

Table 1 Profit/ Loss Calculation

Sales Revenues	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
-products	54,800.00	95,600.00	174,500.00	211,400.00	411,000.00	205,200.00	147,800.00	387,500.00	354,700.00	344,000.00	552,400.00	780,800.00	3,719,700.00
-commission received	-	-	-	-	-	-	-	-	400,000.00	950,000.00	-	500,000.00	1,850,000.00
Cost of sales (net)	42,153.85	73,538.46	134,230.77	162,615.38	316,153.85	157,846.15	113,692.31	298,076.92	272,846.15	264,615.38	424,923.08	600,615.38	2,861,307.69
Gross profit	12,646.15	22,061.54	40,269.23	48,784.62	94,846.15	47,353.85	34,107.69	89,423.08	481,853.85	1,029,384.62	127,476.92	680,184.62	2,708,392.31
Expenses													
Transport	5,480.00	9,560.00	17,450.00	21,140.00	41,100.00	20,520.00	14,780.00	38,750.00	35,470.00	34,400.00	55,240.00	78,080.00	371,970.00
Sales commissions							7,390.00	19,375.00	17,735.00	417,200.00	27,620.00	39,040.00	528,360.00
Communication (phones & data)	5,000.00	5,000.00	10,000.00	10,000.00	10,000.00	20,000.00	20,000.00	20,000.00	30,000.00	30,000.00	30,000.00	30,000.00	220,000.00
Stipends	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	565,000.00
Stationary costs	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	150,000.00
Training costs						130,000.00							130,000.00
Operating profit (net)	(52,833.85)	(47,498.46)	(42,180.77)	(37,355.38)	(11,253.85)	(178,166.15)	(68,062.31)	(53,701.92)	333,648.85	482,784.62	(50,383.08)	468,064.62	743,062.31
Solar units sold	9	17	22	24	53	35	22	35	45	33	51	64	410
Installations	-	-	-	-	-	-	-	-	1	10	-	2	13

Table 2 Annual Sales-Installations/Commissions Received

Total Annual Installations/Commission Received								
Month	Date	Customer	District	Commision received	Receipt Number	Price	QTY	Total Amount
Sep	9/30/2018	Powered by Nature	Nkhatabay	standalone system-chatonda	156	400,000.00	1	400,000.00
Oct	9/19/2018	Chatonda enterprises	Nkhatabay	solar geyser installation	157	95,000.00	10	950,000.00
Dec	12/30/2018	Mr Mtegha	Mzimba	construction of tower for tanks	205	300,000.00	1	300,000.00
Dec	12/30/2018	Mr Mtegha	Mzimba	installation of solar geyser	205	200,000.00	1	200,000.00

Table 3 Total
Annual Sales-
Products

Month	Date	Customer	District	Product	Receipt Number	Price	QTY	Total Amount
Jan	1/16/2018	Mr Chikhuse	Mchinji	Sk Pico	56	5,100.00	3	15,300.00
Jan	1/16/2018	Mr Chikhuse	Mchinji	pilot X	57	14,000.00	1	14,000.00
Jan	1/18/2018	Harris Chithuthu	Mchinji	SK Pico	58	5,100.00	1	5,100.00
Jan	1/18/2018	Mr Sikoye	Mchinji	SK Pico	59	5,100.00	2	10,200.00
Jan	1/28/2018	Mr Abdul	Mchinji	Sk Pico	60	5,100.00	2	10,200.00
Feb	2/1/2018	Mr Nkhoma	Mzuzu	Sk Pico	61	5,100.00	3	15,300.00
Feb	2/1/2018	Elizabeth Zuza	Mchinji	SK Pico	62	5,100.00	2	10,200.00
Feb	2/1/2018	Mr S. Mchenga	Mchinji	SK Pico	63	5,100.00	6	30,600.00
Feb	2/1/2018	Mr J. Mpokosa	Dedza	SK Pico	64	5,100.00	5	25,500.00
Feb	2/18/2018	Mr Chikapa	Lilongwe	pilot X	65	14,000.00	1	14,000.00
Mar	3/1/2018	Annie Mpata	Mzuzu	pilot X	66	14,000.00	2	28,000.00
Mar	3/2/2018	Ella Mtawali	Mzuzu	Sk Pico	67	5,100.00	4	20,400.00
Mar	3/2/2018	Mrs Mwasangwale	Mzuzu	pilot X	68	14,000.00	2	28,000.00
Mar	3/2/2018	Mr Lungu Mr Benjamin	Mzuzu	pilot X	69	14,000.00	1	14,000.00
Mar	3/15/2018	Banda	Mchinji	Sk Pico	70	5,100.00	3	15,300.00
Mar	3/15/2018	Mrs Majawa	Lilongwe	Sk Pico	71	5,100.00	2	10,200.00
Mar	3/16/2018	Riha Chimdzovazi	Dedza	SK Pico	72	5,100.00	1	5,100.00
Mar	3/18/2018	Chifundo Msadala	Lilongwe	SK Pico	73	5,100.00	3	15,300.00

