

## FINANCIAL DASHBOARD

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ANALYSE



### PAYABLES



**\$30,063,674**

Total Paid

**8,944**

Paid Invoices

**\$4,002,429**

Total Late Payable

**1,249**

Late Invoices Payable

### RECEIVABLES



**\$32,297,790**

Total Received

**2,774**

Received Invoices

**\$15,974,539**

Total Late Receivable

**1,705**

Late Invoices Receivable

Branches

All

Year

2020

Month

All

## MAIN FINANCIAL RESULTS

**\$19,068,963**

Net Revenue

**\$5,837,132**

EBITDA

**\$4,157,970**

Net Profit

**21.8%**

Net Profit Margin

The amount shown are referring to the Results within the selected period, which starts on **2020-01-01** and ends on **2020-12-31**



FINANCIAL RESULTS

Branches

All

Year

2020

Month

All

OVERVIEW

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STATEMENT



Total Paid

\$30,063,674



Paid Invoices

8,944

Total Paid by AccountName

RAW MATERIAL P...	\$6.7M
PAYMENTS OF LO...	\$4.0M
PACKAGING / SU...	\$2.6M
ELECTRICITY	\$2.2M
WORKING CAPITAL	\$2.2M
SALES FREIGHT	\$1.9M

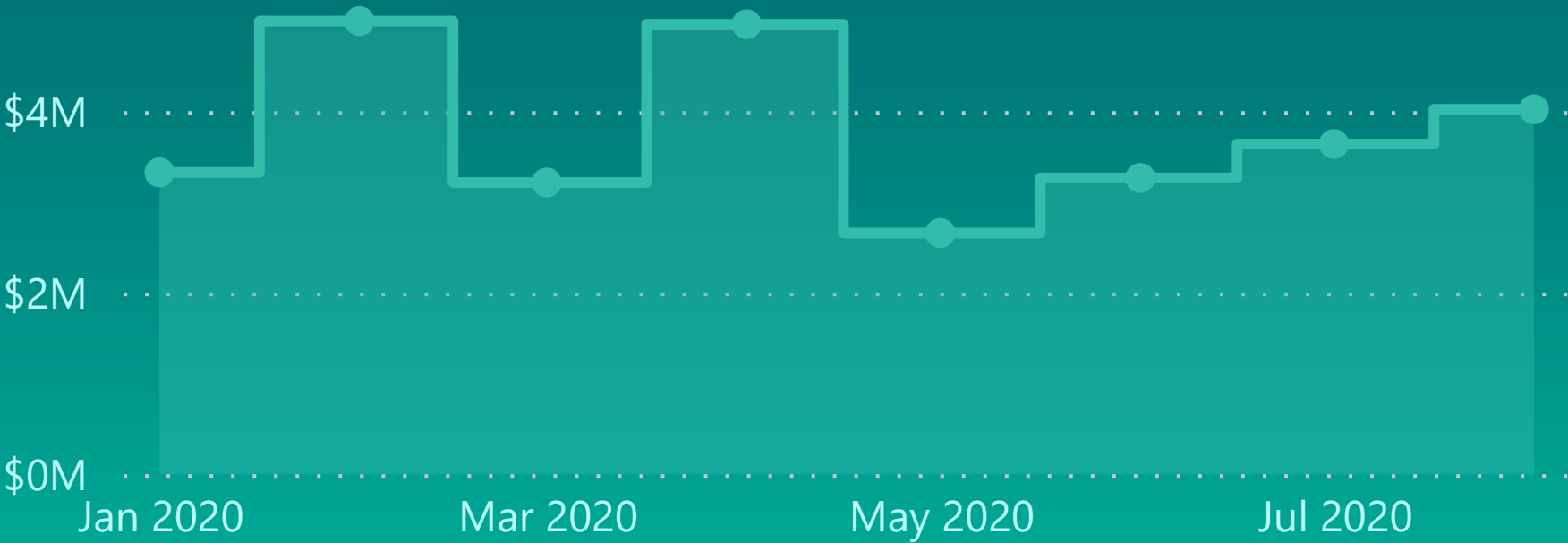
Total Paid by StateCode

SC	\$21M
PR	\$5M
SP	\$1M
RS	\$1M
DF	\$1M
RJ	\$0M

Avg Days to Debit by StateCode

SP	89
SC	40
LZ	33
ES	30
RS	26
DF	16

Total Paid by Year and Month



Total Received by AccountName

PRODUCT SALES 6	\$26M
CREDIT LOANS RE...	\$4M
PRODUCT SALES 1	\$1M
SALES OF HORSES	\$0M
OTHER REVENUE ...	\$0M

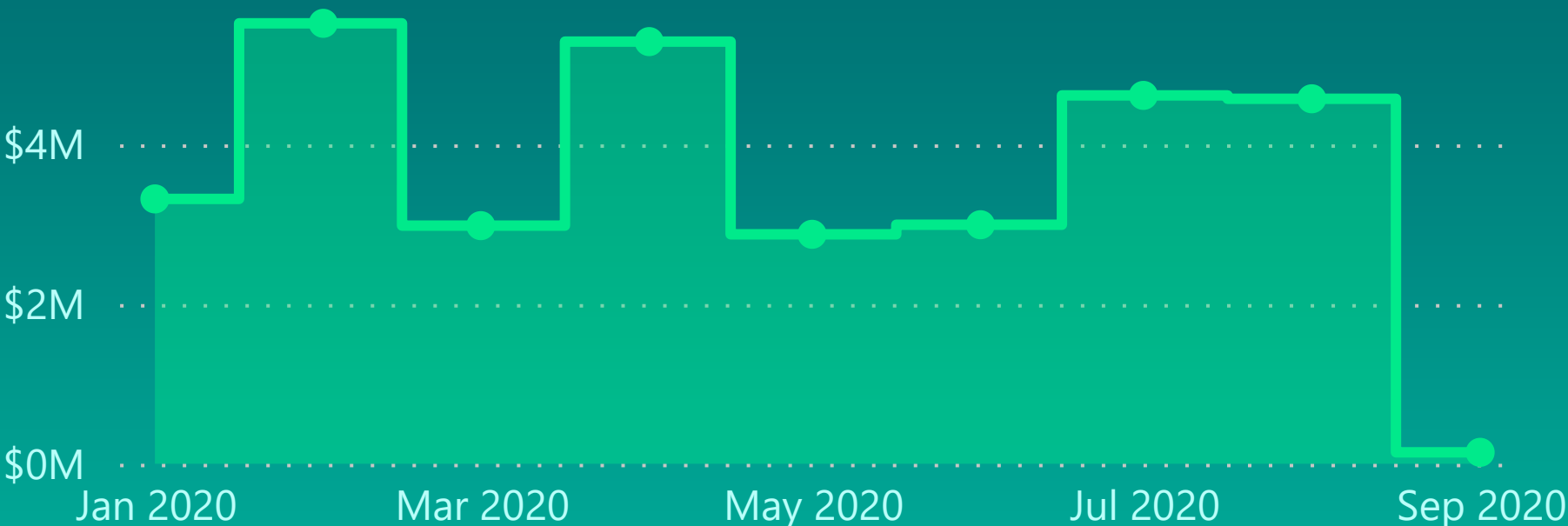
Total Received by StateCode

SC	\$12M
EM	\$11M
PR	\$7M
RS	\$2M
SP	\$1M
LB	\$0M

Avg Days to Credit by StateCode

EM	68
PR	67
RS	37
SC	31
LB	26
MS	14

Total Received by Year and Month



# FINANCIAL OUTSTANDING

Branches

All

Year

2020

Month

All

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Total Payable Oustanding

\$3,367,209



Outstanding Invoices

1,409

Payable Oustanding by AccountName

RAW MATERIAL P...	\$0.88M
PAYMENTS OF LO...	\$0.36M
SALES FREIGHT	\$0.36M
PACKAGING / SU...	\$0.33M
WORKING CAPITAL	\$0.32M
PRODUCTION M...	\$0.28M

