

Quarterly Report

Q4 2023

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Quarterly Report Purpose

A visual understanding of data.

This quarterly financial report provides business insights for QBO Developer LLC. Objective is to show the financial health and performance for Q4 2023 focusing on profitability, efficiency and liquidity.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

P&L statement: This indicates the revenue a business earned over a certain period of time and shows a business's profitability. It includes a net income equal to the revenues and gains minus the expenses and losses.

Balance sheet: This displays a business's financial status at the end of a certain time period. It offers an overview of a business's liabilities, assets, and shareholder equity.

Cash flow statement: Details a business's cash flows during certain time periods and indicates if a business made or lost cash during that period of time.

Takeaways

Q4 2023: Net Profit was \$1.3m.

Q4 2023: Bank Accounts were \$11.4m.

Q4 2023: Net Cash Increase For Period was \$704.3k.

Q4 2023: Net Assets were \$16.1m.

Q4 2023: Gross Profit Margin was 61%.

Q4 2023: Current Ratio was 2.58.

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Quarterly Report

Profit & Loss

"Profit isn't a purpose, it's a result. To have purpose means the things we do are of real value to others."

- Simon Sinek

\$1.3m

Net Profit

Q4 2023: Net Profit was \$68k lower than Q3 2023.

Gross Profit Margin

61%

Q4 2023: Gross Profit Margin was 1% higher than Q3 2023.

Net Profit Margin

34%

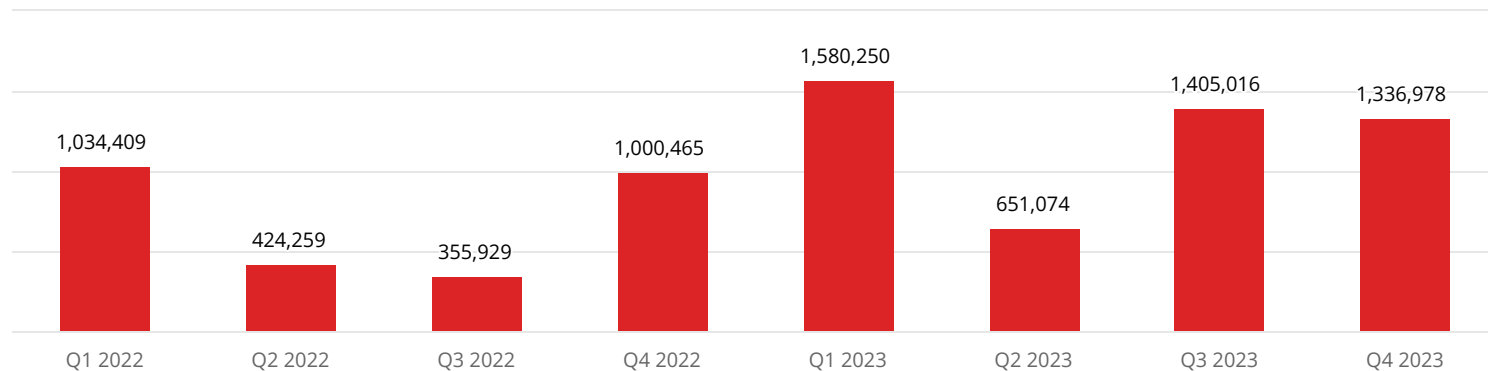
Q4 2023: Net Profit Margin was 1% lower than Q3 2023.

Net Operating Income

\$1.4m

Q4 2023: Net Operating Income was \$104.8k higher than Q3 2023.

Net Profit Quarterly



\$4m

Total Income

Q4 2023: Total Income was \$52.5k lower than Q3 2023.

\$1.5m

Cost of Goods Sold

Q4 2023: Cost of Goods Sold was \$41.1k lower than Q3 2023.

\$2.4m

Gross Profit

Q4 2023: Gross Profit was \$11.4k lower than Q3 2023.

