

Sale demo -  
PROFIT AND LOSS

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Total
<b>Sales</b>													
Forecast 5 sales	399,000	408,975	428,925	448,875	470,820	494,760	548,625	586,530	630,420	650,370	694,260	748,125	6,509,685
Forecast 5 Consolidation	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	113,400
Forecast 5 Network	11,340	11,340	11,340	11,340	11,340	11,340	11,340	11,340	11,340	11,340	11,340	11,340	136,080
Annual Subscription	83,958	85,953	89,943	93,932	98,322	103,109	113,882	121,464	130,242	134,232	143,009	153,782	1,351,828
Product Sales	3,120	3,250	3,250	3,250	3,250	3,250	3,250	3,250	9,750	3,250	3,250	3,250	45,370
<b>TOTAL Sales</b>	<b>506,868</b>	<b>518,968</b>	<b>542,908</b>	<b>566,847</b>	<b>593,182</b>	<b>621,909</b>	<b>686,547</b>	<b>732,034</b>	<b>791,202</b>	<b>808,642</b>	<b>861,309</b>	<b>925,947</b>	<b>8,156,363</b>
<b>Services</b>													
Training	120,000	123,000	129,000	135,000	141,600	148,800	165,000	176,400	189,600	195,600	208,800	225,000	1,957,800
Consulting	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	480,000
Accessories	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
<b>TOTAL Services</b>	<b>162,000</b>	<b>165,000</b>	<b>171,000</b>	<b>177,000</b>	<b>183,600</b>	<b>190,800</b>	<b>207,000</b>	<b>218,400</b>	<b>231,600</b>	<b>237,600</b>	<b>250,800</b>	<b>267,000</b>	<b>2,461,800</b>
<b>TOTAL TURNOVER</b>	<b>668,868</b>	<b>683,968</b>	<b>713,908</b>	<b>743,847</b>	<b>776,782</b>	<b>812,709</b>	<b>893,547</b>	<b>950,434</b>	<b>1,022,802</b>	<b>1,046,242</b>	<b>1,112,109</b>	<b>1,192,947</b>	<b>10,618,163</b>
<b>Direct Costs</b>													
Commission	75,754	85,697	75,754	75,754	75,732	75,754	75,754	75,732	75,754	75,754	75,732	76,187	919,358
<b>Purchases</b>													
Forecast 5	204,225	209,213	219,188	229,163	240,135	252,105	279,038	297,990	319,935	329,910	351,855	378,788	3,311,545
Other	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Sub-Total Purchases	206,725	211,713	221,688	231,663	242,635	254,605	281,538	300,490	322,435	332,410	354,355	381,288	3,341,545
Stock on Hand	86,460	90,197	90,264	90,308	90,341	90,368	90,390	90,409	271,277	90,438	90,449	90,459	1,261,361
<b>Depreciation</b>													
Computers	1,667	1,666	1,667	1,667	1,666	1,667	1,667	1,666	1,667	1,667	1,666	1,667	20,000
Plant & Machinery	2,083	2,084	2,083	2,083	2,084	2,083	2,083	2,084	2,083	2,083	2,084	2,083	25,000
Office Equipment	417	416	417	417	416	417	417	416	417	417	416	417	5,000
Vans	458	459	458	458	459	458	458	459	458	458	459	-	5,042
Sub-Total Depreciation	4,625	4,625	4,625	4,625	4,625	4,625	4,625	4,625	4,625	4,625	4,625	4,167	55,042
<b>TOTAL Direct Costs</b>	<b>373,564</b>	<b>392,232</b>	<b>392,331</b>	<b>402,350</b>	<b>413,333</b>	<b>425,352</b>	<b>452,307</b>	<b>471,256</b>	<b>674,091</b>	<b>503,227</b>	<b>525,161</b>	<b>552,101</b>	<b>5,577,306</b>
<b>GROSS PROFIT</b>	<b>295,304</b>	<b>291,736</b>	<b>321,577</b>	<b>341,497</b>	<b>363,449</b>	<b>387,357</b>	<b>441,240</b>	<b>479,178</b>	<b>348,711</b>	<b>543,015</b>	<b>586,948</b>	<b>640,846</b>	<b>5,040,857</b>
<b>MEMOS</b>													
<b>Overheads</b>													
Advertising	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Staff Costs	129,190	130,729	133,812	136,896	140,284	179,694	188,016	193,862	204,225	168,028	174,805	183,129	1,962,670
Rates & Water	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(66)	(792)
Labour Costs	16,778	16,774	16,778	16,778	16,774	16,778	16,778	16,774	16,778	16,778	16,774	16,778	201,320
Accountancy	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Insurance	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Telephone													

