

# Income Statement

Income Statement Items	Actual_Value	Previous_Year_Value	Change	% Growth
Distributor	18.082.965,00	11.021.569,28	7.061.395,72	64,07%
Export	7.799.510,20	5.796.131,74	2.003.378,46	34,56%
Wholesale	31.047.364,50	19.446.539,55	11.600.824,95	59,65%
Total Revenues	56.929.839,70	57.654.980,70	-725.141,00	-1,26%
COS - Commissions	2.511.101,58	1.607.516,64	903.584,93	56,21%
COS - Equipment	156.529,33	111.446,23	45.083,10	40,45%
COS - Labor Burden	167.084,23	116.911,28	50.172,95	42,92%
COS - Materials	4.464.243,11	3.049.763,82	1.414.479,29	46,38%
COS - Other Costs	984.564,66	721.385,56	263.179,10	36,48%
COS - Prize Fund	639.828,31	388.645,24	251.183,06	64,63%
COS - Prize Fund Constr.	423.352,71	283.652,09	139.700,62	49,25%
COS - Referral Fund	123.605,52	83.230,85	40.374,67	48,51%
COS - Repair Fund	229.537,39	156.399,68	73.137,70	46,76%
COS - Subcontractors	6.564.500,50	3.837.713,61	2.726.786,89	71,05%
Total COGS	16.264.347,32	10.356.665,00	5.907.682,32	57,04%
Total Gross Profit	40.665.492,38	47.298.315,70	-6.632.823,32	-14,02%
Gross Profit %	0,71	0,82	-0,11	-12,93%
Depreciation Expense	165.250,64	118.619,95	46.630,69	39,31%
Sales - Fleet Depreciation	83.897,53	52.185,22	31.712,31	60,77%
Education	24.687,47	16.224,09	8.463,39	52,17%
Sealer Material	89.361,19	56.458,27	32.902,92	58,28%
Fuel Expense - Const.Admin	120.634,20	87.859,35	32.774,85	37,30%
Insurance - Auto/Property	2.948,16	2.034,35	913,81	44,92%
Insurance - Health	208.307,31	153.422,06	54.885,25	35,77%
Insurance - Liability/Umbrella	20.938,01	14.302,71	6.635,30	46,39%
Insurance - Life	4.540,63	3.551,82	988,81	27,84%
Insurance-Workers Comp	76.445,93	50.654,37	25.791,56	50,92%
Liability Insurance	91.164,70	66.175,30	24.989,40	37,76%
Canvassing	478.153,43	337.719,16	140.434,27	41,58%
Co-op Advertising fee	512.643,67	343.189,26	169.454,41	49,38%
Direct Advertising Expense	1.427.353,51	980.108,37	447.245,14	45,63%
Home Show Branch Directed	41.980,31	26.597,78	15.382,53	57,83%
Sweepstakes Contributions	10.502,52	6.773,56	3.728,97	55,05%
Delivery / Postage	7.227,12	4.460,94	2.766,18	61,77%

