



Gold Coast Corporation

**Prepared for Sample Business Report
19 January 2023**



Data

Reporting period

Period End	30-06-2019	30-06-2020	30-06-2021	30-06-2022
Period Length (months)	12	12	12	12

Profit & Loss

Revenue	2,000,000	1,850,000	2,300,000	2,600,000
Gross Margin (\$)	650,000	580,000	680,000	795,000
Net Profit (After Tax)	190,000	100,000	225,000	305,000

Other Information

Depreciation & Amortisation	30,000	25,000	22,000	25,000
Interest Paid	13,000	8,500	9,000	9,500
Taxation	80,000	35,000	85,000	105,000
Extraordinary Income/Expenses	0			
Distributions/Dividends	80,000	80,000	120,000	120,000

Balance Sheet Assets

Total Assets	730,000	690,000	670,000	800,000
Cash	55,000	10,000	25,000	120,000
Accounts Receivable	240,000	210,000	250,000	270,000
Inventory	90,000	75,000	100,000	115,000
Total Current Assets	480,000	420,000	400,000	540,000
Fixed Assets	90,000	80,000	120,000	100,000

Liabilities

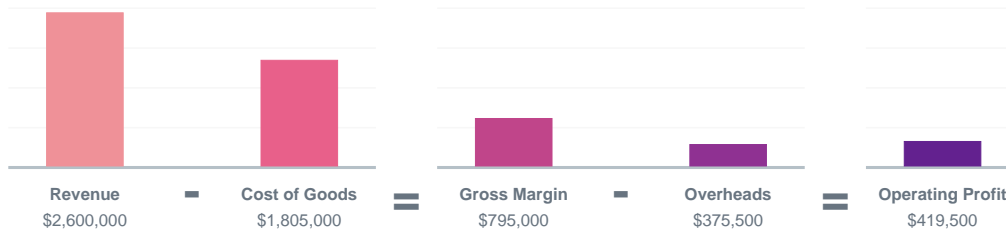
Total Liabilities	650,000	670,000	620,000	420,000
Accounts Payable	230,000	280,000	270,000	270,000
Total Current Liabilities	360,000	420,000	330,000	290,000

Funding

Bank Loans - Current	50,000	140,000	50,000	5,000
Bank Loans - Non Current	220,000	215,000	180,000	100,000

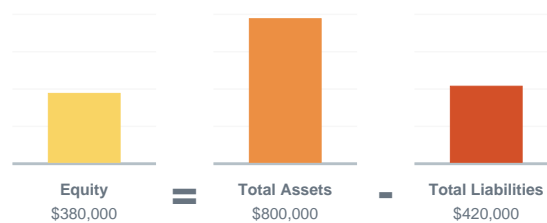
Summary

Your Profit Story



	Current Period	Change
Revenue	2,600,000	+300,000
Gross Margin %	30.58	+1.01
Operating Profit %	16.13	+2.27
Net Profit %	11.73	+1.95

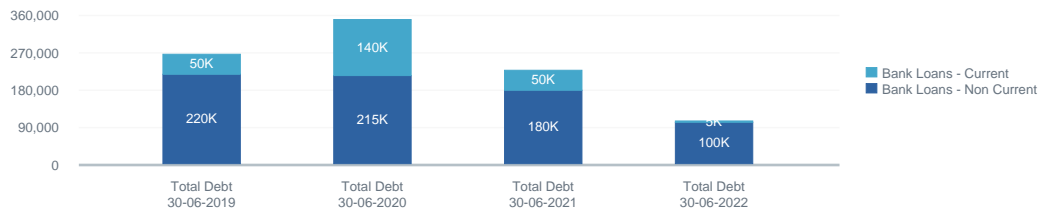
Your Balance Sheet Story



	Current Period	Change
Accounts Receivable Days	37.90	-1.77
Inventory Days	23.25	+0.72
Accounts Payable Days	54.60	-6.23
Working Capital Days	6.56	+5.19



