



JANUARY 2025 - APRIL 2025

Comprehensive Financial Report

AI DEMO COMPANY

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Sales Performance

Hardware and Software Sales

	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Total Hardware Sales	4,380,038	3,703,700	3,402,481
Total Software Sales	69,747	48,369	56,535
Sales - Hardware	4,718,794	3,981,196	3,449,136
Sales - Software	77,497	53,743	62,817

Jan 2025 - Apr 2025: Total Hardware Sales (\$4.4m) were 18% higher (+\$676.3k) than Jan 2024 - Apr 2024 (\$3.7m).

Explore the sales performance of both hardware and software, highlighting the total sales and individual sales figures. This will help you understand the contribution of each segment to overall sales.

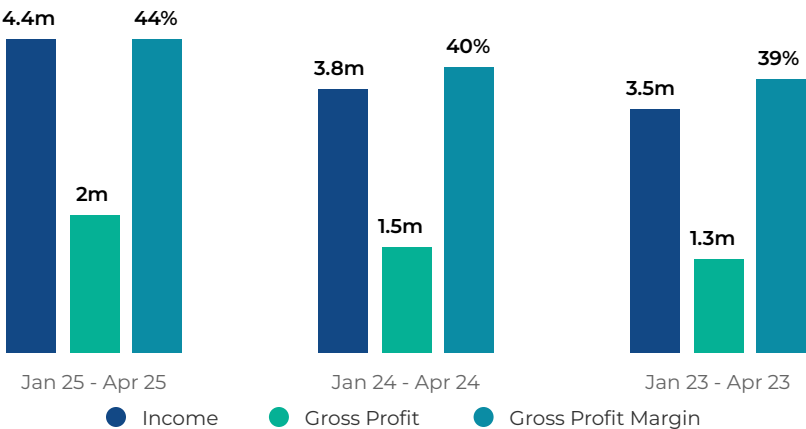
Discounts Impact

	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Discounts - Hardware	-338,756	-277,496	-46,655
Discounts - Software	-7,750	-5,374	-6,282
Total Hardware Sales	4,380,038	3,703,700	3,402,481
Total Software Sales	69,747	48,369	56,535

Jan 2025 - Apr 2025: Discounts - Hardware (-\$338.8k) was 22% lower (-\$61.3k) than Jan 2024 - Apr 2024 (-\$277.5k).

Analyze how discounts on hardware and software affect total sales. This will provide insights into the effectiveness of discount strategies on sales performance.

Income and Gross Profit

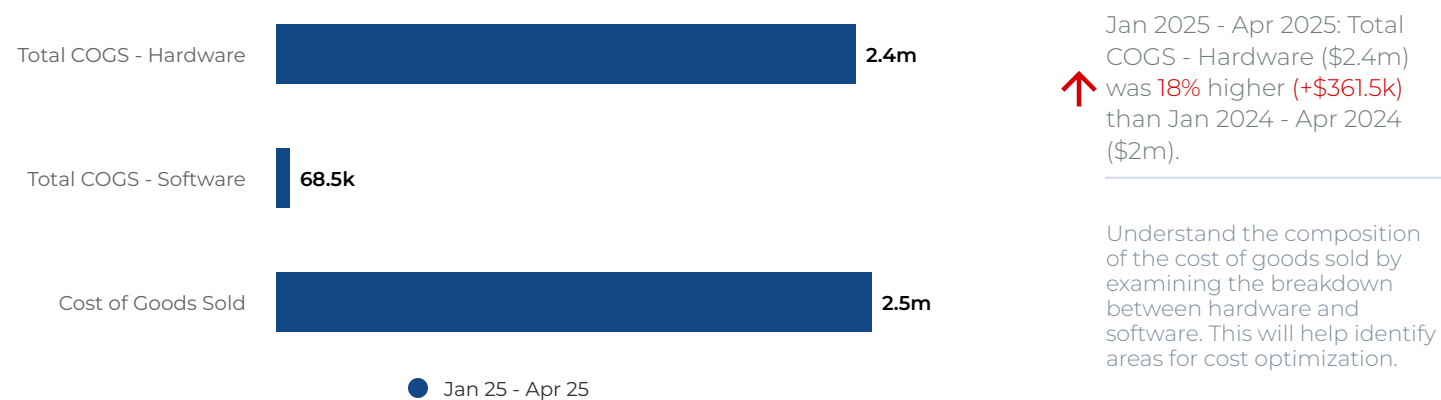


Jan 2025 - Apr 2025: Income (\$4.4m) was 19% higher (+\$697.7k) than Jan 2024 - Apr 2024 (\$3.8m).

