
SDS Consolidated Monthly Performance Report

SDS Group
Jun 2020

Balance Sheet

BALANCE SHEET		Jun 2020
ASSETS		
Cash & Equivalents		
SDFN1 NAB9346		\$1,224
SDFN1 WBC3822 (1)*		-\$138,866
SDFN1 WBC3830 (2)*		\$64
SDFN3 NAB6822		\$576
SDFN3 WBC3183 (2)*		\$126
SDFN4 NAB8703		-\$39
SDFN5 NAB7117		-\$85
SDFN5 WBC4374 (2)*		\$50
SDFN6 NAB1220*		\$8,988
SDS NAB7177*		\$29,503
SDS Operations *2897		\$12,254
NAB Visa 2369		-\$145
Total Cash & Equivalents		-\$86,349
Accounts Receivable		
Trade Debtors		\$167,609
Other Current Assets		
Electricity Security Deposit		\$800
Total Current Assets		\$82,060
Fixed Assets		
Acc Dep'n - computer equipment		-\$22,186
Acc Dep'n - office equipment		-\$3,876
Acc Dep'n - office furniture		-\$2,005
Acc Dep'n - purchased software		-\$2,276
Computer equipment at cost		\$23,095
Office Equipment at cost		\$3,876
Office furniture at cost		\$2,005
Purchased software at cost		\$2,276
Software Development Costs		\$743,715
Acc Dep'n - software devevelopment cost		-\$135,898
Total Fixed Assets		\$608,726
Investments or Other Non-Current Assets		
Formation expenses		\$2,204
Total Non-Current Assets		\$610,930
Total Assets		\$692,990
LIABILITIES		
Accounts Payable		
Trade Creditors		\$62,354
Tax Liability		
ATO Integrated Client Account		\$101,461
GST		\$24,666
Total Tax Liability		\$126,128
Other Current Liabilities		
Expense Accrued		\$103,923
Income Received in Advance - Intuit		\$106,006
PAYG Withholding Payable		\$9,494
Superannuation payable		\$11,180

	Jun 2020
Superannuation payable pre 01/04/17	\$2,100
Unsecured Debt	\$1,555
Total Other Current Liabilities	\$234,258
Total Current Liabilities	\$422,740
Long Term Debt	
Convertible Note - J&J Frank Holdings	\$30,000
Convertible Note - J&J Frank Holdings (2)	\$70,000
Director Loan - Grant Augustin	-\$20,536
Director Loan Account - Grant Augustin	-\$19,042
Intercompany Loan SISS Software PL	\$11
Unsecured Loan - G D Augustin	-\$2,302
Unsecured Loan - GDA Consulting Pty Limited	\$40,000
Unsecured Loan - J&J Frank Holdings 1	\$5,000
Total Long Term Debt	\$103,131
Total Non-Current Liabilities	\$103,131
Total Liabilities	\$525,871
EQUITY	
Retained Earnings	
Retained Earnings	-\$1,741,696
Current Earnings	
Current Year Earnings	\$204,567
Other Equity	
Investment - Aimwin	\$50,000
Investment - Charcoalsaf SF	\$60,000
Investment - Jamac SF	\$17,000
Investment - Peter Charody	\$25,000
Investment- Kvisle	\$25,000
Investment- Popandnic	\$50,000
Investment- Steve D	\$15,000
Equity from U-Loan and C-Note conversion	\$1,013,248
Capital raising - 2019	\$449,000
Total Other Equity	\$1,704,248
Total Equity	\$167,119
Total Liabilities & Equity	\$692,990

Profit & Loss - Compared to Last Month

PROFIT & LOSS	Jun 2020	May 2020	Variance (\$)	Variance (%)	YTD
Revenue					
BGL 360 Fees	\$8,195	\$8,152	\$43	0.53%	\$94,168
BGL Simple Fund	\$6,200	\$6,715	-\$515	-7.67%	\$101,180
Intuit	\$144,229	\$127,901	\$16,328	12.77%	\$1,478,593
Ongoing Fees	\$10,366	\$10,061	\$305	3.03%	\$103,649
Rockend fees	\$6,363	\$6,561	-\$199	-3.03%	\$73,859
Sage Fees	\$11,204	\$10,948	\$256	2.34%	\$148,394
Sage One	\$2,762	\$2,552	\$209	8.20%	\$35,830
Supercorp fees	\$12,234	\$13,344	-\$1,110	-8.32%	\$152,503
Total Revenue	\$201,553	\$186,235	\$15,317	8.22%	\$2,188,176
Expenses					
Accounting and bookkeeping	\$4,410	\$1,060	\$3,350	316.06%	\$17,004
Advertising & Promotion	\$844	\$1,488	-\$644	-43.30%	\$4,133
Bank charges	\$73	\$160	-\$87	-54.49%	\$2,182
Cache Licensing	\$0	\$1,969	-\$1,969	-100.00%	\$10,215
Cleaning	\$130	\$0	\$130	-	\$2,346
Computer expenses	\$3,590	\$3,765	-\$175	-4.65%	\$64,377
Consulting Fees	\$7,140	\$5,557	\$1,583	28.49%	\$65,218
Data costs	\$77,587	\$84,145	-\$6,557	-7.79%	\$954,351
Depreciation	\$10,207	\$10,207	\$0	0.00%	\$127,024
Document Destruction	-\$18	\$72	-\$90	-125.00%	\$1,009
Entertainment	\$0	\$0	\$0	-	\$3,383
Gifts	\$0	\$0	\$0	-	\$1,194
Insurance	\$836	\$2,124	-\$1,288	-60.65%	\$13,602
Internet	-\$110	\$60	-\$170	-282.92%	\$636
Legal	\$334	\$0	\$334	-	\$14,251
Miscellaneous expenses	-\$12,678	\$0	-\$12,678	-	-\$12,500
MV Expenses	\$0	\$0	\$0	-	\$65
Photocopier	\$230	\$221	\$9	4.26%	\$2,882
Postage/Office Costs	\$60	\$0	\$60	-	\$2,220
Printing and stationery	\$0	\$0	\$0	-	\$1,407
Realised Currency Gains	\$245	\$93	\$152	163.57%	\$9,876
Recruitment	\$0	\$0	\$0	-	\$689
Rent	\$3,034	\$3,034	\$0	0.00%	\$36,404
Staff amenities	\$317	\$5	\$312	6,245.80%	\$6,116
Subscriptions/Memberships	\$258	\$122	\$136	111.20%	\$4,667
Superannuation	\$3,293	\$3,051	\$242	7.93%	\$40,525
Technical & Development	\$23	\$24	-\$1	-3.50%	\$1,240
Telephones	\$424	\$364	\$60	16.37%	\$5,703
Travel	\$790	\$391	\$399	102.22%	\$14,297
Unrealised Currency Gains	\$142	-\$239	\$381	159.62%	-\$581
Wages & Salaries	\$34,560	\$32,301	\$2,259	6.99%	\$430,761
Wages & Salaries - Allowances	\$2,393	\$2,393	\$0	0.00%	\$24,080
Workers Compensation	\$0	\$0	\$0	-	\$3,235
Utilities - Electricity	\$307	\$516	-\$209	-40.49%	\$3,778
Server Costs	\$9,840	\$9,471	\$369	3.90%	\$104,216
Events	\$0	-\$22	\$22	100.00%	\$6,818
Filing fee	\$0	\$0	\$0	-	\$3,350

