

# Profit and Loss

January - December 2023

	TOTAL
Income	
4250 Afterpay sales	0.00
4380 Product sales	5,191,756.97
4381 Shipping Income	960,120.86
4400 Sales	-2,410.49
<b>Total Income</b>	<b>\$6,149,467.34</b>
Cost of Goods Sold	
5100 Cost of Goods Sold - Toy	1,370,539.58
5109 Freight	80,275.36
5115 Shipping & Handling	4,318.34
5120 Shipping Boxes	2,705.32
5125 Kitting	28,316.54
5135 Fulfillment	908.51
5145 Paper	8,229.19
5147 Inbound / Outbound	76,844.76
5155 Storage	84,943.12
5156 Other	32,296.36
5157 Damage and Spoilage	24,085.41
<b>Total 5100 Cost of Goods Sold - Toy</b>	<b>1,713,462.49</b>
<b>Total Cost of Goods Sold</b>	<b>\$1,713,462.49</b>
<b>GROSS PROFIT</b>	<b>\$4,436,004.85</b>
Expenses	
5712 Marketplace Fees	
5715 Walmart Marketplace Fee	855.97
6110 Amazon Marketplace Fees	118,823.25
<b>Total 5712 Marketplace Fees</b>	<b>119,679.22</b>
5900 Selling Expense	
5904 Shipping	352,276.47
5908 Pick & Pack	109,932.70
5909 Royalty expense	139,339.89
5921 Other	3,739.74
<b>Total 5900 Selling Expense</b>	<b>605,288.80</b>
6000 Office Expense	3,822.77
6010 Online Service	1,752.13
6030 Auto Expense	119.25
6050 Insurance	6,997.53
6060 Payroll Expenses	
6065 Taxes	11,768.00
6070 Wages	77,111.25
<b>Total 6060 Payroll Expenses</b>	<b>88,879.25</b>

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	TOTAL
6200 Advertising / Marketing	77,411.93
6201 Amazon Advertising	373,055.49
6202 Google Ads	257,214.70
6203 Microsoft Ads	12,867.99
6204 Facebooks ads	1,016,229.30
6205 Pinterest Ads	6,572.55
6206 Affiliate	3,509.00
6208 TikTok	61,654.27
6209 Other	25,392.36
6211 Promo	113.06
6212 Khol's Marketing	7,644.51
<b>Total 6200 Advertising / Marketing</b>	<b>1,841,665.16</b>
6320 Bank Fees	631.72
6330 Contract Services expense	65,849.11
6360 Hosting expense	7,539.91
6380 Legal and Accounting expense	44,541.24
6400 Meals and Entertainment	724.88
6410 Cash Back Expense	-13,060.39
6441 Phone System	447.80
6450 Software expense	48,189.99
6500 Uncategorized Expense	0.00
6510 Guaranteed Payments	145,001.03
6520 Licenses and Fees	1,026.11
6530 Payment Processing Fees	3,242.32
6100 Afterpay fees	6,996.30
6120 Braintree fees	17,033.57
6170 Stripe fees	1,898.38
6322 PayPal fees	18,916.76
<b>Total 6530 Payment Processing Fees</b>	<b>48,087.33</b>
6535 Interest Paid	6,664.93
6540 Canada Sales Tax - USD	61,396.04
6560 VAT Tax	11,072.59
6570 Sales Tax	968.89
<b>Total Expenses</b>	<b>\$3,097,285.29</b>
<b>NET OPERATING INCOME</b>	<b>\$1,338,719.56</b>
Other Income	
4700 Other Income	16,740.79
<b>Total Other Income</b>	<b>\$16,740.79</b>
Other Expenses	
Unrealized Gain or Loss	0.00

Profit and Loss  
January - December 2023

	TOTAL
Exchange Gain or Loss	-3,121.25
<b>Total Other Expenses</b>	<b>\$ -3,121.25</b>
NET OTHER INCOME	<b>\$19,862.04</b>
NET INCOME	<b>\$1,358,581.60</b>

# Balance Sheet

As of September 30, 2023

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 Checking - Intrust	829.11
1001 CrossFirst Money Market (9715)	74,202.42
1003 Checking - CrossFirst (2056)	6,167.57
1005 Checking (6717)	48,056.86
1011 Braintree Cleaning A/C	249.85
1030 Amazon (required for Synder)	8,429.17
1071 Bill.com Money In Clearing	-0.40
1072 Bill.com Money Out Clearing	34.98
163652 Walmart Clearing A/C	161.42
<b>Total Bank Accounts</b>	<b>\$138,130.98</b>
Accounts Receivable	
1200 Accounts Receivable	
1210 Pratt	653.55
<b>Total 1200 Accounts Receivable</b>	<b>653.55</b>
<b>Total Accounts Receivable</b>	<b>\$653.55</b>
Other Current Assets	
1410 Toy Inventory	262,228.63
1420 Prepaid Insurance	15,123.02
<b>Total Other Current Assets</b>	<b>\$277,351.65</b>
<b>Total Current Assets</b>	<b>\$416,136.18</b>
Fixed Assets	
1500 Machinery & Equipment	
1510 Die Cuts, Print Plates	72,714.36
1530 Depreciation	-60,408.11
<b>Total 1510 Die Cuts, Print Plates</b>	<b>12,306.25</b>
<b>Total 1500 Machinery &amp; Equipment</b>	<b>12,306.25</b>
1540 Fixed Asset Computers	922.87
<b>Total Fixed Assets</b>	<b>\$13,229.12</b>
<b>TOTAL ASSETS</b>	<b>\$429,365.30</b>