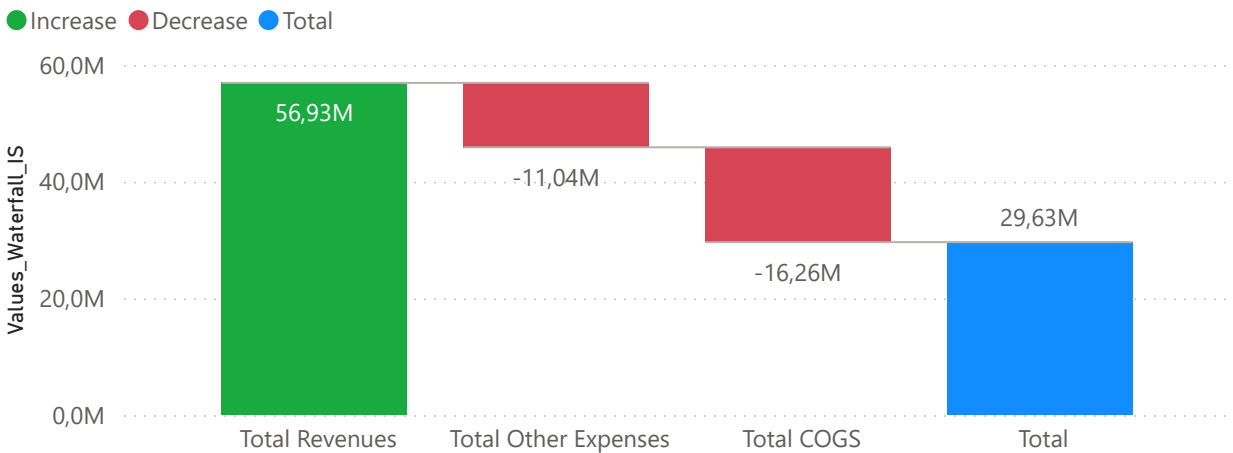
2015

2016

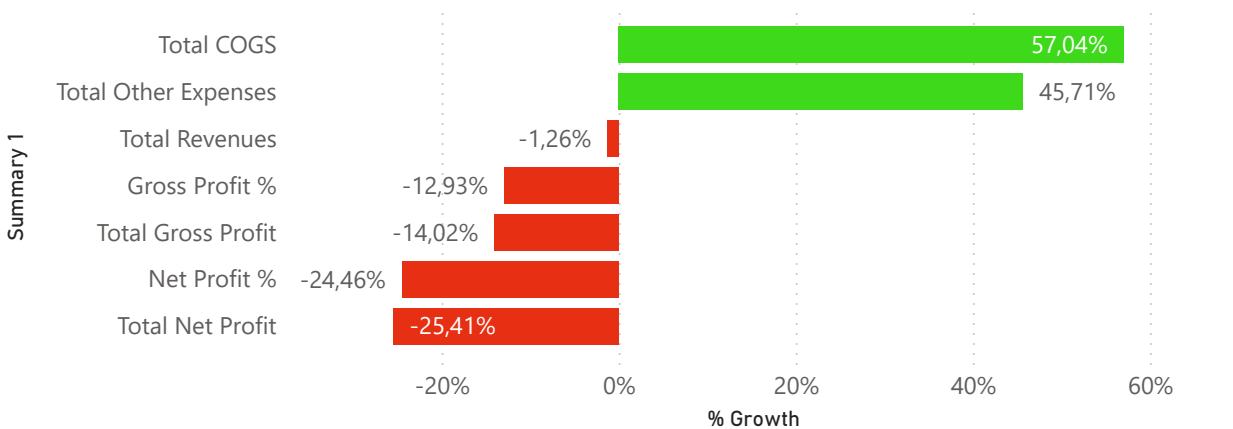
2017

2018

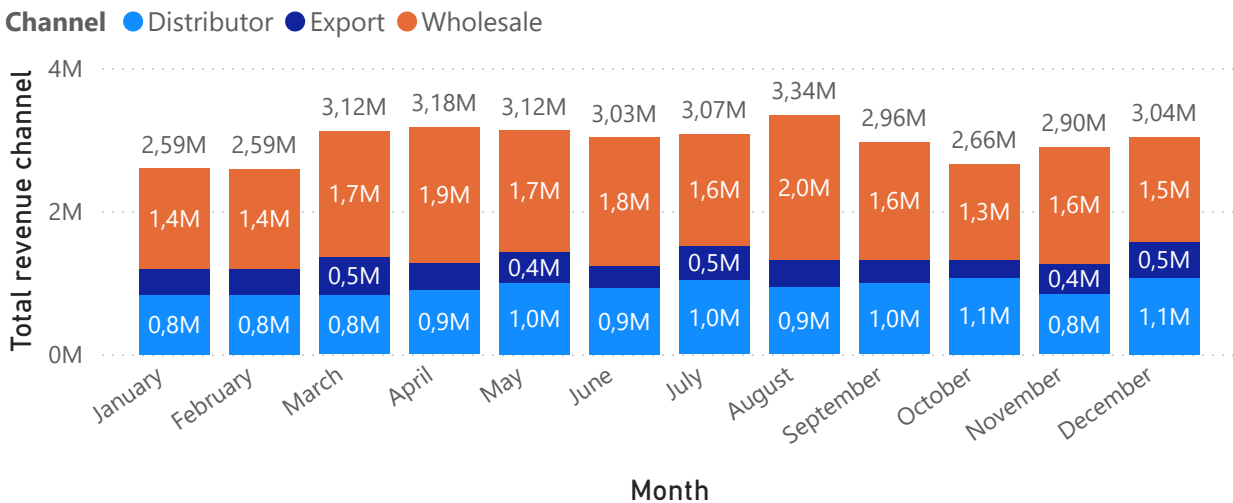
PL Bridge (Actuals'000) 2016

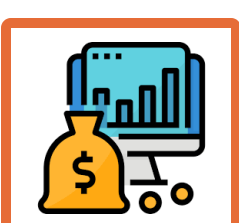
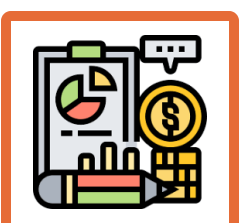
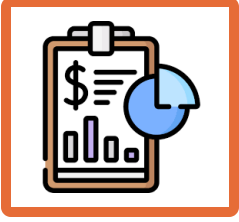


