



Monthly Insight Report

ABC Manufacturing Co Pty Ltd

Jun 2020



Table of Contents

Executive Summary	1
Financials	2
Revenue Analysis	5
Profitability	6
Cash Flow	8
KPIs Explained	9
Rolling Profit & Loss	12

Executive Summary

COVID 19 has seen a significant impact in the April to June periods. Stock holdings of key resources however have ensured that production was able to continue. The test will be in the oncoming months to ensure that the business responds quickly to reduce costs.

The accounts receivable days is a significant issue at \$2,374,798 representing 74 days which is significantly above acceptable trading terms for the industry. Also the accounts payable days at \$750,807 which are paid within 42 days clearly indicating that you are operating a financing facility for your customers.

Focus for July should be reduction of debtors to increase liquidity, also as the dividends have been declared and not paid consideration should be given to loaning these funds on a longer term basis back to the company to assist with working capital.

While there is current consideration of additional manufacturing equipment a full review of the projections should be considered as the proposed increase in manufacturing may not be realised in the short term.

SUCCESS FACTOR - DIFOT

98%

▲ 7% vs rolling 12 months average



Delivery in full on time to our key customers with no rework, target is 100%. Due to lack of production full effort has been on time delivery.

PRODUCTS MANUFACTURED

1,719

▼ -272 vs rolling 12 months average



Number of products manufactured in month. Maximum with exiting staff 2,500, maximum equipment capacity 3,000.

WIN RATIO

55%

▼ -13% vs rolling 12 months average



Win rate of quote to order is typically 50% given long lead time from expression of interest to purchase. Trend is of concern. Previously trend was up until impacts of Covid in March.

CASH CONVERSION CYCLE

140 days

▲ 15% vs rolling 12 months average



Immediate action required. Review debtors. A measure of the length of time between purchase of raw materials and the collection of accounts receivable from customers.

MONTH REVENUE

\$0.96M

▼ -13.7% vs rolling 12 months average



Significant reduction from budget and projections due to Covid. Impact going forward should be reviewed urgently.

ANNUAL REVENUE (... (2019/2020)

\$13.38M

▼ -9.6% vs target



Revenue initially anticipated to be the best on record. Even with the impact of the bush fires in the Southern States sales have been strong up until the pandemic hit.

GROSS PROFIT %

43.8%

▼ -4.88% vs rolling 12 months average



A measure of the proportion of revenue that is left after deducting all costs directly related to the sales. A review of the above and below the line costs should be reviewed.

NET PROFIT AFTER TAX %

4.19%

▼ -5.38% vs rolling 12 months average



(c) UBT Accountants

DEBTORS DAYS (ACCOUNTS REC...

74 days

▲ 4 days vs rolling 12 months average



CREDITOR DAYS (ACCOUNTS PA...

42 days

▲ 3 days vs rolling 12 months average



Financials

PROFIT & LOSS	Jun 2020	Budget (Jun 2020)	This month vs budget (\$)	May 2020	YTD	YTD vs YTD budget (\$)
Revenue	\$962,500	\$1,350,000	-\$387,500	\$998,260	\$13,379,510	-\$1,420,490
Cost of Sales	\$540,885	\$697,607	-\$156,722	\$521,466	\$6,832,770	-\$716,912
Gross Profit	\$421,615	\$652,393	-\$230,778	\$476,794	\$6,546,740	-\$703,578
Expenses	\$357,759	\$383,087	-\$25,328	\$338,128	\$4,511,138	-\$175,511
Operating Profit	\$63,856	\$269,306	-\$205,450	\$138,666	\$2,035,601	-\$528,067
Other Income	\$1,641	\$0	\$1,641	\$11	\$15,315	\$15,315
Other Expenses	\$2,300	\$21,000	-\$18,700	\$15,715	\$132,927	\$86,927
Earnings Before Interest & Tax	\$63,197	\$248,306	-\$185,109	\$122,962	\$1,917,989	-\$599,679
Interest Income	\$0	\$0	\$0	\$0	-\$77	-\$77
Interest Expenses	\$8,378	\$8,378	\$0	\$10,835	\$110,214	\$176
Earnings Before Tax	\$54,819	\$239,927	-\$185,109	\$112,127	\$1,807,699	-\$599,931
Tax Expenses	\$14,443	\$64,330	-\$49,887	\$26,513	\$461,277	-\$192,294
Net Income	\$40,376	\$175,597	-\$135,222	\$85,614	\$1,346,422	-\$407,637
Dividends	\$250,000	\$200,000	\$50,000	\$0	\$600,000	\$200,000
Retained Income	-\$209,624	-\$24,403	-\$185,222	\$85,614	\$746,422	-\$607,637

