

**GIDLEY**

**TABILITY ANALYSIS - 3 years Actuals**

	30 Jun 20	30 Jun 19	30 Jun 18
<b>Income</b>			
Bankruptcy Fees	\$990,344.76	\$782,907.66	\$697,357.25
Cash Flow Boost	\$50,000.00	\$0.00	\$0.00
Corporate Fees	\$3,466,620.96	\$2,728,903.58	\$2,145,505.08
Disbursements Bankruptcy	\$41,804.37	\$25,716.38	\$74,684.87
Disbursements Corporate	\$158,922.86	\$183,803.04	\$171,915.24
Esolvency Fees	\$0.00	\$0.00	\$17,712.54
FEGS Revenue	\$8,230.00	\$33,400.00	\$15,210.00
JobKeeper	\$96,000.00	\$0.00	\$0.00
Miscellaneous Income	-\$695.87	-\$5,466.00	\$16,971.74
Rent Tuggerah Office - Carroll O'Dea	\$0.00	\$0.00	\$909.10
WIP Movement - Bankruptcy	-\$258,532.50	\$478,295.40	\$164,714.96
WIP Movement - Corporate	-\$376,293.08	\$557,599.24	-\$206,739.52
<b>Total Income</b>	<b>\$4,176,401.50</b>	<b>\$4,785,159.30</b>	<b>\$3,098,241.26</b>

<b>Less Cost of Sales</b>			
ASIC User Pay	\$46,135.00	\$18,357.00	\$44,250.00
Expenses - Recoverable	\$165,608.29	\$160,990.47	\$93,437.28
Licence Fees - Esolvency Brand Unit 1	\$0.00	\$0.00	\$830.59
License Fees - SG Brand Unit Trust	\$228,889.44	\$177,292.37	\$142,714.40
Super - Admin Staff Chargeable	\$3,403.37	\$2,761.45	\$3,772.64
Super - Directors	\$45,443.41	\$45,381.11	\$49,652.31
Super - Professional	\$61,598.94	\$52,637.52	\$36,364.43
Wages - Admin Staff Chargeable	\$36,257.54	\$29,118.39	\$41,003.78
Wages - Directors	\$476,243.80	\$477,695.58	\$523,018.46
Wages - Professional	\$659,509.78	\$557,731.35	\$395,023.38
<b>Total Cost of Sales</b>	<b>\$1,723,089.57</b>	<b>\$1,521,965.24</b>	<b>\$1,330,067.27</b>

<b>Gross Profit</b>	<b>\$2,453,311.93</b>	<b>\$3,263,194.06</b>	<b>\$1,768,173.99</b>
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<b>Plus Other Income</b>			
Interest Income	\$31.86	\$20.32	\$11.97
<b>Total Other Income</b>	<b>\$31.86</b>	<b>\$20.32</b>	<b>\$11.97</b>