Growth from LY



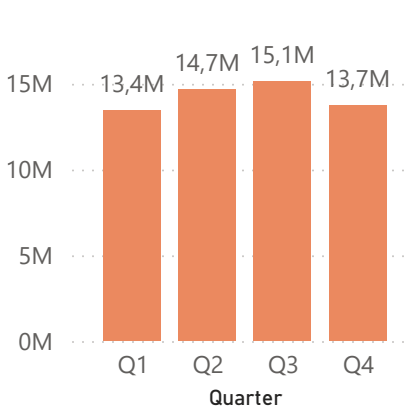
Revenue Distribution by Channel



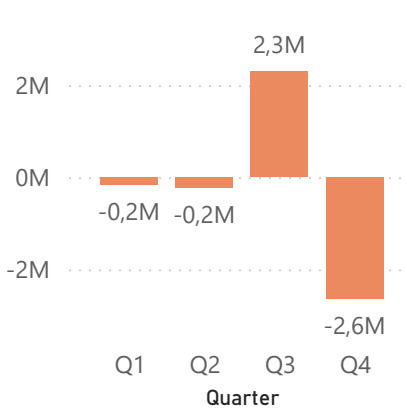


# Financial Details

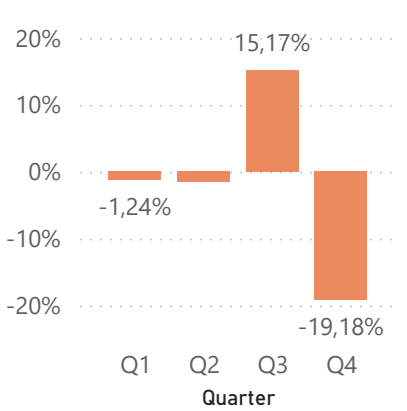
Actual Revenue by Quarter



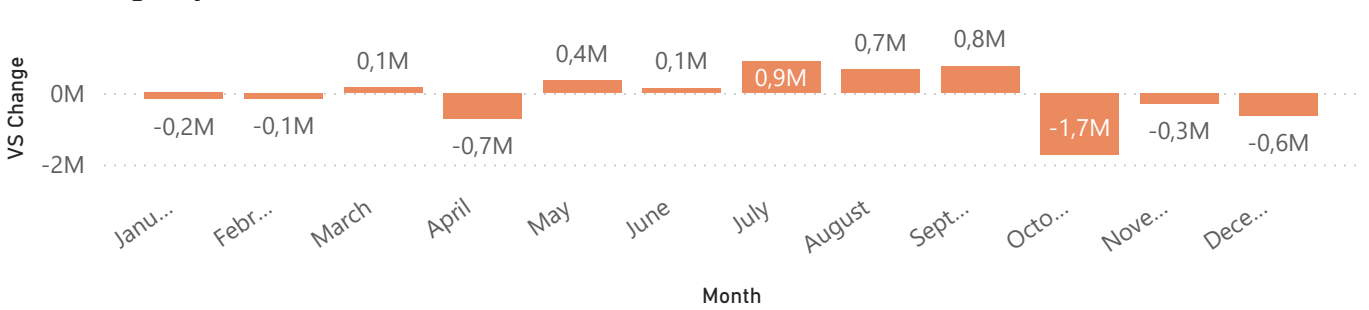
VS Change by Quarter



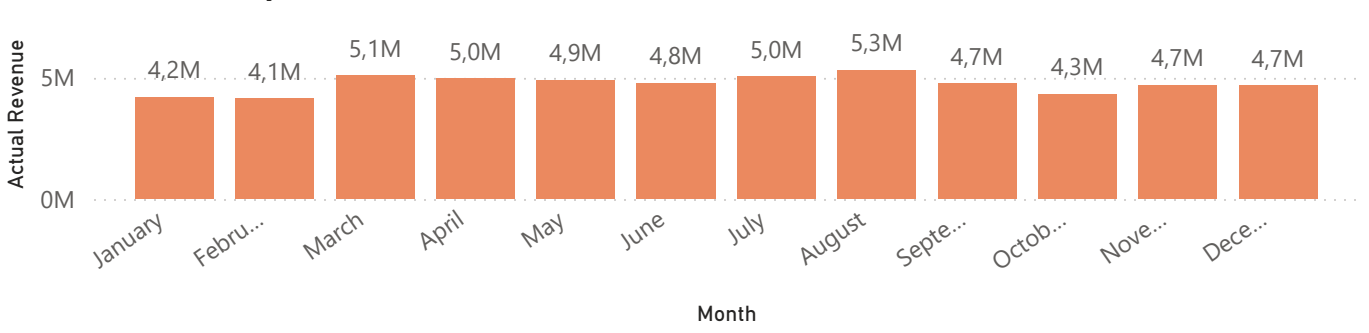
% Growthby Quarter



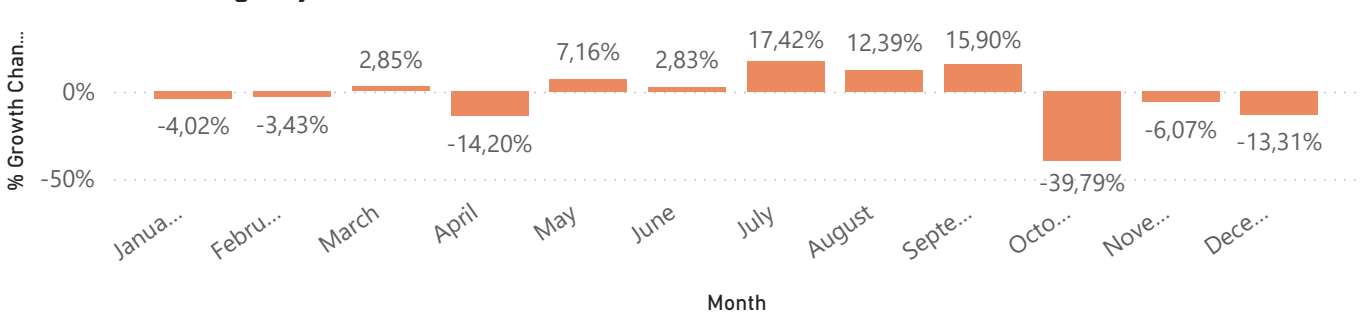
VS Change by Month



Actual Revenue by Month



% Growth Change by Month



Selection

% Growth Change

Actuals

Last Year

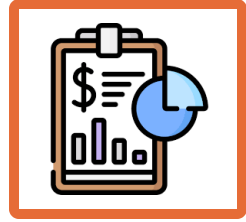
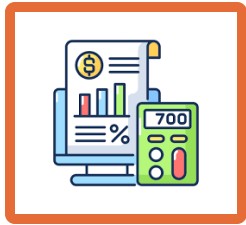
2015

