



FINANCIAL REPORT



INCOME STATEMENT



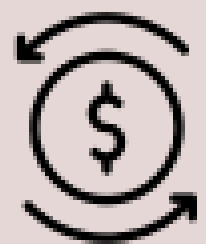
FINANCIAL DETAILS



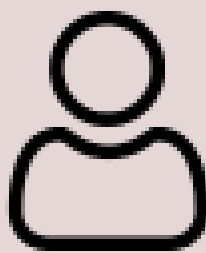
BALANCE SHEET



CASH FLOW STATEMENT



CASH FLOW



AGED ACCOUNTS



TURNOVER SUMMARY

Get Your Own Personalized Analytics Team Working 24/7 for You with our BI Solution

Financial Reporting gives you an instant solution to your Business Intelligence, allowing you to convert the mass amount of information you have into actionable insights.

Powered by **Microsoft Power BI** with this Reporting App, your organizations are equipped with enhance clarity into your financial performance helping to achieve a better understanding of overall financial health.

The **Customizable Dashboards** grant users the opportunity to create and modify each dashboard to their own preference. This means the **Financial Reporting Solution** will always be adaptable to your data requirements as and when needed.

Each interactive financial dashboard presents **real-time data** allowing you to oversee revenue performance, **expense tracking**, **cash flow** status, budget adherence, and other critical financial metrics. With the **web version** and **optimize mobile version app**, you can monitor **financial activities** across your organizations, ensuring that you can make **effective, data-driven business decisions**.

Digging through endless pieces of information is a thing of the past, alternatively our **Financial Reporting Solution** will do it for you, meaning you can rapidly make important data-driven decisions and ultimately saving you valuable time.

This solution has been developed specifically to take-away the stresses that come with working in the Financial Department. Do you want to see your own data in these reports? With your **Financial Data** we can make it Better. Contact us today!

Contact us: shabbir.sust.ds@gmail.com



Income Statement

Income Statement

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Aged Accounts

Turnover Summary

Summary	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals		TY vs PY Actuals %
Distributor	\$64,523	\$53,205	<div></div>	\$11,318	21%
Export	\$30,105	\$25,277	<div></div>	\$4,828	19%
Wholesale	\$111,366	\$92,669	<div></div>	\$18,697	20%
Total Revenues	\$205,995	\$171,152	<div></div>	\$34,843	0%
COS - Commissions	(\$7,610)	(\$6,554)	<div></div>	(\$1,055)	-16%
COS - Equipment	(\$484)	(\$417)	<div></div>	(\$67)	-16%
COS - Labor Burden	(\$539)	(\$465)	<div></div>	(\$74)	-16%
COS - Materials	(\$13,520)	(\$11,776)	<div></div>	(\$1,744)	-15%
COS - Other Costs	(\$3,044)	(\$2,667)	<div></div>	(\$377)	-14%
COS - Prize Fund	(\$1,916)	(\$1,646)	<div></div>	(\$271)	-16%
COS - Prize Fund Constr.	(\$1,425)	(\$1,203)	<div></div>	(\$222)	-18%
COS - Referral Fund	(\$372)	(\$321)	<div></div>	(\$51)	-16%
COS - Repair Fund	(\$701)	(\$605)	<div></div>	(\$97)	-16%
COS - Subcontractors	(\$20,470)	(\$17,377)	<div></div>	(\$3,093)	-18%
Total COGS	(\$50,080)	(\$43,030)	<div></div>	(\$7,050)	0%
Total Gross Profit	\$155,914	\$128,121	<div></div>	\$27,793	0%
Gross Profit %	75.69%	74.86%	<div></div>		1%
Depreciation Expense	(\$510)	(\$442)	<div></div>	(\$68)	-15%
Sales - Fleet Depreciation	(\$242)	(\$210)	<div></div>	(\$32)	-15%
Education	(\$73)	(\$64)	<div></div>	(\$9)	-14%
Sealer Material	(\$272)	(\$235)	<div></div>	(\$37)	-16%
Fuel Expense - Const Admin	(\$274)	(\$226)	<div></div>	(\$47)	-14%

