
Management Report

Demo Company (US)

September 30, 2013

Prepared by Your Bookkeeper

Contents

Executive Summary	3
Cash Summary	4
Income Statement	6
Balance Sheet	7
Aged Receivables	8
Aged Payables	9

Executive Summary

Demo Company (US) For the month of September 2013

Summary

	Sep 2013	Aug 2013	Variance
Cash			
Cash received	35	11,589	-99.7%▼
Cash spent	8,525	17,391	-51.0%▼
Cash surplus (deficit)	(8,490)	(5,802)	-46.3%▼
Closing bank balance	(4,946)	3,544	-239.6%▼

Profitability

Income	2,009	8,114	-75.2%▼
Direct costs	840	1,500	-44.0%▼
Gross profit (loss)	1,169	6,614	-82.3%▼
Other Income	-	-	0.0%
Expenses	10,471	13,949	-24.9%▼
Profit (loss)	(9,302)	(7,335)	-26.8%▼

Balance Sheet

Debtors	9,173	6,978	31.4%▲
Creditors	10,292	6,310	63.1%▲
Net assets	(10,053)	(751)	-1239.3%▼

Income

Number of invoices issued	4.0	6.0	-33.3%▼
Average value of invoices	502	1,352	-62.9%▼

Performance

Gross profit margin	58.2%	81.5%	-28.6%▼
Net profit margin	-463.1%	-90.4%	-412.3%▼
Return on investment (p.a.)	1110.4%	11726.4%	-90.5%▼

Position

Average debtors days	137.0	26.7	413.9%▲
Average creditors days	27.3	12.7	115.6%▲
Short term cash forecast	(1,119)	668	-267.6%▼
Current assets to liabilities	0.2	0.8	-69.4%▼
Term assets to liabilities			0.0%

Cash Summary

Demo Company (US) For the month ended 30 September 2013 Excluding Sales Tax

	Sep 2013	Aug 2013	Jul 2013	Jun 2013	YTD Actual
Income					
Sales	-	10,608	2,590	3,355	20,397
Total Income	-	10,608	2,590	3,355	20,397
Less Operating Expenses					
Advertising	-	5,954	-	-	5,954
Automobile Expenses	411	149	149	-	708
Bank Service Charges	-	-	15	15	30
Consulting & Accounting	-	29	-	29	58
Cost of Goods Sold	-	1,500	-	-	1,500
Dues & Subscriptions	15	-	1,236	228	1,479
Entertainment	-	22	16	16	54
General Expenses	-	-	50	65	115
Janitorial Expenses	-	-	119	-	119
Office Expenses	-	94	268	(209)	153
Payroll Tax Expense	-	653	-	-	653
Printing & Stationery	-	79	-	22	100
Rent	1,181	-	1,181	1,181	3,544
Repairs and Maintenance	-	70	900	-	970
Telephone & Internet	-	47	-	45	92
Travel	-	-	35	-	35
Utilities	-	-	136	119	755
Wages and Salaries	6,883	8,797	-	-	15,680
Total Operating Expenses	8,490	17,391	4,105	1,511	31,998
Operating Surplus (Deficit)	(8,490)	(6,784)	(1,514)	1,844	(11,601)
Plus Non Operating Movements					
Computer Equipment	-	2,569	-	(1,739)	830
Office Equipment	-	(2,569)	-	-	(2,569)
Total Non Operating Movements	-	-	-	(1,739)	(1,739)
Sales Tax Movements					
Sales Tax Inputs	-	(44)	(19)	(210)	(274)
Sales Tax Outputs	-	1,025	240	379	1,999
Net Sales Tax Movements	-	981	220	169	1,726
Net Cash Movement	(8,490)	(5,802)	(1,294)	273	(11,614)
Summary					
Opening Balance	3,544	9,346	10,641	10,367	6,667
Plus Net Cash Movement	(8,490)	(5,802)	(1,294)	273	(11,614)

Cash Summary

	Sep 2013	Aug 2013	Jul 2013	Jun 2013	YTD Actual
Closing Balance	(4,946)	3,544	9,346	10,641	(4,946)

