

Five Year Example
Account analysis

Year end: September 30, 2013

Prepared by	Reviewed by

Description	Map No Number	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$	WP REF
ASSETS															
Current															
Cash	111.1000	148,508	(42.34)	(109,031)	257,539	33.85	65,127	192,412	(69.47)	(437,808)	630,220	79.65	279,423	350,797	
Term deposits	113.1181	471,851	1,461.08	441,625	30,226	(93.44)	(430,638)	460,864	100.00	460,864	-	-	-	-	
Marketable securities	113.1180	-	(100.00)	(99,523)	99,523	100.00	99,523	-	-	-	-	-	-	-	
Accounts receivable	115.1060	-	(100.00)	(278,281)	278,281	47.31	89,372	188,909	(32.46)	(90,809)	279,718	(6.71)	(20,134)	299,852	
Accounts receivable from employees	115.1071	21	(99.54)	(4,558)	4,579	128.95	2,579	2,000	100.00	1,000	1,000	60.51	377	623	
Inventory	125.1120	-	-	-	-	-	-	-	(100.00)	(4,257)	4,257	(23.78)	(1,328)	5,585	
Current portion of loans and notes receivable	118.1240	-	-	-	-	-	-	-	(100.00)	(4,000)	4,000	(65.58)	(7,622)	11,622	
Prepaid expenses	128.1484	11,293	(6.95)	(843)	12,136	(15.49)	(2,225)	14,361	5.12	700	13,661	(4.78)	(686)	14,347	
Other current asset #1	128.1480.01	-	(100.00)	(382)	382	100.00	382	-	-	-	-	-	-	-	
		631,673	(7.47)	(50,993)	682,666	(20.49)	(175,880)	858,546	(7.97)	(74,310)	932,856	36.62	250,030	682,826	
Long term															
Capital assets	15*	354,173	24.98	70,795	283,378	(9.90)	(31,129)	314,507	(6.58)	(22,160)	336,667	(11.81)	(45,098)	381,765	
Other capital assets	16*	-	(100.00)	(1,805)	1,805	100.00	1,805	-	(100.00)	(4,654)	4,654	10.26	433	4,221	
Long term Investments	131.2300	-	(100.00)	(122,721)	122,721	100.00	122,721	-	-	-	-	-	-	-	
		354,173	(13.17)	(53,731)	407,904	29.70	93,397	314,507	(7.86)	(26,814)	341,321	(11.57)	(44,665)	385,986	
TOTAL ASSETS		985,846	(9.60)	(104,724)	1,090,570	(7.03)	(82,483)	1,173,053	(7.94)	(101,124)	1,274,177	19.21	205,365	1,068,812	