2016

2017

2018

Income Statement Items	Q1	Q2	Q3	Q4
Distributor	4,132,285.30	4,421,524.30	4,808,811.10	4,720,344.30
Export	2,124,087.60	1,742,817.40	1,949,706.70	1,982,898.50
Wholesale	7,189,441.70	8,488,484.60	8,353,446.10	7,015,992.10
Total Revenues	13,445,814.60	14,652,826.30	15,111,963.90	13,719,234...
COS - Commissions	627,157.29	604,004.13	651,200.66	628,739.50
COS - Equipment	43,577.93	40,960.95	37,096.73	34,893.72
COS - Labor Burden	41,254.07	41,793.98	41,623.17	42,413.01
COS - Materials	1,136,434.06	1,137,669.32	1,095,562.72	1,094,577.00
COS - Other Costs	259,036.83	255,448.53	236,405.74	233,673.57
COS - Prize Fund	159,809.09	166,606.95	160,186.81	153,225.46
COS - Prize Fund Constr.	106,376.36	102,143.08	104,314.22	110,519.05
COS - Referral Fund	31,622.68	30,758.49	30,794.44	30,429.91
COS - Repair Fund	59,362.98	59,479.18	57,231.13	53,464.11
COS - Subcontractors	1,571,717.32	1,554,307.66	1,679,972.92	1,758,502.59
Total COGS	4,036,348.62	3,993,172.26	4,094,388.53	4,140,437.91
Total Gross Profit	9,409,465.98	10,659,654.04	11,017,575.37	9,578,796.99
Gross Profit %	0.70	0.73	0.73	0.70
Depreciation Expense	39,663.46	40,301.56	42,049.83	43,235.79
Sales - Fleet Depreciation	21,281.19	22,116.98	21,147.29	19,352.08
Education	6,263.83	5,989.20	6,101.68	6,332.76
Sealer Material	21,622.07	22,468.54	23,182.45	22,088.13
Fuel Expense - Const.Admin	29,857.67	31,047.84	29,584.22	30,144.47
Insurance - Auto/Property	771.36	732.53	710.68	733.58
Insurance - Health	52,870.59	52,294.27	52,210.31	50,932.15
Insurance - Liability/Umbrella	5,157.38	5,189.17	5,324.86	5,266.61
Insurance - Life	1,164.69	1,147.82	1,092.30	1,135.81
Insurance-Workers Comp	18,093.40	19,009.44	19,099.15	20,243.94
Liability Insurance	24,760.28	23,509.15	22,321.04	20,574.22
Canvassing	132,255.72	122,380.99	116,177.53	107,339.20
Co-op Advertising fee	129,337.14	129,162.53	131,196.95	122,947.05
Direct Advertising Expense	363,510.13	337,963.90	348,079.50	377,799.98
Home Show Branch Directed	10,043.94	10,863.53	10,677.77	10,395.06
Sweepstakes Contributions	2,726.49	2,578.96	2,665.96	2,531.11



# Balance Sheet

Balance Sheet Items	2014	2015	2016	2017	2018
Assets					
Current Assets					
Cash	11.874,00	11.875,15	11.876,30	11.877,45	11.878,60
Accounts receivable	4.215,00	4.216,15	4.217,30	4.218,45	4.219,60
Inventory	2.145,00	2.146,15	2.147,30	2.148,45	2.149,60
Prepaid expenses	354,00	355,15	356,30	357,45	358,60
Short-term investments	254,00	255,15	256,30	257,45	258,60
Total current assets	18.842,00	18.847,75	18.853,50	18.859,25	18.865,00
Fixed (Long-Term) Assets					
Long-term investments	1.208,00	1.209,15	1.210,30	1.211,45	1.212,60
Property, plant, and equipment (Less accumulated depreciation)	15.340,00	15.341,15	15.342,30	15.343,45	15.344,60
Intangible assets	2.215,00	2.216,15	2.217,30	2.218,45	2.219,60
Total fixed assets	16.563,00	16.567,60	16.572,20	16.576,80	16.581,40
Other Assets					
Deferred income tax	386,00	388,30	390,60	392,90	395,20
Other	435,00	438,45	441,90	445,35	448,80
Total Other Assets	458,00	460,30	462,60	464,90	467,20
Total Assets	35.863,00	35.875,65	35.888,30	35.900,95	35.913,60
Current Liabilities					
Accounts payable	8.060,00	8.061,15	8.062,30	8.063,45	8.064,60
Short-term loans	200,00	201,15	202,30	203,45	204,60
Income taxes payable	3.145,00	3.146,15	3.147,30	3.148,45	3.149,60
Accrued salaries and wages	50,00	51,15	52,30	53,45	54,60
Unearned revenue	333,00	334,15	335,30	336,45	337,60
Current portion of long-term debt	0,00	1,15	2,30	3,45	4,60
Total current liabilities	11.788,00	11.794,90	11.801,80	11.808,70	11.815,60
Long-Term Liabilities					
Long-term debt	3.450,00	3.451,15	3.452,30	3.453,45	3.454,60
Deferred income tax	386,00	388,30	390,60	392,90	395,20
Other	435,00	438,45	441,90	445,35	448,80
Total long-term liabilities	3.813,00	3.816,45	3.819,90	3.823,35	3.826,80
Owner's Equity					
Owner's investment	7.178,00	7.179,15	7.180,30	7.181,45	7.182,60
Retained earnings	4.200,00	4.200,15	4.201,20	4.202,15	4.202,60