<b>Less Operating Expenses</b>			
Accounting Fees	\$12,700.00	\$22,230.00	\$41,720.00
Accounting Fees - Bookkeeping	\$7,197.00	\$16,039.00	\$0.00
Accrued Annual Leave	\$8,973.08	\$16,296.02	-\$10,486.90
Accrued Long Service Leave	\$15,131.20	\$11,930.46	-\$26,004.10
Advertising - ESolvency	\$0.00	\$0.00	\$21,422.22
Advertising - SG	\$27,204.12	\$25,620.00	\$26,317.00
Bank Charges	\$11,870.65	\$12,111.77	\$9,814.75
Borrowing Costs Expense	\$920.96	\$451.12	\$615.63
Casual & Temp Labour (Frontline)	\$62,417.77	\$53,126.86	\$38,715.81
Charlestown - Outgoings	\$6,353.61	\$3,845.92	\$0.00
Cleaning & Rubbish Removal	\$11,006.53	\$13,582.96	\$13,118.11
Computer Internet	\$3,840.00	\$7,480.00	\$1,498.68
Computer Repairs & Maintenance	\$12,667.82	\$44.55	\$10,924.87
Computer Software Support	\$78,528.83	\$127,784.79	\$148,490.44
Computer Website Expense	\$2,157.52	\$2,119.51	\$8,990.37
Conference & Training Courses	\$21,791.78	\$39,706.34	\$19,439.50
Depreciation - Business	\$43,522.96	\$72,370.65	\$29,796.87
Donations	\$463.15	\$3,886.37	\$21,975.45
Entertainment Clients	\$4,617.24	\$5,862.60	\$4,638.06
Entertainment Employees	\$11,277.42	\$11,710.52	\$10,250.21
Entertainment Exempt	\$0.00	\$0.00	\$1,316.50
Equipment	\$34,895.96	\$18,556.13	\$3,950.78
Equipment - Rental	\$2,921.30	\$2,698.30	\$2,943.60
Expenses - Non Recoverable	\$33,574.80	\$35,157.41	\$25,277.59
Filing Fees	\$1,340.45	\$517.00	\$0.00
Freight Charges	\$73.50	\$60.00	\$845.67
Fringe Benefits Tax	\$33,328.17	\$31,522.43	\$19,651.64
Hire of Office Plants	\$695.33	\$567.24	\$189.08
Insurance - Income Protection/TPD/Lif	\$69,704.27	\$57,835.02	\$41,608.87
Insurance - Non Deductible	\$0.00	\$14,258.56	\$11,843.80
Insurance - Other	\$45,717.37	\$34,700.39	\$18,646.94
Insurance - Prof Indemnity	\$0.00	\$3,202.47	\$28,822.18
Interest	\$38,501.70	\$53,886.39	\$72,042.07
Interest - Jeff MV	\$2,709.47	\$1,769.55	\$0.00
Late Fees Paid	\$413.00	\$1,381.00	\$1,270.00
Legal Fees	\$3,497.50	\$464.00	\$9,477.50
Motor Vehicle Expense J Shaw	\$12,400.62	\$13,396.67	\$17,391.33
Motor Vehicle Expense J Shute	\$9,111.82	\$13,694.62	\$0.00
Motor Vehicle Expense P Gidley	\$9,705.46	\$9,558.53	\$13,013.92
Other Expenses	-\$41.13	\$5,500.00	\$0.00
Parking Fees	\$450.19	\$1,796.29	\$846.61
Payroll Tax	\$23,822.98	\$24,969.71	\$28,459.36
Peer review Expenses	\$6,815.11	\$3,335.10	\$3,450.00
Postage & Stationery	\$38,256.62	\$43,304.43	\$45,131.59
Printing	\$25,742.10	\$22,294.59	\$34,329.52
Promotion & Marketing Expenses	\$28,715.15	\$46,593.30	\$59,991.88
Recruitment Costs	\$10,836.01	\$2,414.55	\$36,174.00
Relocation Costs	\$0.00	\$0.00	\$991.14
Rent	\$103,433.58	\$98,529.57	\$97,599.72
Rent - Carrington	\$3,000.00	\$0.00	\$0.00

Repairs & Maintenance	\$18,601.95	\$4,946.64	\$1,105.09
Security Service Expense	\$1,055.88	\$846.00	\$1,481.37
Sponsorship	\$8,000.00	\$23,903.42	\$0.00
Staff Amenities	\$15,481.65	\$16,070.07	\$17,957.79
Stamp Duty	\$289.45	\$6,362.76	\$0.00
Subscriptions	\$0.00	\$30,563.70	\$29,379.69
Subscriptions - Computer Support & S	\$57,789.02	\$0.00	\$0.00
Subscriptions - Software	\$0.00	\$26,926.39	\$0.00
Subscriptions & Professional Members	\$27,259.31	\$0.00	\$0.00
Super - Administration staff	\$12,128.95	\$7,259.71	\$15,563.88
Telephone - Land Lines	\$19,322.13	\$18,235.08	\$5,867.13
Telephone - Mobiles	\$12,258.98	\$13,840.21	\$19,156.86
Termination Payments	\$8,440.50	\$0.00	\$0.00
Travel & Accommodation	\$19,758.01	\$36,533.63	\$16,529.91
Uniforms	\$0.00	\$591.91	\$468.05
Wages - Administration staff	\$133,619.16	\$76,603.90	\$169,746.04
Wages & Salaries - Overtime	\$0.00	\$346.50	\$37,356.48
Workers Compensation	\$2,378.36	\$1,993.07	\$0.00
<b>Total Operating Expenses</b>	<b>\$1,218,646.32</b>	<b>\$1,253,185.68</b>	<b>\$1,261,114.55</b>

**Non-operating Income**

Profit / Loss on Sale of Fixed Assets	-\$52,710.00	-\$33,976.72	-\$37,410.80
<b>Total Non-operating Income</b>	<b>-\$52,710.00</b>	<b>-\$33,976.72</b>	<b>-\$37,410.80</b>

<b>Net Profit</b>	<b>\$1,181,987.47</b>	<b>\$1,976,051.98</b>	<b>\$469,660.61</b>
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