



**ANNUAL
REPORT**

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EXECUTIVE SUMMARY

	2017	2018	+/-	% +/-
Total Income	49,277	169,260	119,983	2
Cost of Goods Sold	3,269	71,368	68,099	21
Gross Profit	46,008	97,893	51,884	1
Total Expense	28,265	72,631	44,366	2
Net Operating Income	17,744	25,262	7,518	0
Net Profit	17,744	25,543	7,799	0
Gross Profit Margin	1	1		
Net Profit Margin	0	0		

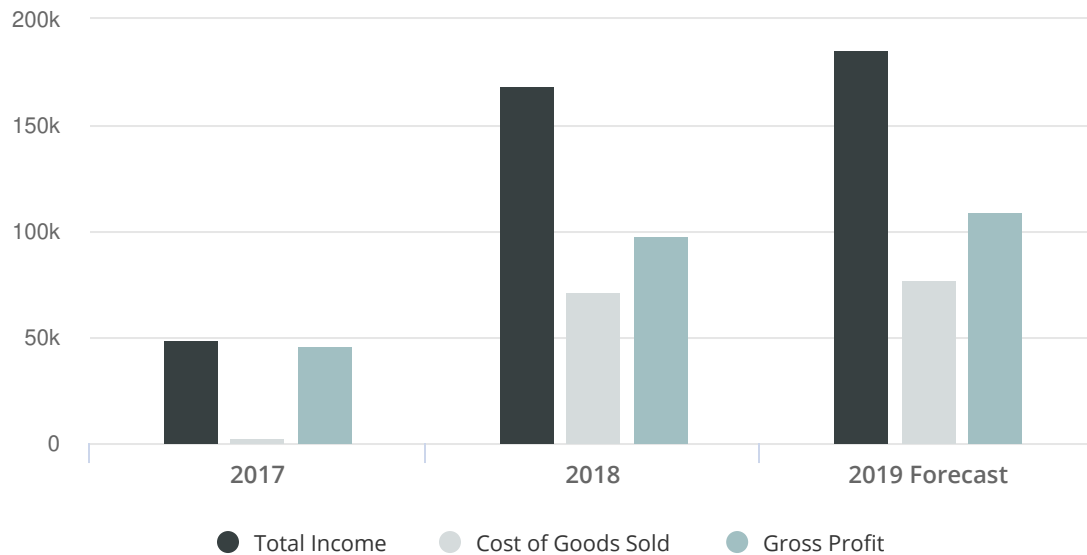
⬆️ **total income**
\$549.7k

⬆️ **cost of goods sold**
\$180.1k

⬆️ **gross profit**
\$369.6k



