

Financial Report Navigation



INCOME STATEMENT



FINANCIAL STATEMENT



BALANCE SHEET



REVENUE INSIGHTS



CASH FLOW STATEMENT

***Select this icon on each page
to return back to the navigation
page





INCOME STATEMENT

Year

2015

2016

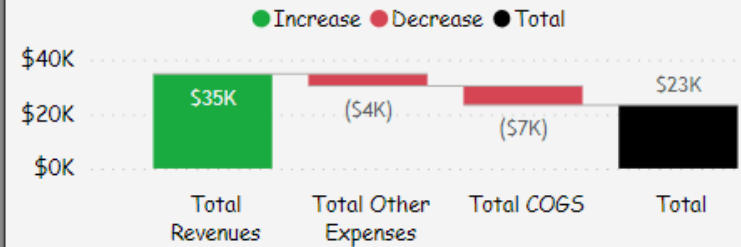
2017

2018

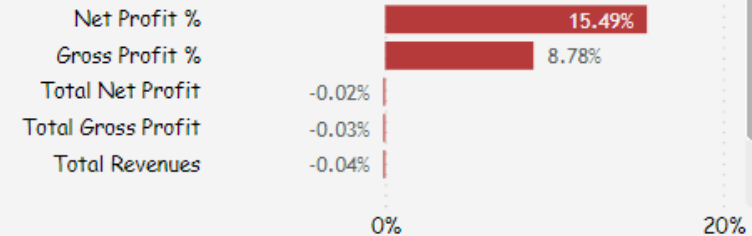


Income Statement Items	selected year total	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals %	
Distributor	\$11,318.09	\$17,373.59	(\$6,055.50)	-34.85%	
Export	\$4,828.27	\$8,190.97	(\$3,362.70)	-41.05%	
Wholesale	\$18,696.92	\$31,002.15	(\$12,305.23)	-39.69%	
Total Revenues	\$34,843.28	\$56,566.71	(\$21,723.43)	-0.04%	
COS - Commissions	(\$1,055.40)	(\$2,435.49)	\$1,380.09	56.67%	
COS - Equipment	(\$67.45)	(\$148.82)	\$81.38	54.68%	
COS - Labor Burden	(\$73.80)	(\$180.80)	\$107.00	59.18%	
COS - Materials	(\$1,743.96)	(\$4,262.11)	\$2,518.15	59.08%	
COS - Other Costs	(\$376.66)	(\$961.19)	\$584.53	60.81%	
COS - Prize Fund	(\$270.50)	(\$617.35)	\$346.84	56.18%	
COS - Prize Fund Constr.	(\$221.87)	(\$496.02)	\$274.16	55.27%	
COS - Referral Fund	(\$51.02)	(\$113.69)	\$62.67	55.13%	
COS - Repair Fund	(\$96.57)	(\$218.95)	\$122.38	55.89%	
COS - Subcontractors	(\$3,092.73)	(\$6,975.03)	\$3,882.31	55.66%	
Total COGS	(\$7,049.95)	(\$16,409.46)	\$9,359.51	-0.06%	
Total Gross Profit	\$27,793.33	\$40,157.26	(\$12,363.92)	-0.03%	
Gross Profit %	79.77%	70.99%		8.78%	
Depreciation Expense	(\$67.82)	(\$158.16)	\$90.35	57.12%	
Sales - Fleet Depreciation	(\$32.00)	(\$73.99)	\$41.99	56.75%	
Education	(\$9.10)	(\$23.43)	\$14.33	61.16%	
Sealer Material	(\$36.79)	(\$89.04)	\$52.25	58.69%	
Fuel Expense - Const.Ad...	(\$47.24)	(\$117.99)	\$70.75	59.96%	
Insurance - Auto/Property	(\$1.00)	(\$2.69)	\$1.68	62.66%	

