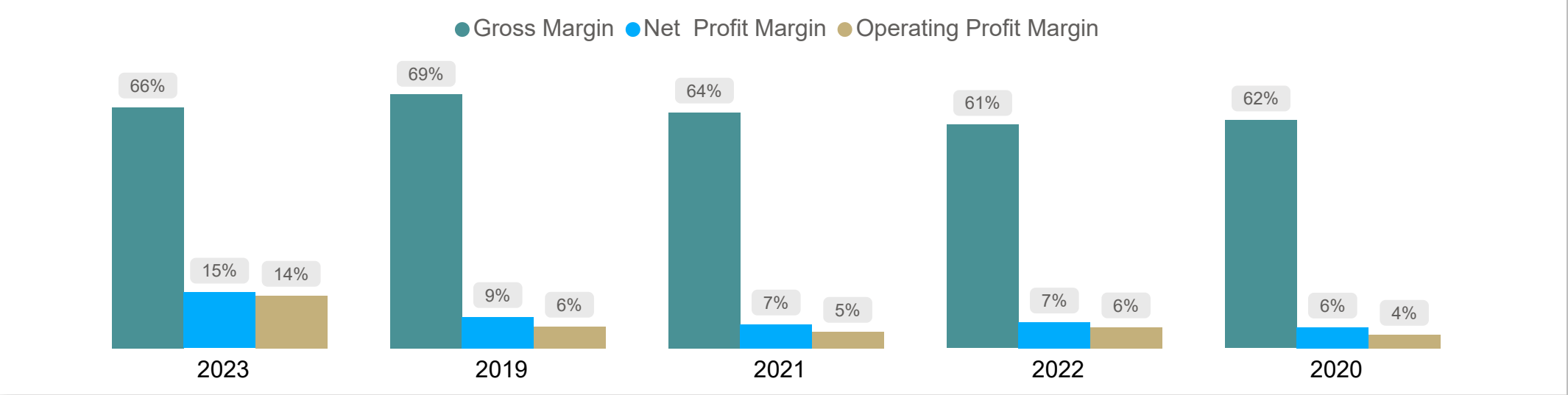


GMS - Income Statement 2019 - 2023

Comparison of Profitability Ratios (2019–2023)



635K

Total Net Income

Income Statement

Particulars	Jan - Dec 19	YOY_19_20	Jan - Dec 20	YOY_20_21	Jan - Dec 21	YOY_21_22	Jan - Dec 22	YOY_22_23	Jan - Dec 23	Total YOY	TOTAL
Ordinary Income/Expense											
Income											
Sales											
Sales - Agency	7,975.00		0.00		0.00		0.00		11,913.46		19,888.46
Sales - Air Quality	14,275.25		17,811.50		16,288.75		21,825.00		19,405.00		89,605.50
Sales - Calibration	183,068.50		223,737.25		292,830.00		403,498.50		461,975.00		1,565,109.25
Sales - Foam Sample+Fire Test	34,075.00		39,890.50		43,920.00		45,475.00		44,550.00		207,910.50
Sales - Freight Charges	6,215.03		11,601.90		12,582.50		22,549.00		39,078.99		92,027.42
Sales - FRS Lifeboat	48,170.00		36,290.00		31,850.00		30,950.00		49,250.00		196,510.00
Sales - FRS Sales	220,732.45		137,269.13		207,771.58		190,870.97		292,141.22		1,048,785.35
Sales - FRS Services	376,776.77		353,000.62		459,209.10		510,014.26		594,651.98		2,293,652.73
Sales - Hans Buch - Delivery	1,987.00		0.00		0.00		0.00		0.00		1,987.00
Sales - Third Part Services	14,925.00		124,354.59		159,842.00		148,995.53		225,472.95		673,590.07
Sales - Third Party Sales	31,973.58		201,124.10		216,569.38		382,127.30		283,906.68		1,115,701.04
Sales - Travel	84,951.00		80,982.50		102,499.66		128,796.76		153,939.17		551,169.09
Sales - UniServices Delivery	400.00		0.00		0.00		0.00		0.00		400.00
Sales - Water Analysis	7,375.00		11,650.00		17,975.00		16,125.00		14,550.00		67,675.00
Total Sales	1,032,899.58		1,237,712.09		1,561,337.97		1,901,227.32		2,190,834.45		7,924,011.41
Selling Expense	-73,554.45		-176,278.02		-233,783.85		-261,883.12		-294,802.28		-1,040,301.72
Total Income	959,345.13	11%	1,061,434.07	25%	1,327,554.12	23%	1,639,344.20	16%	1,896,032.17	19%	6,883,710.44
Cost of Goods Sold											
Other Cost of Goods	235,780.67		400,314.63		471,986.45		638,263.31		647,735.21		2,394,080.27
Purchases	57,555.15		0.00		0.00		0.00		0.00		57,555.15
Total COGS	293,335.82	36%	400,314.63	18%	471,986.45	35%	638,263.31	1%	647,735.21	23%	2,451,636.33
Gross Profit	666,009.31	-1%	661,119.44	29%	855,567.67	17%	1,001,080.89	25%	1,248,296.96	18%	4,432,074.97
Expense											
Advertising and Promotion	19,328.80		7,168.60		45,039.00		7,808.22		16,093.60		95,438.22
Amortization	33.00		67.00		67.00		67.00		0.00		234.00
Automobile Expense	17,775.59		16,508.63		39,449.29		16,904.74		27,620.23		118,258.48
Bad Debt Expense	300.50		0.00		0.00		0.00		0.00		300.50
Bank Service Charges	5,935.45		6,358.69		9,621.23		11,584.90		12,423.93		45,924.20
Computer and Internet Expenses	2,397.53		3,375.07		3,938.15		4,643.35		5,085.32		19,439.42
Depreciation Expense	62,359.00		66,291.00		49,663.00		50,864.00		0.00		229,177.00
Donation	0.00		0.00		553.00		0.00		1,053.00		1,606.00
Insurance Expense	4,300.98		13,789.39		14,205.36		12,506.59		17,296.56		62,098.88
Legal & Professional Charges	34,076.89		25,283.62		103,349.18		138,729.30		129,221.15		430,660.14
Meals and Entertainment	1,937.26		166.85		0.00		0.00		0.00		2,104.11
Miscellaneous Expense	180.08		0.00		7.66		212.73		0.00		400.47
Office Expense	627.23		660.13		245.02		585.63		729.94		2,847.95
Office Security	1,401.55		946.98		977.15		1,686.12		2,059.46		7,071.26
Office Supplies	1,191.60		1,566.78		1,302.77		531.36		1,658.55		6,251.06