2017 // 2018 // 2019



total income

+10%

forecasted growth

cost of goods sold

+8%

forecasted growth

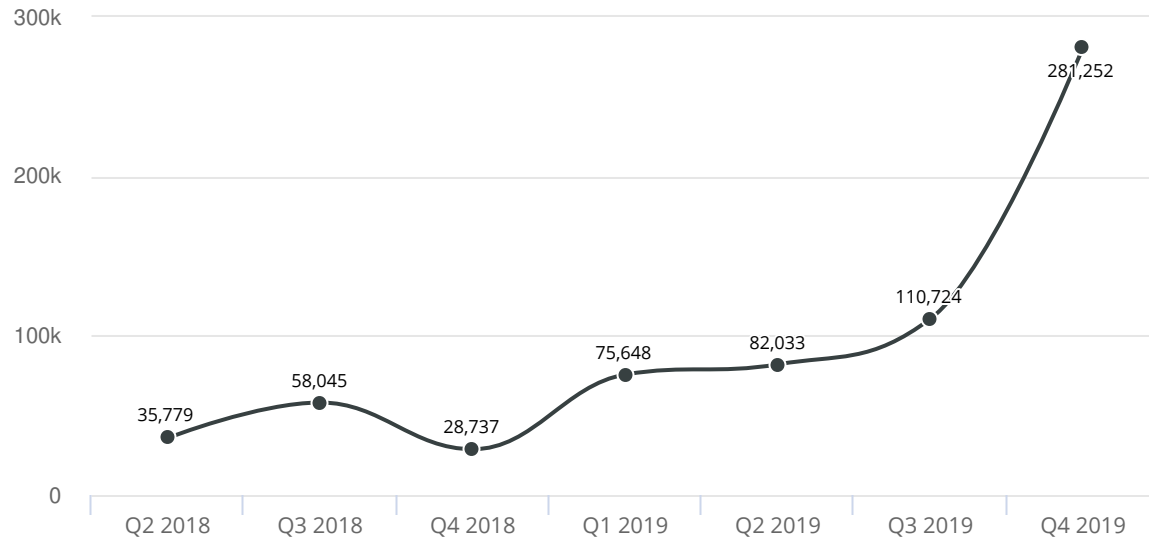
gross profit

+11.5%

forecasted growth



QUARTERLY SALES TREND



new sales record

Q3 2018

seasonal drop

Q4 2018

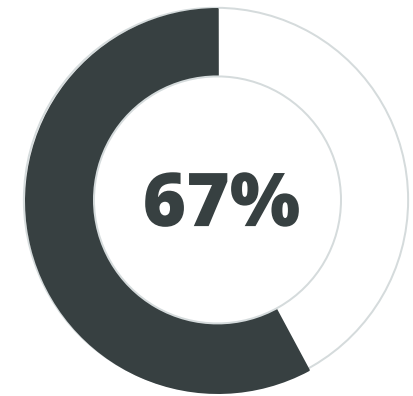
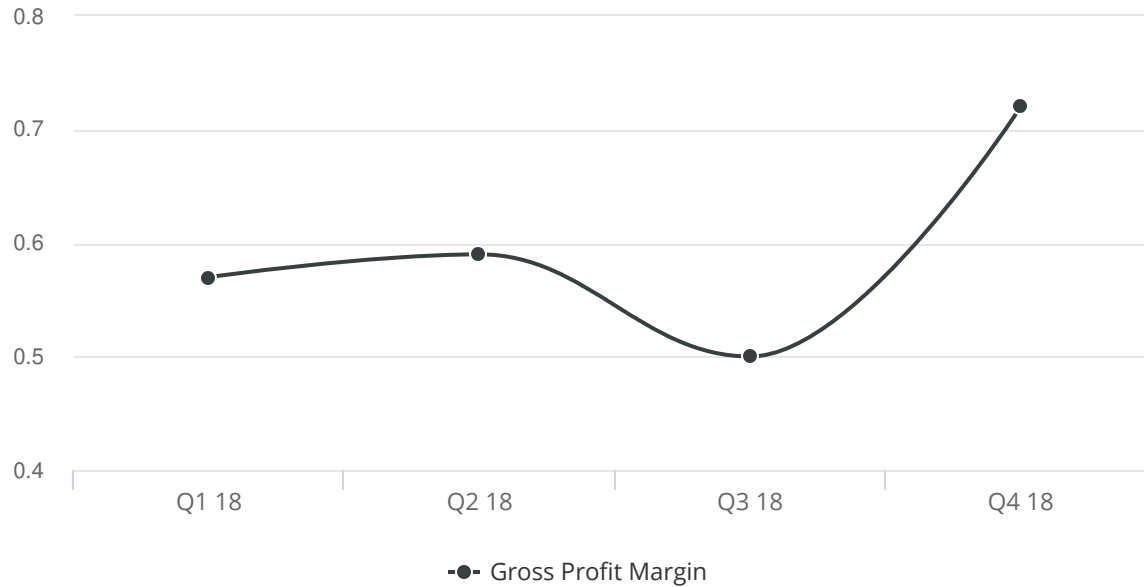
Q3 2019 forecast

\$111k



GROSS PROFIT MARGIN

QUARTERLY TREND



GROSS PROFIT MARGIN
2018

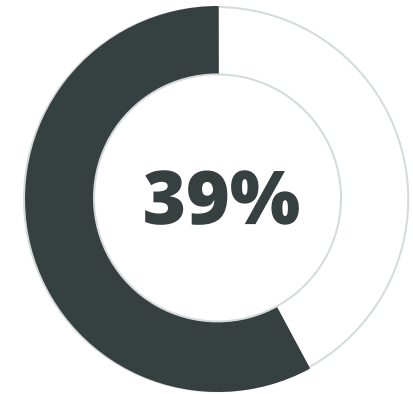
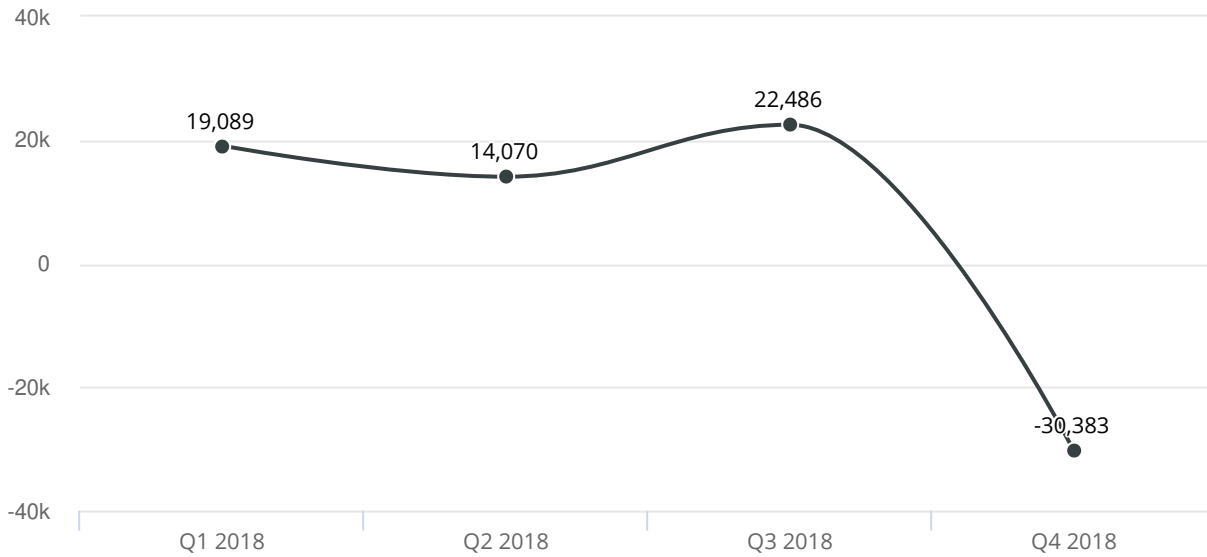
↓ **35%**

