

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

Financial Report Navigation

INCOME
STATEMENT



BALANCE
SHEET



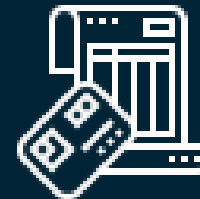
CASH FLOW
STATEMENT



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

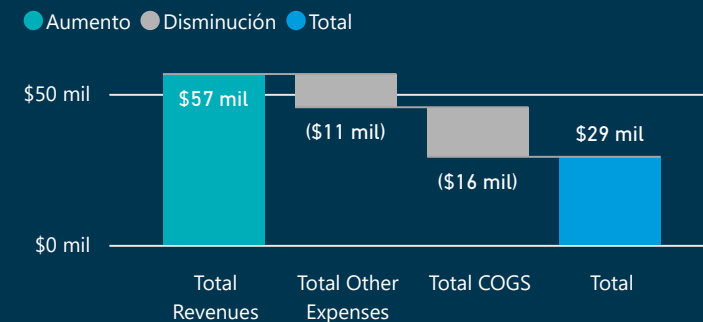
2016

2017

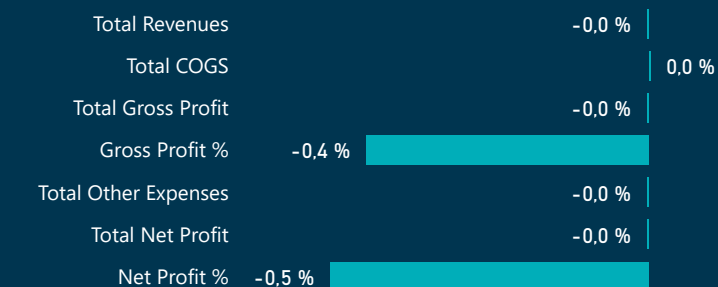
2018

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)		-6,9 %

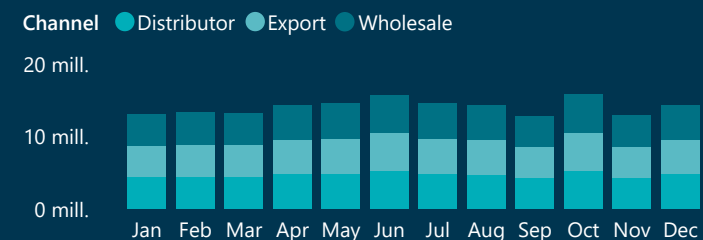
Selected Year Actuals por Items - Normalized



TY vs PY Actuals % por Summary



Revenues por Short Month y 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

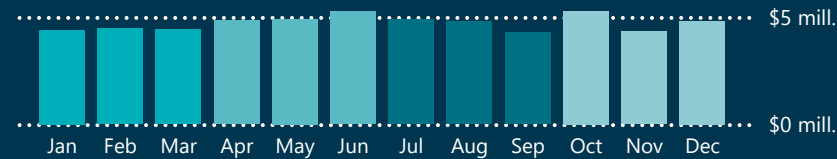
2017

2018

YEARLY REVENUE INSIGHTS

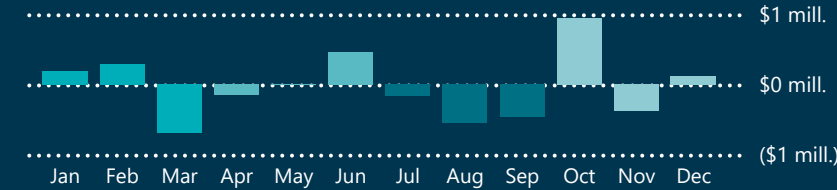
Total Sales por Short Month y Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



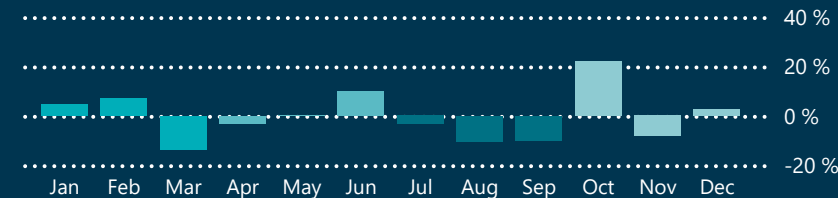
Sales TY vs LY por Short Month y Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



