

****Select the below icons to navigate to specific report pages****

Produced By
Sushanta Dhar

Financial Report Navigation

INCOME
STATEMENT



BALANCE
SHEET



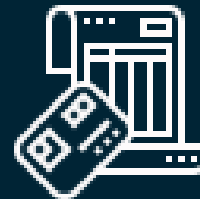
CASH FLOW
STATEMENT



FINANCIAL
DETAILS



AGED TRIAL
BALANCE



REVENUE
INSIGHTS



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





Review the financial insights of your business

Income Statement

Select a year to analyze

2015

2016

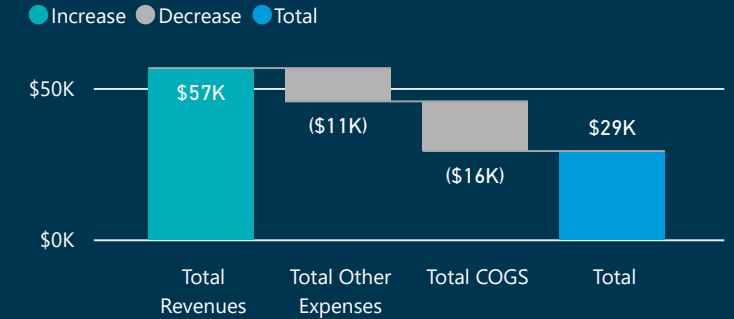
2017

2018

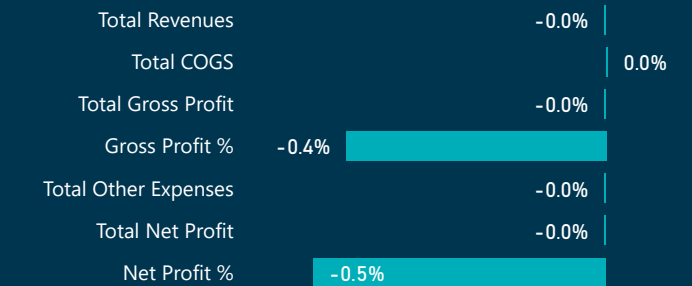
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Summary	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals %
Distributor	\$17,373.59	\$18,082.97	(\$709.38)	-3.9%
Export	\$8,190.97	\$7,799.51	\$391.46	5.0%
Wholesale	\$31,002.15	\$31,047.37	(\$45.21)	-0.1%
Total Revenues	\$56,566.71	\$56,929.84	(\$363.13)	-0.0%
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)	(\$984.57)	\$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)	(\$123.60)	\$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	(\$16,409.45)	(\$16,264.34)	(\$145.11)	0.0%
Total Gross Profit	\$40,157.26	\$40,665.50	(\$508.24)	-0.0%
Gross Profit %	70.99%	71.43%		-0.4%
Depreciation Expense	(\$158.16)	(\$165.25)	\$7.09	4.3%
Sales - Fleet Depreciation	(\$73.99)	(\$83.90)	\$9.90	11.8%
Education	(\$23.43)	(\$24.69)	\$1.26	5.1%
Sealer Material	(\$89.04)	(\$89.36)	\$0.32	0.4%
Fuel Expense - Const.Admin	(\$117.99)	(\$120.63)	\$2.64	2.2%
Insurance - Auto/Property	(\$2.69)	(\$2.95)	\$0.26	8.9%
Insurance - Health	(\$224.20)	(\$208.31)	(\$15.89)	-7.6%
Insurance - Liability/Umbrella	(\$20.48)	(\$20.94)	\$0.46	2.2%
Insurance - Life	(\$4.65)	(\$4.54)	(\$0.11)	-2.5%
Insurance-Workers Comp	(\$74.51)	(\$76.45)	\$1.94	2.5%
Liability Insurance	(\$70.26)	(\$91.17)	\$20.91	22.9%
Canvassing	(\$362.58)	(\$478.15)	\$115.57	24.2%
Co-op Advertising fee	(\$483.49)	(\$512.64)	\$29.16	5.7%
Direct Advertising Expense	(\$1,599.45)	(\$1,427.36)	(\$172.10)	-12.1%
Home Show Branch Directed	(\$35.48)	(\$41.98)	\$6.50	15.5%
Sweepstakes Contributions	(\$11.21)	(\$10.50)	(\$0.71)	-6.8%

