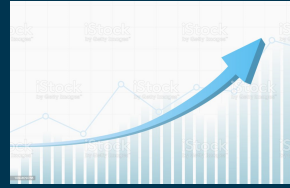


Financial Report

2014 - 2020



Total Transactions

11K

Total Profit

\$77M

Total Sales

\$205.99M

Select the below icons to navigate to specific report pages

REVENUE
INSIGHTS



INCOME
STATEMENT



Review the financial insights of your business

Income Statement

Select a year to analyze

2015

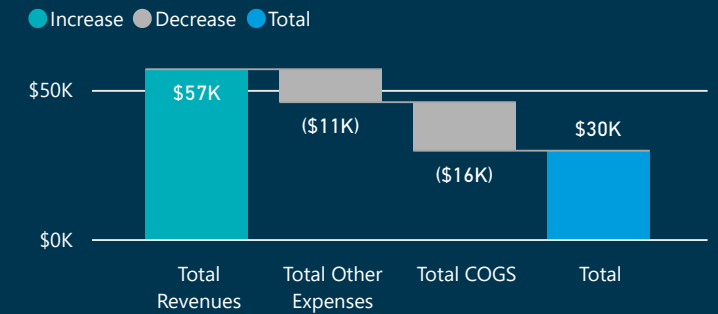
2016

2017

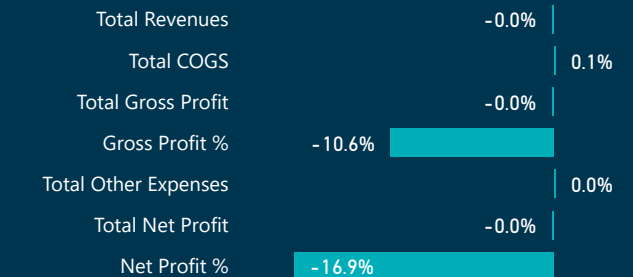
2018

Summary	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals %
Net Profit %	52.04%	68.90%		-16.9%
Total Net Profit	\$29,628.37	\$39,723.66	(\$10,095.29)	-0.0%
Total Other Expenses	(\$11,037.13)	(\$7,574.65)	(\$3,462.48)	0.0%
Gross Profit %	71.43%	82.04%		-10.6%
Total Gross Profit	\$40,665.50	\$47,298.31	(\$6,632.82)	-0.0%
Total COGS	(\$16,264.34)	(\$10,356.67)	(\$5,907.67)	0.1%
Total Revenues	\$56,929.84	\$57,654.98	(\$725.14)	-0.0%
Workers Comp - Const.Admin	(\$31.23)	(\$24.19)	(\$7.04)	-29.1%
Wholesale	\$31,047.37	\$30,619.77	\$427.60	1.4%
Utilities - Office	(\$44.08)	(\$29.96)	(\$14.12)	-47.1%
Truck Lease Maintenance	(\$52.12)	(\$33.26)	(\$18.86)	-56.7%
Truck Lease Interest (ENT)	(\$30.62)	(\$21.23)	(\$9.39)	-44.3%
Truck Lease Insurance	(\$59.92)	(\$47.32)	(\$12.60)	-26.6%
Training Travel Expenses	(\$113.94)	(\$72.96)	(\$40.98)	-56.2%
Telecommunications	(\$79.00)	(\$54.90)	(\$24.09)	-43.9%
Telecomm - Broadband	(\$25.13)	(\$15.42)	(\$9.71)	-62.9%
T&E - Meals & Entertainment	(\$65.83)	(\$49.61)	(\$16.22)	-32.7%
T&E - Lodging	(\$16.86)	(\$11.61)	(\$5.25)	-45.2%
T&E - Airfare	(\$0.61)	(\$0.46)	(\$0.15)	-33.3%
Sweepstakes Contributions	(\$10.50)	(\$6.77)	(\$3.73)	-55.0%
SPU Training	(\$121.53)	(\$98.83)	(\$22.69)	-23.0%
Software Expense	(\$18.37)	(\$12.19)	(\$6.18)	-50.7%
Showroom Amortization	(\$88.89)	(\$56.17)	(\$32.72)	-58.3%
Share Of Corporate Overhead	(\$2,002.76)	(\$1,376.83)	(\$625.93)	-45.5%
Sealer Material	(\$89.36)	(\$56.46)	(\$32.90)	-58.3%
Sales - Fleet Depreciation	(\$83.90)	(\$52.19)	(\$31.71)	-60.8%
Rental Yard/Storage	(\$6.72)	(\$4.63)	(\$2.09)	-45.3%
Rent/Lease Office Equipment	(\$36.67)	(\$22.63)	(\$14.04)	-62.1%
Rent - Office	(\$448.75)	(\$312.04)	(\$136.72)	-43.8%
Recruiting	(\$191.33)	(\$134.02)	(\$57.31)	-42.8%
Quality Assurance	(\$9.13)	(\$7.06)	(\$2.07)	-29.4%
Professional Fees - Legal	(\$1.51)	(\$1.08)	(\$0.44)	-40.8%
Printing	(\$42.17)	(\$26.50)	(\$15.67)	-59.1%
Payroll-Admin/Accounting	(\$52.60)	(\$37.29)	(\$15.31)	-41.1%
Payroll Sales	(\$374.76)	(\$250.65)	(\$124.11)	-49.5%
Payroll - Construction Admin	(\$1,639.02)	(\$1,070.02)	(\$569.00)	-51.9%