	Jun 2020	May 2020	Variance (\$)	Variance (%)	YTD
Total Expenses	\$148,261	\$162,330	-\$14,069	-8.67%	\$1,970,171
Operating Profit	\$53,292	\$23,905	\$29,387	122.93%	\$218,005
Other Income					
Other Income	\$598	\$0	\$598	-	\$1,145
Earnings Before Interest & Tax	\$53,890	\$23,905	\$29,985	125.43%	\$219,150
Interest Expenses					
Interest Paid - ATO	\$0	\$239	-\$239	-100.00%	\$4,702
Interest Paid - Bank	\$0	\$0	\$0	-	\$1
Interest Paid - Convertible Notes	\$493	\$510	-\$16	-3.23%	\$6,685
Interest Paid - Unsecured Loans	\$919	\$535	\$384	71.74%	\$3,194
Earnings Before Tax	\$52,478	\$22,622	\$29,856	131.98%	\$204,567
Net Income	\$52,478	\$22,622	\$29,856	131.98%	\$204,567

Profit & Loss - Compared to Budget

PROFIT & LOSS	Jun 2020	Budget	Budget Variance (\$)	Budget Variance (%)
Revenue				
BGL 360 Fees	\$8,195	-	-	-
BGL Simple Fund	\$6,200	-	-	-
Intuit	\$144,229	-	-	-
Ongoing Fees	\$10,366	-	-	-
Rockend fees	\$6,363	-	-	-
Sage Fees	\$11,204	-	-	-
Sage One	\$2,762	-	-	-
Supercorp fees	\$12,234	-	-	-
Total Revenue	\$201,553	-	-	-
Expenses				
Accounting and bookkeeping	\$4,410	-	-	-
Advertising & Promotion	\$844	-	-	-
Bank charges	\$73	-	-	-
Cleaning	\$130	-	-	-
Computer expenses	\$3,590	-	-	-
Consulting Fees	\$7,140	-	-	-
Data costs	\$77,587	-	-	-
Depreciation	\$10,207	-	-	-
Document Destruction	-\$18	-	-	-
Insurance	\$836	-	-	-
Internet	-\$110	-	-	-
Legal	\$334	-	-	-
Miscellaneous expenses	-\$12,678	-	-	-
Photocopier	\$230	-	-	-
Postage/Office Costs	\$60	-	-	-
Realised Currency Gains	\$245	-	-	-
Rent	\$3,034	-	-	-
Staff amenities	\$317	-	-	-
Subscriptions/Memberships	\$258	-	-	-
Superannuation	\$3,293	-	-	-
Technical & Development	\$23	-	-	-
Telephones	\$424	-	-	-
Travel	\$790	-	-	-
Unrealised Currency Gains	\$142	-	-	-
Wages & Salaries	\$34,560	-	-	-
Wages & Salaries - Allowances	\$2,393	-	-	-
Utilities - Electricity	\$307	-	-	-
Server Costs	\$9,840	-	-	-
Total Expenses	\$148,261	-	-	-
Operating Profit	\$53,292	-	-	-
Other Income				
Other Income	\$598	-	-	-
Earnings Before Interest & Tax	\$53,890	-	-	-
Interest Expenses				
Interest Paid - Convertible Notes	\$493	-	-	-
Interest Paid - Unsecured Loans	\$919	-	-	-
Earnings Before Tax	\$52,478	-	-	-

	Jun 2020	Budget	Budget Variance (\$)	Budget Variance (%)
Net Income	\$52,478	-	-	-