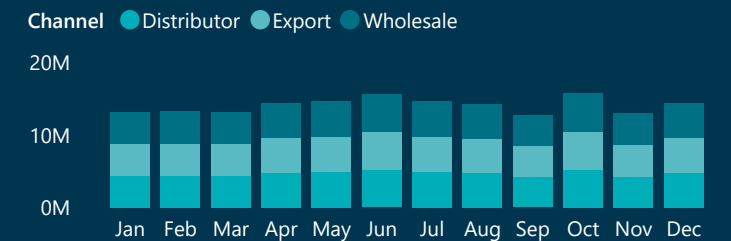
Selected Year Actuals by Items - Normalized



TY vs PY Actuals % by Summary



Revenues by Short Month and Channel





Review the financial insights of your business

Financial Details

Select what details to analyze

Actuals

vs Last Year

% to Revenue

Select a year to analyze

2015

2016

2017

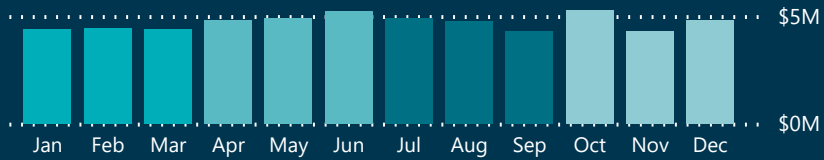
2018

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YEARLY REVENUE INSIGHTS

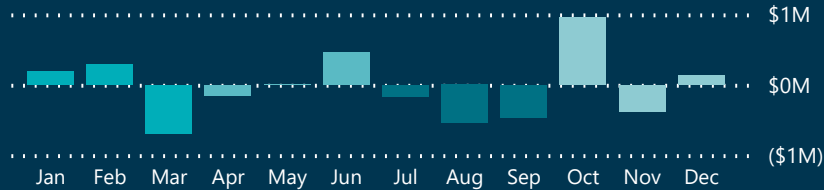
Total Sales by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



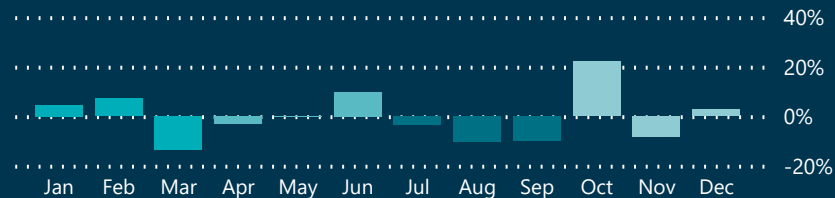
Sales TY vs LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



