

Company Performance from 2015 to 2018

# Financial Report for Blumen Tech



**01** Income Statement

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**06** Revenue Insights



Review the financial insights of your business

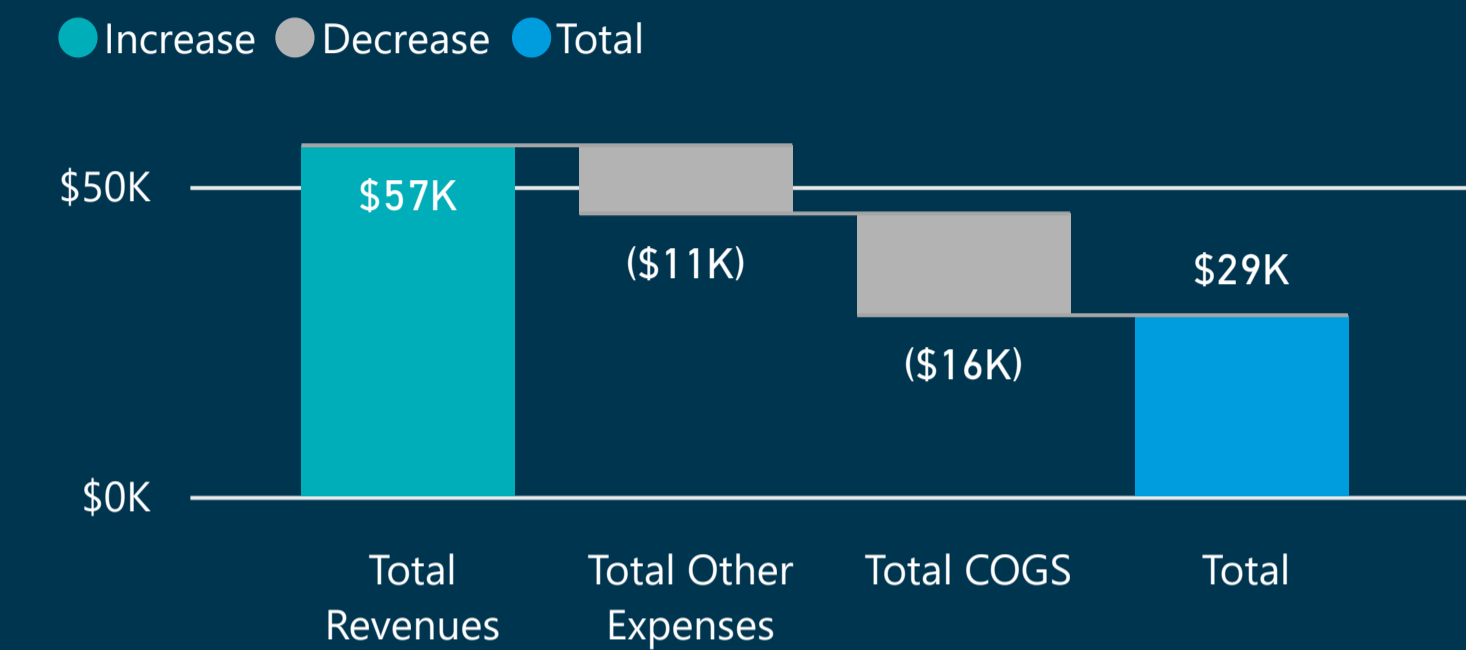
# Income Statement

Select a year to analyze

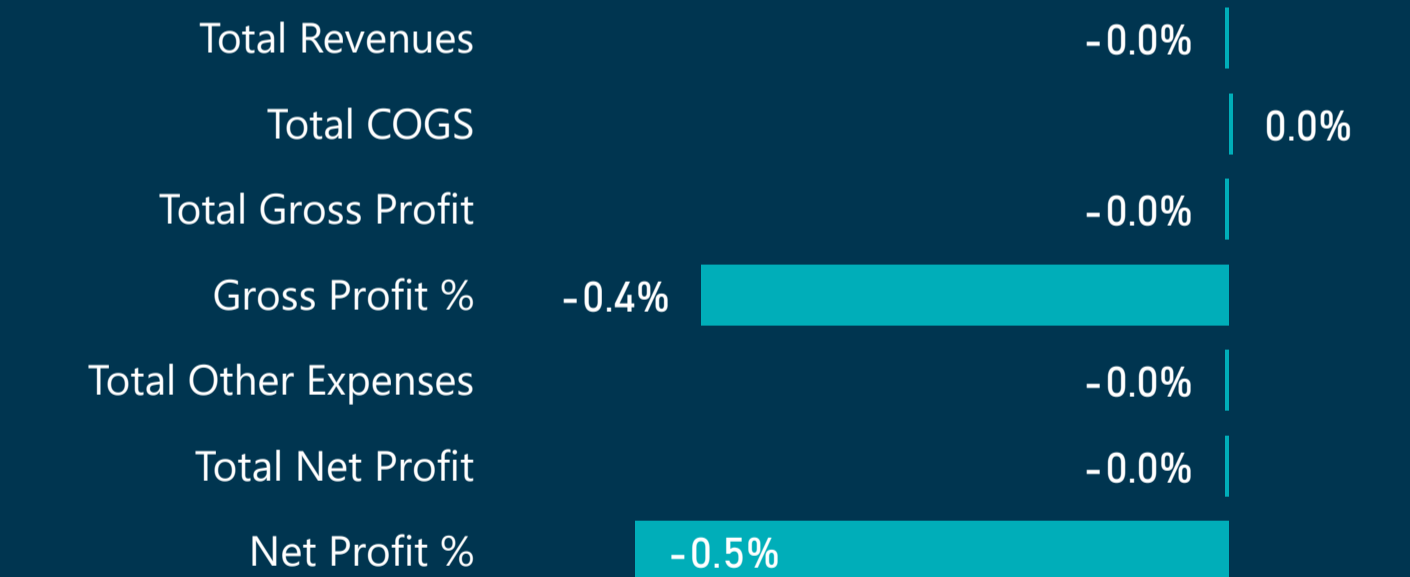
- 2015
- 2016
- 2017
- 2018

Summary	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals %
Distributor	\$17,373.59	\$18,082.97	(\$709.38)	-3.9%
Export	\$8,190.97	\$7,799.51	\$391.46	5.0%
Wholesale	\$31,002.15	\$31,047.37	(\$45.21)	-0.1%
<b>Total Revenues</b>	<b>\$56,566.71</b>	<b>\$56,929.84</b>	<b>(\$363.13)</b>	<b>-0.0%</b>
COS - Commissions	(\$2,435.49)	(\$2,511.10)	\$75.61	3.0%
COS - Equipment	(\$148.82)	(\$156.53)	\$7.71	4.9%
COS - Labor Burden	(\$180.80)	(\$167.08)	(\$13.71)	-8.2%
COS - Materials	(\$4,262.11)	(\$4,464.24)	\$202.13	4.5%
COS - Other Costs	(\$961.19)	(\$984.57)	\$23.38	2.4%
COS - Prize Fund	(\$617.35)	(\$639.83)	\$22.48	3.5%
COS - Prize Fund Constr.	(\$496.02)	(\$423.35)	(\$72.67)	-17.2%
COS - Referral Fund	(\$113.69)	(\$123.60)	\$9.91	8.0%
COS - Repair Fund	(\$218.95)	(\$229.54)	\$10.59	4.6%
COS - Subcontractors	(\$6,975.03)	(\$6,564.50)	(\$410.53)	-6.3%
<b>Total COGS</b>	<b>(\$16,409.45)</b>	<b>(\$16,264.34)</b>	<b>(\$145.11)</b>	<b>0.0%</b>
<b>Total Gross Profit</b>	<b>\$40,157.26</b>	<b>\$40,665.50</b>	<b>(\$508.24)</b>	<b>-0.0%</b>
