



XYZ LTD.

PROFIT & LOSS STATEMENT

For the month that ended 1/31

Gross margin [L / J]

52.12%

Return on sales [T / J]

3.31%

Sales revenue

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
Product/Service 1	\$20,155.00	\$8,512.00	\$9,121.00	35.3%	-54.7%	7.2%
Product/Service 2	\$15,123.00	\$6,879.00	\$7,792.00	30.2%	-48.5%	13.3%
Product/Service 3	\$9,876.54	\$8,489.00	\$8,893.00	34.5%	-10.0%	4.8%
Total sales revenue [J]	\$45,154.54	\$23,880.00	\$25,806.00		-42.8%	8.1%

Cost of sales

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
Product/Service 1	\$4,541.00	\$5,412.00	\$5,412.00	21.0%	19.2%	0.0%
Product/Service 2	\$2,365.00	\$3,658.00	\$3,400.00	13.2%	43.8%	-7.1%
Product/Service 3	\$3,234.00	\$3,345.00	\$3,545.00	13.7%	9.6%	6.0%
Total cost of sales [K]	\$10,140.00	\$12,415.00	\$12,357.00		21.9%	-0.5%
Gross profit [L] = [J] - [K]	\$35,014.54	\$11,465.00	\$13,449.00			17.3%

Operating expenses

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
Sales and marketing						
Advertising	\$232.00	\$324.00	\$324.00	1.3%	39.7%	0.0%
Direct marketing	\$321.00	\$515.00	\$415.00	1.6%	29.3%	-19.4%
Other expenses (specify)	\$556.00	\$663.00	\$760.00	2.9%	36.7%	14.6%
Total Sales and marketing [M]	\$1,109.00	\$1,502.00	\$1,499.00		35.2%	-0.2%

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
Research and development						
Technology licenses	\$1,645.00	\$1,452.00	\$1,400.00	5.4%	-14.9%	-3.6%
Patents	\$1,024.00	\$1,245.00	\$945.00	3.7%	-7.7%	-24.1%
Other expenses (specify)	\$196.00	\$395.00	\$295.00	1.1%	50.5%	-25.3%
Total Research and dev. [N]	\$2,865.00	\$3,092.00	\$2,640.00		-7.9%	-14.6%

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
General and administrative						
Wages and salaries	\$2,612.00	\$2,850.00	\$2,850.00	11.0%	9.1%	0.0%
Outside services	\$150.00	\$160.00	\$155.00	0.6%	3.3%	-3.1%
Supplies	\$120.00	\$105.00	\$110.00	0.4%	-8.3%	4.8%
Meals and entertainment	\$250.00	\$280.00	\$295.00	1.1%	18.0%	5.4%
Rent	\$1,505.00	\$1,650.00	\$1,650.00	6.4%	9.6%	0.0%
Telephone	\$110.00	\$110.00	\$110.00	0.4%	0.0%	0.0%
Utilities	\$110.00	\$102.00	\$106.00	0.4%	-3.6%	3.9%
Depreciation	\$55.00	\$56.00	\$56.00	0.2%	1.8%	0.0%
Insurance	\$80.00	\$45.00	\$45.00	0.2%	-43.8%	0.0%
Repairs and maintenance	\$135.00	\$150.00	\$168.00	0.7%	24.4%	12.0%
Total general and admin. [O]	\$5,127.00	\$5,508.00	\$5,545.00		8.2%	0.7%
Total operating expenses	\$9,101.00	\$10,102.00	\$9,684.00		6.4%	-4.1%
[P] = [M] + [N] + [O]						
Operations income [Q] = [L] - [P]	\$25,913.54	\$1,363.00	\$3,765.00		-85.5%	176.2%
Other income [R]	\$550.00	\$650.00	\$650.00		18.2%	0.0%

Taxes

	Prior period	Budget	Current period	Current period as % of sales	% Change from prior period	% Change from budget
Income taxes	\$1,250.00	\$2,560.00	\$2,560.00	9.9%	104.8%	0.0%
Payroll taxes	\$850.00	\$950.00	\$950.00	3.7%	11.8%	0.0%
Real estate taxes	\$40.00	\$40.00	\$40.00	0.2%	0.0%	0.0%
Other taxes (specify)	\$10.00	\$10.00	\$10.00	0.0%	0.0%	0.0%
Total taxes [S]	\$2,150.00	\$3,560.00	\$3,560.00		65.6%	0.0%
Net profit [T] = [Q] + [R] - [S]	\$24,313.54	-\$1,547.00	\$855.00		-96.5%	155.3%

BYL'S PROFIT & LOSS STATEMENT EXAMPLE