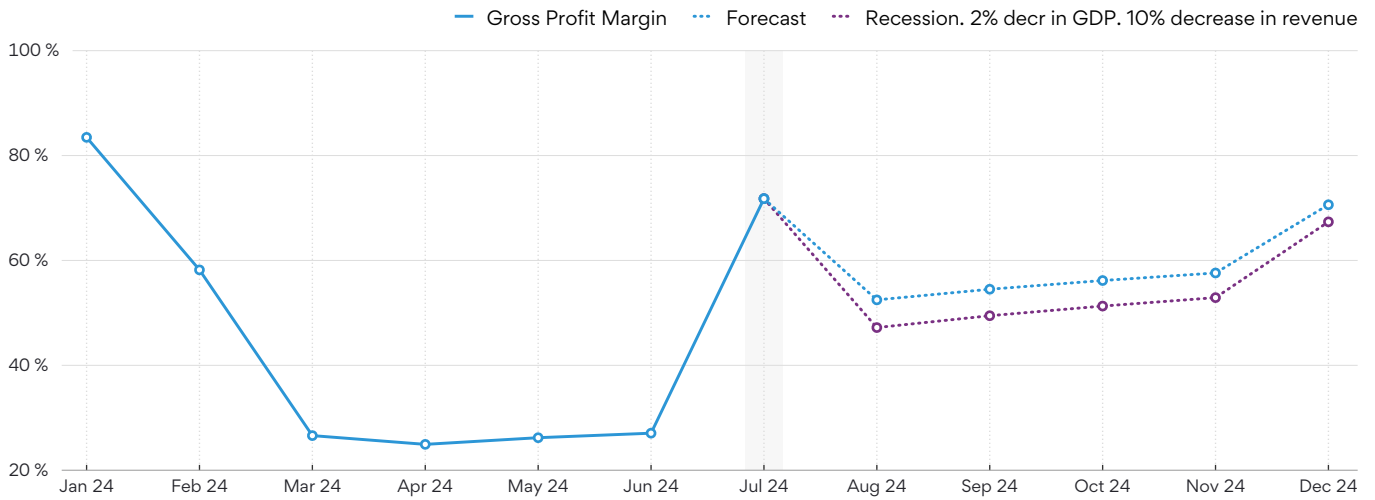
Revenue Scenarios



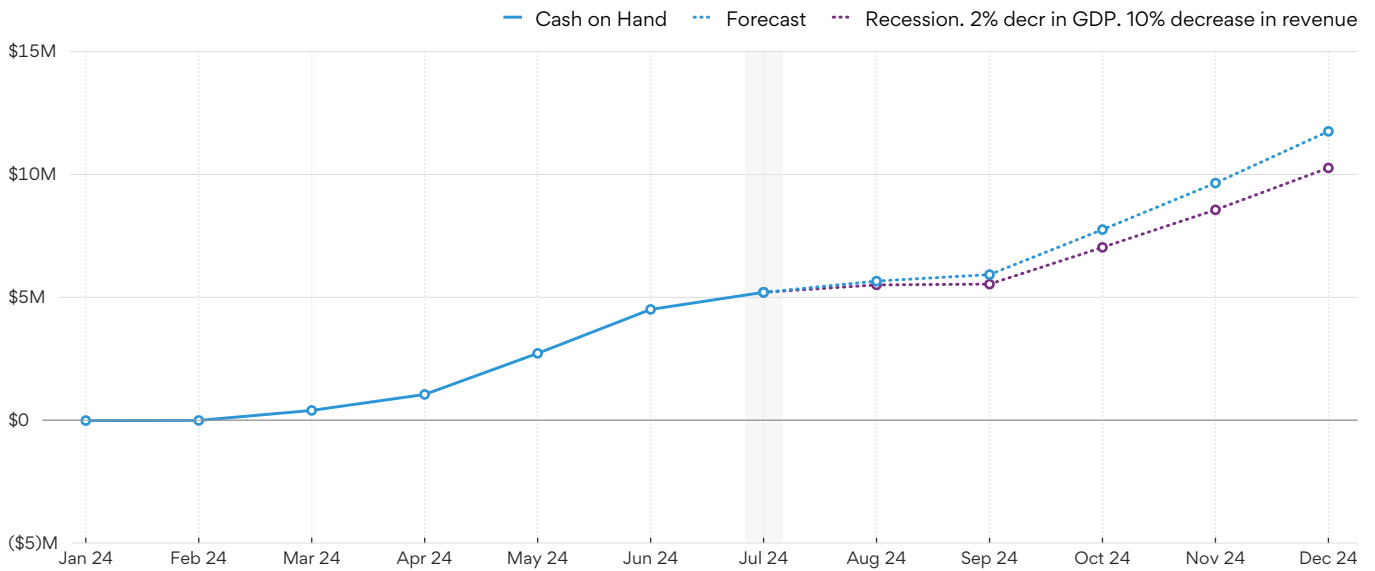
Variable Expenses projected



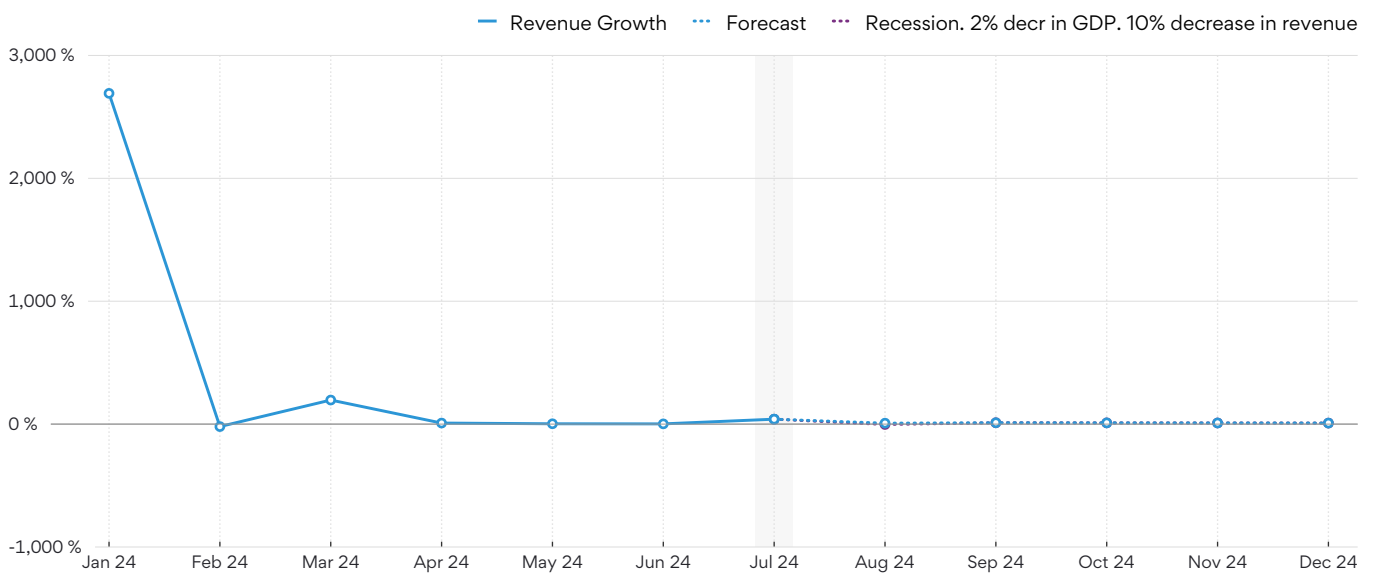
Gross Profit % projected



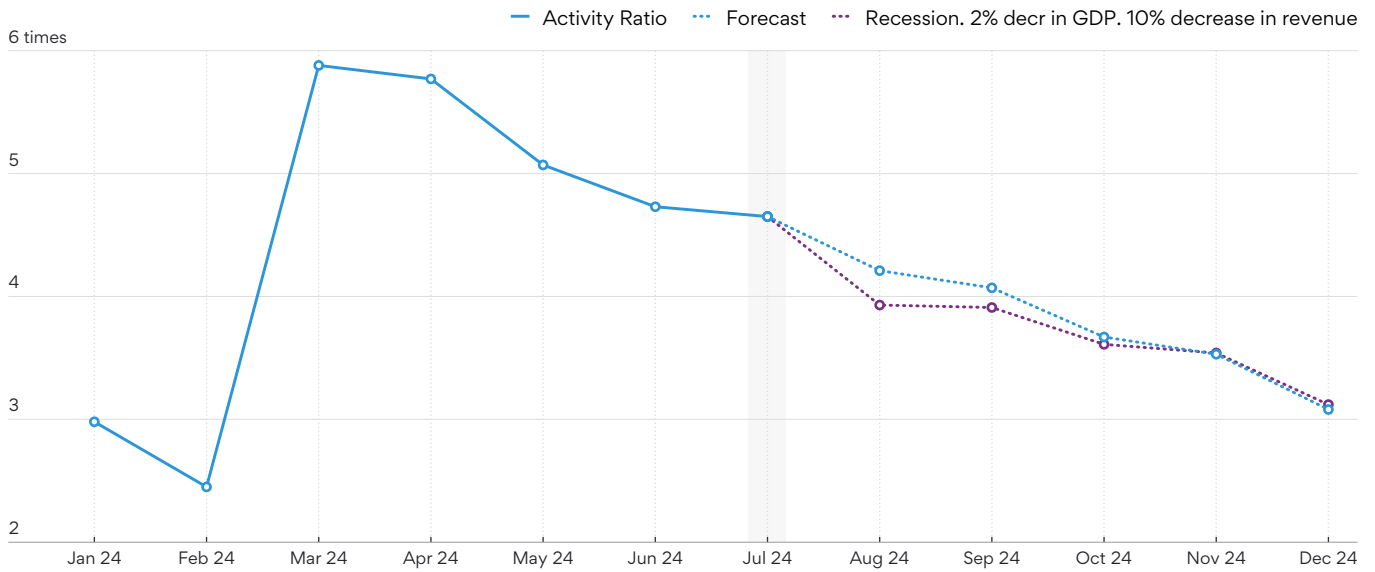
Cash on Hand



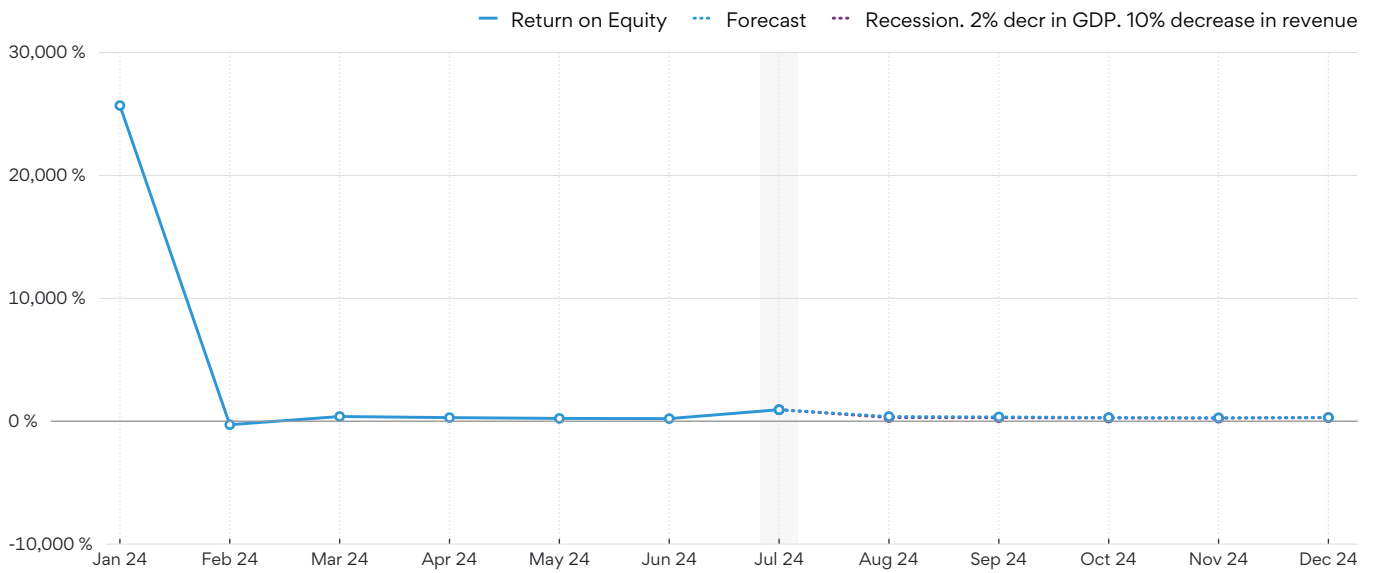
Growth Scenarios



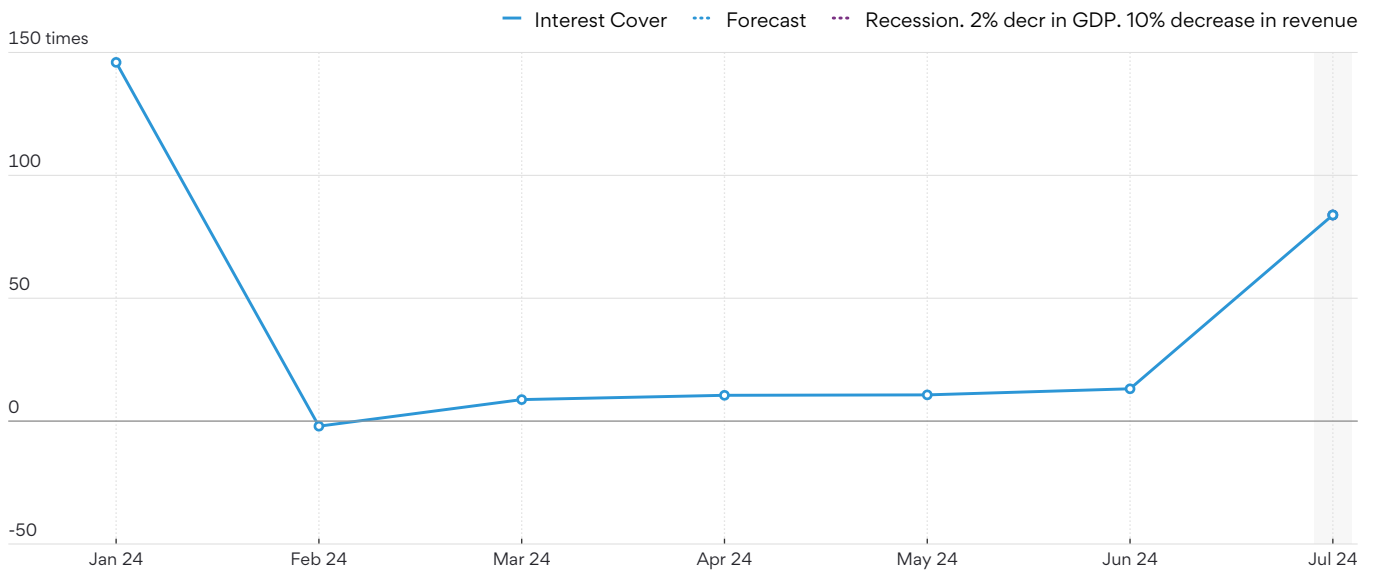
Activity Scenarios



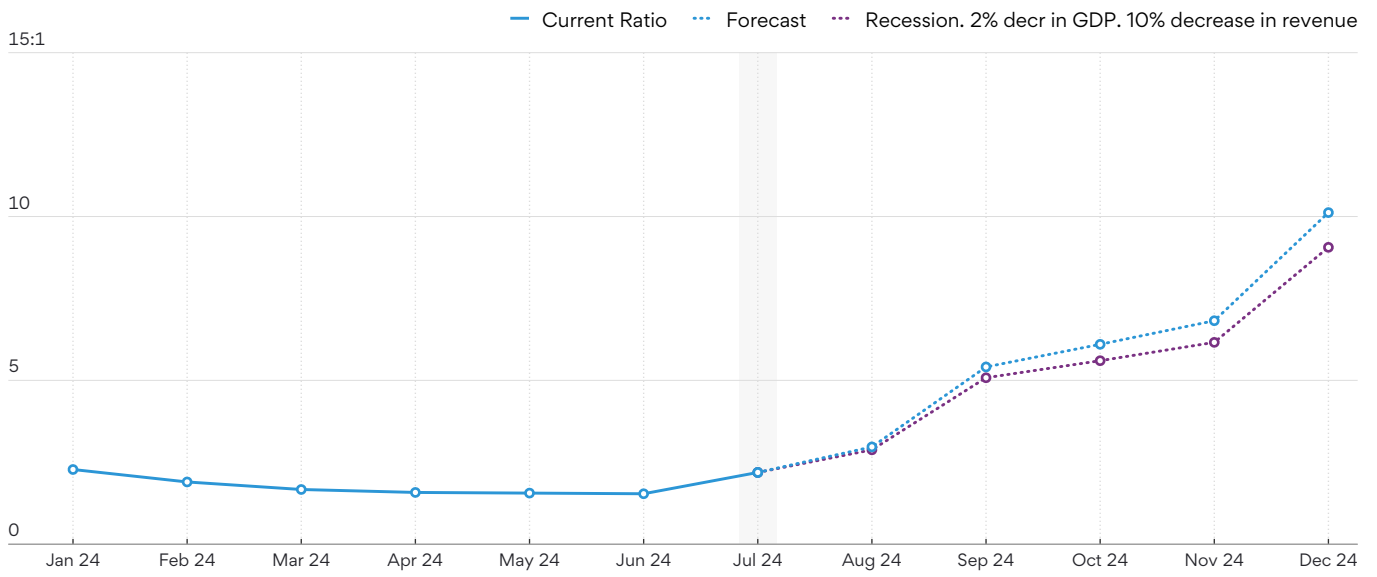
Efficiency Scenarios



Interest Cover Scenarios



Liquidity Scenarios



Examples of Additional Supplemental Financial Reports

INCOME STATEMENT		Jul 2024
Revenue		
Income, Services		\$1,503,733
Income, Product Sales		\$1,216,075
Total Revenue		\$2,719,808
Cost of Goods Sold		
Labor		\$32,000
Materials		\$735,525
Total Cost of Goods Sold		\$767,525
Gross Profit		\$1,952,283
Expenses		
Rent Expense		\$13,000
Advertising Expense		\$5,000
Fees Expense		\$7,764
Insurance Expense		\$7,452
Payroll Expense		\$25,088
Benefits Expense		\$2,500
Other Compensation Expense		\$10,547
Repairs and Maintenance Expense		\$1,252
Utilities Expense		\$2,145
Travel and Entertainment Expense		\$2,233
Vehicle Expenses		\$750
Depreciation and Amortization Expense		\$48,058
Bad Debt Expense		\$325
Total Expenses		\$126,114
Operating Profit		\$1,826,169
Other Expenses		
Other Income & Expenses		\$2,094
Earnings Before Interest & Tax		\$1,824,075
Interest Income		
Income, Interest		\$2,500
Interest Expenses		
Interest Expense		\$24,252
Earnings Before Tax		\$1,802,323
Tax Expenses		
Tax Expense		\$7,655
Earnings After Tax		\$1,794,668
Net Income		\$1,794,668
BALANCE SHEET		Jul 2024
ASSETS		
Cash & Equivalents		
Cash		\$5,203,067
Accounts Receivable		
Accounts Receivable		\$2,429,143

