

OUR COMPANY				
Balance Sheet	2018	2017	2018	2017
Cash	20	35	Notes Payable	450
Trade Receivables	320	280	Trade Payables	280
Inventory	330	280	Short-Term Liabilities	730
Short-Term Assets	670	595		610
			Long-Term Financial Debt	1.467
Property, Plant, and Equipment	3.300	3.200	Long-Term Liabilities	1.467
Less Accumulated Depreciation	(480)	(400)		1.719
Long-Term Assets	2.820	2.800	Share capital	600
			Reserves	453
			Earnings	241
			Total Equity	1.294
				1.066
Total Assets	3.490	3.395	Total Liabilities and Equity	3.490
				3.395
Income Statement				
	2018			
Sales	2.100			
- Beginning Inventory	(280)			
- Purchasing costs	(1.390)			
+ Ending Inventory	330			
- Administrative Expenses	(300)			
- Depreciation	(80)			
+/- Non-recurring items	40			
Interest Expense	(50)			
Taxes	(130)			
= Net Income	241			
THE REPRESENTATIVE COMPETITOR				
Balance Sheet	2018	2017	2018	2017
Cash	40	55	Notes Payable	210
Trade Receivables	320	250	Trade Payables	310
Inventory	220	150	Short-Term Liabilities	520
Short-Term Assets	580	455		490
			Long-Term Financial Debt	1.383
Property, Plant, and Equipment	3.500	3.400	Long-Term Liabilities	1.383
Less Accumulated Depreciation	(480)	(400)		1.499
Long-Term Assets	3.020	3.000	Share capital	800
			Reserves	653
			Earnings	244
			Total Equity	1.697
				1.466
Total Assets	3.600	3.455	Total Liabilities and Equity	3.600
				3.455
Income Statement				
	2018			
Sales	1.800			
- Beginning Inventory	(150)			
- Purchasing costs	(1.090)			
+ Ending Inventory	220			
- Administrative Expenses	(300)			
- Depreciation	(80)			
+/- Non-recurring items	5			
Interest Expense	(30)			
Taxes	(131)			
= Net Income	244			