

ABC Pty Ltd
2003/04 Financial Plan

KEY STATISTICS & RATIOS FORECAST

	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
FORECAST SALES	315,000	243,239	318,863	327,614	285,114	268,551	351,988	316,676	312,614	296,052	348,237	375,427
BREAKEVEN SALES	121,231	149,124	-	159,663	143,263	145,049	154,039	152,767	-	136,773	142,555	211,974
SALES COVER	259.8%	163.1%	0.0%	205.2%	199.0%	185.1%	228.5%	207.3%	0.0%	216.5%	244.3%	177.1%
GROSS PROFIT MARGIN	35.7%	28.9%	28.2%	29.5%	30.5%	28.6%	29.9%	29.7%	31.9%	29.4%	29.7%	30.3%
NET PROFIT MARGIN	21.9%	11.2%	31.7%	15.1%	15.2%	13.2%	16.8%	15.4%	46.2%	15.8%	17.6%	13.2%
RETURN ON CAPITAL	6.2%	27.3%	16.3%	29.1%	1.2%	5.5%	8.9%	2.7%	23.9%	39.6%	4.0%	9.5%
RETURN ON NET ASSETS	15.5%	7.7%	22.3%	11.6%	10.1%	8.3%	12.9%	11.0%	28.8%	9.7%	12.3%	10.2%
CURRENT RATIO	146.7%	154.1%	156.6%	172.9%	194.9%	169.0%	183.3%	184.6%	199.8%	216.0%	221.3%	209.3%
LIQUID RATIO	109.7%	122.5%	126.3%	137.5%	167.6%	121.6%	147.3%	150.5%	162.4%	157.3%	165.9%	163.4%
GROSS GEARING	31.1%	33.6%	30.3%	28.8%	28.5%	25.2%	28.9%	27.3%	24.2%	20.5%	22.2%	22.0%
INTEREST COVER	860.1%	282.0%	769.9%	496.3%	497.3%	459.9%	680.5%	533.2%	1567.5%	732.1%	977.4%	744.6%
CLOSING BANK	(389,310)	(550,765)	(416,477)	(341,202)	(333,657)	(182,272)	(427,796)	(346,367)	(219,047)	10,711	(126,437)	(161,960)
OVERDRAFT EXCESS	139,310	300,765	166,477	91,202	83,657	-	177,796	96,367	-	-	-	-