<b>Gross Profit %</b>	<b>70.99%</b>	<b>71.43%</b>		<b>-0.4%</b>
Depreciation Expense	(\$158.16)	(\$165.25)	\$7.09	4.3%
Sales - Fleet Depreciation	(\$73.99)	(\$83.90)	\$9.90	11.8%
Education	(\$23.43)	(\$24.69)	\$1.26	5.1%
Sealer Material	(\$89.04)	(\$89.36)	\$0.32	0.4%
Fuel Expense - Const.Admin	(\$117.99)	(\$120.63)	\$2.64	2.2%
Insurance - Auto/Property	(\$2.69)	(\$2.95)	\$0.26	8.9%
Insurance - Health	(\$224.20)	(\$208.31)	(\$15.89)	-7.6%
Insurance - Liability/Umbrella	(\$20.48)	(\$20.94)	\$0.46	2.2%
Insurance - Life	(\$4.65)	(\$4.54)	(\$0.11)	-2.5%
Insurance-Workers Comp	(\$74.51)	(\$76.45)	\$1.94	2.5%
Liability Insurance	(\$70.26)	(\$91.17)	\$20.91	22.9%
Canvassing	(\$362.58)	(\$478.15)	\$115.57	24.2%
Co-op Advertising fee	(\$483.49)	(\$512.64)	\$29.16	5.7%
Direct Advertising Expense	(\$1,599.45)	(\$1,427.36)	(\$172.10)	-12.1%
Home Show Branch Directed	(\$35.48)	(\$41.98)	\$6.50	15.5%
Sweepstakes Contributions	(\$11.21)	(\$10.50)	(\$0.71)	-6.9%

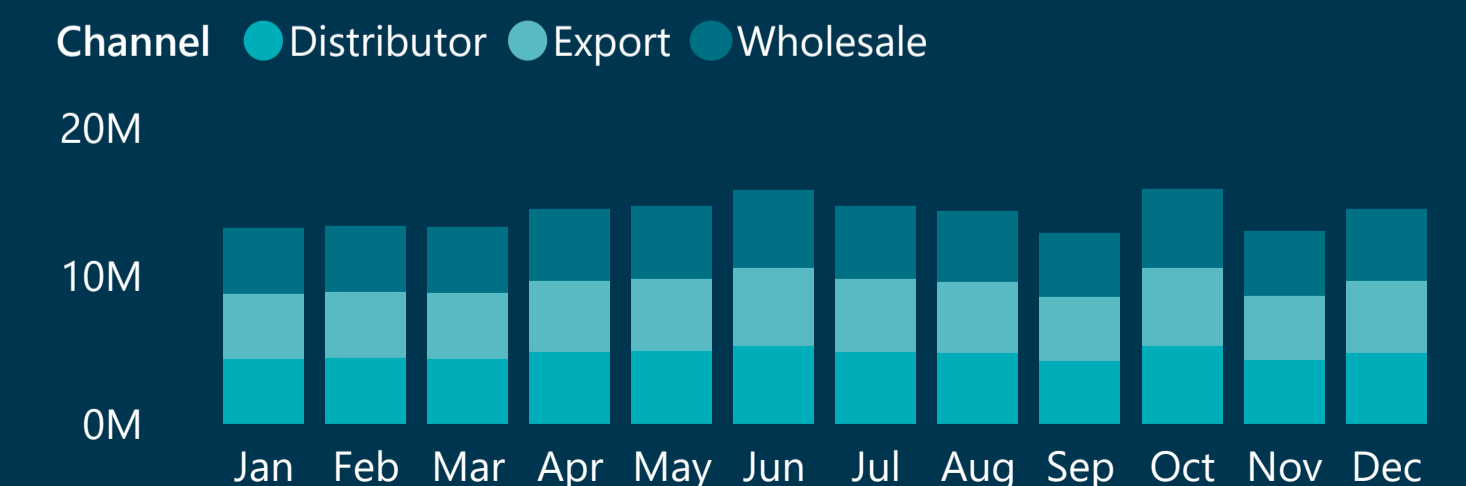
Selected Year Actuals by Items - Normalized



TY vs PY Actuals % by Summary



Revenues by Short Month and Channel





Review the financial insights of your business

# Financial Details

Select what details to analyze

Actuals	vs Last Year	<b>% to Revenue</b>
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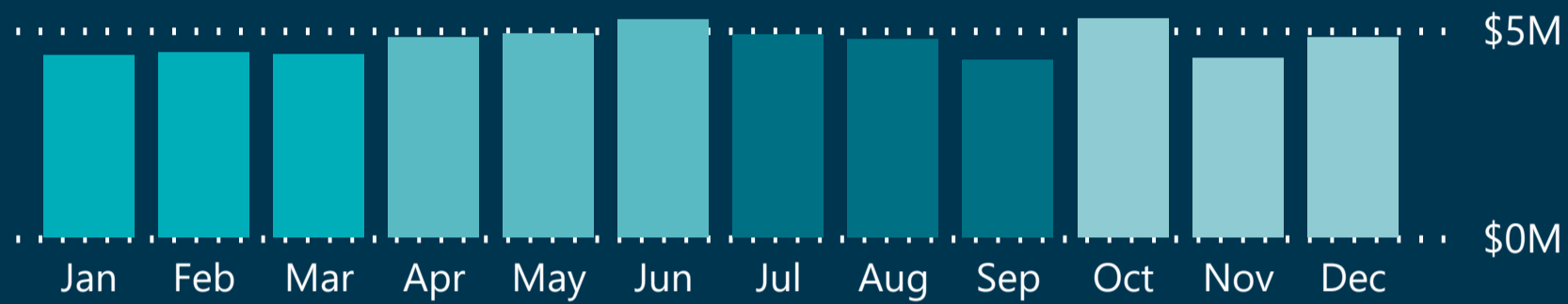
Select a year to analyze