FROM 93% IN 2017



NET PROFIT MARGIN

QUARTERLY TREND



NET PROFIT MARGIN
2018

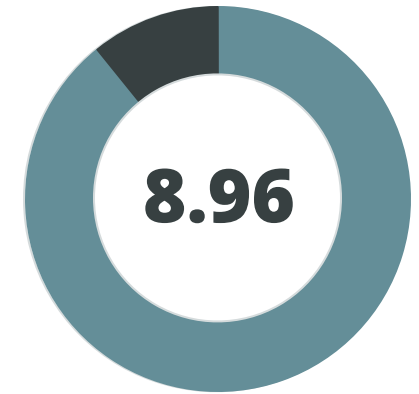
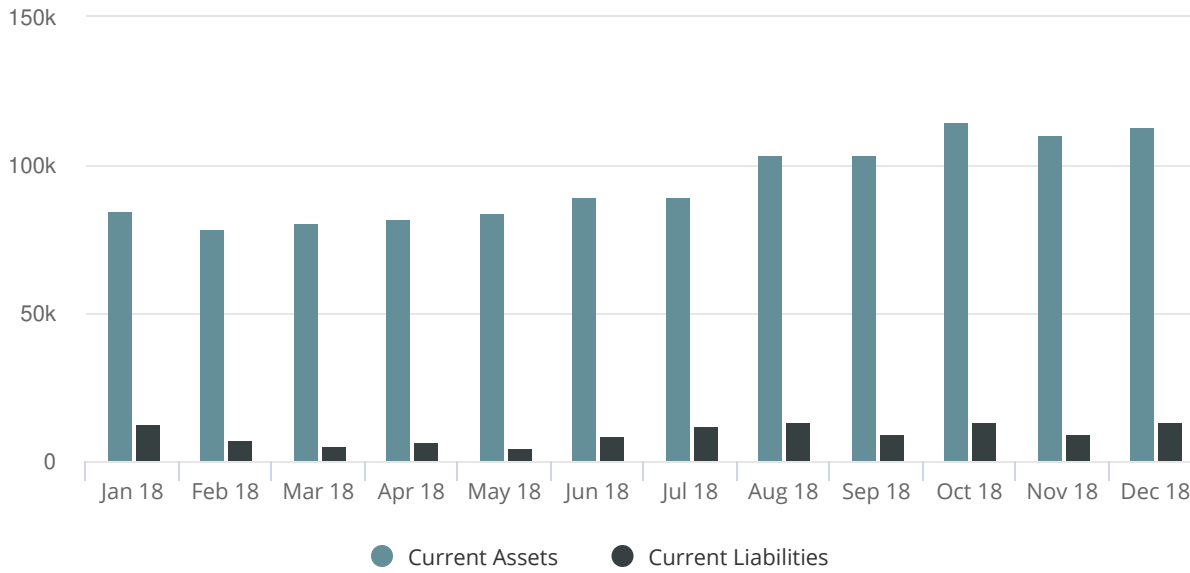
↓ **21%**

FROM 36% IN 2017



BALANCE SHEET SUMMARY

CURRENT ASSETS vs CURRENT LIABILITIES



CURRENT RATIO

↑ 5.98

FROM 2.26 IN 2017



BALANCE SHEET SUMMARY

	2017	2018	Change
Assets	581,860	536,408	-45,452
Current Assets	113,986	112,969	-1,016
Bank Accounts	40,442	53,191	12,749
Accounts Receivable	49,024	21,249	-27,775
Other Current Assets	24,520	38,529	14,009
Fixed Assets	466,154	421,718	-44,436
Other Assets	1,720	1,720	
Liabilities and Equity	581,860	536,408	-45,452
Liabilities	506,372	435,377	-70,995
Current Liabilities	50,476	13,702	-36,774
Accounts Payable	20,119	13,100	-7,019
Credit Card	21,884	530	-21,354
Other Current Liabilities	8,473	72	-8,401
Long-Term Liabilities	455,896	421,675	-34,221
Equity	75,488	101,031	25,543
Net Income			
Opening Bal Equity			

