

Sales Scorecard

1/1/2017

12/23/2017

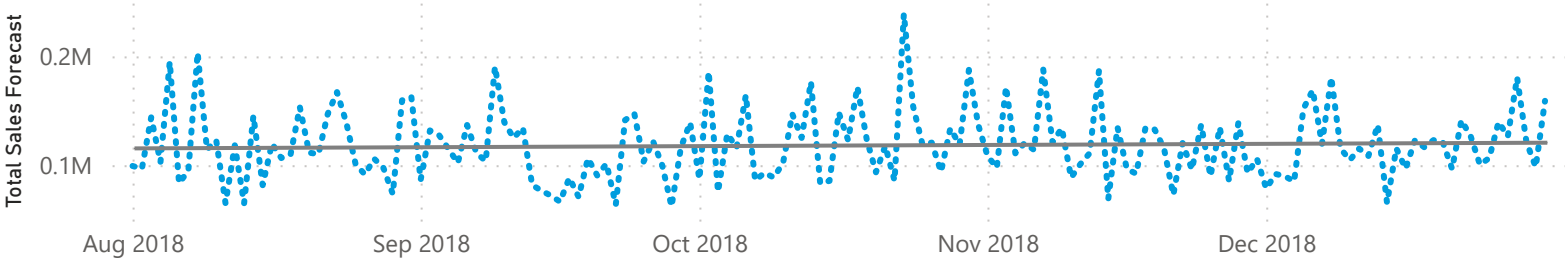
Territory

Channel

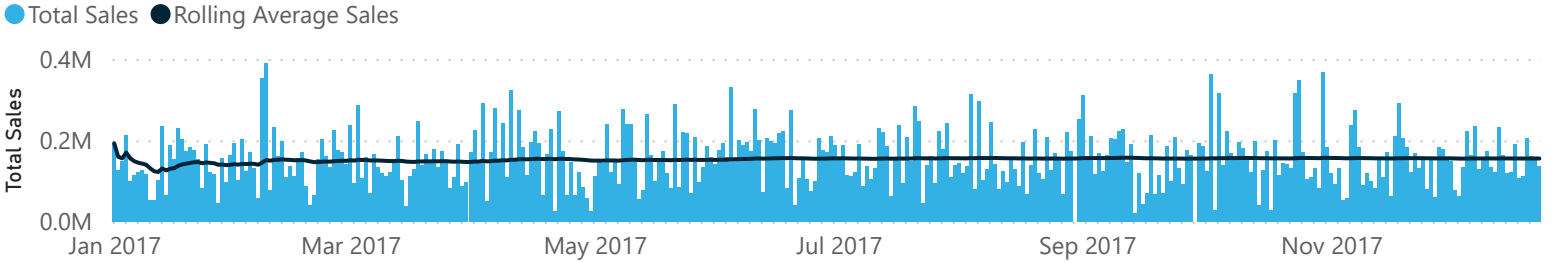
All

All

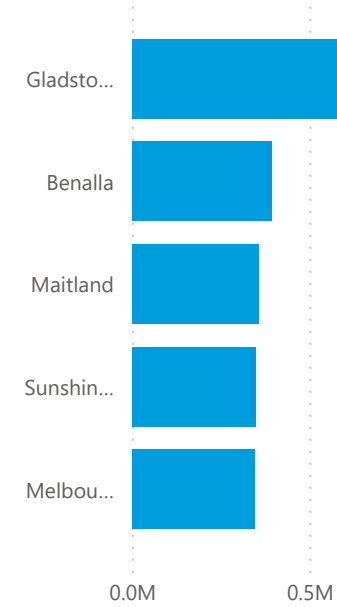
Total Sales Forecast by Date



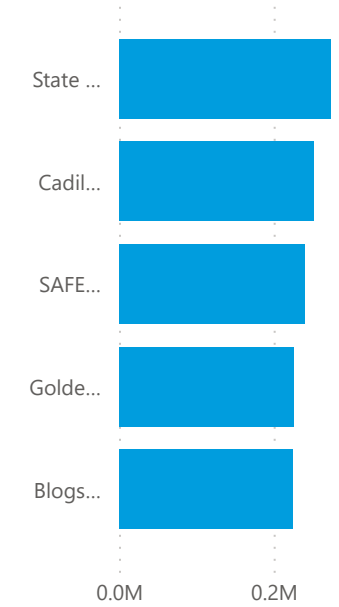
Sales Performance Analysis



Top 5 Cities GP



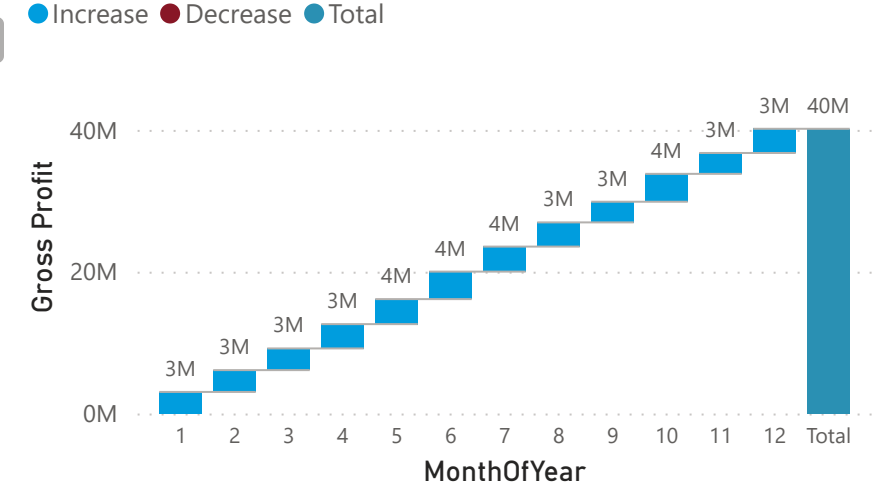
Top 5 Customers GP



Level of Details

Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margins
12/23/2017	Bunbury	Western Australia	Product 10	Twimbo Company	12,663.00	4,685.31	37.00%
12/23/2017	Burnie	Tasmania	Product 13	Epic Group	2,211.00	552.75	25.00%
12/23/2017	Gladstone	South Australia	Product 14	Aibox Company	25,500.20	12,495.10	49.00%
12/23/2017	Goulburn	New South Wales	Product 16	General Company	24,790.00	10,163.90	41.00%
12/23/2017	Redcliffe	Queensland	Product 26	Muxo Group	15,329.60	3,372.51	22.00%
12/23/2017	Shepparton	Victoria	Product 14	Eayo Company	47,060.80	13,647.63	29.00%
12/23/2017	Warrnambool	Victoria	Product 18	Cadila Ltd	8,978.00	4,309.44	48.00%
12/22/2017	Albany	Western Australia	Product 13	WOCKHARDT Group	11,718.30	6,210.70	53.00%
12/22/2017	Albany	Western Australia	Product 15	True Ltd	11,095.20	3,994.27	36.00%
Total					55,210,170.80	20,785,959.47	37.65%

