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FINANCIAL REPORT

Produced By Lyna

INCOME
STATEMENT



BALANCE
SHEET



CASH FLOW
STATEMENT



FINANCIAL
DETAILS



AGED
TRIAL STATEMENT



REVENUE
INSIGHT





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INCOME STATEMENT

Income Statement Items	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs LY Actuals %
Distributor	\$17,748,655.10		\$17,748,655.10	0.00%
Export	\$9,286,555.10		\$9,286,555.10	0.00%
Wholesale	\$30,619,770.50		\$30,619,770.50	0.00%
Total Revenues	\$57,654.98		\$57,654.98	0.00%
COS - Commissions	(\$1,607,516.64)		(\$1,607,516.64)	0.00%
COS - Equipment	(\$111,446.23)		(\$111,446.23)	0.00%
COS - Labor Burden	(\$116,911.28)		(\$116,911.28)	0.00%
COS - Materials	(\$3,049,763.82)		(\$3,049,763.82)	0.00%
COS - Other Costs	(\$721,385.56)		(\$721,385.56)	0.00%
COS - Prize Fund	(\$388,645.24)		(\$388,645.24)	0.00%
COS - Prize Fund Constr.	(\$283,652.09)		(\$283,652.09)	0.00%
COS - Referral Fund	(\$83,230.85)		(\$83,230.85)	0.00%
COS - Repair Fund	(\$156,399.68)		(\$156,399.68)	0.00%
COS - Subcontractors	(\$3,837,713.61)		(\$3,837,713.61)	0.00%
Total COGS	(\$10,356.66)		(\$10,356.66)	0.00%
Total Gross Profit	\$68,011.65		\$68,011.65	0.00%
Gross Profit %	\$1.18		\$1.18	0.00%
Depreciation Expense	(\$118,619.95)		(\$118,619.95)	0.00%
Sales - Fleet Depreciation	(\$52,185.22)		(\$52,185.22)	0.00%
Education	(\$16,224.09)		(\$16,224.09)	0.00%
Sealer Material	(\$56,458.27)		(\$56,458.27)	0.00%
Fuel Expense - Const.Admin	(\$87,859.35)		(\$87,859.35)	0.00%
Insurance - Auto/Property	(\$2,034.35)		(\$2,034.35)	0.00%
Insurance - Health	(\$153,422.06)		(\$153,422.06)	0.00%
Insurance - Liability/Umbrella	(\$14,302.71)		(\$14,302.71)	0.00%
Insurance - Life	(\$3,551.82)		(\$3,551.82)	0.00%
Insurance-Workers Comp	(\$50,654.37)		(\$50,654.37)	0.00%
Liability Insurance	(\$66,175.30)		(\$66,175.30)	0.00%

