

BUDGET SUMMARY REPORT

2023

Centose Pharmaceuticals

Q1 Q2

Figures include unaudited data; you will generally should not be allowed

Overall financial performance		Q1 Actuals	Q1 Targets	Q2 Actuals	Q2 Targets	Q3 Actuals	Q3 Targets	Notes
Revenue		\$1,200,000.00	\$1,100,000.00	\$1,050,000.00	\$1,200,000.00	\$1,500,000.00	\$1,000,000.00	We exceeded our Q3 revenue target by 50%, due to stronger demand in the West region.
Gross margin		\$150,000.00	\$140,000.00	(\$10,000.00)	\$60,000.00	\$750,000.00	(\$150,000.00)	
Gross margin percentage		12.5%	12.7%	-0.2%	5.0%	50.0%	-15.0%	
Sales from new products		\$200,000.00	\$150,000.00	\$70,000.00	\$900,000.00	\$750,000.00	\$150,000.00	

Regional sales breakdown		Q1 Actuals	Q1 Targets	Q2 Actuals	Q2 Targets	Q3 Actuals	Q3 Targets	Notes
Northeast region		\$400,000.00	\$400,000.00	\$0.00	\$1,000,000.00	\$1,000,000.00	\$1,000,000.00	
Central region		\$400,000.00	\$400,000.00	\$0.00	\$1,000,000.00	\$1,000,000.00	\$0.00	
West region		\$400,000.00	\$300,000.00	\$100,000.00	\$1,400,000.00	\$1,500,000.00	(\$400,000.00)	

Expenses & margins		Q1 Actuals	Q1 Targets	Q2 Actuals	Q2 Targets	Q3 Actuals	Q3 Targets	Notes
Total expenses		\$1,050,000.00	\$1,200,000.00	\$100,000.00	\$100,000.00	\$400,000.00	\$1,000,000.00	
Pre-tax operating profit (loss)		\$150,000.00	(\$100,000.00)	\$10,000.00	\$1,400,000.00	\$1,100,000.00	(\$100,000.00)	
Operating margin		12.5%	-9.1%	0.9%	11.7%	73.3%	-10.0%	

	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Period end cash flow	\$21,000.00	\$10,000.00	(\$11,000.00)	\$15,000.00	\$30,000.00	(\$15,000.00)	Cash flow differential was due to credit settlement of legal disputes with company status on May 15.
Accounts receivable	\$20,000.00	\$21,000.00	(\$1,000.00)	\$20,000.00	\$21,000.00	(\$1,000.00)	
Inventory	\$21,000.00	\$20,000.00	(\$1,000.00)	\$21,000.00	\$20,000.00	(\$1,000.00)	
Total liquid assets	\$75,000.00	\$90,000.00	(\$15,000.00)	\$75,000.00	\$90,000.00	(\$15,000.00)	
Assets required by debt covenants	\$21,000.00	\$21,000.00	\$0.00	\$21,000.00	\$21,000.00	\$0.00	
Debt covenant buffer	\$54,000.00	\$69,000.00	(\$15,000.00)	\$54,000.00	\$69,000.00	(\$15,000.00)	

Other balance sheet items

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Property, plant, and equipment	\$80,000.00	\$75,000.00	\$5,000.00	\$80,000.00	\$75,000.00	\$5,000.00	Differential due to purchases of new testing machines in Phase II.
Accounts payable	\$40,000.00	\$40,000.00	\$0.00	\$40,000.00	\$40,000.00	\$0.00	
Long term liabilities	\$50,000.00	\$51,000.00	(\$1,000.00)	\$50,000.00	\$51,000.00	(\$1,000.00)	
Shareholder equity	\$300,000.00	\$297,000.00	\$3,000.00	\$300,000.00	\$297,000.00	\$3,000.00	

Operating metrics summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Number of defects per 1,000 widgets produced	2.2	2.0	(\$0.2)	1.5	2.0	0.5	Quality issues stem from development team applied on production line 2.
Production capacity - units per month	200,000	170,000	(\$30,000)	1,100,000	1,100,000	(\$0,000)	
Days of sales outstanding	35	33	(\$2)	33	35	(\$2)	
Number of new orders	19	23	4	63	70	7	

Competitive summary		Competitor 1	Competitor 2	Competitor 3	Competitor 4	Others	Notes
Market share		20.00%	25.00%	15.00%	5.00%	35.00%	Market share increased due to strength of new product sales.
Revenue (YTD)		\$1,200,000.00	\$7,000,000.00	\$1,000,000.00	\$1,000,000.00	\$1,000,000.00	
New product introductions (YTD)		\$500,000.00	\$500,000.00	\$0.00	\$200,000.00	\$500,000.00	
Number of field salespeople (estimated)		10	20	15	10	15	

Aldine Usd Budget Summary Report

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