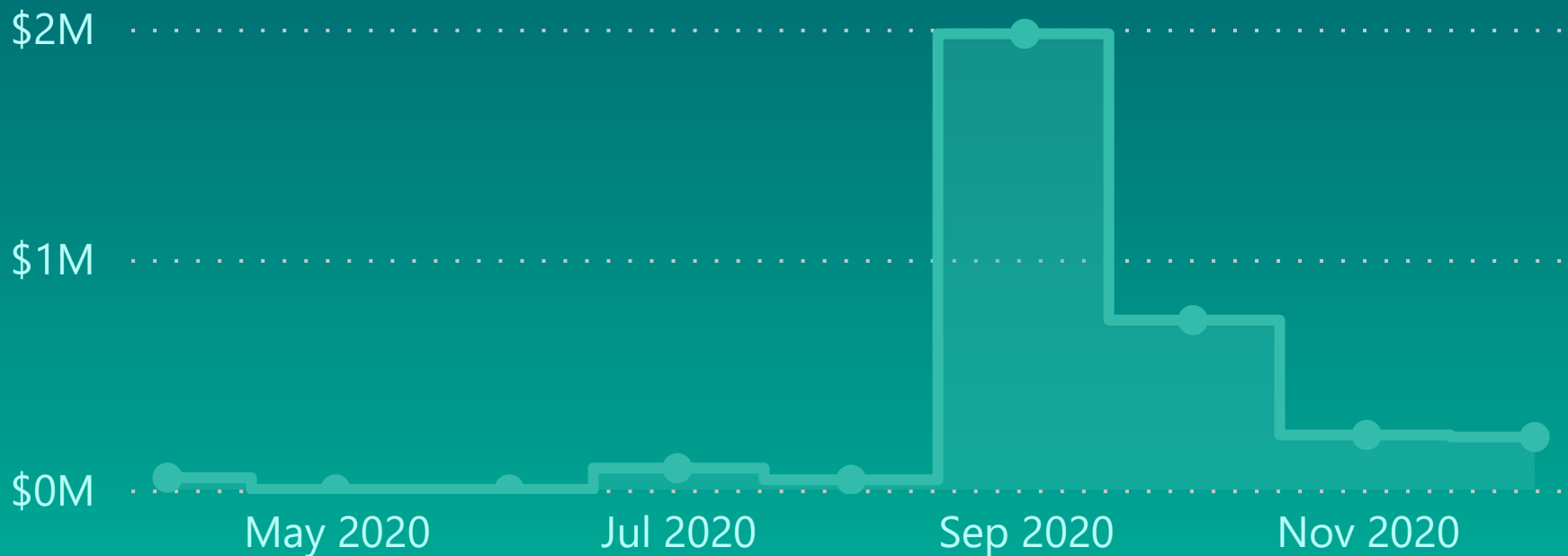
Payable Oustanding by StateCode

SC	\$2.5M
PR	\$0.3M
RS	\$0.2M
SP	\$0.2M
DF	\$0.1M
RB	\$0.0M

Avg Days to Debit by StateCode

SP	89
SC	40
LZ	33
ES	30
RS	26
DF	16

Payable Oustanding by Year and Month



Receivable Oustanding by AccountName

PRODUCT SALES 6	\$8.9M
PRODUCT SALES 1	\$0.1M
SALES OF FIXED A...	\$0.0M
SALES OF HORSES	\$0.0M
PRODUCT SALES 3	\$0.0M

Receivable Oustanding by StateCode

SC	\$4.1M
PR	\$2.0M
EM	\$1.6M
RS	\$0.6M
SD	\$0.5M

Avg Days to Credit by StateCode

EM	68
PR	67
RS	37
SC	31
LB	26
MS	14



Total Receivable Outstanding

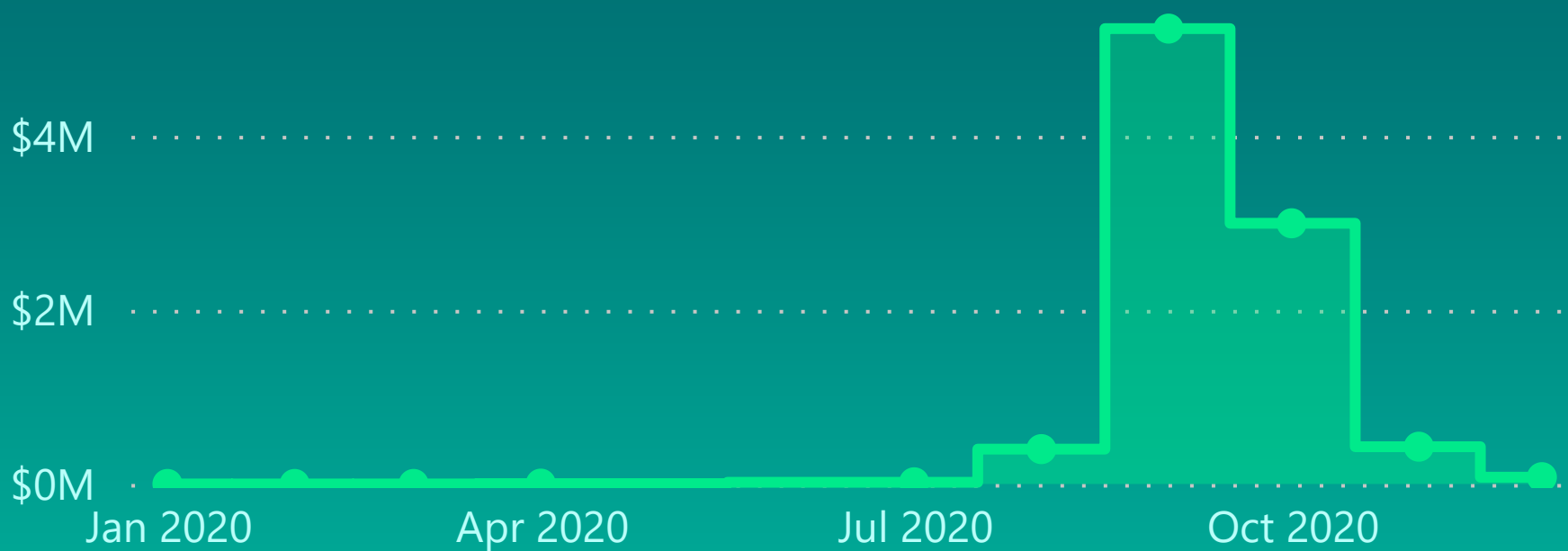
\$9,158,554



Outstanding Invoices

1,049

Receivable Oustanding by Year and Month



INCOME STATEMENT

Branches

All

Year

2020

Month

All

Transaction Status

All

OVERVIEW

RESULTS

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STATEMENT

\$19,068,963

Net Revenue

\$5,837,132

EBITDA

\$4,157,970

Net Profit

21.8%

Net Profit Margin

Month	January				February				March				April
ControlAccount	Result	VA	HA		Result	VA	HA		Result	VA	HA		Result
⊟ GROSS OPERATIONAL REVENUE	\$1,317,011	112.3%	↓	-55.8%	\$1,202,033	113.5%	↓	-8.7%	\$2,368,762	111.5%	↑	97.1%	\$2,221,424
PRODUCT SALE 1	\$69,757	5.9%	↓	-25.7%	\$63,744	6.0%	↓	-8.6%	\$54,194	2.6%	↓	-15.0%	\$56,398
PRODUCT SALE 2	\$559	0.0%	↓	-74.4%	\$903	0.1%	↑	61.6%	\$1,671	0.1%	↑	85.0%	\$1,158