% Change to LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



Summary	Q1	Q2	Q3	Q4	Annual Totals
Distributor	(\$76.95)	(\$253.00)	(\$347.77)	(\$31.66)	(\$709.38)
Export	\$69.45	\$268.25	\$221.39	(\$28.73)	\$391.46
Wholesale	\$52.17	\$300.28	(\$1,050.87)	\$757.55	\$45.21
Total Revenues	(\$198.57)	\$315.53	(\$1,177.25)	\$697.16	(\$363.13)
COS - Commissions	\$20.16	\$41.01	\$58.59	(\$44.15)	\$75.61
COS - Equipment	\$6.98	\$3.43	(\$0.65)	(\$2.05)	\$7.71
COS - Labor Burden	(\$1.77)	(\$1.90)	(\$4.43)	(\$5.62)	(\$13.71)
COS - Materials	\$49.99	\$38.30	\$43.43	\$70.41	\$202.13
COS - Other Costs	\$23.11	\$12.88	(\$3.41)	(\$9.20)	\$23.38
COS - Prize Fund	\$7.64	\$7.32	\$8.39	(\$0.87)	\$22.48
COS - Prize Fund Constr.	(\$9.77)	(\$15.73)	(\$26.12)	(\$21.06)	(\$72.67)
COS - Referral Fund	\$3.20	\$2.91	\$2.69	\$1.11	\$9.91
COS - Repair Fund	\$7.01	\$5.43	\$1.41	(\$3.26)	\$10.59
COS - Subcontractors	(\$137.14)	(\$233.53)	(\$66.11)	\$26.24	(\$410.53)
Total COGS	(\$30.59)	(\$139.87)	\$13.80	\$11.56	(\$145.11)
Total Gross Profit	(\$229.17)	\$175.66	(\$1,163.45)	\$708.72	(\$508.24)
Gross Profit %					
Depreciation Expense	\$1.55	\$1.27	\$2.34	\$1.93	\$7.09
Sales - Fleet Depreciation	\$2.53	\$3.09	\$2.35	\$1.93	\$9.90
Education	\$0.02	\$0.04	\$0.31	\$0.89	\$1.26
Sealer Material	(\$0.36)	(\$0.20)	\$0.79	\$0.09	\$0.32
Fuel Expense - Const.Admin	\$1.05	\$1.11	(\$0.11)	\$0.58	\$2.64
Insurance - Auto/Property	\$0.03	\$0.04	\$0.06	\$0.14	\$0.26
Insurance - Health	\$0.76	(\$1.89)	(\$5.62)	(\$9.15)	(\$15.89)
Insurance - Liability/Umbrella	\$0.04	\$0.12	\$0.15	\$0.15	\$0.46
Insurance - Life	(\$0.02)	(\$0.03)	(\$0.02)	(\$0.04)	(\$0.11)
Insurance-Workers Comp	(\$1.60)	\$0.73	\$0.36	\$2.45	\$1.94
Liability Insurance	\$6.01	\$4.78	\$5.70	\$4.42	\$20.91
Canvassing	\$36.09	\$29.82	\$26.44	\$23.24	\$115.57
Co-op Advertising fee	\$10.45	\$7.28	\$10.58	\$0.85	\$29.16
Direct Advertising Expense	(\$26.60)	(\$78.22)	(\$48.10)	(\$19.18)	(\$172.10)
Home Show Branch Directed	\$0.40	\$2.06	\$2.36	\$1.69	\$6.50



Review the financial insights of your business

Balance Sheet

Select a year to analyze

2015

2016

2017

2018

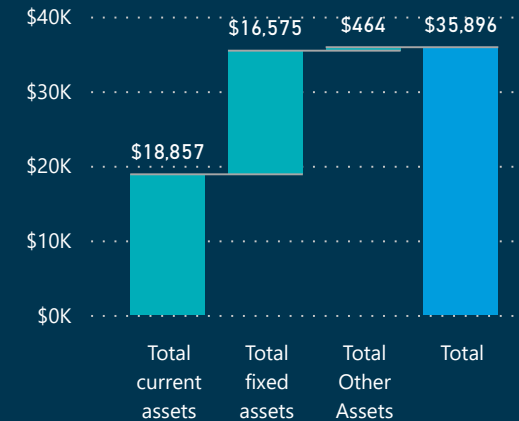
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Balance Sheet Items		2015	2016	2017	2018
Assets					
Current Assets					
Cash		\$11,875	\$11,876	\$11,877	\$11,879
Accounts receivable		\$4,216	\$4,217	\$4,218	\$4,220
Inventory		\$2,146	\$2,147	\$2,148	\$2,150
Prepaid expenses		\$355	\$356	\$357	\$359
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 (Less accumulated depreciation)		\$15,341	\$15,342	\$15,343	\$15,345
Intangible assets		(\$2,199)	(\$2,198)	(\$2,197)	(\$2,195)
Total fixed assets		\$2,216	\$2,217	\$2,218	\$2,220
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
Income taxes payable		\$3,146	\$3,147	\$3,148	\$3,150
Accrued salaries and wages		\$51	\$52	\$53	\$55
Unearned revenue		\$334	\$335	\$336	\$338
Current portion of long-term debt		\$1	\$2	\$3	\$5
Total current liabilities		\$11,794	\$11,800	\$11,806	\$11,818
Long-Term Liabilities					
Long-term debt		\$3,451	\$3,452	\$3,453	\$3,455
Deferred income tax		\$388	\$390	\$392	\$396
Other		\$438	\$441	\$444	\$450
Total long-term liabilities		\$3,816	\$3,819	\$3,822	\$3,828
Owner's Equity					
Owner's investment		\$7,179	\$7,180	\$7,181	\$7,183