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Sub-Total Telephone	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation													
Land & Buildings	52,083	52,084	52,083	52,083	52,084	52,083	52,083	52,084	52,083	52,083	52,084	52,083	625,000
Sub-Total Depreciation	52,083	52,084	52,083	52,083	52,084	52,083	52,083	52,084	52,083	52,083	52,084	52,083	625,000
<b>TOTAL Overheads</b>	<b>201,985</b>	<b>203,521</b>	<b>206,607</b>	<b>209,691</b>	<b>213,076</b>	<b>252,489</b>	<b>260,811</b>	<b>266,654</b>	<b>277,020</b>	<b>240,823</b>	<b>247,597</b>	<b>255,924</b>	<b>2,836,198</b>
<b>Depreciation</b>													
<b>TOTAL Depreciation</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other Costs</b>													
Provisionings													
Bad Debts	4,113	4,189	4,338	4,487	4,651	4,830	5,233	5,517	5,882	5,994	6,322	6,725	62,281
Sub-Total Provisionings	4,113	4,189	4,338	4,487	4,651	4,830	5,233	5,517	5,882	5,994	6,322	6,725	62,281
<b>TOTAL Other Costs</b>	<b>4,113</b>	<b>4,189</b>	<b>4,338</b>	<b>4,487</b>	<b>4,651</b>	<b>4,830</b>	<b>5,233</b>	<b>5,517</b>	<b>5,882</b>	<b>5,994</b>	<b>6,322</b>	<b>6,725</b>	<b>62,281</b>
<b>Other Income (Expense)</b>													
Gain (Loss) On FA Sales													
Motor Vehicles													
Sub-Total Motor Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total Gain (Loss) On FA Sales	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL Other Income (Expense)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>OPERATING PROFIT</b>	<b>89,206</b>	<b>84,026</b>	<b>110,632</b>	<b>127,319</b>	<b>145,722</b>	<b>130,038</b>	<b>175,196</b>	<b>207,007</b>	<b>65,809</b>	<b>296,198</b>	<b>333,029</b>	<b>378,197</b>	<b>2,142,378</b>
<b>FINANCE</b>													
Interest Expense													
Interest Received													
USD	(91)	(335)	(702)	(1,029)	(1,262)	(1,511)	(1,504)	(1,512)	(1,812)	(2,018)	(2,113)	(2,211)	(16,100)
Shareholders Curent Acc	(4)	(8)	(8)	(8)	(8)	(8)	(8)	(8)	(8)	(8)	(8)	(8)	(92)
Sub-Total Interest Received	(95)	(343)	(710)	(1,037)	(1,270)	(1,519)	(1,512)	(1,520)	(1,820)	(2,026)	(2,121)	(2,219)	(16,192)
Overdraft Interest													
Main Bank Account	8,001	7,789	8,236	8,427	8,185	7,586	6,717	6,142	5,625	4,348	1,975	363	73,394
Sub-Total Overdraft Interest	8,001	7,789	8,236	8,427	8,185	7,586	6,717	6,142	5,625	4,348	1,975	363	73,394
Loan Interest													
Computers	-	167	160	154	147	141	134	127	121	114	107	101	1,473
Factoring	-	1,021	1,040	1,040	1,270	1,270	1,270	1,247	1,246	1,246	1,246	1,246	13,142
Bank Loan	-	-	-	650	641	631	623	613	603	594	585	575	5,515
Sub-Total Loan Interest	-	1,188	1,200	1,844	2,058	2,042	2,027	1,987	1,970	1,954	1,938	1,922	20,130
Sub-Total Interest Expense	7,906	8,634	8,726	9,234	8,973	8,109	7,232	6,609	5,775	4,276	1,792	66	77,332
Exchange Movements													
Sub-Total Exchange Movements	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL FINANCE</b>	<b>7,906</b>	<b>8,634</b>	<b>8,726</b>	<b>9,234</b>	<b>8,973</b>	<b>8,109</b>	<b>7,232</b>	<b>6,609</b>	<b>5,775</b>	<b>4,276</b>	<b>1,792</b>	<b>66</b>	<b>77,332</b>

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	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Total
<b>NET PROFIT</b>	<b>81,300</b>	<b>75,392</b>	<b>101,906</b>	<b>118,085</b>	<b>136,749</b>	<b>121,929</b>	<b>167,964</b>	<b>200,398</b>	<b>60,034</b>	<b>291,922</b>	<b>331,237</b>	<b>378,131</b>	<b>2,065,046</b>
Income Tax Provision	22,764	21,109	28,535	33,063	38,290	34,140	47,030	56,111	16,810	81,738	92,747	105,876	578,213
<b>PROFIT AFTER TAX</b>	<b>58,536</b>	<b>54,283</b>	<b>73,371</b>	<b>85,022</b>	<b>98,459</b>	<b>87,789</b>	<b>120,934</b>	<b>144,287</b>	<b>43,224</b>	<b>210,184</b>	<b>238,490</b>	<b>272,255</b>	<b>1,486,833</b>
Dividend Accrual	23,414	21,713	29,349	34,009	39,383	35,116	48,373	57,715	17,290	84,073	95,397	108,902	594,734
<b>PROFIT AFTER TAX AND DIVIDEND</b>	<b>35,122</b>	<b>32,570</b>	<b>44,022</b>	<b>51,013</b>	<b>59,076</b>	<b>52,673</b>	<b>72,561</b>	<b>86,572</b>	<b>25,934</b>	<b>126,111</b>	<b>143,093</b>	<b>163,353</b>	<b>892,099</b>
Minority Interest													
<b>ACCUMULATED PROFIT</b>	<b>35,122</b>	<b>67,692</b>	<b>111,714</b>	<b>162,727</b>	<b>221,803</b>	<b>274,476</b>	<b>347,037</b>	<b>433,609</b>	<b>459,543</b>	<b>585,654</b>	<b>728,747</b>	<b>892,099</b>	
<b>MEMOS</b>													