Total Profits by Month



P&L Income Statement

56.57M

Revenues

40.16M

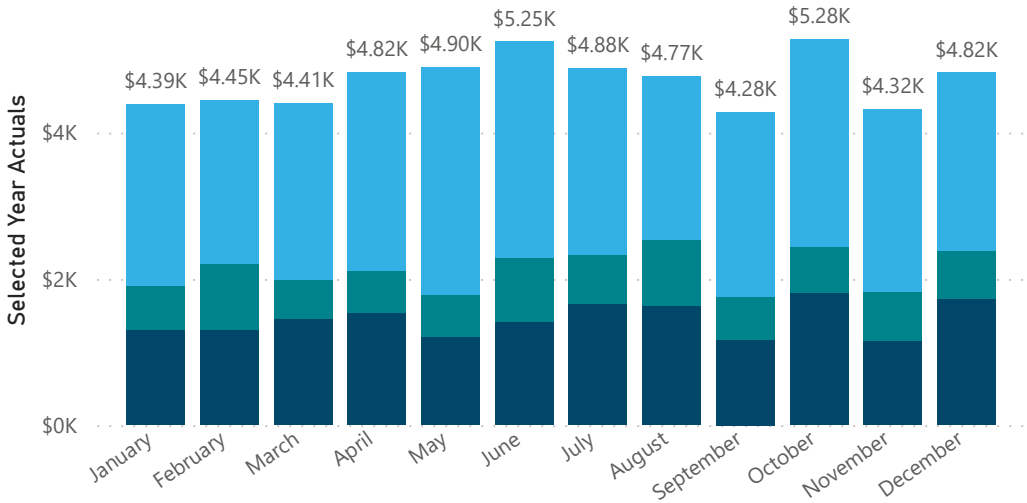
Gross Profit

70.99%

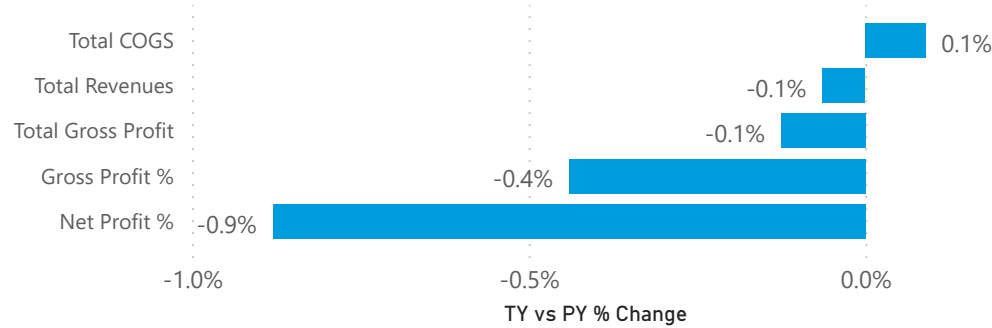
Gross Profit Margin

Selected Year Actuals by Month and Items

Channel ● Distributor ● Export ● Wholesale



TY vs PY % Change by Summary



Select Year:

2015

2016

2017

2018

2019

2020

Income Statement Items	Selected Year Act...	Previous Year Actuals	TY vs PY Actual...	TY vs PY % Change
Distributor	\$17,373.59	\$18,082.97	(\$709.38)	-3.9%
Export	\$8,190.97	\$7,799.51	\$391.46	5.0%
Wholesale	\$31,002.15	\$31,047.36	(\$45.21)	-0.1%
Total Revenues	\$56,566.71	\$56,929.84	(\$363.13)	-0.1%
COS - Commissions	(\$2,435.49)	(\$2,511.10)	\$75.61	3.0%
COS - Equipment	(\$148.82)	(\$156.53)	\$7.71	4.9%
COS - Labor Burden	(\$180.80)	(\$167.08)	(\$13.71)	-8.2%
COS - Materials	(\$4,262.11)	(\$4,464.24)	\$202.13	4.5%
COS - Other Costs	(\$961.19)	(\$984.56)	\$23.38	2.4%
COS - Prize Fund	(\$617.35)	(\$639.83)	\$22.48	3.5%
COS - Prize Fund Constr.	(\$496.02)	(\$423.35)	(\$72.67)	-17.2%
COS - Referral Fund	(\$113.69)	(\$123.61)	\$9.91	8.0%
COS - Repair Fund	(\$218.95)	(\$229.54)	\$10.59	4.6%
COS - Subcontractors	(\$6,975.03)	(\$6,564.50)	(\$410.53)	-6.3%
Total COGS	(\$16,409.46)	(\$16,264.35)	(\$145.11)	0.1%
Total Gross Profit	\$40,157.26	\$40,665.49	(\$508.24)	-0.1%
Gross Profit %	70.99%	71.43%		-0.4%
Depreciation Expense	(\$158.16)	(\$165.25)	\$7.09	4.3%
Sales - Fleet Depreciati...	(\$73.99)	(\$83.90)	\$9.91	11.8%
Education	(\$23.43)	(\$24.69)	\$1.26	5.1%
Sealer Material	(\$89.04)	(\$89.36)	\$0.32	0.4%
Fuel Expense - Const.A...	(\$117.99)	(\$120.63)	\$2.64	2.2%
Insurance - Auto/Prop...	(\$2.69)	(\$2.95)	\$0.26	8.8%
Insurance - Health	(\$224.20)	(\$208.31)	(\$15.89)	-7.6%
Insurance - Liability/U...	(\$20.48)	(\$20.94)	\$0.46	2.2%
Insurance - Life	(\$4.66)	(\$4.54)	(\$0.11)	-2.5%
Insurance-Workers Co...	(\$74.51)	(\$76.45)	\$1.94	2.5%
Liability Insurance	(\$70.26)	(\$91.16)	\$20.90	22.9%
Canvassing	(\$362.58)	(\$478.15)	\$115.58	24.2%
Co-op Advertising fee	(\$483.49)	(\$512.64)	\$29.16	5.7%
Direct Advertising Exp...	(\$1,599.45)	(\$1,427.35)	(\$172.10)	-12.1%
Home Show Branch Di...	(\$35.47)	(\$41.98)	\$6.51	15.5%
Sweepstakes Contribut...	(\$11.21)	(\$10.50)	(\$0.71)	-6.8%
Delivery / Postage	(\$6.77)	(\$7.34)	\$0.57	7.8%
Office Apparel	(\$16.13)	(\$17.22)	\$1.10	6.4%

