

# CLIENT DASHBOARD ,XYZ Manuf Inc -July 30,2019

## CORPORATE INCOME TAX

| Tax Year | Status                        | Accountants Comments   |
|----------|-------------------------------|--|
| 2019     | Return due by June 2020       | As discussed with client, we will follow strategy and submit return last week of June, the 2019 provision buildup and set aside balance in the bank account needs to be reassessed again on Dec 31 <sup>st</sup> 2019- |
| 2018     | assessment finalized for 2018 | The issues raised by CRA regarding components of Cost of Goods sold has now been settled and the assessment now reflects our Return for 2018   |

## PERSONAL INCOME TAX – CPC Not engaged for this service

| Tax Year | Status | Accountants Comments |
|----------|--------|----------------------|
| 2019     |        |                      |
| 2018     |        |                      |
|          |        |                      |

## HARMONIZED SALES TAX - HST

| Tax Year | Status | Accountants Comments |
|----------|--------|----------------------|
| 2019     |        |                      |
| 2018     |        |                      |
| 2017     |        |                      |

# CLIENT DASHBOARD , XYZ MNUF Inc – July 30,2019

## BUSINESS CRA ACCOUNT – PAYMENTS & RECEIPTS

| Date | Related to                          | Dues     | Receipts | Balance | Accountants Comments |
|------|-------------------------------------|----------|----------|---------|----------------------|
|      | Payment of Advance Tax Installments | \$35,000 |          |         |                      |
|      | Payment of Tax with Return          | \$0      |          |         |                      |

## UNREAD MAILS

Total Unread mails on Aug 30, 2019 – **15, General Categories**

- Statement of account for current source deductions - PD7A 11 mail
- Confirmation of payment arrangement
- Corporation notice of assessment
- Notice of (re)assessment
- Information returns notice of (re)assessment

## PAYROLL

List of returns on file Reporting year Return type Return status Submission number Report type code Number of slips submitted in the return Date processed  
 2018 T4 Processed 11956019 Original 12019-03-05

## \*CORPORATE OTHER ACCOUNTS

- Refundable Dividend Tax On Hand Balances - \$0.00 – **The company has not earned income from passive investments.**
- General Rate Income Pool Balances - \$0.00
- Non Capital Loss Balance End Dec 31<sup>st</sup>, 2018 – \$232,000 – **Balance after adjustment against other years profits**
- Capital Gains & Losses Amount
- Capital Dividend Account Balances

# CLIENT DASHBOARD , XYZ MANUF Inc – July 31<sup>st</sup> ,2019

## \*PERSONAL OTHER ACCOUNTS

| CCB | RRSP | TFSA | GST/HST credit |
|-----|------|------|----------------|
|     |      |      |                |
|     |      |      |                |

## INVESTMENT INCOME

Sample

| List of returns on file |             |               |                   |                  |   |                |
|-------------------------|-------------|---------------|-------------------|------------------|---|----------------|
| Reporting year          | Return type | Return status | Submission number | Report type code | Number of slips submitted in the return | Date processed |
| 2018                    | T5          | Processed     | 12466254          | Original         | 1                                       | 2019-04-30     |

# CLIENT DASHBOARD ,XYZ Manuf Inc – July 31<sup>st</sup> ,2019

## FINANCIAL HIGHLIGHTS

PROFIT & LOSS STATEMENT  
FOR THE PERIOD JAN - JUL 2019

|                       | *FTM of Jun, 2019 | FTM Jul, 2019 | VAR +/- % | #YTD Jan to Jul 2019 | YTD Jan to Jul 2018 | VAR +/- % | Full year 2018 | ^PROJECTION (Net Profit Before Tax)2019 | VAR +/- % |
|-----------------------|-------------------|---------------|-----------|----------------------|---------------------|-----------|----------------|---|-----------|
| Revenue               | 43,338            | 17,063        | -60.63%   | 354,758              | 417,020             | -14.93%   | 528,763        | 608,154                                 | 15.01%    |
| Cost of goods sold    | 28,250            | 27,223        | -3.64%    | 198,952              | 185,691             | 7.14%     | 300,077        | 340,960                                 | 13.62%    |
| Operating Expenses    | 17,140            | 12,375        | -27.80%   | 84,349               | 100,238             | -15.85%   | 142,410        | 144,598                                 | 1.54%     |
| Net Profit before tax | (2,052)           | (22,535)      | 998.20%   | 71,456               | 131,091             | -45.49%   | 86,276         | 122,596                                 | 42.10%    |

\* FTM-

For the month

# YTD-

Year to date

^PROJECTION  
COMMENTS

Actual Results Jan-Jul 2019 + Average of last 7 months.