2018

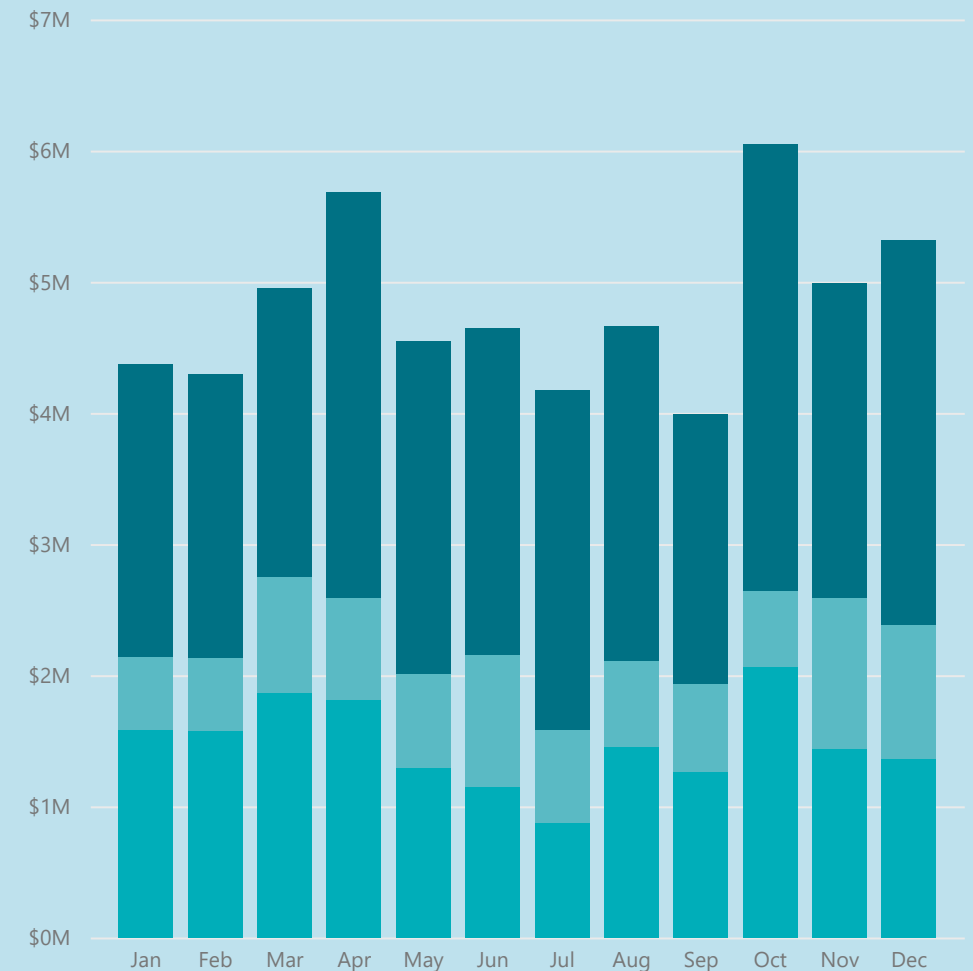
2017

2016

2015

Total Sales by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale





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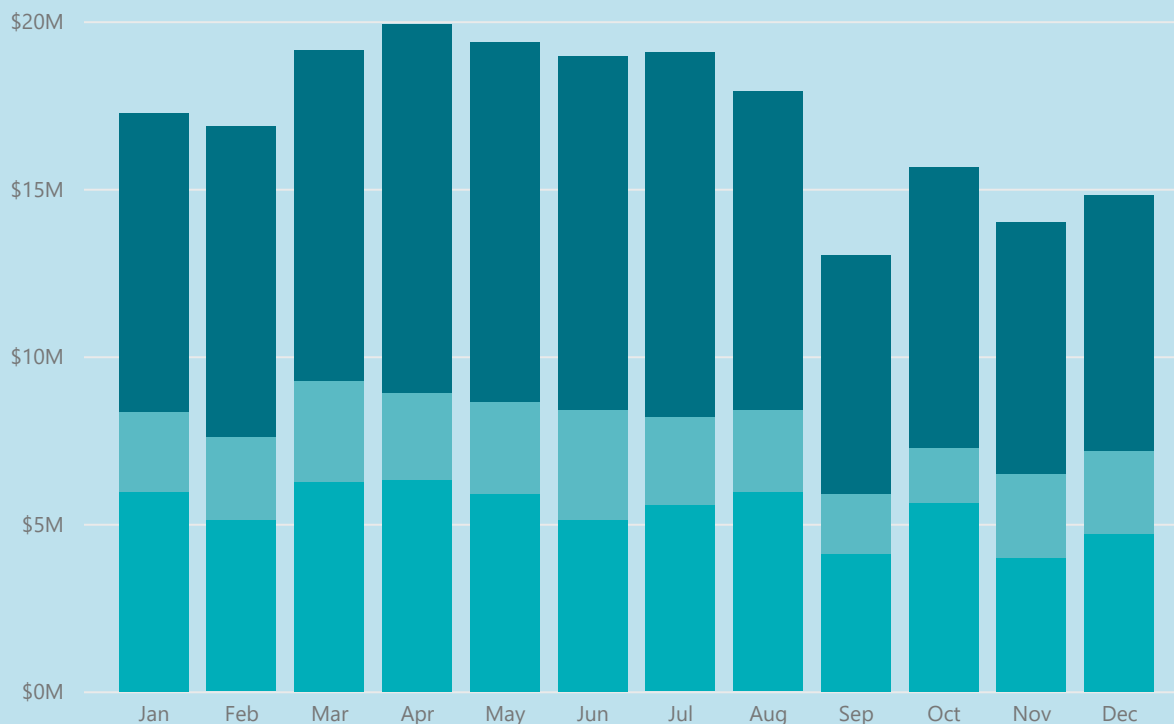
BALANCE SHEET