P&L Balance Sheet

Select Year:

2014

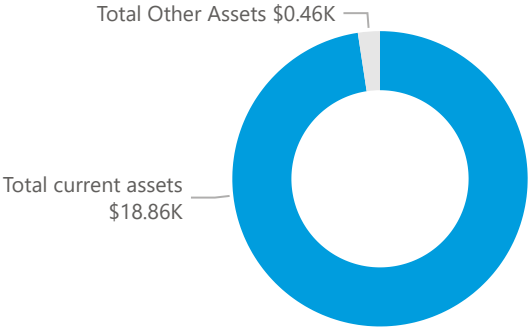
2015

2016

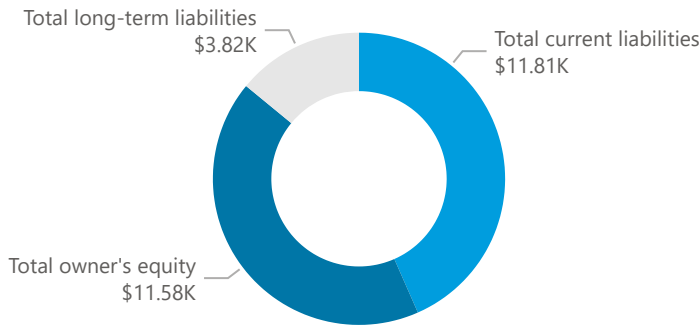
2017

2018

B/S Values by Summary Items



B/S Values by Summary Items



19.32K

Total Assets

11.58K

Owners Equity

15.63K

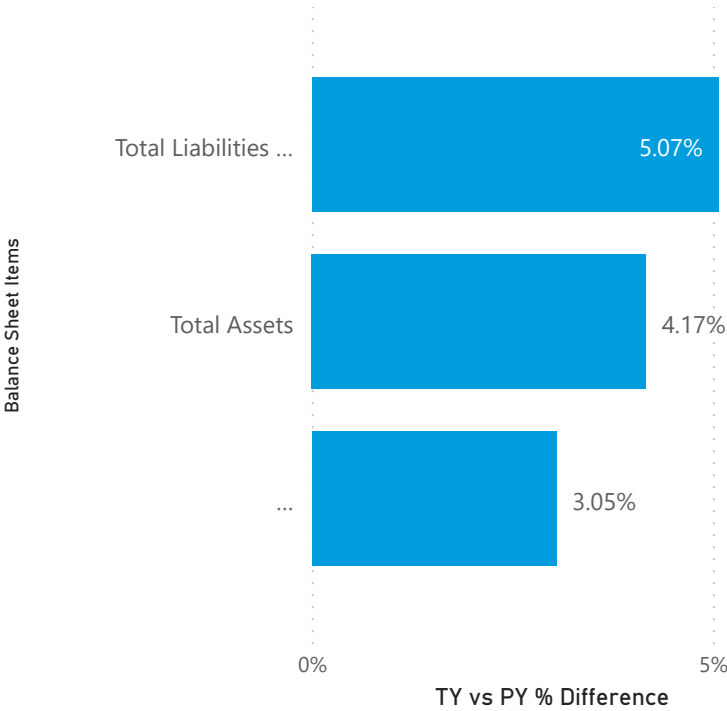
Total Liabilities

0.81

Debt Ratio

Balance Sheet Items	2014	2015	2016	2017	2018
Assets					
Current Assets					
Cash	\$11,874.00	\$11,875.15	\$11,876.30	\$11,877.45	\$11,878.60
Accounts receivable	\$4,215.00	\$4,216.15	\$4,217.30	\$4,218.45	\$4,219.60
Inventory	\$2,145.00	\$2,146.15	\$2,147.30	\$2,148.45	\$2,149.60
Prepaid expenses	\$354.00	\$355.15	\$356.30	\$357.45	\$358.60
Short-term investments	\$254.00	\$255.15	\$256.30	\$257.45	\$258.60
Total current assets	\$18,842.00	\$18,847.75	\$18,853.50	\$18,859.25	\$18,865.00
Fixed (Long-Term) Assets					
Long-term investments	\$1,208.00	\$1,209.15	\$1,210.30	\$1,211.45	\$1,212.60
Property, plant, and equipment	\$15,340.00	\$15,341.15	\$15,342.30	\$15,343.45	\$15,344.60