BALANCE SHEET	Jun 2020	May 2020	Jun 2019	This month vs same month LY (\$)
ASSETS				
Cash & Equivalents	\$719,819	\$988,310	\$1,477,050	-\$757,230
Accounts Receivable	\$2,374,798	\$2,921,890	\$1,529,367	\$845,431
Inventory	\$1,939,959	\$1,844,475	\$1,425,802	\$514,157
Work in Progress	\$0	\$0	\$0	\$0
Other Current Assets	\$27,435	\$27,572	\$4,062	\$23,373
Total Current Assets	\$5,062,011	\$5,782,247	\$4,436,281	\$625,731
Fixed Assets	\$764,102	\$786,433	\$699,950	\$64,152
Intangible Assets	\$92,014	\$92,234	\$94,654	-\$2,640
Investments or Other Non-Current Assets	\$0	\$0	\$0	\$0
Total Non-Current Assets	\$856,115	\$878,666	\$794,604	\$61,512
Total Assets	\$5,918,127	\$6,660,914	\$5,230,884	\$687,242
LIABILITIES				
Short Term Debt	-\$95,714	\$124,049	-\$97,644	\$1,930
Accounts Payable	\$750,807	\$540,121	\$761,351	-\$10,544
Tax Liability	-\$23,685	\$286,872	\$315,038	-\$338,723
Other Current Liabilities	\$748,230	\$551,719	\$572,557	\$175,673
Total Current Liabilities	\$1,379,638	\$1,502,761	\$1,551,302	-\$171,664
Long Term Debt	\$1,100,955	\$1,510,995	\$988,471	\$112,485
Deferred Taxes	\$0	\$0	\$0	\$0
Other Non-Current Liabilities	\$0	\$0	\$0	\$0
Total Non-Current Liabilities	\$1,100,955	\$1,510,995	\$988,471	\$112,485
Total Liabilities	\$2,480,593	\$3,013,756	\$2,539,773	-\$59,179
EQUITY				
Retained Earnings	\$2,291,112	\$2,291,112	\$1,365,655	\$925,457
Current Earnings	\$746,422	\$956,046	\$925,457	-\$179,035
Other Equity	\$400,000	\$400,000	\$400,000	\$0
Total Equity	\$3,437,533	\$3,647,158	\$2,691,112	\$746,422
Total Liabilities & Equity	\$5,918,127	\$6,660,914	\$5,230,884	\$687,242

		3 ALERTS	RESULT	TARGET	TREND	IMPORTANCE
A	MARKETING SALES		JUN 2020		vs MAY 2020	
	Leads		130	100	✓ -85	Low
	Open Quotes		155	350	✗ -45	Low
	Win Ratio		55%	60%	✗ -5%	Low
B	PRODUCTION					
	DIFOT		98%	100%	✗ ▲ 2%	Low
	Products Manufactured		1,719	2,200	✗ ▼ -64	Low
C	PROFITABILITY					
	Total Revenue		\$962,500	\$1,350,000	✗ ▼ -3.6%	Critical
	Gross Profit Margin		43.8%	48.33%	✗ ▼ -3.96%	Medium
	Profitability Ratio		6.57%	18.39%	✗ ▼ -5.75%	Critical
	Net Profit After Tax Margin		4.19%	13.01%	✗ ▼ -4.38%	Medium
	Overheads to Sales *		38.04%	29%	✗ ▲ 3.08%	Low
D	ACTIVITY					
	Accounts Receivable Days *	●	74 days	40 days	✗ ▼ -17 days	Low
	Inventory Days *	●	108 days	30 days	✗ ▼ -2 days	Low
	Accounts Payable Days		42 days	45 days	✗ ▲ 10 days	Low
	Cash Conversion Cycle *	●	140 days	25 days	✗ ▼ -29 days	Low
E	EFFICIENCY					
	Return on Equity		13.47%	15%	✗ ▼ -14.83%	Critical
	Return on Capital Employed		17.31%	12.5%	✓ ▼ -10.1%	Critical
F	ASSET USAGE					
	Working Capital Absorption *		30.43%	25%	✗ ▼ -5.52%	Low
G	LIQUIDITY					
	Current Ratio		3.67:1	2.00:1	✓ ▼ -0.18:1	Medium
	Quick Ratio		2.24:1	1.00:1	✓ ▼ -0.36:1	Medium
H	CASH FLOW					
	Free Cash Flow		\$617,176	\$10,000	✓ ▲ \$743,828	Low
	Cash on Hand		\$719,819	\$10,000	✓ ▼ -27.2%	Medium
I	GROWTH					
	Revenue Growth		-3.58%	0.41%	✗ ▼ -13.86%	Critical
	Gross Profit Growth		-11.57%	0.17%	✗ ▼ -23.31%	Medium
	EBIT Growth		-48.6%	0.17%	✗ ▼ -56.34%	High

* For this metric, a result below target is favourable

Alerts

Accounts Receivable Days

Accounts Receivable days have exceeded the alert level of 60 days. An immediate review of strategies improve cash management by reducing receivable days is required. Such actions may include a review of customer payment terms.

