

**nitschke
nancarrow**



Financial Summary Report

Prepared for
ABC Pty Ltd

Report Period
1 July 2020 - 30 June 2021

EXECUTIVE SUMMARY

HIGHLIGHTS

General Overview

Give a general overview

Revenue

Give a summary of revenues

Profitability

Give a summary of profitability

Bank & Assets

Give a summary of bank & assets

OBSERVATIONS

Market Conditions

Summarise the market conditions for the term of the report

Projections

Provide a summary for future projections

People

Describe how particular team or persons have impacted results

CAPEX

Summarise any key CAPEX or future CAPEX planned

RECOMMENDATIONS

Revenue

Summarise recommendations for future revenue targets/requirements

Margins

Summarise recommendations for future revenue targets/requirements

Profit

Summarise recommendations for profitability targets and impacts

People

Summarise recommendations for staffing, and any important key hires/departures

Strategic

Summarise the recommendations to adjusting or improving the company strategy

Overheads

Summarise recommendations for reducing/improving overheads, or any abnormal expenditures.

Tax

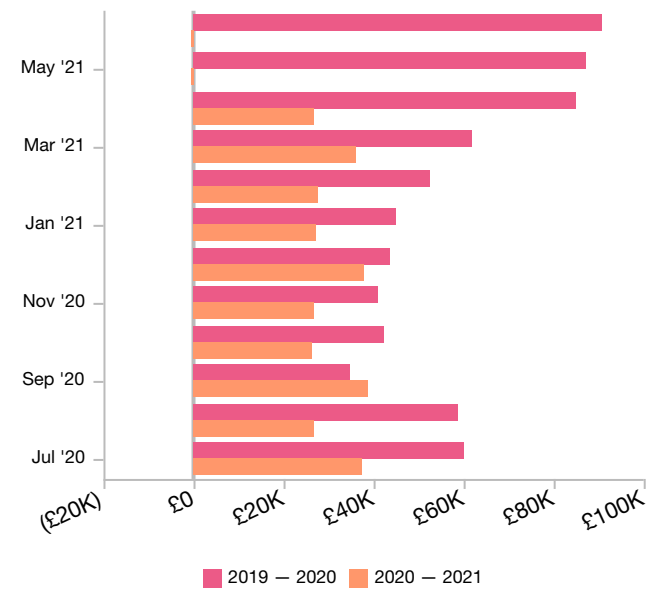
Summarise recommendations for tax & requirements in future