Five Year Example
Account analysis

Year end: September 30, 2013

Prepared by	Reviewed by

Description	Map No Number	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$	WP REF
LIABILITIES															
Current															
Accounts payable	215.2620	9,725	(82.14)	(44,734)	54,459	91.49	26,019	28,440	(26.89)	(10,461)	38,901	1.29	496	38,405	
Income taxes payable	217.2680.0*	(40,035)	(2,130.17)	(42,007)	1,972	(105.77)	36,129	(34,157)	368.61	(26,868)	(7,289)	(208.71)	(13,994)	6,705	
Current portion of long term debt	225.2920	-	-	-	-	(100.00)	(9,104)	9,104	(3.94)	(373)	9,477	5.02	453	9,024	
Goods and services tax payable (recoverable)	217.2680.10	8,141	(43.22)	(6,197)	14,338	22.26	2,611	11,727	(56.58)	(15,281)	27,008	3.53	921	26,087	
Wages payable	215.2624	(2,951)	(120.90)	(17,070)	14,119	466.80	11,628	2,491	(71.96)	(6,394)	8,885	40.79	2,574	6,311	
Bonuses payable	215.2626	61,200	-	-	61,200	8.51	4,800	56,400	-	-	56,400	32.71	13,900	42,500	
Employee deductions payable	215.2627	(137)	(200.00)	(274)	137	(94.46)	(2,335)	2,472	15,350.00	2,456	16	(99.90)	(16,281)	16,297	
		<u>35,943</u>	<u>(75.42)</u>	<u>(110,282)</u>	<u>146,225</u>	<u>91.20</u>	<u>69,748</u>	<u>76,477</u>	<u>(42.67)</u>	<u>(56,921)</u>	<u>133,398</u>	<u>(8.21)</u>	<u>(11,931)</u>	<u>145,329</u>	
Long term															
Long Term Debt	231*	-	-	-	-	(100.00)	(9,104)	9,104	(51.00)	(9,477)	18,581	(32.69)	(9,025)	27,606	
Future income taxes	241.3240	(719)	1.27	(9)	(710)	59.19	(264)	(446)	20.54	(76)	(370)	(199.46)	(742)	372	
Due to (from) shareholders	235*	(56,349)	(198.94)	(113,303)	56,954	4,994.28	55,836	1,118	(83.75)	(5,761)	6,879	2,216.16	6,582	297	
Current portion of long term debt (contra debit)	225.3140	-	-	-	-	(100.00)	9,104	(9,104)	(3.94)	373	(9,477)	5.02	(453)	(9,024)	
		<u>(57,068)</u>	<u>(201.47)</u>	<u>(113,312)</u>	<u>56,244</u>	<u>8,269.64</u>	<u>55,572</u>	<u>672</u>	<u>(95.70)</u>	<u>(14,941)</u>	<u>15,613</u>	<u>(18.90)</u>	<u>(3,638)</u>	<u>19,251</u>	
TOTAL LIABILITIES		(21,125)	(110.43)	(223,594)	202,469	162.44	125,320	77,149	(48.23)	(71,862)	149,011	(9.46)	(15,569)	164,580	
SHAREHOLDERS' EQUITY															
Common Shares	271*	100	-	-	100	-	-	100	-	-	100	-	-	100	
		<u>100</u>	<u>-</u>	<u>-</u>	<u>100</u>	<u>-</u>	<u>-</u>	<u>100</u>	<u>-</u>	<u>-</u>	<u>100</u>	<u>-</u>	<u>-</u>	<u>100</u>	
Retained earnings (Deficit) - beginning	274.3660	962,710	(12.15)	(133,092)	1,095,802	(2.60)	(29,263)	1,125,065	24.44	220,933	904,132	18.75	142,780	761,352	
Net income (Loss)	275.3680	44,161	(133.94)	174,262	(130,101)	215.40	(88,852)	(41,249)	(118.67)	(262,182)	220,933	26.41	46,153	174,780	
Dividends declared	276.3700	-	(100.00)	77,700	(77,700)	2,490.00	(74,700)	(3,000)	100.00	(3,000)	-	(100.00)	32,000	(32,000)	
Prior period adjustments	277.3720	-	-	-	-	(100.00)	(14,986)	14,986	100.00	14,986	-	-	-	-	
Refundable income taxes paid	278.3740.01	-	(100.00)	2,239	(2,239)	100.00	(2,239)	-	-	-	-	-	-	-	
Refundable income taxes recovered	278.3740.02	-	(100.00)	(2,239)	2,239	100.00	2,239	-	-	-	-	-	-	-	
		<u>1,006,871</u>	<u>13.39</u>	<u>118,870</u>	<u>888,001</u>	<u>(18.96)</u>	<u>(207,801)</u>	<u>1,095,802</u>	<u>(2.60)</u>	<u>(29,263)</u>	<u>1,125,065</u>	<u>24.44</u>	<u>220,933</u>	<u>904,132</u>	
TOTAL EQUITY		1,006,971	13.38	118,870	888,101	(18.96)	(207,801)	1,095,902	(2.60)	(29,263)	1,125,165	24.43	220,933	904,232	
TOTAL LIABILITIES AND EQUITY		985,846	(9.60)	(104,724)	1,090,570	(7.03)	(82,481)	1,173,051	(7.94)	(101,125)	1,274,176	19.21	205,364	1,068,812	