Jul 2024

Inventory	
Inventory	\$297,850
Other Current Assets	
Prepaid Expenses	\$4,326
Total Current Assets	\$7,934,386
Fixed Assets	
Equipment	\$1,791,000
Furniture and Fixtures	\$350,633
Accumulated Depreciation	(\$341,125)
Accumulated Amortization	(\$157,758)
Total Fixed Assets	\$1,642,750
Investments or Other Non-Current Assets	
Other Long-term Assets	\$925,000
Total Non-Current Assets	\$2,567,750
Total Assets	\$10,502,136
LIABILITIES	
Accounts Payable	
Accounts Payable	\$3,467,883
Other Current Liabilities	
Payroll Liabilities	\$30,500
Other Current Liabilities	\$119,043
Total Other Current Liabilities	\$149,543
Total Current Liabilities	\$3,617,426
Long Term Debt	
Long Term Debt	\$2,836,000
Total Non-Current Liabilities	\$2,836,000
Total Liabilities	\$6,453,426
EQUITY	
Retained Earnings	
Retained Earnings	\$2,998,710
Other Equity	
Common Stock	\$1,050,000
Total Equity	\$4,048,710
Total Liabilities & Equity	\$10,502,136

BALANCE SHEET	Jul 2024	Jun 2024	Variance (\$)	Variance (%)
ASSETS				
Cash & Equivalents				
Cash	\$5,203,067	\$4,508,305	\$694,762	15.41%
Accounts Receivable				
Accounts Receivable	\$2,429,143	\$3,853,290	(\$1,424,147)	-36.96%
Inventory				
Inventory	\$297,850	\$97,875	\$199,975	204.32%
Other Current Assets				
Prepaid Expenses	\$4,326	\$4,326	\$0	0.00%
Total Current Assets	\$7,934,386	\$8,463,796	(\$529,410)	-6.25%
Fixed Assets				
Equipment	\$1,791,000	\$1,536,000	\$255,000	16.60%
Furniture and Fixtures	\$350,633	\$23,505	\$327,128	1,391.74%

	Jul 2024	Jun 2024	Variance (\$)	Variance (%)
Accumulated Depreciation	(\$341,125)	(\$300,725)	(\$40,400)	-13.43%
Accumulated Amortization	(\$157,758)	(\$150,100)	(\$7,658)	-5.10%
Total Fixed Assets	\$1,642,750	\$1,108,680	\$534,070	48.17%
Investments or Other NCAs				
Other Long-term Assets	\$925,000	\$925,000	\$0	0.00%
Total Non-Current Assets	\$2,567,750	\$2,033,680	\$534,070	26.26%
Total Assets	\$10,502,136	\$10,497,476	\$4,660	0.04%
LIABILITIES				
Accounts Payable				
Accounts Payable	\$3,467,883	\$5,357,891	(\$1,890,008)	-35.28%
Other Current Liabilities				
Payroll Liabilities	\$30,500	\$30,500	\$0	0.00%
Other Current Liabilities	\$119,043	\$119,043	\$0	0.00%
Total Other Current Liabilities	\$149,543	\$149,543	\$0	0.00%
Total Current Liabilities	\$3,617,426	\$5,507,434	(\$1,890,008)	-34.32%
Long Term Debt				
Long Term Debt	\$2,836,000	\$2,736,000	\$100,000	3.65%
Total Non-Current Liabilities	\$2,836,000	\$2,736,000	\$100,000	3.65%
Total Liabilities	\$6,453,426	\$8,243,434	(\$1,790,008)	-21.71%
EQUITY				
Retained Earnings				
Retained Earnings	\$2,998,710	\$1,204,042	\$1,794,668	149.05%
Other Equity				
Common Stock	\$1,050,000	\$1,050,000	\$0	0.00%
Total Equity	\$4,048,710	\$2,254,042	\$1,794,668	79.62%
Total Liabilities & Equity	\$10,502,136	\$10,497,476	\$4,660	0.04%

CASH FLOW STATEMENT

Jul 2024

OPERATING ACTIVITIES

Net Income	\$1,794,668
Depreciation and Amortization	\$48,058
Change in Accounts Payable	(\$1,890,008)
Change in Accounts Receivable	\$1,424,147
Change in Inventory	(\$199,975)
Cash Flow from Operating Activities	\$1,176,890

INVESTING ACTIVITIES

Change in Fixed Assets (ex. Depn and Amort)	(\$582,128)
Cash Flow from Investing Activities	(\$582,128)

FINANCING ACTIVITIES

Change in Long Term Debt	\$100,000
Cash Flow from Financing Activities	\$100,000
Change in Cash & Equivalents	\$694,762
Cash & Equivalents, Opening Balance	\$4,508,305
Cash & Equivalents, Closing Balance	\$5,203,067

INCOME STATEMENT	Jul 2024	Jun 2024	May 2024	Apr 2024
Revenue	\$2,719,808	\$1,941,400	\$1,906,100	\$1,855,000
Cost of Goods Sold	\$767,525	\$1,416,011	\$1,406,700	\$1,392,607
Gross Profit	\$1,952,283	\$525,389	\$499,400	\$462,393
Expenses	\$126,114	\$145,100	\$161,865	\$157,703
Operating Profit	\$1,826,169	\$380,289	\$337,535	\$304,690
Other Expenses	\$2,094	\$2,352	\$2,200	\$1,950
Earnings Before Interest & Tax	\$1,824,075	\$377,937	\$335,335	\$302,740
Interest Income	\$2,500	\$4,250	\$4,565	\$5,156
Interest Expenses	\$24,252	\$33,000	\$36,000	\$34,000
Earnings Before Tax	\$1,802,323	\$349,187	\$303,900	\$273,896
Tax Expenses	\$7,655	\$36,325	\$37,662	\$36,925
Earnings After Tax	\$1,794,668	\$312,862	\$266,238	\$236,971
Net Income	\$1,794,668	\$312,862	\$266,238	\$236,971

INCOME STATEMENT	Jul 2024	Budget	Budget Variance (\$)	Budget Variance (%)
Revenue				
Income, Services	\$1,503,733	\$950,000	\$553,733	58.29%
Income, Product Sales	\$1,216,075	\$975,000	\$241,075	24.73%
Total Revenue	\$2,719,808	\$1,925,000	\$794,808	41.29%
Cost of Goods Sold				
Labor	\$32,000	\$300,000	(\$268,000)	-89.33%
Materials	\$735,525	\$400,000	\$335,525	83.88%
Total Cost of Goods Sold	\$767,525	\$700,000	\$67,525	9.65%
Gross Profit	\$1,952,283	\$1,225,000	\$727,283	59.37%
Expenses				
Rent Expense	\$13,000	\$2,500	\$10,500	420.00%
Advertising Expense	\$5,000	\$3,000	\$2,000	66.67%
Fees Expense	\$7,764	\$1,000	\$6,764	676.40%
Insurance Expense	\$7,452	\$3,000	\$4,452	148.40%
Payroll Expense	\$25,088	\$24,000	\$1,088	4.53%
Benefits Expense	\$2,500	\$2,000	\$500	25.00%
Other Compensation Expense	\$10,547	\$11,000	(\$453)	-4.12%
Repairs and Maintenance Expense	\$1,252	\$1,000	\$252	25.20%
Utilities Expense	\$2,145	\$2,900	(\$755)	-26.03%
Travel and Entertainment Expense	\$2,233	\$350	\$1,883	538.00%
Vehicle Expenses	\$750	\$300	\$450	150.00%
Depreciation and Amortization Expense	\$48,058	\$8,000	\$40,058	500.73%
Bad Debt Expense	\$325	\$50	\$275	550.00%
Total Expenses	\$126,114	\$59,100	\$67,014	113.39%
Operating Profit	\$1,826,169	\$1,165,900	\$660,269	56.63%
Other Expenses				
Other Income & Expenses	\$2,094	\$700	\$1,394	199.14%
Earnings Before Interest & Tax	\$1,824,075	\$1,165,200	\$658,875	56.55%
Interest Income				
Income, Interest	\$2,500	\$2,000	\$500	25.00%
Interest Expenses				
Interest Expense	\$24,252	\$1,500	\$22,752	1,516.80%
Earnings Before Tax	\$1,802,323	\$1,165,700	\$636,623	54.61%
Tax Expenses				
Tax Expense	\$7,655	\$1,500	\$6,155	410.33%
Earnings After Tax	\$1,794,668	\$1,164,200	\$630,468	54.15%
Net Income	\$1,794,668	\$1,164,200	\$630,468	54.15%
BALANCE SHEET	Jul 2024	Budget	Budget Variance (\$)	Budget Variance (%)
ASSETS				
Cash & Equivalents				
Cash	\$5,203,067	\$0	\$5,203,067	-
Accounts Receivable				
Accounts Receivable	\$2,429,143	\$0	\$2,429,143	-
Inventory				
Inventory	\$297,850	\$0	\$297,850	-
Other Current Assets				
Prepaid Expenses	\$4,326	\$0	\$4,326	-
Total Current Assets	\$7,934,386	\$0	\$7,934,386	-