Balance Sheet Items		2015	2016	2017	2018
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

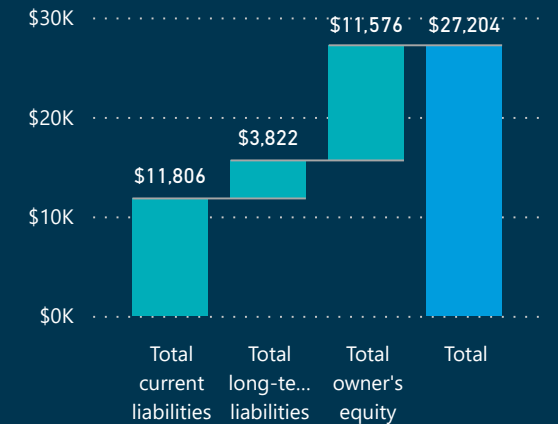
Total Assets

● Increase ● Decrease ● Total



Total Liabilities & Owner's Equity

● Increase ● Decrease ● Total





Review the financial insights of your business

Cash Flow Statement

Select a year to analyze

2015

2016

2017

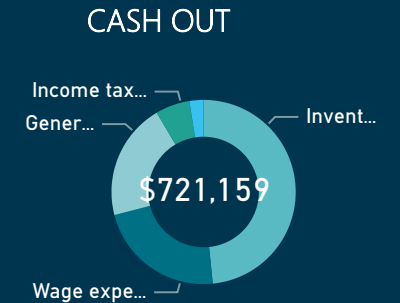
2018

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Cash Flow Items	2015	2016	2017	2018
Operations				
Cash receipts from customers	\$797,180	\$916,757	\$1,054,271	\$1,212,411
Cash paid for				
Inventory purchases	\$303,600	\$349,140	\$401,511	\$461,738
General operating expenses	\$128,800	\$148,120	\$170,338	\$195,889
Wage expenses	\$141,450	\$162,668	\$187,068	\$215,128
Interest	\$15,525	\$17,854	\$20,532	\$23,612
Income taxes	\$37,720	\$43,378	\$49,885	\$57,367
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
Investing Activities				
Cash receipts from				
Sale of property and equipment	\$38,640	\$44,436	\$51,101	\$58,767
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)	(\$99,188)	(\$114,066)	(\$131,175)
Making loans to other entities	\$0	\$0	\$0	\$0
Purchase of investment securities	\$0	\$0	\$0	\$0
Net Cash Flow from Investing Activities	\$86,250	\$99,188	\$114,066	\$131,175
Financing Activities				
Cash receipts from				
Issuance of stock	\$23,000	\$26,450	\$30,417	\$34,980
Borrowing	\$40,250	\$46,288	\$53,231	\$61,215
Cash paid for				
Repurchase of stock (treasury stock)	\$0	\$0	\$0	\$0
Repayment of loans	(\$39,100)	(\$44,965)	(\$51,710)	(\$59,466)
Dividends	(\$60,950)	(\$70,093)	(\$80,606)	(\$92,697)
Net Cash Flow from Financing Activities	\$163,300	\$187,795	\$215,964	\$248,359
Net Increase in Cash	\$419,635	\$482,580	\$554,967	\$638,212
Cash at Beginning of Year	\$18,055	\$20,763	\$23,878	\$27,459
Cash at End of Year	(\$401,580)	(\$461,817)	(\$531,090)	(\$610,753)