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 current assets	\$18,847.75	\$18,853.50	\$18,859.25	\$18,865.00
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 assets	\$16,567.60	\$16,572.20	\$16,576.80	\$16,581.40
Other Assets				
Deferred income tax	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$438.45	\$441.90	\$445.35	\$448.80
Total Other Assets	\$460.30	\$462.60	\$464.90	\$467.20
Total Assets	\$35,875.65	\$35,888.30	\$35,900.95	\$35,913.60
Liabilities and Owner's Equity				
Current Liabilities				
Accounts payable	\$8,061.15	\$8,062.30	\$8,063.45	\$8,064.60
Short-term loans	\$201.15	\$202.30	\$203.45	\$204.60
Income taxes payable	\$3,146.15	\$3,147.30	\$3,148.45	\$3,149.60
Accrued salaries and wages	\$51.15	\$52.30	\$53.45	\$54.60
Unearned revenue	\$334.15	\$335.30	\$336.45	\$337.60
Current portion of long-term debt	\$1.15	\$2.30	\$3.45	\$4.60
Total current liabilities	\$11,794.90	\$11,801.80	\$11,808.70	\$11,815.60
Long-Term Liabilities				
Long-term debt	\$3,451.15	\$3,452.30	\$3,453.45	\$3,454.60
Deferred income tax	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$438.45	\$441.90	\$445.35	\$448.80
Total long-term liabilities	\$4,277.80	\$4,284.80	\$4,291.80	\$4,298.60

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)	0.53	0.53	0.53	0.53
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 Sales by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale





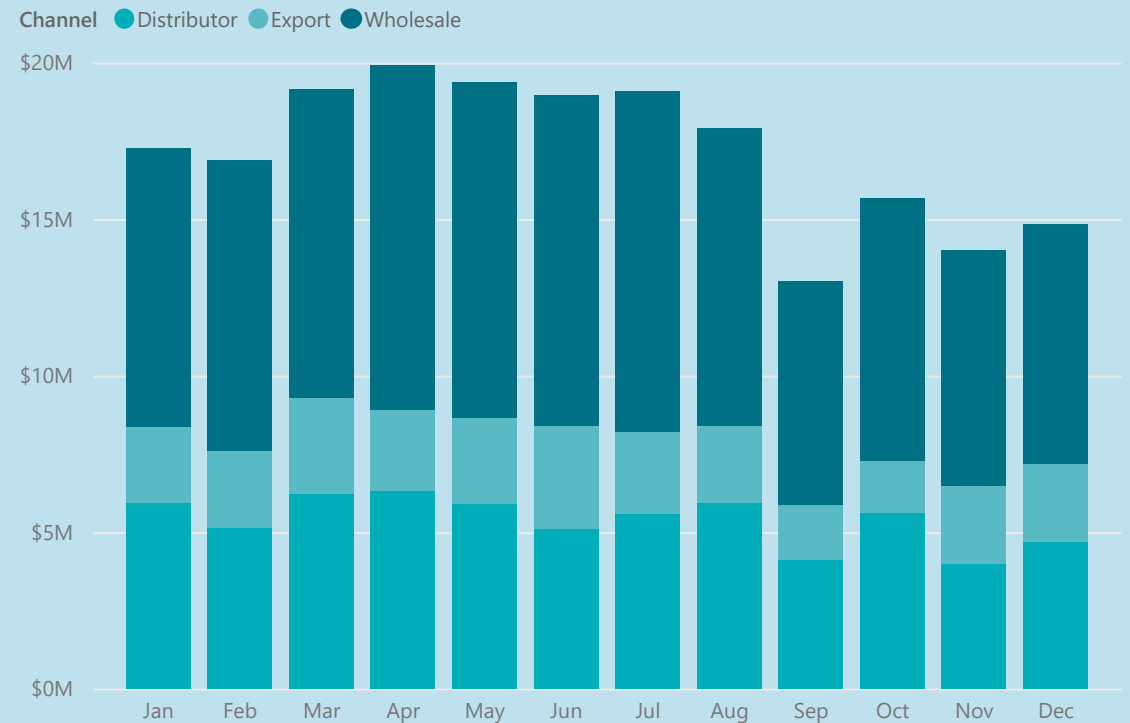
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CASH FLOW STATEMENT