Profit & Loss - Monthly YTD

PROFIT & LOSS	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Revenue													
BGL 360 Fees	\$7,404	\$7,549	\$7,639	\$7,706	\$7,769	\$7,824	\$7,879	\$7,934	\$8,014	\$8,104	\$8,152	\$8,195	\$94,168
BGL Simple Fund	\$9,515	\$9,455	\$8,782	\$13,405	\$8,876	\$8,119	\$7,944	\$7,772	\$7,361	\$7,036	\$6,715	\$6,200	\$101,180
Intuit	\$88,024	\$98,366	\$172,458	\$112,921	\$116,728	\$122,221	\$117,689	\$125,144	\$136,239	\$116,672	\$127,901	\$144,229	\$1,478,593
Ongoing Fees	\$6,326	\$7,041	\$7,422	\$7,399	\$6,764	\$8,436	\$9,157	\$8,977	\$10,353	\$11,346	\$10,061	\$10,366	\$103,649
Rockend fees	\$5,826	\$6,379	\$6,336	\$5,713	\$6,331	\$6,153	\$6,028	\$6,200	\$5,785	\$6,183	\$6,561	\$6,363	\$73,859
Sage Fees	\$19,785	\$9,142	\$12,428	\$12,254	\$12,662	\$12,399	\$12,233	\$11,420	\$11,598	\$12,320	\$10,948	\$11,204	\$148,394
Sage One	\$2,620	\$3,354	\$3,392	\$3,212	\$3,273	\$3,108	\$3,084	\$2,686	\$2,792	\$2,994	\$2,552	\$2,762	\$35,830
Supercorp fees	\$12,928	\$12,602	\$12,675	\$12,345	\$12,388	\$12,558	\$12,627	\$12,735	\$12,901	\$13,167	\$13,344	\$12,234	\$152,503
Total Revenue	\$152,429	\$153,887	\$231,132	\$174,955	\$174,790	\$180,818	\$176,641	\$182,870	\$195,044	\$177,822	\$186,235	\$201,553	\$2,188,176
Expenses													
Accounting and bookkeeping	\$1,080	\$1,060	\$1,498	\$1,060	\$1,111	\$1,060	\$1,060	\$1,060	\$1,060	\$1,485	\$1,060	\$4,410	\$17,004
Advertising & Promotion	\$64	\$64	\$105	\$64	\$64	\$678	\$64	\$64	\$64	\$573	\$1,488	\$844	\$4,133
Bank charges	\$187	\$245	\$214	\$327	\$183	\$223	\$200	\$249	\$70	\$51	\$160	\$73	\$2,182
Cache Licensing	\$0	\$0	\$1,290	\$0	\$3,003	\$0	\$0	\$1,984	\$1,969	\$0	\$1,969	\$0	\$10,215
Cleaning	\$119	\$65	\$677	\$215	\$215	\$215	\$215	\$215	\$215	\$65	\$0	\$130	\$2,346
Computer expenses	\$5,111	\$5,324	\$6,889	\$6,486	\$2,828	\$5,919	\$13,646	\$3,983	\$854	\$5,981	\$3,765	\$3,590	\$64,377
Consulting Fees	\$4,953	\$6,637	\$6,445	\$2,246	\$5,598	\$3,770	\$3,648	\$6,489	\$5,280	\$7,453	\$5,557	\$7,140	\$65,218
Data costs	\$65,717	\$71,875	\$101,316	\$66,433	\$76,632	\$80,599	\$81,160	\$74,151	\$85,120	\$89,616	\$84,145	\$77,587	\$954,351
Depreciation	\$10,207	\$10,207	\$14,145	\$10,815	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$127,024
Document Destruction	\$54	\$72	\$90	\$226	\$72	\$72	\$54	\$72	\$172	\$72	\$72	-\$18	\$1,009
Entertainment	\$203	\$154	\$1,287	\$1,550	\$5	\$98	\$0	\$0	\$87	\$0	\$0	\$0	\$3,383
Gifts	\$0	\$0	\$0	\$193	\$0	\$1,001	\$0	\$0	\$0	\$0	\$0	\$0	\$1,194
Insurance	\$984	\$945	\$735	\$735	\$735	\$0	\$206	\$1,812	\$2,368	\$2,124	\$2,124	\$836	\$13,602
Internet	-\$136	\$73	\$164	\$0	\$118	\$0	\$231	\$45	\$191	\$0	\$60	-\$110	\$636
Legal	\$0	\$640	\$1,228	\$5,595	\$0	\$0	\$0	\$0	\$0	\$6,453	\$0	\$334	\$14,251
Miscellaneous expenses	\$0	\$0	\$61	\$76	\$0	\$42	\$0	\$0	\$0	\$0	\$0	-\$12,678	-\$12,500
MV Expenses	\$0	\$0	\$0	\$65	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$65
Photocopier	\$215	\$229	\$240	\$256	\$322	\$258	\$221	\$221	\$248	\$221	\$221	\$230	\$2,882
Postage/Office Costs	\$0	\$3	\$731	\$18	\$50	\$309	\$55	\$0	\$649	\$345	\$0	\$60	\$2,220
Printing and stationery	\$0	\$0	\$0	\$0	\$1,189	\$81	\$0	\$0	\$117	\$20	\$0	\$0	\$1,407
Realised Currency Gains	\$2,222	\$1,315	\$1,105	\$1,350	\$736	\$288	\$1,422	-\$132	\$1,003	\$228	\$93	\$245	\$9,876
Recruitment	\$0	\$0	\$0	\$545	\$0	\$0	\$0	\$0	\$0	\$144	\$0	\$0	\$689
Rent	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$36,404
Staff amenities	\$359	\$288	\$655	\$326	\$628	\$1,681	\$304	\$324	\$1,209	\$18	\$5	\$317	\$6,116
Subscriptions/Memberships	\$42	\$42	\$3,546	\$267	\$0	\$0	\$0	\$0	\$222	\$167	\$122	\$258	\$4,667
Superannuation	\$3,446	\$3,247	\$3,422	\$3,907	\$3,510	\$4,171	\$3,325	\$2,835	\$3,199	\$3,121	\$3,051	\$3,293	\$40,525