Review the relationship between income and gross profit, along with the gross profit margin. This will help you assess profitability and efficiency in generating income.

Cost Analysis

COGS Breakdown



General and Administrative Expenses

	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Total G&A Expenses	122,668	83,444	167,448
Bank Service Charges	599	936	913
Charitable Contributions	5,000	1,141	1,365
Insurance	17,950	9,675	8,319
Legal & Accounting	48,608	42,925	69,600
Office Supplies	3,265	2,364	21,028
Rent & Utilities	47,246	26,403	66,223

Jan 2025 - Apr 2025: Total G&A Expenses (\$122.7k) were 47% higher (+\$39.2k) than Jan 2024 - Apr 2024 (\$83.4k).

Examine the various components of general and administrative expenses to identify major cost drivers and potential areas for cost reduction.

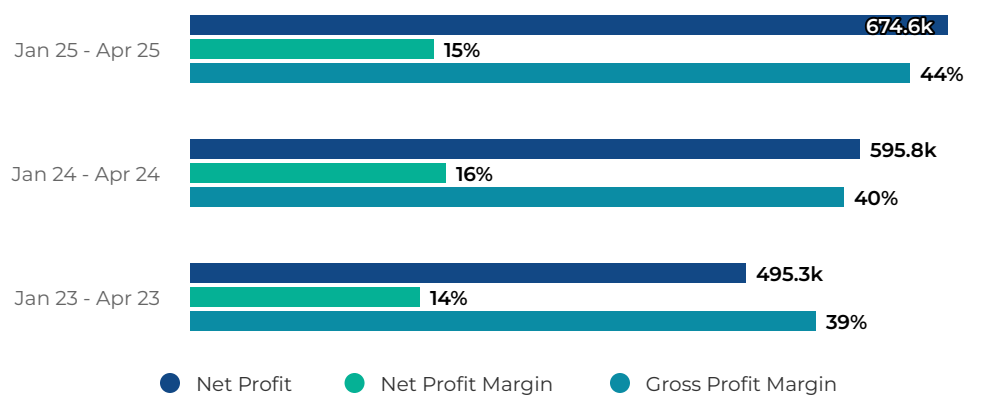
Payroll and R&D Expenses

	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Total Payroll Expenses	467,236	414,810	445,084
Wages & Salaries	425,814	365,925	292,685
Payroll Taxes	33,001	28,834	102,516
Employee Benefits	8,421	20,051	49,883
Total R&D Expenses	226,951	173,149	131,619
Research & Development	211,951	160,349	122,919
Training Expenses	15,000	12,800	8,700

Jan 2025 - Apr 2025: Total Payroll Expenses (\$467.2k) were 13% higher (+\$52.4k) than Jan 2024 - Apr 2024 (\$414.8k).

Analyze payroll and R&D expenses to understand their impact on overall costs and assess the investment in human resources and innovation.

Net Profit and Margins



Jan 2025 - Apr 2025: Net Profit (\$674.6k) was 13% higher (+\$78.8k) than Jan 2024 - Apr 2024 (\$595.8k).

Evaluate the net profit and profit margins to gain insights into the company's profitability and financial health over the periods.

Assets and Liabilities

	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Assets	6,470,696	5,588,544	5,219,759
Liabilities	3,759,448	4,183,544	3,927,739
Current Assets	6,111,608	5,266,074	4,833,013
Current Liabilities	1,462,336	1,844,346	1,560,663
Long-Term Liabilities	2,297,112	2,339,198	2,367,076

Jan 2025 - Apr 2025: Assets (\$6.5m) were 16% higher (+\$882.2k) than Jan 2024 - Apr 2024 (\$5.6m).