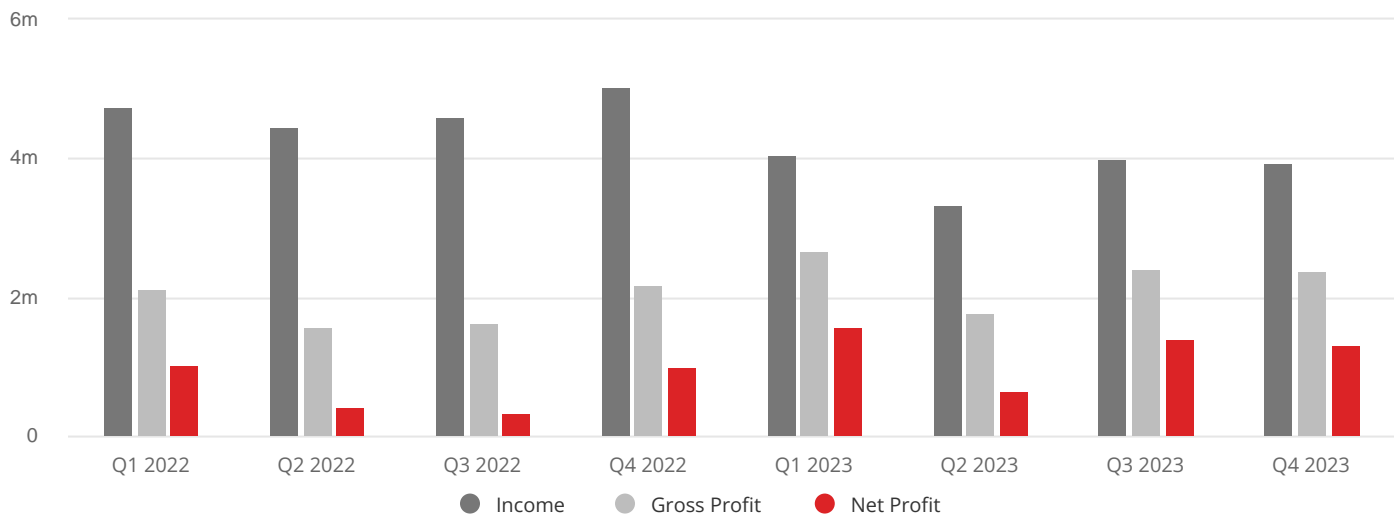
\$1m

Total Expense

Q4 2023: Total Expense was \$116.3k lower than Q3 2023.

"To accomplish great things, we must not only act, but also dream; not only plan, but also believe."
— Anatole France

Profit & Loss Summary Quarterly

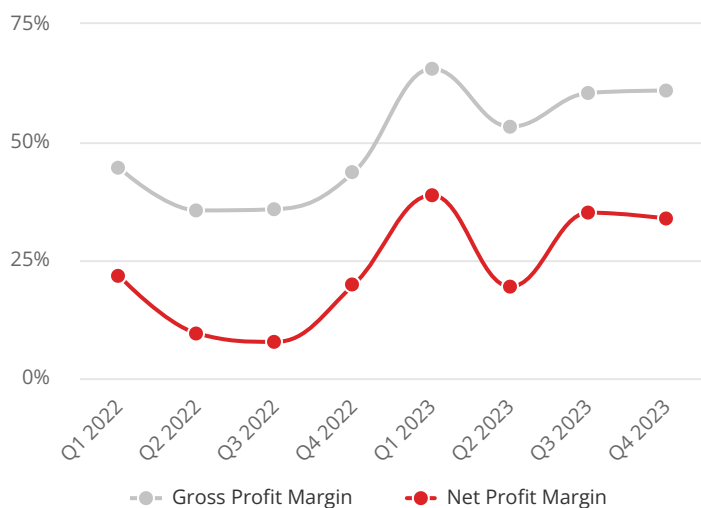


	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Income	4,077,340	3,357,786	4,005,202	3,952,654
Cost of Goods Sold	1,404,634	1,569,209	1,585,254	1,544,155
Gross Profit	2,672,706	1,788,577	2,419,948	2,408,499
Total Expense	996,098	1,065,587	1,120,729	1,004,458
Net Operating Income	1,676,608	722,990	1,299,219	1,404,041
Total Other Income	69,868	20,862	229,802	60,974
Total Other Expense	166,226	92,778	124,005	128,037
Net Profit	1,580,250	651,074	1,405,016	1,336,978

