

Data Modelling and Financial Analysis

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Westmoreland Pvt Ltd Income Statement For the year ended 31 December 2020

Gross Profit

2018	2019	2020
2,383,246	3,968,546	5,341,360

EBITDA

2018	2019	2020
777,278	1,522,850	1,594,431

Operating Profit

2018	2019	2020
740,801	1,475,688	1,522,166

Net Profit

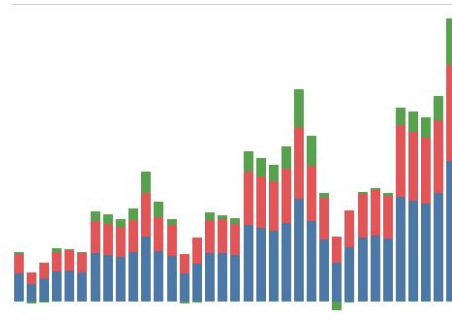
2018	2019	2020
623,856	1,303,147	1,289,945

Region: (All) Country: (All) Month: (All) Quarter: (All)

Profitability Summary

	2018	2019	2020
Sales	3,575,428	5,697,845	7,835,369
Gross Profit	2,383,246	3,968,546	5,341,360
EBTDA	1,147,805	2,007,744	2,237,006
Operating Profit	740,801	1,475,688	1,522,166
PBIT	777,278	1,522,850	1,594,431
Net Profit	623,856	1,303,147	1,289,945
Gross Profit Margin	66.66%	69.65%	68.17%
Net Profit Margin	17.45%	22.87%	16.46%
Marketing Expense	-343,088	-580,923	-959,128

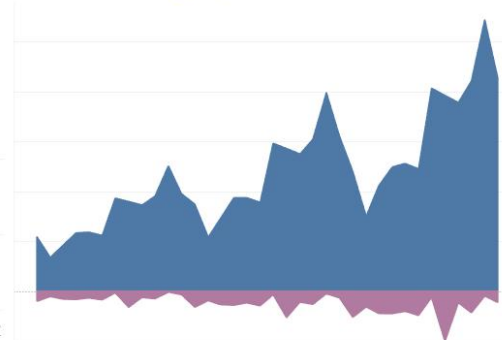
Sales| Gross Profit| Net Profit



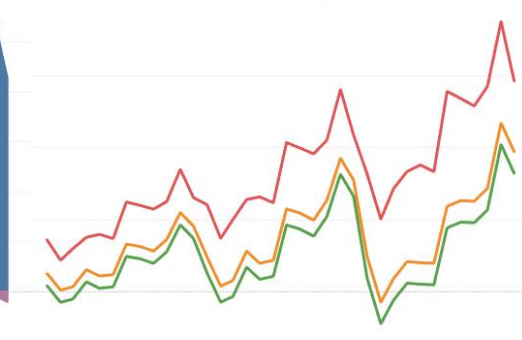
Gross Profit and Gross Profit Margin



Sales vs Marketing Exp



Gross Profit| EBTDA | Operating Profit



Sales and 2 year forecast



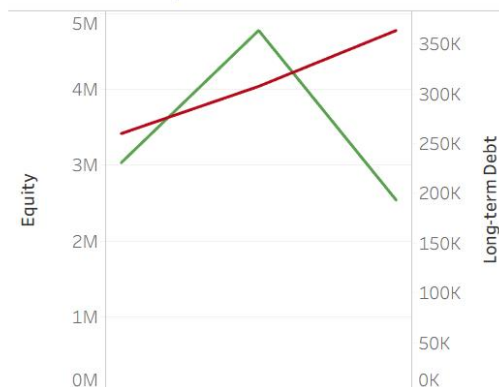
Statement of Financial Position

			2018	2019	2020
Assets	Assets	Non-Current A..	851,996	1,329,594	1,732,776
		Current Assets	3,023,806	4,032,700	1,349,129
		Total	3,875,802	5,362,294	3,081,905
Liabilities and Owners Equity	Total		3,875,802	5,362,294	3,081,905
	Owners	Share Capital	2,666,667	3,796,000	1,643,200
	Equity	Retained Earn..	364,189	983,347	894,953
		Total	3,030,856	4,779,347	2,538,153
	Liabilit..	Long Term Lia..	260,000	307,500	363,697
		Current Liabili..	584,946	275,447	180,055
		Total	844,946	582,947	543,752
Total			3,875,802	5,362,294	3,081,905