Five Year Example
Account analysis

Year end: September 30, 2013

Prepared by	Reviewed by

Description	Map No Number	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$	WP REF
TRADE SALES															
Trade sales	311.8000	666,078	2.55	16,585	649,493	(15.38)	(118,085)	767,578	(53.82)	(894,703)	1,662,281	0.19	3,091	1,659,190	
TOTAL TRADE SALES		666,078	2.55	16,585	649,493	(15.38)	(118,085)	767,578	(53.82)	(894,703)	1,662,281	0.19	3,091	1,659,190	
COST OF SALES															
Purchases	421.8320	122,800	(11.60)	(16,117)	138,917	(10.53)	(16,349)	155,266	(68.99)	(345,417)	500,683	(2.07)	(10,573)	511,256	
TOTAL COST OF SALES		122,800	(11.60)	(16,117)	138,917	(10.53)	(16,349)	155,266	(68.99)	(345,417)	500,683	(2.07)	(10,573)	511,256	
GROSS MARGIN		543,278	6.40	32,702	510,576	(16.62)	(101,736)	612,312	(47.29)	(549,286)	1,161,598	1.19	13,664	1,147,934	
EXPENSES															
Advertising and promotion	511.8520	-	(100.00)	(3,211)	3,211	100.00	3,211	-	(100.00)	(5,376)	5,376	(23.41)	(1,643)	7,019	
Amortization	521.8670	-	(100.00)	(125,773)	125,773	95.23	61,350	64,423	(15.19)	(11,539)	75,962	(9.03)	(7,537)	83,499	
Bad debts	515.8590	-	(100.00)	(1,390)	1,390	(65.25)	(2,610)	4,000	7,042.86	3,944	56	100.00	56	-	
Business taxes, licenses and memberships	527.8760	6,217	56.01	2,232	3,985	(4.94)	(207)	4,192	85.82	1,936	2,256	(43.30)	(1,723)	3,979	
Delivery, freight and express	581.9275	316	(54.79)	(383)	699	59.23	260	439	(3.09)	(14)	453	(46.89)	(400)	853	
Equipment rentals	533.8914	2,134	(19.74)	(525)	2,659	53.79	930	1,729	(73.48)	(4,791)	6,520	5.52	341	6,179	
Insurance	523.8690	13,771	(49.36)	(13,425)	27,196	15.29	3,606	23,590	6.19	1,375	22,215	4.48	952	21,263	
Interest and bank charges	525.8710	696	(55.15)	(856)	1,552	41.74	457	1,095	(75.18)	(3,317)	4,412	81.86	1,986	2,426	
Interest on long term debt	525.8714	-	(100.00)	(109)	109	(84.09)	(576)	685	(39.81)	(453)	1,138	620.25	980	158	
Management salaries	537.9065	-	(100.00)	(276,801)	276,801	39.64	78,582	198,219	17.40	29,382	168,837	(0.32)	(543)	169,380	
Meals and entertainment	511.8523	5,297	(59.29)	(7,713)	13,010	10.65	1,252	11,758	(0.86)	(102)	11,860	(37.86)	(7,227)	19,087	
Office	529.8810	4,071	428.02	3,300	771	(69.21)	(1,733)	2,504	(52.93)	(2,816)	5,320	(11.16)	(668)	5,988	
Operating expense #1	581.9270.01	-	-	-	-	-	-	-	(100.00)	(1,970)	1,970	(36.64)	(1,139)	3,109	
Operating expense #2	581.9270.02	33,217	(0.45)	(151)	33,368	29.03	7,508	25,860	(42.44)	(19,064)	44,924	15.37	5,986	38,938	
Professional fees	531.8860	4,927	(22.93)	(1,466)	6,393	25.75	1,309	5,084	0.63	32	5,052	(1.67)	(86)	5,138	
Property taxes	543.9180	-	(100.00)	(107)	107	101.89	54	53	-	-	53	(3.64)	(2)	55	
Rental	533.8910	9,600	-	-	9,600	-	-	9,600	(0.41)	(40)	9,640	9.55	840	8,800	
Repairs and maintenance	535.8960	25,780	(52.39)	(28,365)	54,145	81.70	24,346	29,799	(34.70)	(15,832)	45,631	(3.36)	(1,585)	47,216	
Salaries and wages	537.9060	367,197	770.69	325,024	42,173	(82.43)	(197,805)	239,978	(45.83)	(203,054)	443,032	(4.66)	(21,678)	464,710	
Security	535.9013	422	1.69	7	415	2.98	12	403	11.33	41	362	1.12	4	358	
Sub-contracts	539.9110	-	(100.00)	(20,790)	20,790	18.32	3,219	17,571	273.45	12,866	4,705	(191.91)	9,824	(5,119)	
Supplies	541.9130	12,156	(13.76)	(1,940)	14,096	57.53	5,148	8,948	(52.32)	(9,818)	18,766	(49.72)	(18,555)	37,321	
Telephone	547.9225	5,222	(22.01)	(1,474)	6,696	4.89	312	6,384	(46.79)	(5,614)	11,998	1.73	204	11,794	
Training	531.8876	-	-	-	-	(100.00)	(605)	605	49.38	200	405	(26.36)	(145)	550	