PROFIT AND LOSS

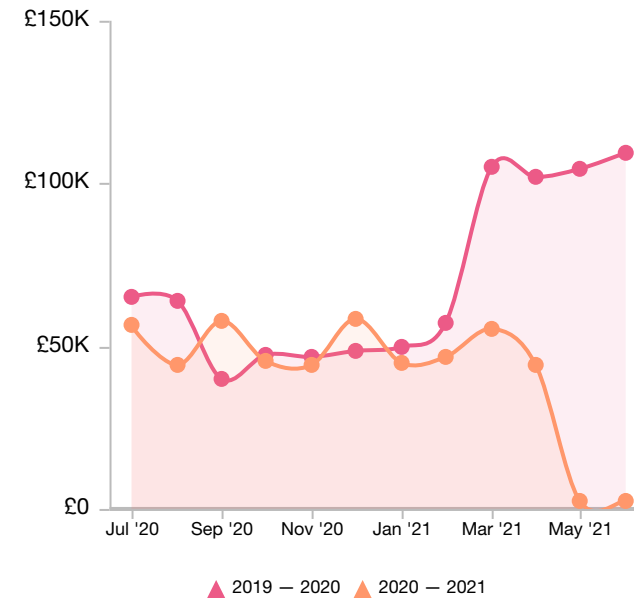
Profit and Loss

	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Total
Income	£56,830	£44,384	£57,965	£45,599	£44,384	£58,580	£44,984	£46,734	£55,270	£44,384	£2,490	£2,450	£504,054
Cost of Sales	£11,458	£9,758	£10,028	£11,458	£9,758	£11,728	£9,758	£10,028	£11,458	£9,758	£348	£378	£105,916
Gross Profit	£45,372	£34,626	£47,937	£34,141	£34,626	£46,852	£35,226	£36,706	£43,812	£34,626	£2,142	£2,072	£398,138
Gross Profit %	80%	78%	83%	75%	78%	80%	78%	79%	79%	78%	86%	85%	79%
Expenses	£7,918	£7,918	£9,174	£7,918	£7,918	£9,174	£7,918	£9,174	£7,918	£7,918	£2,774	£2,658	£88,380
Other Income	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Other Expenses	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Net Income	£37,454	£26,708	£38,763	£26,223	£26,708	£37,678	£27,308	£27,532	£35,894	£26,708	(£632)	(£586)	£309,758