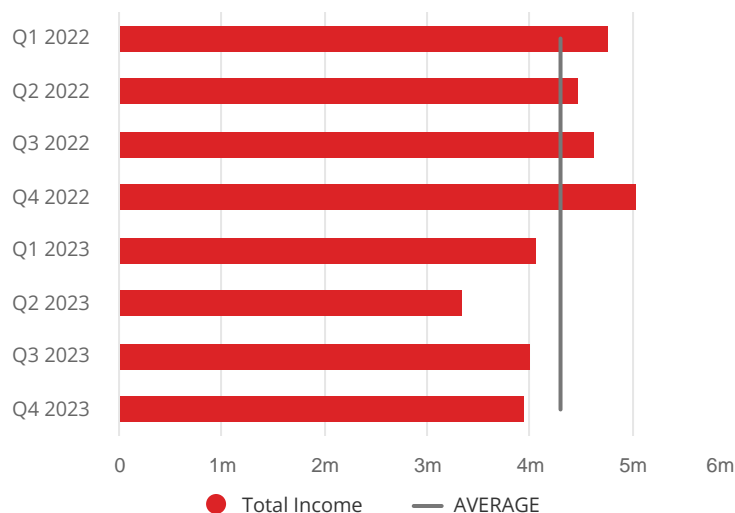
Profitability Trends

"Business is a game of chess, think carefully before each move and make every move count."

