

Successful Business

30 October 2006

Business at a Glance



(in \$000's)

Profit and Loss - Month

	Oct	Sep	Variance
Revenue	100	200	-100
Cost Of Goods & Services	50	30	20
Gross Profit	50	170	-120
Gross Profit %	50%	85%	-35%
Overheads	20	150	-120
as a % of Revenue	20%	75%	55%
Net Profit	30	20	10
Net Profit % (NP Margin)	30%	10%	20%

Balance Sheet

Current Assets	114	306	-192
Non Current Asset	126	94	32
Current Liabilities	245	321	-76
Non Current Liabilities	0	0	0
Net Assets	35	79	-44
Share Capital	120	120	0
Retained Earnings	205	205	0
Current Years Earnings	100	70	30
Total Equity	390	316	74

Debtors

	Oct	Sep
Current	\$62,325	\$84,556
31 - 60 days	\$43,078	\$54,920
61 - 90 days	\$18,256	\$21,335
91 - 120 days	\$2,660	\$5,660
121+ days	\$8,350	\$8,350
Total	\$134,669	\$174,821

Creditors

Current	\$38,700	\$58,200
31 - 60 days	\$28,650	\$13,620
61 - 90 days	\$13,620	\$1,450
91 - 120 days	\$1,450	\$885
121+ days	\$0	\$0
Total	\$82,420	\$74,155