	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Technical & Development	\$11	\$12	\$12	\$922	\$23	\$23	\$23	\$24	\$26	\$115	\$24	\$23	\$1,240
Telephones	\$492	-\$354	\$392	\$624	\$1,142	\$440	\$380	\$881	\$327	\$591	\$364	\$424	\$5,703
Travel	\$931	\$1,393	\$2,338	\$2,793	\$1,884	\$1,644	\$654	\$672	\$802	\$5	\$391	\$790	\$14,297
Unrealised Currency Gains	-\$199	-\$516	\$177	-\$61	\$1,062	\$699	-\$700	-\$478	-\$77	-\$392	-\$239	\$142	-\$581
Wages & Salaries	\$36,725	\$33,524	\$36,256	\$41,507	\$37,190	\$44,671	\$36,490	\$29,986	\$34,242	\$33,310	\$32,301	\$34,560	\$430,761
Wages & Salaries - Allowances	\$1,693	\$2,539	\$1,693	\$1,693	\$1,620	\$1,620	\$2,430	\$1,874	\$1,693	\$2,443	\$2,393	\$2,393	\$24,080
Workers Compensation	\$0	\$682	\$0	\$682	\$0	\$507	\$682	\$0	\$0	\$682	\$0	\$0	\$3,235
Utilities - Electricity	\$354	\$101	\$342	\$354	\$225	\$324	\$324	\$199	\$383	\$350	\$516	\$307	\$3,778
Server Costs	\$6,777	\$8,576	\$8,074	\$9,224	\$8,427	\$8,745	\$8,918	\$8,313	\$8,524	\$9,328	\$9,471	\$9,840	\$104,216
Events	\$0	\$0	\$0	\$4,824	\$2,016	\$0	\$0	\$0	\$0	\$0	-\$22	\$0	\$6,818
Filing fee	\$0	\$596	\$347	\$0	\$2,407	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,350
Total Expenses	\$144,645	\$152,071	\$198,505	\$168,350	\$166,235	\$172,376	\$168,253	\$148,081	\$163,256	\$177,809	\$162,330	\$148,261	\$1,970,171
Operating Profit	\$7,784	\$1,816	\$32,627	\$6,605	\$8,555	\$8,442	\$8,388	\$34,789	\$31,788	\$13	\$23,905	\$53,292	\$218,005
Other Income													
Other Income	\$0	\$0	\$0	\$0	\$0	\$547	\$0	\$0	\$0	\$0	\$0	\$598	\$1,145
Earnings Before Interest & Tax	\$7,784	\$1,816	\$32,627	\$6,605	\$8,555	\$8,989	\$8,388	\$34,789	\$31,788	\$13	\$23,905	\$53,890	\$219,150
Interest Expenses													
Interest Paid - ATO	\$0	\$0	\$2,283	\$0	\$0	\$1,127	\$215	\$416	\$0	\$423	\$239	\$0	\$4,702
Interest Paid - Bank	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$1
Interest Paid - Convertible Notes	\$510	\$510	\$493	\$710	\$493	\$978	\$510	\$477	\$510	\$493	\$510	\$493	\$6,685
Interest Paid - Unsecured Loans	\$535	\$535	-\$3,749	\$1,277	\$518	\$535	\$535	\$501	\$535	\$518	\$535	\$919	\$3,194
Earnings Before Tax	\$6,739	\$771	\$33,600	\$4,618	\$7,544	\$6,349	\$7,128	\$33,397	\$30,743	-\$1,422	\$22,622	\$52,478	\$204,567
Net Income	\$6,739	\$771	\$33,600	\$4,618	\$7,544	\$6,349	\$7,128	\$33,397	\$30,743	-\$1,422	\$22,622	\$52,478	\$204,567

Profit & Loss - Actual and Budget

PROFIT & LOSS	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Revenue													
BGL 360 Fees	\$7,404	\$7,549	\$7,639	\$7,706	\$7,769	\$7,824	\$7,879	\$7,934	\$8,014	\$8,104	\$8,152	\$8,195	\$94,168
BGL Simple Fund	\$9,515	\$9,455	\$8,782	\$13,405	\$8,876	\$8,119	\$7,944	\$7,772	\$7,361	\$7,036	\$6,715	\$6,200	\$101,180
Intuit	\$88,024	\$98,366	\$172,458	\$112,921	\$116,728	\$122,221	\$117,689	\$125,144	\$136,239	\$116,672	\$127,901	\$144,229	\$1,478,593
Ongoing Fees	\$6,326	\$7,041	\$7,422	\$7,399	\$6,764	\$8,436	\$9,157	\$8,977	\$10,353	\$11,346	\$10,061	\$10,366	\$103,649
Rockend fees	\$5,826	\$6,379	\$6,336	\$5,713	\$6,331	\$6,153	\$6,028	\$6,200	\$5,785	\$6,183	\$6,561	\$6,363	\$73,859
Sage Fees	\$19,785	\$9,142	\$12,428	\$12,254	\$12,662	\$12,399	\$12,233	\$11,420	\$11,598	\$12,320	\$10,948	\$11,204	\$148,394
Sage One	\$2,620	\$3,354	\$3,392	\$3,212	\$3,273	\$3,108	\$3,084	\$2,686	\$2,792	\$2,994	\$2,552	\$2,762	\$35,830
Supercorp fees	\$12,928	\$12,602	\$12,675	\$12,345	\$12,388	\$12,558	\$12,627	\$12,735	\$12,901	\$13,167	\$13,344	\$12,234	\$152,503
Total Revenue	\$152,429	\$153,887	\$231,132	\$174,955	\$174,790	\$180,818	\$176,641	\$182,870	\$195,044	\$177,822	\$186,235	\$201,553	\$2,188,176
Expenses													
Accounting and bookkeeping	\$1,080	\$1,060	\$1,498	\$1,060	\$1,111	\$1,060	\$1,060	\$1,060	\$1,060	\$1,485	\$1,060	\$4,410	\$17,004
Advertising & Promotion	\$64	\$64	\$105	\$64	\$64	\$678	\$64	\$64	\$64	\$573	\$1,488	\$844	\$4,133
Bank charges	\$187	\$245	\$214	\$327	\$183	\$223	\$200	\$249	\$70	\$51	\$160	\$73	\$2,182
Cache Licensing	\$0	\$0	\$1,290	\$0	\$3,003	\$0	\$0	\$1,984	\$1,969	\$0	\$1,969	\$0	\$10,215
Cleaning	\$119	\$65	\$677	\$215	\$215	\$215	\$215	\$215	\$215	\$65	\$0	\$130	\$2,346
Computer expenses	\$5,111	\$5,324	\$6,889	\$6,486	\$2,828	\$5,919	\$13,646	\$3,983	\$854	\$5,981	\$3,765	\$3,590	\$64,377
Consulting Fees	\$4,953	\$6,637	\$6,445	\$2,246	\$5,598	\$3,770	\$3,648	\$6,489	\$5,280	\$7,453	\$5,557	\$7,140	\$65,218
Data costs	\$65,717	\$71,875	\$101,316	\$66,433	\$76,632	\$80,599	\$81,160	\$74,151	\$85,120	\$89,616	\$84,145	\$77,587	\$954,351
Depreciation	\$10,207	\$10,207	\$14,145	\$10,815	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$10,207	\$127,024
Document Destruction	\$54	\$72	\$90	\$226	\$72	\$72	\$54	\$72	\$172	\$72	\$72	-\$18	\$1,009
Entertainment	\$203	\$154	\$1,287	\$1,550	\$5	\$98	\$0	\$0	\$87	\$0	\$0	\$0	\$3,383
Gifts	\$0	\$0	\$0	\$193	\$0	\$1,001	\$0	\$0	\$0	\$0	\$0	\$0	\$1,194
Insurance	\$984	\$945	\$735	\$735	\$735	\$0	\$206	\$1,812	\$2,368	\$2,124	\$2,124	\$836	\$13,602
Internet	-\$136	\$73	\$164	\$0	\$118	\$0	\$231	\$45	\$191	\$0	\$60	-\$110	\$636
Legal	\$0	\$640	\$1,228	\$5,595	\$0	\$0	\$0	\$0	\$0	\$6,453	\$0	\$334	\$14,251
Miscellaneous expenses	\$0	\$0	\$61	\$76	\$0	\$42	\$0	\$0	\$0	\$0	\$0	-\$12,678	-\$12,500
MV Expenses	\$0	\$0	\$0	\$65	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$65
Photocopier	\$215	\$229	\$240	\$256	\$322	\$258	\$221	\$221	\$248	\$221	\$221	\$230	\$2,882
Postage/Office Costs	\$0	\$3	\$731	\$18	\$50	\$309	\$55	\$0	\$649	\$345	\$0	\$60	\$2,220
Printing and stationery	\$0	\$0	\$0	\$0	\$1,189	\$81	\$0	\$0	\$117	\$20	\$0	\$0	\$1,407
Realised Currency Gains	\$2,222	\$1,315	\$1,105	\$1,350	\$736	\$288	\$1,422	-\$132	\$1,003	\$228	\$93	\$245	\$9,876