Your Cash Flow Story



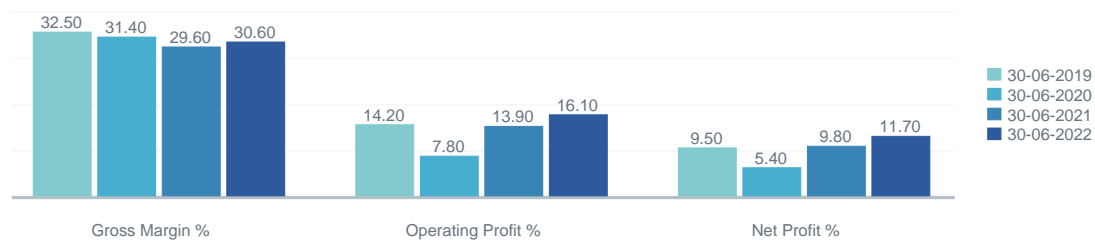
	Current Period	Change
Cash	120,000	+95,000
Bank Loans - Current	5,000	-45,000
Bank Loans - Non Current	100,000	-80,000
Net Cash Flow	220,000	-

Chapter 1

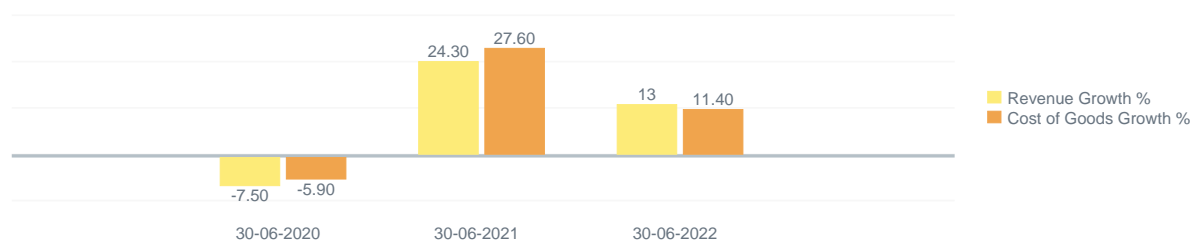
Profitability

Revenue	Gross Margin	Operating Profit	Retained Profit
2,600,000	795,000	419,500	185,000
up by 300,000	up by 115,000	up by 100,500	up by 80,000