2014

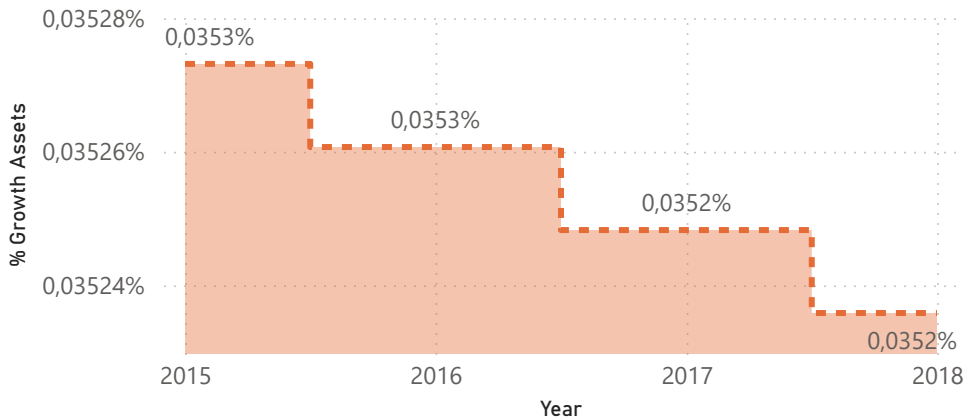
2015

2016

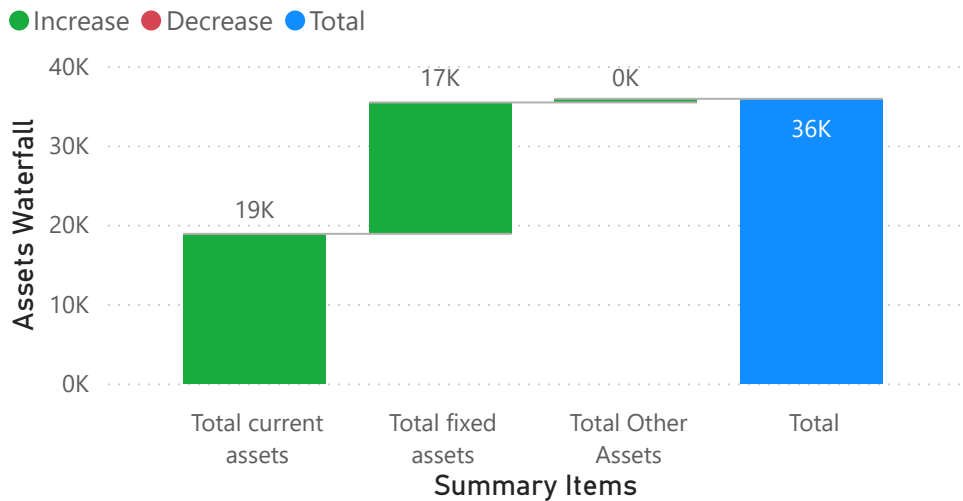
2017

2018

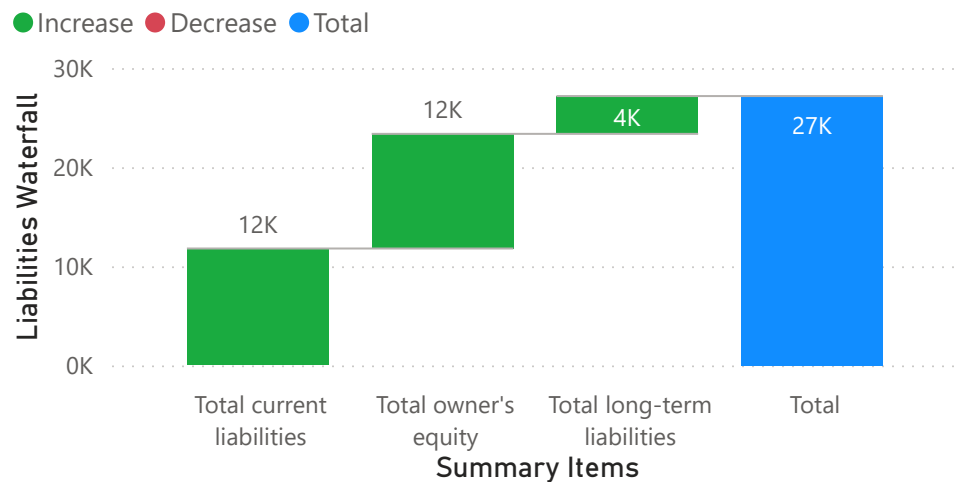
% Growth Assets by Year

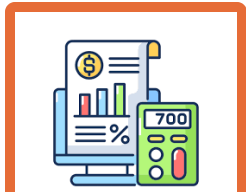


Assets Waterfall by Summary Items

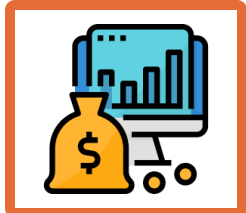


Liabilities Waterfall by Summary Items





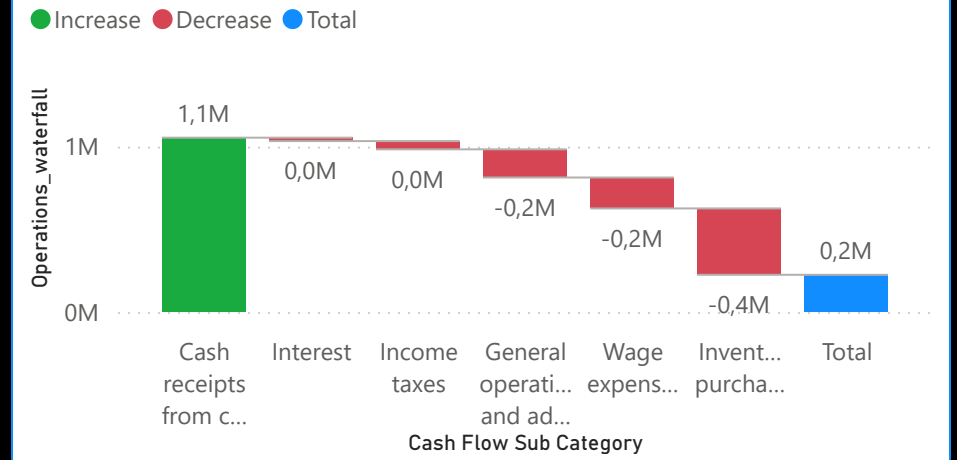
# Cash Flow Statement



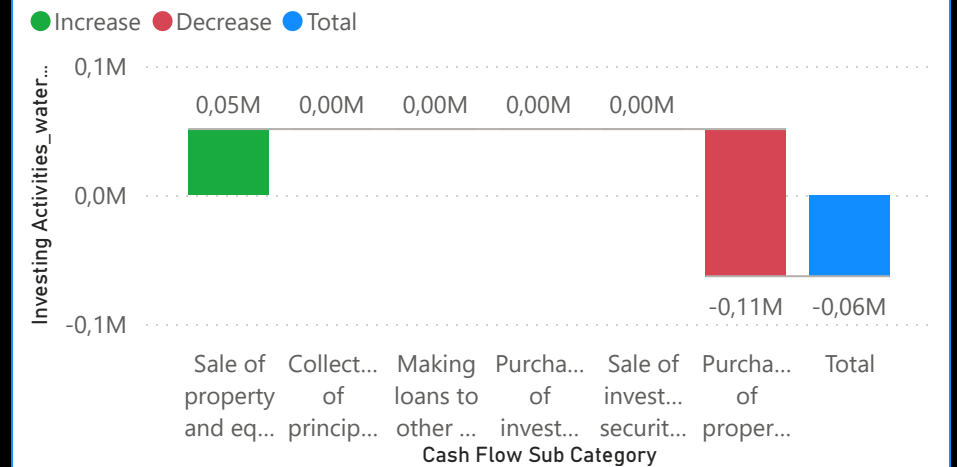
Cash Flow Items	2014	2015	2016	2017	2018
<b>Operations</b>					
Cash receipts from customers	693.200,00	797.180,00	916.757,00	1.054.270,55	1.212.411,13
<b>Cash paid for</b>					
Inventory purchases	264.000,00	303.600,00	349.140,00	401.511,00	461.737,65
General operating expenses	112.000,00	128.800,00	148.120,00	170.338,00	195.888,70
Wage expenses	123.000,00	141.450,00	162.667,50	187.067,63	215.127,77
Interest	13.500,00	15.525,00	17.853,75	20.531,81	23.611,58
Income taxes	32.800,00	37.720,00	43.378,00	49.884,70	57.367,41
Net Cash Flow from Operations	147.900,00	170.085,00	195.597,75	224.937,41	258.678,02
<b>Investing Activities</b>					
<b>Cash receipts from</b>					
Sale of property and equipment	33.600,00	38.640,00	44.436,00	51.101,40	58.766,61
Collection of principal on loans	0,00	0,00	0,00	0,00	0,00