Inventory Days

The time taken for the business to turn its inventory has exceeded the alert level of 60 days. An immediate review of strategies to reduce inventory days and improve cash management is required.

Cash Conversion Cycle

Cash Conversion Cycle has exceeded the alert level of 25 days. An immediate review of the critical cash conversion drivers ie. Receivable Days, Payable Days and Inventory Days, is required.

Revenue Analysis

TOTAL REVENUE

\$962,500

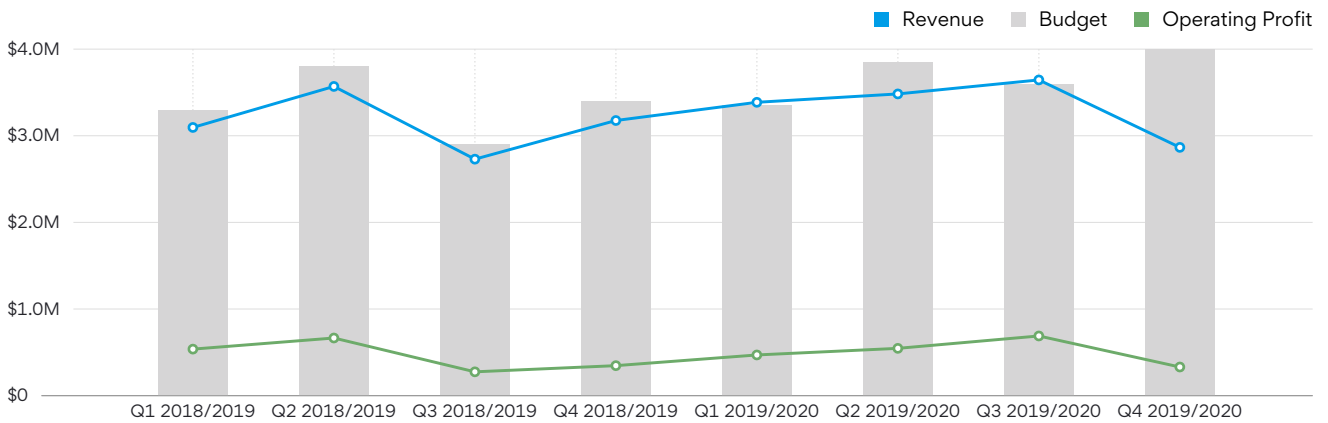
TARGET

\$1,350,000

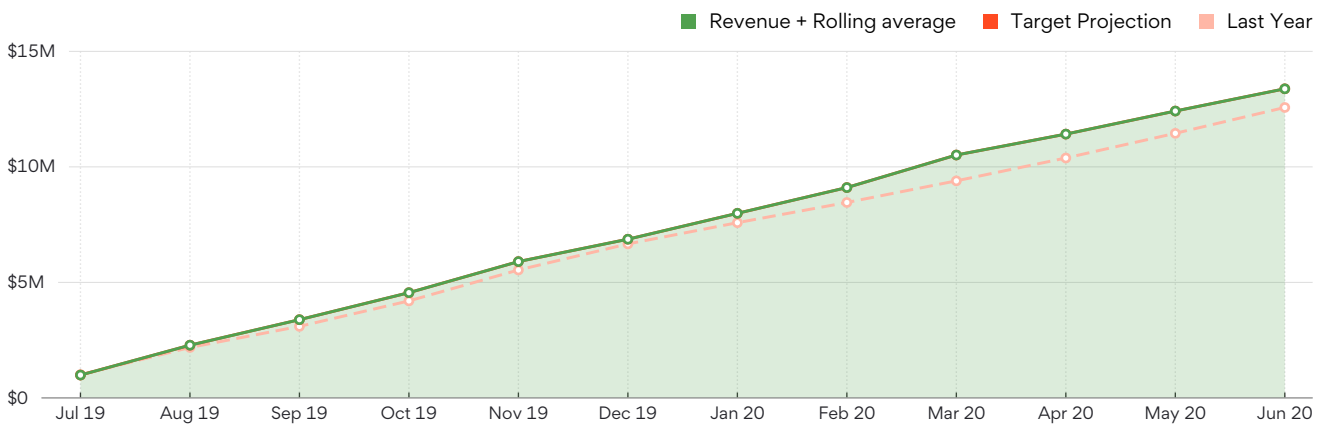
LAST MONTH (May 20)

\$998,260

Quarterly Actual vs Budget



Cumulative Revenue



YTD ACTUAL (2019/2020)

\$13,379,510

YTD LAST YEAR (2018/2019)

\$12,571,085

YTD BUDGET (2019/2020)

\$14,800,000 Budg

Profitability

REVENUE

\$962,500

A measure of the total amount of money received by the company for goods sold or services provided.