(Continues)

Five Year Example
Account analysis

Year end: September 30, 2013

Prepared by	Reviewed by

Description	Map No Number	2013 \$	2013 % Chg	2013 \$ Chg	2012 \$	2012 % Chg	2012 \$ Chg	2011 \$	2011 % Chg	2011 \$ Chg	2010 \$	2010 % Chg	2010 \$ Chg	2009 \$	WP REF
EXPENSES (Continued)															
Travel	545.9200	1,377	(27.94)	(534)	1,911	15.68	259	1,652	(55.70)	(2,077)	3,729	58.82	1,381	2,348	
Utilities	547.9220	6,719	(17.45)	(1,420)	8,139	17.28	1,199	6,940	16.01	958	5,982	(5.99)	(381)	6,363	
Vehicle	581.9281	-	(100.00)	(12,495)	12,495	110.25	6,552	5,943	-	-	5,943	27.34	1,276	4,667	
TOTAL EXPENSES		499,119	(25.22)	(168,365)	667,484	(0.59)	(3,970)	671,454	(25.94)	(235,143)	906,597	(4.17)	(39,482)	946,079	
INCOME (LOSS) FROM OPERATIONS		44,159	(128.14)	201,067	(156,908)	165.31	(97,766)	(59,142)	(123.19)	(314,143)	255,001	26.33	53,146	201,855	
OTHER INCOME (EXPENSE)															
Dividend income	341.8095	-	(100.00)	(547)	547	100.00	547	-	-	-	-	-	-	-	
Gains (losses) on disposal of assets	361.8210	-	(100.00)	1,984	(1,984)	156.33	(1,210)	(774)	(83.86)	4,022	(4,796)	(8.94)	471	(5,267)	
Interest income	321.8100	-	(100.00)	(19,064)	19,064	60.44	7,182	11,882	47.93	3,850	8,032	(38.96)	(5,126)	13,158	
Other expense #1	581.9270.20	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other expense #2	581.9270.21	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other expense #3	581.9270.22	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other expense #4	581.9270.23	-	-	-	-	-	-	-	-	-	-	-	-	-	
Write-down of marketable securities	361.9980	-	(100.00)	1,181	(1,181)	100.00	(1,181)	-	-	-	-	-	-	-	
Extraordinary items	830.9975	-	-	-	-	-	-	-	-	-	-	-	-	-	
Discontinued operation	850.9985	-	-	-	-	-	-	-	-	-	-	-	-	-	
Legal settlements	830.9976	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL OTHER INCOME (EXPENSE)		-	(100.00)	(16,446)	16,446	48.06	5,338	11,108	243.26	7,872	3,236	(58.99)	(4,655)	7,891	
INCOME (LOSS) BEFORE INCOME TAXES		44,159	(131.44)	(104,724)	(140,462)	192.42	(92,428)	(48,034)	(118.60)	(306,271)	258,237	23.12	48,491	209,746	
INCOME TAXES															
Current income taxes	810.9990.01	-	(100.00)	10,098	(10,098)	50.56	(3,391)	(6,707)	(117.63)	(44,751)	38,044	5.20	1,882	36,162	
Future income taxes	820.9995	-	(100.00)	264	(264)	247.37	(188)	(76)	(89.76)	666	(742)	(37.96)	454	(1,196)	
TOTAL INCOME TAXES		-	(100.00)	10,362	(10,362)	52.76	(3,579)	(6,783)	(118.18)	(44,085)	37,302	6.68	2,336	34,966	
NET INCOME (LOSS)		44,159	(133.94)	174,259	(130,100)	215.39	(88,849)	(41,251)	(118.67)	(262,186)	220,935	26.41	46,155	174,780	