Sale of investment securities	0,00	0,00	0,00	0,00	0,00
<b>Cash paid for</b>					
Purchase of property and equipment	-75.000,00	-86.250,00	-99.187,50	-114.065,62	-131.175,47
Making loans to other entities	0,00	0,00	0,00	0,00	0,00
Purchase of investment securities	0,00	0,00	0,00	0,00	0,00
Net Cash Flow from Investing Activities	-41.400,00	-47.610,00	-54.751,50	-62.964,22	-72.408,86
<b>Financing Activities</b>					
<b>Cash receipts from</b>					
Issuance of stock	20.000,00	23.000,00	26.450,00	30.417,50	34.980,12
Borrowing	35.000,00	40.250,00	46.287,50	53.230,63	61.215,22
<b>Cash paid for</b>					
Repurchase of stock (treasury stock)	0,00	0,00	0,00	0,00	0,00
Repayment of loans	-34.000,00	-39.100,00	-44.965,00	-51.709,75	-59.466,21
Dividends	-53.000,00	-60.950,00	-70.092,50	-80.606,37	-92.697,33
Net Cash Flow from Financing Activities	-32.000,00	-36.800,00	-42.320,00	-48.668,00	-55.968,20
Net Increase in Cash	74.500,00	85.675,00	98.526,25	113.305,19	130.300,97
Cash at Beginning of Year	15.700,00	18.055,00	20.763,25	23.877,74	27.459,40
Cash at End of Year	90.200,00	103.730,00	119.289,50	137.182,92	157.760,36

2014	2015	2016	2017	2018
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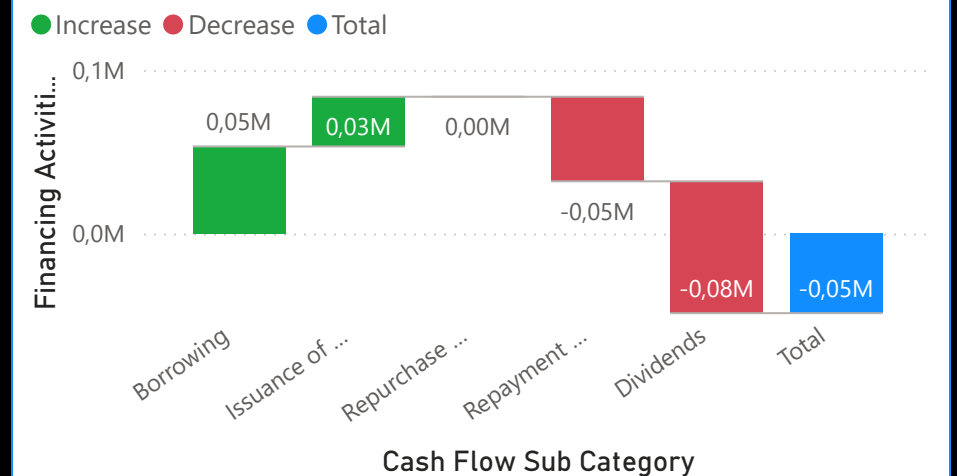
## Operation Activities - 2017