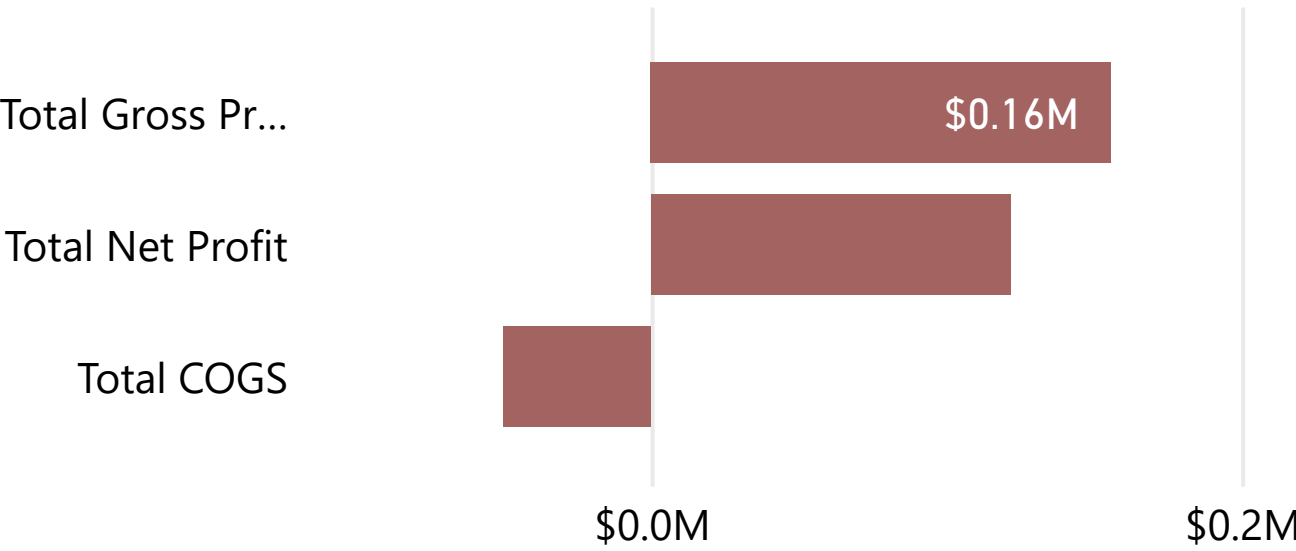
2019

2020

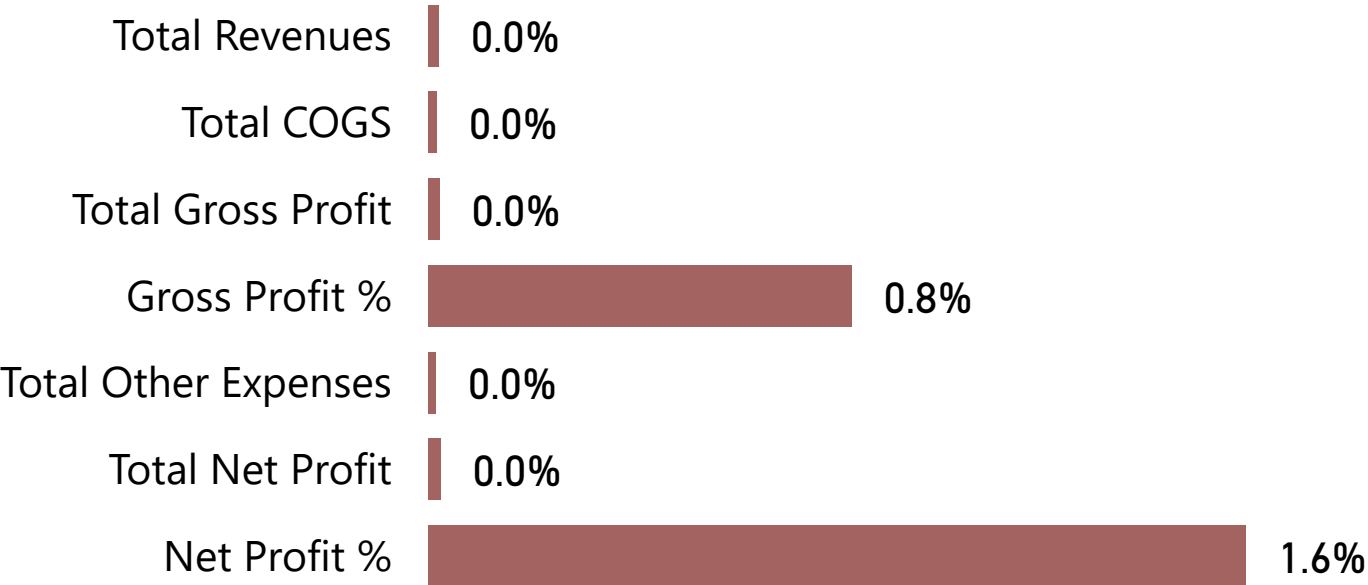
2021

2022

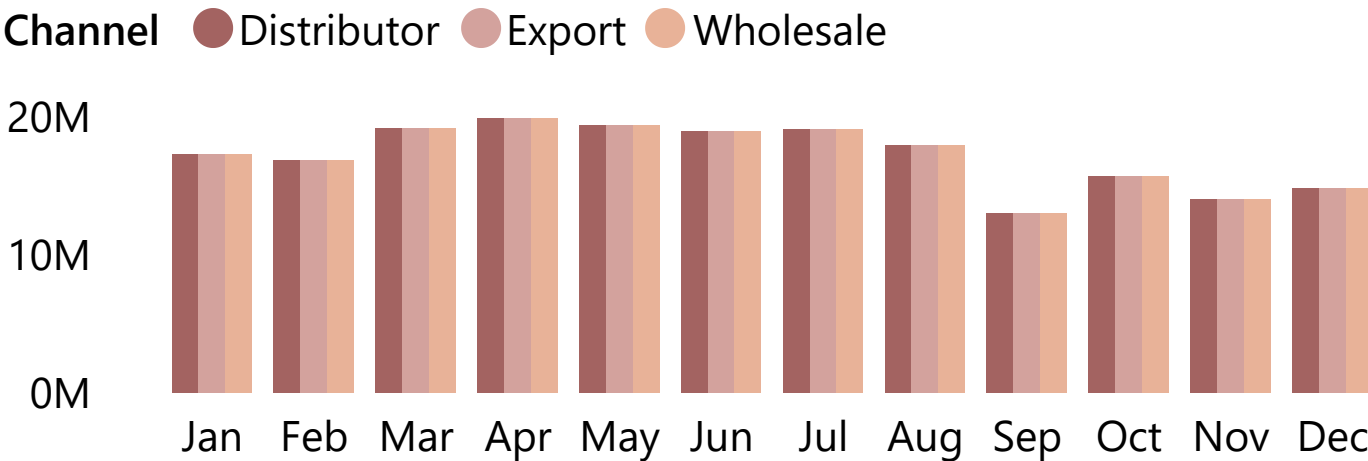
Selected Year Actuals by Items - Normalized