Compare assets and liabilities to assess the company's financial position and stability, focusing on both current and long-term obligations.

Cash Flow Activities

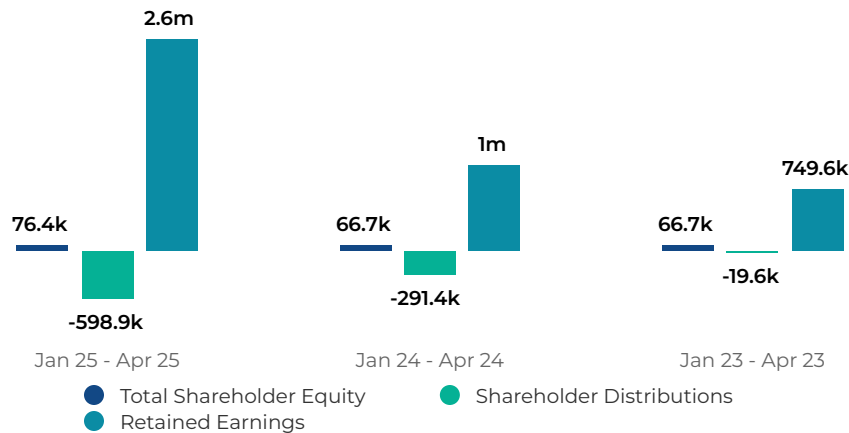
	Jan 25 - Apr 25	Jan 24 - Apr 24	Jan 23 - Apr 23
	Actuals	Prior Yr	2 Yrs Ago
Operating Activities	140,225	83,561	-77,902
Investing Activities	-20,279	9,056	-17,299
Financing Activities	-84,534	-47,734	
Net Cash Increase for Period	35,412	44,883	-95,201

Jan 2025 - Apr 2025: Net Cash Increase For Period (\$35.4k) was 21% lower (-\$9.5k) than Jan 2024 - Apr 2024 (\$44.9k).

Review cash flow activities to understand how operating, investing, and financing activities contribute to the net cash increase, providing insights into cash management.

Equity and Investments

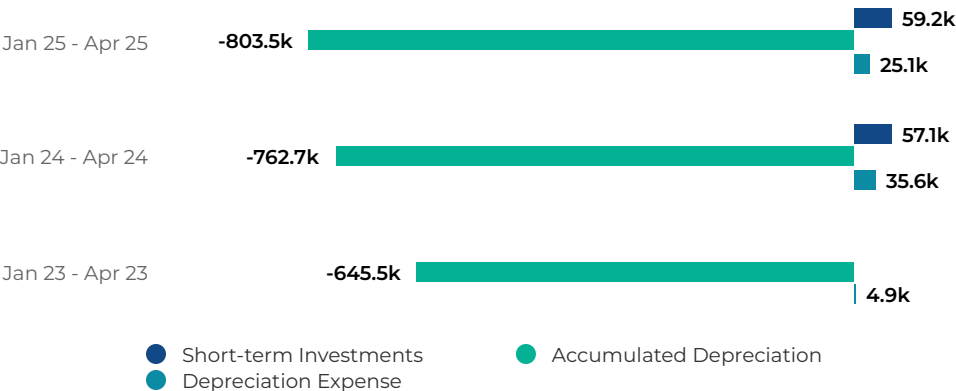
Shareholder Equity and Distributions



↑ Jan 2025 - Apr 2025: Total Shareholder Equity (\$76.4k) was 14% higher (+\$9.6k) than Jan 2024 - Apr 2024 (\$66.7k).

Analyze shareholder equity and distributions to understand how profits are retained or distributed, impacting the company's equity position.