## Investing Activities - 2017



## Financing Activities - 2017







# Aging Trial Balance

Selected Base Date for Reconciliation: 22 May 2018



Group Date to Due Date	Revenue per Group
Age 1-30 Days	318856
Age 31-60 Days	281389
Age 61-90 Days	292217
Age 90+ Days	1823667



Customer Names	Invoice Number	Age 1-30 Days	Age 31-60 Days	Age 61-90 Days	Age 90+ Days
Valeant Corp	Inv01153	10600			
	Inv00612	7874			
	Inv02819	2051			
	Inv02369				400
Wise Company	Inv01556	10306			
	Inv00503	5122			
	Inv02401				1015
	Inv02534				909
Tambee Company	Inv02317	7461			
	Inv01584	4395			
	Inv00050				943
	Inv02485			7387	
	Inv02685		3406		
	Inv02765				516
SHISEIDO Ltd	Inv01447	10215			
	Inv01457	1530			
	Inv01386			10199	
	Inv02106				521
Kazu Corp	Inv01090	10158			
	Inv00085				505
	Inv02191				864
	Inv02326				322
Skippad Ltd	Inv02811	10092			
	Inv00158			7319	
CLINIQUE Ltd	Inv02298	9972			



Customer Names  
All

22/05/2018

31/12/2019

OUTSTANDING  
INVOICES

463

TOTAL INVOICE  
VALUE

2,72M

Customer Names	Invoice Number	Due Date	Day Left	Invoice Value
Trunyx Ltd	Inv00549	06/04/2019	319	8447
Flipstorm Group	Inv02161	29/03/2019	311	2581
Neutrogena Ltd	Inv01663	27/03/2019	309	5873
Zoomdog Corp	Inv00771	23/03/2019	305	7544
Sanum-Kehl Group	Inv00450	20/03/2019	302	2964
Realcube Company	Inv00590	15/03/2019	297	10065
Tekfly Group	Inv00440	13/03/2019	295	4354
BB17 Company	Inv01130	07/03/2019	289	3685
Accord Group	Inv01667	03/03/2019	285	7239
True Ltd	Inv02577	01/03/2019	283	5983
Skyvu Group	Inv00066	28/02/2019	282	7569
Terumo Corp	Inv01146	27/02/2019	281	1612
Quimm Company	Inv02744	26/02/2019	280	8976
State Ltd	Inv01677	25/02/2019	279	8299
Flipbug Ltd	Inv01111	23/02/2019	277	6359
Organon Corp	Inv01129	22/02/2019	276	4621
Realpoint Corp	Inv01400	22/02/2019	276	2597
Eayo Company	Inv00656	20/02/2019	274	9727
Remedy Ltd	Inv00120	16/02/2019	270	10455
SHISEIDO Ltd	Inv02106	16/02/2019	270	5210
Skyble Corp	Inv01513	16/02/2019	270	9593
Pfizer Corp	Inv00538	13/02/2019	267	4174
Holston Company	Inv00188	11/02/2019	265	1647
Jayo Company	Inv01558	11/02/2019	265	7237
Unit Ltd	Inv01605	08/02/2019	262	3505
Total				2716129