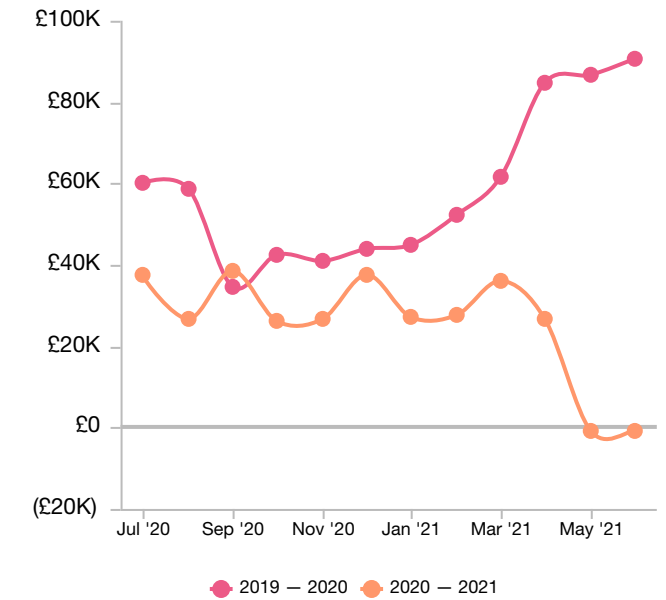
Operating Profit



Year on Year Revenue



Net Operating Profit

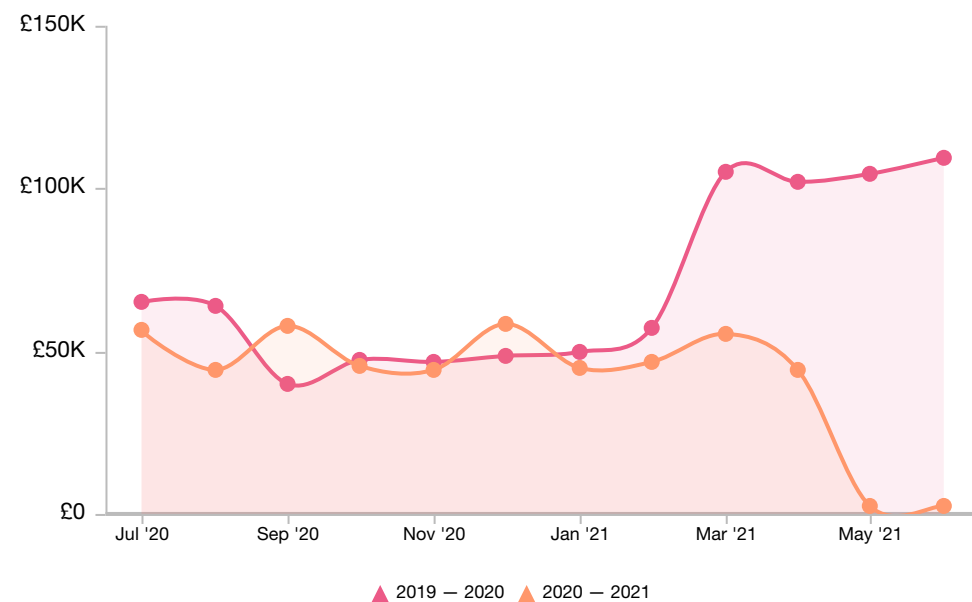


PERFORMANCE ANALYSIS

Last Month, This Month and Year Performance

	31 May '21				30 Jun '21				Total			
	2020	2021	Column % Variance	Column Variance	2020	2021	Column % Variance	Column Variance	2020	2021	Column % Variance	Column Variance
Income	£104,584	£2,490	▼ -98%	▼ (£102,094)	£109,694	£2,450	▼ -98%	▼ (£107,244)	£214,278	£4,940	▼ -98%	▼ (£209,338)
Cost of Sales	£9,758	£348	▼ -96%	▼ (£9,410)	£10,028	£378	▼ -96%	▼ (£9,650)	£19,786	£726	▼ -96%	▼ (£19,060)
Gross Profit	£94,826	£2,142	▼ -98%	▼ (£92,684)	£99,666	£2,072	▼ -98%	▼ (£97,594)	£194,492	£4,214	▼ -98%	▼ (£190,278)
Gross Profit %	91%	86%	▼ -5%	▼ -5%	91%	85%	▼ -7%	▼ -6%	91%	85%	▼ -6%	▼ -5%
Expenses	£7,918	£2,774	▼ -65%	▼ (£5,144)	£9,174	£2,658	▼ -71%	▼ (£6,516)	£17,092	£5,432	▼ -68%	▼ (£11,660)
Other Income	£0	£0	-	£0	£0	£0	-	£0	£0	£0	-	£0
Other Expenses	£0	£0	-	£0	£0	£0	-	£0	£0	£0	-	£0
Net Income	£86,908	(£632)	▼ -101%	▼ (£87,540)	£90,492	(£586)	▼ -101%	▼ (£91,078)	£177,400	(£1,218)	▼ -101%	▼ (£178,618)

Income vs Budget



Last Month vs Budget, Financial Year to Date vs Budget

	30 Jun '21			Total		
	2020	2021	Column % Variance	2020	2021	Column % Variance
Income	£109,694	£2,450	▼ -98%	£109,694	£2,450	▼ -98%
Cost of Sales	£10,028	£378	▼ -96%	£10,028	£378	▼ -96%
Gross Profit	£99,666	£2,072	▼ -98%	£99,666	£2,072	▼ -98%
Gross Profit %	90.86%	84.57%	▼ -6.92%	90.86%	84.57%	▼ -6.92%
Expenses	£9,174	£2,658	▼ -71%	£9,174	£2,658	▼ -71%
Other Income	£0	£0	-	£0	£0	-
Other Expenses	£0	£0	-	£0	£0	-
Net Income	£90,492	(£586)	▼ -101%	£90,492	(£586)	▼ -101%