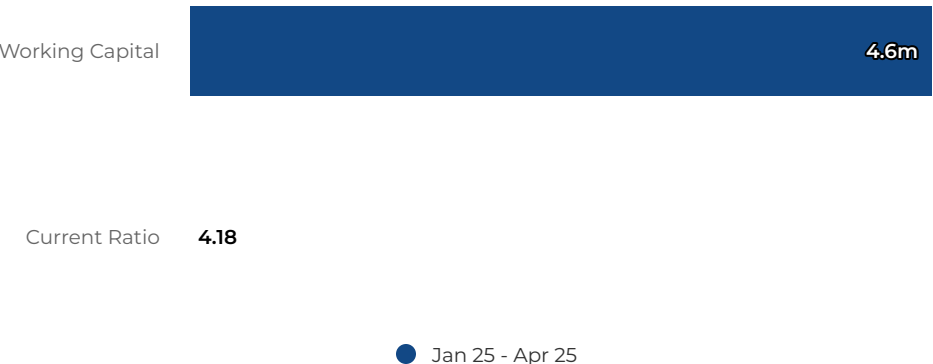
Investments and Depreciation



↑ Jan 2025 - Apr 2025: Short-term Investments (\$59.2k) were 4% higher (+\$2.1k) than Jan 2024 - Apr 2024 (\$57.1k).

Examine the relationship between investments and depreciation to assess asset management and the impact of depreciation on financial statements.

Working Capital and Current Ratio



↑ Jan 2025 - Apr 2025: Working Capital (\$4.6m) was 36% higher (+\$1.2m) than Jan 2024 - Apr 2024 (\$3.4m).

Evaluate working capital and the current ratio to assess liquidity and the company's ability to meet short-term obligations, ensuring financial stability.



JANUARY 2025 - APRIL 2025

Financial Statements

Profit & Loss Statement

Balance Sheet Statement

Cash Flow Statement

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Profit and Loss

AI Demo Company

4 Months Ended April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Income					
Hardware Sales					
Discounts - Hardware	-338,756	-277,496	-61,260	-46,655	-292,101
Sales - Hardware	4,718,794	3,981,196	737,598	3,449,136	1,269,658
Total Hardware Sales	4,380,038	3,703,700	676,338	3,402,481	977,557
Software Sales					
Discounts - Software	-7,750	-5,374	-2,376	-6,282	-1,468
Sales - Software	77,497	53,743	23,754	62,817	14,680
Total Software Sales	69,747	48,369	21,378	56,535	13,212
Total Income	4,449,785	3,752,069	697,716	3,459,016	990,769
Cost of Goods Sold					
COGS - Hardware					
Hardware - Labor	1,441,499	1,224,618	216,882	1,079,248	362,251
Hardware - Materials	961,000	816,412	144,588	719,499	241,501
Total COGS - Hardware	2,402,499	2,041,030	361,469	1,798,747	603,752
COGS - Software					
Software - Materials	13,704	38,666	-24,962	64,404	-50,700
Software- Labor	54,815	154,665	-99,850	257,614	-202,799
Total COGS - Software	68,519	193,331	-124,812	322,018	-253,499
Total Cost of Goods Sold	2,471,018	2,234,361	236,657	2,120,765	350,253
Gross Profit	1,978,767	1,517,708	461,059	1,338,251	640,516
Expense					
G&A Expenses					
Bank Service Charges	599	936	-337	913	-314
Charitable Contributions	5,000	1,141	3,859	1,365	3,635
Insurance	17,950	9,675	8,275	8,319	9,631
Legal & Accounting	48,608	42,925	5,683	69,600	-20,992
Office Supplies	3,265	2,364	901	21,028	-17,763
Rent & Utilities	47,246	26,403	20,843	66,223	-18,977
Total G&A Expenses	122,668	83,444	39,224	167,448	-44,780
Payroll Expenses					
Employee Benefits	8,421	20,051	-11,630	49,883	-41,462
Payroll Taxes	33,001	28,834	4,167	102,516	-69,515
Wages & Salaries	425,814	365,925	59,889	292,685	133,129
Total Payroll Expenses	467,236	414,810	52,426	445,084	22,152
R&D Expenses					
Research & Development	211,951	160,349	51,602	122,919	89,032
Training Expenses	15,000	12,800	2,200	8,700	6,300
Total R&D Expenses	226,951	173,149	53,802	131,619	95,332
Sales Expenses					
Advertising & Marketing	17,552	25,110	-7,558	2,359	15,193