Income Statement

Demo Company (US) For the month ended 30 September 2013

	Sep-13	Aug-13	Jul-13	Jun-13	YTD
Revenue					
Sales	2,009	8,114	8,954	5,872	28,793
Total Revenue	2,009	8,114	8,954	5,872	28,793
Less Cost of Sales					
Cost of Goods Sold	840	1,500	-	-	2,340
Total Cost of Sales	840	1,500	-	-	2,340
Gross Profit	1,169	6,614	8,954	5,872	26,453
Operating Expenses					
Advertising	-	2,500	7,954	-	10,454
Automobile Expenses	-	560	149	-	708
Bank Service Charges	-	-	15	15	30
Consulting & Accounting	29	-	29	29	87
Dues & Subscriptions	15	-	-	1,464	1,479
Entertainment	-	22	16	16	54
General Expenses	119	-	50	65	234
Janitorial Expenses	-	-	-	119	119
Office Expenses	60	34	60	60	213
Payroll Tax Expense	685	653	-	-	1,337
Postage & Delivery	125	-	-	-	125
Printing & Stationery	-	79	-	22	100
Rent	-	1,181	1,181	1,181	3,544
Repairs and Maintenance	-	70	-	1,064	1,133
Telephone & Internet	-	54	47	45	146
Travel	242	-	35	-	277
Utilities	109	-	136	119	864
Wages and Salaries	9,088	8,797	-	-	17,885
Total Operating Expenses	10,471	13,949	9,671	4,198	38,789
Net Income / (Loss) before Tax	(9,302)	(7,335)	(717)	1,674	(12,335)
Net Income	(9,302)	(7,335)	(717)	1,674	(12,335)
Total Comprehensive Income	(9,302)	(7,335)	(717)	1,674	(12,335)

Balance Sheet

Demo Company (US) As at 30 September 2013

	30 Sep 2013	31 Aug 2013	31 Jul 2013	30 Jun 2013
Assets				
Cash and Cash Equivalents				
Business Checking Account	(4,946)	3,544	9,346	10,641
Total Cash and Cash Equivalents	(4,946)	3,544	9,346	10,641
Current Assets				
Accounts Receivable	9,173	6,978	9,703	2,750
Total Current Assets	9,173	6,978	9,703	2,750
Property, Plant and Equipment				
Computer Equipment	(830)	(830)	1,739	1,739
Office Equipment	3,629	2,569	-	-
Total Property, Plant and Equipment	2,799	1,739	1,739	1,739
Total Assets	7,025	12,261	20,788	15,130
Liabilities and Equity				
Liabilities				
Current Liabilities				
Accounts Payable	10,292	6,310	8,253	2,706
Historical Adjustment	4,131	4,131	4,131	4,131
Sales Tax	2,655	2,571	1,820	992
Total Current Liabilities	17,078	13,012	14,204	7,829
Total Liabilities	17,078	13,012	14,204	7,829
Equity				
Current Year Earnings	(12,335)	(3,033)	4,302	5,018
Retained Earnings	2,283	2,283	2,283	2,283
Total Equity	(10,053)	(751)	6,584	7,301
Total Liabilities and Equity	7,025	12,261	20,788	15,130

Aged Receivables

Demo Company (US) September 2013

	Current	August	July	June	Older	Total
Receivables						
Basket Case	915	-	-	-	-	915
Bayside Club	234	-	-	-	-	234
City Limousines	650	20	250	250	-	1,170
DIISR - Small Business Services	-	-	271	-	-	271
Marine Systems	396	-	-	-	-	396
Ridgeway University	-	6,188	-	-	-	6,188
Total Receivables	2,195	6,207	521	250	-	9,173
	23.9%	67.7%	5.7%	2.7%	0.0%	

Aged Payables

Demo Company (US) September 2013

	Current	August	July	June	Older	Total
Payables						
ABC Furniture	1,150	-	-	-	-	1,150
Bayside Club	130	-	-	-	-	130
Bayside Wholesale	840	-	-	-	-	840
Capital Cab Co	242	-	-	-	-	242
Central Copiers	-	-	-	164	-	164
Net Connect	-	54	-	-	-	54
PowerDirect	109	-	-	-	-	109
SMART Agency	-	2,500	2,000	-	-	4,500
State Taxing Authority	245	-	-	-	-	245
Swanston Security	60	-	-	-	-	60
US Treasury	2,645	-	-	-	-	2,645
Xero	29	-	-	-	-	29
Young Bros Transport	125	-	-	-	-	125
Total Payables	5,574	2,554	2,000	164	-	10,292
	Current	August	July	June	Older	Total
Total Expense Claims	-	-	-	-	-	-
Total	5,574	2,554	2,000	164	-	10,292
	54.2%	24.8%	19.4%	1.6%	0.0%	