**Income Statement**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description (USD)** | **2013** | **2014** | **2015** |
| **Revenue** | **12-month (USD)** | **12-month (USD)** | **Jan-Jun (USD)** |
| 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 |
| **Gross Profit** | **53,343.00** | **56,009.64** | **29,405.01** |
| 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 |
| **Total Expenses** | **25,074.00** | **26,674.20** | **13,920.00** |
| **Net Income** | **28,269.00** | **29,335.44** | **15,485.01** |
| Salary Mr. Chea Makara | 10,773.00 | 10,260.00 | 5,400.00 |
| Salary Mdm. Sourkea Naly | 9,205.44 | 9,690.00 | 5,100.00 |
| **Total Net Income** | **48,247.44** | **49,285.44** | **25,985.01** |
| **Monthly Average** | **4,020.62** | **4,107.12** | **4,330.84** |

**Income Projection**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **2016** | **2017** | **2018** |
| **Revenue** | **12-month (USD)** | **12-month (USD)** | **12-month (USD)** |
| 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 |
| **Gross Profit** | **61,752.48** | **64,840.08** | **68,082.12** |
| 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 |
| **Total Expenses** | **29,422.00** | **31,421.10** | **32,638.15** |
| **Net Income** | **32,330.48** | **33,418.98** | **35,443.97** |
| Salary Mr. Chea Makara | 11,340.00 | 11,907.00 | 12,502.32 |
| Salary Mdm. Sourkea Naly | 10,710.00 | 11,245.56 | 11,807.88 |
| **Total Net Income** | **54,380.48** | **56,571.54** | **59,754.17** |
| **Monthly Average** | **4,531.71** | **4,714.30** | **4,979.51** |

**Mr. Chea Makara**