Cash Flow Items	2014	2015	2016	2017	2018
Operations					
Cash receipts from customers	\$693,200.00	\$797,180.00	\$916,757.00	\$1,054,270.55	\$1,212,411.13
Cash paid for					
Inventory purchases	\$264,000.00	\$303,600.00	\$349,140.00	\$401,511.00	\$461,737.65
General operating expenses	\$112,000.00	\$128,800.00	\$148,120.00	\$170,338.00	\$195,888.70
Wage expenses	\$123,000.00	\$141,450.00	\$162,667.50	\$187,067.63	\$215,127.77
Interest	\$13,500.00	\$15,525.00	\$17,853.75	\$20,531.81	\$23,611.58
Income taxes	\$32,800.00	\$37,720.00	\$43,378.00	\$49,884.70	\$57,367.41
Net Cash Flow from Operations	\$147,900.00	\$170,085.00	\$195,597.75	\$224,937.41	\$258,678.02
Investing Activities					
Cash receipts from					
Sale of property and equipment	\$33,600.00	\$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	\$0.00
Sale of investment securities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Cash paid for					
Purchase of property and equipment	(\$75,000.00)	(\$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	\$0.00
Purchase of investment securities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Cash Flow from Investing Activities	(\$41,400.00)	(\$47,610.00)	(\$54,751.50)	(\$62,964.22)	(\$72,408.86)
Financing Activities					
Cash receipts from					
Issuance of stock	\$20,000.00	\$23,000.00	\$26,450.00	\$30,417.50	\$34,980.12
Borrowing	\$35,000.00	\$40,250.00	\$46,287.50	\$53,230.63	\$61,215.22
Cash paid for					
Repurchase of stock (treasury stock)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Repayment of loans	(\$34,000.00)	(\$39,100.00)	(\$44,965.00)	(\$51,709.75)	(\$59,466.21)
Dividends	(\$53,000.00)	(\$60,950.00)	(\$70,092.50)	(\$80,606.37)	(\$92,697.33)
Net Cash Flow from Financing Activities	(\$32,000.00)	(\$36,800.00)	(\$42,320.00)	(\$48,668.00)	(\$55,968.20)
Net Increase in Cash	\$74,500.00	\$85,675.00	\$98,526.25	\$113,305.19	\$130,300.97
Cash at Beginning of Year	\$15,700.00	\$18,055.00	\$20,763.25	\$23,877.74	\$27,459.40

Cash Flow Items	2014	2015	2016	2017	2018
Net Cash Flow from Operations	\$147,900.00	\$170,085.00	\$195,597.75	\$224,937.41	\$258,678.02
Net Cash Flow from Investing Activities	(\$41,400.00)	(\$47,610.00)	(\$54,751.50)	(\$62,964.22)	(\$72,408.86)
Net Cash Flow from Financing Activities	(\$32,000.00)	(\$36,800.00)	(\$42,320.00)	(\$48,668.00)	(\$55,968.20)
Net Increase in Cash	\$74,500.00	\$85,675.00	\$98,526.25	\$113,305.19	\$130,300.97
Cash at Beginning of Year	\$15,700.00	\$18,055.00	\$20,763.25	\$23,877.74	\$27,459.40
Cash at End of Year	\$90,200.00	\$103,730.00	\$119,289.50	\$137,182.92	\$157,760.36