2015	2016	<b>2017</b>	2018
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## YEARLY REVENUE INSIGHTS

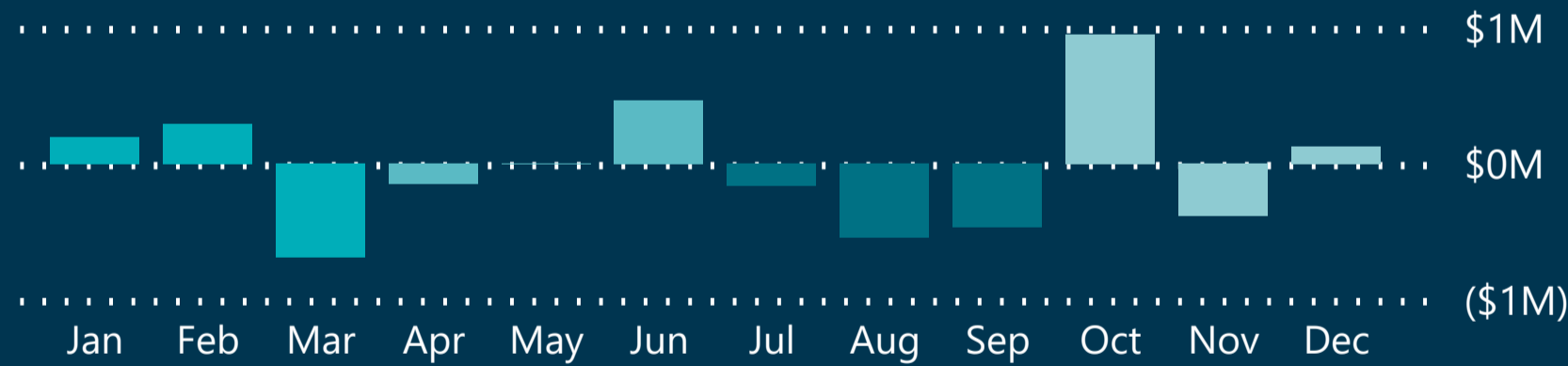
Total Sales by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



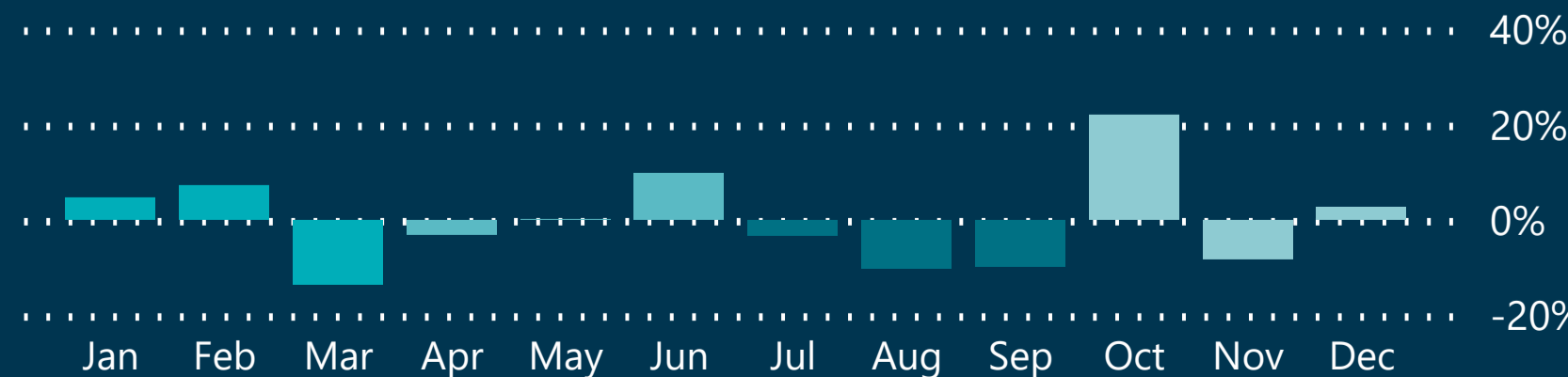
Sales TY vs LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



% Change to LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



Summary	Q1	Q2	Q3	Q4	Annual Totals
Distributor	30.61%	27.85%	32.01%	32.52%	30.71%
Export	15.51%	13.44%	15.58%	13.56%	14.48%
Wholesale	53.88%	58.72%	52.41%	53.92%	54.81%
<b>Total Revenues</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
COS - Commissions	-4.58%	-3.76%	-4.25%	-4.67%	-4.31%
COS - Equipment	-0.28%	-0.25%	-0.27%	-0.26%	-0.26%
COS - Labor Burden	-0.32%	-0.29%	-0.33%	-0.33%	-0.32%
COS - Materials	-8.20%	-7.34%	-7.55%	-7.10%	-7.53%
COS - Other Costs	-1.78%	-1.62%	-1.72%	-1.68%	-1.70%
COS - Prize Fund	-1.15%	-1.06%	-1.09%	-1.07%	-1.09%
COS - Prize Fund Constr.	-0.88%	-0.79%	-0.94%	-0.91%	-0.88%
COS - Referral Fund	-0.21%	-0.19%	-0.20%	-0.20%	-0.20%
COS - Repair Fund	-0.40%	-0.36%	-0.40%	-0.39%	-0.39%
COS - Subcontractors	-12.90%	-11.94%	-12.53%	-12.02%	-12.33%
<b>Total COGS</b>	<b>-30.70%</b>	<b>-27.61%</b>	<b>-29.28%</b>	<b>-28.64%</b>	<b>-29.01%</b>
<b>Total Gross Profit</b>	<b>69.30%</b>	<b>72.39%</b>	<b>70.72%</b>	<b>71.36%</b>	<b>70.99%</b>
<b>Gross Profit %</b>					
Depreciation Expense	-0.29%	-0.26%	-0.28%	-0.29%	-0.28%
Sales - Fleet Depreciation	-0.14%	-0.13%	-0.13%	-0.12%	-0.13%
Education	-0.05%	-0.04%	-0.04%	-0.04%	-0.04%
Sealer Material	-0.17%	-0.15%	-0.16%	-0.15%	-0.16%
Fuel Expense - Const.Admin	-0.22%	-0.20%	-0.21%	-0.21%	-0.21%
Insurance - Auto/Property	-0.01%	0.00%	0.00%	0.00%	0.00%
Insurance - Health	-0.39%	-0.36%	-0.41%	-0.42%	-0.40%
Insurance - Liability/Umbrella	-0.04%	-0.03%	-0.04%	-0.04%	-0.04%
Insurance - Life	-0.01%	-0.01%	-0.01%	-0.01%	-0.01%
Insurance-Workers Comp	-0.15%	-0.12%	-0.13%	-0.12%	-0.13%
Liability Insurance	-0.14%	-0.13%	-0.12%	-0.11%	-0.12%
Canvassing	-0.73%	-0.62%	-0.64%	-0.58%	-0.64%
Co-op Advertising fee	-0.90%	-0.81%	-0.87%	-0.85%	-0.85%
Direct Advertising Expense	-2.94%	-2.78%	-2.84%	-2.75%	-2.83%
Home Show Branch Directed	-0.07%	-0.06%	-0.06%	-0.06%	-0.06%