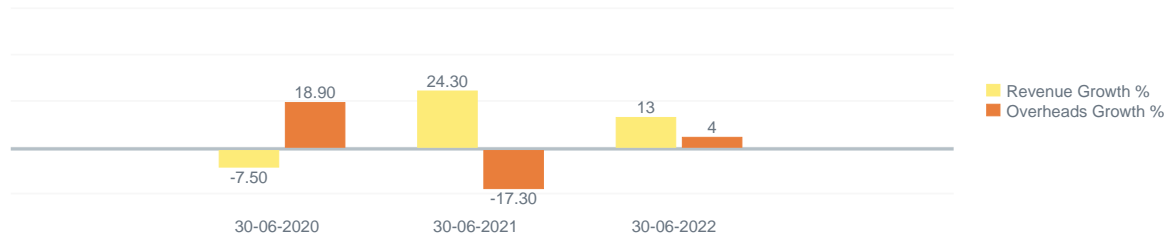
Profitability Trends



Revenue Growth vs Cost of Goods Growth



Revenue Growth vs Overheads Growth



Profitability Ratios

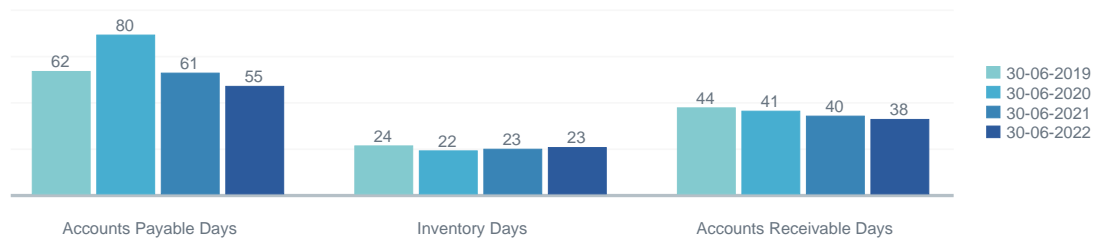
Chapter 1 - Profitability	30-06-2021 12 months	30-06-2022 12 months	Change
Revenue	2,300,000	2,600,000	300,000
Revenue Growth %	24.32	13.04	-11.28
Gross Margin	680,000	795,000	115,000
Gross Margin %	29.57	30.58	1.01
Overheads	361,000	375,500	14,500
Overheads %	15.70	14.44	-1.25
Operating Profit	319,000	419,500	100,500
Operating Profit %	13.87	16.13	2.27
EBITDA	341,000	444,500	103,500
Net Profit	225,000	305,000	80,000
Net Profit %	9.78	11.73	1.95
Retained Profit	105,000	185,000	80,000
Interest Cover	35.44	44.16	8.72

Chapter 2

Working Capital

Accounts Receivable	Inventory	Accounts Payable	Working Capital
270,000	115,000	270,000	115,000
up by 20,000	up by 15,000	up by 0	up by 35,000