	Jul 2024	Budget	Budget Variance (\$)	Budget Variance (%)
Fixed Assets				
Equipment	\$1,791,000	\$0	\$1,791,000	-
Furniture and Fixtures	\$350,633	\$0	\$350,633	-
Accumulated Depreciation	(\$341,125)	\$0	(\$341,125)	-
Accumulated Amortization	(\$157,758)	\$0	(\$157,758)	-
Total Fixed Assets	\$1,642,750	\$0	\$1,642,750	-
Investments or Other NCAs				
Other Long-term Assets	\$925,000	\$0	\$925,000	-
Total Non-Current Assets	\$2,567,750	\$0	\$2,567,750	-
Total Assets	\$10,502,136	\$0	\$10,502,136	-
LIABILITIES				
Accounts Payable				
Accounts Payable	\$3,467,883	\$0	\$3,467,883	-
Other Current Liabilities				
Payroll Liabilities	\$30,500	\$0	\$30,500	-
Other Current Liabilities	\$119,043	\$0	\$119,043	-
Total Other Current Liabilities	\$149,543	\$0	\$149,543	-
Total Current Liabilities	\$3,617,426	\$0	\$3,617,426	-
Long Term Debt				
Long Term Debt	\$2,836,000	\$0	\$2,836,000	-
Total Non-Current Liabilities	\$2,836,000	\$0	\$2,836,000	-
Total Liabilities	\$6,453,426	\$0	\$6,453,426	-
EQUITY				
Retained Earnings				
Retained Earnings	\$2,998,710	\$0	\$2,998,710	-
Other Equity				
Common Stock	\$1,050,000	\$0	\$1,050,000	-
Total Equity	\$4,048,710	\$0	\$4,048,710	-
Total Liabilities & Equity	\$10,502,136	\$0	\$10,502,136	-

INCOME STATEMENT	Jul 2024	Budget Variance (\$)	2024 (YTD)	Budget Variance (\$)
Revenue				
Income, Services	\$1,503,733	\$553,733	\$2,767,612	\$317,612
Income, Product Sales	\$1,216,075	\$241,075	\$8,665,505	\$2,610,505
Total Revenue	\$2,719,808	\$794,808	\$11,433,117	\$2,928,117
Cost of Goods Sold				
Labor	\$32,000	(\$268,000)	\$1,147,706	(\$294)
Materials	\$735,525	\$335,525	\$5,451,325	\$2,451,325
Total Cost of Goods Sold	\$767,525	\$67,525	\$6,599,031	\$2,451,031
Gross Profit	\$1,952,283	\$727,283	\$4,834,086	\$477,086
Expenses				
Rent Expense	\$13,000	\$10,500	\$25,413	\$7,913
Advertising Expense	\$5,000	\$2,000	\$30,166	\$9,166
Fees Expense	\$7,764	\$6,764	\$20,281	\$13,281
Insurance Expense	\$7,452	\$4,452	\$62,428	\$41,428
Payroll Expense	\$25,088	\$1,088	\$331,759	\$163,759
Benefits Expense	\$2,500	\$500	\$4,157	(\$9,843)
Other Compensation Expense	\$10,547	(\$453)	\$318,549	\$241,549
Repairs and Maintenance Expense	\$1,252	\$252	\$29,217	\$22,217
Utilities Expense	\$2,145	(\$755)	\$23,477	\$3,177
Travel and Entertainment Expense	\$2,233	\$1,883	\$49,058	\$46,608
Vehicle Expenses	\$750	\$450	\$19,384	\$17,284
Depreciation and Amortization Expense	\$48,058	\$40,058	\$504,919	\$448,919
Bad Debt Expense	\$325	\$275	\$11,023	\$10,673
Total Expenses	\$126,114	\$67,014	\$1,429,831	\$1,016,131
Operating Profit	\$1,826,169	\$660,269	\$3,404,255	(\$539,045)
Other Expenses				
Other Income & Expenses	\$2,094	\$1,394	\$43,594	\$38,694
Earnings Before Interest & Tax	\$1,824,075	\$658,875	\$3,360,661	(\$577,739)
Interest Income				
Income, Interest	\$2,500	\$500	\$21,036	\$7,036
Interest Expenses				
Interest Expense	\$24,252	\$22,752	\$198,760	\$188,260
Earnings Before Tax	\$1,802,323	\$636,623	\$3,182,937	(\$758,963)
Tax Expenses				
Tax Expense	\$7,655	\$6,155	\$198,384	\$187,884
Earnings After Tax	\$1,794,668	\$630,468	\$2,984,553	(\$946,847)
Net Income	\$1,794,668	\$630,468	\$2,984,553	(\$946,847)

INCOME STATEMENT	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024
Revenue	\$577,979	\$1,709,830	\$1,855,000	\$1,906,100	\$1,941,400	\$2,719,808
Cost of Goods Sold	\$241,610	\$1,255,078	\$1,392,607	\$1,406,700	\$1,416,011	\$767,525
Gross Profit	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1,952,283
Expenses	\$390,938	\$177,342	\$157,703	\$161,865	\$145,100	\$126,114
Operating Profit	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1,826,169
Other Income	\$0	\$0	\$0	\$0	\$0	\$0
Other Expenses	\$14,467	\$2,500	\$1,950	\$2,200	\$2,352	\$2,094
Earnings Before Interest & Tax	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1,824,075
Interest Income	\$0	\$4,565	\$5,156	\$4,565	\$4,250	\$2,500
Interest Expenses	\$33,352	\$36,000	\$34,000	\$36,000	\$33,000	\$24,252
Earnings Before Tax	(\$102,388)	\$243,475	\$273,896	\$303,900	\$349,187	\$1,802,323
Tax Expenses	\$38,595	\$37,555	\$36,925	\$37,662	\$36,325	\$7,655
Earnings After Tax	(\$140,983)	\$205,920	\$236,971	\$266,238	\$312,862	\$1,794,668
Dividends	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	(\$140,983)	\$205,920	\$236,971	\$266,238	\$312,862	\$1,794,668

BALANCE SHEET	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024
ASSETS						
Cash & Equivalents	(\$9,012)	\$398,476	\$1,048,591	\$2,720,500	\$4,508,305	\$5,203,067
Accounts Receivable	\$1,263,879	\$2,502,046	\$3,625,846	\$3,766,890	\$3,853,290	\$2,429,143
Inventory	\$134,975	\$41,800	\$54,975	\$15,125	\$97,875	\$297,850
Work In Progress	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$1,000	\$2,166	\$3,166	\$4,326	\$4,326
Total Current Assets	\$1,389,842	\$2,943,322	\$4,731,578	\$6,505,681	\$8,463,796	\$7,934,386
Fixed Assets	\$1,385,175	\$1,315,800	\$1,247,055	\$1,177,680	\$1,108,680	\$1,642,750
Intangible Assets	\$0	\$0	\$0	\$0	\$0	\$0
Investments or Other Non-Current Assets	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000
Total Non-Current Assets	\$2,310,175	\$2,240,800	\$2,172,055	\$2,102,680	\$2,033,680	\$2,567,750
Total Assets	\$3,700,017	\$5,184,122	\$6,903,633	\$8,608,361	\$10,497,476	\$10,502,136
LIABILITIES						
Short Term Debt	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$701,466	\$1,691,116	\$2,895,641	\$4,049,366	\$5,357,891	\$3,467,883
Tax Liability	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$30,500	\$69,035	\$97,050	\$131,815	\$149,543	\$149,543
Total Current Liabilities	\$731,966	\$1,760,151	\$2,992,691	\$4,181,181	\$5,507,434	\$3,617,426
Long Term Debt	\$2,336,000	\$2,436,000	\$2,536,000	\$2,636,000	\$2,736,000	\$2,836,000
Deferred Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	\$2,336,000	\$2,436,000	\$2,536,000	\$2,636,000	\$2,736,000	\$2,836,000
Total Liabilities	\$3,067,966	\$4,196,151	\$5,528,691	\$6,817,181	\$8,243,434	\$6,453,426
EQUITY						
Retained Earnings	\$182,051	\$387,971	\$624,942	\$891,180	\$1,204,042	\$2,998,710
Current Earnings	\$0	\$0	\$0	\$0	\$0	\$0
Other Equity	\$450,000	\$600,000	\$750,000	\$900,000	\$1,050,000	\$1,050,000
Total Equity	\$632,051	\$987,971	\$1,374,942	\$1,791,180	\$2,254,042	\$4,048,710
Total Liabilities & Equity	\$3,700,017	\$5,184,122	\$6,903,633	\$8,608,361	\$10,497,476	\$10,502,136