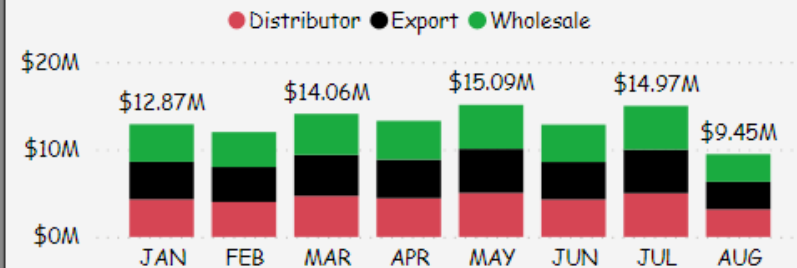
Selected year total by Items Normalised



Selected year total by Items Normalised



Selected year total by Items Normalised





FINANCIAL DETAILS

Select what details to analyze

% to revenue

Actuals

vs last year

Year

2015

2016

2017

2018



Income Statement Items

Q1 Q2 Q3 Q4 Annual Totals

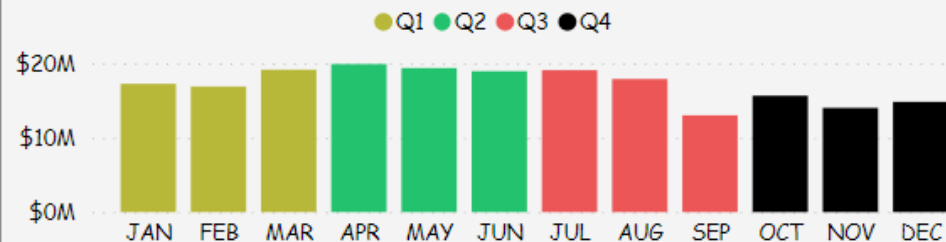
Distributor	17,316.70	17,320.97	15,607.25	14,278.37	64,523.30
Export	7,910.70	8,616.83	6,891.75	6,686.03	30,105.31
Wholesale	28,048.60	32,287.09	27,508.84	23,521.68	1,11,366.21
Total Revenues	53,276.00	58,224.89	50,007.84	44,486.08	2,05,994.82

COS - Commissions	-1,873.06	-2,002.65	-1,842.37	-1,891.43	-7,609.51
COS - Equipment	-119.35	-134.45	-116.68	-113.77	-484.24
COS - Labor Burden	-128.83	-145.56	-132.33	-131.87	-538.59
COS - Materials	-3,229.46	-3,732.60	-3,301.40	-3,256.61	-13,520.08
COS - Other Costs	-725.81	-824.34	-750.59	-743.06	-3,043.80
COS - Prize Fund	-470.45	-534.62	-460.50	-450.76	-1,916.32
COS - Prize Fund Constr.	-353.48	-387.20	-340.46	-343.76	-1,424.89
COS - Referral Fund	-90.29	-99.99	-89.76	-91.50	-371.55
COS - Repair Fund	-168.91	-191.44	-170.99	-170.11	-701.45
COS - Subcontractors	-5,144.52	-5,497.39	-4,829.41	-4,998.66	-20,469.97
Total COGS	-12,304.15	-13,550.24	-12,034.49	-12,191.54	-50,080.42

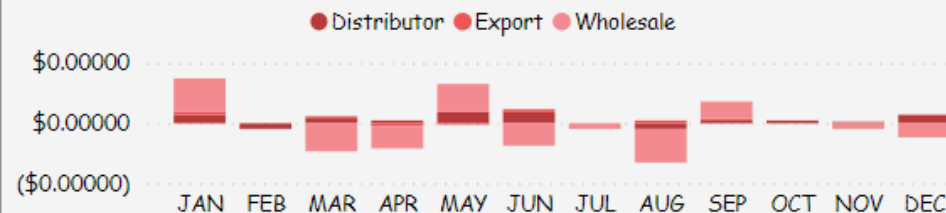
Total Gross Profit	40,971.85	44,674.65	37,973.36	32,294.55	1,55,914.40
Gross Profit %	76.90%	76.73%	75.93%	72.59%	75.69%

Depreciation Expense	-119.76	-137.36	-127.28	-125.46	-509.85
Sales - Fleet Depreciation	-58.75	-66.69	-59.45	-57.18	-242.07
Education	-17.89	-19.76	-17.93	-17.87	-73.44
Sealer Material	-66.11	-73.13	-66.61	-65.80	-271.64
Fuel Expense - Const.Ad...	-87.63	-102.05	-92.38	-91.67	-373.73