TY vs PY Actuals % by Summary



Revenues by Short Month and Channel





Financial Details

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Turnover Summary

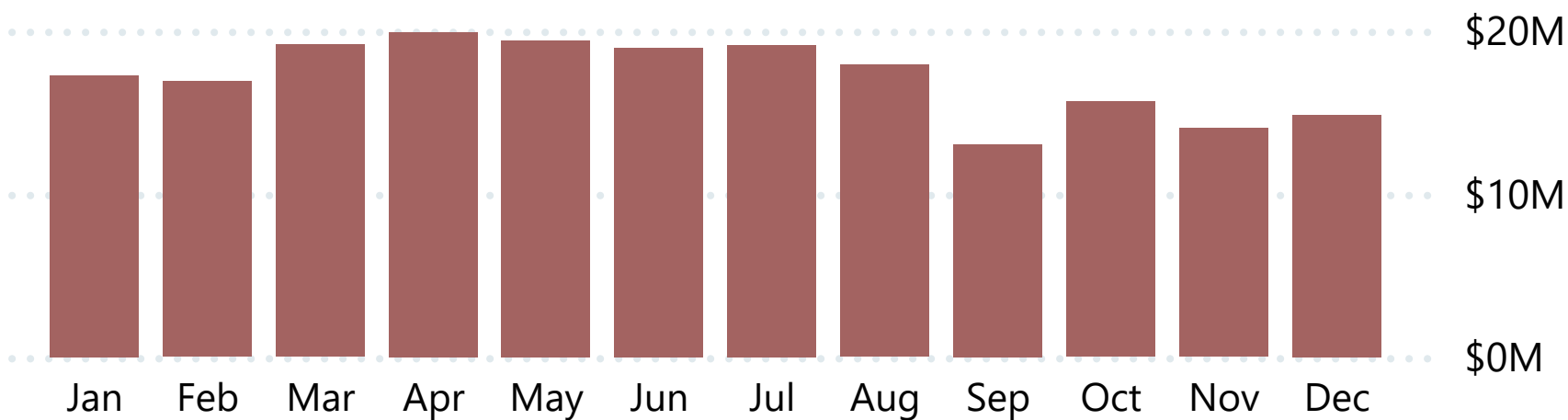
Year

All

Detail

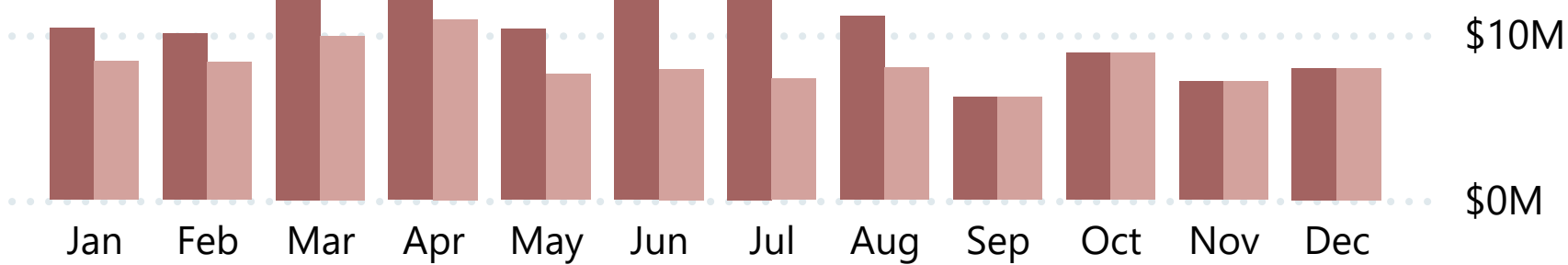
All

Total Sales by Month



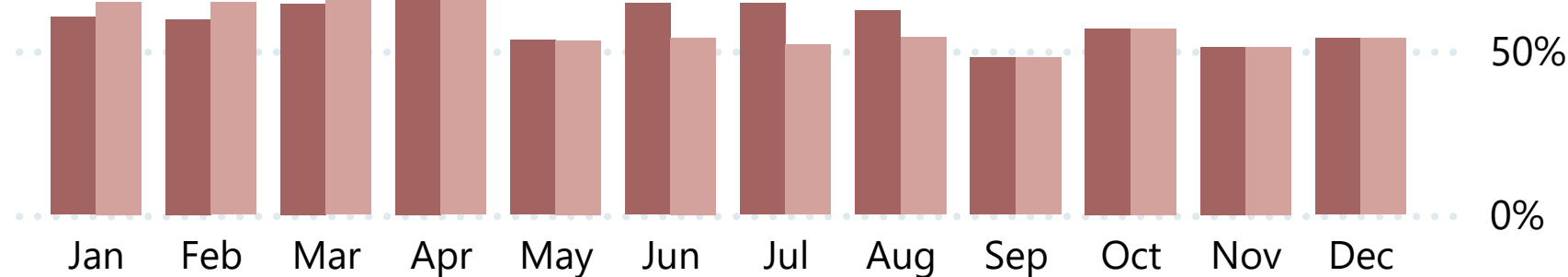
Net Profit and Net Profit LY by Month

Net Profit Net Profit LY



Net Profit Margin and Net Profit Margin LY by Month

Net Profit Margin Net Profit Margin LY



Summary	Q1	Q2	Q3	Q4	Annual Totals
Distributor	\$17,317	\$17,321	\$15,607	\$14,278	\$64,523
Export	\$7,911	\$8,617	\$6,892	\$6,686	\$30,105
Wholesale	\$28,049	\$32,287	\$27,509	\$23,522	\$111,366
Total Revenues	\$53,276	\$58,225	\$50,008	\$44,486	\$205,995
COS - Commissions	(\$1,873)	(\$2,003)	(\$1,842)	(\$1,891)	(\$7,610)
COS - Equipment	(\$119)	(\$134)	(\$117)	(\$114)	(\$484)
COS - Labor Burden	(\$129)	(\$146)	(\$132)	(\$132)	(\$539)
COS - Materials	(\$3,229)	(\$3,733)	(\$3,301)	(\$3,257)	(\$13,520)
COS - Other Costs	(\$726)	(\$824)	(\$751)	(\$743)	(\$3,044)
COS - Prize Fund	(\$470)	(\$535)	(\$461)	(\$451)	(\$1,916)
COS - Prize Fund Constr.	(\$353)	(\$387)	(\$340)	(\$344)	(\$1,425)
COS - Referral Fund	(\$90)	(\$100)	(\$90)	(\$92)	(\$372)
COS - Repair Fund	(\$169)	(\$191)	(\$171)	(\$170)	(\$701)
COS - Subcontractors	(\$5,145)	(\$5,497)	(\$4,829)	(\$4,999)	(\$20,470)
Total COGS	(\$12,304)	(\$13,550)	(\$12,034)	(\$12,192)	(\$50,080)
Total Gross Profit	\$40,972	\$44,675	\$37,973	\$32,295	\$155,914
Gross Profit %	76.90%	76.73%	75.93%	72.59%	75.69%
Depreciation Expense	(\$120)	(\$137)	(\$127)	(\$125)	(\$510)
Sales - Fleet Depreciation	(\$59)	(\$67)	(\$59)	(\$57)	(\$242)
Education	(\$18)	(\$20)	(\$18)	(\$18)	(\$73)
Sealer Material	(\$66)	(\$73)	(\$67)	(\$66)	(\$272)