INCOME STATEMENT	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Revenue	\$723,000	\$577,979	\$1.710M	\$1.855M	\$1.906M	\$1.941M	\$2.720M	-	-	-	-	-	\$11.433M
Cost of Goods Sold	\$119,500	\$241,610	\$1.255M	\$1.393M	\$1.407M	\$1.416M	\$767,525	-	-	-	-	-	\$6.599M
Gross Profit	\$603,500	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1,952M	-	-	-	-	-	\$4.834M
Expenses	\$270,769	\$390,938	\$177,342	\$157,703	\$161,865	\$145,100	\$126,114	-	-	-	-	-	\$1.430M
Operating Profit	\$332,731	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1.826M	-	-	-	-	-	\$3.404M
Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Other Expenses	\$18,031	\$14,467	\$2,500	\$1,950	\$2,200	\$2,352	\$2,094	-	-	-	-	-	\$43,594
Earnings Before Interest & Tax	\$314,700	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1.824M	-	-	-	-	-	\$3.361M
Interest Income	\$0	\$0	\$4,565	\$5,156	\$4,565	\$4,250	\$2,500	-	-	-	-	-	\$21,036
Interest Expenses	\$2,156	\$33,352	\$36,000	\$34,000	\$36,000	\$33,000	\$24,252	-	-	-	-	-	\$198,760
Earnings Before Tax	\$312,544	(\$0.10)M	\$243,475	\$273,896	\$303,900	\$349,187	\$1.802M	-	-	-	-	-	\$3.183M
Tax Expenses	\$3,667	\$38,595	\$37,555	\$36,925	\$37,662	\$36,325	\$7,655	-	-	-	-	-	\$198,384
Earnings After Tax	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	-	-	-	-	-	\$2.985M
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Net Income	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	-	-	-	-	-	\$2.985M

BALANCE SHEET	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
ASSETS													
Cash & Equivalents	(\$14,100)	(\$9,012)	\$398,476	\$1.049M	\$2.721M	\$4.508M	\$5.203M	-	-	-	-	-	\$5.203M
Accounts Receivable	\$723,000	\$1.264M	\$2.502M	\$3.626M	\$3.767M	\$3.853M	\$2.429M	-	-	-	-	-	\$2.429M
Inventory	\$0	\$134,975	\$41,800	\$54,975	\$15,125	\$97,875	\$297,850	-	-	-	-	-	\$297,850
Work In Progress	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Other Current Assets	\$0	\$0	\$1,000	\$2,166	\$3,166	\$4,326	\$4,326	-	-	-	-	-	\$4,326
Total Current Assets	\$708,900	\$1.390M	\$2.943M	\$4.732M	\$6.506M	\$8.464M	\$7.934M	-	-	-	-	-	\$7.934M
Fixed Assets	\$1.535M	\$1.385M	\$1.316M	\$1.247M	\$1.178M	\$1.109M	\$1.643M	-	-	-	-	-	\$1.643M
Intangible Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Investments or Other NCAs	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	-	-	-	-	-	\$925,000
Total Non-Current Assets	\$2.460M	\$2.310M	\$2.241M	\$2.172M	\$2.103M	\$2.034M	\$2.568M	-	-	-	-	-	\$2.568M
Total Assets	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	-	-	-	-	-	\$10.50M
LIABILITIES													
Short Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Accounts Payable	\$294,266	\$701,466	\$1.691M	\$2.896M	\$4.049M	\$5.358M	\$3.468M	-	-	-	-	-	\$3.468M
Tax Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Other Current Liabilities	\$16,000	\$30,500	\$69,035	\$97,050	\$131,815	\$149,543	\$149,543	-	-	-	-	-	\$149,543
Total Current Liabilities	\$310,266	\$731,966	\$1.760M	\$2.993M	\$4.181M	\$5.507M	\$3.617M	-	-	-	-	-	\$3.617M
Long Term Debt	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	-	-	-	-	-	\$2.836M
Deferred Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Total Non-Current Liabilities	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	-	-	-	-	-	\$2.836M
Total Liabilities	\$2.546M	\$3.068M	\$4.196M	\$5.529M	\$6.817M	\$8.243M	\$6.453M	-	-	-	-	-	\$6.453M
EQUITY													
Retained Earnings	\$323,034	\$182,051	\$387,971	\$624,942	\$891,180	\$1.204M	\$2.999M	-	-	-	-	-	\$2.999M
Current Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	\$0
Other Equity	\$300,000	\$450,000	\$600,000	\$750,000	\$900,000	\$1.050M	\$1.050M	-	-	-	-	-	\$1.050M
Total Equity	\$623,034	\$632,051	\$987,971	\$1.375M	\$1.791M	\$2.254M	\$4.049M	-	-	-	-	-	\$4.049M
Total Liabilities & Equity	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	-	-	-	-	-	\$10.50M

INCOME STATEMENT	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Revenue	\$600,000	\$430,000	\$1.400M	\$1.350M	\$1.400M	\$1.400M	\$1.925M	\$1.800M	\$1.600M	\$1.050M	\$600,000	\$575,000	\$14.130M
Cost of Goods Sold	\$300,000	\$315,000	\$675,000	\$685,000	\$800,500	\$672,500	\$700,000	\$880,000	\$775,000	\$525,000	\$275,000	\$435,000	\$7.038M
Gross Profit	\$300,000	\$115,000	\$725,000	\$665,000	\$599,500	\$727,500	\$1.225M	\$920,000	\$825,000	\$525,000	\$325,000	\$140,000	\$7.092M
Expenses	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$709,200
Operating Profit	\$240,900	\$55,900	\$665,900	\$605,900	\$540,400	\$668,400	\$1.166M	\$860,900	\$765,900	\$465,900	\$265,900	\$80,900	\$6.383M
Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Expenses	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$8,400
Earnings Before Interest & Tax	\$240,200	\$55,200	\$665,200	\$605,200	\$539,700	\$667,700	\$1.165M	\$860,200	\$765,200	\$465,200	\$265,200	\$80,200	\$6.374M
Interest Income	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
Interest Expenses	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000
Earnings Before Tax	\$240,700	\$55,700	\$665,700	\$605,700	\$540,200	\$668,200	\$1.166M	\$860,700	\$765,700	\$465,700	\$265,700	\$80,700	\$6.380M
Tax Expenses	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000
Earnings After Tax	\$239,200	\$54,200	\$664,200	\$604,200	\$538,700	\$666,700	\$1.164M	\$859,200	\$764,200	\$464,200	\$264,200	\$79,200	\$6.362M
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	\$239,200	\$54,200	\$664,200	\$604,200	\$538,700	\$666,700	\$1.164M	\$859,200	\$764,200	\$464,200	\$264,200	\$79,200	\$6.362M

BALANCE SHEET	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
ASSETS													
Cash & Equivalents	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Work In Progress	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fixed Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Intangible Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investments or Other NCAs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LIABILITIES													
Short Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Deferred Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EQUITY													
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities & Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

INCOME STATEMENT	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
Revenue	-	-	-	-	\$25,900	\$723,000	\$577,979	\$1.710M	\$1.855M	\$1.906M	\$1.941M	\$2.720M	\$11.459M
Cost of Goods Sold	-	-	-	-	\$5,000	\$119,500	\$241,610	\$1.255M	\$1.393M	\$1.407M	\$1.416M	\$767,525	\$6.604M
Gross Profit	-	-	-	-	\$20,900	\$603,500	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1.952M	\$4.855M
Expenses	-	-	-	-	\$6,743	\$270,769	\$390,938	\$177,342	\$157,703	\$161,865	\$145,100	\$126,114	\$1.437M
Operating Profit	-	-	-	-	\$14,157	\$332,731	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1.826M	\$3.418M
Other Income	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Expenses	-	-	-	-	\$0	\$18,031	\$14,467	\$2,500	\$1,950	\$2,200	\$2,352	\$2,094	\$43,594
Earnings Before Interest & Tax	-	-	-	-	\$14,157	\$314,700	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1.824M	\$3.375M
Interest Income	-	-	-	-	\$0	\$0	\$0	\$4,565	\$5,156	\$4,565	\$4,250	\$2,500	\$21,036
Interest Expenses	-	-	-	-	\$0	\$2,156	\$33,352	\$36,000	\$34,000	\$36,000	\$33,000	\$24,252	\$198,760
Earnings Before Tax	-	-	-	-	\$14,157	\$312,544	(\$0.10)M	\$243,475	\$273,896	\$303,900	\$349,187	\$1.802M	\$3.197M
Tax Expenses	-	-	-	-	\$0	\$3,667	\$38,595	\$37,555	\$36,925	\$37,662	\$36,325	\$7,655	\$198,384
Earnings After Tax	-	-	-	-	\$14,157	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$2.999M
Dividends	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	-	-	-	-	\$14,157	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$2.999M