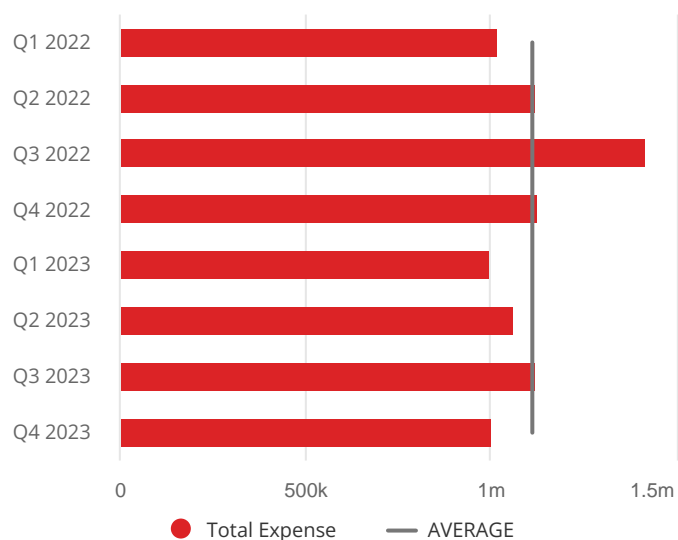
Profit Margins



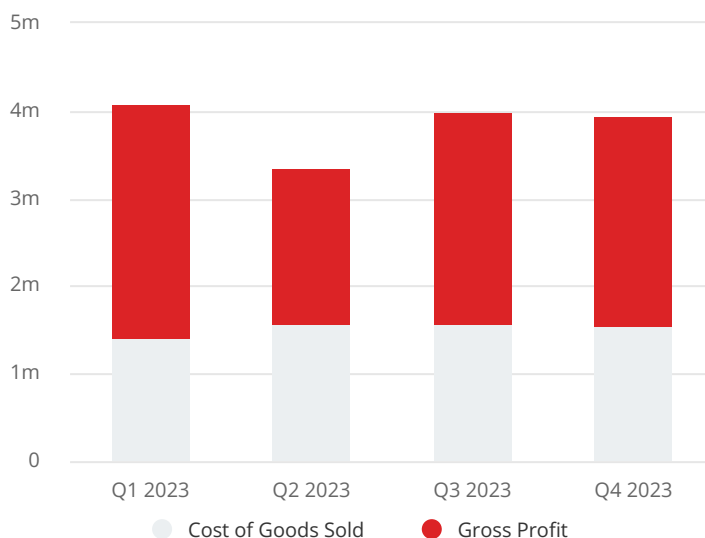
Total Income



Total Expense

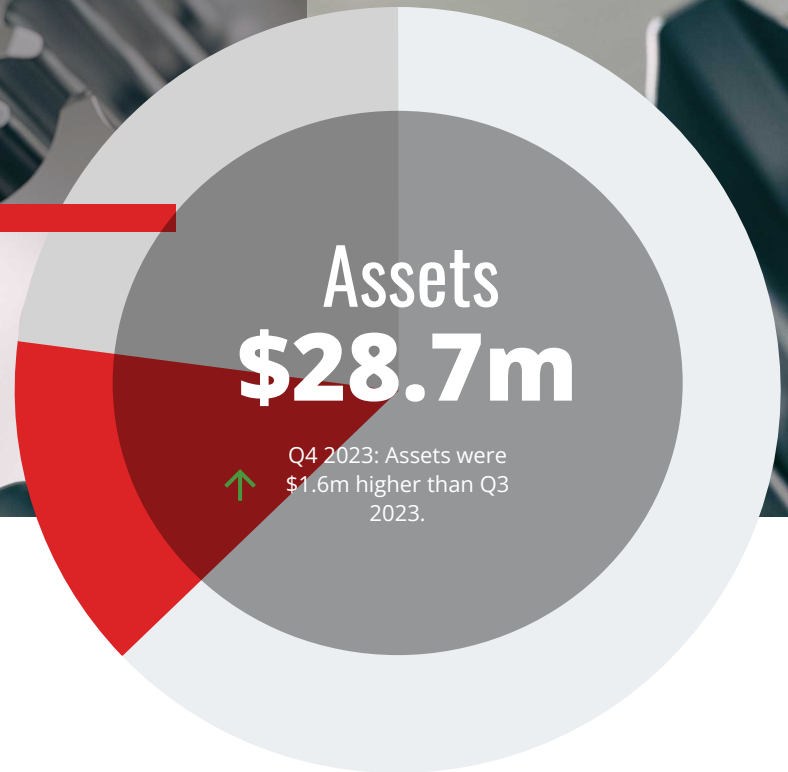


Total Income Breakdown



Assets & Liabilities

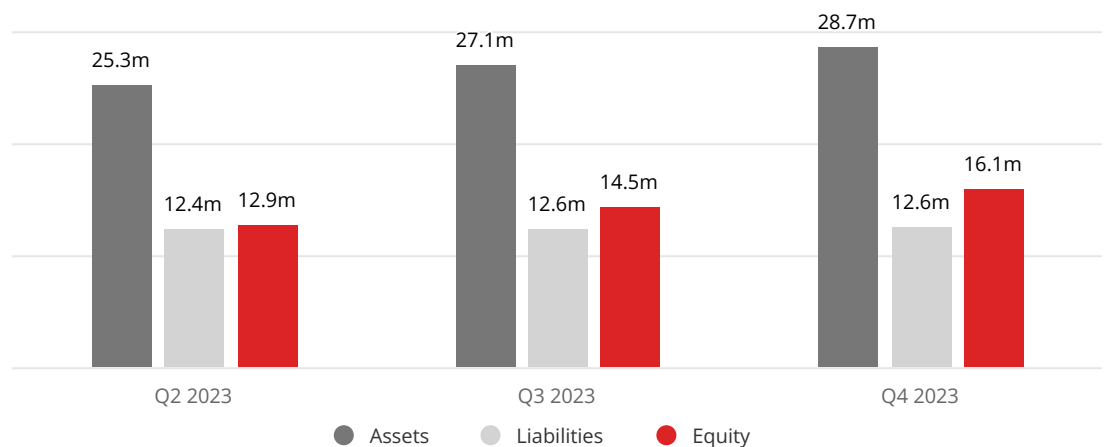
QBO Developer LLC should be aware of assets and liabilities. This knowledge is imperative for accounting records as well as developing business plans, especially when applying for a business loan or line of credit.