	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Total
Recruitment	\$0	\$0	\$0	\$545	\$0	\$0	\$0	\$0	\$0	\$144	\$0	\$0	\$689
Rent	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$3,034	\$36,404
Staff amenities	\$359	\$288	\$655	\$326	\$628	\$1,681	\$304	\$324	\$1,209	\$18	\$5	\$317	\$6,116
Subscriptions/Memberships	\$42	\$42	\$3,546	\$267	\$0	\$0	\$0	\$0	\$222	\$167	\$122	\$258	\$4,667
Superannuation	\$3,446	\$3,247	\$3,422	\$3,907	\$3,510	\$4,171	\$3,325	\$2,835	\$3,199	\$3,121	\$3,051	\$3,293	\$40,525
Technical & Development	\$11	\$12	\$12	\$922	\$23	\$23	\$23	\$24	\$26	\$115	\$24	\$23	\$1,240
Telephones	\$492	-\$354	\$392	\$624	\$1,142	\$440	\$380	\$881	\$327	\$591	\$364	\$424	\$5,703
Travel	\$931	\$1,393	\$2,338	\$2,793	\$1,884	\$1,644	\$654	\$672	\$802	\$5	\$391	\$790	\$14,297
Unrealised Currency Gains	-\$199	-\$516	\$177	-\$61	\$1,062	\$699	-\$700	-\$478	-\$77	-\$392	-\$239	\$142	-\$581
Wages & Salaries	\$36,725	\$33,524	\$36,256	\$41,507	\$37,190	\$44,671	\$36,490	\$29,986	\$34,242	\$33,310	\$32,301	\$34,560	\$430,761
Wages & Salaries - Allowances	\$1,693	\$2,539	\$1,693	\$1,693	\$1,620	\$1,620	\$2,430	\$1,874	\$1,693	\$2,443	\$2,393	\$2,393	\$24,080
Workers Compensation	\$0	\$682	\$0	\$682	\$0	\$507	\$682	\$0	\$0	\$682	\$0	\$0	\$3,235
Utilities - Electricity	\$354	\$101	\$342	\$354	\$225	\$324	\$324	\$199	\$383	\$350	\$516	\$307	\$3,778
Server Costs	\$6,777	\$8,576	\$8,074	\$9,224	\$8,427	\$8,745	\$8,918	\$8,313	\$8,524	\$9,328	\$9,471	\$9,840	\$104,216
Events	\$0	\$0	\$0	\$4,824	\$2,016	\$0	\$0	\$0	\$0	\$0	-\$22	\$0	\$6,818
Filing fee	\$0	\$596	\$347	\$0	\$2,407	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,350
Total Expenses	\$144,645	\$152,071	\$198,505	\$168,350	\$166,235	\$172,376	\$168,253	\$148,081	\$163,256	\$177,809	\$162,330	\$148,261	\$1,970,171
Operating Profit	\$7,784	\$1,816	\$32,627	\$6,605	\$8,555	\$8,442	\$8,388	\$34,789	\$31,788	\$13	\$23,905	\$53,292	\$218,005
Other Income													
Other Income	\$0	\$0	\$0	\$0	\$0	\$547	\$0	\$0	\$0	\$0	\$0	\$598	\$1,145
Earnings Before Interest & Tax	\$7,784	\$1,816	\$32,627	\$6,605	\$8,555	\$8,989	\$8,388	\$34,789	\$31,788	\$13	\$23,905	\$53,890	\$219,150
Interest Expenses													
Interest Paid - ATO	\$0	\$0	\$2,283	\$0	\$0	\$1,127	\$215	\$416	\$0	\$423	\$239	\$0	\$4,702
Interest Paid - Bank	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$1
Interest Paid - Convertible Notes	\$510	\$510	\$493	\$710	\$493	\$978	\$510	\$477	\$510	\$493	\$510	\$493	\$6,685
Interest Paid - Unsecured Loans	\$535	\$535	-\$3,749	\$1,277	\$518	\$535	\$535	\$501	\$535	\$518	\$535	\$919	\$3,194
Earnings Before Tax	\$6,739	\$771	\$33,600	\$4,618	\$7,544	\$6,349	\$7,128	\$33,397	\$30,743	-\$1,422	\$22,622	\$52,478	\$204,567
Net Income	\$6,739	\$771	\$33,600	\$4,618	\$7,544	\$6,349	\$7,128	\$33,397	\$30,743	-\$1,422	\$22,622	\$52,478	\$204,567

Executive Summary



REVENUE

Revenue \$201,553 (Last month \$186,235)

Positive trend upwards.



PROFITABILITY

Profitability Ratio 26.74% (Last month 12.84%)

Positive trend upwards. Strategies to improve profitability include: increasing price, increasing sales volume, reducing cost of sales and reducing operating expenses.



