

Profit and Loss
Brisbane

HiFlex Physio

	Brisbane	
Sales	**Year 20X1**	**Year 20X2**
Casual Attendance	150,000	157,500
Memberships	372,000	409,200
Equipment and Clothing	36,000	36,720
Total Sales	**$ 558,000**	**$ 603,420**
Direct Cost Sales		
Equipment and Clothing	10,800	11,016
Total Cost of Sales	**$ 10,800**	**$ 11,016**
Gross Margin	**$ 547,200**	**$ 592,404**
Gross Margin %	98%	98%
Operating Expenses		
Advertising	100,000	108,140
Bank Service Charges	9,714	9,714
Credit Card Fees	3,600	3,893
Insurances	13,100	13,100
Miscellaneous	1,200	1,298
Head Office Contribution	18,000	$18,000
Payroll	171,750	$180,338
Team Building	18,000	$19,800
Professional Fees	17,800	$17,800
Rent or Lease	38,400	$38,400
Subscription & Dues	3,600	$3,600
Supplies	28,000	$30,279
Taxes & Licenses	2,400	$2,400

	Brisbane	
	Year 20X1	**Year 20X2**
Utilities and Telephone	18,000	$18,900
Equipment Leases	24,000	$24,000
Maintenance	8,000	$8,000
Total Operating Expenses	**$ 475,564**	**$ 497,661**
Profit before Interest and Taxes (EBIT)	**$ 71,636**	**$ 94,743**
Interest	-	-
Corporate Taxes	20,416	27,002
Net Profit (or Net Income)	**$51,220**	**$67,741**