% Change to LY por Short Month y 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

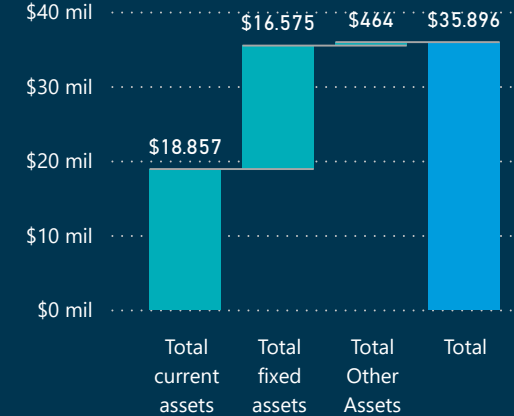
2018

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

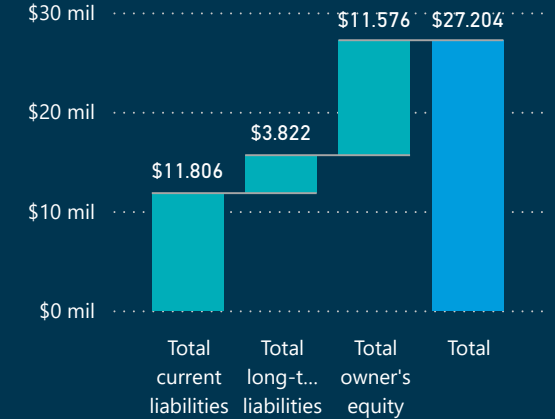
Total Assets

● Aumento ● Disminución ● Total



Total Liabilities & Owner's Equity

● Aumento ● Disminución ● Total





Review the financial insights of your business

Cash Flow Statement

Select a year to analyze

2015

2016

2017

2018

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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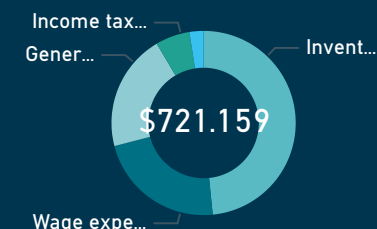
CASH IN

CASH OUT

OPERATIONS ACTIVITIES



Cash receipts ...

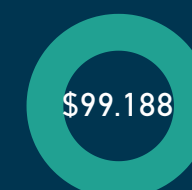


Wage expe...

INVESTING ACTIVITIES

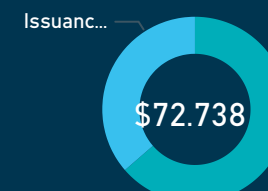


Sale of proper...



Purchase of p...