(Less accumulated depreciation)	(\$2,200.00)	(\$2,198.85)	(\$2,197.70)	(\$2,196.55)	(\$2,195.40)
Intangible assets	\$2,215.00	\$2,216.15	\$2,217.30	\$2,218.45	\$2,219.60
Total fixed assets					
Other Assets					
Deferred income tax	\$386.00	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$435.00	\$438.45	\$441.90	\$445.35	\$448.80
Total Other Assets	\$458.00	\$460.30	\$462.60	\$464.90	\$467.20
Total Assets	\$19,300.00	\$19,308.05	\$19,316.10	\$19,324.15	\$19,332.20

TY vs PY % Change

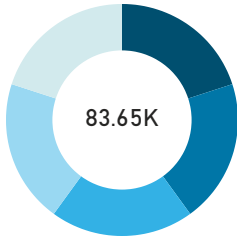


Cash Flow Statement

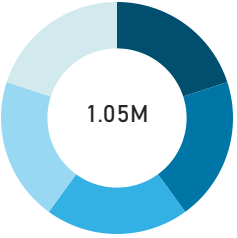
FISCAL YEAR 2017

\$215.96K
Financing Activities

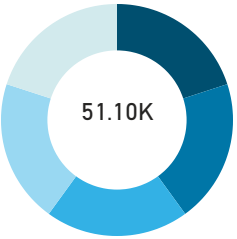
INFLOW



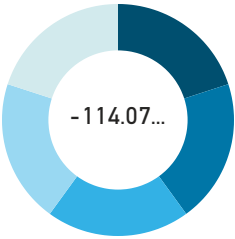
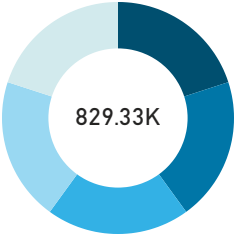
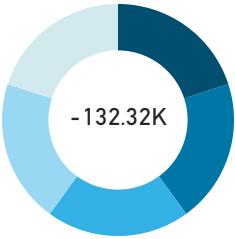
\$224.94K
Operations



\$165.17K
Investing Activities



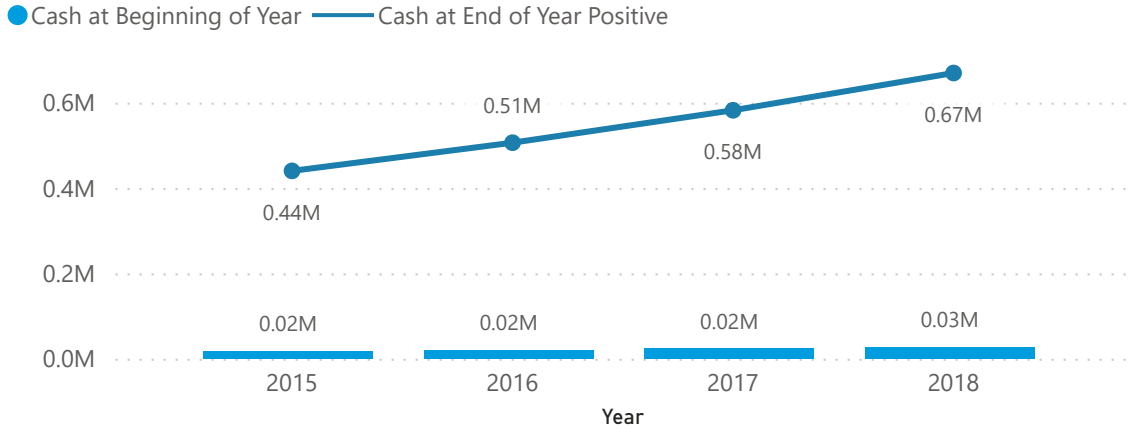
OUTFLOW



Select Year:

- 2015
- 2016
- 2017
- 2018

Cash at Beginning of Year and Cash at End of Year by Year



Cash Flow Items	2015	2016	2017	2018
Operations				
Cash receipts from customers	\$797,180.00	\$916,757.00	\$1,054,270...	\$1,212,411.13
Cash paid for				
Inventory purchases	\$303,600.00	\$349,140.00	\$401,511.00	\$461,737.65
General operating expenses	\$128,800.00	\$148,120.00	\$170,338.00	\$195,888.70
Wage expenses	\$141,450.00	\$162,667.50	\$187,067.63	\$215,127.77
Interest	\$15,525.00	\$17,853.75	\$20,531.81	\$23,611.58
Income taxes	\$37,720.00	\$43,378.00	\$49,884.70	\$57,367.41
Net Cash Flow from Operations	\$170,085.00	\$195,597.75	\$224,937.41	\$258,678.02
Investing Activities				
Cash receipts from				
Sale of property and equipment	\$38,640.00	\$44,436.00	\$51,101.40	\$58,766.61
Collection of principal on loans	\$0.00	\$0.00	\$0.00	\$0.00
Sale of investment securities	\$0.00	\$0.00	\$0.00	\$0.00
Cash paid for				
Purchase of property and equip...	(\$86,250.00)	(\$99,187.50)	(\$114,065.62)	(\$131,175.47)
Making loans to other entities	\$0.00	\$0.00	\$0.00	\$0.00
Purchase of investment securities	\$0.00	\$0.00	\$0.00	\$0.00
Net Cash Flow from Investing Activities	\$124,890.00	\$143,623.50	\$165,167.03	\$189,942.08
Financing Activities				

8/29/2018

9/2/2018

Aged Account Receivable

Customer Names

All

Invoice Number

All

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
Accord Group	Inv00607	03/14/2019				\$9,925.00
	Inv01486	11/04/2018			\$2,422.00	
	Inv01667	03/03/2019				\$7,239.00
	Inv02341	09/10/2018	\$1,738.00			
Accudial Company	Inv01837	04/24/2019				\$9,202.00
Actavis Company	Inv00353	12/04/2018				\$1,597.00
	Inv01751	11/01/2018			\$3,698.00	
	Inv02599	12/02/2018				\$7,408.00
Aibox Company	Inv02824	10/17/2018		\$6,809.00		
	Inv00472	03/23/2019				\$1,579.00
	Inv00608	11/14/2018			\$4,964.00	
	Inv00801	04/24/2019				\$4,459.00
	Inv01302	10/28/2018		\$5,036.00		
	Inv01511	05/08/2019				\$3,973.00
	Inv01931	11/27/2018			\$7,672.00	\$7,672.00
	Inv01943	03/06/2019				\$3,888.00
	Inv02162	12/02/2018				\$7,588.00
	Inv02805	01/10/2019				\$6,270.00
	Inv00494	09/12/2018	\$6,823.00			
	Inv01075	04/16/2019				\$4,433.00
Aldi Ltd	Inv01494	12/21/2018				\$9,577.00
	Inv02661	02/04/2019				\$10,390.00
	Inv02723	12/07/2018				\$3,488.00
	Inv00241	11/23/2018			\$5,180.00	
Alembic Ltd	Inv01389	12/11/2018				\$3,324.00
	Inv01639	02/03/2019				\$3,671.00
	Inv01672	11/18/2018			\$7,936.00	
	Inv00572	09/26/2018	\$5,376.00			
ALK Abell Ltd	Inv01527	09/21/2018	\$4,464.00			
	Inv01607	11/15/2018			\$9,539.00	
	Inv00628	11/11/2018			\$10,228.00	

Group	Receivables Per Group
Age 1 - 30 Days	\$605,636.00
Age 31 - 60 Days	\$712,538.00
Age 61 - 90 Days	\$709,361.00

706

Outstanding Invoices

Invoice Number	Due Date	Days Left	Group	Invoice Values
Inv02491	3/10/2019	193	Age 1 - 30 Days	\$10,642.00
Inv02491	3/10/2019	193	Age 31 - 60 Days	\$10,642.00
Inv02491	3/10/2019	193	Age 61 - 90 Days	\$10,642.00
Inv02491	3/10/2019	193	Age 90+ Days	\$10,642.00
Inv01911	10/10/2018	42	Age 1 - 30 Days	\$10,617.00
Inv01911	10/10/2018	42	Age 31 - 60 Days	\$10,617.00
Inv01911	10/10/2018	42	Age 61 - 90 Days	\$10,617.00
Inv01911	10/10/2018	42	Age 90+ Days	\$10,617.00
Total	8/30/2018	1		\$4,245,377.00