Total Sales by Short Month and Channel





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AGED TRAIL BALANCE

100

Outstanding Invoices

2/1/2018

Selected Date

Date

2/1/2018

12/31/2019

Customer Names	Due Date	Invoice Number	Age 1-30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
Zoonoodle Ltd	6/11/2018	Inv02279				7146
Zava Group	7/26/2018	Inv01654				9147
	10/8/2018	Inv00159				4868
Wordware Company	5/7/2018	Inv00797				7086
Wordtune Company	2/26/2018	Inv02632	2851			
WOCKHARDT Group	5/10/2018	Inv02724				1940
Voolith Ltd	2/8/2018	Inv00431	3621			
	3/3/2018	Inv01738	5397			
Viva Ltd	11/25/2018	Inv02701				9340
US Ltd	5/3/2018	Inv02750				3276
Twinte Group	4/15/2018	Inv00189			4109	
Topiczoom Corp	3/8/2018	Inv00413		8583		
	9/6/2018	Inv02349				7751
Topco Company	3/17/2018	Inv02510		5181		
Tambee Company	9/4/2018	Inv00050				9436
Tagfeed Ltd	6/23/2018	Inv00699				6606
State Ltd	6/24/2018	Inv00011				6183
Skyvu Group	7/2/2018	Inv01484				3119
Skiptube Ltd	3/3/2018	Inv01871	5493			
	7/16/2018	Inv00525				5784
Skippad Ltd	4/2/2018	Inv02822		8937		
	6/14/2018	Inv02811				10092
Skinder Group	6/1/2018	Inv00892				1559
	7/31/2018	Inv00738				4088
Shuffledri Group	7/3/2018	Inv02207				3300
SHISEIDO Ltd	3/24/2018	Inv00119		4885		
	6/10/2018	Inv01457				1530
Sanum-Kehl Group	9/1/2018	Inv01076				3990
SAFEWAY Ltd	11/3/2018	Inv00654				3340
Safecor Corp	8/20/2018	Inv01947				7175
Roomm Company	4/27/2018	Inv02307			3711	
	10/14/2018	Inv00959				8581
Rochester Group	6/4/2018	Inv00257				4483
Realcube Company	8/9/2018	Inv01917				10362

Groups	Receivables Per Group
Age 90+ Days	408919
Age 61 - 90 Days	76936
Age 31 - 60 Days	83877
Age 1-30 Days	34596

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
Avavee Group	Inv00007	5/27/2018	115	4097
State Ltd	Inv00011	6/24/2018	143	6183
Johnson Ltd	Inv00044	10/29/2018	270	3595
Tambee Company	Inv00050	9/4/2018	215	9436
Kazu Corp	Inv00085	9/20/2018	231	5056
SHISEIDO Ltd	Inv00119	3/24/2018	51	4885
Buzzshare Company	Inv00125	8/21/2018	201	5413
Zava Group	Inv00159	10/8/2018	249	4868
Holston Company	Inv00167	9/11/2018	222	10222
Twinte Group	Inv00189	4/15/2018	73	4109
Livepath Corp	Inv00243	7/28/2018	177	4063
Rochester Group	Inv00257	6/4/2018	123	4483
Brainspher Ltd	Inv00318	10/24/2018	265	3603
Johnson Ltd	Inv00350	11/13/2018	285	8054
Topiczoom Corp	Inv00413	3/8/2018	35	8583
Voolith Ltd	Inv00431	2/8/2018	7	3621
Aveda Group	Inv00461	5/2/2018	90	3286
Devpoint Group	Inv00493	10/17/2018	258	5972
Ozu Ltd	Inv00519	10/18/2018	259	9308
Skiptube Ltd	Inv00525	7/16/2018	165	5784
Ozu Ltd	Inv00546	3/21/2018	48	8954
Geiss Company	Inv00554	9/6/2018	217	5150
Centizu Company	Inv00557	11/28/2018	300	5302
Kaymbo Company	Inv00563	10/28/2018	269	5825
Total				