Working Capital Trends



Working Capital Timeline

This Period



7
Working Capital Days

Last Period

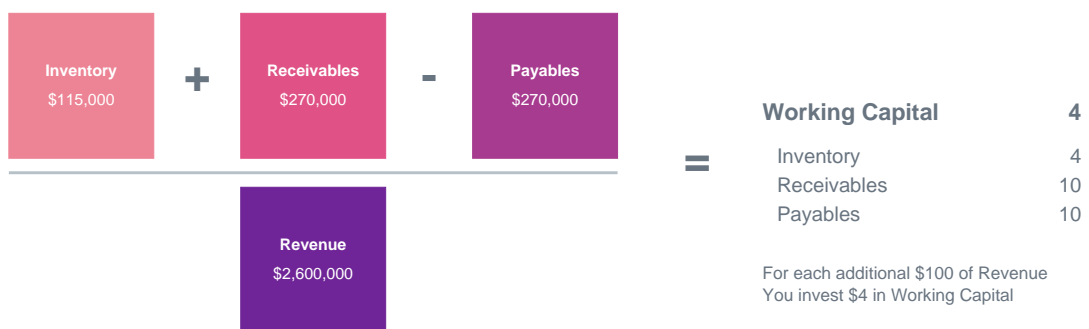


1
Working Capital Days

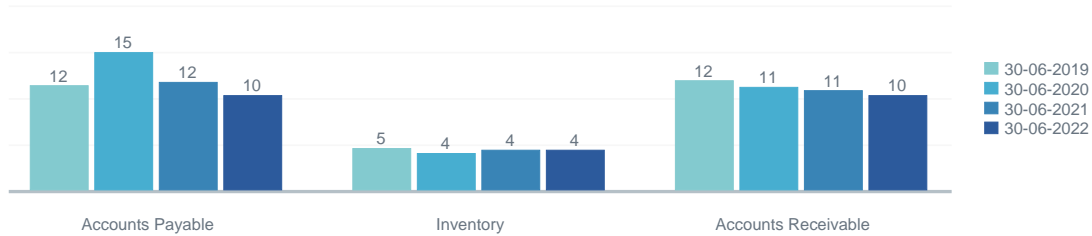
-21,805

Cash Impact

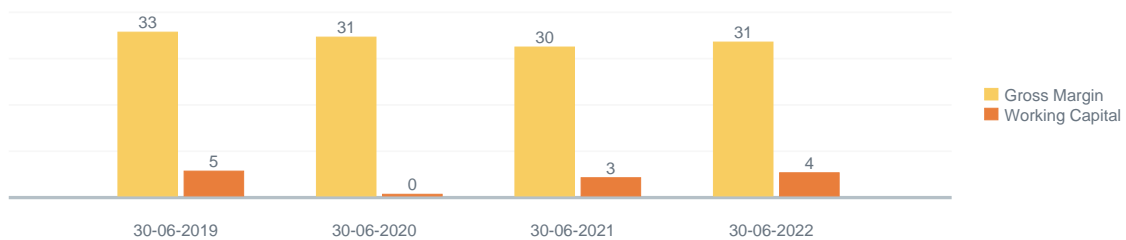
Working Capital per \$100



Investment in Working Capital per \$100



Gross Margin vs Working Capital per \$100



Working Capital Ratios

Chapter 2 - Working Capital	30-06-2021 12 months	30-06-2022 12 months	Change
Accounts Receivable Days	39.67	37.90	-1.77
Inventory Days	22.53	23.25	0.72
Accounts Payable Days	60.83	54.60	-6.23
Working Capital Days	1.37	6.56	5.19
Working Capital	80,000	115,000	35,000
Working Capital per \$100	3.48	4.42	0.94
Working Capital Turnover	28.75	22.61	-6.14
Marginal Cash Flow	26.09	26.15	0.07
Current Ratio	1.21	1.86	0.65