1- A discussion on possible opportunities to meet projected sales for 2019 needs to take place

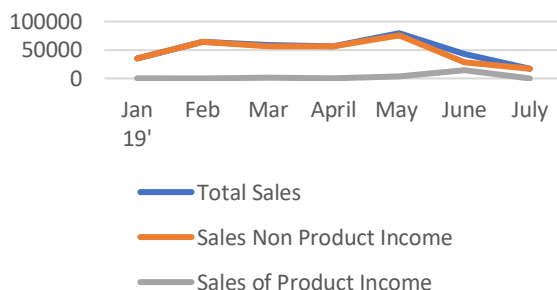
2- Cost of goods sold has grown by 7% despite sales slow down of 15% in 2019

3- CPC along with the management needs to take urgent stock of any Expense items not being recognized yet and could cause a sudden spike in last 5 months (August to December 2019).

### 2019 YEAR END PROJECTIONS

Important : Please be advise the above mentioned projections are based on workings prepared by taking past performance, run rates and one off possibilities. These projections are not guaranteed outcome and should only be used a guideline and one of the tools for decision making, profit management and cash flow management.

### Sales analysis Jan - Jul 2019



7 months profit before tax-2019

\$71,456

12 months profit before tax – 2018

\$ 86,276

# CLIENT DASHBOARD , XYZ Manuf Inc – July 31<sup>st</sup> ,2019

## Behavioral Analysis Cost of goods sold /Sales

| 2019  | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Total   |
|-------|--------|--------|--------|--------|--------|--------|--------|---------|
| Sales | 35,510 | 63,762 | 58,697 | 56,955 | 79,432 | 43,337 | 17,062 | 354,757 |
| CGS   | 25,492 | 20,436 | 33,178 | 39,042 | 25,328 | 28,250 | 27,222 | 198,952 |
| %     | 72%    | 32%    | 57%    | 69%    | 32%    | 65%    | 160%   | 56%     |

| 2018  | Jan    | Feb    | Mar    | Apr     | May    | Jun    | Jul    | Total   |
|-------|--------|--------|--------|---------|--------|--------|--------|---------|
| Sales | 27,762 | 83,832 | 79,008 | 101,504 | 37,956 | 53,363 | 33,592 | 417,020 |
| CGS   | 23,936 | 37,098 | 25,086 | 19,669  | 30,460 | 22,259 | 27,179 | 185,691 |
| %     | 86%    | 44%    | 32%    | 19%     | 80%    | 42%    | 81%    | 45%     |

### Comments:

1- CPC & Management should discuss identification of the fixed and variable portion of Cost of Goods Sold , the CGS/Sales Ratio varies a lot month to month and there is no direct correlation with sales

2- Also the Ratio has gone up in 2019, which in itself is a cause for concern

### EXPENSES ANALYSIS

|                           |  |  |  |
|---------------------------|--|--|--|
| Investigation Costs       |  |  |  |
| Advertising & Promotional |  |  |  |
| Auto                      |  |  |  |
| Bank Charges              |  |  |  |
| Insurance                 |  |  |  |
| Internet                  |  |  |  |
| Office Expenses           |  |  |  |
| Donations                 |  |  |  |

### Behavioral Variance Analysis Jan to June

| 2019    | 2018    | VAR +/- % |
|---------|---------|-----------|
| 198,952 | 185,691 | 7%        |
| 3,892   | 544     | 615%      |
| 74      | 277     | -73%      |
| 568     | 326     | 74%       |
| 9,674   | 9,661   | 0%        |
| 2,361   | 296     | 698%      |
| 67,636  | 89,134  | -24%      |
| 173     | 0       | 0%        |

# CLIENT DASHBOARD XYZ Manuf Inc – July 31<sup>st</sup>, 2019

## Balance Sheet Analysis

UNDER CONSTRUCTION. LAUNCH SEPTEMBER 2019

## Cash Flow Analysis

UNDER CONSTRUCTION. LAUNCH SEPTEMBER 2019

## CLIENT DASHBOARD XYZ Manuf Inc – July 31<sup>st</sup> ,2019

UNDER CONSTRUCTION. LAUNCH SEPTEMBER 2019

### PROJECTED YEAR END POSITION

|                                |  |
|--------------------------------|--|
|                                |  |
| NET PROFIT BEFORE TAX          |  |
|                                |  |
| CORPORATION INCOME TAX PAYABLE |  |
|                                |  |
| HST PAYABLE                    |  |

# CLIENT DASHBOARD – \_\_\_\_\_ – July 31<sup>st</sup>, 2019

| PROSPECTING GOALS 2019 – <span style="color: red;">Under Development</span> |                     |                     |        |
|---|---------------------|---------------------|--------|
| Prospecting Channel Goals   | Prospecting Targets | Conversion to Leads | Client |
| <b>Digital Marketing</b>  |                     |                     |        |
| Telemarketers   |                     |                     |        |
| Client Referral   |                     |                     |        |
| Networking  |                     |                     |        |
| Advertisement   |                     |                     |        |

UNDER CONSTRUCTION. LAUNCH SEPTEMBER 2019

| CPC Professional Fee Client statement 2019 |        |                      |
|--|--------|----------------------|
| Tax Year                                   | Status | Accountants Comments |
| 2018                                       |        |                      |
|  |        |                      |