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FINANCIAL DETAILS

2015

2016

2017

2018

% to Revenue

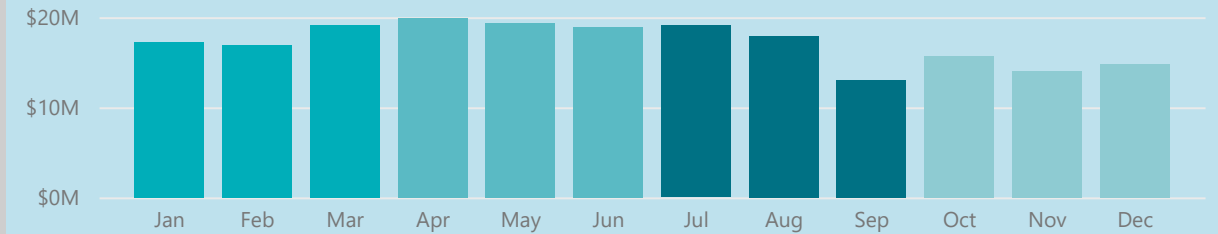
Actuals

vs Last Year

Income Statement Items	Q1	Q2	Q3	Q4	Annual Totals
Distributor	17,316,699.40	17,320,974.00	15,607,254.70	1427837000.00%	64,523,298.10
Export	7,910,703.40	8,616,829.80	6,891,747.30	668603050.00%	30,105,311.00
Wholesale	28,048,598.60	32,287,085.60	27,508,839.90	2352168330.00%	111,366,207.40
Total Revenues	53,276.00	58,224.89	50,007.84	4448608.38%	205,994.82
COS - Commissions	-1,873,063.10	-2,002,651.80	-1,842,369.23	-189142561.43%	-7,609,509.74
COS - Equipment	-119,345.53	-134,452.18	-116,675.48	-11376925.59%	-484,242.44
COS - Labor Burden	-128,828.53	-145,564.31	-132,326.33	-13186967.31%	-538,588.85
COS - Materials	-3,229,460.81	-3,732,603.57	-3,301,404.14	-325661365.58%	-13,520,082.18
COS - Other Costs	-725,806.61	-824,339.53	-750,592.69	-74306409.76%	-3,043,802.93
COS - Prize Fund	-470,446.83	-534,617.78	-460,501.36	-45075740.75%	-1,916,323.38
COS - Prize Fund Constr.	-353,479.69	-387,198.46	-340,458.37	-34375801.88%	-1,424,894.53
COS - Referral Fund	-90,291.40	-99,989.48	-89,763.15	-9150269.98%	-371,546.72
COS - Repair Fund	-168,913.21	-191,438.60	-170,988.49	-17011433.65%	-701,454.64
COS - Subcontractors	-5,144,516.36	-5,497,385.38	-4,829,407.60	-499866224.42%	-20,469,971.58
Total COGS	-12,304.15	-13,550.24	-12,034.49	-1219153.70%	-50,080.42
Total Gross Profit	65,580.15	71,775.13	62,042.33	5667762.08%	256,075.23
Gross Profit %	1.23	1.23	1.24	127.41%	1.24
Depreciation Expense	-119,757.71	-137,359.11	-127,278.57	-12545890.35%	-509,854.29
Sales - Fleet Depreciation	-58,750.79	-66,686.92	-59,453.89	-5718164.58%	-242,073.24
Education	-17,887.71	-19,755.83	-17,928.23	-1786839.97%	-73,440.17
Sealer Material	-66,107.35	-73,126.45	-66,609.52	-6580026.71%	-271,643.58
Fuel Expense - Const.Admin	-87,626.39	-102,053.41	-92,376.39	-9167032.05%	-373,726.52
Insurance - Auto/Property	-2,111.50	-2,310.39	-2,127.42	-212412.03%	-8,673.43
Insurance - Health	-167,205.27	-189,415.54	-168,851.71	-16667590.46%	-692,148.43
Insurance - Liability/Umbrella	-15,666.12	-17,578.58	-15,961.00	-1546314.53%	-64,668.84
Insurance - Life	-3,562.50	-4,104.97	-3,563.51	-358636.38%	-14,817.35
Insurance-Workers Comp	-56,085.05	-62,293.78	-56,815.63	-5634461.30%	-231,539.07
Liability Insurance	-58,966.00	-69,976.32	-64,223.12	-6113532.73%	-254,300.77
Canvassing	-319,383.58	-361,533.59	-330,421.77	-31990403.85%	-1,331,242.98