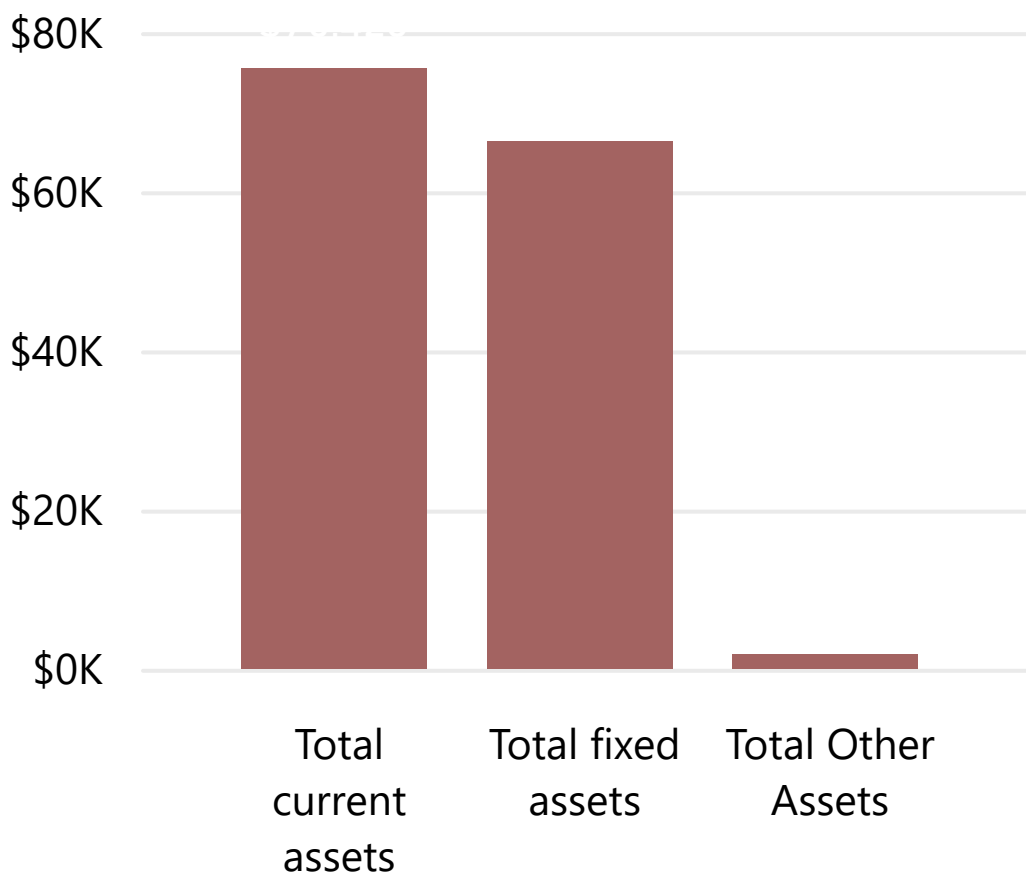
Balance Sheet

[Income Statement](#)[Financial Details](#)[Balance Sheet](#)[Cash Flow Statement](#)[Cash Flow](#)[Aged Accounts](#)[Turnover Summary](#)

