

Profit and Loss
Melbourne

HiFlex Physio

	Melbourne	
Sales	**Year 20X1**	**Year 20X2**
Casual Attendance	305,000	320,250
Memberships	491,000	500,820
Equipment and Clothing	73,000	73,730
Total Sales	**$869,000**	**$894,800**
Direct Cost Sales		
Equipment and Clothing	21,900	22,119
Total Cost of Sales	**$21,900**	**$22,119**
Gross Margin	**$847,100**	**$872,681**
Gross Margin %	97%	97%
Operating Expenses		
Advertising	93,000	102,300
Bank Service Charges	10,200	10,200
Credit Card Fees	6,000	6,178
Insurances	24,000	24,000
Miscellaneous	-	-
Head Office Contribution	30,000	30,000
Payroll	300,000	315,000
Team Building	6,000	7,200
Professional Fees	12,000	12,000
Rent or Lease	72,000	72,00
Subscription & Dues	3,000	3,000
Supplies	59,000	60,752
Taxes & Licenses	2,400	2,400

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	Melbourne	
	Year 20X1	**Year 20X2**
Utilities and Telephone	60,000	61,781
Equipment Leases	48,000	48,000
Maintenance	18,000	18,000
Total Operating Expenses	**$743,600**	**$772,811**
Profit before Interest and Taxes (EBIT)	**$103,500**	**$99,870**
Interest	-	-
Corporate Taxes	29,498	28,463
Net Profit (or Net Income)	**$74,003**	**$71,407**