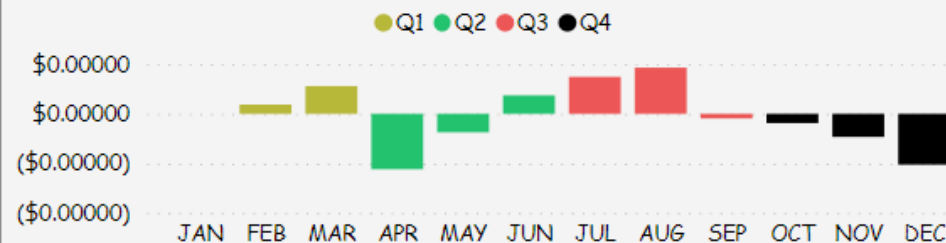
Total sales by Short month and QUARTER



Sales TY VS Sales LY by Short month and Channel



Sales TY VS Sales LY by Short month and QUARTER





BALANCE SHEET

Year

2015

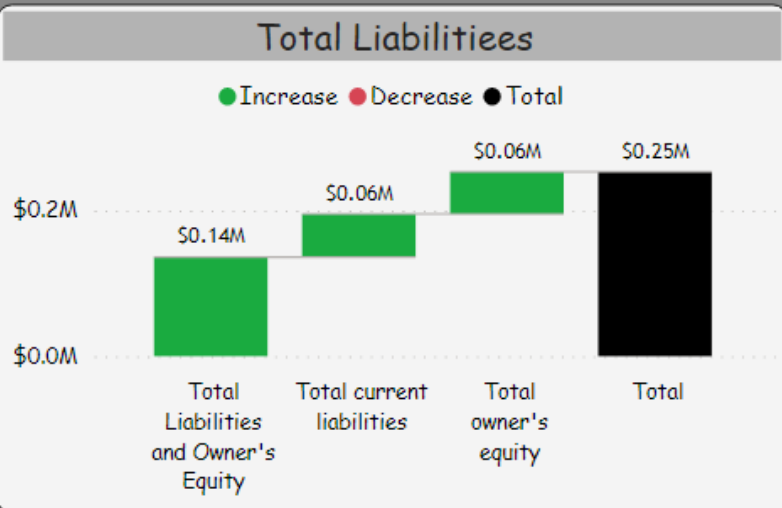
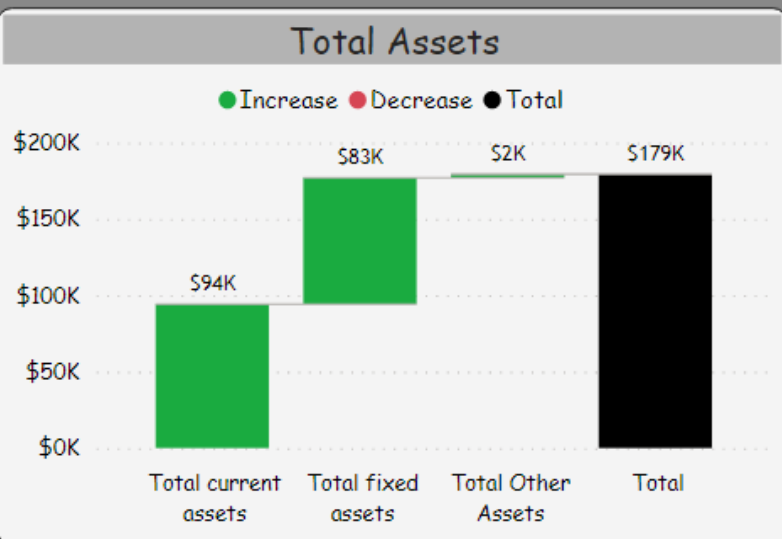
2016

