



Income Statement

Year

2015

2016

2017

2018

Income Statement Items	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals%
Distributor	\$11,318.09	\$17,373.59	(\$6,055.50)	-34.9%
Export	\$4,828.27	\$8,190.97	(\$3,362.70)	-41.1%
Wholesale	\$18,696.92	\$31,002.15	(\$12,305.23)	-39.7%
Total Revenues	\$34,843.28	\$56,566.71	(\$21,723.43)	-0.0%
COS - Commissions	(\$1,055.40)	(\$2,435.49)	\$1,380.09	56.7%
COS - Equipment	(\$67.45)	(\$148.82)	\$81.38	54.7%
COS - Labor Burden	(\$73.80)	(\$180.80)	\$107.00	59.2%
COS - Materials	(\$1,743.96)	(\$4,262.11)	\$2,518.15	59.1%
COS - Other Costs	(\$376.66)	(\$961.19)	\$584.53	60.8%
COS - Prize Fund	(\$270.50)	(\$617.35)	\$346.84	56.2%
COS - Prize Fund Constr.	(\$221.87)	(\$496.02)	\$274.16	55.3%
COS - Referral Fund	(\$51.02)	(\$113.69)	\$62.67	55.1%
COS - Repair Fund	(\$96.57)	(\$218.95)	\$122.38	55.9%
COS - Subcontractors	(\$3,092.73)	(\$6,975.03)	\$3,882.31	55.7%
Total COGS	(\$7,049.95)	(\$16,409.46)	\$9,359.51	-0.1%
Total Gross Profit	\$27,793.33	\$40,157.26	(\$12,363.92)	-0.0%
Gross Profit %	79.77%	4015725696.64%		
Depreciation Expense	(\$67.82)	(\$158.16)	\$90.35	57.1%
Sales - Fleet Depreciation	(\$32.00)	(\$73.99)	\$41.99	56.8%
Education	(\$9.10)	(\$23.43)	\$14.33	61.2%
Sealer Material	(\$36.79)	(\$89.04)	\$52.25	58.7%
Fuel Expense - Const.Admin	(\$47.24)	(\$117.99)	\$70.75	60.0%
Insurance - Auto/Property	(\$1.00)	(\$2.69)	\$1.68	62.7%
Insurance - Health	(\$106.22)	(\$224.20)	\$117.98	52.6%
Insurance - Liability/Umbrella	(\$8.95)	(\$20.48)	\$11.54	56.3%
Insurance - Life	(\$2.07)	(\$4.66)	\$2.59	55.6%
Insurance-Workers Comp	(\$29.93)	(\$74.51)	\$44.57	59.8%
Liability Insurance	(\$26.70)	(\$70.26)	\$43.56	62.0%
Canvassing	(\$152.79)	(\$362.58)	\$209.78	57.9%
Co-op Advertising fee	(\$196.66)	(\$483.49)	\$286.82	59.3%
Direct Advertising Expense	(\$626.79)	(\$1,599.45)	\$972.66	60.8%



Revenue

15/11/2017

23/04/2018

Territory

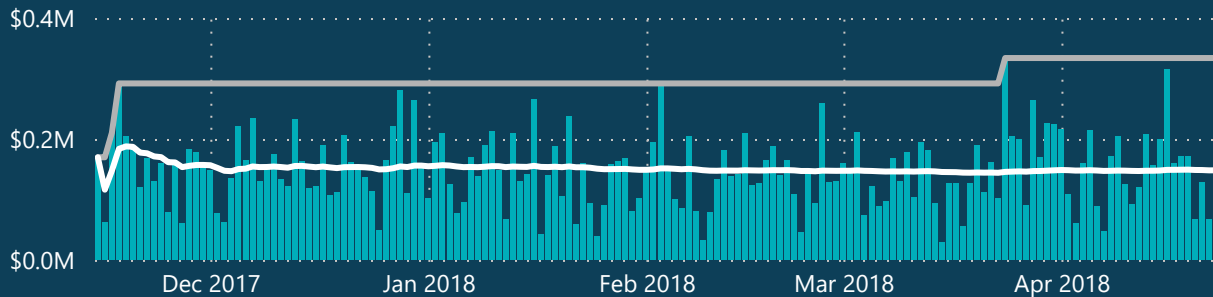
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All