EXPENSES TO REVENUE RATIO

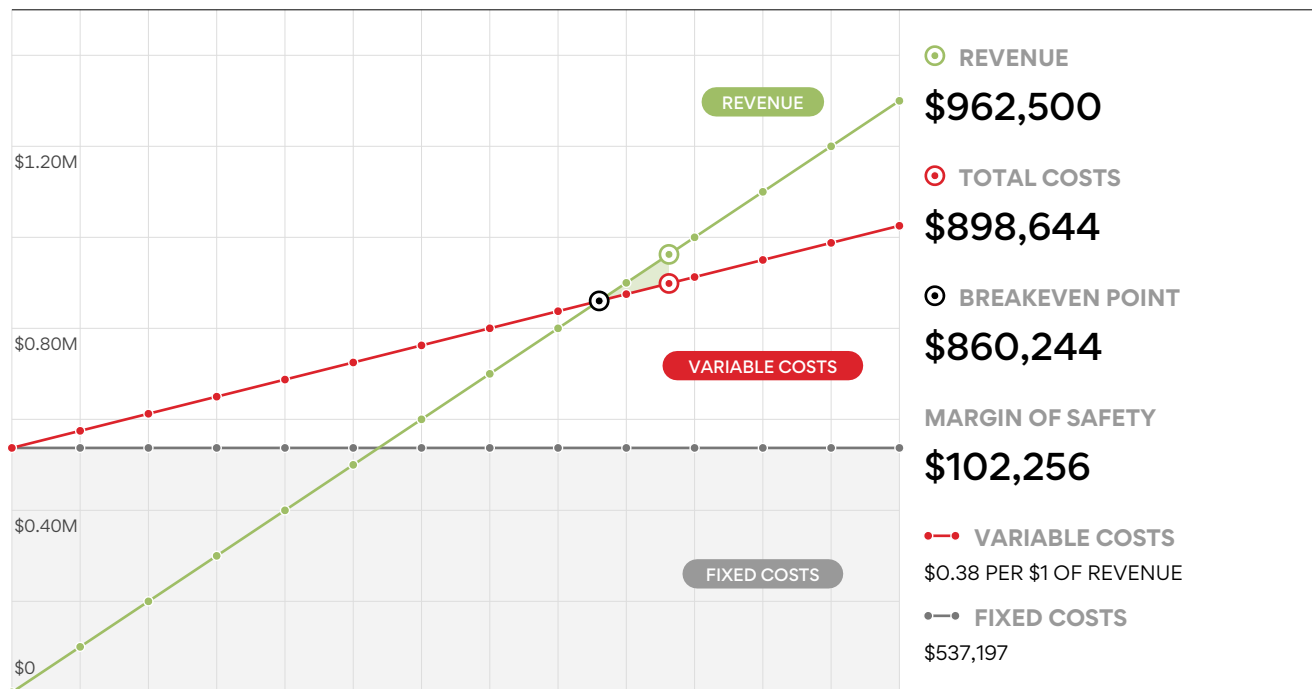
93.37%

A measure of how efficiently the business is conducting its operations.

MARGIN OF SAFETY

\$102,256

The breakeven safety margin represents the gap between the actual revenue level and the breakeven point.



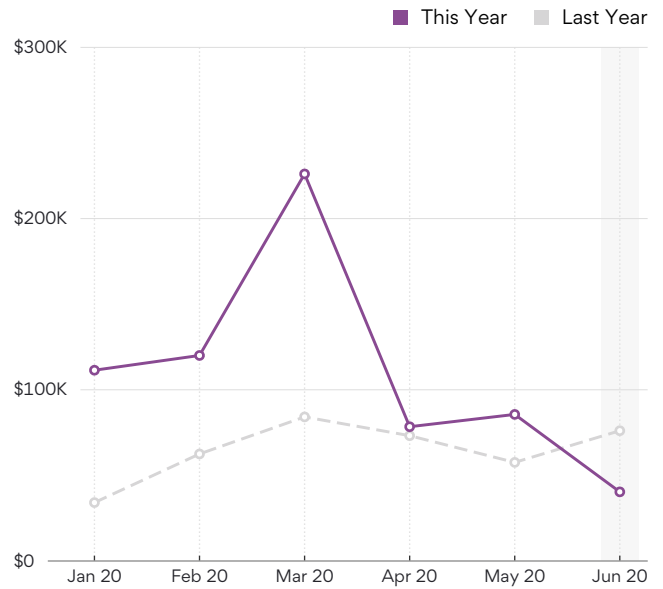
Profitability can be further improved by increasing price, volume, cost of sales and operating expense management.

