

YEAR ON YEAR PROFIT & LOSS VARIANCE REPORT

	Jul 07 Proj. \$	Jul 06 Actual \$	Jul Variance \$	Jul Variance %	YTD Jul 07 - 08 \$	YTD Jul 06 - 07 \$	YTD Jul Variance \$	YTD Jul Variance %
SOFTWARE SALES								
Word Processors	50,000	30,000	20,000	66.7%	50,000	30,000	20,000	66.7%
Spreadsheets	4,840	4,000	840	21.0%	4,840	4,000	840	21.0%
Databases	84,700	64,874	19,826	30.6%	84,700	64,874	19,826	30.6%
	<u>139,540</u>	<u>98,874</u>	<u>40,666</u>	<u>41.1%</u>	<u>139,540</u>	<u>98,874</u>	<u>40,666</u>	<u>41.1%</u>
SOFTWARE COSTS								
Production	13,326	12,400	(926)	-7.5%	13,326	12,400	(926)	-7.5%
Materials	59,932	55,800	(4,132)	-7.4%	59,932	55,800	(4,132)	-7.4%
Wages	8,372	7,440	(932)	-12.5%	8,372	7,440	(932)	-12.5%
	<u>81,630</u>	<u>75,640</u>	<u>(5,990)</u>	<u>-7.9%</u>	<u>81,630</u>	<u>75,640</u>	<u>(5,990)</u>	<u>-7.9%</u>
SOFTWARE GROSS PROFIT	57,910	23,234	34,676	149.3%	57,910	23,234	34,676	149.3%
HARDWARE SALES								
Processors	90,750	75,000	15,750	21.0%	90,750	75,000	15,750	21.0%
Monitors	42,350	35,000	7,350	21.0%	42,350	35,000	7,350	21.0%
Peripherals	18,150	15,000	3,150	21.0%	18,150	15,000	3,150	21.0%
	<u>151,250</u>	<u>125,000</u>	<u>26,250</u>	<u>21.0%</u>	<u>151,250</u>	<u>125,000</u>	<u>26,250</u>	<u>21.0%</u>
HARDWARE COSTS								
Hardware Materials	75,075	65,000	(10,075)	-15.5%	75,075	65,000	(10,075)	-15.5%
Production Costs	17,318	15,000	(2,318)	-15.5%	17,318	15,000	(2,318)	-15.5%
Direct Wages	7,563	6,250	(1,313)	-21.0%	7,563	6,250	(1,313)	-21.0%
	<u>99,956</u>	<u>86,250</u>	<u>(13,706)</u>	<u>-15.9%</u>	<u>99,956</u>	<u>86,250</u>	<u>(13,706)</u>	<u>-15.9%</u>
HARDWARE GROSS PROFIT	51,294	38,750	12,544	32.4%	51,294	38,750	12,544	32.4%
CUSTOMER SUPPORT REVENUE								
Hardware	42,350	35,000	7,350	21.0%	42,350	35,000	7,350	21.0%
Software	34,885	31,000	3,885	12.5%	34,885	31,000	3,885	12.5%
	<u>77,235</u>	<u>66,000</u>	<u>11,235</u>	<u>17.0%</u>	<u>77,235</u>	<u>66,000</u>	<u>11,235</u>	<u>17.0%</u>
CUSTOMER SUPPORT COSTS								
Staff Salaries	22,917	24,979	2,062	8.3%	22,917	24,979	2,062	8.3%
Miscellaneous costs	17,555	15,750	(1,805)	-11.5%	17,555	15,750	(1,805)	-11.5%
	<u>40,472</u>	<u>40,729</u>	<u>257</u>	<u>0.6%</u>	<u>40,472</u>	<u>40,729</u>	<u>257</u>	<u>0.6%</u>

ABC Pty Ltd
2006/07 Financial Plan

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	Jul 07 Proj. \$	Jul 06 Actual \$	Jul Variance \$	Jul Variance %	YTD Jul 07 - 08 \$	YTD Jul 06 - 07 \$	YTD Jul Variance \$	YTD Jul Variance %
CUSTOMER SUPPORT GROSS PROFIT	36,763	25,271	11,492	45.5%	36,763	25,271	11,492	45.5%
TOTAL SALES	368,025	289,874	78,151	27.0%	368,025	289,874	78,151	27.0%
TOTAL DIRECT COST	222,058	202,619	(19,439)	-9.6%	222,058	202,619	(19,439)	-9.6%
TOTAL GROSS PROFIT	145,967	87,255	58,712	67.3%	145,967	87,255	58,712	67.3%
OVERHEADS								
Utilities	7,125	7,500	375	5.0%	7,125	7,500	375	5.0%
Administration expenses	17,481	15,750	(1,731)	-11.0%	17,481	15,750	(1,731)	-11.0%
Depreciation	13,288	14,265	977	6.9%	13,288	14,265	977	6.9%
	<u>37,894</u>	<u>37,515</u>	<u>(379)</u>	<u>-1.0%</u>	<u>37,894</u>	<u>37,515</u>	<u>(379)</u>	<u>-1.0%</u>
OTHER INCOME (EXPENSE)								
Grant Income	1,562	2,083	(521)	-25.0%	1,562	2,083	(521)	-25.0%
	<u>1,562</u>	<u>2,083</u>	<u>(521)</u>	<u>-25.0%</u>	<u>1,562</u>	<u>2,083</u>	<u>(521)</u>	<u>-25.0%</u>
OPERATING PROFIT	109,635	51,823	57,812	111.6%	109,635	51,823	57,812	111.6%
INTEREST EXPENSE								
Interest Received	(2,796)	(1,276)	1,520	-119.1%	(2,796)	(1,276)	1,520	-119.1%
Overdraft Interest	6,988	3,180	(3,808)	-119.8%	6,988	3,180	(3,808)	-119.8%
Loan Interest	5,277	6,642	1,365	20.6%	5,277	6,642	1,365	20.6%
	<u>9,469</u>	<u>8,546</u>	<u>(923)</u>	<u>-10.8%</u>	<u>9,469</u>	<u>8,546</u>	<u>(923)</u>	<u>-10.8%</u>
NET PROFIT	100,166	43,277	56,889	131.5%	100,166	43,277	56,889	131.5%
COMPANY TAX	(36,060)	(24,936)	(11,124)	44.6%	(36,060)	(24,936)	(11,124)	44.6%
PROFIT AFTER TAX	<u>64,106</u>	<u>18,341</u>	<u>45,765</u>	<u>249.5%</u>	<u>64,106</u>	<u>18,341</u>	<u>45,765</u>	<u>249.5%</u>