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Profit and Loss

AI Demo Company

4 Months Ended April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Commissions & Fees	95,072	20,590	74,482	17,810	77,262
Travel & Entertainment	7,634	7,737	-103	10,914	-3,280
Total Sales Expenses	120,258	53,437	66,821	31,083	89,175
Warehouse Expenses					
Warehouse: Maintenance	277,598	73,535	204,063	11,186	266,412
Warehouse: Utilities	57,487	81,014	-23,527	51,616	5,871
Total Warehouse Expenses	335,085	154,549	180,536	62,802	272,283
Total Expense	1,272,198	879,389	392,809	838,036	434,162
Net Operating Income	706,569	638,319	68,250	500,215	206,354
Other Income / (Expense)					
Other Expense					
Depreciation Expense	25,102	35,603	-10,501	4,932	20,170
Interest Expense	6,916	6,916			6,916
Total Other Expense	32,018	42,519	-10,501	4,932	27,086
Total Other Income / (Expense)	-32,018	-42,519	10,501	-4,932	-27,086
Net Profit	674,551	595,800	78,751	495,283	179,268

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Balance Sheet

AI Demo Company
As of April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Assets					
Current Assets					
Bank Accounts					
Checking	123,859	173,526	-49,667	95,328	28,532
Money Market Funds	159,762	102,929	56,833	148,126	11,636
Savings				7,220	-7,220
Total Bank Accounts	283,621	276,455	7,166	250,674	32,948
Accounts Receivable					
Accounts Receivable	1,089,784	1,247,581	-157,797	1,504,934	-415,150
Total Accounts Receivable	1,089,784	1,247,581	-157,797	1,504,934	-415,150
Inventory					
Inventory - Hardware	4,445,032	3,425,436	1,019,596	2,923,592	1,521,440
Inventory - Software	233,966	259,523	-25,557	84,244	149,722
Total Inventory	4,678,998	3,684,959	994,039	3,007,836	1,671,162
Other Current Assets					
Prepaid Expenses				18,560	-18,560
Short-term Investments	59,205	57,079	2,126		59,205
Trade Credit				51,009	-51,009
Total Other Current Assets	59,205	57,079	2,126	69,569	-10,364
Total Current Assets	6,111,608	5,266,074	845,534	4,833,013	1,278,596
Fixed Assets					
Accumulated Depreciation	-803,517	-762,723	-40,794	-645,469	-158,048
Computers and Equipment	352,837	305,201	47,636	252,222	100,615
Office Furniture	185,567	162,192	23,375	174,491	11,076
Production Machinery	624,200	617,800	6,400	605,502	18,698
Total Fixed Assets	359,087	322,470	36,617	386,746	-27,659
Total Assets	6,470,696	5,588,544	882,151	5,219,759	1,250,937
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
Accounts Payable	764,129	1,078,231	-314,102	845,967	-81,838
Total Accounts Payable	764,129	1,078,231	-314,102	845,967	-81,838
Other Current Liabilities					
Accrued Expenses	31,361		31,361	9,722	21,639
Line of Credit	279,671	472,285	-192,614	612,232	-332,561
Payroll Liabilities	119,866	89,596	30,270	122,470	-2,604
Security deposits	259,361	196,693	62,668	-45,242	304,603
Short-Term Loans	7,948	7,541	407	15,514	-7,566
Total Other Current Liabilities	698,207	766,115	-67,908	714,696	-16,489
Total Current Liabilities	1,462,336	1,844,346	-382,010	1,560,663	-98,327