	Jun 2020	% of Revenue	Mar 2020	Apr 2020	May 2020
Gross Profit	\$421,615	43.8%	\$719,205	\$426,725	\$476,794
Operating Profit	\$63,856	6.6%	\$336,380	\$128,190	\$138,666
Earnings Before Interest & Tax	\$63,197	6.6%	\$314,783	\$114,128	\$122,962
Earnings After Tax	\$40,376	4.2%	\$226,080	\$78,432	\$85,614

Top 10 Expense Accounts

Admin Salaries	\$177,641
Wage Overheads Overheads	\$51,118
Computer Costs & Subscriptions	\$22,870
Depreciation	\$20,498
MOTOR VEHICLE RUNNING COSTS	\$19,715
Rent	\$8,900
Web Management	\$8,489
Consultants	\$8,298
Insurance	\$8,061
Staff Amenities	\$7,767

Earnings After Tax This Year vs Last Year



Cash Flow

OPERATING CASH FLOW

\$628,966

Operating cash flow is simply the cash generated by the operating activities of the business. Operating activities include the production, sales and delivery of the company's product and/or services as well as collecting payment from its customers and making payments to suppliers.

FREE CASH FLOW

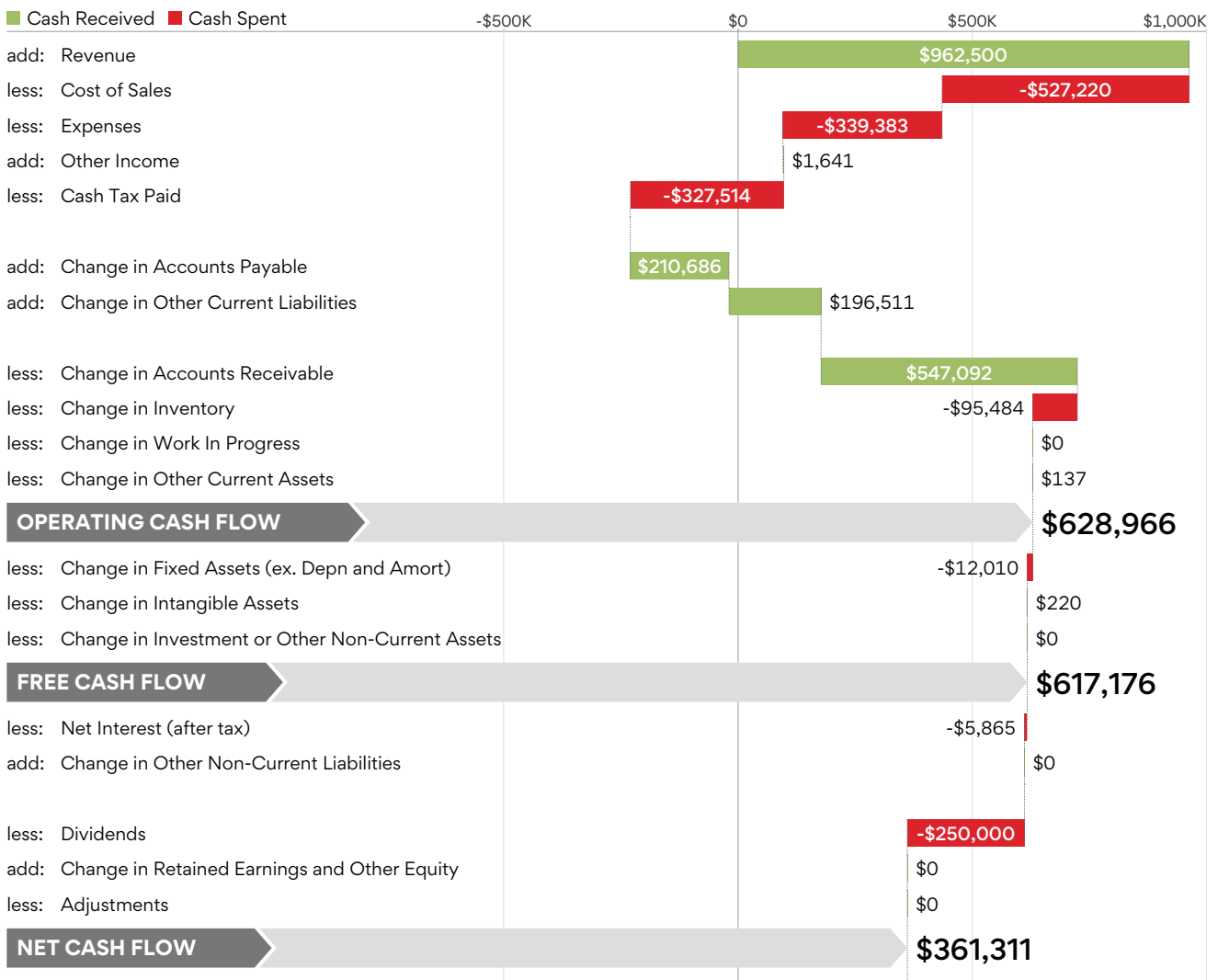
\$617,176

Free cash flow is the cash generated by the business, after paying its expenses and investing for future growth. It is the cash left after subtracting capital expenditure from operating cash flow. The term "free cash flow" is used because this cash is free to be paid back to the suppliers of capital.

