

E-SOLUTION FINANCIAL DEMONSTRATION (SE)
Profit And Loss Statement for the Period
1/6/2003 to 30/6/2003

Revenue	Actual	Budget	Variance
Sales	593,249.21	624,000.00	(30,751)
Less: Sales Discount	(108,293.05)	(116,100.00)	7,807
	484,956.16	507,900.00	(22,944)
Less: Sales Return	(8,890.00)	(9,720.00)	830.00
Net Sales	476,066.16	498,180.00	(22,113.84)
Less: Cost of Goods Sold	369,920.00	357,000.00	(12,920.00)
Gross Profit	106,146.16	141,180.00	(35,033.84)
Add: Other Income	64,177.54	74,446.67	(10,269.13)
Total	170,323.70	215,626.67	(45,302.97)
Expenses			
Distribution Expenses	23,929.00	26,696.40	2,767.40
Finance Expenses	605.60	432.00	(173.60)
Manpower Expenses	80,083.20	80,503.20	420.00
Depreciation	9,481.79	10,537.36	1,055.57
Other Operating Expenses	16,759.00	17,064.00	305.00
Total Expenses	130,858.59	135,232.96	4,374.37
Net Income	39,465.11	80,393.71	(40,928.60)