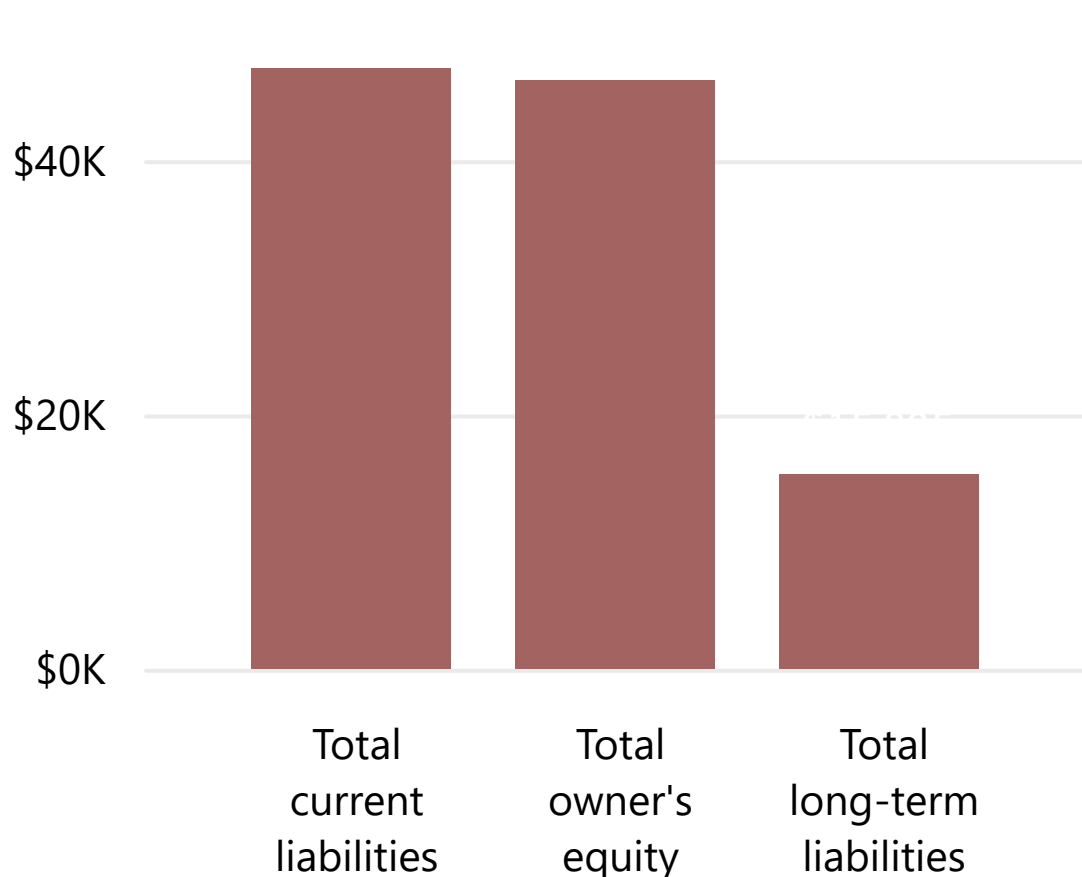
▲ Balance Sheet Items	2019	2020	2021	2022
Assets				
Current Assets				
Cash	\$11,875	\$11,876	\$11,877	\$11,879
Accounts receivable	\$4,216	\$4,217	\$4,218	\$4,220
Inventory	\$2,146	\$2,147	\$2,148	\$2,150
Prepaid expenses	\$355	\$356	\$357	\$359
Short-term investments	\$255	\$256	\$257	\$259
Total current assets	\$18,847	\$18,852	\$18,857	\$18,867
Fixed (Long-Term) Assets				
Long-term investments	\$1,209	\$1,210	\$1,211	\$1,213
Property, plant, and equipment	\$15,341	\$15,342	\$15,343	\$15,345
(Less accumulated depreciation)	(\$2,199)	(\$2,198)	(\$2,197)	(\$2,195)
Intangible assets	\$2,216	\$2,217	\$2,218	\$2,220
Total fixed assets	\$16,567	\$16,571	\$16,575	\$16,583
Other Assets				
Deferred income tax	\$388	\$390	\$392	\$396
Other	\$438	\$441	\$444	\$450
Total Other Assets	\$460	\$462	\$464	\$468
Total Assets	\$35,874	\$35,885	\$35,896	\$35,918
Liabilities and Owner's Equity				
Current Liabilities				
Accounts payable	\$8,061	\$8,062	\$8,063	\$8,065
Short-term loans	\$201	\$202	\$203	\$205

2019	2020	2021	2022
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Total Assets



Total Liabilities & Owner's Equity



Balance Sheet Items	2019	2020	2021	2022
Common Financial Ratios				
Debt Ratio (Total Liabilities / Total Assets)	0.44	0.44	0.44	0.44
Current Ratio (Current Assets / Current Liabilities)	0.44	0.44	0.44	0.44
Working Capital (Current Assets - Current Liabilities)	7053	7052	7051	7049
Assets-to-Equity Ratio (Total Assets / Owner's Equity)	3.10	3.10	3.10	3.10
Debt-to-Equity Ratio (Total Liabilities / Owner's Equity)	1.35	1.35	1.35	1.35



Cashflow Statement

Income Statement

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Cash Flow Statement

Cash Flow

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Turnover Summary

Cash Flow Items	2019	2020	2021	2022
Operations				
Cash receipts from customers	\$797,180	\$916,757	\$1,069,270	\$1,212,411
Cash paid for				
Inventory purchases	\$303,600	\$349,140	\$401,511	\$423,437
General operating expenses	\$128,800	\$148,120	\$170,338	\$189,988
Wage expenses	\$141,450	\$162,668	\$187,067	\$271,727
Interest	\$15,525	\$17,854	\$17,500	\$22,567
Income taxes	\$37,720	\$43,378	\$49,884	\$50,007
Net Cash Flow from Operations	\$170,085	\$195,597	\$242,970	\$254,685
Investing Activities				
Cash receipts from				
Sale of property and equipment	\$38,640	\$44,436	\$51,101	\$62,766
Collection of principal on loans	\$0	\$0	\$0	\$0
Sale of investment securities	\$0	\$0	\$0	\$0
Cash paid for				
Purchase of property and equipment	(\$86,250)	(\$99,187)	\$75,760	(\$120,175)
Making loans to other entities	\$0	\$0	\$0	\$0

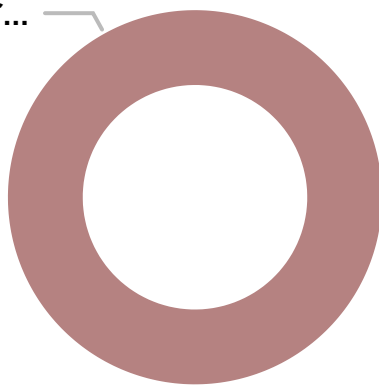
Cash Flow Items	2019	2020	2021	2022
Net Cash Flow from Operations	\$170,085	\$195,597	\$242,970	\$254,685
Net Cash Flow from Investing Activities	\$86,250	\$99,187	(\$75,760)	\$120,175
Net Cash Flow from Financing Activities	\$163,300	\$187,795	\$221,092	\$237,238
Net Increase in Cash	\$419,635	\$482,579	\$388,302	\$612,098

2019	2020	2021	2022
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OPERATIONS ACTIVITIES \$3,995,618

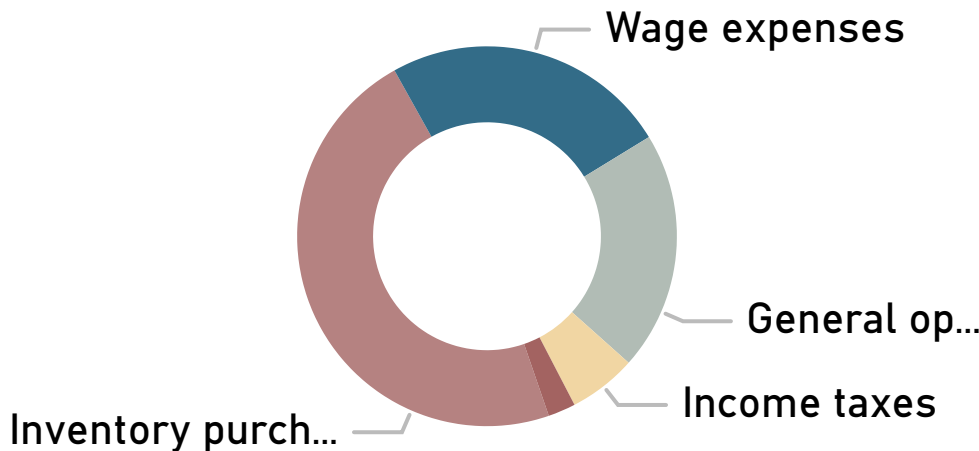
CASH IN

Cash receipts fr...