2017

2018



Balance Sheet Items	2015	2016	2017	2018
Assets				
Current Assets				
Cash	\$11,875.15	\$11,876.30	\$11,877.45	\$11,878.60
Accounts receivable	\$4,216.15	\$4,217.30	\$4,218.45	\$4,219.60
Inventory	\$2,146.15	\$2,147.30	\$2,148.45	\$2,149.60
Prepaid expenses	\$355.15	\$356.30	\$357.45	\$358.60
Short-term investments	\$255.15	\$256.30	\$257.45	\$258.60
Total curre...	\$94,267.50	\$94,267.50	\$94,267.50	\$94,267.50
Fixed (Long-Term) Assets				
Long-term investments	\$1,209.15	\$1,210.30	\$1,211.45	\$1,212.60
Property, plant, and equipment	\$15,341.15	\$15,342.30	\$15,343.45	\$15,344.60
(Less accumulated depreciation)	(\$2,198.85)	(\$2,197.70)	(\$2,196.55)	(\$2,195.40)
Intangible assets	\$2,216.15	\$2,217.30	\$2,218.45	\$2,219.60
Total fixed ...	\$82,861.00	\$82,861.00	\$82,861.00	\$82,861.00
Other Assets				
Deferred income tax	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$438.45	\$441.90	\$445.35	\$448.80
Total Other	\$827.75	\$833.50	\$836.25	\$844.00



Balance Sheet Items	2015	2016	2017	2018
Common Financial Ratios				
Debt Ratio (Total Liabilities / Total Assets)	0.54	0.54	0.54	0.54
Current Ratio (Current Assets / Current Liabil...)	0.33	0.33	0.33	0.33
Working Capital (Current Assets - Current Lia...)	35259	35259	35259	35259
Assets-to-Equity Ratio (Total Assets / Owner's ...)	3.10	3.10	3.10	3.10
Debt-to-Equity Ratio (Total Liabilities / Owne...)	1.35	1.35	1.35	1.35