BALANCE SHEET	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
ASSETS													
Cash & Equivalents	-	-	-	-	\$6,800	(\$14,100)	(\$9,012)	\$398,476	\$1.049M	\$2.721M	\$4.508M	\$5.203M	\$5.203M
Accounts Receivable	-	-	-	-	\$19,100	\$723,000	\$1.264M	\$2.502M	\$3.626M	\$3.767M	\$3.853M	\$2.429M	\$2.429M
Inventory	-	-	-	-	\$0	\$0	\$134,975	\$41,800	\$54,975	\$15,125	\$97,875	\$297,850	\$297,850
Work In Progress	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	-	-	-	-	\$0	\$0	\$0	\$1,000	\$2,166	\$3,166	\$4,326	\$4,326	\$4,326
Total Current Assets	-	-	-	-	\$25,900	\$708,900	\$1.390M	\$2.943M	\$4.732M	\$6.506M	\$8.464M	\$7.934M	\$7.934M
Fixed Assets	-	-	-	-	\$0	\$1.535M	\$1.385M	\$1.316M	\$1.247M	\$1.178M	\$1.109M	\$1.643M	\$1.643M
Intangible Assets	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investments or Other NCAs	-	-	-	-	\$0	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000
Total Non-Current Assets	-	-	-	-	\$0	\$2.460M	\$2.310M	\$2.241M	\$2.172M	\$2.103M	\$2.034M	\$2.568M	\$2.568M
Total Assets	-	-	-	-	\$25,900	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$10.50M
LIABILITIES													
Short Term Debt	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable	-	-	-	-	\$11,743	\$294,266	\$701,466	\$1.691M	\$2.896M	\$4.049M	\$5.358M	\$3.468M	\$3.468M
Tax Liability	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	-	-	-	-	\$0	\$16,000	\$30,500	\$69,035	\$97,050	\$131,815	\$149,543	\$149,543	\$149,543
Total Current Liabilities	-	-	-	-	\$11,743	\$310,266	\$731,966	\$1.760M	\$2.993M	\$4.181M	\$5.507M	\$3.617M	\$3.617M
Long Term Debt	-	-	-	-	\$0	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$2.836M
Deferred Taxes	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	-	-	-	-	\$0	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$2.836M
Total Liabilities	-	-	-	-	\$11,743	\$2.546M	\$3.068M	\$4.196M	\$5.529M	\$6.817M	\$8.243M	\$6.453M	\$6.453M
EQUITY													
Retained Earnings	-	-	-	-	\$14,157	\$323,034	\$182,051	\$387,971	\$624,942	\$891,180	\$1.204M	\$2.999M	\$2.999M
Current Earnings	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equity	-	-	-	-	\$0	\$300,000	\$450,000	\$600,000	\$750,000	\$900,000	\$1.050M	\$1.050M	\$1.050M
Total Equity	-	-	-	-	\$14,157	\$623,034	\$632,051	\$987,971	\$1.375M	\$1.791M	\$2.254M	\$4.049M	\$4.049M
Total Liabilities & Equity	-	-	-	-	\$25,900	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$10.50M

INCOME STATEMENT	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Revenue	\$723,000	\$577,979	\$1.710M	\$1.855M	\$1.906M	\$1.941M	\$2.720M	\$1.800M	\$1.600M	\$1.050M	\$600,000	\$575,000	\$17.058M
Cost of Goods Sold	\$119,500	\$241,610	\$1.255M	\$1.393M	\$1.407M	\$1.416M	\$767,525	\$880,000	\$775,000	\$525,000	\$275,000	\$435,000	\$9.489M
Gross Profit	\$603,500	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1,952M	\$920,000	\$825,000	\$525,000	\$325,000	\$140,000	\$7.569M
Expenses	\$270,769	\$390,938	\$177,342	\$157,703	\$161,865	\$145,100	\$126,114	\$59,100	\$59,100	\$59,100	\$59,100	\$59,100	\$1.725M
Operating Profit	\$332,731	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1.826M	\$860,900	\$765,900	\$465,900	\$265,900	\$80,900	\$5.844M
Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Expenses	\$18,031	\$14,467	\$2,500	\$1,950	\$2,200	\$2,352	\$2,094	\$700	\$700	\$700	\$700	\$700	\$47,094
Earnings Before Interest & Tax	\$314,700	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1.824M	\$860,200	\$765,200	\$465,200	\$265,200	\$80,200	\$5.797M
Interest Income	\$0	\$0	\$4,565	\$5,156	\$4,565	\$4,250	\$2,500	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$31,036
Interest Expenses	\$2,156	\$33,352	\$36,000	\$34,000	\$36,000	\$33,000	\$24,252	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$206,260
Earnings Before Tax	\$312,544	(\$0.10)M	\$243,475	\$273,896	\$303,900	\$349,187	\$1.802M	\$860,700	\$765,700	\$465,700	\$265,700	\$80,700	\$5.621M
Tax Expenses	\$3,667	\$38,595	\$37,555	\$36,925	\$37,662	\$36,325	\$7,655	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$205,884
Earnings After Tax	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$859,200	\$764,200	\$464,200	\$264,200	\$79,200	\$5.416M
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$859,200	\$764,200	\$464,200	\$264,200	\$79,200	\$5.416M

BALANCE SHEET	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
ASSETS													
Cash & Equivalents	(\$14,100)	(\$9,012)	\$398,476	\$1.049M	\$2.721M	\$4.508M	\$5.203M	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Receivable	\$723,000	\$1.264M	\$2.502M	\$3.626M	\$3.767M	\$3.853M	\$2.429M	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$0	\$134,975	\$41,800	\$54,975	\$15,125	\$97,875	\$297,850	\$0	\$0	\$0	\$0	\$0	\$0
Work In Progress	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$1,000	\$2,166	\$3,166	\$4,326	\$4,326	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$708,900	\$1.390M	\$2.943M	\$4.732M	\$6.506M	\$8.464M	\$7.934M	\$0	\$0	\$0	\$0	\$0	\$0
Fixed Assets	\$1.535M	\$1.385M	\$1.316M	\$1.247M	\$1.178M	\$1.109M	\$1.643M	\$0	\$0	\$0	\$0	\$0	\$0
Intangible Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investments or Other NCAs	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Assets	\$2.460M	\$2.310M	\$2.241M	\$2.172M	\$2.103M	\$2.034M	\$2.568M	\$0	\$0	\$0	\$0	\$0	\$0
Total Assets	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$0	\$0	\$0	\$0	\$0	\$0
LIABILITIES													
Short Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$294,266	\$701,466	\$1.691M	\$2.896M	\$4.049M	\$5.358M	\$3.468M	\$0	\$0	\$0	\$0	\$0	\$0
Tax Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$16,000	\$30,500	\$69,035	\$97,050	\$131,815	\$149,543	\$149,543	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$310,266	\$731,966	\$1.760M	\$2.993M	\$4.181M	\$5.507M	\$3.617M	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Debt	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$0	\$0	\$0	\$0	\$0	\$0
Deferred Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$2.546M	\$3.068M	\$4.196M	\$5.529M	\$6.817M	\$8.243M	\$6.453M	\$0	\$0	\$0	\$0	\$0	\$0
EQUITY													
Retained Earnings	\$323,034	\$182,051	\$387,971	\$624,942	\$891,180	\$1.204M	\$2.999M	\$0	\$0	\$0	\$0	\$0	\$0
Current Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equity	\$300,000	\$450,000	\$600,000	\$750,000	\$900,000	\$1.050M	\$1.050M	\$0	\$0	\$0	\$0	\$0	\$0
Total Equity	\$623,034	\$632,051	\$987,971	\$1.375M	\$1.791M	\$2.254M	\$4.049M	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities & Equity	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$0	\$0	\$0	\$0	\$0	\$0