NET CASH FLOW

\$361,311

Net cash flow is the cash left after subtracting expenditures from financing activities from the free cash flow. This includes the cash impact from financing activities. Financing activities include the inflow of cash from investors such as banks or shareholders, as well as the outflow of cash to shareholders as dividends.



Net Cash Flow can also be calculated as:

Change in Cash on Hand -\$268,491

(Open: \$988,310, Close: \$719,819)

Change in Debt -\$629,802

(Open: \$1,635,044, Close: \$1,005,241)

KPIs Explained

Accounts Payable Days 42 days

A measure of how long it takes for the business to pay its creditors. A stable higher number of days is generally an indicator of good cash management. A longer time taken to pay creditors has a positive impact on Cash Flow. But an excessive lengthening in this ratio could indicate a problem with sufficiency of working capital to pay creditors. For this period, accounts payable days are below the target of 45 days.

Accounts Receivable Days 74 days

A measure of how long it takes for the business to collect the amounts due from customers. A lower number indicates that it takes the business fewer days to collect its accounts receivable. A shorter time to collect debtors has a positive impact on Cash Flow. A higher number indicates that it takes longer to collect its accounts receivable. For this period, accounts receivable days are above the maximum target of 40 days.

Cash Conversion Cycle 140 days

A measure of the length of time between purchase of raw materials and the collection of accounts receivable from customers. The Cash Conversion Cycle measures the time between outlay of cash and cash recovery. A shorter cycle minimises the time that working capital is tied up in the operating cycle of the business. For this period, the cash conversion cycle is above the target length of 25 days.

Cash on Hand \$719,819

A measure of the cash and cash equivalents in actual possession by the company at a particular time. At the end of this period the company held \$719,819 of cash and cash equivalents. Cash on Hand is above the required target of \$10,000.

Current Ratio 3.67:1

A measure of liquidity. This measure compares the totals of the current assets and current liabilities. The higher the current ratio, the greater the 'cushion' between current obligations and the business's ability to pay them. Generally a current ratio of 2 or more is an indicator of good short-term financial strength. In other words, the current assets of the business should be at least double the current liabilities. For this period, the current ratio was 3.67:1, down from 3.85:1 last period and above the minimum target of 2.00:1.

DIFOT 98%

Delivery in full on time.

EBIT Growth -48.6%

A measure of the percentage change in EBIT for the period. A combination of growth in revenues and growth in profits presents a balanced measure of growth. For this period, EBIT growth of -48.6% was less than the target of 0.17%.

Free Cash Flow \$617,176

Free cash flow is the cash generated by the business, after paying its expenses and investing for future growth. It is the cash left after subtracting capital expenditure from operating cash flow. The term "free cash flow" is used because this cash is free to be paid back to the suppliers of capital.

Gross Profit Growth -11.57%

A measure of the percentage change in gross profit for the period. For this period, gross profit growth of -11.57% was less than the target of 0.17%.

✘ Gross Profit Margin 43.8%

A measure of the proportion of revenue that is left after deducting all costs directly related to the sales. For each \$100 in sales the business retains \$43.80 after deducting the cost of sales. The gross profit serves as the source for paying operating expenses. The gross profit margin can be further improved by improving price, volume and cost of sales management. For this period, the gross profit margin % is below the required target of 48.33%.

✘ Inventory Days 108 days

A measure of how efficiently the business converts inventory into sales. A lower number of days is generally an indicator of good inventory management. A shorter time holding inventory has a positive impact on cash flow. But a low result can also mean there is a shortage of inventory. Conversely, a high result may indicate overstocking. For this period, inventory days are above the maximum target of 30 days.

✔ Leads 130

Number of quality leads per month.

✘ Net Profit After Tax Margin 4.19%

A measure of the proportion of revenue that is left after all expenses have been paid. The business makes \$4.19 of net profit for every \$100 it generates in revenue. For this period, the Net Profit After Tax margin is below the required target. This may indicate cost blowouts that require efficiency improvements.

✘ Open Quotes 155

Regular review is conducted to ensure that "stale" quotes are not left unattended.

✘ Overheads to Sales 38.04%

Overhead costs as a percentage of sales

✘ Products Manufactured 1,719

Number of products manufactured in month

✘ Profitability Ratio 6.57%

A measure of the proportion of revenue that is left after deducting all expenses. This excludes finance costs and tax expenses. The business makes \$6.57 of EBIT for every \$100 it generates of revenue. The profitability ratio can be further improved by improving price, volume, cost and expense management. For this period, the Profitability ratio is below the required target of 18.39%.

✔ Quick Ratio 2.24:1

The Quick Ratio measures the availability of assets which can quickly be converted into cash to cover current liabilities. Inventory and other less liquid current assets are excluded from this calculation. The Quick Ratio is a measure of the ability to pay short-term creditors immediately from liquid assets. A quick ratio of 1:1 or more is considered 'safe'. For this period, the quick ratio was 2.24:1, down from 2.60:1 last period and above the minimum target of 1.00:1.