- Current Liabilities 7m (55.6%)
- Long-Term Liabilities 5.6m (44.4%)

- Bank Accounts 11.4m (62.8%)
- Accounts Receivable 2.6m (14.3%)
- Other Current Assets 4.2m (22.9%)

Assets & Liabilities Quarterly Breakdown



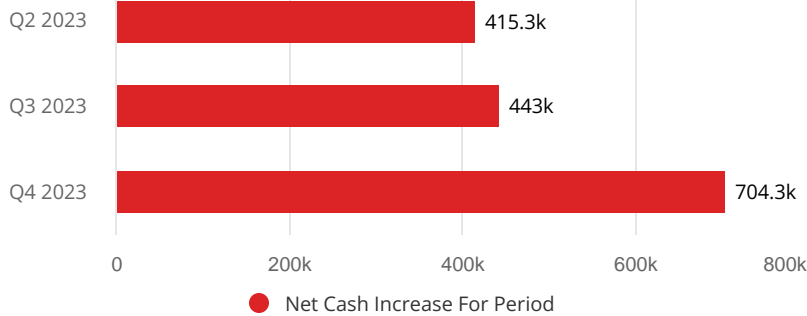
Cash Management

The cash management report provides you with a quick overview of QBO Developer LLC's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

Bank Accounts

\$11.4m

Q4 2023: Bank Accounts were \$704.3k higher than Q3 2023.



Working Capital

\$11.1m

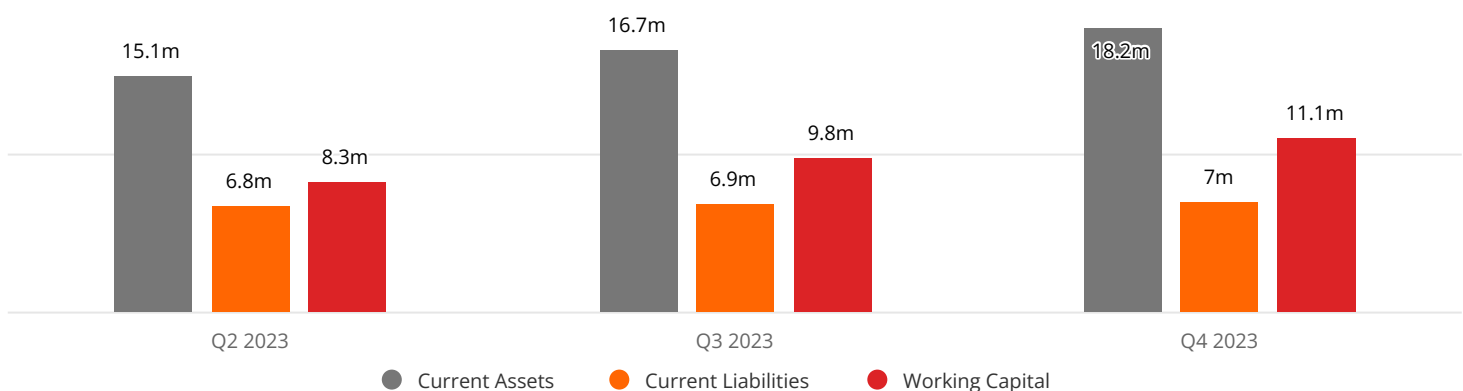
Working capital is the money used to cover all of a company's short-term expenses, including inventory, payments on short-term debt, and day-to-day expenses—called operating expenses. Working capital is critical since it is used to keep a business operating smoothly and meet all its financial obligations within the coming year.

Q4 2023: Working Capital was \$1.3m higher than Q3 2023.

Current Ratio

	Q4 2023	Q3 2023
Current Assets	18,151,372 ▲	16,734,695
Current Liabilities	7,025,838 ▲	6,915,606
Current Ratio	2.58 ▲	2.42

A strong current ratio, depending on the industry, is between 1.2 and 2. Anything below 1 is problematic as this means that the company does not have enough current/liquid assets to cover all of their current liabilities.



Financial Performance

An overview of how efficiently QBO Developer LLC is spending capital while providing a snapshot of the main metrics on QBO Developer LLC's balance sheet.