Review the financial insights of your business

# Balance Sheet

Select a year to analyze

2015

2016

2017

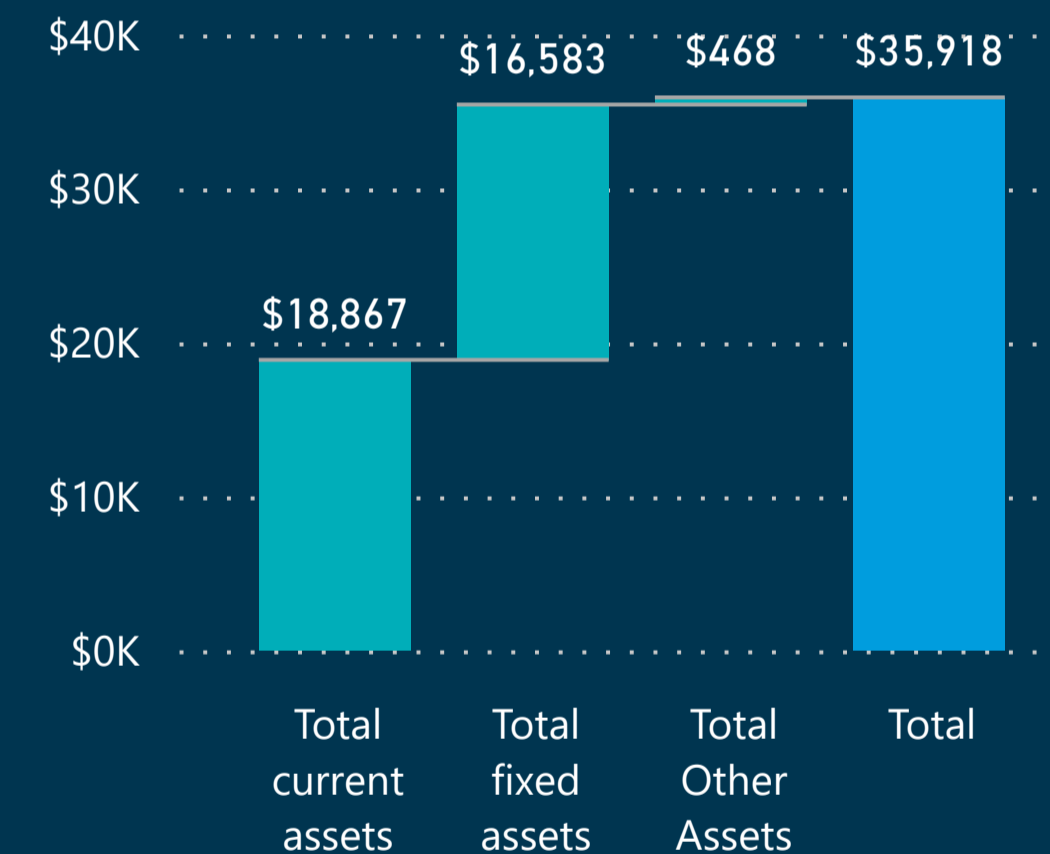
2018

Balance Sheet Items	2015	2016	2017	2018
<b>Assets</b>				
<b>Current Assets</b>				
Cash	\$11,875	\$11,876	\$11,877	\$11,879
Accounts receivable	\$4,216	\$4,217	\$4,218	\$4,220
Inventory	\$2,146	\$2,147	\$2,148	\$2,150
Prepaid expenses	\$355	\$356	\$357	\$359
Short-term investments	\$255	\$256	\$257	\$259
<b>Total current assets</b>	<b>\$18,847</b>	<b>\$18,852</b>	<b>\$18,857</b>	<b>\$18,867</b>
<b>Fixed (Long-Term) Assets</b>				
Long-term investments	\$1,209	\$1,210	\$1,211	\$1,213
Property, plant, and equipment (Less accumulated depreciation)	(\$2,199)	(\$2,198)	(\$2,197)	(\$2,195)
Intangible assets	\$2,216	\$2,217	\$2,218	\$2,220
<b>Total fixed assets</b>	<b>\$16,567</b>	<b>\$16,571</b>	<b>\$16,575</b>	<b>\$16,583</b>
<b>Other Assets</b>				
Deferred income tax	\$388	\$390	\$392	\$396
Other	\$438	\$441	\$444	\$450
<b>Total Other Assets</b>	<b>\$460</b>	<b>\$462</b>	<b>\$464</b>	<b>\$468</b>
<b>Total Assets</b>	<b>\$35,874</b>	<b>\$35,885</b>	<b>\$35,896</b>	<b>\$35,918</b>
<b>Liabilities and Owner's Equity</b>				
<b>Current Liabilities</b>				
Accounts payable	\$8,061	\$8,062	\$8,063	\$8,065
Short-term loans	\$201	\$202	\$203	\$205
Income taxes payable	\$3,146	\$3,147	\$3,148	\$3,150
Accrued salaries and wages	\$51	\$52	\$53	\$55
Unearned revenue	\$334	\$335	\$336	\$338
Current portion of long-term debt	\$1	\$2	\$3	\$5
<b>Total current liabilities</b>	<b>\$11,794</b>	<b>\$11,800</b>	<b>\$11,806</b>	<b>\$11,818</b>
<b>Long-Term Liabilities</b>				
Long-term debt	\$3,451	\$3,452	\$3,453	\$3,455
Deferred income tax	\$388	\$390	\$392	\$396
Other	\$438	\$441	\$444	\$450
<b>Total long-term liabilities</b>	<b>\$3,816</b>	<b>\$3,819</b>	<b>\$3,822</b>	<b>\$3,828</b>
<b>Owner's Equity</b>				
Owner's investment	\$7,179	\$7,180	\$7,181	\$7,183

Balance Sheet Items	2015	2016	2017	2018
<b>Common Financial Ratios</b>				
Debt Ratio (Total Liabilities / Total Assets)	0.44	0.44	0.44	0.44
Current Ratio (Current Assets / Current Liabilities)	0.44	0.44	0.44	0.44
Working Capital (Current Assets - Current Liabilities)	7053	7052	7051	7049
Assets-to-Equity Ratio (Total Assets / Owner's Equity)	3.10	3.10	3.10	3.10
Debt-to-Equity Ratio (Total Liabilities / Owner's Equity)	1.35	1.35	1.35	1.35

