

### **Income Statement**

<b>Description (USD)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
<b>Revenue</b>	<b>12-month (USD)</b>	<b>12-month (USD)</b>	<b>Jan-Jun (USD)</b>
Motor Washing	5,952.00	6,249.60	3,281.04
Lubricant	260,760.00	273,798.00	143,743.95
Total Revenue	266,712.00	280,047.60	147,024.99
Cost of Goods Sold	213,369.96	224,037.96	117,619.98
<b>Gross Profit</b>	<b>53,343.00</b>	<b>56,009.64</b>	<b>29,405.01</b>
Operating Expenses			
Rental Expense	7,950.00	8,400.00	4,200.00
Salaries	10,920.00	11,760.00	6,300.00
Utilities	6,204.00	6,514.20	3,420.00
<b>Total Expenses</b>	<b>25,074.00</b>	<b>26,674.20</b>	<b>13,920.00</b>
<b>Net Income</b>	<b>28,269.00</b>	<b>29,335.44</b>	<b>15,485.01</b>
Salary Mr. Chea Makara	10,773.00	10,260.00	5,400.00
Salary Mdm. SourkeaNaly	9,205.44	9,690.00	5,100.00
<b>Total Net Income</b>	<b>48,247.44</b>	<b>49,285.44</b>	<b>25,985.01</b>
<b>Monthly Average</b>	<b>4,020.62</b>	<b>4,107.12</b>	<b>4,330.84</b>

### **Income Projection**

<b>Description</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Revenue</b>	<b>12-month (USD)</b>	<b>12-month (USD)</b>	<b>12-month (USD)</b>
Motor Washing	6,892.20	7,236.84	7,598.64
Lubricant	301,862.28	316,955.40	332,803.20
Total Revenue	308,754.48	324,192.24	340,401.84
Cost of Goods Sold	247,002.00	259,352.16	272,319.72
<b>Gross Profit</b>	<b>61,752.48</b>	<b>64,840.08</b>	<b>68,082.12</b>
Operating Expenses			
Rental Expense	8,800.00	9,600.00	9,600.00
Salaries	13,440.00	14,280.00	15,120.00
Utilities	7,182.00	7,541.10	7,918.15
<b>Total Expenses</b>	<b>29,422.00</b>	<b>31,421.10</b>	<b>32,638.15</b>
<b>Net Income</b>	<b>32,330.48</b>	<b>33,418.98</b>	<b>35,443.97</b>
Salary Mr. Chea Makara	11,340.00	11,907.00	12,502.32
Salary Mdm. SourkeaNaly	10,710.00	11,245.56	11,807.88
<b>Total Net Income</b>	<b>54,380.48</b>	<b>56,571.54</b>	<b>59,754.17</b>
<b>Monthly Average</b>	<b>4,531.71</b>	<b>4,714.30</b>	<b>4,979.51</b>

  
Mr. Chea Makara