BALANCE SHEET SUMMARY

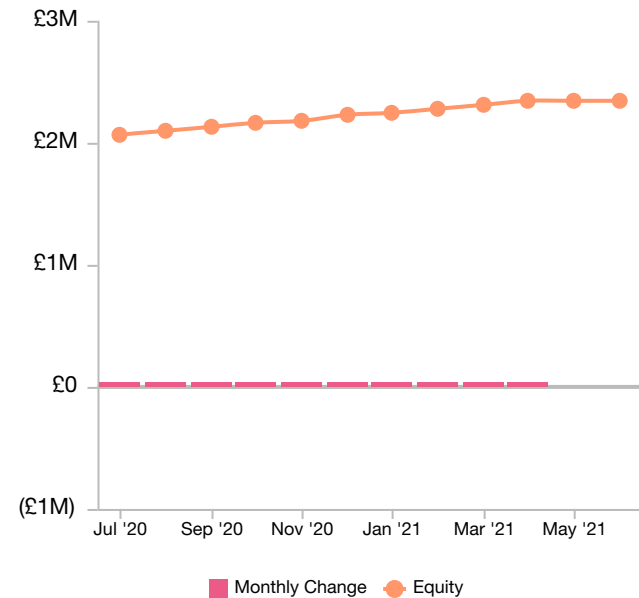
Last Six Months

	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Total
Bank Accounts	£653,343	£653,343	£653,343	£653,343	£653,343	£653,343	£653,343
Current Assets	£2,868,336	£2,924,417	£2,990,741	£3,044,002	£3,046,990	£3,049,930	£3,049,930
Fixed Assets	£0	£0	£0	£0	£0	£0	£0
Non Current Assets	£0	£0	£0	£0	£0	£0	£0
Current Liabilities	£1,226,025	£1,253,323	£1,282,503	£1,307,806	£1,310,176	£1,316,201	£1,316,201
Non Current Liabilities	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000
Net Assets	£2,279,654	£2,308,437	£2,345,581	£2,373,539	£2,374,157	£2,371,072	£2,371,072
Equity	£2,249,654	£2,277,186	£2,313,080	£2,339,788	£2,339,156	£2,338,570	£2,338,570

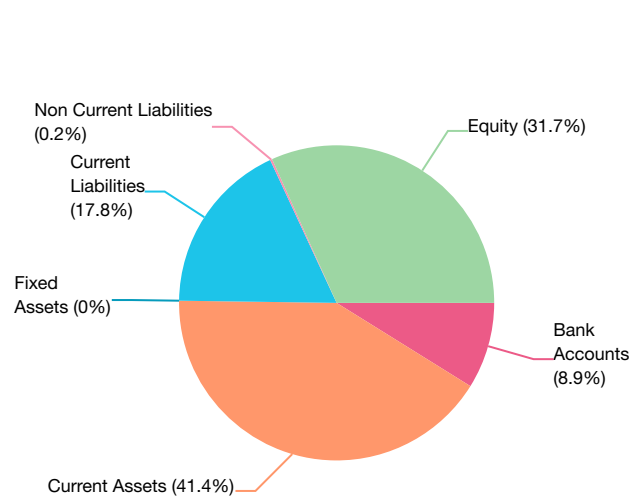
Year vs Year

	30 Jun '20	30 Jun '21	Period Variance
Bank Accounts	£608,943	£653,343	▲ £44,400
Current Assets	£2,489,464	£3,049,930	▲ £560,466
Fixed Assets	£0	£0	£0
Non Current Assets	£0	£0	£0
Current Liabilities	£1,032,345	£1,316,201	▲ £283,856
Non Current Liabilities	£16,000	£16,000	£0
Net Assets	£2,050,062	£2,371,072	▲ £321,010
Equity	£2,028,812	£2,338,570	▲ £309,758