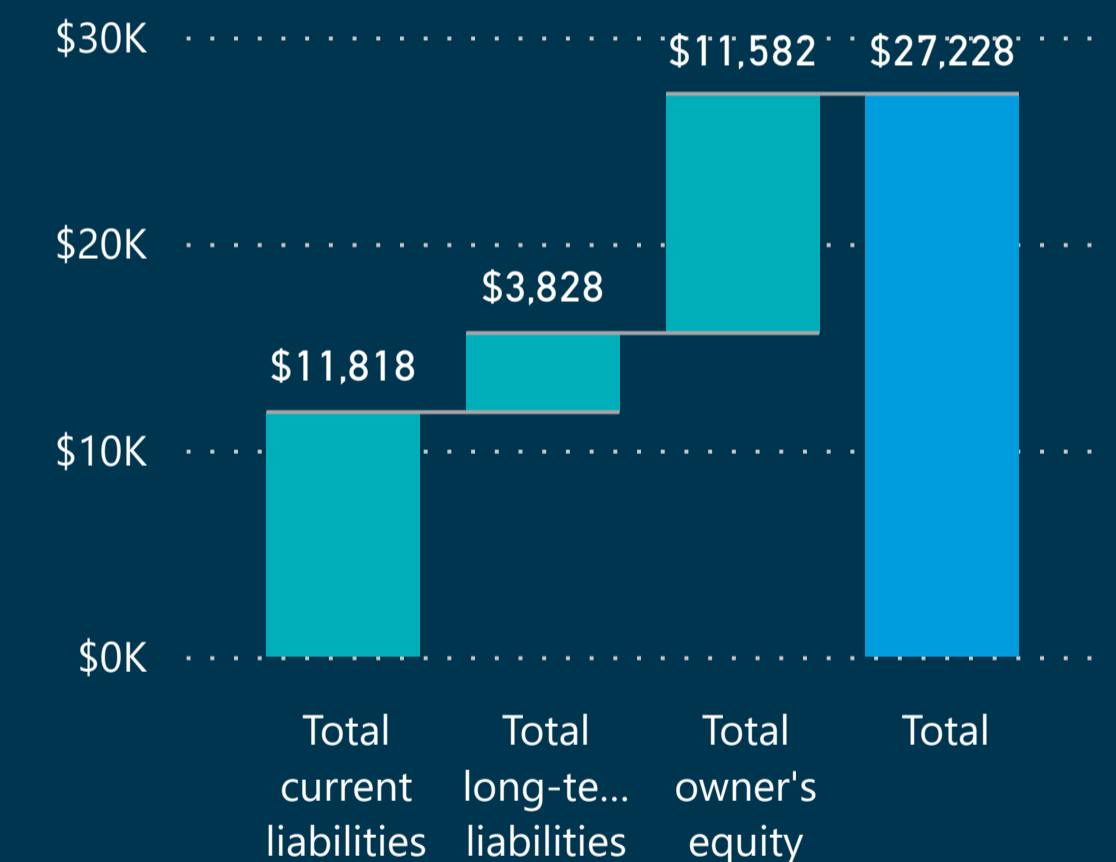
Total Assets

● Increase ● Decrease ● Total



Total Liabilities & Owner's Equity

● Increase ● Decrease ● Total





Review the financial insights of your business

# Cash Flow Statement

Select a year to analyze

- 2015
- 2016
- 2017
- 2018

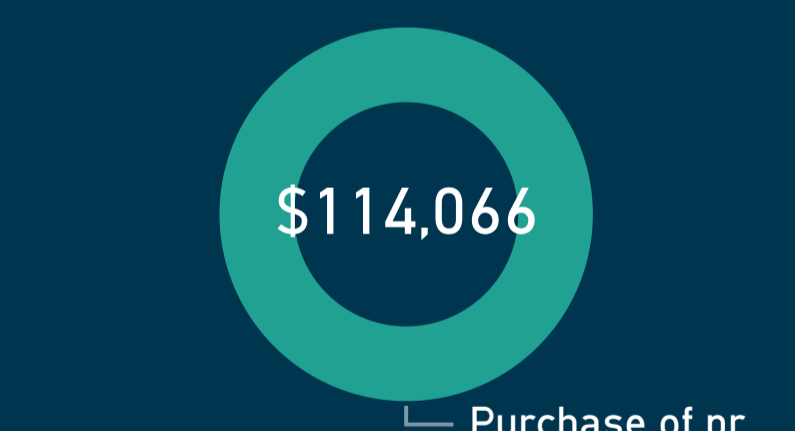
Cash Flow Items	2015	2016	2017	2018
<b>Operations</b>				
Cash receipts from customers	\$797,180	\$916,757	\$1,054,271	\$1,212,411
Cash paid for				
Inventory purchases	\$303,600	\$349,140	\$401,511	\$461,738
General operating expenses	\$128,800	\$148,120	\$170,338	\$195,889
Wage expenses	\$141,450	\$162,668	\$187,068	\$215,128
Interest	\$15,525	\$17,854	\$20,532	\$23,612
Income taxes	\$37,720	\$43,378	\$49,885	\$57,367
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
<b>Investing Activities</b>				
Cash receipts from				
Sale of property and equipment	\$38,640	\$44,436	\$51,101	\$58,767
Collection of principal on loans	\$0	\$0	\$0	\$0
Sale of investment securities	\$0	\$0	\$0	\$0
Cash paid for				
Purchase of property and equipment	(\$86,250)	(\$99,188)	(\$114,066)	(\$131,175)
Making loans to other entities	\$0	\$0	\$0	\$0
Purchase of investment securities	\$0	\$0	\$0	\$0
Net Cash Flow from Investing Activities	\$86,250	\$99,188	\$114,066	\$131,175
<b>Financing Activities</b>				
Cash receipts from				
Issuance of stock	\$23,000	\$26,450	\$30,417	\$34,980
Borrowing	\$40,250	\$46,288	\$53,231	\$61,215
Cash paid for				
Repurchase of stock (treasury stock)	\$0	\$0	\$0	\$0
Repayment of loans	(\$39,100)	(\$44,965)	(\$51,710)	(\$59,466)
Dividends	(\$60,950)	(\$70,093)	(\$80,606)	(\$92,697)
Net Cash Flow from Financing Activities	\$163,300	\$187,795	\$215,964	\$248,359
Net Increase in Cash	\$419,635	\$482,580	\$554,967	\$638,212
Cash at Beginning of Year	\$18,055	\$20,763	\$23,878	\$27,459
Cash at End of Year	(\$401,580)	(\$461,817)	(\$531,090)	(\$610,753)