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Balance Sheet

AI Demo Company

As of April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Long-Term Liabilities					
Bank Loan	68,196	107,196	-39,000	161,196	-93,000
Mortgage	2,078,246	2,078,246		2,058,171	20,075
Notes Payable	150,670	153,756	-3,086	147,709	2,961
Total Long-Term Liabilities	2,297,112	2,339,198	-42,086	2,367,076	-69,964
Total Liabilities	3,759,448	4,183,544	-424,096	3,927,739	-168,291
Equity					
Shareholder Equity					
Additional Paid in Capital	66,352	56,723	9,629	56,723	9,629
Capital Stock	10,000	10,000		10,000	
Total Shareholder Equity	76,352	66,723	9,629	66,723	9,629
Shareholder Distributions					
Shareholder Distributions	-598,869	-291,360	-307,509	-19,615	-579,254
Total Shareholder Distributions	-598,869	-291,360	-307,509	-19,615	-579,254
Retained Earnings					
Retained Earnings	2,559,214	1,033,837	1,525,377	749,629	1,809,585
Total Retained Earnings	2,559,214	1,033,837	1,525,377	749,629	1,809,585
Net Profit (Loss)	674,551	595,800	78,751	495,283	179,268
Total Equity	2,711,248	1,405,000	1,306,248	1,292,020	1,419,228
Total Liabilities and Equity	6,470,696	5,588,544	882,151	5,219,759	1,250,937

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Cash Flow

AI Demo Company

4 Months Ended April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Operating Activities					
Net Income	674,551	595,800	78,751	495,283	179,268
Adjustments to Net Income					
Accounts Receivable					
Accounts Receivable	-192,813	-373,559	180,746	-490,195	297,382
Total Accounts Receivable	-192,813	-373,559	180,746	-490,195	297,382
Inventory					
Inventory - Hardware	-112,613	-2,728	-109,885	-287,411	174,798
Inventory - Software	6,615	-34,578	41,193	-14,962	21,577
Total Inventory	-105,998	-37,306	-68,692	-302,373	196,375
Other Current Assets					
Short-term Investments	-1,008		-1,008		-1,008
Total Other Current Assets	-1,008		-1,008		-1,008
Accounts Payable					
Accounts Payable	-84,147	-126,295	42,148	-131,520	47,373
Total Accounts Payable	-84,147	-126,295	42,148	-131,520	47,373
Other Current Liabilities					
Accrued Expenses	24,893	-21,262	46,155	-15,795	40,688
Line of Credit	-60,329	-9,141	-51,188	400,000	-460,329
Payroll Liabilities	-59,009	70,170	-129,179	34,914	-93,923
Security deposits	-41,235	-1,778	-39,457	-68,216	26,981
Short-Term Loans	-14,680	-13,068	-1,612		-14,680
Total Other Current Liabilities	-150,360	24,921	-175,281	350,903	-501,263
Total Adjustments to Net Income	-534,326	-512,239	-22,087	-573,185	38,859
Total Operating Activities	140,225	83,561	56,664	-77,902	218,127
Investing Activities					
Fixed Assets					
Accumulated Depreciation	26,962	5,761	21,201		26,962
Computers and Equipment	-47,241		-47,241	-5,000	-42,241
Office Furniture		15,593	-15,593	-12,299	12,299
Production Machinery		-12,298	12,298		
Total Fixed Assets	-20,279	9,056	-29,335	-17,299	-2,980
Total Investing Activities	-20,279	9,056	-29,335	-17,299	-2,980
Financing Activities					
Long Term Liabilities					
Bank Loan	-12,000	-9,000	-3,000		-12,000
Notes Payable	-1,038	-1,000	-38		-1,038
Total Long Term Liabilities	-13,038	-10,000	-3,038		-13,038
Equity					
Shareholder Equity					
Additional Paid in Capital	-2,826		-2,826		-2,826

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Cash Flow

AI Demo Company

4 Months Ended April 30, 2025

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	Jan 25 - Apr 25 Actuals	Jan 24 - Apr 24 Prior Yr	+/-	Jan 23 - Apr 23 2 Yrs Ago	+/-
Total Shareholder Equity	-2,826		-2,826		-2,826
Shareholder Distributions					
Shareholder Distributions	-68,670	-37,734	-30,936		-68,670
Total Shareholder Distributions	-68,670	-37,734	-30,936		-68,670
Total Equity	-71,496	-37,734	-33,762		-71,496
Total Financing Activities	-84,534	-47,734	-36,800		-84,534
Net Cash Increase for Period	35,412	44,883	-9,471	-95,201	130,613

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