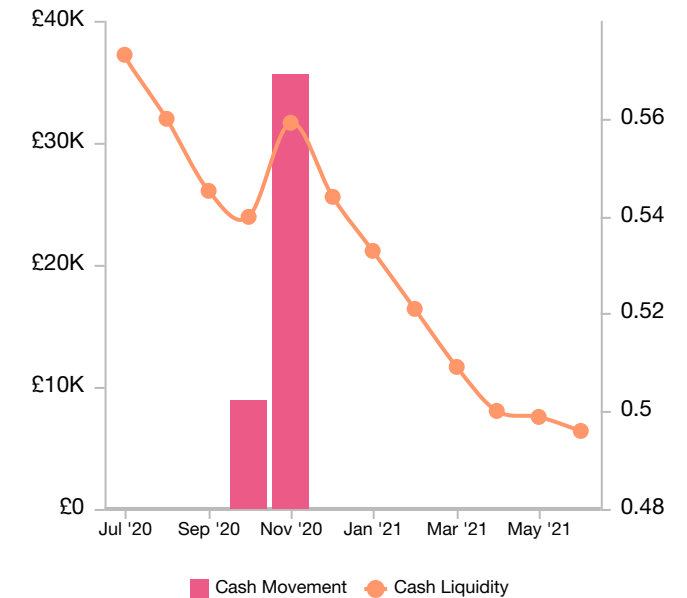
Equity Trend



Balance Sheet Components

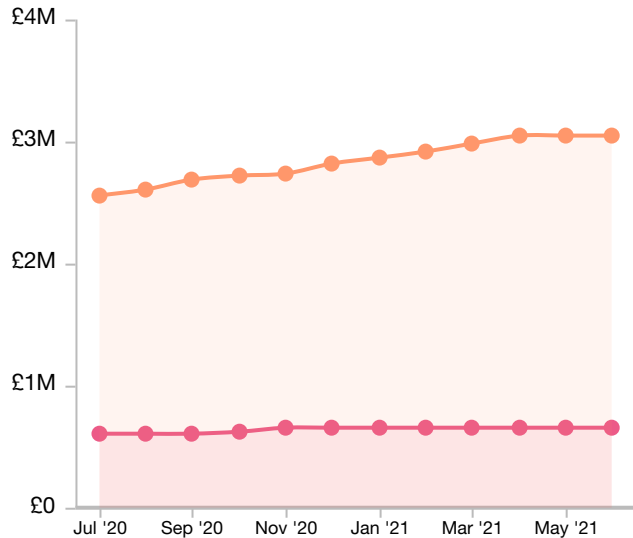


Liquidity monitor



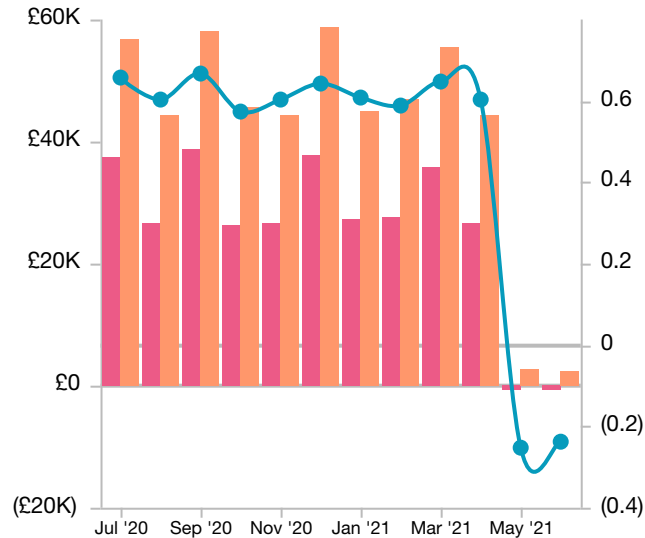
FINANCIAL ANALYSIS

Cash vs Debtors



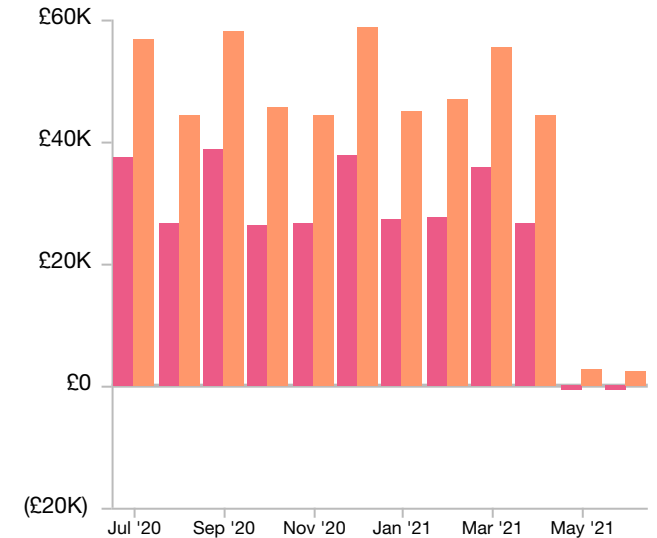
▲ Cash ▲ Debtors

Revenue vs Operating Profit



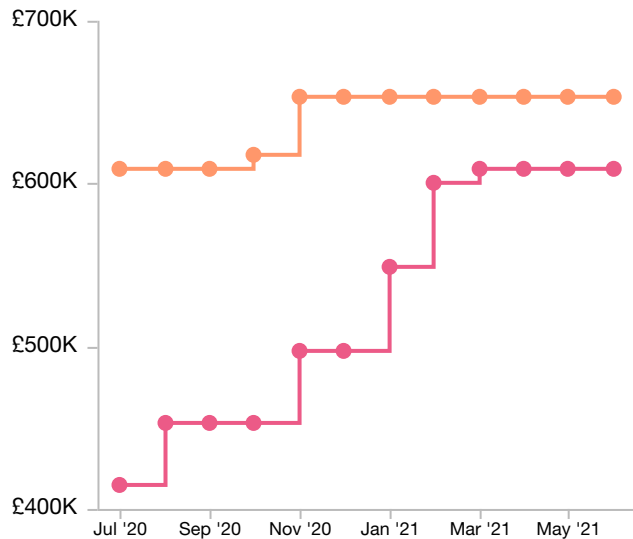