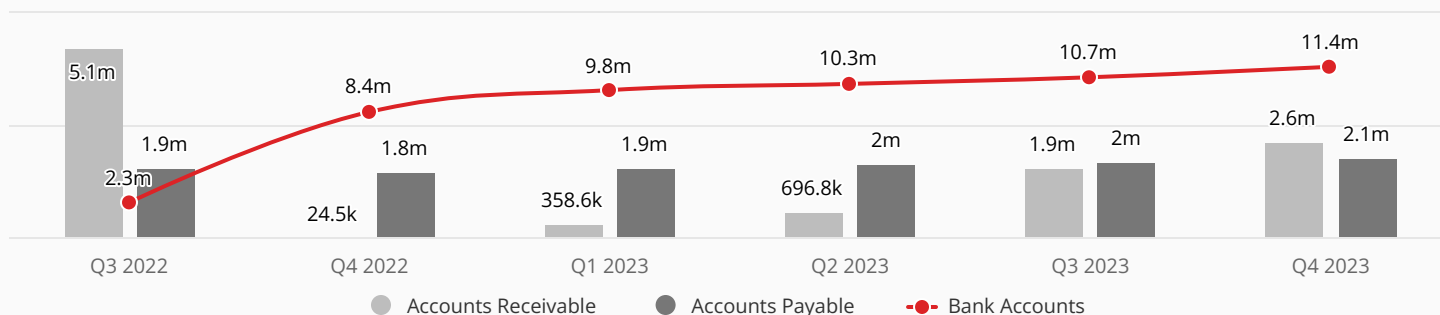
Accounts
Receivable
\$2.6m

↑ Q4 2023: Accounts Receivable were \$697.6k higher than Q3 2023.

Accounts Payable
\$2.1m

↑ Q4 2023: Accounts Payable were \$104.5k higher than Q3 2023.

Accounts Receivable/ Accounts Payable and Bank Accounts



Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. Looking at your ROA and comparing it to others can help you improve future business performance (e.g., increasing profits)

	Q4 2023	Q3 2023
Assets	28,697,039	27,085,289
Net Profit	1,336,978	1,405,016
ROA	4.66%	5.19%

Return on Equity (ROE)

Because shareholders' equity is equal to a company's assets minus its debt, ROE is considered the return on net assets. ROE percentage indicates how efficient QBO Developer LLC is at generating growth from its Equity.

	Q4 2023	Q3 2023
Equity	16,050,678	14,531,958
Net Profit	1,336,978	1,405,016
ROE	8.33%	9.67%

Debt to Equity

Debt to Equity Ratio measures the share of total liabilities in the shareholder equity and is used to evaluate a company's financial leverage. A ratio of 2 means a company relies twice as much on debt to drive growth than it does on equity, and that creditors, therefore, own two-thirds of the company's assets.

	Q4 2023	Q3 2023
Equity	16,050,678	14,531,958
Liabilities	12,646,361	12,553,331
Debt to Equity	0.79	0.86

