

Site 1 - Sample Fuel

Profit & Loss (Projected)

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July 2023 - June 2024

	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 23 - Jun 24
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Sales													
Diesel	135,523	133,582	128,150	153,480	183,959	144,651	98,844	101,713	104,475	118,411	138,772	121,542	1,563,102
ULP	79,087	68,842	68,300	73,192	72,148	68,113	55,490	60,011	61,771	65,296	67,367	59,033	798,650
V95	18,976	16,640	18,969	21,187	19,695	21,653	18,792	16,296	19,337	7,221	4,331	17,667	200,764
PULP	0	0	0	0	0	0	0	0	0	0	0	21	21
V98	14,031	13,508	15,881	16,613	15,103	16,651	13,164	13,831	15,333	20,618	22,029	14,612	191,374
Autogas	9,074	9,079	7,580	7,806	7,975	7,004	5,917	5,342	5,703	6,273	6,341	5,333	83,427
Lubricants	1,934	1,838	2,218	2,097	2,513	1,919	1,464	1,862	1,167	2,498	2,406	1,547	23,464
Shop Sales	28,756	30,731	33,966	38,434	38,175	39,352	29,444	31,240	35,208	29,427	27,583	23,089	385,403
Other	(162)	(148)	(183)	(135)	(127)	(119)	(127)	(90)	(107)	(164)	(127)	(137)	(1,624)
Total Sales	287,220	274,071	274,880	312,675	339,441	299,224	222,988	230,205	242,887	249,581	268,702	242,707	3,244,581
Direct Costs													
Diesel Purchases	124,964	127,997	121,911	146,220	172,746	129,864	84,096	85,213	83,096	98,528	119,794	104,497	1,398,925
ULP Purchases	74,852	63,510	64,459	68,350	65,457	61,445	49,332	47,941	51,602	54,808	58,162	50,031	709,948
V95 Purchases	17,863	15,352	17,856	19,808	17,871	19,565	16,763	13,721	17,062	6,384	4,023	15,884	182,153
PULP Purchases	127	112	162	128	120	242	134	164	156	42	29	155	1,570
V98 Purchases	13,345	12,579	15,115	15,659	13,847	15,252	11,888	11,218	12,830	17,356	19,257	12,522	170,869
Autogas Purchases	7,845	7,481	6,017	6,429	6,819	6,167	4,711	4,776	4,170	4,684	4,728	4,052	67,879
Lubricants Purchases	1,229	1,049	1,102	1,227	1,521	1,103	827	1,330	1,000	1,640	2,238	1,071	15,338
Shop Stocks Purchases	19,309	19,375	21,793	23,873	23,869	23,928	18,016	19,387	21,388	17,685	16,389	14,923	239,937
Total Direct Costs	259,535	247,456	248,414	281,693	302,250	257,566	185,767	183,751	191,305	201,128	224,620	203,133	2,786,618
Sales Gross Profit	27,685	26,615	26,466	30,982	37,191	41,658	37,222	46,454	51,582	48,453	44,083	39,574	457,963
Sales Gross Profit %	9.64%	9.71%	9.63%	9.91%	10.96%	13.92%	16.69%	20.18%	21.24%	19.41%	16.41%	16.31%	14.11%
Overheads													
Advertising	46	0	0	239	0	226	0	0	0	0	0	0	510
Bank Charges	3,229	2,999	2,174	2,195	3,605	5,313	4,769	3,770	2,415	2,541	1,724	1,963	36,699
Cleaning Costs	6	0	0	64	250	165	79	6	12	114	0	89	784
Freight & Cartage	0	0	0	1,750	0	0	0	0	0	0	0	0	1,750
Hire - Equipment	0	0	0	0	0	0	0	0	0	0	90	0	90
Insurance	0	0	0	0	0	0	0	0	0	0	683	0	683
Labour	16,029	16,438	24,842	15,106	13,648	13,729	14,290	14,457	20,725	13,641	13,449	13,227	189,582
Licences & Fees	650	650	650	2,025	0	1,300	650	650	650	770	710	710	9,415
Office Expenses	9	0	159	0	25	11	11	0	155	13	0	0	383
Rates & Taxes	585	312	312	412	312	649	312	800	312	430	801	312	5,550
Rent	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Repairs & Maintenance	705	531	221	2,691	324	2,275	5,361	778	382	359	2,575	2,572	18,773
Safety Equipment	0	26	0	0	0	0	0	0	0	0	0	0	26
Security	247	45	134	0	0	134	0	0	288	155	134	0	1,136
Sponsorships	0	50	0	0	0	0	0	150	500	50	250	0	1,000
Subscriptions & Memberships	0	0	0	0	0	0	0	250	0	0	400	0	650
Superannuation	1,469	1,464	2,000	1,377	1,396	1,419	1,405	1,482	2,159	1,396	1,416	1,430	18,412
Utilities	2,408	0	0	1,885	0	0	2,282	0	0	1,738	0	0	8,313
Workcover	473	473	473	473	473	473	473	0	0	0	0	683	3,997
Other Costs	(1)	(1)	(441)	1,036	(939)	472	356	176	(21)	(10)	4	29	662
Total Overheads	27,355	24,487	32,025	30,754	20,595	27,665	31,488	24,020	29,078	22,697	23,736	22,514	316,414
OPERATING PROFIT	329	2,127	(5,559)	228	16,596	13,993	5,734	22,434	22,504	25,756	20,347	17,060	141,549
Other Income													
Other Income													
Service Fees	0	0	0	0	0	0	0	113	0	263	0	338	713
Total Other Income	0	0	0	0	0	0	0	113	0	263	0	338	713
Total Other Income	0	0	0	0	0	0	0	113	0	263	0	338	713
Other Expense													
Provisions													
Leave Provisions	(1,145)	(2,145)	(5,408)	(1,210)	(25)	370	(223)	172	555	370	370	370	(7,951)
Total Provisions	(1,145)	(2,145)	(5,408)	(1,210)	(25)	370	(223)	172	555	370	370	370	(7,951)
Total Other Expense	(1,145)	(2,145)	(5,408)	(1,210)	(25)	370	(223)	172	555	370	370	370	(7,951)
EBITDA	1,474	4,272	(151)	1,438	16,621	13,623	5,957	22,375	21,950	25,649	19,977	17,028	150,213
Depreciation													
Plant & Equipment	1,370	1,375	1,355	1,448	1,642	1,697	1,697	1,605	1,741	1,685	1,741	1,791	19,147
Total Depreciation	1,370	1,375	1,355	1,448	1,642	1,697	1,697	1,605	1,741	1,685	1,741	1,791	19,147
EBIT	104	2,898	(1,506)	(9)	14,979	11,926	4,259	20,770	20,208	23,964	18,236	15,236	131,066
Net Finance Costs	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit before Income Tax	104	2,898	(1,506)	(9)	14,979	11,926	4,259	20,770	20,208	23,964	18,236	15,236	131,066
Net Profit after Tax	104	2,898	(1,506)	(9)	14,979	11,926	4,259	20,770	20,208	23,964	18,236	15,236	131,066
Movement in Retained Earnings	104	2,898	(1,506)	(9)	14,979	11,926	4,259	20,770	20,208	23,964	18,236	15,236	131,066
Current Year Retained Earnings	104	3,002	1,496	1,487	16,466	28,392	32,651	53,421	73,630	97,594	115,830	131,066	131,066
Cumulative Retained Earnings	104	3,002	1,496	1,487	16,466	28,392	32,651	53,421	73,630	97,594	115,830	131,066	131,066