# Revenue

Product Name

Product 13

Territory

New South Wales

Channel

All

01/01/2015

31/12/2018

Total Sales

3,55M

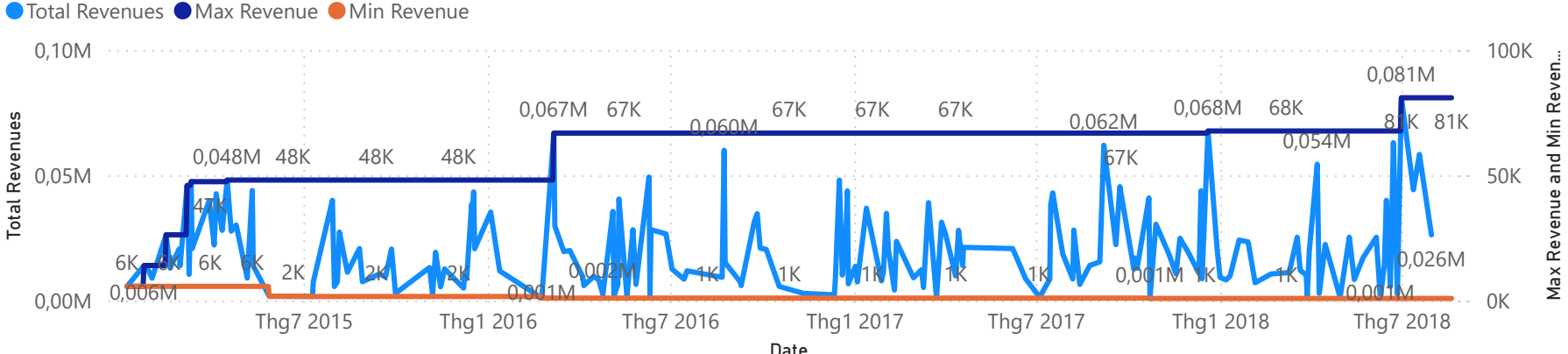
Total Profits

1,31M

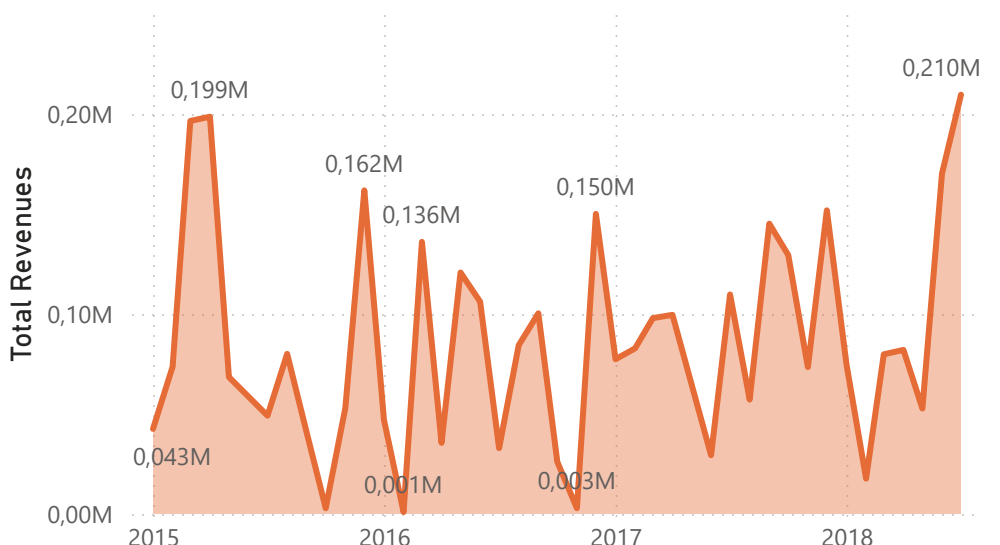
Profit Margins

36,85%

Total Revenues, Max Revenue and Min Revenue by Date

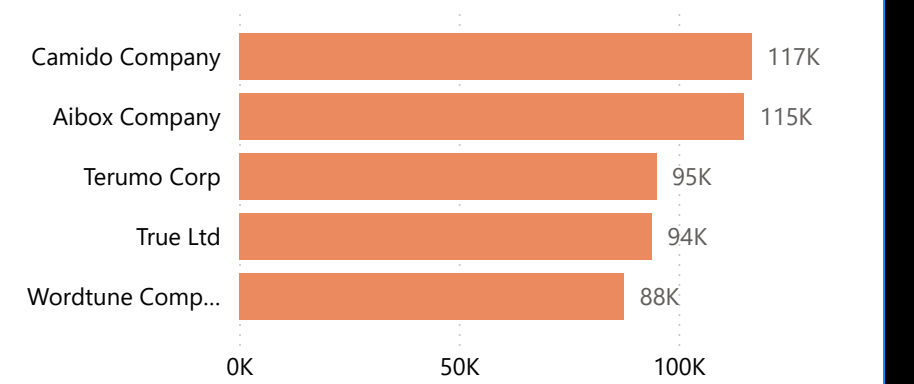


Total Sales by Month



Date	City	Territory	Product Name	Customer Names	Total Revenues	Profit	Profit Margin
06/01/2015	Sydney	New South Wales	Product 13	Blogspan Ltd	5.661,50	2.660,91	47,00%
23/01/2015	Orange	New South Wales	Product 13	Roexo Company	13.976,20	3.074,76	22,00%
25/01/2015	Broken Hill	New South Wales	Product 13	Neutrogena Ltd	13.989,60	5.176,15	37,00%
31/01/2015	Maitland	New South Wales	Product 13	Zooveo Company	8.911,00	1.425,76	16,00%
14/02/2015	Lake Macquarie	New South Wales	Product 13	Eire Corp	26.237,20	6.821,67	26,00%
18/02/2015	Maitland	New South Wales	Product 13	Walgreen Corp	12.944,40	4.142,21	32,00%
27/02/2015	Tamworth	New South Wales	Product 13	Skajo Ltd	20.542,20	4.930,13	24,00%
28/02/2015	Coffs Harbour	New South Wales	Product 13	Army Group	2.050,20	430,54	21,00%
28/02/2015	Newcastle	New South Wales	Product 13	Dynazzy Company	11.859,00	4.032,06	34,00%
07/03/2015	Tamworth	New South Wales	Product 13	Fivebridge Ltd	45.908,40	11.018,02	24,00%
08/03/2015	Newcastle	New South Wales	Product 13	Aromaticos Company	32.200,20	19.320,12	60,00%
09/03/2015	Orange	New South Wales	Product 13	Zava Group	10.452,00	5.435,04	52,00%
11/03/2015	Griffith	New South Wales	Product 13	Jayo Company	47.436,00	8.538,48	18,00%
12/03/2015	Wyong	New South Wales	Product 13	Aibox Company	20.743,20	3.318,91	16,00%
29/03/2015	Nowra	New South Wales	Product 13	Colgate-Pa Group	39.798,00	7.163,64	18,00%
03/04/2015	Sydney	New South Wales	Product 13	Kare Corp	22.150,20	9.081,58	41,00%
05/04/2015	Bathurst	New South Wales	Product 13	Brainspher Ltd	42.612,00	19.175,40	45,00%
11/04/2015	Gosford	New South Wales	Product 13	Cadila Ltd	28.006,00	14.843,18	53,00%
16/04/2015	Tweed Heads	New South Wales	Product 13	Camido Company	48.079,20	27.885,94	58,00%
Total					3.551.596,30	1.308.615,53	36,85%

Top 5 Customers by Sales



Top 5 Customers by City