# Balance Sheet

As of September 30, 2023

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	0.00
2120 Accounts payable - USD	17,885.94
<b>Total 2100 Accounts Payable</b>	<b>17,885.94</b>
2122 Accounts Payable (A/P) - CAD	1,475.25
2123 Accounts Payable (A/P) - EUR	1,938.32
2124 Accounts Payable (A/P) - GBP	1,861.97
<b>Total Accounts Payable</b>	<b>\$23,161.48</b>
Credit Cards	
2130 American Express Business	27,193.48
2140 Line of Credit - CrossFirst	-39,240.19
<b>Total Credit Cards</b>	<b>\$ -12,046.71</b>
Other Current Liabilities	
2150 Sales Tax Payable	2,450.46
2796 Line of credit - Corss First	35,000.00
<b>Total Other Current Liabilities</b>	<b>\$37,450.46</b>
<b>Total Current Liabilities</b>	<b>\$48,565.23</b>
<b>Total Liabilities</b>	<b>\$48,565.23</b>
Equity	
3100 T. Lindemann - Equity	
3110 Contributions - T. Lindemann	119,000.00
3130 Retained Earnings- T. Lindemann	-2,133.64
3140 Distributions - T. Lindemann	-92,000.00
<b>Total 3100 T. Lindemann - Equity</b>	<b>24,866.36</b>
3200 K. Johnson Equity	
3210 Contributions - K. Johnson	357,000.00
3230 Retained Earnings - K. Johnson	-6,400.93
3240 Distributions - K. Johnson	-276,010.00
<b>Total 3200 K. Johnson Equity</b>	<b>74,589.07</b>
3300 Equity - Jake Williams	10,000.00
3900 Retained Earnings	142,325.77
Net Income	129,018.87
<b>Total Equity</b>	<b>\$380,800.07</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$429,365.30</b>

# Iros Trading Limited

## Profit and Loss

January - December 2023

	TOTAL
Income	
Amazon Promotions	-639.51
Amazon Refunds	-5,875.56
Amazon Reimbursement	682.65
Amazon Sales	65,455.27
Amazon Shipping	1,003.86
<b>Total Income</b>	<b>£60,626.71</b>
Cost of Sales	
Cost of Goods - Inventory	33,479.52
<b>Total Cost of Sales</b>	<b>£33,479.52</b>
<b>GROSS PROFIT</b>	<b>£27,147.19</b>
Expenses	
Amazon Advertising	1,922.04
Amazon FBA Fees	19,053.96
Amazon Seller Fees and Charges	8,366.90
Amazon Shipping Fees	305.75
Bank charges	123.27
Entertaining	1,710.00
Legal and professional fees	2,654.87
Postage, Shipping and Delivery	131.20
Subscriptions	478.45
Sundry expenses	120.72
Travelling expenses	890.20
<b>Total Expenses</b>	<b>£35,757.36</b>
<b>NET OPERATING INCOME</b>	<b>£ -8,610.17</b>
Other Income	
Bank interest - received	71.44
Other finance income	22.14
<b>Total Other Income</b>	<b>£93.58</b>
<b>NET OTHER INCOME</b>	<b>£93.58</b>
<b>NET INCOME</b>	<b>£ -8,516.59</b>

# Iros Trading Limited

## Balance Sheet

As of December 31, 2023

	TOTAL
Fixed Asset	
<b>Total Fixed Asset</b>	
Cash at bank and in hand	
Cash on hand	63.58
Cash on hand (EUR)	11.47
Cash on hand (USD)	0.24
<b>Total Cash at bank and in hand</b>	<b>£75.29</b>
Current Assets	
Amazon Carried Balances	0.00
Amazon Pending Balances	0.00
Amazon Reserved Balances	670.65
Loans to Others	2,750.00
Stock	12,584.51
<b>Total Current Assets</b>	<b>£16,005.16</b>
<b>NET CURRENT ASSETS</b>	<b>£16,080.45</b>
Creditors: amounts falling due within one year	
Current Liabilities	
Amazon Sales Tax Collected	0.00
Director's current account	
DCA- FOK, Robert	-3,032.16
DCA- John Darling	26,971.38
DCA- STOIAN, Mihaela	650.00
<b>Total Director's current account</b>	<b>24,589.22</b>
YouLend MCA	1,661.47
<b>Total Current Liabilities</b>	<b>£26,250.69</b>
<b>Total Creditors: amounts falling due within one year</b>	<b>£26,250.69</b>
<b>NET CURRENT ASSETS (LIABILITIES)</b>	<b>£ -10,170.24</b>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>£ -10,170.24</b>
<b>TOTAL NET ASSETS (LIABILITIES)</b>	<b>£ -10,170.24</b>
Capital and Reserves	
Retained Earnings	-1,653.65
Profit for the year	-8,516.59
<b>Total Capital and Reserves</b>	<b>£ -10,170.24</b>