Chapter 3

Other Capital

Fixed Assets

100,000

down by 20,000

Other Assets

195,000

up by 20,000

Other Liabilities

45,000

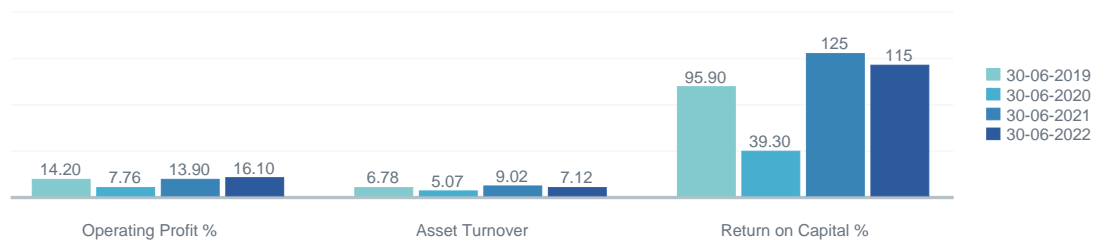
down by 75,000

Other Capital

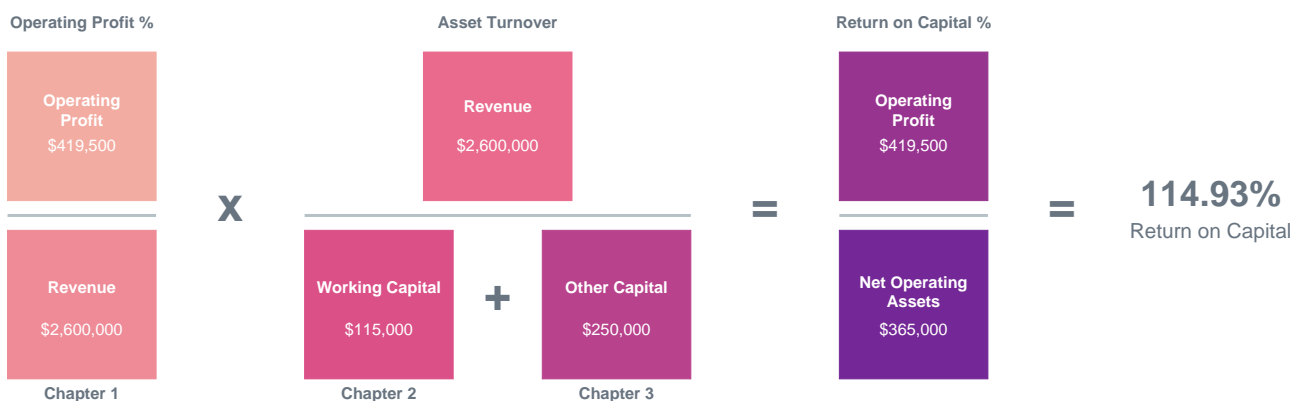
250,000

up by 75,000

Return on Capital Trends



Return on Capital %





Other Capital Ratios

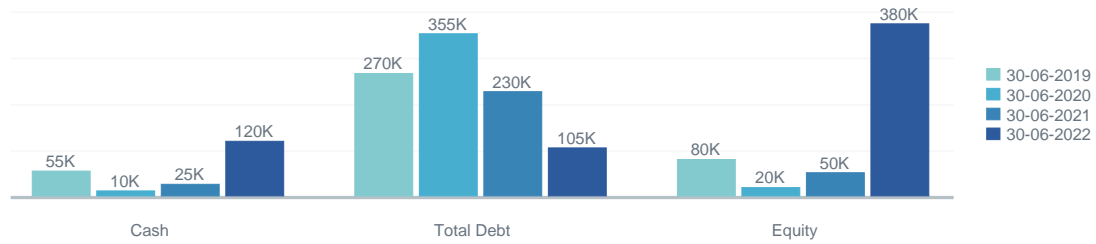
Chapter 3 - Other Capital	30-06-2021 12 months	30-06-2022 12 months	Change
Other Capital	175,000	250,000	75,000
Other Capital %	7.61%	9.62%	2.01
Other Capital Turnover	13.14	10.40	-2.74
Net Operating Assets	255,000	365,000	110,000
Net Operating Assets %	11.09%	14.04%	2.95
Asset Turnover	9.02	7.12	-1.90
Return on Capital %	125.10%	114.93%	-10.17
Return on Total Assets %	47.61%	52.44%	4.83
Return on Equity %	450.00%	80.26%	-369.74

Chapter 4

Funding

Cash	Total Debt	Equity	Total Funding
120,000	105,000	380,000	365,000
up by 95,000	down by 125,000	up by 330,000	up by 110,000

Funding Trends

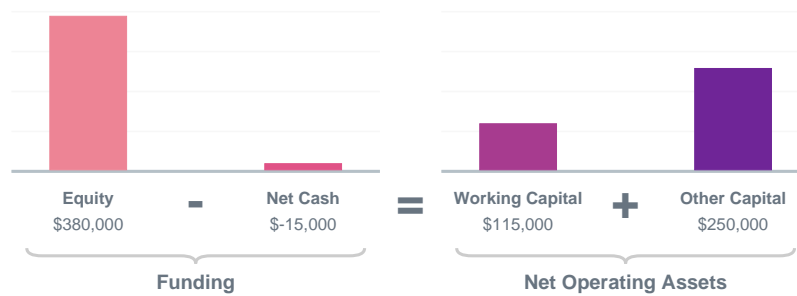


Your Funding

		+ Cash Flow	- Cash Flow
Chapter 1	Profit	185,000	
Chapter 2	Working Capital Invested		35,000
Chapter 3	Other Capital Invested		75,000
	Total	185,000	110,000
	Surplus	75,000	
	Capital Introduced	145,000	