Cash Flow Items	2015	2016	2017	2018
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
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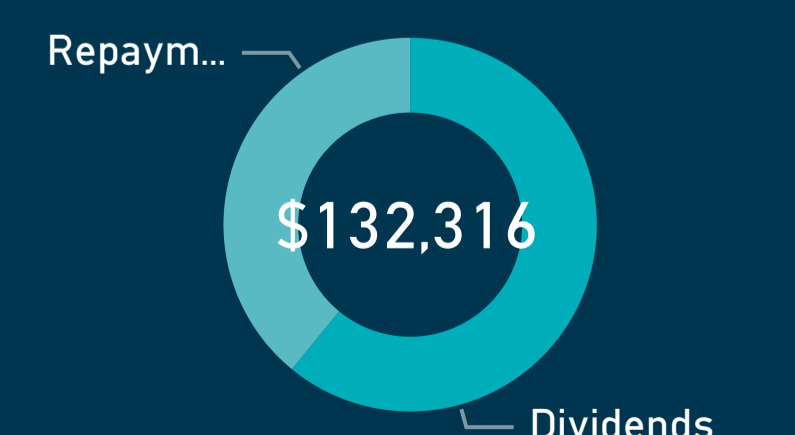
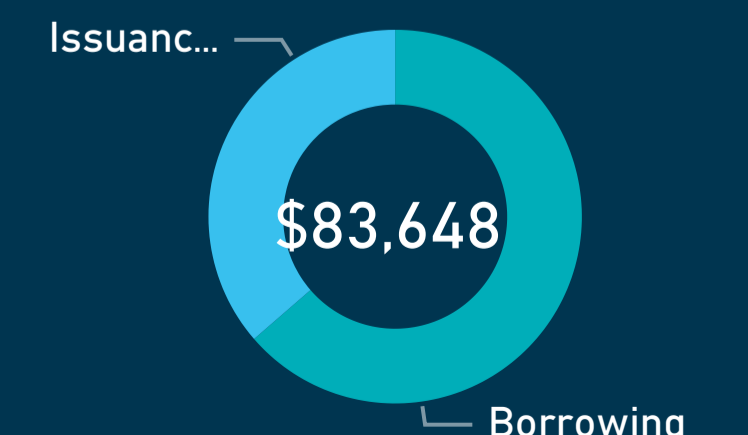
## OPERATIONS ACTIVITIES



## INVESTING ACTIVITIES



## FINANCING ACTIVITIES





Review the financial insights of your business

# Aged Trial Balance

Select a date to analyze

8/11/2018

12/31/2018

Current base date selected for reconciliation -

11 August 2018

Customer Names

All

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
Accord Group	Inv01486	04/11/2018			\$2,422	
	Inv01667	03/03/2019				\$7,239
	Inv02341	10/09/2018	\$1,738			
Actavis Company	Inv00353	04/12/2018				\$1,597
	Inv01751	01/11/2018			\$3,698	
	Inv02599	02/12/2018				\$7,408
Aibox Company	Inv02824	17/10/2018			\$6,809	
	Inv00472	23/03/2019				\$1,579
	Inv00608	14/11/2018				\$4,964
	Inv00801	24/04/2019				\$4,459
	Inv01302	28/10/2018			\$5,036	
	Inv01511	08/05/2019				\$3,973
	Inv01931	27/11/2018				\$7,672
	Inv01943	06/03/2019				\$3,888
	Inv02162	02/12/2018				\$7,588
Aimbo Corp	Inv02805	10/01/2019				\$6,270
	Inv00494	12/09/2018		\$6,823		
	Inv01075	16/04/2019				\$4,433
	Inv01494	21/12/2018				\$9,577
	Inv02661	04/02/2019				\$10,390
	Inv02723	07/12/2018				\$3,488
Aldi Ltd	Inv00241	23/11/2018				\$5,180
	Inv01389	11/12/2018				\$3,324
	Inv01639	03/02/2019				\$3,671
Alembic Ltd	Inv01672	18/11/2018				\$7,936
	Inv00572	26/09/2018		\$5,376		
	Inv01527	21/09/2018		\$4,464		
	Inv01607	15/11/2018				\$9,539
	Inv00628	11/11/2018				\$10,238
	Inv01319	10/10/2018		\$5,049		
American Corp	Inv00135	06/10/2018		\$1,689		
	Inv01259	23/08/2018	\$9,063			
	Inv01587	26/10/2018			\$5,911	
	Inv02236	03/11/2018			\$6,905	
	Inv02558	28/01/2019				\$4,939
	Inv00036	22/12/2018				\$9,647
Amerisourc Corp	Inv01217	03/10/2018		\$6,215		

Groups	Receivables Per Group
Age 1 - 30 Days	\$492,439
Age 31 - 60 Days	\$558,935
Age 61 - 90 Days	\$660,440
Age 90+ Days	\$2,306,798

OUTSTANDING  
INVOICES **665**

INVOICES  
VALUE **\$4.01M**

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
Mita Corp	Inv01100	12/08/2018	1	\$3,644
Unit Ltd	Inv00146	12/08/2018	1	\$6,046
Devpoint Group	Inv01339	13/08/2018	2	\$4,547
Eayo Company	Inv01438	13/08/2018	2	\$4,897
Kazu Corp	Inv01170	13/08/2018	2	\$9,674
True Ltd	Inv02821	13/08/2018	2	\$4,746
Aromaticos Company	Inv01782	14/08/2018	3	\$4,950
Yombu Corp	Inv01689	14/08/2018	3	\$9,769
Linkbuzz Ltd	Inv01172	15/08/2018	4	\$7,938
Roomm Company	Inv00696	15/08/2018	4	\$5,314
Pixoboo Corp	Inv01010	17/08/2018	6	\$9,270
Amerisourc Corp	Inv02225	18/08/2018	7	\$2,541
Topco Company	Inv00072	18/08/2018	7	\$3,490
Walgreen Corp	Inv00923	18/08/2018	7	\$6,498
Wordpedia Ltd	Inv02387	18/08/2018	7	\$7,919
Colgate-Pa Group	Inv02053	19/08/2018	8	\$1,559
Epic Group	Inv00891	19/08/2018	8	\$2,520
Safecor Corp	Inv01947	20/08/2018	9	\$7,175
The Ltd	Inv02183	20/08/2018	9	\$5,894
Buzzshare Company	Inv00125	21/08/2018	10	\$5,413
Trunyx Ltd	Inv02424	21/08/2018	10	\$7,154
Johnson Ltd	Inv02304	22/08/2018	11	\$10,334
Pixoboo Corp	Inv02684	22/08/2018	11	\$6,124
Zoomdog Corp	Inv01832	22/08/2018	11	\$5,436
Zooxo Ltd	Inv00458	22/08/2018	11	\$1,816
American Corp	Inv01259	23/08/2018	12	\$9,063
Linkbuzz Ltd	Inv01062	23/08/2018	12	\$5,858