■ Operating Profit ■ Revenue ● Operating Profit Margin

Revenue vs Net Operating Profit



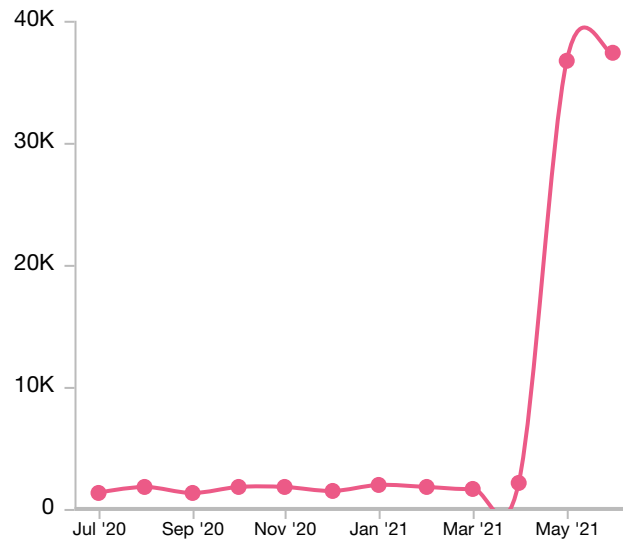
■ Net Operating Profit ■ Revenue

Cash Balance - Year vs Year



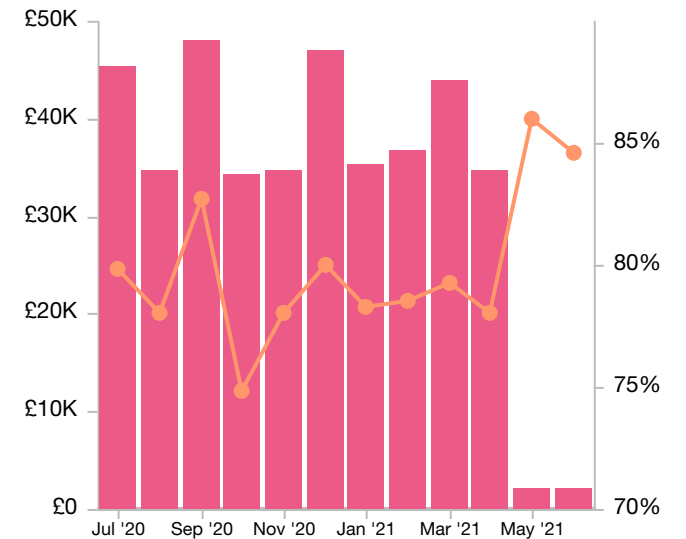
● 2019 - 2020 ● 2020 - 2021

Monthly debtor days



● Monthly Debtor

Gross Profit



■ Gross Profit ● Gross Profit %