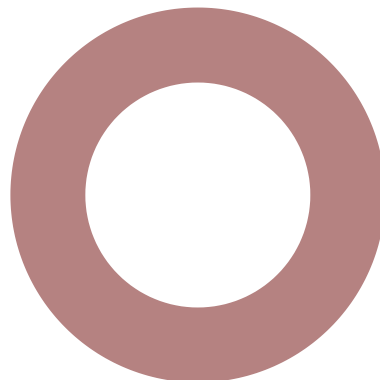
OPERATIONS ACTIVITIES \$3,132,281

CASH OUT



INVESTING ACTIVITIES \$196,943

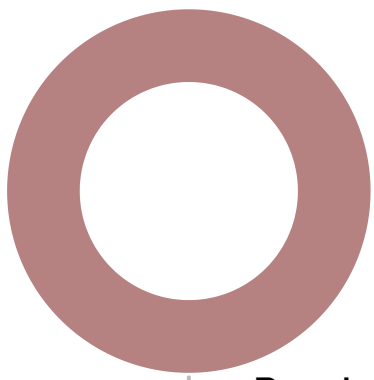
CASH IN



Sale of property and ...

INVESTING ACTIVITIES \$229,852

CASH OUT

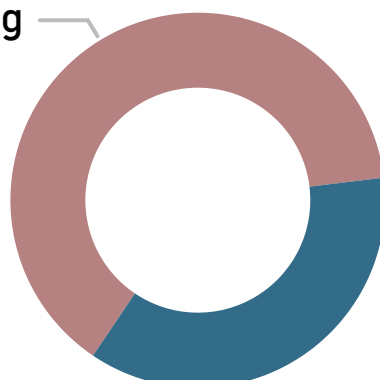


Purchase of property...

FINANCING ACTIVITIES \$308,700

CASH IN

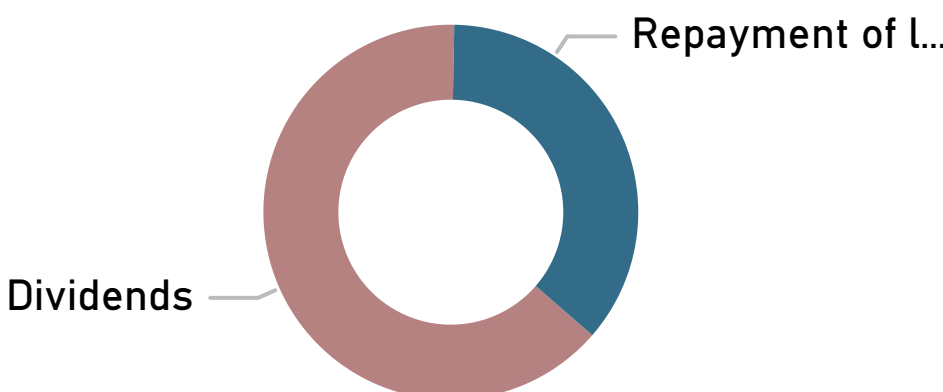
Borrowing



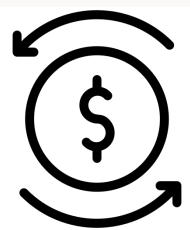
Issuance of stock

FINANCING ACTIVITIES \$500,725

CASH OUT



Dividends



Cashflow

Income Statement

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Turnover Summary

Cash Flow Type	Cash Flow Sub Category	AC	PY	ΔPY	ΔPY%
Financing Activities					
	Borrowing	49.92K	60.00K	-10.09K	-17%
	Dividends	-98.28K	-90.68K	-7.60K	8%
	Issuance of stock	32.38K	30.42K	1.96K	6%
	Repayment of loans	-56.67K	-40.00K	-16.67K	42%
	Repurchase of stock (treasury stock)	0.00K	0.00K	0.00K	
	Net Change	-72.65K	-40.26K	-32.39K	80%
Investing Activities					
	Collection of principal on loans	0.00K	0.00K	0.00K	
	Making loans to other entities	0.00K	0.00K	0.00K	
	Purchase of investment securities	0.00K	0.00K	0.00K	
	Purchase of property and equipment	-120.18K	75.76K	-195.94K	-259%
	Sale of investment securities	0.00K	0.00K	0.00K	
	Sale of property and equipment	62.77K	51.10K	11.67K	23%
	Net Change	-57.41K	126.86K	-184.27K	-145%
Operations					
	Cash receipts from customers	1212.41K	1069.27K	143.14K	13%
	General operating and administrative expenses	189.99K	170.34K	19.65K	12%
	Income taxes	50.01K	49.88K	0.12K	0%
	Interest	22.57K	17.50K	5.07K	29%
	Inventory purchases	423.44K	401.51K	21.93K	5%

