

**SAMPLE COMPANY**  
**PROFIT & LOSS STATEMENT (UNAUDITED)**  
**MONTH AND YEAR TO DATE TO MAY 31, 2018**

	<u>May 2018</u>	<u>YTD to May 2018</u>
<b>Gross Sales</b>	<b>\$ 500,000</b>	<b>\$ 3,000,000</b>
Sales Discounts & Allowances	(67,500)	(420,000)
<i>% of Gross Sales</i>	13.5 %	14.0 %
<b>Net Sales</b>	<b>432,500</b>	<b>2,580,000</b>
<i>% of Net Sales</i>	100.0 %	100.0 %
Cost of Goods Sold	150,000	928,800
<i>% of Net Sales</i>	34.7 %	36.0 %
<b>Gross Profit</b>	<b>282,500</b>	<b>1,651,200</b>
<i>% of Net Sales</i>	65.3 %	64.0 %
Operating Expenses		
Sales & Marketing	125,000	750,000
Comp & Benefits	66,700	365,000
Product Development	25,000	150,000
Overhead	36,250	165,000
Total Operating Expenses	<u>252,950</u>	<u>1,430,000</u>
<i>% of Net Sales</i>	58.5 %	55.4 %
<b>Total EBITDA</b>	<b>29,550</b>	<b>221,200</b>
<i>% of Net Sales</i>	6.8 %	8.6 %
Other Income (Expense)	(150)	(6,250)
<i>% of Net Sales</i>	(0.0) %	(0.2) %
<b>Net Income (Loss)</b>	<b><u>\$ 29,400</u></b>	<b><u>\$ 214,950</u></b>
<i>% of Net Sales</i>	6.8 %	8.3 %

**SAMPLE COMPANY**  
**BALANCE SHEET (UNAUDITED)**  
**AS OF MAY 31, 2018**

**Assets**

Current Assets

Cash and Cash Equivalents	\$	325,000
Accounts Receivable, Net		175,000
Inventory		178,000
Other Current Assets		50,000
Total Current Assets		<u>728,000</u>

Fixed Assets, Net 25,000

Other Assets

Trademarks, net		24,500
Deposits		3,500
Total Other Assets		<u>28,000</u>

**Total Assets** \$ 781,000

**Liabilities and Equity**

Current Liabilities

Accounts Payable		78,000
Accrued Expenses		59,785
Total Current Liabilities		<u>137,785</u>

Stockholders Equity

Partner's Equity		100,000
Retained Earnings		328,265
Net Income (Loss)		214,950
Total Stockholders Equity		<u>643,215</u>

**Total Liabilities and Equity** \$ 781,000

**SAMPLE COMPANY**  
**STATEMENT OF CASH FLOWS (UNAUDITED)**  
**MONTH AND YEAR TO DATE MAY 31, 2018**

	<u>May 2018</u>	<u>YTD to May 2018</u>
<b>Cash Flows from Operating Activities</b>		
Net Income (Loss)	\$ 29,400	\$ 214,950
Adjustments to reconcile net loss to net cash used in operating activities:		
Accounts Receivable	40,000	(28,500)
Inventory	16,350	(17,000)
Prepaid & Other Current Assets	5,000	5,000
Accounts Payable	(28,000)	(50,000)
Accrued Expenses	(15,000)	(26,700)
Depreciation & Amortization	750	750
Net Cash Provided by Operating Activities	<u>48,500</u>	<u>98,500</u>
<b>Cash Flows from Investing Activities</b>		
Fixed & Intangible Assets	<u>1,500</u>	<u>1,500</u>
Net Cash Provided by Investing Activities	1,500	1,500
<b>Cash Flows from Financing Activities</b>		
Changes to Partner's Equity	<u>(25,000)</u>	<u>(25,000)</u>
Total Cash Flows from Financing Activities	(25,000)	(25,000)
<b>Net Increase (Decrease) in Cash</b>	25,000	75,000
<b>Cash-Beginning of Period</b>	<u><b>300,000</b></u>	<u><b>250,000</b></u>
<b>Cash-End of Period</b>	<u><u><b>\$ 325,000</b></u></u>	<u><u><b>\$ 325,000</b></u></u>