Your business generated \$ 220,000 cash

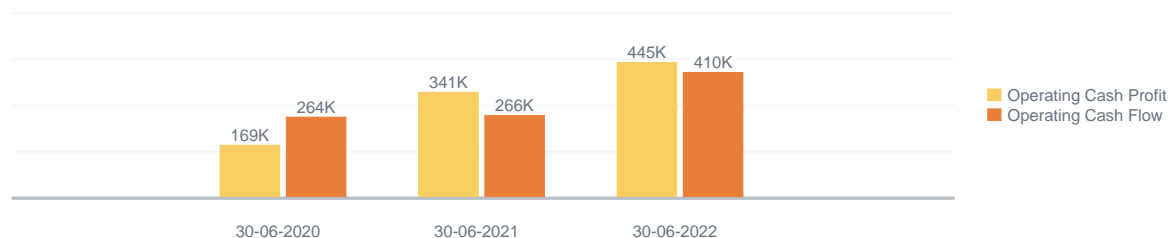
Your Equation



Profit vs Cash Flow

Profit		Cash Flow		Variance
Revenue	2,600,000	Cash from Customers	2,580,000	-20,000
Cost of Goods	1,805,000	Cash to Suppliers	1,820,000	-15,000
Gross Margin	795,000	Gross Cash Profit	760,000	-35,000
Overheads excl Depreciation	350,500	Overheads excl Depreciation	350,500	-
Operating Cash Profit	444,500	Operating Cash Flow	409,500	-35,000
Other Cash Outflow				
Interest Paid	-9,500	Interest Paid	-9,500	
Taxation	-105,000	Taxation	-105,000	
Extraordinary Income	0	Extraordinary Income	0	
Distributions/Dividends Paid	-120,000	Distributions/Dividends Paid	-120,000	
Depreciation & Amortisation	-25,000	Fixed Assets Acquired	-5,000	
		Other Net Assets Increased	-95,000	
		Capital Introduced	+145,000	
Retained Profit	185,000	Net Cash Flow	220,000	

Operating Cash Profit vs Operating Cash Flow





Funding Ratios

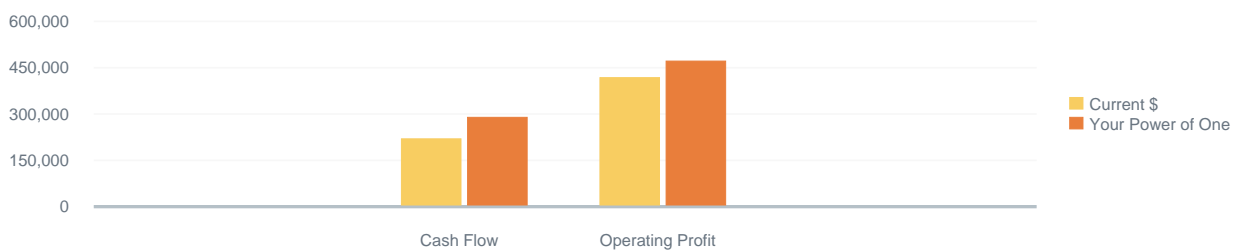
Chapter 4 - Funding	30-06-2021 12 months	30-06-2022 12 months	Change
Marginal Cash Flow	26.09	26.15	0.07
Operating Cash Flow	266,000	409,500	143,500
Operating Cash Profit	341,000	444,500	103,500
Net Cash Flow	140,000	220,000	80,000
Net Cash	-205,000	15,000	220,000
Debt to Equity	4.60	0.28	-4.32
Debt to Capital	0.82	0.22	-0.60
Interest Cover	35.44	44.16	8.72
Debt Payback	0.67	0.24	-0.44

Power of One

Your Power of One

		Net Cash Flow	Operating Profit
Your Current Position		220,000	419,500
Your Power of One		Impact on Cash Flow	Impact on Operating Profit
Price Increase	1 %	23,300	26,000
Volume Increase	1 %	6,800	7,950
Cost of Goods Reduction	1 %	16,500	18,050
Overheads Reduction	1 %	3,755	3,755
Reduction in Accounts Receivable Days	1 days	7,123	
Reduction in Inventory Days	1 days	4,945	
Increase in Accounts Payable Days	1 days	4,945	
Your Power of One Impact		67,368	55,755
		Net Cash Flow	Operating Profit
Your Adjusted Position		287,368	475,255

Your Power of One Impact





Business Value Indicator

Your Business Value

Inputs

Targeted Business Value	
Profit Multiple	4 +/- 1
Weighted Average EBITDA	396,200
Adjustment	
Adjusted EBITDA	396,200

Your Current Business Value Indicator		- 1	+ 1
Profit Multiple	4.00	3.00	5.00
Gross Business Value	1,584,800	1,188,600	1,981,000
Net Cash	15,000	15,000	15,000
Current Business Value	1,599,800	1,203,600	1,996,000