Current base date selected for reconciliation - 7/29/2022

Customer Names

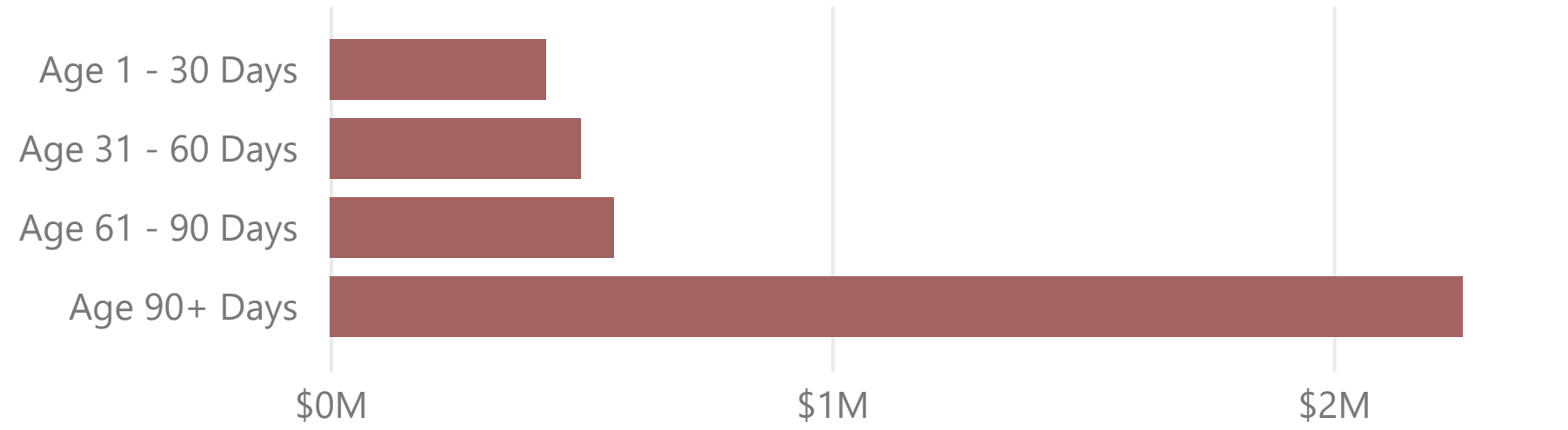
Multiple selections

7/29/202212/31/2022

Select a date to analyze

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
Actavis Company	Inv00353	12/4/2022				\$1,597
	Inv00559	8/9/2022	\$5,141			
	Inv01751	11/1/2022				\$3,698
	Inv02599	12/2/2022				\$7,408
	Inv02824	10/17/2022			\$6,809	
Aibox Company	Inv00472	3/23/2023				\$1,579
	Inv00608	11/14/2022				\$4,964
	Inv00801	4/24/2023				\$4,459
	Inv01302	10/28/2022				\$5,036
	Inv01511	5/8/2023				\$3,973
	Inv01931	11/27/2022				\$7,672
	Inv01943	3/6/2023				\$3,888
Aimbo Corp	Inv02162	12/2/2022				\$7,588
	Inv00494	9/12/2022		\$6,823		
	Inv01494	12/21/2022				\$9,577
	Inv02723	12/7/2022				\$3,488
	Inv02746	8/9/2022	\$2,442			
Aldi Ltd	Inv00241	11/23/2022				\$5,180
	Inv01389	12/11/2022				\$3,324
	Inv01639	2/3/2023				\$3,671
	Inv01672	11/18/2022				\$7,936
Alembic Ltd	Inv00572	9/26/2022		\$5,376		

Receivables Per Group by Groups



Customer Names	Invoice Number	Due Date	Days Left	Invoice Values	
Roomm Company	Inv00655	6/5/2023	311	<div></div>	\$3,494
EMD Group	Inv01367	5/30/2023	305	<div></div>	\$5,675
Z.H.T. Group	Inv00644	5/30/2023	305	<div></div>	\$6,095
Feednation Corp	Inv01790	5/28/2023	303	<div></div>	\$1,642
Buzzshare Company	Inv01890	5/26/2023	301	<div></div>	\$6,920
Kazu Corp	Inv01039	5/22/2023	297	<div></div>	\$4,083
Cogidoo Company	Inv00217	5/19/2023	294	<div></div>	\$6,982
Z.H.T. Group	Inv01138	5/19/2023	294	<div></div>	\$3,458
Quaxo Ltd	Inv00415	5/15/2023	290	<div></div>	\$6,751
GOOD Ltd	Inv01497	5/12/2023	287	<div></div>	\$3,789
Podcat Corp	Inv01426	5/11/2023	286	<div></div>	\$8,072
sanofi-ave Group	Inv00847	5/11/2023	286	<div></div>	\$4,304
Fivechat Company	Inv01065	5/10/2023	285	<div></div>	\$5,491
SEINDNI Corp	Inv00030	5/9/2023	284	<div></div>	\$10,484
Aibox Company	Inv01511	5/8/2023	283	<div></div>	\$3,973
Total					



