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Executive Summary

Demo Company (AU) For the month of March 2010

	Mar 2010	Feb 2010	Variance
Cash			
Cash received	3,932	7,276	-46.0% ▼
Cash spent	5,945	13,275	-55.2% ▼
Cash surplus (deficit)	(2,013)	(5,999)	66.4% ▲
Closing bank balance	16,784	18,797	-10.7% ▼
Profitability			
Income	3,780	12,541	-69.9% ▼
Direct costs	-	-	
Gross profit (loss)	3,780	12,541	-69.9% ▼
Expenses	11,532	15,880	-27.4% ▼
Profit (loss)	(7,752)	(3,339)	-132.1% ▼
Balance Sheet			
Debtors	10,201	9,945	2.6% ▲
Creditors	12,202 ¹	5,542 ²	120.2% ▲
Net assets	(12,618) ¹	(4,866) ²	-159.3% ▼
Income			
Number of invoices issued	4.0	7.0	-42.9% ▼
Average value of invoices	921	1,778	-48.2% ▼
Performance			
Gross profit margin	100.0%	100.0%	0.0%
Net profit margin	-205.0%	-26.6%	-670.1% ▼
Return on investment (p.a.)	737.2%	823.4%	-10.5% ▼
Position			
Average debtors days	83.7	22.2	276.8% ▲
Average creditors days	32.8	9.8	235.7% ▲
Short term cash forecast	(2,001)	4,403	-145.4% ▼
Current assets to liabilities	0.6	0.8	-22.8% ▼
Term assets to liabilities			

Notes

1

Figures converted into Australian Dollar using the following rate:
0.931473 CAD Canadian Dollar per AUD. Rate provided by XE.com on 25 Mar 2010.

2

Figures converted into Australian Dollar using the following rate:
0.941453 CAD Canadian Dollar per AUD. Rate provided by XE.com on 28 Feb 2010.

Cash Summary

Demo Company (AU) For the month ended 31 March 2010 Excluding GST

	Mar 2010	Monthly Avg	Variance
Income			
Consulting Revenue	-	7	-100.0% ▼
Interest Income	97	41	136.3% ▲
Sales	3,450	5,152	-33.0% ▼
Total Income	3,547	5,200	-31.8% ▼
Less Operating Expenses			
Advertising	-	2	-100.0% ▼
Bank Fees	-	20	-100.0% ▼
Cleaning	-	44	-100.0% ▼
Consulting & Accounting	49	14	250.0% ▲
Entertainment	-	43	-100.0% ▼
Light, Power, Heating	301	135	122.7% ▲
Motor Vehicle Expenses	135	72	87.1% ▲
Office Expenses	130	230	-43.5% ▼
Printing & Stationery	-	26	-100.0% ▼
Rent	-	762	-100.0% ▼
Telephone & Internet	33	32	2.1% ▲
Travel - National	-	66	-100.0% ▼
Wages and Salaries	6,700	5,743	16.7% ▲
Historical Adjustment	-	(2,745)	100.0% ▲
Owner A Funds Introduced	-	(79)	100.0% ▲
PAYG Withholdings Payable	(1,507)	(1,292)	-16.7% ▼
Rounding	-	-	-100.0% ▼
Total Operating Expenses	5,840	3,073	90.0% ▲
Operating Surplus (Deficit)	(2,293)	2,127	-207.8% ▼
Plus Non Operating Movements			
Computer Equipment	-	(227)	100.0% ▲
Office Equipment	-	(107)	100.0% ▲
Less Accumulated Depreciation on Office Equipment	-	118	-100.0% ▼
Total Non Operating Movements	-	(217)	100.0% ▲
GST Movements			
GST Inputs	(72)		
GST Outputs	352		
Net GST Movements	280		
Net Cash Movement	(2,013)	1,910	-205.4% ▼
Summary			
Opening Balance	18,797		
Plus Net Cash Movement	(2,013)		
Closing Balance	16,784		