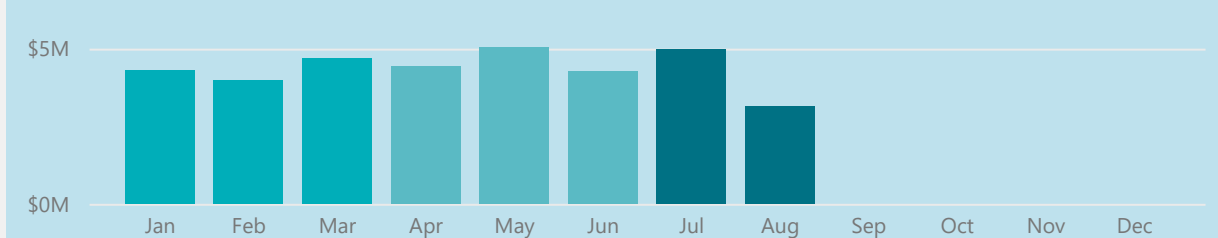
Total Sales by Short Month and Quaters

Quaters ● Q1 ● Q2 ● Q3 ● Q4



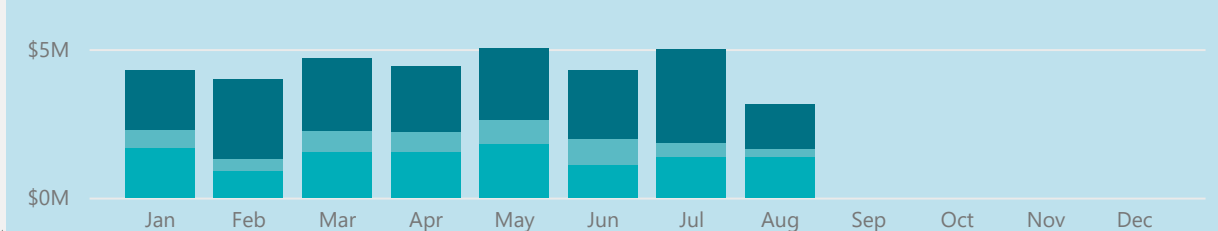
Sales TY vs LY by Short Month and Quaters

Quaters ● Q1 ● Q2 ● Q3 ● Q4



Sales TY vs LY by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale





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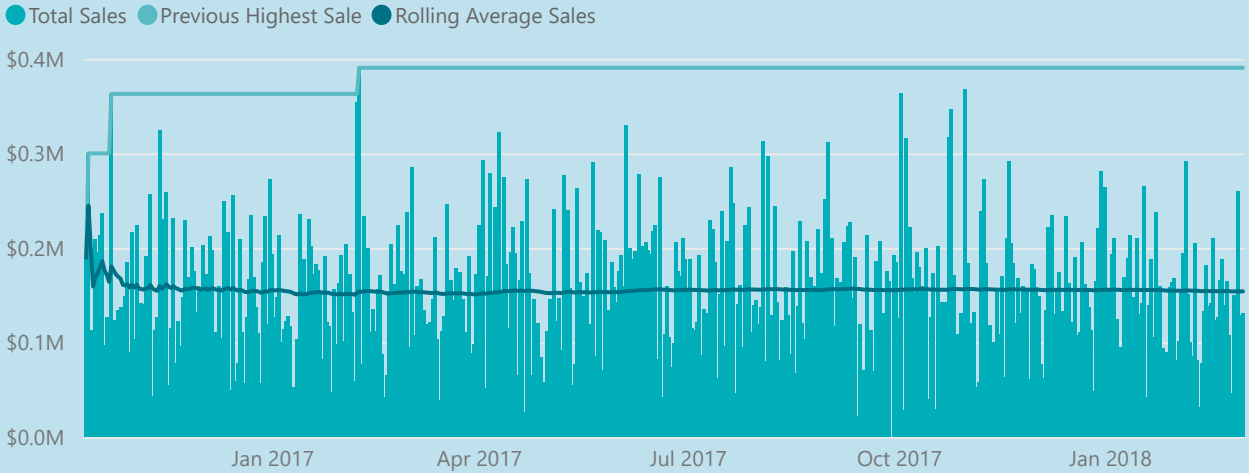
REVENUE INSIGHT