Cash Flow Items	2015	2016	2017	2018
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
Net Cash Flow from Investing Activities	\$86,250	\$99,188	\$114,066	\$131,175
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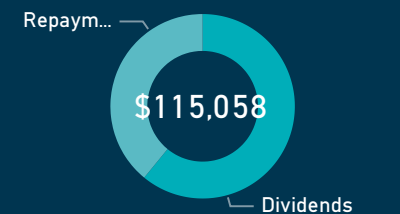
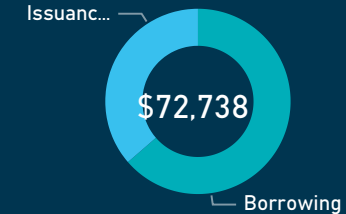
OPERATIONS ACTIVITIES



INVESTING ACTIVITIES



FINANCING ACTIVITIES





Review the financial insights of your business

Aged Trial Balance

Select a date to analyze

10/23/2018

12/31/2018

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Customer Names

All

Current base date selected for reconciliation -

10/23/2018

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
☐ Accord Group	☐ Inv00092	7/30/2019				\$4,709
	☐ Inv00607	3/14/2019				\$9,925
	☐ Inv01486	11/4/2018	\$2,422			
	☐ Inv01667	3/3/2019				\$7,239
☐ Accudial Company	☐ Inv00423	1/1/2019			\$10,622	
	☐ Inv01837	4/24/2019				\$9,202
	☐ Inv00353	12/4/2018		\$1,597		
☐ Actavis Company	☐ Inv01247	4/24/2019				\$8,790
	☐ Inv01751	11/1/2018	\$3,698			
	☐ Inv01918	12/11/2018		\$1,767		
	☐ Inv02517	6/22/2019				\$2,881
☐ Aibox Company	☐ Inv02599	12/2/2018		\$7,408		
	☐ Inv00472	3/23/2019				\$1,579
	☐ Inv00608	11/14/2018	\$4,964			
	☐ Inv00711	9/11/2019				\$9,994
☐ Aimbo Corp	☐ Inv00801	4/24/2019				\$4,459
	☐ Inv01302	10/28/2018	\$5,036			
	☐ Inv01511	5/8/2019				\$3,973
	☐ Inv01931	11/27/2018		\$7,672		
☐ Aldi Ltd	☐ Inv01943	3/6/2019				\$3,888
	☐ Inv02162	12/2/2018		\$7,588		
	☐ Inv02805	1/10/2019			\$6,270	
	☐ Inv01075	4/16/2019				\$4,433
☐ Aldi Ltd	☐ Inv01494	12/21/2018		\$9,577		
	☐ Inv02021	7/16/2019				\$5,896
	☐ Inv02300	7/15/2019				\$8,652
	☐ Inv02661	2/4/2019				\$10,390
☐ Aldi Ltd	☐ Inv02723	12/7/2018		\$3,488		
	☐ Inv00205	1/4/2019			\$9,085	
	☐ Inv00241	11/23/2018		\$5,180		
	☐ Inv01389	12/11/2018		\$3,324		
☐ Aldi Ltd	☐ Inv01639	2/3/2019				\$3,671
	☐ Inv01672	11/18/2018	\$7,936			
	☐ Inv02184	1/29/2019				\$8,224
	☐ Inv02741	11/6/2018	\$4,138			

Groups	Receivables Per Group
Age 1 - 30 Days	\$907,111
Age 31 - 60 Days	\$600,416
Age 61 - 90 Days	\$560,321
Age 90+ Days	\$2,460,051