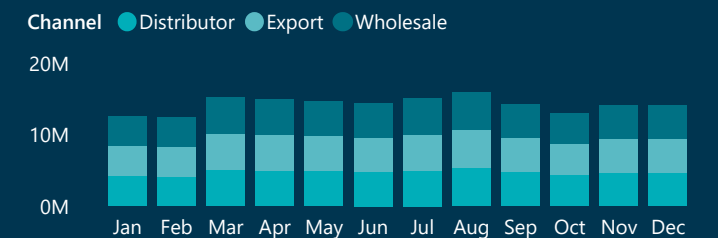
Selected Year Actuals by Items - Normalized



TY vs PY Actuals % by Summary



Revenues by Short Month and Channel



Review the financial insights of your business

Revenue Insights

23/12/2016 17/02/2018

Territory

Multiple selections

Channel

Multiple selections

Product Groups

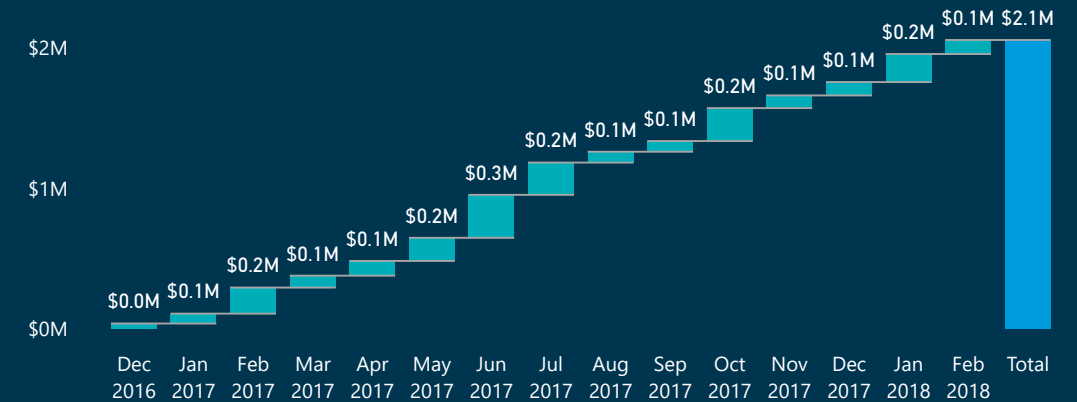
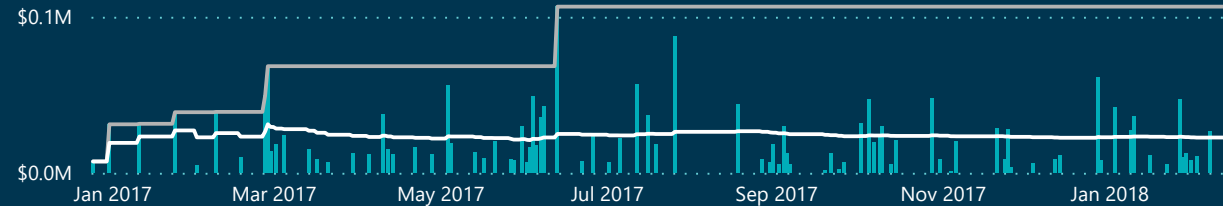
Poor Products

