

## Profit & Loss Accounts With Budget

	ACTUAL	BUDGET	VARIANCE
<b>SALES</b>			
SALES - SOFTWARE	552,742.00	250,000.00	302,742.00
SALES - HARDWARE	269,240.00	60,000.00	209,240.00
SALES - PERIPHERALS	22,349.28	0.00	22,349.28
SALES - SERVICES	28,231.57	0.00	28,231.57
	872,562.85	310,000.00	562,562.85
<b>SALES ADJUSTMENT</b>			
SALES RETURNS	42,773.40	0.00	42,773.40
DISCOUNT ALLOWED	13,968.00	0.00	13,968.00
	815,821.45	310,000.00	505,821.45
<b>LESS: COST OF SALES</b>			
OPENING STOCKS	600.00	0.00	600.00
PURCHASES	539,507.16	158,000.00	381,507.16
PURCHASES RETURNED	-3,888.00	0.00	-3,888.00
CARRIAGE INWARDS	950.00	3,000.00	-2,050.00
CLOSING STOCKS	-1,300.00	0.00	-1,300.00
	535,869.16	161,000.00	374,869.16
<b>GROSS PROFIT/(LOSS)</b>	279,952.29	149,000.00	130,952.29
<b>ADD: OTHER INCOME</b>			
DISCOUNT RECEIVED	18,128.60	10,000.00	8,128.60
FINANCE CHARGES INCOME	5,782.96	0.00	5,782.96
	303,863.85	159,000.00	144,863.85
<b>LESS: EXPENSES</b>			
ADMINISTRATION EXPENSES	172,968.00	40,750.00	132,218.00
SALES & MARKETING EXPENSES	6,600.00	58,500.00	-51,900.00
	179,568.00	99,250.00	80,318.00
<b>NET PROFIT/(LOSS)</b>	124,295.85	59,750.00	64,545.85