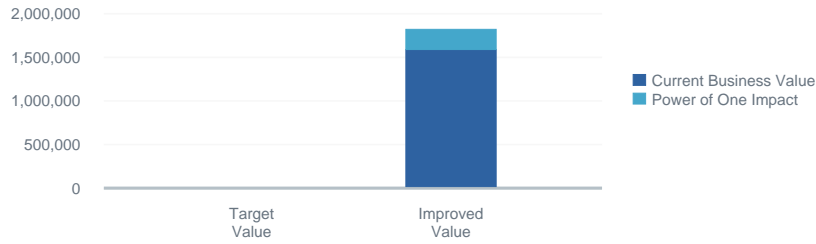
Your Power of One Value Impact

Profit Multiple	4.00	3.00	5.00
Price Increase (1%)	104,000	78,000	130,000
Volume Increase (1%)	31,800	23,850	39,750
Cost of Goods Reduction (1%)	72,200	54,150	90,250
Overheads Reduction (1%)	15,020	11,265	18,775
Profit Impact on Valuation	223,020	167,265	278,775
Reduction in Accounts Receivable Days (1d)	7,123	7,123	7,123
Reduction in Inventory Days (1d)	4,945	4,945	4,945
Increase in Accounts Payable Days (1d)	4,945	4,945	4,945
Cash Impact on Valuation	17,013	17,013	17,013
Your Power of One Impact	240,033	184,278	295,788
Improved Business Value	1,839,833	1,387,878	2,291,788



Improved Business Value

Profit Multiple	4.00	3.00	5.00
Current Business Value	1,599,800	1,203,600	1,996,000
Your Power of One Impact	240,033	184,278	295,788
Improved Business Value	1,839,833	1,387,878	2,291,788



Your Targeted Business Value

Profit Multiple	4.00	3.00	5.00
Targeted Business Value			
Current Business Value	1,599,800	1,203,600	1,996,000
Current Value Gap	1,599,800	1,203,600	1,996,000

Your Improved Business Value

Profit Multiple	4.00	3.00	5.00
Targeted Business Value			
Improved Business Value	1,839,833	1,387,878	2,291,788
Improved Value Gap	1,839,833	1,387,878	2,291,788

Sustainable Growth

Your Sustainable Growth

If you increase Revenue by **\$ 100.00**

Less Cost of Goods of **- \$ 69.42**

Your Gross Margin will be **= \$ 30.58**

Less Overheads of **- \$ 14.44**

Your Operating Profit will be **= \$ 16.14**

Less

Extraordinary Income/Expenses \$ 0.00
Interest Paid \$ 0.37
Taxation \$ 4.04
Dividends Paid \$ 4.62

Your Retained Profit will be **= \$ 7.11**

Your investment in Accounts Receivable will be **+ \$ 10.38**

Accounts Receivable Days 37.90

Your investment in Inventory will be **+ \$ 4.42**

Inventory Days 23.25

Provided by Accounts Payable of **- \$ 10.38**

Accounts Payable Days 54.60

You will require Working Capital of **= \$ 4.42**

You will have a surplus of **\$ 2.69**



Results & Projections

Profit & Loss	30-06-2019 12 months	30-06-2020 12 months	30-06-2021 12 months	30-06-2022 12 months
Revenue	2,000,000	1,850,000	2,300,000	2,600,000
Cost of Goods	1,350,000	1,270,000	1,620,000	1,805,000
Gross Margin	650,000	580,000	680,000	795,000
Overheads	367,000	436,500	361,000	375,500
Operating Profit	283,000	143,500	319,000	419,500
Extraordinary Income/Expenses	0	0	0	0
Interest Paid	13,000	8,500	9,000	9,500
Net Profit Before Tax	270,000	135,000	310,000	410,000
Taxation	80,000	35,000	85,000	105,000
Net Profit	190,000	100,000	225,000	305,000
Dividends Paid	80,000	80,000	120,000	120,000
Retained Profit	110,000	20,000	105,000	185,000