✓ **Return on Capital Employed** 17.31%

A measure of the efficiency and profitability of capital investment (ie. funds provided by shareholders & lenders). ROCE monitors the relationship between the capital ('inputs') used by the business and the earnings ('outputs') generated by the business. ROCE is arguably one of the most important performance measures. The higher the result the greater the return to providers of capital. For this period, the business has generated a ROCE of 17.31%. This return exceeds the target of 12.5%.

✗ **Return on Equity** 13.47%

A measure of how effectively the business has used the resources provided by its owners to generate profits. The higher the ratio the greater the rate of return for shareholders. For this period, the business has generated a Return on Equity of 13.47%. This return is less than the target of 15%.

✗ **Revenue Growth** -3.58%

A measure of the percentage change in revenue for the period. Management should ensure that revenues increase at rates higher than general economic growth rates (ie. inflation). For this period, revenue growth of -3.58% was below the target growth of 0.41%.

✗ **Total Revenue** \$962,500

A measure of the total amount of money received by the company for goods sold or services provided. The business has earned total revenues of \$962,500. Strategies to improve revenue may include increasing prices, increasing the volume of sales through marketing initiatives or finding alternative sources of income. For this period, the revenue earned is below the required target of \$1,350,000.

✗ **Win Ratio** 55%

Win rate of quote to order.

✗ **Working Capital Absorption** 30.43%

A measure of the adequacy of working capital to support sales activity. This measure indicates the investment made in working capital for each unit of revenue. The trend of this ratio is particularly useful for growing businesses. If sales increase rapidly but working capital levels remain constant, the business may be at risk that insufficient working capital is available to support this growth. Moreover, if the result for this metric is greater than the Gross Profit Margin %, then for every additional unit of Revenue generated, additional cash will be required. For this period, Working Capital Absorption exceeds the target of 25%.

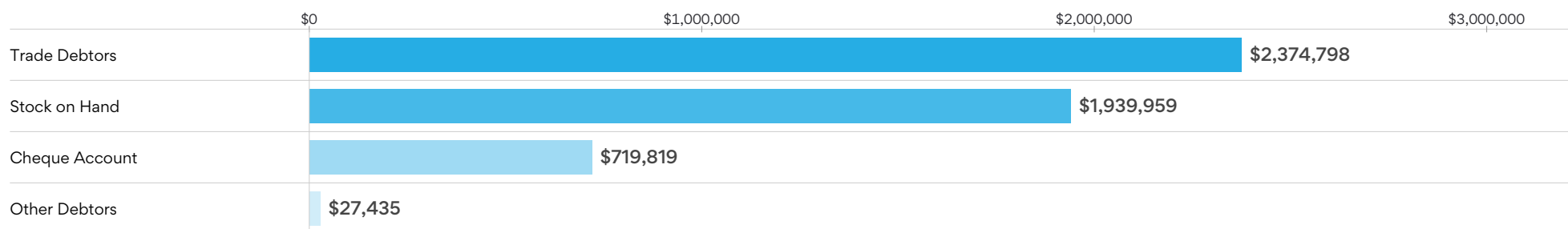
Rolling Profit & Loss

PROFIT & LOSS (\$)	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Revenue	988,273	1,293,107	1,104,815	1,168,286	1,345,746	968,804	1,120,258	1,115,284	1,408,941	905,236	998,260	962,500	13,379,510
Cost of Sales	527,143	636,076	561,643	579,852	655,637	504,847	581,524	555,451	689,736	478,511	521,466	540,885	6,832,770
Gross Profit	461,130	657,031	543,172	588,434	690,109	463,957	538,734	559,833	719,205	426,725	476,794	421,615	6,546,740
Expenses	398,777	379,423	413,326	398,337	407,883	390,186	376,713	369,246	382,825	298,535	338,128	357,759	4,511,138
Operating Profit	62,353	277,608	129,846	190,097	282,226	73,771	162,021	190,587	336,380	128,190	138,666	63,856	2,035,601
Other Income	34	32	7,778	4,112	9	14	12	11	8	1,653	11	1,641	15,315
Other Expenses	2,358	17,330	13,147	13,147	11,133	886	0	19,591	21,605	15,715	15,715	2,300	132,927
Earnings Before Interest & Tax	60,029	260,310	124,477	181,062	271,102	72,899	162,033	171,007	314,783	114,128	122,962	63,197	1,917,989
Interest Income	0	0	0	675	-752	0	0	0	0	0	0	0	-77
Interest Expenses	8,276	7,687	7,554	7,210	8,572	8,446	8,334	11,870	11,143	11,907	10,835	8,378	110,214
Earnings Before Tax	51,753	252,623	116,923	174,527	261,778	64,453	153,699	159,137	303,640	102,221	112,127	54,819	1,807,699
Tax Expenses	13,584	64,706	28,538	44,379	68,927	17,481	42,267	39,090	77,560	23,789	26,513	14,443	461,277
Net Income	38,169	187,917	88,385	130,148	192,851	46,972	111,432	120,047	226,080	78,432	85,614	40,376	1,346,422
Dividends	0	0	0	0	350,000	0	0	0	0	0	0	250,000	600,000
Retained Income	38,169	187,917	88,385	130,148	-157,149	46,972	111,432	120,047	226,080	78,432	85,614	-209,624	746,422