PRODUCT SALE 3	\$107,551	9.2%	↑	61.6%	\$16,328	1.5%	↓	-84.8%	\$16,755	0.8%	↑	2.6%	\$7,523
PRODUCT SALE 5	\$978,862	83.4%	↑	9.6%	\$1,121,059	105.9%	↑	14.5%	\$1,828,139	86.1%	↑	63.1%	\$1,936,107
PRODUCT SALE 6	\$160,281	13.7%	↓	-91.7%					\$468,004	22.0%	↑	0.0%	\$220,237
⊟ Revenue Deductions	(\$143,831)	-12.3%	↓	-3.9%	(\$143,350)	-13.5%	↑	0.3%	(\$245,062)	-11.5%	↓	-71.0%	(\$230,681)
(-) CONTRIBUTION TO SOCIAL SECURITY FINANCIG	(\$88,247)	-7.5%	↓	-6.8%	(\$91,285)	-8.6%	↓	-3.4%	(\$143,267)	-6.7%	↓	-56.9%	(\$151,743)
(-) SALES RETURNS													(\$2,113)
(-) SOCIAL INTEGRATION PROGRAM	(\$19,158)	-1.6%	↓	-6.8%	(\$19,818)	-1.9%	↓	-3.4%	(\$31,104)	-1.5%	↓	-56.9%	(\$32,944)
(-) TAX ON CIRCULATION OF GOODS AND SERVICES	(\$36,425)	-3.1%	↑	3.9%	(\$32,247)	-3.0%	↑	11.5%	(\$70,691)	-3.3%	↓	-119.2%	(\$43,880)
⊟ NET OPERATIONAL REVENUE	\$1,173,180	100.0%	↓	-58.7%	\$1,058,683	100.0%	↓	-9.8%	\$2,123,701	100.0%	↑	100.6%	\$1,990,743
⊟ Cost of Goods Sold (COGS)	(\$764,034)	-65.1%	↑	46.1%	(\$724,934)	-68.5%	↑	5.1%	(\$1,251,591)	-58.9%	↓	-72.6%	(\$1,270,194)
PRODUCT COST 1	(\$39,325)	-3.4%	↑	28.0%	(\$40,382)	-3.8%	↓	-2.7%	(\$35,619)	-1.7%	↑	11.8%	(\$36,716)
PRODUCT COST 2	(\$589,742)	-50.3%	↓	-10.5%	(\$667,846)	-63.1%	↓	-13.2%	(\$979,006)	-46.1%	↓	-46.6%	(\$1,121,256)
Total	(\$462,157)	-39.4%	↓	-182.6%	(\$176,404)	-16.7%	↑	61.8%	\$424,040	20.0%	↑	340.4%	(\$579,437)