WORKING CAPITAL

Cash Conversion Cycle 25 days (Last month 38 days)

Positive trend downwards. Strategies to improve cash conversion include: collecting debt faster, reducing inventory levels, billing work in progress faster and paying creditors slower



CASH FLOW

Free Cash Flow -\$29,288

Free Cash Flow is negative. After paying its operating expenses and capital expenditure investments the business has not generated positive cash flow.



MARGINAL CASH FLOW

Net Variable Cash Flow 95.71%

Net variable cash flow is positive. The business will generate cash from each additional \$1 of products or services that the business sells.



COVERAGE

Interest Cover 38.16 times

Operating profits are sufficient to cover interest payments.

Revenue Analysis

TOTAL REVENUE

\$201,553

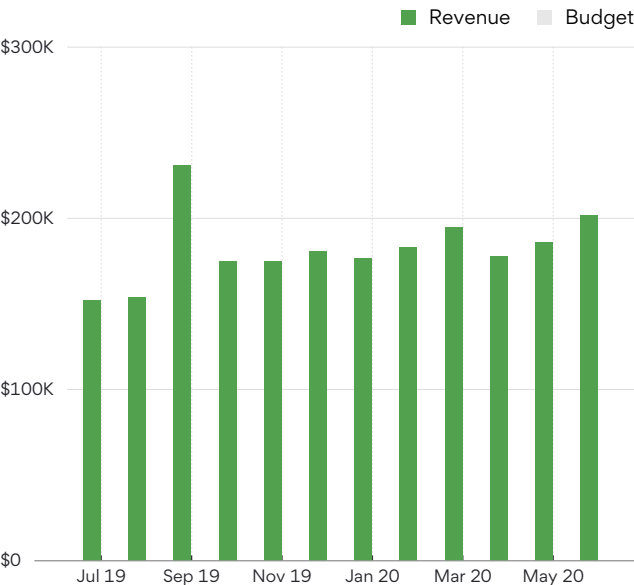
TARGET

\$10,000

LAST MONTH (Jun 19)

-

Last 6 months vs Budget



Revenue Mix - Top 10 Accounts

Intuit	\$144,229
Supercorp fees	\$12,234
Sage Fees	\$11,204
Ongoing Fees	\$10,366
BGL 360 Fees	\$8,195
Rockend fees	\$6,363
BGL Simple Fund	\$6,200
Sage One	\$2,762

YEAR-TO-DATE ACT... (2019/2020)

\$2,188,176

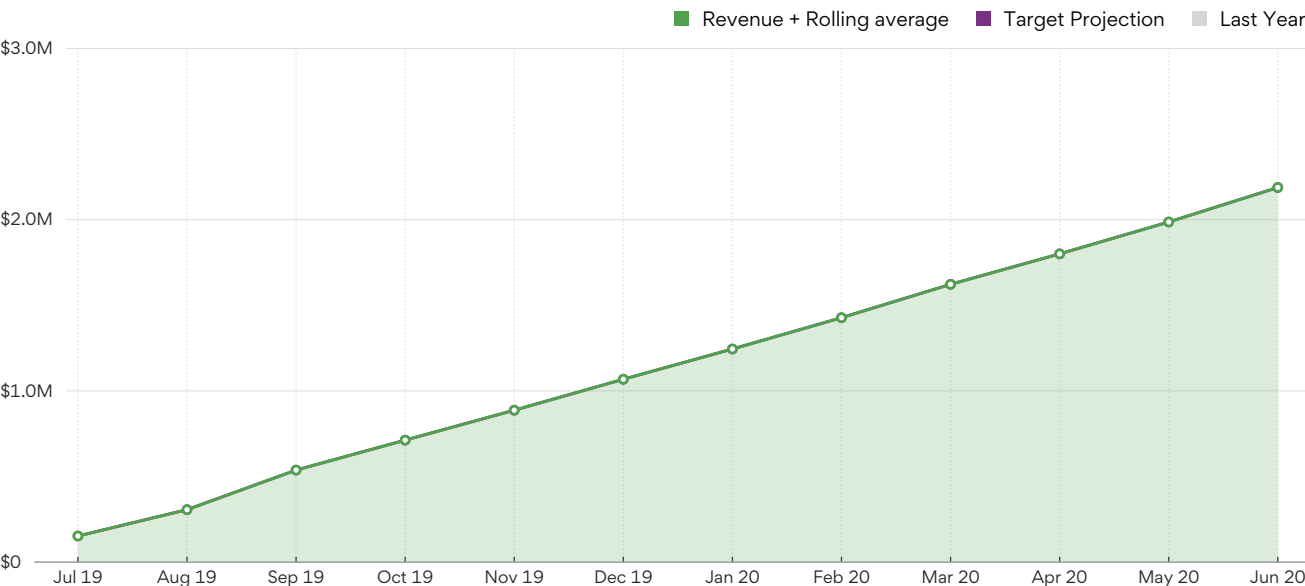
YEAR-TO-DATE BUD... (2019/2020)

- Budget

YEAR-TO-DATE LAS... (2018/2019)

-

Cumulative Revenue



Profitability

REVENUE

\$201,553

A measure of the total amount of money received by the company for goods sold or services provided.