FINANCING ACTIVITIES



Borrowing



Dividends



Review the financial insights of your business

Aged Trial Balance

Customer Names

Current base date selected for reconciliation -

23-10-2018

Todas

Select a date to analyze

23-10-2018

31-12-2018

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
Accord Group	Inv00092	30-07-2019				\$4.709
	Inv00607	14-03-2019				\$9.925
	Inv01486	04-11-2018	\$2.422			
	Inv01667	03-03-2019				\$7.239
Accudial Company	Inv00423	01-01-2019			\$10.622	
	Inv01837	24-04-2019				\$9.202
	Inv00353	04-12-2018		\$1.597		
	Inv01247	24-04-2019				\$8.790
Actavis Company	Inv01751	01-11-2018	\$3.698			
	Inv01918	11-12-2018		\$1.767		
	Inv02517	22-06-2019				\$2.881
	Inv02599	02-12-2018		\$7.408		
Aibox Company	Inv00472	23-03-2019				\$1.579
	Inv00608	14-11-2018	\$4.964			
	Inv00711	11-09-2019				\$9.994
	Inv00801	24-04-2019				\$4.459
Aimbo Corp	Inv01302	28-10-2018	\$5.036			
	Inv01511	08-05-2019				\$3.973
	Inv01931	27-11-2018		\$7.672		
	Inv01943	06-03-2019				\$3.888
Aldi Ltd	Inv02162	02-12-2018		\$7.588		
	Inv02805	10-01-2019			\$6.270	
	Inv01075	16-04-2019				\$4.433
	Inv01494	21-12-2018		\$9.577		
Aldi Ltd	Inv02021	16-07-2019				\$5.896
	Inv02300	15-07-2019				\$8.652
	Inv02661	04-02-2019				\$10.390
	Inv02723	07-12-2018		\$3.488		
Aldi Ltd	Inv00205	04-01-2019			\$9.085	
	Inv00241	23-11-2018		\$5.180		
	Inv01389	11-12-2018		\$3.324		
	Inv01639	03-02-2019				\$3.671
Aldi Ltd	Inv01672	18-11-2018	\$7.936			
	Inv02184	29-01-2019				\$8.224
	Inv02741	06-11-2018	\$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 \$4,51 ...

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
Aibox Company	Inv00711	11-09-2019	323	\$9.994
Eidel Corp	Inv01645	08-09-2019	320	\$8.156
Realcube Company	Inv02477	01-09-2019	313	\$7.119
Roberts Company	Inv01968	31-08-2019	312	\$9.790
Twimbo Company	Inv00958	29-08-2019	310	\$6.111
Lazzy Group	Inv01875	28-08-2019	309	\$9.418
Geiss Company	Inv01036	23-08-2019	304	\$8.161
The Ltd	Inv00276	14-08-2019	295	\$4.048
Lazzy Group	Inv00209	08-08-2019	289	\$7.709
Muxo Group	Inv00062	08-08-2019	289	\$2.563
State Ltd	Inv01916	08-08-2019	289	\$4.618
Tekfly Group	Inv00695	04-08-2019	285	\$8.140
Z.H.T. Group	Inv01176	04-08-2019	285	\$4.327
Organon Corp	Inv00142	01-08-2019	282	\$8.916
NARS Group	Inv00251	31-07-2019	281	\$3.988
Skajo Ltd	Inv01573	31-07-2019	281	\$5.883
Accord Group	Inv00092	30-07-2019	280	\$4.709
Cogidoo Company	Inv00094	30-07-2019	280	\$4.559
Twitterbri Ltd	Inv00476	30-07-2019	280	\$2.621
Mylan Corp	Inv02585	26-07-2019	276	\$3.447
Shuffledri Group	Inv00955	24-07-2019	274	\$9.949
Vitz Company	Inv00061	23-07-2019	273	\$4.969
Fivechat Company	Inv01087	22-07-2019	272	\$2.809
Kare Corp	Inv01530	22-07-2019	272	\$8.187
Oozz Group	Inv00731	21-07-2019	271	\$10.588

Total



Review the financial insights of your business

Revenue Insights

Territory

Selección múltiple

Channel

Selección múltiple

Product Groups

Top Products

Total Sales por Month & Year

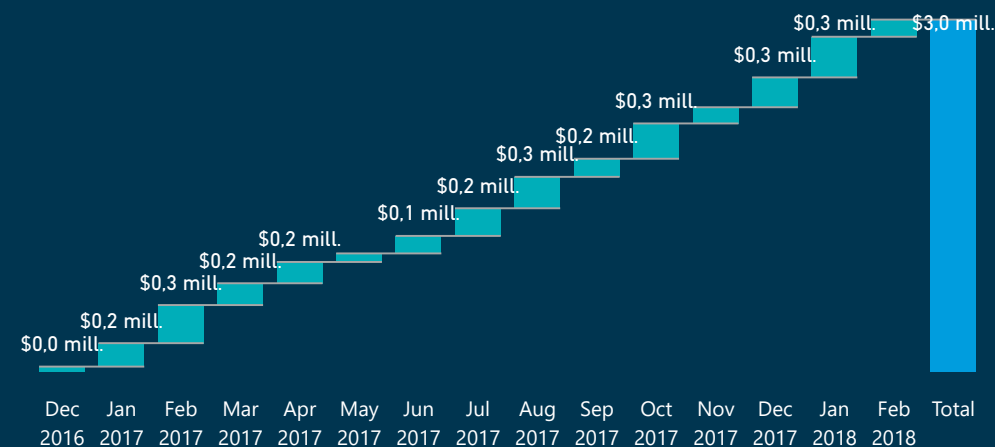
Aumento Disminución Total

\$3 mill.