Total



Review the financial insights of your business

# Revenue Insights

12/23/2016

2/17/2018

Territory

Multiple selections

Channel

Multiple selections

Product Groups

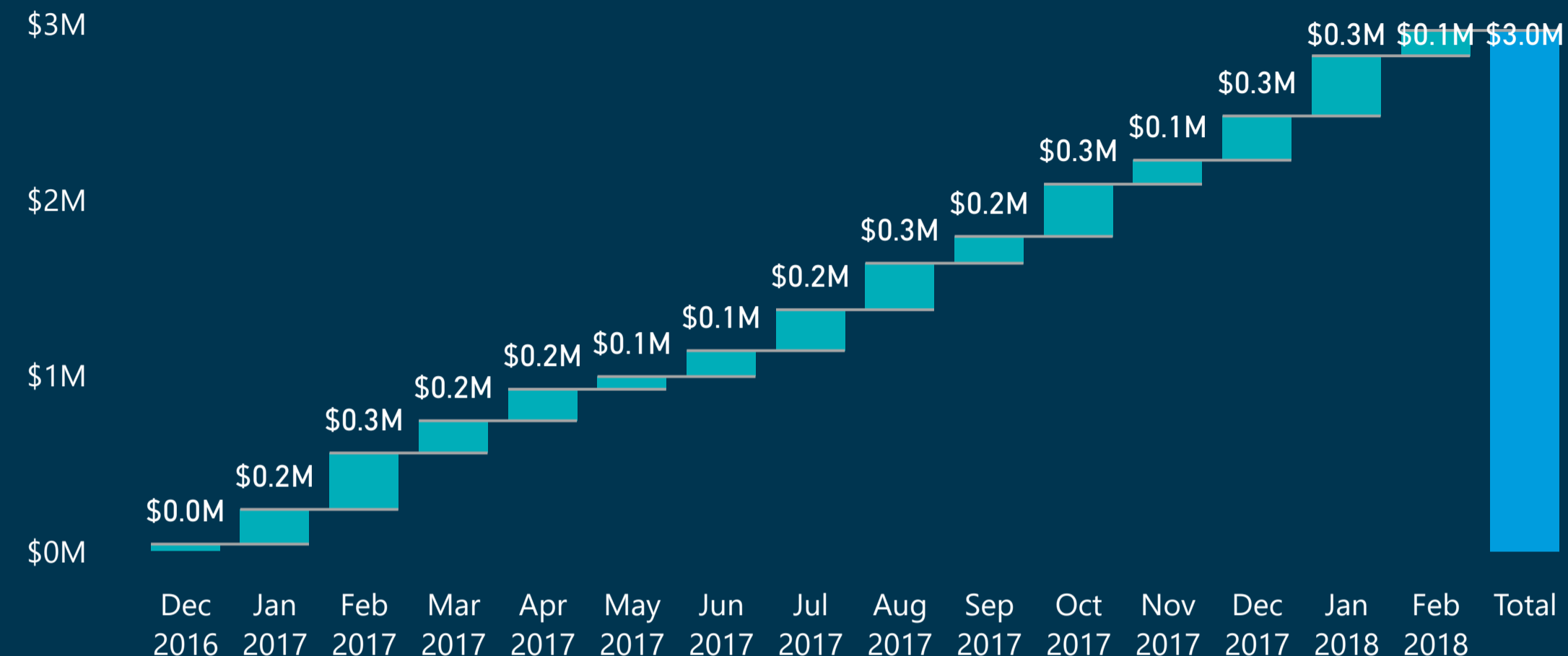
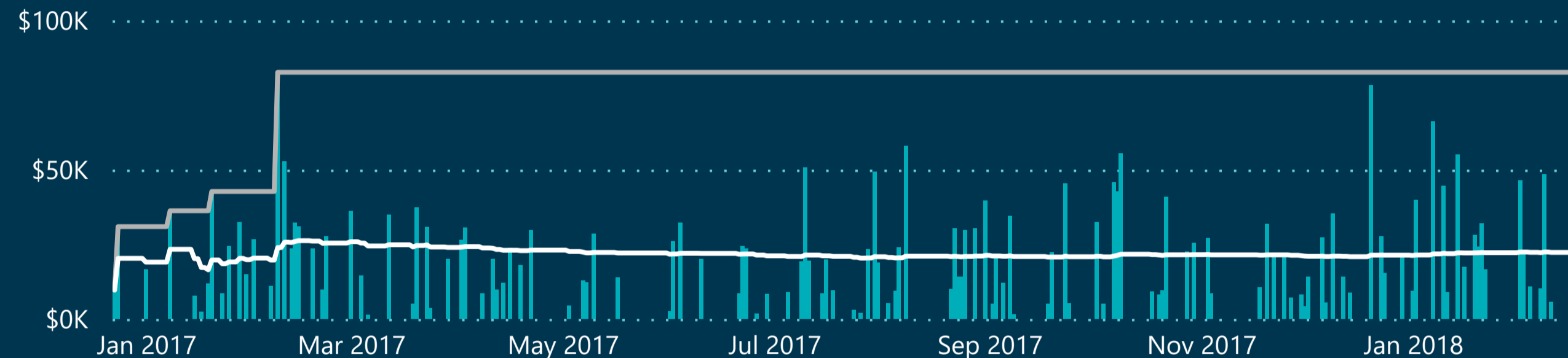
Top Products

