

ABC Pty Ltd
2003/04 Financial Plan

YEAR ON YEAR PROFIT & LOSS VARIANCE REPORT

	Dec 04 Proj. \$	Dec 03 Proj. \$	Dec Variance \$	Dec Variance %	YTD Dec 04 - 05 \$	YTD Dec 03 - 04 \$	YTD Dec Variance \$	YTD Dec Variance %
SOFTWARE SALES								
Word Processors	42,350	35,000	7,350	21.0%	314,600	262,000	52,600	20.1%
Spreadsheets	13,008	10,750	2,258	21.0%	46,283	38,250	8,033	21.0%
Databases	60,500	50,000	10,500	21.0%	417,450	350,000	67,450	19.3%
	<u>115,858</u>	<u>95,750</u>	<u>20,108</u>	<u>21.0%</u>	<u>778,333</u>	<u>650,250</u>	<u>128,083</u>	<u>19.7%</u>
SOFTWARE COSTS								
Production	11,065	9,575	(1,490)	-15.6%	74,331	64,325	(10,006)	-15.6%
Materials	49,761	43,088	(6,673)	-15.5%	334,294	289,463	(44,831)	-15.5%
Wages	6,951	5,745	(1,206)	-21.0%	46,700	39,812	(6,888)	-17.3%
	<u>67,777</u>	<u>58,408</u>	<u>(9,369)</u>	<u>-16.0%</u>	<u>455,325</u>	<u>393,600</u>	<u>(61,725)</u>	<u>-15.7%</u>
SOFTWARE GROSS PROFIT	48,081	37,342	10,739	28.8%	323,008	256,650	66,358	25.9%
HARDWARE SALES								
Processors	99,000	82,500	16,500	20.0%	627,000	502,500	124,500	24.8%
Monitors	46,200	38,500	7,700	20.0%	292,600	241,500	51,100	21.2%
Peripherals	19,800	16,500	3,300	20.0%	125,400	103,500	21,900	21.2%
	<u>165,000</u>	<u>137,500</u>	<u>27,500</u>	<u>20.0%</u>	<u>1,045,000</u>	<u>847,500</u>	<u>197,500</u>	<u>23.3%</u>
HARDWARE COSTS								
Hardware Materials	81,900	71,500	(10,400)	-14.6%	511,875	448,500	(63,375)	-14.1%
Production Costs	18,892	16,500	(2,392)	-14.5%	119,652	111,500	(8,152)	-7.3%
Direct Wages	8,250	6,874	(1,376)	-20.0%	52,250	43,124	(9,126)	-21.2%
	<u>109,042</u>	<u>94,874</u>	<u>(14,168)</u>	<u>-14.9%</u>	<u>683,777</u>	<u>603,124</u>	<u>(80,653)</u>	<u>-13.4%</u>
HARDWARE GROSS PROFIT	55,958	42,626	13,332	31.3%	361,223	244,376	116,847	47.8%
CUSTOMER SUPPORT REVENUE								
Hardware	13,749	11,363	2,386	21.0%	111,100	91,818	19,282	21.0%
Software	28,964	23,938	5,026	21.0%	194,583	162,491	32,092	19.8%
	<u>42,713</u>	<u>35,301</u>	<u>7,412</u>	<u>21.0%</u>	<u>305,683</u>	<u>254,309</u>	<u>51,374</u>	<u>20.2%</u>
CUSTOMER SUPPORT COSTS								
Staff Salaries	24,979	24,979	-	0.0%	149,875	159,462	9,587	6.0%
Miscellaneous costs	15,435	13,427	(2,008)	-15.0%	101,554	87,919	(13,635)	-15.5%

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	40,414	38,406	(2,008)	-5.2%	251,429	247,381	(4,048)	-1.6%
CUSTOMER SUPPORT GROSS PROFIT	2,299	(3,105)	5,404	-174.0%	54,254	6,928	47,326	683.1%
TOTAL SALES	323,571	268,551	55,020	20.5%	2,129,016	1,752,059	376,957	21.5%
TOTAL DIRECT COST	217,233	191,688	(25,545)	-13.3%	1,390,531	1,244,105	(146,426)	-11.8%
TOTAL GROSS PROFIT	106,338	76,863	29,475	38.4%	738,485	507,954	230,531	45.4%
OVERHEADS								
Utilities	8,551	9,001	450	5.0%	49,404	52,004	2,600	5.0%
Administration expenses	15,370	13,427	(1,943)	-14.5%	101,128	87,919	(13,209)	-15.0%
Depreciation	13,287	14,263	976	6.8%	79,728	85,587	5,859	6.9%
	37,208	36,691	(517)	-1.4%	230,260	225,510	(4,750)	-2.1%
OTHER INCOME (EXPENSE)								
Dividend from XYZ Ltd	-	-	-	0.0%	60,000	60,000	-	0.0%
Grant Income	1,563	2,084	(521)	-25.0%	9,375	12,500	(3,125)	-25.0%
	1,563	2,084	(521)	-25.0%	69,375	72,500	(3,125)	-4.3%
OPERATING PROFIT	70,693	42,256	28,437	67.3%	577,600	354,944	222,656	62.7%
INTEREST EXPENSE								
Interest Received	(4,351)	(2,886)	1,465	-50.8%	(20,373)	(17,768)	2,605	-14.7%
Overdraft Interest	-	3,374	3,374	100.0%	3,048	30,581	27,533	90.0%
Loan Interest	4,857	6,250	1,393	22.3%	30,438	38,711	8,273	21.4%
	506	6,738	6,232	92.5%	13,113	51,524	38,411	74.6%
NET PROFIT	70,187	35,518	34,669	97.6%	564,487	303,420	261,067	86.0%
COMPANY TAX	(25,267)	(12,786)	(12,481)	97.6%	(203,215)	(109,231)	(93,984)	86.0%
PROFIT AFTER TAX	44,920	22,732	22,188	97.6%	361,272	194,189	167,083	86.0%