

PROFIT & LOSS STATEMENT

For the month ended 31 July 2026

Net profit BEFORE tax — this shows whether the business made money in the period. It is not a tax computation.

Kedai Basikal Laju Enterprise

12, Jalan Seri Murni 3, Taman Seri Murni, 43300 Seri Kembangan, Selangor

REVENUE	RM
Sales — bicycles	68,400.00
Sales — parts & accessories	21,300.00
Repair & service income	8,750.00
Less: Sales returns & discounts	(1,450.00)
Net revenue	97,000.00
COST OF GOODS SOLD	RM
Opening stock (1 July)	42,000.00
Add: Purchases during the month	51,600.00
Less: Closing stock (31 July)	(38,900.00)
Cost of goods sold	54,700.00
GROSS PROFIT	42,300.00
Margin	43.6%
OPERATING EXPENSES	RM
Salaries, EPF & SOCSO	14,800.00
Shop rental	6,500.00
Utilities (electricity, water, internet)	1,240.00
Transport & delivery	980.00
Marketing & advertising	650.00
Insurance	420.00
Repairs & maintenance	380.00
Bank & payment charges	310.00
Accounting & software	290.00
Other expenses	430.00
Total operating expenses	26,000.00
Operating profit	16,300.00
Less: Interest on borrowings	900.00
NET PROFIT BEFORE TAX	15,400.00
Margin	15.9%

Cost of goods sold is not the same as what you bought this month. It is opening stock plus purchases minus closing stock — only the goods that actually left the shop. Skipping the stock count is the single most common reason a P&L is wrong.