INCOME STATEMENT	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Revenue	\$723,000	\$577,979	\$1.710M	\$1.855M	\$1.906M	\$1.941M	\$2.720M	\$2.931M	\$3.258M	\$3.585M	\$3.917M	\$4.246M	\$29.370M
Cost of Goods Sold	\$119,500	\$241,610	\$1.255M	\$1.393M	\$1.407M	\$1.416M	\$767,525	\$1.393M	\$1.482M	\$1.571M	\$1.661M	\$1.248M	\$13.953M
Gross Profit	\$603,500	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1,952M	\$1.538M	\$1.776M	\$2.014M	\$2.257M	\$2.998M	\$15.42M
Expenses	\$270,769	\$390,938	\$177,342	\$157,703	\$161,865	\$145,100	\$126,114	\$174,750	\$184,306	\$202,862	\$212,418	\$221,974	\$2.426M
Operating Profit	\$332,731	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1.826M	\$1.363M	\$1.592M	\$1.811M	\$2.044M	\$2.776M	\$12.99M
Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Expenses	\$18,031	\$14,467	\$2,500	\$1,950	\$2,200	\$2,352	\$2,094	\$5,298	\$5,555	\$5,811	\$6,067	\$6,323	\$72,649
Earnings Before Interest & Tax	\$314,700	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1.824M	\$1.358M	\$1.586M	\$1.805M	\$2.038M	\$2.770M	\$12.92M
Interest Income	\$0	\$0	\$4,565	\$5,156	\$4,565	\$4,250	\$2,500	\$0	\$0	\$0	\$0	\$0	\$21,036
Interest Expenses	\$2,156	\$33,352	\$36,000	\$34,000	\$36,000	\$33,000	\$24,252	\$0	\$0	\$0	\$0	\$0	\$198,760
Earnings Before Tax	\$312,544	(\$0.10)M	\$243,475	\$273,896	\$303,900	\$349,187	\$1.802M	\$1.358M	\$1.586M	\$1.805M	\$2.038M	\$2.770M	\$12.74M
Tax Expenses	\$3,667	\$38,595	\$37,555	\$36,925	\$37,662	\$36,325	\$7,655	\$39,418	\$42,939	\$46,460	\$49,981	\$53,502	\$430,683
Earnings After Tax	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$1.318M	\$1.543M	\$1.759M	\$1.988M	\$2.716M	\$12.31M
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	\$1.318M	\$1.543M	\$1.759M	\$1.988M	\$2.716M	\$12.31M
BALANCE SHEET													
	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
ASSETS													
Cash & Equivalents	(\$14,100)	(\$9,012)	\$398,476	\$1.049M	\$2.721M	\$4.508M	\$5.203M	\$5.661M	\$5.925M	\$7.756M	\$9.649M	\$11.754M	\$11.754M
Accounts Receivable	\$723,000	\$1.264M	\$2.502M	\$3.626M	\$3.767M	\$3.853M	\$2.429M	\$2.586M	\$2.664M	\$2.757M	\$3.017M	\$3.276M	\$3.276M
Inventory	\$0	\$134,975	\$41,800	\$54,975	\$15,125	\$97,875	\$297,850	\$297,850	\$297,850	\$297,850	\$297,850	\$297,850	\$297,850
Work In Progress	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$1,000	\$2,166	\$3,166	\$4,326	\$4,326	\$4,326	\$4,326	\$4,326	\$4,326	\$4,326	\$4,326
Total Current Assets	\$708,900	\$1.390M	\$2.943M	\$4.732M	\$6.506M	\$8.464M	\$7.934M	\$8.549M	\$8.891M	\$10.81M	\$12.97M	\$15.33M	\$15.33M
Fixed Assets	\$1.535M	\$1.385M	\$1.316M	\$1.247M	\$1.178M	\$1.109M	\$1.643M	\$1.608M	\$1.573M	\$1.538M	\$1.503M	\$1.468M	\$1.468M
Intangible Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investments or Other NCAs	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000	\$925,000
Total Non-Current Assets	\$2.460M	\$2.310M	\$2.241M	\$2.172M	\$2.103M	\$2.034M	\$2.568M	\$2.533M	\$2.498M	\$2.463M	\$2.428M	\$2.393M	\$2.393M
Total Assets	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$11.08M	\$11.39M	\$13.28M	\$15.40M	\$17.72M	\$17.72M
LIABILITIES													
Short Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$294,266	\$701,466	\$1.691M	\$2.896M	\$4.049M	\$5.358M	\$3.468M	\$2.674M	\$1.422M	\$1.537M	\$1.651M	\$1.248M	\$1.248M
Tax Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$16,000	\$30,500	\$69,035	\$97,050	\$131,815	\$149,543	\$149,543	\$204,436	\$220,089	\$235,742	\$251,395	\$267,049	\$267,049
Total Current Liabilities	\$310,266	\$731,966	\$1.760M	\$2.993M	\$4.181M	\$5.507M	\$3.617M	\$2.879M	\$1.643M	\$1.772M	\$1.902M	\$1.515M	\$1.515M
Long Term Debt	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M
Deferred Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	\$2.236M	\$2.336M	\$2.436M	\$2.536M	\$2.636M	\$2.736M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M	\$2.836M
Total Liabilities	\$2.546M	\$3.068M	\$4.196M	\$5.529M	\$6.817M	\$8.243M	\$6.453M	\$5.715M	\$4.479M	\$4.608M	\$4.738M	\$4.351M	\$4.351M
EQUITY													
Retained Earnings	\$323,034	\$182,051	\$387,971	\$624,942	\$891,180	\$1.204M	\$2.999M	\$4.317M	\$5.860M	\$7.619M	\$9.607M	\$12.324M	\$12.324M
Current Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equity	\$300,000	\$450,000	\$600,000	\$750,000	\$900,000	\$1.050M	\$1.050M	\$1.050M	\$1.050M	\$1.050M	\$1.050M	\$1.050M	\$1.050M
Total Equity	\$623,034	\$632,051	\$987,971	\$1.375M	\$1.791M	\$2.254M	\$4.049M	\$5.367M	\$6.910M	\$8.669M	\$10.66M	\$13.37M	\$13.37M
Total Liabilities & Equity	\$3.169M	\$3.700M	\$5.184M	\$6.904M	\$8.608M	\$10.50M	\$10.50M	\$11.08M	\$11.39M	\$13.28M	\$15.40M	\$17.72M	\$17.72M

Examples of Additional Supplemental Financial Reports--Selected Data

CURRENT ASSETS	Jul 2024	Jun 2024	Variance (%)
Cash & Equivalents			
Cash	\$5,203,067	\$4,508,305	15.41%
Accounts Receivable			
Accounts Receivable	\$2,429,143	\$3,853,290	-36.96%
Inventory			
Inventory	\$297,850	\$97,875	204.32%
Other Current Assets			
Prepaid Expenses	\$4,326	\$4,326	0.00%
Total Current Assets	\$7,934,386	\$8,463,796	-6.25%

REVENUE	Jul 2024	Jun 2024	Variance (%)
Income, Services	\$1,503,733	\$0	-
Income, Product Sales	\$1,216,075	\$1,941,400	-37.36%
Total Revenue	\$2,719,808	\$1,941,400	40.10%

COST OF GOODS SOLD	Jul 2024	Jun 2024	Variance (%)
Labor	\$32,000	\$190,236	-83.18%
Materials	\$735,525	\$1,225,775	-40.00%
Total Cost of Goods Sold	\$767,525	\$1,416,011	-45.80%

EXPENSES	Jul 2024	Jun 2024	Variance (%)
Rent Expense	\$13,000	\$3,000	333.33%
Advertising Expense	\$5,000	\$3,885	28.70%
Fees Expense	\$7,764	\$1,200	547.00%
Insurance Expense	\$7,452	\$3,214	131.86%
Payroll Expense	\$25,088	\$35,067	-28.46%
Benefits Expense	\$2,500	\$0	-
Other Compensation Expense	\$10,547	\$10,882	-3.08%
Repairs and Maintenance Expense	\$1,252	\$2,025	-38.17%
Utilities Expense	\$2,145	\$2,125	0.94%
Travel and Entertainment Expense	\$2,233	\$3,225	-30.76%
Vehicle Expenses	\$750	\$1,125	-33.33%
Depreciation and Amortization Expense	\$48,058	\$76,427	-37.12%
Bad Debt Expense	\$325	\$2,925	-88.89%
Total Expenses	\$126,114	\$145,100	-13.08%

KPIs (This Month vs Target)	Jul 2024	Target	Variance %
Total Revenue	\$2,719,808	\$1,925,000	41.29%
Profitability Ratio	67.07%	60.53%	10.80%
Breakeven Margin of Safety	\$2,631,813	\$1,907,818	37.95%
Activity Ratio	4.65 times	2.00 times	132.57%
Return on Equity	937.46%	15.00%	6,149.74%

Profitability	Jul 2024	Common size (%)	Jun 2024	May 2024	Apr 2024
Gross Profit	\$1,952,283	71.8%	\$525,389	\$499,400	\$462,393
Operating Profit	\$1,826,169	67.1%	\$380,289	\$337,535	\$304,690
Earnings Before Interest & Tax	\$1,824,075	67.1%	\$377,937	\$335,335	\$302,740
Earnings After Tax	\$1,794,668	66.0%	\$312,862	\$266,238	\$236,971

Cash Flow	Jul 2024	Jun 2024	May 2024	Apr 2024
Operating Cash Flow	\$1,192,769	\$1,566,220	\$1,452,105	\$428,582
Free Cash Flow	\$610,641	\$1,558,793	\$1,444,857	\$421,171
Net Cash Flow	\$594,762	\$1,687,805	\$1,571,909	\$550,115
Cash on Hand	\$5,203,067	\$4,508,305	\$2,720,500	\$1,048,591

Working Capital	Jul 2024	Jun 2024	Variance (days)
Accounts Receivable Days	28 days	60 days	-32 days
Inventory Days	12 days	2 days	10 days
Accounts Payable Days	140 days	114 days	26 days
Work in Progress Days	0 days	0 days	0 days
Cash Conversion Cycle	-100 days	-52 days	-48 days

KPIs	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024
Total Revenue	\$577,979	\$1,709,830	\$1,855,000	\$1,906,100	\$1,941,400	\$2,719,808
Profitability Ratio	-11.94%	16.08%	16.32%	17.59%	19.47%	67.07%
Breakeven Margin	(\$328,731)	\$1,331,473	\$1,471,986	\$1,545,988	\$1,605,976	\$2,631,813
Activity Ratio	2.45 times	5.88 times	5.77 times	5.07 times	4.73 times	4.65 times
Return on Equity	-284.81%	383.60%	291.83%	227.99%	212.51%	937.46%