BALANCE SHEET (\$)	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
ASSETS													
Cash & Equivalents	1,510,442	1,123,117	1,111,844	1,291,850	928,924	1,116,363	1,650,989	1,720,824	1,644,097	1,513,711	988,310	719,819	719,819
Accounts Receivable	1,602,907	2,171,022	2,314,721	2,469,616	2,923,632	2,732,564	2,090,177	2,516,398	2,738,736	3,127,407	2,921,890	2,374,798	2,374,798
Inventory	1,517,824	1,443,464	1,676,835	1,765,865	1,668,280	1,590,780	1,710,224	1,598,904	1,757,433	1,758,271	1,844,475	1,939,959	1,939,959
Other Current Assets	4,497	4,497	4,497	45,247	45,018	44,789	44,560	44,331	44,101	27,572	27,572	27,435	27,435
Total Current Assets	4,635,670	4,742,100	5,107,897	5,572,578	5,565,854	5,484,496	5,495,950	5,880,457	6,184,367	6,426,961	5,782,247	5,062,011	5,062,011
Fixed Assets	688,168	682,672	668,186	642,353	628,775	619,094	605,940	605,943	699,006	668,445	786,433	764,102	764,102
Intangible Assets	94,434	94,214	93,994	93,774	93,554	93,334	93,114	92,894	92,674	92,454	92,234	92,014	92,014
Total Non-Current Assets	782,602	776,886	762,179	736,127	722,329	712,428	699,054	698,837	791,680	760,899	878,666	856,115	856,115
Total Assets	5,418,272	5,518,986	5,870,077	6,308,705	6,288,183	6,196,924	6,195,004	6,579,294	6,976,047	7,187,860	6,660,914	5,918,127	5,918,127
LIABILITIES													
Short Term Debt	-65,004	101,299	91,871	367,656	464,499	409,500	196,382	-63,637	59,645	285,886	124,049	-95,714	-95,714
Accounts Payable	723,144	789,939	992,117	845,440	829,627	653,637	633,094	541,124	940,948	627,346	540,121	750,807	750,807
Tax Liability	328,622	293,328	321,866	366,245	310,172	327,653	369,920	409,010	236,570	260,359	286,872	-23,685	-23,685
Other Current Liabilities	724,248	450,242	502,647	664,439	531,524	617,260	704,220	781,992	611,683	712,403	551,719	748,230	748,230

	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Total Current Liabilities	1,711,010	1,634,808	1,908,501	2,243,780	2,135,822	2,008,050	1,903,616	1,668,489	1,848,846	1,885,994	1,502,761	1,379,638	1,379,638
Long Term Debt	977,981	966,981	955,993	929,195	1,173,780	1,163,320	1,154,403	1,653,773	1,644,089	1,740,322	1,510,995	1,100,955	1,100,955
Total Non-Current Liabilities	977,981	966,981	955,993	929,195	1,173,780	1,163,320	1,154,403	1,653,773	1,644,089	1,740,322	1,510,995	1,100,955	1,100,955
Total Liabilities	2,688,991	2,601,789	2,864,494	3,172,974	3,309,601	3,171,370	3,058,018	3,322,262	3,492,935	3,626,317	3,013,756	2,480,593	2,480,593
EQUITY													
Retained Earnings	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112	2,291,112
Current Earnings	38,169	226,085	314,471	444,619	287,470	334,442	445,874	565,921	792,000	870,432	956,046	746,422	746,422
Other Equity	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Total Equity	2,729,280	2,917,197	3,005,582	3,135,730	2,978,582	3,025,553	3,136,985	3,257,032	3,483,112	3,561,544	3,647,158	3,437,533	3,437,533
Total Liabilities & Equity	5,418,272	5,518,986	5,870,077	6,308,705	6,288,183	6,196,924	6,195,004	6,579,294	6,976,047	7,187,860	6,660,914	5,918,127	5,918,127

Current Assets breakdown



EBIT GROWTH

-48.6%

▼ -79.47% vs rolling 12 months average



COS CHANGE

3.72%

▲ 2.84% vs rolling 12 months average



EXPENSE CHANGE

5.81%

▲ 6.39% vs rolling 12 months average



EQUITY CHANGE

-5.75%

▼ -7.88% vs rolling 12 months average

