

## DASHBOARD - ABC (PTY) LTD

Period: **May/09**

Profit & Loss	Actual	Budget	Variance	Actual YTD	Budget YTD	Variance
Sales	150 937	140 000	10 937	458 048	420 000	38 048
Cost of Sales	31 555	49 000	17 445	157 270	147 000	(10 270)
Gross Profit	119 382	91 000	(6 508)	300 778	273 000	27 778
Expenses	8 546	8 300	(246)	337 310	325 000	(12 310)
Other Income	-	-	-	5 010	-	5 010
Net Income before tax	110 836	82 700	(6 753)	(31 521)	(52 000)	20 479

Top 5 Expenses	Actual	Budget	Variance	Actual YTD	Budget YTD	Variance
Salaries & Wages	35 488	-	(35 488)	212 931	212 000	(931)
Members Salaries	25 395	-	(25 395)	152 368	150 000	(2 368)
Rent Paid	-	-	-	21 000	21 000	-
Leave pay (IS)	-	-	-	13 501	15 000	1 499
Depreciation - Motor vehicles	-	-	-	12 745	12 745	-
	60 883	-	(60 883)	399 800	398 000	(1 800)

Top 5 Customers	YTD	%	Customer Category	GP	GP %
SuperSmart (Pty) Ltd	143 922	48.8%	IBS	110 030	46.8%
IT International	64 445	21.9%	IBS	59 766	25.4%
Metal Mouldings	29 281	9.9%	ACS	40 407	17.2%
Motor Mart	29 127	9.9%	Other	25 124	10.7%
FET College	28 133	9.5%	Other	-	-
	294 908	100.0%		235 327	100.0%

Top 5 Items	YTD	%	Item Category	Quantity	Avg Price
HEAT Service & Support product H001	81 507	28.9%	HEAT	25	407
HEAT Service & Support - Main	81 282	28.8%	Network solutions	22	2 513
Dell Laptop I001	49 658	17.6%	Pastel	10	527
	35 222	12.5%	Commission received	-	-
	34 200	12.1%	CQS	-	-
	281 870	100.0%			

Bottom 5 Items	YTD	%	Item Groups	Quantity	Avg Price
(blank)	-	-	IPCM	-	-
H004	-	-	(blank)	-	-
Upgrade to PV9 08USER WKG	271	31.4%	CQS	-	-
Ram	285	33.0%	IBS	-	-
Mecer 20X Dvd+Rw/Dvd-Rw/Dv	308	35.6%	Excel Solutions	-	-
	864	100.0%			