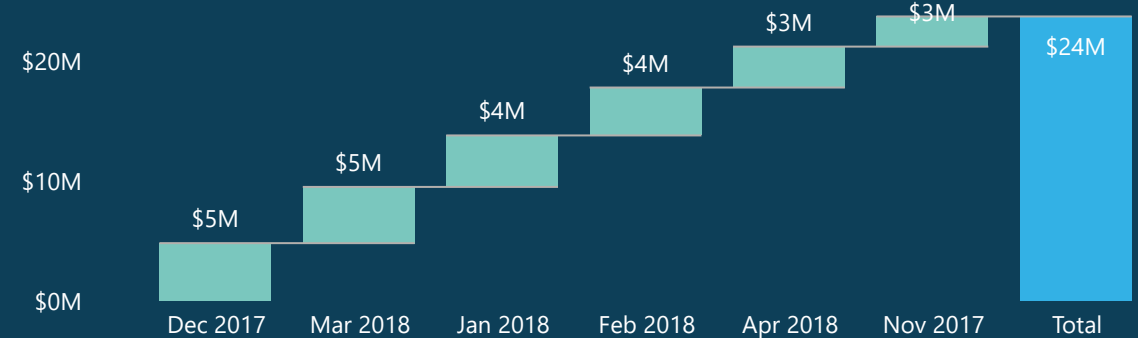
Total Sales, Previous Highest Sales and Rolling Average Sales by Date

● Total Sales ● Previous Highest Sales ● Rolling Average Sales



Total Sales by Month & Year

● Increase ● Decrease ● Total

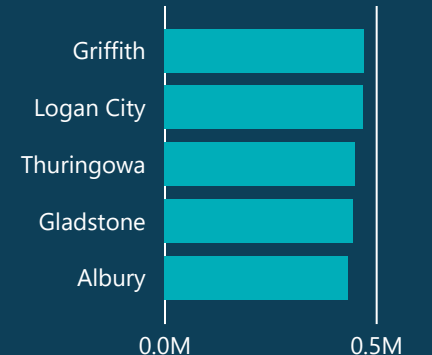


Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margins
01/01/2018	Wyong	New South Wales	Product 3	Feednation Corp	\$9,165.60	\$5,499.36	60.0%
09/01/2018	Port Pirie	South Australia	Product 24	Divanoodle Ltd	\$9,165.60	\$5,499.36	60.0%
11/01/2018	Logan City	Queensland	Product 5	Rhynoodle Ltd	\$19,992.80	\$11,995.68	60.0%
13/01/2018	Mandurah	Western Australia	Product 6	Internatio Company	\$1,809.00	\$1,085.40	60.0%
15/11/2017	Rockhampton	Queensland	Product 13	NCS Group	\$15,919.20	\$9,551.52	60.0%
18/11/2017	Melbourne	Victoria	Product 4	Fivechat Company	\$21,949.20	\$13,169.52	60.0%
30/11/2017	Palmerston	Northern Territory	Product 18	Roomm Company	\$8,911.00	\$5,346.60	60.0%
14/12/2017	Coffs Harbour	New South Wales	Product 28	Wordtune Company	\$46,551.60	\$27,930.96	60.0%
16/12/2017	Hobart	Tasmania	Product 17	Janyx Group	\$13,426.80	\$8,056.08	60.0%
17/12/2017	Ipswich	Queensland	Product 25	sanofi-ave Group	\$12,013.10	\$7,207.86	60.0%
24/12/2017	Thuringowa	Queensland	Product 4	Mydeo Ltd	\$19,456.80	\$11,674.08	60.0%
30/12/2017	Bendigo	Victoria	Product 4	Fivechat Company	\$19,235.70	\$11,541.42	60.0%
02/01/2018	Ballarat	Victoria	Product 5	Skajo Ltd	\$7,959.60	\$4,775.76	60.0%
03/01/2018	Griffith	New South Wales	Product 21	Mycone Ltd	\$42,049.20	\$25,229.52	60.0%
03/01/2018	Thuringowa	Queensland	Product 13	Wordtune Company	\$23,476.80	\$14,086.08	60.0%
09/01/2018	Maitland	New South Wales	Product 4	Buzzbean Group	\$52,847.00	\$22,208.74	60.0%

Top 5 Customers by Customer Names



Top 5 Cities by City



\$23.71M

Total Sales

\$8.83M

Total Profits

37.2%

Profit Margins