Territory
All

Channel
All

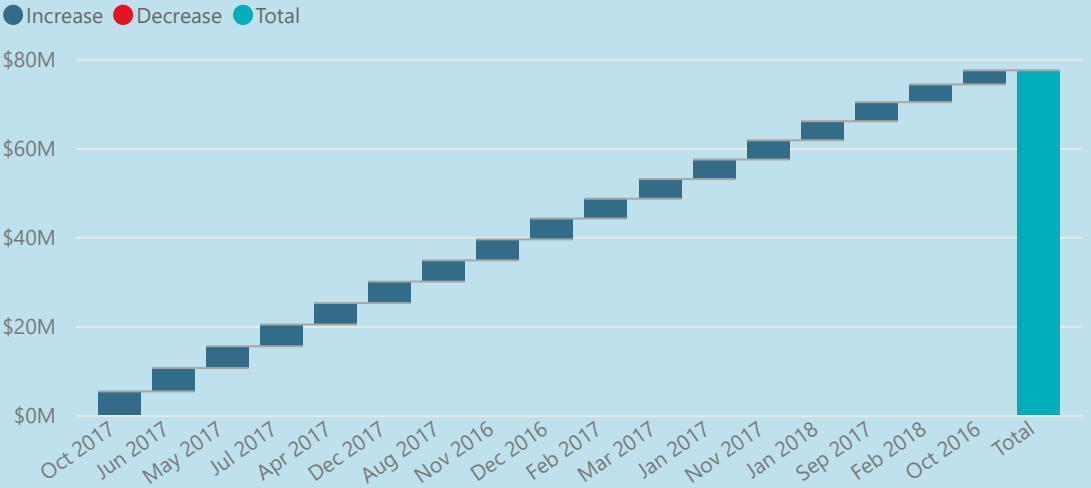
Date
10/12/2016 2/28/2018

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

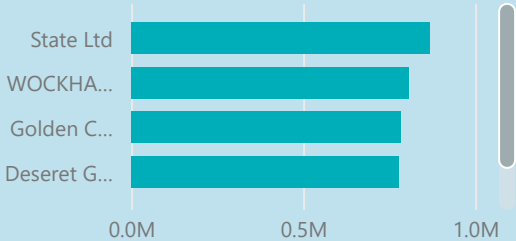


Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit M
10/30/2016	Albury	New South Wales	Product 26	Accord Group	\$11,979.60	\$6,349.19	
1/19/2017	Alice Springs	Northern Territory	Product 20	Accord Group	\$15,959.40	\$4,468.63	
1/15/2017	Alice Springs	Northern Territory	Product 25	Accord Group	\$19,497.00	\$10,138.44	
10/18/2017	Bathurst	New South Wales	Product 3	Accord Group	\$7,557.60	\$2,342.86	
8/18/2017	Bunbury	Western Australia	Product 4	Accord Group	\$57,687.00	\$14,998.62	
1/30/2017	Bundaberg	Queensland	Product 4	Accord Group	\$11,055.00	\$5,195.85	
1/19/2017	Cessnock	New South Wales	Product 3	Accord Group	\$24,079.80	\$6,501.55	
2/15/2018	Gladstone	South Australia	Product 25	Accord Group	\$35,999.10	\$11,159.72	
8/16/2017	Gosford	New South Wales	Product 3	Accord Group	\$7,557.60	\$2,342.86	
1/8/2018	Gympie	Queensland	Product 6	Accord Group	\$5,259.50	\$1,577.85	
1/23/2018	Hervey Bay	Queensland	Product 27	Accord Group	\$24,997.70	\$7,749.29	
10/14/2017	Hobart	Tasmania	Product 4	Accord Group	\$10,411.80	\$5,726.49	
3/18/2017	Lismore	New South Wales	Product 3	Accord Group	\$6,753.60	\$2,431.30	
Total					\$77,401,200.60	\$29,089,087.96	

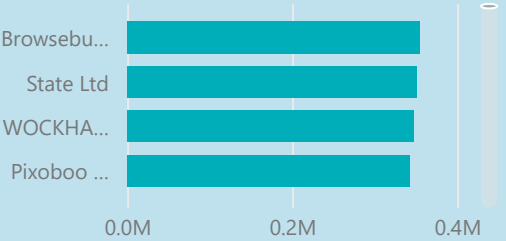
Total Sales by Month & Year



Top 5 Customers by Customer Names



Top 5 Cities by Customer Names



37.58%
Profit Margins

\$29.09M
Total Profits

\$77.40M
Total Sales