Total Sales by Month & Year

● Increase ● Decrease ● Total

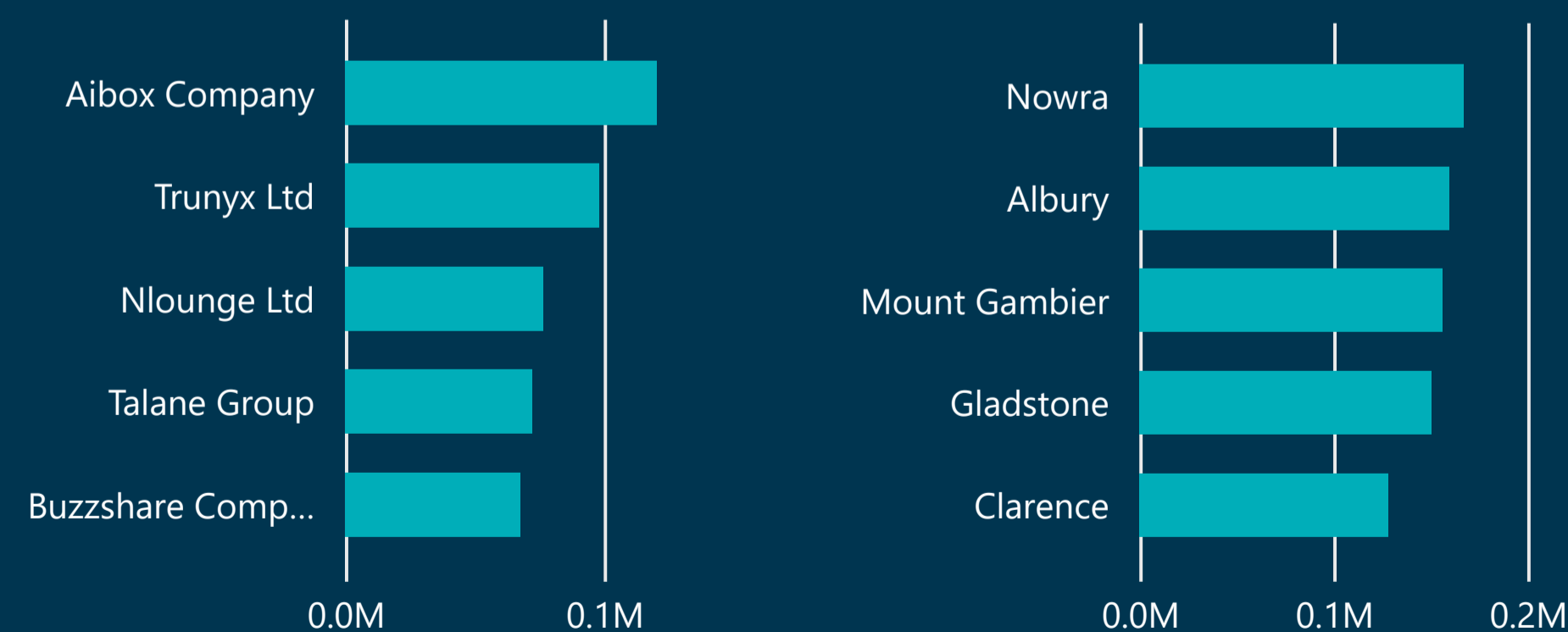
Total Sales, Previous Highest Sale and Rolling Average Sale by Date

● Total Sales ● Previous Highest Sale ● Rolling Average Sale

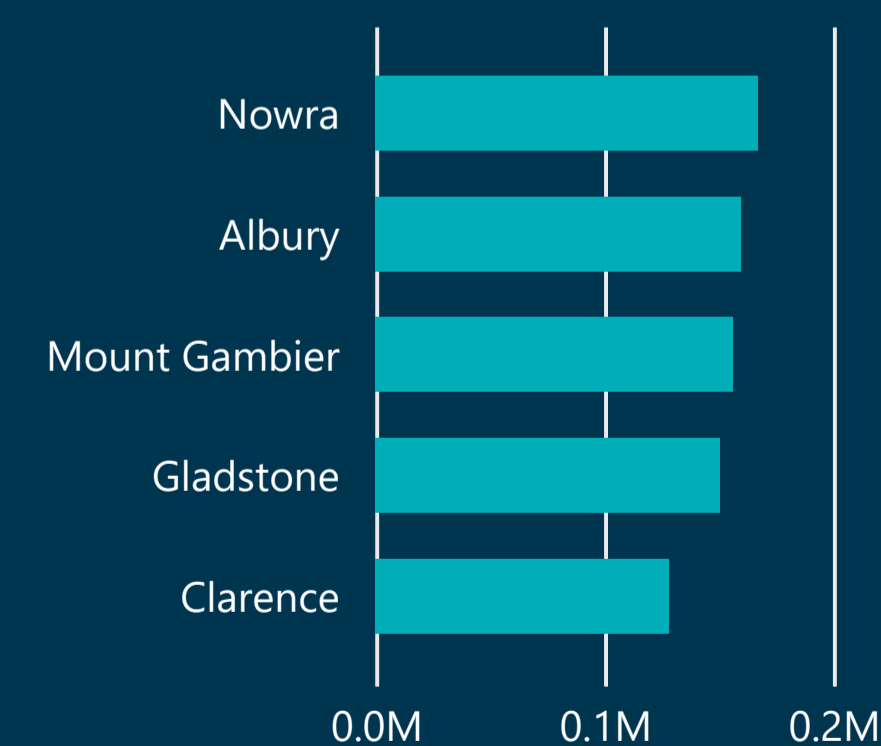


Date	City	Territory	Product Name	Customer Names	Total Sales	Total Profits	Profit Margin
12/23/2016	Maitland	New South Wales	Product 14	Realpoint Corp	\$9,648.00	\$3,859	40%
12/24/2016	Nowra	New South Wales	Product 13	Mylan Corp	\$30,913.80	\$10,202	33%
1/1/2017	Adelaide	South Australia	Product 13	Unit Ltd	\$16,508.80	\$6,273	38%
1/8/2017	Albury	New South Wales	Product 25	H Ltd	\$23,758.20	\$4,514	19%
1/8/2017	Nowra	New South Wales	Product 26	Voolia Ltd	\$12,462.00	\$5,982	48%
1/15/2017	Whyalla	South Australia	Product 25	Mylan Corp	\$7,644.70	\$1,835	24%
1/17/2017	Orange	New South Wales	Product 26	Aldi Ltd	\$2,284.70	\$1,142	50%
1/19/2017	Murray Bridge	South Australia	Product 14	Muxo Group	\$11,859.00	\$6,048	51%
1/20/2017	Launceston	Tasmania	Product 13	Chatterbri Ltd	\$42,679.00	\$8,536	20%
1/23/2017	Devonport	Tasmania	Product 26	Zoonder Group	\$8,629.60	\$2,244	26%
1/25/2017	Bathurst	New South Wales	Product 25	Skinder Group	\$24,388.00	\$12,926	53%
1/28/2017	Nowra	New South Wales	Product 25	Roberts Company	\$32,320.80	\$13,898	43%
1/30/2017	Broken Hill	New South Wales	Product 14	Realbuzz Ltd	\$14,914.20	\$4,623	31%
2/1/2017	Newcastle	New South Wales	Product 26	WOONSOCKET Corp	\$8,562.60	\$2,226	26%
2/1/2017	Tweed Heads	New South Wales	Product 25	Podcat Corp	\$18,150.30	\$10,527	58%
2/6/2017	Dubbo	New South Wales	Product 25	SAFEWAY Ltd	\$11,055.00	\$5,417	49%

Top 5 Customers by Customer Names



Top 5 Cities by City



TOTAL SALES \$3.0M TOTAL PROFITS \$1.1M PROFIT MARGINS 36%