EXPENSES TO REVENUE RATIO

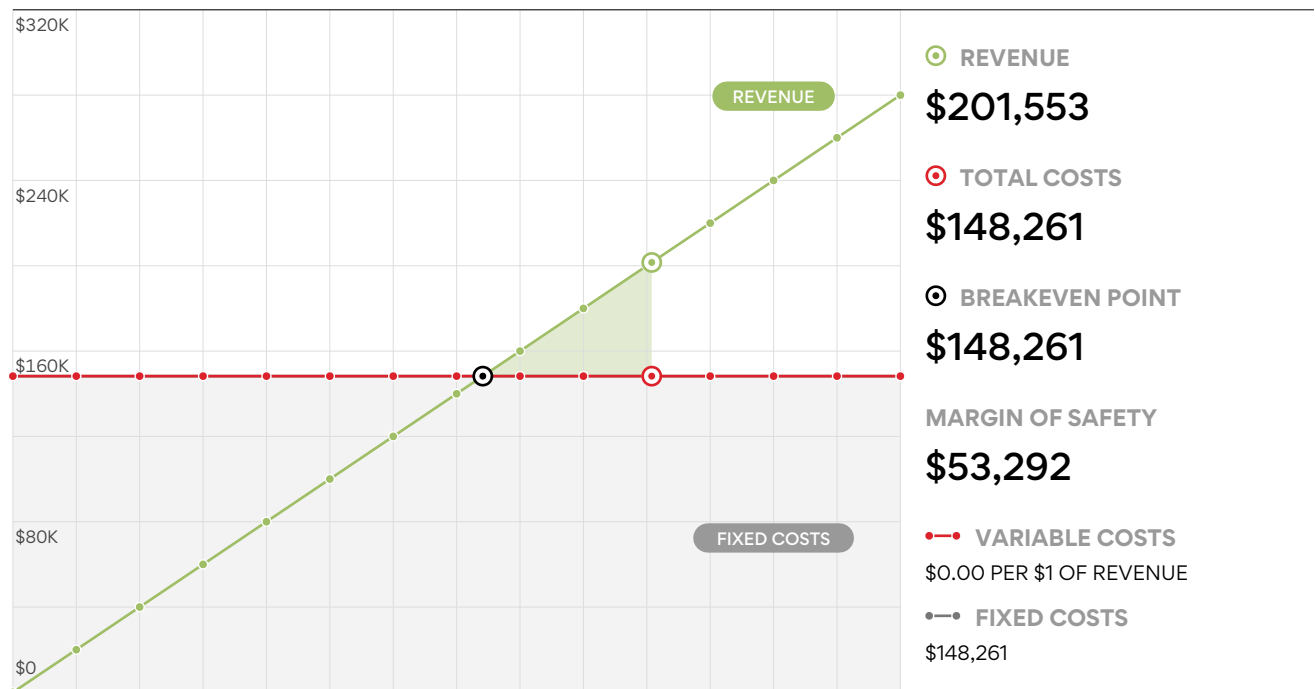
73.56%

A measure of how efficiently the business is conducting its operations.

MARGIN OF SAFETY

\$53,292

The breakeven safety margin represents the gap between the actual revenue level and the breakeven point.



Profitability can be further improved by improving price, volume, cost of sales and operating expense management.

Top 10 Revenue Accounts

Intuit	\$144,229
Supercorp fees	\$12,234
Sage Fees	\$11,204
Ongoing Fees	\$10,366
BGL 360 Fees	\$8,195
Rockend fees	\$6,363
BGL Simple Fund	\$6,200
Sage One	\$2,762
Class Super fees	\$0
Desktop Super Fees	\$0

Top 10 Expense Accounts

Data costs	\$77,587
Wages & Salaries	\$34,560
Depreciation	\$10,207
Server Costs	\$9,840
Consulting Fees	\$7,140
Accounting and bookkeeping	\$4,410
Computer expenses	\$3,590
Superannuation	\$3,293
Rent	\$3,034
Wages & Salaries - Allowances	\$2,393

Growth

REVENUE GROWTH

8.22%

A measure of the percentage change in Revenue for the period.

EBIT GROWTH

125.43%

A measure of the percentage change in EBIT for the period.

ASSET CHANGE

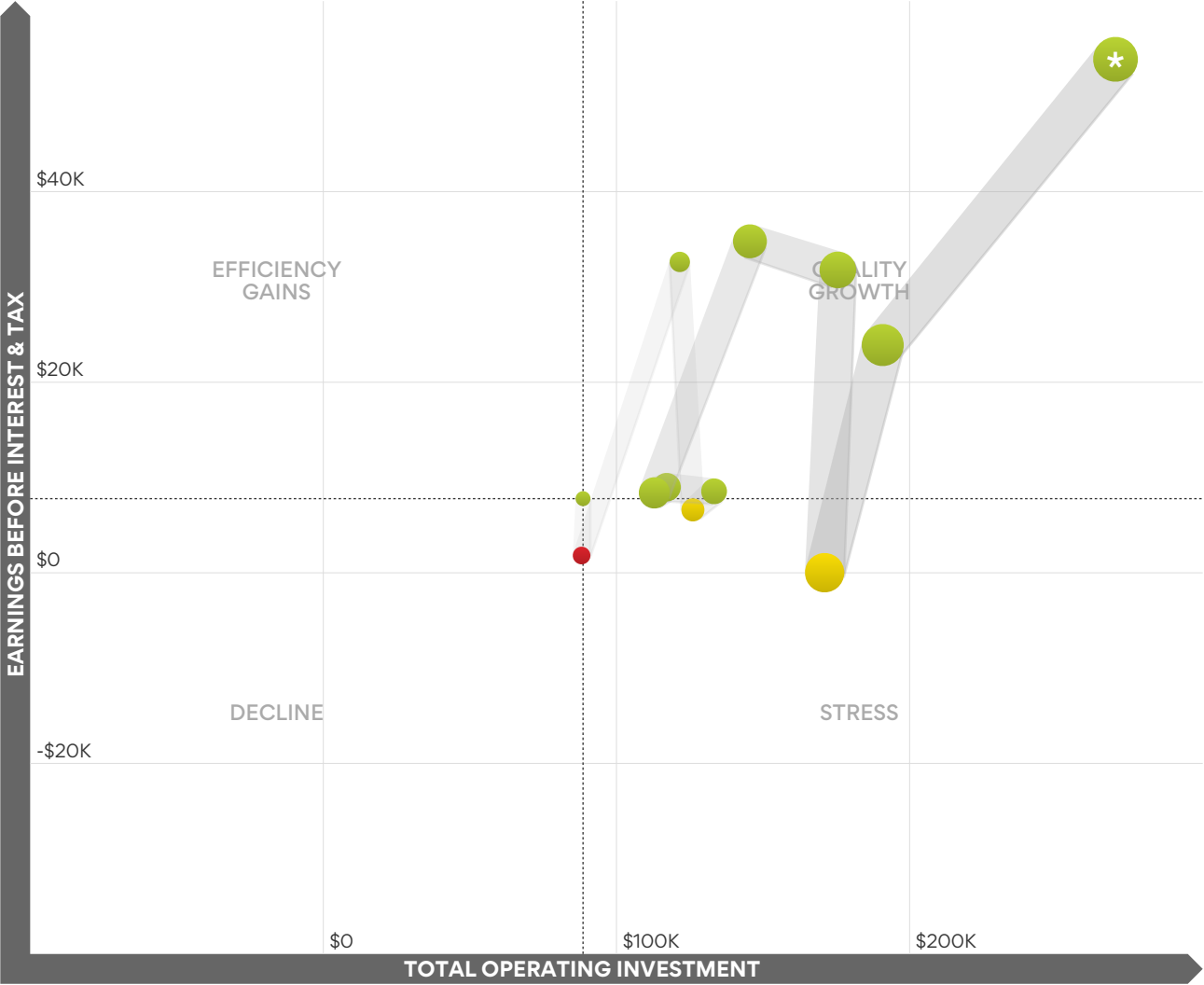
-4.45%

A measure of the percentage change in Total Assets for the period.