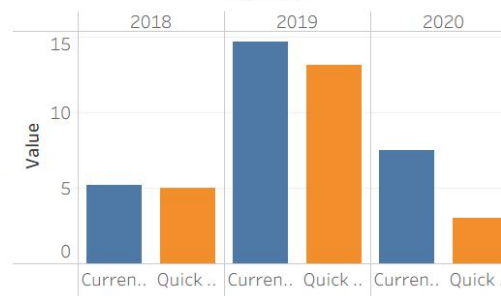
Equity by Region



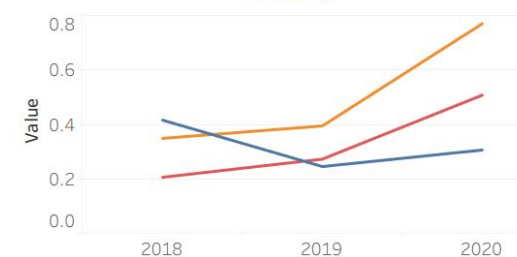
Capital Structure trend



Liquidity



Efficiency



Income Statement

				2018	2019	2020
Trading account	Sales	Sales	Sales	3,694,374	5,856,210	8,005,347
			Sales Return	-118,946	-158,365	-169,978
	Cost of Sales	Cost of Sales	Cost of Sales	-1,192,182	-1,729,299	-2,494,009
	Total			2,383,246	3,968,546	5,341,360
Operating account	Operating Expenses	Administrative	Entertainment	-135,167	-214,247	-345,168
			Office Supplies	-63,921	-101,655	-163,552
			Other Expenses	-123,158	-195,259	-314,548
			Professional Services	-88,439	-141,053	-226,663
			Telephone	-76,018	-120,765	-194,380
			Travel	-94,728	-151,157	-242,865
			Utilities	-50,918	-81,331	-130,614
		Marketing	Advertisements	-52,539	-83,555	-134,431
			Commissions	-290,549	-497,368	-824,697
		Sales & Dist.	Staff Costs	-260,004	-374,412	-527,436
	Depreciation & Amortization	Amortization	Amortization of Intangible Assets	-19,008	-15,456	-15,960
		Depreciation	Equipment	-387,996	-516,600	-698,880
	Total			-1,642,445	-2,492,858	-3,819,194
Non-operating	Dividend Income	Dividend Income	Dividend Income	15,917	21,751	30,030
	Exchange Loss/Gain	Exchange Loss/Gain	Exchange Loss/Gain	2,214	3,705	5,016
	Gain/Loss on Sales of Assets	Gain/Loss on Sales of Assets	Gain/Loss on Sales of Assets	4,850	5,085	6,351
	Interest Income	Interest Income	Interest Income	13,496	16,621	30,868
	Total			36,477	47,162	72,265
Interest & Tax	Interest Expense	Interest Expense	Interest Expense	-15,840	-21,600	-25,404
	Taxation	Taxation	Taxation	-137,582	-198,103	-279,082
	Total			-153,422	-219,703	-304,486
Net Profit				623,856	1,303,147	1,289,945

Month

(All)

Quarter

(All)

Region

☒ (All)☐ Europe☐ North America☐ Oceania

Country

☒ (All)☒ Australia☒ Canada☒ France☒ Germany☒ New Zealand☒ UK☒ USA

Statement of Financial Position

				2018	2019	2020
Assets	Assets	Non-Current Assets	Intangible Assets	75,992	76,794	84,360
			Property, Plant, & Equipm..	776,004	1,252,800	1,648,416
	Current Assets	Inventory	105,834	416,529	803,879	
		Receivables	551,614	228,848	473,532	
		Investments	258,667	384,000	672,000	
		Cash & Cash Equivalents	2,107,691	3,003,323	-600,282	
	Total			3,875,802	5,362,294	3,081,905
	Total			3,875,802	5,362,294	3,081,905
	Liabilities and Owners Equity	Owners Equity	Share Capital	Share Capital	2,666,667	3,796,000
Retained Earnings			Retained Earnings	623,856	1,303,147	1,289,945
			Dividends paid	-259,667	-319,800	-394,992
Total			3,030,856	4,779,347	2,538,153	
Liabilities		Long Term Liabili..	Long Term Obligations	260,000	307,500	363,697
		Current Liabilities	Trade Payables	137,668	101,150	131,166
			Other Payables	447,278	174,297	48,889
		Total			844,946	582,947
Total			3,875,802	5,362,294	3,081,905	