Total Sales by Month & Year

● Increase ● Decrease ● Total

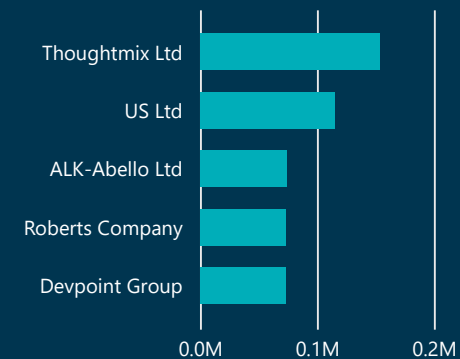
Total Sales, Previous Highest Sale and Rolling Average Sale by Date

● Total Sales ● Previous Highest Sale ● Rolling Average Sale

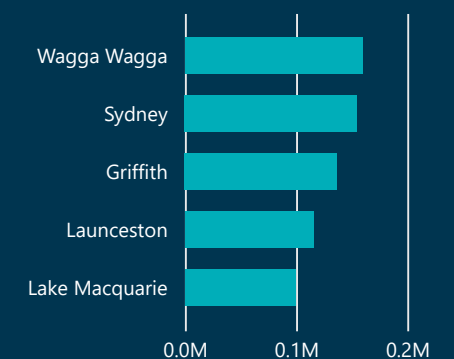


Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margin
27/02/2017	Clarence	Tasmania	Product 11	Browsebug Company	\$68,340.00	\$34,170	50%
13/06/2017	Sydney	New South Wales	Product 21	ALK-Abello Ltd	\$62,109.00	\$33,539	54%
26/07/2017	Griffith	New South Wales	Product 23	Thoughtmix Ltd	\$56,749.00	\$31,212	55%
12/07/2017	Lismore	New South Wales	Product 23	Thoughtmix Ltd	\$56,749.00	\$31,212	55%
04/05/2017	Albury	New South Wales	Product 11	Bluezoom Group	\$56,320.20	\$28,723	51%
04/06/2017	Launceston	Tasmania	Product 29	Devpoint Group	\$49,023.90	\$12,746	26%
28/12/2017	Orange	New South Wales	Product 24	US Ltd	\$48,936.80	\$22,022	45%
26/02/2017	Sydney	New South Wales	Product 10	Family Corp	\$47,918.40	\$15,813	33%
28/10/2017	Wagga Wagga	New South Wales	Product 23	Shuffledri Group	\$47,838.00	\$15,787	33%
05/10/2017	Mount Gambier	South Australia	Product 28	Revitol Company	\$47,194.80	\$24,541	52%
15/02/2018	Launceston	Tasmania	Product 28	Aimbo Corp	\$44,809.60	\$21,509	48%
18/08/2017	Coffs Harbour	New South Wales	Product 29	Valeant Corp	\$44,072.60	\$12,781	29%
08/06/2017	Adelaide	South Australia	Product 22	Jayo Company	\$42,377.50	\$11,442	27%
03/01/2018	Griffith	New South Wales	Product 21	Mycone Ltd	\$42,049.20	\$25,230	60%
08/02/2017	Broken Hill	New South Wales	Product 11	US Ltd	\$39,034.20	\$6,636	17%
24/01/2017	Port Lincoln	South Australia	Product 7	Roberts Company	\$38,833.20	\$19,417	50%

Top 5 Customers by Customer Names



Top 5 Cities by City



TOTAL SALES \$2.1M TOTAL PROFITS \$815... PROFIT MARGINS 40%