Profit and Loss

QBO Developer LLC

	Q4 2023	% Income	+/-	% +/-	Q3 2023	% Income
Income						
Billable Expense Income	319,226	8%	38,720	14%	280,506	7%
Discounts given	166,358	4%	73,548	79%	92,810	2%
Sales	808,456	20%	219,222	37%	589,234	15%
Sales of Product Income	524,282	13%	-110,974	-17%	635,256	16%
Services	2,056,730	52%	-161,614	-7%	2,218,344	55%
Uncategorized Income	77,602	2%	-111,450	-59%	189,052	5%
Total Income	3,952,654	100%	-52,548	-1%	4,005,202	100%
Cost of Goods Sold						
Supplies, Materials, and Labor						
Cost of labor - COGS	744,682	19%	-120,621	-14%	865,303	22%
Equipment rental - COGS	456,548	12%	135,912	42%	320,636	8%
Supplies & materials - COGS	342,925	9%	-56,390	-14%	399,315	10%
Total Supplies, Materials, and Labor	1,544,155	39%	-41,099	-3%	1,585,254	40%
Total Cost of Goods Sold	1,544,155	39%	-41,099	-3%	1,585,254	40%
Gross Profit	2,408,499	61%	-11,449	0%	2,419,948	60%
Expense						
Advertising & marketing	42,236	1%	-25,107	-37%	67,343	2%
Social media	21,546	1%			21,546	1%
Website ads	22,638	1%	-11,326	-33%	33,964	1%
Total Advertising & marketing	86,420	2%	-36,433	-30%	122,853	3%
Business licenses	21,823	1%	-1,217	-5%	23,040	1%
Contract labor	64,650	2%	23,880	59%	40,770	1%
Employee benefits	70,993	2%	-41,326	-37%	112,319	3%
Total Employee benefits	70,993	2%	-41,326	-37%	112,319	3%
General business expenses						
Bank fees & service charges	17,920	0%	-27,777	-61%	45,697	1%
Memberships & subscriptions	50,521	1%	36,565	262%	13,956	0%
Total General business expenses	68,441	2%	8,788	15%	59,653	1%
Insurance	29,976	1%	-17,191	-36%	47,167	1%
Total Insurance	29,976	1%	-17,191	-36%	47,167	1%
Legal & accounting services	10,966	0%	-23,918	-69%	34,884	1%
Legal fees	102,108	3%	37,329	58%	64,779	2%
Total Legal & accounting services	113,074	3%	13,411	13%	99,663	2%
Office expenses	61,766	2%	5,750	10%	56,016	1%
Merchant account fees	37,242	1%	-34,496	-48%	71,738	2%
Printing & photocopying	302	0%	-33,782	-99%	34,084	1%
Software & apps	11,063	0%	10,271	1297%	792	0%
Total Office expenses	110,373	3%	-52,257	-32%	162,630	4%
Payroll expenses	36,862	1%	20,064	119%	16,798	0%
Payments to partners	53,386	1%	10,573	25%	42,813	1%
Salaries & wages	87,932	2%	-2,843	-3%	90,775	2%
Total Payroll expenses	178,180	5%	27,794	18%	150,386	4%
Rent	17,787	0%	-9,876	-36%	27,663	1%
Equipment rental	29,396	1%	-23,452	-44%	52,848	1%
Total Rent	47,183	1%	-33,328	-41%	80,511	2%

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Profit and Loss

QBO Developer LLC

	Q4 2023	% Income	+/-	% +/-	Q3 2023	% Income
Repairs & maintenance	60,039	2%	9,138	18%	50,901	1%
Supplies	32,568	1%	14,240	78%	18,328	0%
Supplies & materials	61,146	2%	38,719	173%	22,427	1%
Total Supplies	93,714	2%	52,959	130%	40,755	1%
Uncategorized Expense	1,839	0%	-10,807	-85%	12,646	0%
Utilities	57,753	1%	-59,682	-51%	117,435	3%
Total Utilities	57,753	1%	-59,682	-51%	117,435	3%
Total Expense	1,004,458	25%	-116,271	-10%	1,120,729	28%
Net Operating Income	1,404,041	36%	104,822	8%	1,299,219	32%
Other Income						
Interest earned	60,974	2%	-168,828	-73%	229,802	6%
Total Other Income	60,974	2%	-168,828	-73%	229,802	6%
Other Expense						
Depreciation			-5,399	-100%	5,399	0%
Vehicle expenses	26,829	1%	-47,061	-64%	73,890	2%
Vehicle gas & fuel	101,208	3%	56,492	126%	44,716	1%
Total Vehicle expenses	128,037	3%	9,431	8%	118,606	3%
Total Other Expense	128,037	3%	4,032	3%	124,005	3%
Net Profit	1,336,978	34%	-68,038	-5%	1,405,016	35%