Profit and Loss

Demo Company (AU) For the month ended 31 March 2010

Account	Mar-10	Feb-10	Jan-10	Dec-09	YTD
Income					
Consulting Revenue	(36)	-	-	-	282
Sales	3,720	12,445	10,876	12,610	45,105
Total Income	3,683	12,445	10,876	12,610	45,387
GROSS PROFIT	3,683	12,445	10,876	12,610	45,387
Less Operating Expenses					
Admin Expenses	1,004	2,069	2,404	3,131	9,481
Advertising	2,273	-	1,830	-	4,103
Bank Fees	-	11	116	11	137
Cleaning	155	155	155	-	465
Consulting & Accounting	49	49	-	-	98
Depreciation	99	-	-	-	99
Entertainment	-	(200)	490	12	302
Light, Power, Heating	-	301	295	350	946
Motor Vehicle Expenses	1,085	59	135	176	1,455
Printing & Stationery	-	30	36	114	180
Subscriptions	120	-	-	-	120
Telephone & Internet	33	-	158	33	223
Travel - National	-	-	263	199	462
Unrealised Currency Gains	15	7	(4)	31	22
Wages and Salaries	6,700	13,400	13,400	6,700	40,200
Total Operating Expenses	11,532	15,880	19,277	10,756	58,293
OPERATING PROFIT	(7,849)	(3,435)	(8,401)	1,854	(12,906)
Non-operating Income					
Interest Income	97	96	94	-	287
Total Non-operating Income	97	96	94	-	287
NET PROFIT	(7,752)	(3,339)	(8,307)	1,854	(12,618)

Balance Sheet

Demo Company (AU) As at 31 March 2010

31/3/2010

31/3/2009

Assets

Current Assets		
Accounts Receivable	10,201	-
Total Current Assets	10,201	-
Bank		
NAB Business Account	4,915	-
Ridgeway Savings	11,869	-
Total Bank	16,784	-
Fixed Assets		
Computer Equipment	3,561	-
Office Equipment	2,123	-
Less Accumulated Depreciation on Office Equipment	(924)	-
Total Fixed Assets	4,761	-
Total Assets	31,745	-

Liabilities

Current Liabilities		
Accounts Payable	12,202 ¹	-
GST	3,357	-
Historical Adjustment	19,212	-
Owner A Funds Introduced	550	-
PAYG Withholdings Payable	9,042	-
Rounding	-	-
Total Current Liabilities	44,363	-
Total Liabilities	44,363	-
Net Assets	(12,618)	-

Equity

Current Year Earnings	(12,618)	-
Total Equity	(12,618)	-

Notes

1

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0.931473 CAD Canadian Dollar per AUD. Rate provided by XE.com on 25 Mar 2010.

Aged Receivables

Demo Company (AU) March 2010

	Current	February	January	December	Older	Total
Receivables						
Boom FM	1,232	-	-	-	-	1,232
City Ambassadors Association	-	(61)	660	250	-	850
Cube Land	495	-	-	-	-	495
DIISR - Small Business Services	(1,155)	5,005	-	-	-	3,850
Gavin Rutherford	-	-	-	-	255	255
Mitchell River Lodge	440	-	-	-	-	440
Pinnacle Management	3,080	-	-	-	-	3,080
Total Receivables	4,092	4,945	660	250	255	10,201
	40.1%	48.5%	6.5%	2.5%	2.5%	

Aged Payables

Demo Company (AU) March 2010

	Current	February	January	December	Older	Total
Payables						
Bankrock Station	352	-	-	-	-	352
Heritage Trust	132	-	-	-	-	132
King Property	610	610	-	305	915	2,440
MCO Cleaning Services	171	-	-	-	-	171
PC Complete	2,167	-	-	-	-	2,167
Princes Highway Motors	1,045	-	-	-	-	1,045
SMART Agency	2,500	-	2,000	-	-	4,500
XYZ Shipping	-	-	-	-	1,396 ¹	1,396
Total Payables	6,976	610	2,000	305	2,311	12,202
	Current	February	January	December	Older	Total
Total Expense Claims	-	-	-	-	-	-
Total	6,976	610	2,000	305	2,311	12,202
	57.2%	5.0%	16.4%	2.5%	18.9%	

Notes

1

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