\$2 mill.

\$1 mill.

\$0 mill.



Total Sales, Previous Highest Sale y Rolling Average Sale por Date

Total Sales Previous Highest Sale Rolling Average Sale

\$100 mil

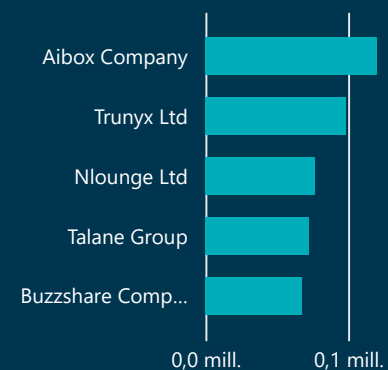
\$50 mil

\$0 mil

ene 2017 mar 2017 may 2017 jul 2017 sep 2017 nov 2017 ene 2018

Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margin
23-12-2016	Maitland	New South Wales	Product 14	Realpoint Corp	\$9.648,00	\$3.859	40 %
24-12-2016	Nowra	New South Wales	Product 13	Mylan Corp	\$30.913,80	\$10.202	33 %
01-01-2017	Adelaide	South Australia	Product 13	Unit Ltd	\$16.508,80	\$6.273	38 %
08-01-2017	Albury	New South Wales	Product 25	H Ltd	\$23.758,20	\$4.514	19 %
08-01-2017	Nowra	New South Wales	Product 26	Voolia Ltd	\$12.462,00	\$5.982	48 %
15-01-2017	Whyalla	South Australia	Product 25	Mylan Corp	\$7.644,70	\$1.835	24 %
17-01-2017	Orange	New South Wales	Product 26	Aldi Ltd	\$2.284,70	\$1.142	50 %
19-01-2017	Murray Bridge	South Australia	Product 14	Muxo Group	\$11.859,00	\$6.048	51 %
20-01-2017	Launceston	Tasmania	Product 13	Chatterbri Ltd	\$42.679,00	\$8.536	20 %
23-01-2017	Devonport	Tasmania	Product 26	Zoonder Group	\$8.629,60	\$2.244	26 %
25-01-2017	Bathurst	New South Wales	Product 25	Skinder Group	\$24.388,00	\$12.926	53 %
28-01-2017	Nowra	New South Wales	Product 25	Roberts Company	\$32.320,80	\$13.898	43 %
30-01-2017	Broken Hill	New South Wales	Product 14	Realbuzz Ltd	\$14.914,20	\$4.623	31 %
01-02-2017	Newcastle	New South Wales	Product 26	WOONSOCKET Corp	\$8.562,60	\$2.226	26 %
01-02-2017	Tweed Heads	New South Wales	Product 25	Podcat Corp	\$18.150,30	\$10.527	58 %

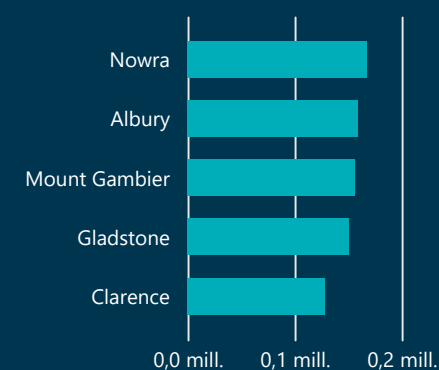
Top 5 Customers por Customer Names



TOTAL

SALES \$3,0 m...

Top 5 Cities por City



TOTAL

PROFITS \$1,1 ...

PROFIT

MARGINS 36 %