

# Income Statement

## Tampon Tribe

For the year ended December 31, 2017

2017

### Income

Revenue	38,992.99
Revenue - Others	2,998.13
Revenue - Shipping	192.00
Sales Discount	(11,060.99)
Chargeback	(152.82)
<b>Total Income</b>	<b>30,969.31</b>

### Cost of Goods Sold

COGS - Product	12,204.65
COGS - Shipping & Packaging	17,101.39
COGS - Contractor	236.25
<b>Total Cost of Goods Sold</b>	<b>29,542.29</b>

<b>Gross Profit</b>	<b>1,427.02</b>
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<b>Gross Profit %</b>	<b>3.66</b>
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### Operating Expenses

#### Tax & Benefits

Team Events / On-site Meals	628.77
<b>Total Tax &amp; Benefits</b>	<b>628.77</b>

#### Marketing

Marketing - General	26,953.58
Marketing - Advertising	9,340.62
Marketing - Events / Conference Attending	719.82
<b>Total Marketing</b>	<b>37,014.02</b>

#### Travel & Entertainment

Meals and Entertainment (M&E)	19.67
Travel - Transportation	3,275.47
Travel - Lodge	77.80
<b>Total Travel &amp; Entertainment</b>	<b>3,372.94</b>

#### Facilities: Building

Facility Exp - Rent	2,925.00
Facility Exp - Storage	1,362.60
Facility Exp - Utilities	597.08
Facility Exp - Repair & Maintenance	300.00

2017

Facility Exp - Phone & Internet	532.29
<b>Total Facilities: Building</b>	<b>5,716.97</b>
<b>Facilities: Office</b>	
Office Supplies	3,520.27
Office - Web Hosting & IT Service	1,630.05
Office - Software & SaaS	4,325.67
Office - Furniture & Appliance < \$1,000	22.50
<b>Total Facilities: Office</b>	<b>9,498.49</b>
<b>Other: Professional Service</b>	
Professional Fee - Accounting, Tax & Payroll	6,866.25
Professional Fee - Legal	375.00
Professional Fee - Other Service	6,223.07
<b>Total Other: Professional Service</b>	<b>13,464.32</b>
<b>Other Expenses</b>	
Insurance - Operation	360.61
Shipping, Printing & Postage	22.59
License & Permit	3,407.00
Product R&D	38.00
Bank / Payment Process Fee	6,328.44
<b>Total Other Expenses</b>	<b>10,156.64</b>
<b>Total Operating Expenses</b>	<b>79,852.15</b>
<b>Operating Income</b>	<b>(78,425.13)</b>
<b>Other Income / (Expense)</b>	
Interest Expense	(684.85)
<b>Total Other Income / (Expense)</b>	<b>(684.85)</b>
<b>Net Income</b>	<b>(79,109.98)</b>