Turnover Summary

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Turnover Summary

Territory

Multiple selections

Channel

Multiple selections

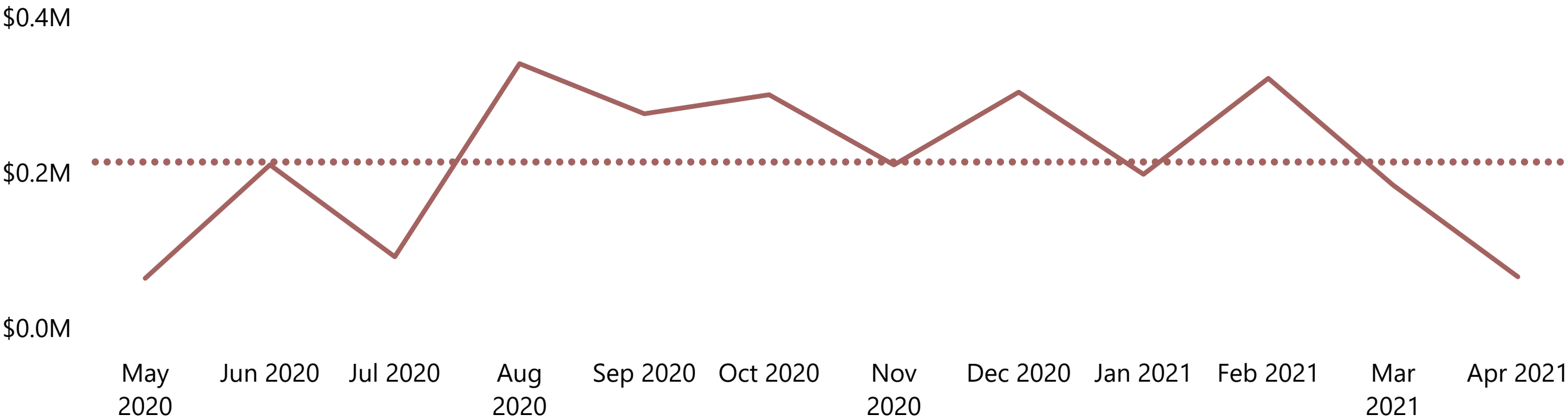
Product Groups

Top Products

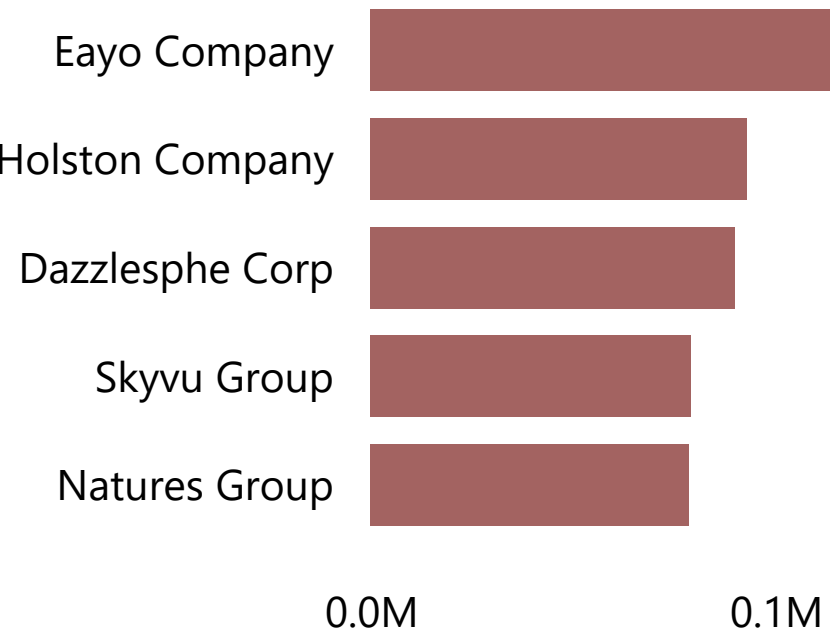
5/18/2020

4/10/2021

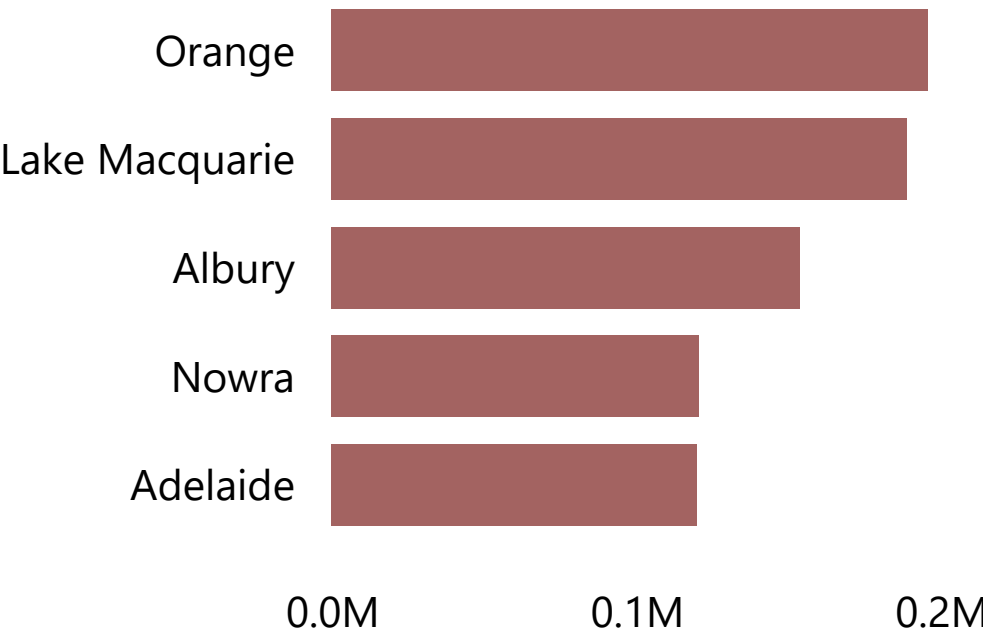
Total Sales by Month & Year



Top 5 Customers by Customer Names



Top 5 Cities by City



City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margin
Adelaide	South Australia	Product 13	SUPERVALU Ltd	\$11,055	\$6,522	59%
Adelaide	South Australia	Product 13	Unit Ltd	\$16,509	\$6,273	38%
Adelaide	South Australia	Product 25	Revitol Company	\$39,999	\$18,800	47%
Adelaide	South Australia	Product 26	Skippad Ltd	\$8,522	\$5,113	60%
Adelaide	South Australia	Product 26	Zava Group	\$43,979	\$22,429	51%
Albury	New South Wales	Product 13	Browsetype Corp	\$59,965	\$10,794	18%
Albury	New South Wales	Product 14	Eayo Company	\$34,934	\$9,432	27%
Albury	New South Wales	Product 25	Blogspan Ltd	\$22,994	\$6,208	27%
Albury	New South Wales	Product 25	H Ltd	\$23,758	\$4,514	19%
Albury	New South Wales	Product 26	Accord Group	\$11,980	\$6,349	53%
Armidale	New South Wales	Product 26	Podcat Corp	\$11,497	\$5,519	48%

Total Sales and Rolling Average Sale by Date