Balance Sheet				
Cash	55,000	10,000	25,000	120,000
Accounts Receivable	240,000	210,000	250,000	270,000
Inventory	90,000	75,000	100,000	115,000
Other Current Assets	95,000	125,000	25,000	35,000
Current Assets	480,000	420,000	400,000	540,000
Fixed Assets	90,000	80,000	120,000	100,000
Other Non Current Assets	160,000	190,000	150,000	160,000
Non Current Assets	250,000	270,000	270,000	260,000
Total Assets	730,000	690,000	670,000	800,000
Accounts Payable	230,000	280,000	270,000	270,000
Bank Loans - Current	50,000	140,000	50,000	5,000
Other Current Liabilities	80,000	0	10,000	15,000
Current Liabilities	360,000	420,000	330,000	290,000
Bank Loans - Non Current	220,000	215,000	180,000	100,000
Other Non Current Liabilities	70,000	35,000	110,000	30,000
Non Current Liabilities	290,000	250,000	290,000	130,000
Total Liabilities	650,000	670,000	620,000	420,000
Equity	80,000	20,000	50,000	380,000



Chapter 1 - Profitability	30-06-2019 12 months	30-06-2020 12 months	30-06-2021 12 months	30-06-2022 12 months
Revenue	2,000,000	1,850,000	2,300,000	2,600,000
Revenue Growth %	N/A	-7.50	24.32	13.04
Gross Margin	650,000	580,000	680,000	795,000
Gross Margin %	32.50	31.35	29.57	30.58
Overheads	367,000	436,500	361,000	375,500
Overheads %	18.35	23.59	15.70	14.44
Operating Profit	283,000	143,500	319,000	419,500
Operating Profit %	14.15	7.76	13.87	16.13
EBITDA	313,000	168,500	341,000	444,500
Net Profit	190,000	100,000	225,000	305,000
Net Profit %	9.50	5.41	9.78	11.73
Retained Profit	110,000	20,000	105,000	185,000
Interest Cover	21.77	16.88	35.44	44.16

Chapter 2 - Working Capital

Accounts Receivable Days	43.80	41.43	39.67	37.90
Inventory Days	24.33	21.56	22.53	23.25
Accounts Payable Days	62.19	80.47	60.83	54.60
Working Capital Days	5.95	-17.48	1.37	6.56
Working Capital	100,000	5,000	80,000	115,000
Working Capital per \$100	5.00	0.27	3.48	4.42
Working Capital Turnover	20.00	370.00	28.75	22.61
Marginal Cash Flow	27.50	31.08	26.09	26.15
Current Ratio	1.33	1.00	1.21	1.86

Chapter 3 - Other Capital

Other Capital	195,000	360,000	175,000	250,000
Other Capital %	9.75%	19.46%	7.61%	9.62%
Other Capital Turnover	10.26	5.14	13.14	10.40
Net Operating Assets	295,000	365,000	255,000	365,000
Net Operating Assets %	14.75%	19.73%	11.09%	14.04%
Asset Turnover	6.78	5.07	9.02	7.12
Return on Capital %	95.93%	39.32%	125.10%	114.93%
Return on Total Assets %	38.77%	20.80%	47.61%	52.44%
Return on Equity %	237.50%	500.00%	450.00%	80.26%



Chapter 4 - Funding	30-06-2019 12 months	30-06-2020 12 months	30-06-2021 12 months	30-06-2022 12 months
Marginal Cash Flow	27.50	31.08	26.09	26.15
Operating Cash Flow	N/A	263,500	266,000	409,500
Operating Cash Profit	313,000	168,500	341,000	444,500
Net Cash Flow	N/A	-130,000	140,000	220,000
Net Cash	-215,000	-345,000	-205,000	15,000
Debt to Equity	3.38	17.75	4.60	0.28
Debt to Capital	0.77	0.95	0.82	0.22
Interest Cover	21.77	16.88	35.44	44.16
Debt Payback	0.86	2.11	0.67	0.24