OUTSTANDING

INVOICES **751**

INVOICES

VALUE **\$4.51M**

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
Aibox Company	Inv00711	9/11/2019	323	\$9,994
Eidel Corp	Inv01645	9/8/2019	320	\$8,156
Realcube Company	Inv02477	9/1/2019	313	\$7,119
Roberts Company	Inv01968	8/31/2019	312	\$9,790
Twimbo Company	Inv00958	8/29/2019	310	\$6,111
Lazzy Group	Inv01875	8/28/2019	309	\$9,418
Geiss Company	Inv01036	8/23/2019	304	\$8,161
The Ltd	Inv00276	8/14/2019	295	\$4,048
Lazzy Group	Inv00209	8/8/2019	289	\$7,709
Muxo Group	Inv00062	8/8/2019	289	\$2,563
State Ltd	Inv01916	8/8/2019	289	\$4,618
Tekfly Group	Inv00695	8/4/2019	285	\$8,140
Z.H.T. Group	Inv01176	8/4/2019	285	\$4,327
Organon Corp	Inv00142	8/1/2019	282	\$8,916
NARS Group	Inv00251	7/31/2019	281	\$3,988
Skajo Ltd	Inv01573	7/31/2019	281	\$5,883
Accord Group	Inv00092	7/30/2019	280	\$4,709
Cogidoo Company	Inv00094	7/30/2019	280	\$4,559
Twitterbri Ltd	Inv00476	7/30/2019	280	\$2,621
Mylan Corp	Inv02585	7/26/2019	276	\$3,447
Shuffledri Group	Inv00955	7/24/2019	274	\$9,949
Vitz Company	Inv00061	7/23/2019	273	\$4,969
Fivechat Company	Inv01087	7/22/2019	272	\$2,809
Kare Corp	Inv01530	7/22/2019	272	\$8,187
Oozz Group	Inv00731	7/21/2019	271	\$10,588

Total



Review the financial insights of your business

Revenue Insights

12/23/2016

2/17/2018

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Territory

Multiple selections

Channel

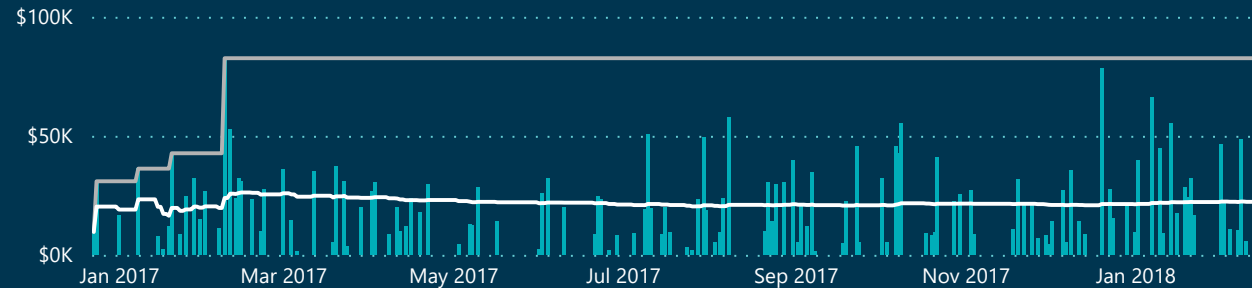
Multiple selections

Product Groups

Top Products

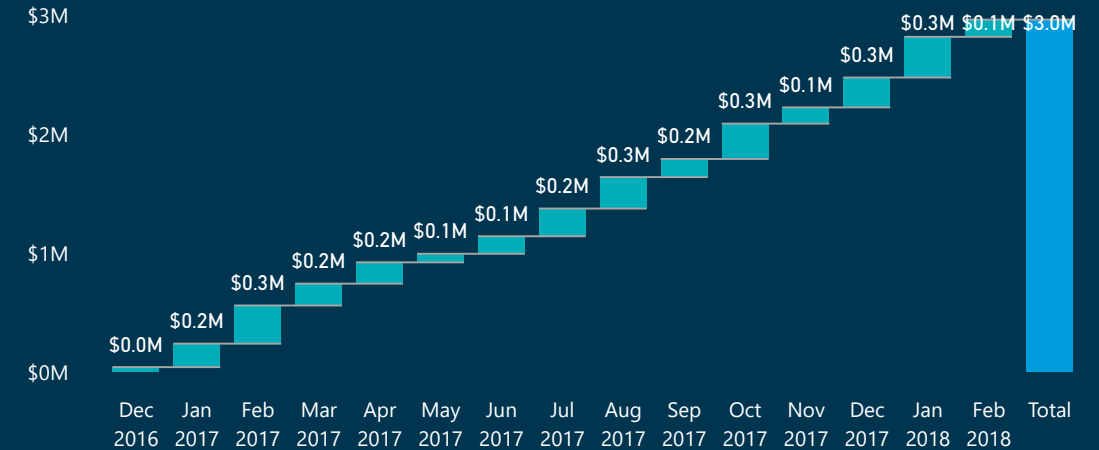
Total Sales, Previous Highest Sale and Rolling Average Sale by Date

