

Profit and Loss
Sydney

HiFlex Physio

	Sydney	
Sales	**Year 20X1**	**Year 20X2**
Casual Attendance	343,000	377,300
Memberships	471,000	565,200
Equipment and Clothing	82,500	94,875
Total Sales	**$896,500**	**$1,037,375**
Direct Cost Sales		
Equipment and Clothing	24,750	28,463
Total Cost of Sales	**$24,750**	**$28,463**
Gross Margin	**$871,750**	**$1,008,913**
Gross Margin %	97%	97%
Operating Expenses		
Advertising	136,000	157,371
Bank Service Charges	6,000	6,000
Credit Card Fees	6,000	6,943
Insurances	17,000	17,000
Miscellaneous	600	694
Head Office Contribution	30,000	30,000
Payroll	230,000	241,500
Team Building	6,000	6,900
Professional Fees	12,500	12,500
Rent or Lease	36,000	36,000
Subscription & Dues	3,000	3,000
Supplies	15,500	17,936
Taxes & Licenses	2,400	2,400

	Sydney	
	Year 20X1	**Year 20X2**
Utilities and Telephone	12,000	13,886
Equipment Leases	10,800	10,800
Maintenance	8,500	8,500
Total Operating Expenses	**$532,300**	**$571,429**
Profit before Interest and Taxes (EBIT)	**$339,450**	**$437,483**
Interest	-	-
Corporate Taxes	96,743	124,683
Net Profit (or Net Income)	**$242,707**	**$312,800**