Profitability	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Gross Profit	\$603,500	\$336,369	\$454,752	\$462,393	\$499,400	\$525,389	\$1.952M	-	-	-	-	-	\$4.834M
Operating Profit	\$332,731	(\$54,569)	\$277,410	\$304,690	\$337,535	\$380,289	\$1.826M	-	-	-	-	-	\$3.404M
Earnings Before Interest & Tax	\$314,700	(\$69,036)	\$274,910	\$302,740	\$335,335	\$377,937	\$1.824M	-	-	-	-	-	\$3.361M
Earnings After Tax	\$308,877	(\$0.14)M	\$205,920	\$236,971	\$266,238	\$312,862	\$1.795M	-	-	-	-	-	\$2.985M

Working Capital	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
Accounts Receivable Days	-	-	-	-	23 days	31 days	63 days	45 days	59 days	61 days	60 days	28 days	77 days
Inventory Days	-	-	-	-	0 days	0 days	16 days	1 days	1 days	0 days	2 days	12 days	16 days
Accounts Payable Days	-	-	-	-	73 days	76 days	84 days	42 days	62 days	89 days	114 days	140 days	192 days
Work in Progress Days	-	-	-	-	0 days	0 days	0 days	0 days	0 days	0 days	0 days	0 days	0 days
Cash Conversion Cycle	-	-	-	-	-50 days	-45 days	-5 days	4 days	-2 days	-28 days	-52 days	-100 days	-99 days

Examples of Additional Supplemental Financial Reports--Forecasting Considerations

REVENUE FORECAST	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024
Baseline	\$723,000	\$577,979	\$1,709,830	\$1,855,000	\$1,906,100	\$1,941,400	\$2,719,808
Hire Marketing Manager	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue Forecast	\$723,000	\$577,979	\$1,709,830	\$1,855,000	\$1,906,100	\$1,941,400	\$2,719,808

REVENUE FORECAST	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Total
Baseline	\$2,930,515	\$3,257,799	\$3,585,084	\$3,912,368	\$4,239,653	\$29,358,536
Hire Marketing Manager	\$0	\$0	\$0	\$5,000	\$6,000	\$11,000
Total Revenue Forecast	\$2,930,515	\$3,257,799	\$3,585,084	\$3,917,368	\$4,245,653	\$29,369,536

REVENUE FORECAST	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025
Baseline	\$4,566,937	\$4,894,222	\$5,221,506	\$5,548,790	\$5,876,075	\$6,203,359	\$6,530,644
Hire Marketing Manager	\$7,200	\$8,640	\$10,368	\$12,442	\$14,930	\$17,916	\$21,499
Total Revenue Forecast	\$4,574,137	\$4,902,862	\$5,231,874	\$5,561,232	\$5,891,005	\$6,221,275	\$6,552,143

REVENUE FORECAST	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
Baseline	\$6,857,928	\$7,185,213	\$7,512,497	\$7,839,781	\$8,167,066	\$76,404,018
Hire Marketing Manager	\$25,799	\$30,959	\$37,150	\$44,581	\$53,497	\$284,981
Total Revenue Forecast	\$6,883,727	\$7,216,172	\$7,549,647	\$7,884,362	\$8,220,563	\$76,688,999

FORECAST DRIVERS	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024
Headcount	55	57	60	58	58	59

FORECAST DRIVERS	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024
Headcount	60	62	63	64	65	67

Baseline

CASH	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024
Opening Balance	\$6,800	(\$14,100)	(\$9,012)	\$398,476	\$1,048,591	\$2,720,500

P&L Accounts

Income, Services	-	-	-	-	-	-
Income, Product Sales	-	-	-	-	-	-
Labor	-	-	-	-	-	-
Materials	-	-	-	-	-	-
Rent Expense	-	-	-	-	-	-
Advertising Expense	-	-	-	-	-	-
Fees Expense	-	-	-	-	-	-
Insurance Expense	-	-	-	-	-	-
Payroll Expense	-	-	-	-	-	-
Benefits Expense	-	-	-	-	-	-

CASH	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024
P&L Accounts						
Other Compensation ...	-	-	-	-	-	-
Repairs and Maintena...	-	-	-	-	-	-
Utilities Expense	-	-	-	-	-	-
Travel and Entertainm...	-	-	-	-	-	-
Vehicle Expenses	-	-	-	-	-	-
Bad Debt Expense	-	-	-	-	-	-
Other Income & Expe...	-	-	-	-	-	-
Tax Expense	-	-	-	-	-	-
Total from P&L Accounts	-	-	-	-	-	-
Journals						
Accounts Payable dr...	-	-	-	-	-	-
Accounts Receivable ...	-	-	-	-	-	-
Total from Journals	-	-	-	-	-	-
Tax Payments						
Sales Tax payment	-	-	-	-	-	-
Other baseline actuals	(\$20,900)	\$5,088	\$407,488	\$650,115	\$1,671,909	\$1,787,805
Closing Balance	(\$14,100)	(\$9,012)	\$398,476	\$1,048,591	\$2,720,500	\$4,508,305

CASH	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024
Opening Balance	\$4,508,305	\$5,203,067	\$5,660,783	\$5,924,584	\$7,764,532	\$9,664,542
P&L Accounts						
Income, Services	-	\$787,031	\$1,061,355	\$994,134	\$1,131,684	\$1,269,235
Income, Product Sales	-	\$1,995,620	\$2,143,486	\$2,538,989	\$2,744,376	\$2,949,763
Labor	-	(\$84,282)	(\$59,400)	(\$34,519)	(\$9,637)	-
Materials	-	(\$735,525)	(\$1,308,287)	(\$1,422,496)	(\$1,536,705)	(\$1,650,915)
Rent Expense	-	(\$6,786)	(\$7,476)	(\$8,165)	(\$8,854)	(\$9,543)
Advertising Expense	-	(\$6,177)	(\$6,726)	(\$7,275)	(\$7,824)	(\$8,374)
Fees Expense	-	(\$4,376)	(\$4,789)	(\$5,203)	(\$5,616)	(\$6,029)
Insurance Expense	-	(\$11,368)	(\$12,273)	(\$13,179)	(\$14,084)	(\$14,990)
Payroll Expense	-	(\$52,883)	(\$56,765)	(\$60,648)	(\$64,530)	(\$68,413)
Benefits Expense	-	(\$969)	(\$1,065)	(\$1,160)	(\$1,256)	(\$1,352)
Other Compensation ...	-	(\$35,825)	(\$37,253)	(\$38,681)	(\$40,108)	(\$41,536)
Repairs and Maintena...	-	(\$4,137)	(\$4,399)	(\$4,661)	(\$4,923)	(\$5,185)
Utilities Expense	-	(\$4,186)	(\$4,528)	(\$4,871)	(\$5,214)	(\$5,557)
Travel and Entertainm...	-	(\$6,961)	(\$7,403)	(\$7,845)	(\$8,287)	(\$8,729)
Vehicle Expenses	-	(\$3,617)	(\$3,925)	(\$4,233)	(\$4,541)	(\$4,848)
Bad Debt Expense	-	(\$2,466)	(\$2,704)	(\$2,942)	(\$3,180)	(\$3,418)
Other Income & Expe...	-	(\$5,298)	(\$5,555)	(\$5,811)	(\$6,067)	(\$6,323)
Tax Expense	-	(\$39,418)	(\$42,939)	(\$46,460)	(\$49,981)	(\$53,502)
Total from P&L Accounts	-	\$1,778,377	\$1,639,354	\$1,864,976	\$2,105,253	\$2,330,285
Journals						
Accounts Payable dr...	-	(\$1,366,179)	(\$1,366,179)	-	-	-
Accounts Receivable ...	-	\$164,562	\$164,562	\$164,562	-	-
Total from Journals	-	(\$1,201,617)	(\$1,201,617)	\$164,562	-	-
Tax Payments						
Sales Tax payment	-	(\$119,043)	(\$173,936)	(\$189,589)	(\$205,242)	(\$220,895)
Other baseline actuals	\$694,762	\$0	\$0	\$0	\$0	\$0

CASH	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024
Closing Balance	\$5,203,067	\$5,660,783	\$5,924,584	\$7,764,532	\$9,664,542	\$11,773,931

HIRE MARKETING MANAGER	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024
Incomings						
Income, Services	-	-	-	-	-	-
Outgoings						
Payroll Expense	-	-	-	-	-	-
Assets						
Cash	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-
Equity						
Retained Earnings	-	-	-	-	-	-

HIRE MARKETING MANAGER	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024
Incomings						
Income, Services	-	-	-	\$0	\$5,000	\$6,000
Outgoings						
Payroll Expense	-	-	-	\$9,000	\$9,000	\$9,000
Assets						
Cash	-	-	-	(\$9,000)	(\$15,500)	(\$20,250)
Accounts Receivable	-	-	-	\$0	\$2,500	\$4,250
Equity						
Retained Earnings	-	-	-	(\$9,000)	(\$13,000)	(\$16,000)



Adjustments

There are no adjustments applied.