● Total Sales ● Previous Highest Sale ● Rolling Average Sale



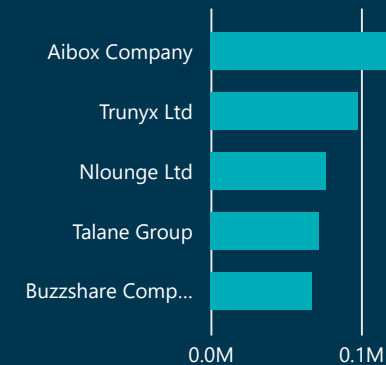
Total Sales by Month & Year

● Increase ● Decrease ● Total

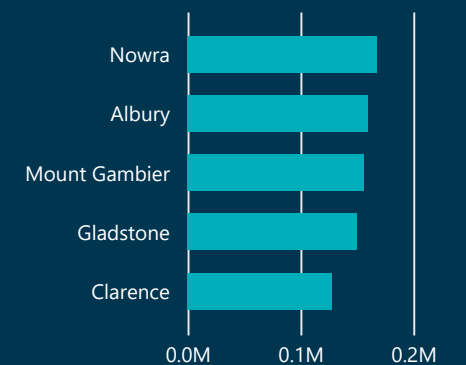


Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margin
12/23/2016	Maitland	New South Wales	Product 14	Realpoint Corp	\$9,648.00	\$3,859	40%
12/24/2016	Nowra	New South Wales	Product 13	Mylan Corp	\$30,913.80	\$10,202	33%
1/1/2017	Adelaide	South Australia	Product 13	Unit Ltd	\$16,508.80	\$6,273	38%
1/8/2017	Albury	New South Wales	Product 25	H Ltd	\$23,758.20	\$4,514	19%
1/8/2017	Nowra	New South Wales	Product 26	Voolia Ltd	\$12,462.00	\$5,982	48%
1/15/2017	Whyalla	South Australia	Product 25	Mylan Corp	\$7,644.70	\$1,835	24%
1/17/2017	Orange	New South Wales	Product 26	Aldi Ltd	\$2,284.70	\$1,142	50%
1/19/2017	Murray Bridge	South Australia	Product 14	Muxo Group	\$11,859.00	\$6,048	51%
1/20/2017	Launceston	Tasmania	Product 13	Chatterbri Ltd	\$42,679.00	\$8,536	20%
1/23/2017	Devonport	Tasmania	Product 26	Zoonder Group	\$8,629.60	\$2,244	26%
1/25/2017	Bathurst	New South Wales	Product 25	Skinder Group	\$24,388.00	\$12,926	53%
1/28/2017	Nowra	New South Wales	Product 25	Roberts Company	\$32,320.80	\$13,898	43%
1/30/2017	Broken Hill	New South Wales	Product 14	Realbuzz Ltd	\$14,914.20	\$4,623	31%
2/1/2017	Newcastle	New South Wales	Product 26	WOONSOCKET Corp	\$8,562.60	\$2,226	26%
2/1/2017	Tweed Heads	New South Wales	Product 25	Podcat Corp	\$18,150.30	\$10,527	58%

Top 5 Customers by Customer Names



Top 5 Cities by City



TOTAL SALES \$3.0M TOTAL PROFITS \$1.1M PROFIT MARGINS 36%