REVENUE INSIGHTS

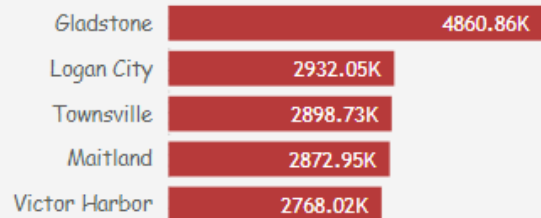
DATE

22-07-2014 08-06-2018



Top 5 Cities

City



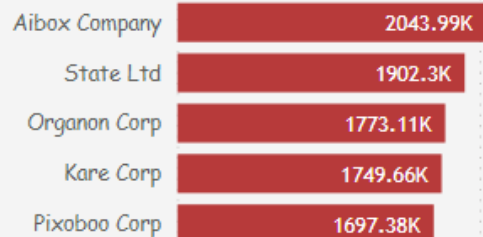
0M

Top 5 Cities

5M

Top 5 Customers

Customer Names



0M

Top 5 Customers

2M

Territory

All



Channel

All



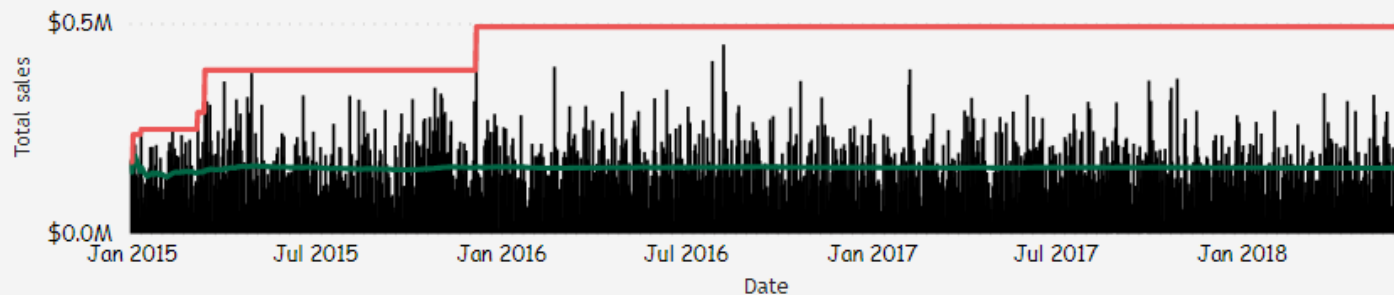
Product groups

All

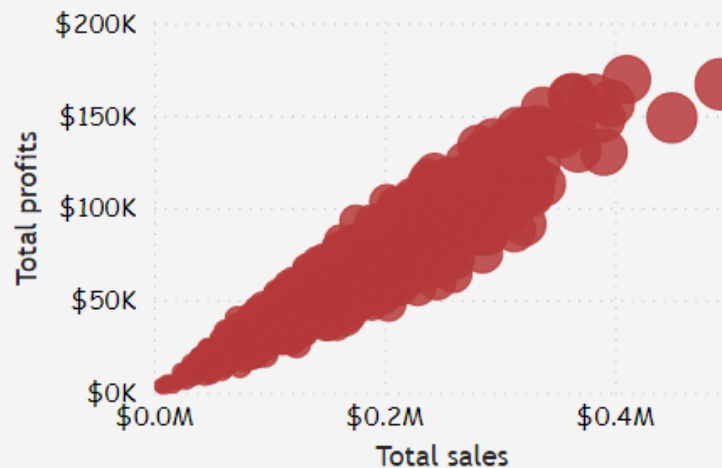


Total sales, Rolling Average Sale and Previous Highest Sale by Date

● Total sales ● Rolling Average Sale ● Previous Highest Sale



Total sales and Profits datewise



Total sales

\$194.57M

Total profits

\$72.71M

Profit Margin

37.37%



CASH FLOW STATEMENT

Year

2015

2016

2017

2018



Cash Flow Items	2014	2015	2016	2017	2018
Operations					
Cash receipts from customers	\$693.20K	\$797.18K	\$916.76K	\$1,054.27K	\$1,212.41K
Cash paid for					
Inventory purchases	\$264.00K	\$303.60K	\$349.14K	\$401.51K	\$461.74K
General operating expenses	\$112.00K	\$128.80K	\$148.12K	\$170.34K	\$195.09K
Wage expenses	\$123.00K	\$141.45K	\$162.67K	\$187.07K	\$215.13K
Interest	\$13.50K	\$15.53K	\$17.85K	\$20.53K	\$23.61K
Income taxes	\$32.80K	\$37.72K	\$43.38K	\$49.88K	\$57.37K
Net Cash Flow from Operations	\$147.90K	\$170.09K	\$195.60K	\$224.94K	\$258.68K
Investing Activities					
Cash receipts from					
Sale of property and equipment	\$33.60K	\$38.64K	\$44.44K	\$51.10K	\$58.77K
Collection of principal on loans	\$0.00K	\$0.00K	\$0.00K	\$0.00K	\$0.00K
Sale of investment securities	\$0.00K	\$0.00K	\$0.00K	\$0.00K	\$0.00K
Cash paid for					
Purchase of property and equipment	(\$75.00K)	(\$86.25K)	(\$99.19K)	(\$114.07K)	(\$131.18K)
Making loans to other entities	\$0.00K	\$0.00K	\$0.00K	\$0.00K	\$0.00K
Purchase of investment securities	\$0.00K	\$0.00K	\$0.00K	\$0.00K	\$0.00K
Net Cash Flow from Investing Activities	\$108.60K	\$124.39K	\$143.62K	\$165.17K	\$189.44K
Financing Activities					
Cash receipts from					
Issuance of stock	\$20.00K	\$23.00K	\$26.45K	\$30.42K	\$34.98K
Borrowing	\$35.00K	\$40.25K	\$46.29K	\$53.23K	\$61.22K
Cash paid for					
Repurchase of stock (treasury stock)	\$0.00K	\$0.00K	\$0.00K	\$0.00K	\$0.00K
Repayment of loans	(\$34.00K)	(\$39.10K)	(\$44.97K)	(\$51.71K)	(\$59.47K)
Dividends	(\$53.00K)	(\$60.95K)	(\$70.09K)	(\$80.61K)	(\$92.70K)
Net Cash Flow from Financing Activities	\$142.00K	\$163.80K	\$187.80K	\$215.96K	\$248.86K
Net Increase in Cash	\$398.50K	\$458.28K	\$527.02K	\$606.07K	\$696.98K

Operations Activities

Cash flow statements for operations

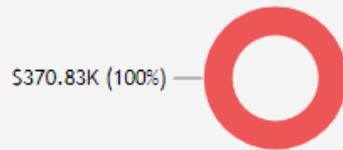
● Cash receipts from ● Cash paid for



Investing activities

Cash flow statements for Investing

● Cash receipts from ● Cash paid for



Financing Activities

Cash flow statements for finance

● Cash receipts from ● Cash paid for

