

## Sales vs. Deposits Summary Report (2022–2024)

### 1. Overall Totals

Year	Total Sales	Total Deposited	Total Difference
2022	₱14,356,353.00	₱8,561,101.25	₱5,795,251.75
2023	₱21,813,012.00	₱14,188,952.89	₱7,624,059.11
2024	₱21,269,857.00	₱7,672,424.16	₱13,597,432.84

### 2. Key Insights

- **2022:**
  - Sales reached ₱14.36M, deposits ₱8.56M.
  - **40% of sales (₱5.8M) were not deposited.**
  - September showed an unusual **over-deposit** (+₱698K), but other months showed under-deposits.
- **2023:**
  - Highest sales in three years at ₱21.81M.
  - Deposits improved to ₱14.18M, with a **difference of ₱7.62M** (35% unaccounted).
  - Some months showed better alignment (Nov & Dec had smaller gaps).
  - August, September, and October showed over-deposits (possible adjustment months).
- **2024:**
  - Sales were ₱21.27M, slightly lower than 2023.
  - Deposits fell sharply to ₱7.67M, leaving a **huge gap of ₱13.59M** (64% unaccounted).
  - Every single month had under-deposits; July had the **worst gap at ₱1.61M**.

### **3. Trends Across 2022–2024**

- **Sales Growth:**
  - Sales rose from ₦14.36M (2022) to over ₦21M (2023–2024), showing strong business performance.
- **Deposits Inconsistency:**
  - Deposits improved in 2023 but dropped drastically in 2024 despite high sales.
  - This indicates either **weak controls in 2024** or possible **mismanagement of cash flow**.
- **Differences:**
  - 2022 → ₦5.8M gap
  - 2023 → ₦7.6M gap
  - 2024 → ₦13.6M gap (**worst year**)
- **Deposit Ratio (Deposited ÷ Sales):**
  - 2022 → 60%
  - 2023 → 65% (best year)
  - 2024 → 36% (alarming drop)

### **4. Recommendations**

1. **Investigate 2024 Immediately:**
  - Over ₦13.6M unaccounted — this is a critical red flag.
2. **Strengthen Internal Controls:**
  - Daily reconciliation between sales and deposits.
  - Require documented proof (deposit slips, receipts).
3. **Audit & Accountability:**
  - Conduct a full financial audit for 2022–2024.
  - Identify responsible staff for unrecorded deposits.
4. **Consistency in Reporting:**
  - Use standardized monthly variance reports.

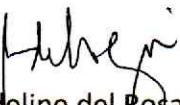
- Highlight months with over-deposits for proper adjustment tracking.
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❖ **Conclusion:**

From 2022–2024, the company generated **₱57.44M** in sales but deposited only **₱30.42M**, leaving **₱26.99M unexplained**.

The **trend is worsening in 2024**, showing the need for **urgent corrective action** to prevent financial losses or fraud.

Prepared by:



Maydeline del Rosario