Balance Sheet

QBO Developer LLC

	Q4 2023	+/-	% +/-	Q3 2023
Assets				
Current Assets				
Bank Accounts				
Cash	11,401,218	704,299	7%	10,696,919
Total Bank Accounts	11,401,218	704,299	7%	10,696,919
Accounts Receivable				
Accounts Receivable (A/R)	2,587,700	697,571	37%	1,890,129
Total Accounts Receivable	2,587,700	697,571	37%	1,890,129
Other Current Assets				
1111 Inventory Asset	1,523,870			1,523,870
4444 Prepaid expenses	1,367,345	10,355	1%	1,356,990
Uncategorized Asset	1,271,239	4,452	0%	1,266,787
Total Other Current Assets	4,162,454	14,807	0%	4,147,647
Total Current Assets	18,151,372	1,416,677	8%	16,734,695
Fixed Assets				
Accumulated amortization	-4,745,403	-45,659	-1%	-4,699,744
Accumulated depreciation	-1,938,305	-37,646	-2%	-1,900,659
Buildings	4,462,126	51,969	1%	4,410,157
Furniture & fixtures	2,857,289	52,851	2%	2,804,438
Land	1,477,501	5,598	0%	1,471,903
Long- term office equipment	2,059,861	26,147	1%	2,033,714
Tools, machinery, and equipment	2,059,638	106,713	5%	1,952,925
Vehicles	2,843,331	16,960	1%	2,826,371
Total Fixed Assets	9,076,038	176,933	2%	8,899,105
Other Assets				
Patents, copyrights, & franchises	1,469,629	18,140	1%	1,451,489
Total Other Assets	1,469,629	18,140	1%	1,451,489
Total Assets	28,697,039	1,611,750	6%	27,085,289
Liabilities and Equity				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable (A/P)	2,149,369	104,481	5%	2,044,888
Total Accounts Payable	2,149,369	104,481	5%	2,044,888
Credit Card				
Total Credit Card				
Other Current Liabilities				
Customer prepayments	1,102,888			1,102,888
Short- term business loans	3,773,581	5,751	0%	3,767,830
Total Other Current Liabilities	4,876,469	5,751	0%	4,870,718
Total Current Liabilities	7,025,838	110,232	2%	6,915,606
Long- Term Liabilities				
Long- term business loans	5,659,085			5,659,085
Mortgages	-38,562	-17,202	-81%	-21,360
Total Long- Term Liabilities	5,620,523	-17,202	0%	5,637,725
Total Liabilities	12,646,361	93,030	1%	12,553,331

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Balance Sheet

QBO Developer LLC

	Q4 2023	+/-	% +/-	Q3 2023
Equity				
Net Income	4,973,318	1,336,978	37%	3,636,340
Opening balance equity	7,450,540	181,742	3%	7,268,798
Retained Earnings	3,626,820			3,626,820
Total Equity	16,050,678	1,518,720	10%	14,531,958
Total Liabilities and Equity	28,697,039	1,611,750	6%	27,085,289

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Cash Flow Statement

QBO Developer LLC

	Q4 2023	+/-	% +/-	Q3 2023
Operating Activities				
Net Income	1,336,978	-68,038	-5%	1,405,016
Adjustments to Net Income				
4444 Prepaid expenses	-10,355	-2,859	-38%	-7,496
Accounts Payable (A/P)	104,481	32,290	45%	72,191
Accounts Receivable (A/R)	-697,571	495,724	42%	-1,193,295
Accumulated amortization	45,659	-32,195	-41%	77,854
Accumulated depreciation	37,646	28,794	325%	8,852
Short- term business loans	5,751	-48,152	-89%	53,903
Uncategorized Asset	-4,452	-4,452		
Total Adjustments to Net Income	-518,841	469,150	47%	-987,991
Total Operating Activities	818,137	401,112	96%	417,025
Investing Activities				
Buildings	-51,969	-10,695	-26%	-41,274
Furniture & fixtures	-52,851	-34,058	-181%	-18,793
Land	-5,598	39,955	88%	-45,553
Long- term office equipment	-26,147	-10,470	-67%	-15,677
Patents, copyrights, & franchises	-18,140	-5,265	-41%	-12,875
Tools, machinery, and equipment	-106,713	-73,679	-223%	-33,034
Vehicles	-16,960	25,744	60%	-42,704
Total Investing Activities	-278,378	-68,468	-33%	-209,910
Financing Activities				
Long- term business loans		-15,719	-100%	15,719
Mortgages	-17,202	-14,332	-499%	-2,870
Opening balance equity	181,742	-41,288	-19%	223,030
Total Financing Activities	164,540	-71,339	-30%	235,879
Net Cash Increase For Period	704,299	261,305	59%	442,994

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