Sample Company

Annual management report

Financial year October 2025 to September 2026

Your financial year in figures, compared with the year before

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This is a management report for running the business. It is not the annual financial statements, which your accountant prepares.

Sample Company

Financial year October 2025 to September 2026

Annual management report · compared with October 2024 to September 2025

Source: QuickBooks Online
Built 29 Oct 2026

The year at a glance · compared with the year before

Income	Cost of sales	Gross profit	Overheads	Net profit
R5,259,000	**R3,037,980**	**R2,221,020**	**R1,518,800**	**R680,620**
▲ R590,100 (+12.6%)	▲ R376,707 (+14.2%)	▲ R213,393 (+10.6%)	▲ R151,980 (+11.1%)	▲ R59,433 (+9.6%)
year before R4,668,900	year before R2,661,273	42.2% of income · year before R2,007,627	year before R1,366,820	12.9% margin · year before R621,187

R6,400 in the books this year sits on accounts with no report line, so it is not in these figures.

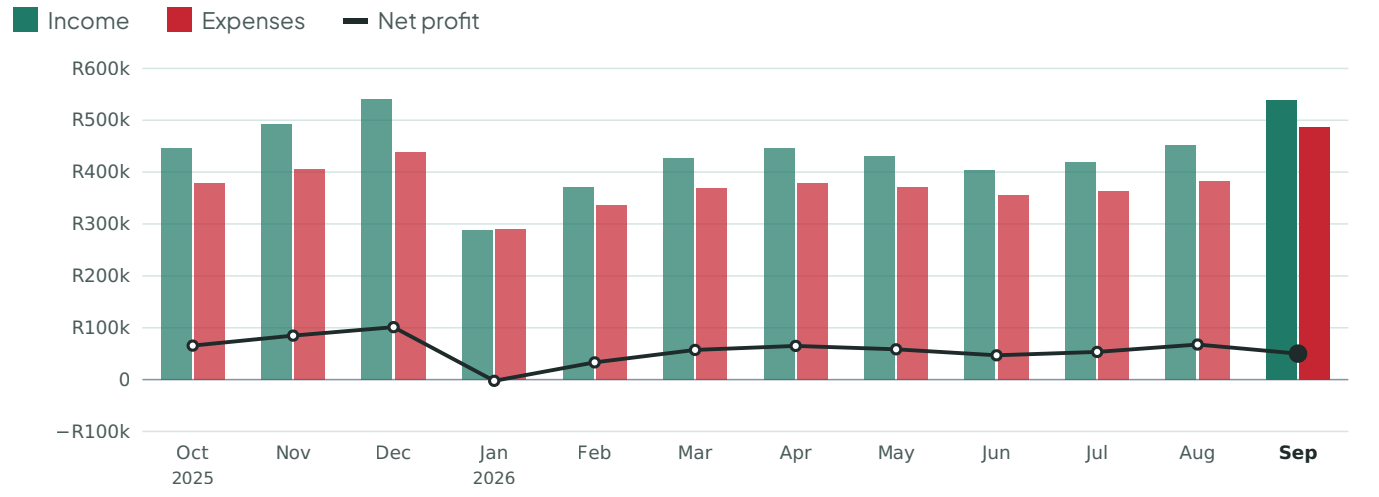
The year in brief

In the financial year October 2025 to September 2026, Sample Company made a net profit of R680,620 on income of R5,259,000, a margin of 12.9%. Income was up R590,100 (+12.6%) on the year before, and the net profit was R680,620 against R621,187 the year before. The best month was December with a profit of R101,030, the weakest January with a loss of R2,530. The biggest cost was Materials at R2,406,900, 53% of expenses. The cost that grew most was Materials, up R305,895 on the year before.

Written by fixed rules from the totals in this report.

Month by month

October 2025 to September 2026



MONTH	INCOME	EXPENSES	NET PROFIT	MARGIN	NET, YEAR BEFORE
October 2025	447,000	379,790	65,410	14.6%	**58,869**
November 2025	492,000	405,440	84,760	17.2%	**76,284**
December 2025	541,000	438,170	101,030	18.7%	**90,927**
January 2026	289,000	289,730	−2,530	-0.9%	**−2,277**
February 2026	372,000	337,040	33,160	8.9%	**29,844**

MONTH	INCOME	EXPENSES	NET PROFIT	MARGIN	NET, YEAR BEFORE
March 2026	428,000	368,960	57,240	13.4%	**51,516**
April 2026	446,000	379,220	64,980	14.6%	**58,482**
May 2026	431,000	370,670	58,530	13.6%	**52,677**
June 2026	404,000	355,280	46,920	11.6%	**42,228**
July 2026	419,000	363,830	53,370	12.7%	**48,033**
August 2026	452,000	382,640	67,560	14.9%	**60,804**
September 2026	538,000	486,010	50,190	9.3%	**53,800**
The year	**5,259,000**	**4,556,780**	**680,620**	**12.9%**	**621,187**

Where the money went

Costs by category for the year, against the year before

CATEGORY	THIS YEAR	SHARE	YEAR BEFORE	CHANGE
Materials Cost of sales	2,406,900	53%	2,101,005	▲ R305,895 (+14.6%)
Staff salaries	960,000	21%	872,000	▲ R88,000 (+10.1%)
Subcontractors Cost of sales	631,080	14%	560,268	▲ R70,812 (+12.6%)
Rent	336,000	7%	305,200	▲ R30,800 (+10.1%)
Vehicles and fuel	162,800	4%	135,120	▲ R27,680 (+20.5%)
Phones, internet and software	60,000	1%	54,500	▲ R5,500 (+10.1%)
Total expenses	**4,556,780**	**100%**	**4,028,093**	**▲ R528,687 (+13.1%)**

Where the money came from

Income by the name on the ledger line, for the year

Bayview Retail	**R1,630,290**
31.0% of income	
Summit Hardware	**R1,525,110**
29.0% of income	
Lakeside Cafe	**R1,051,800**
20.0% of income	
Oakridge Offices	**R631,080**
12.0% of income	
Harbour Trading	**R420,720**
8.0% of income	

Payers this year	**5**
New this year	**none**
Paid the year before, not this year	**none**

Owed at year end

The latest open invoices and bills from the accounting package

Owed to you

Not yet due	**R348,000**
1 to 30 days	**R150,000**
31 to 60 days	**R96,400**
61 to 90 days	**R0**
Over 90 days	**R105,000**
Total	**R699,400**

R105,000 is more than 90 days past due.

Largest

Bayview Retail	**R280,000**
Summit Hardware	**R150,000**
Oakridge Offices	**R105,000**
Lakeside Cafe	**R96,400**
Harbour Trading	**R68,000**

List taken on 5 October 2026 · 5 open items

You owe

Not yet due	**R127,500**
1 to 30 days	**R0**
31 to 60 days	**R0**
61 to 90 days	**R0**
Over 90 days	**R0**
Total	**R127,500**

Largest

Cape Timber Supplies	**R86,000**
Prime Contract Labour	**R41,500**

List taken on 5 October 2026 · 2 open items

Amounts are as recorded in the ledger imported from QuickBooks Online. Every figure and sentence is worked out by fixed code from that ledger.

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