Change in Key Drivers (from prior month)

Revenue	Cost of Sales	Expenses	Receivable Days	Inventory Days	Payable Days
Up 8.2%	-	Down 8.7%	Down 34.2 days	-	-

GROWTH FROM Jul 2019 to Jun 2020



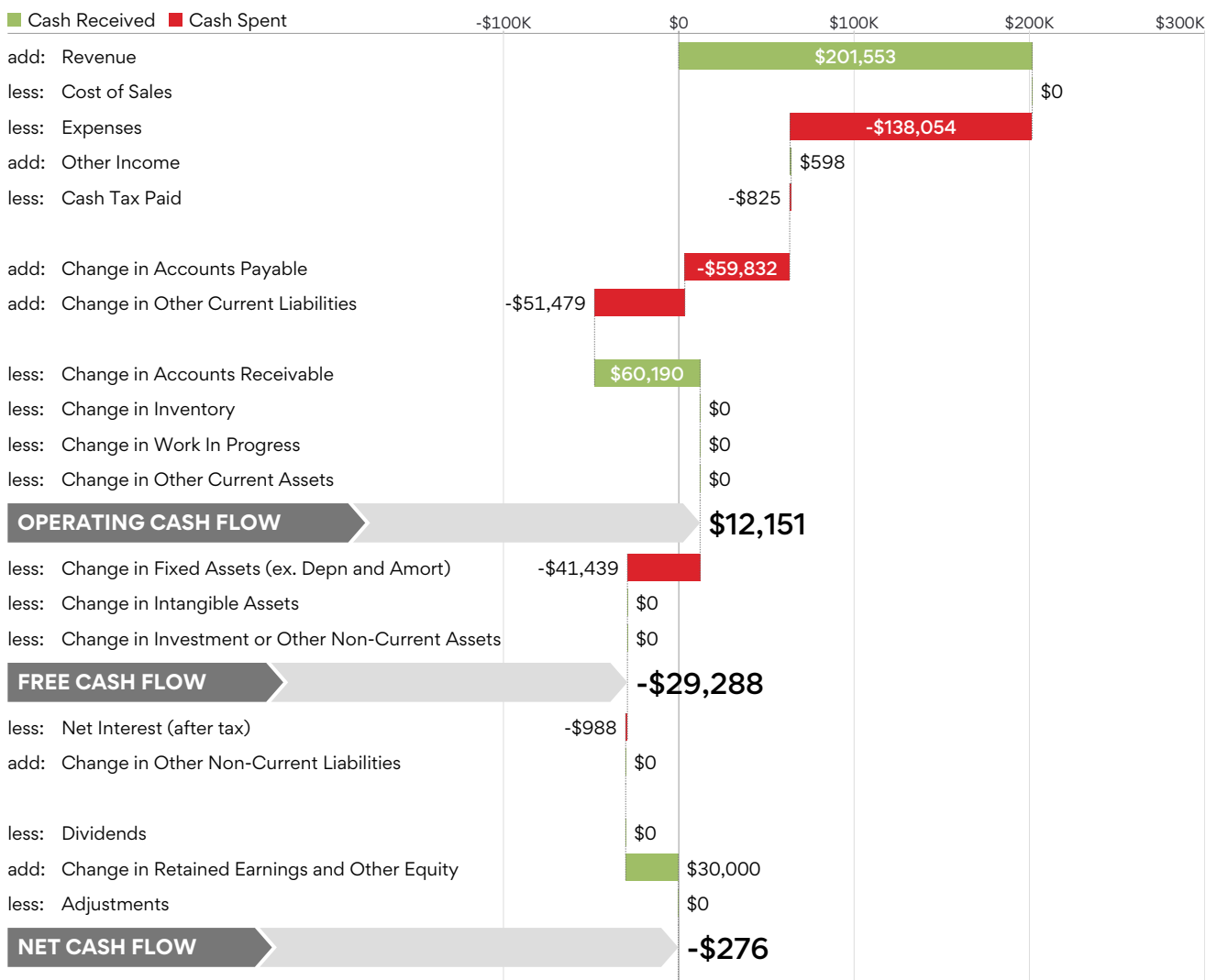
* Total Operating Investment \$270,250; Earnings Before Interest & Tax \$53,890

Size of the circle shows the recency of the result

Vertical position of the circle shows the growth in Earnings Before Interest & Tax

Horizontal position of the circle shows the growth in Total Operating Investment

Cash Flow



Net Cash Flow can also be calculated as:

Change in Cash on Hand -\$3,337 (Open: -\$83,012, Close: -\$86,349) — **Change in Debt** -\$3,061 (Open: \$106,192, Close: \$103,131)

OPERATING CASH FLOW

\$12,151

Operating cash flow is simply the cash generated by the operating activities of the business. Operating activities include the production, sales and delivery of the company's product and/or services as well as collecting payment from its customers and making payments to suppliers.

FREE CASH FLOW

-\$29,288

Free cash flow is the cash generated by the business, after paying its expenses and investing for future growth. It is the cash left after subtracting capital expenditure from operating cash flow. The term "free cash flow" is used because this cash is free to be paid back to the suppliers of capital.

NET CASH FLOW

-\$276

Net cash flow is the cash left after subtracting expenditures from financing activities from the free cash flow. This includes the cash impact from financing activities. Financing activities include the inflow of cash from investors such as banks or shareholders, as well as the outflow of cash to shareholders as dividends.