Mar	3/24/2018	Mr D.Kaunda	Salima	Pilot X	74	14,000.00	2	28,000.00
Mar	3/25/2018	Mrs Mtawali	Mzuzu	SK Pico	75	5,100.00	2	10,200.00
Apr	4/2/2018	Mr Mambala	Mzuzu	Sk Pico	76	5,100.00	4	20,400.00
Apr	4/2/2018	Mr Chifisi	Mchinji	pilot X	77	14,000.00	3	42,000.00
Apr	4/2/2018	Mr Mwamlima	Lilongwe	SK Pico	78	5,100.00	1	5,100.00
Apr	4/2/2018	Rhoda Kholiyo	Lilongwe	SK Pico	79	5,100.00	1	5,100.00
Apr	4/2/2018	Mr Dembo	Lilongwe	SK Pico	80	5,100.00	1	5,100.00
Apr	4/15/2018	Mr Benjamin Banda	Lilongwe	pilot X	81	14,000.00	1	14,000.00
Apr	4/16/2018	Mr Dolish	Lilongwe	SK Pico	82	5,100.00	3	15,300.00
Apr	4/18/2018	Mr Gomesi	Mchinji	Sk Pico	83	5,100.00	2	10,200.00
Apr	4/18/2018	Fatima Zone	Mchinji	pilot X	84	14,000.00	3	42,000.00
Apr	4/22/2018	Mr Banda	Mchinji	Pilot X	85	14,000.00	1	14,000.00
Apr	4/24/2018	Mr R. Fonga	Salima	SK Pico	86	5,100.00	2	10,200.00
Apr	4/25/2018	Caroline Tyson	Mchinji	Pilot X	87	14,000.00	1	14,000.00
Apr	4/25/2018	Mrs Rhoda	Mzuzu	Pilot X	88	14,000.00	1	14,000.00
May	5/2/2018	Chifundo	Lilongwe	SK Pico	89	5,100.00	6	30,600.00
May	5/2/2018	Mr P. Kachinda	Dedza	SK Pico	90	5,100.00	2	10,200.00
May	5/12/2018	W. Steven	Lilongwe	Pilot X	91	14,000.00	1	14,000.00
May	5/17/2018	Mr Chiphoka	Kasungu	Pilot X	92	14,000.00	3	42,000.00
May	5/22/2018	Mr Majiya	Blantyre	Pilot X	93	14,000.00	1	14,000.00

May	5/24/2018	Mr Toto	Blantyre	Pilot X	94	14,000.00	3	42,000.00
May	5/24/2018	H Msukwa	Chitipa	SK Pico	95	6,500.00	3	19,500.00
May	5/24/2018	Mr Mambala	Mchinji	SK Pico	96	6,500.00	7	45,500.00
May	5/24/2018	Mr Malaki	Blantyre	Pilot X	97	15,500.00	2	31,000.00
May	5/24/2018	A Mtika	Mzimba	SK Pico	98	6,500.00	6	39,000.00
May	5/25/2018	Nix Million	Blantyre	SK Pico	99	5,100.00	6	30,600.00
May	5/25/2018	James Misoya	Blantyre	Pilot X	100	14,000.00	1	14,000.00
May	5/25/2018	Paul Andrew	Mchinji	Pilot X	101	15,500.00	1	15,500.00
May	5/25/2018	H Ghambi	Chitipa	SK Pico	102	6,500.00	5	32,500.00
May	5/30/2018	P Makamo	Mzimba	SK Pico	103	5,100.00	6	30,600.00
Jun	6/2/2018	Rev J. Mkokamasa	Dedza	SK Pico	104	5,100.00	1	5,100.00
Jun	6/2/2018	M Siwombo	Rumphi	SK Pico	105	5,100.00	3	15,300.00
Jun	6/11/2018	Zakeyo Banda	Rumphi	SK Pico	106	5,100.00	6	30,600.00
Jun	6/14/2018	Mrs Kadammanja	Blantyre	pilot X	107	14,000.00	1	14,000.00
Jun	6/15/2018	Sister Kapito	Mchinji	Sk Pico	108	5,100.00	5	25,500.00
Jun	6/16/2018	Mr Yotamu	Mchinji	Sk Pico	109	5,100.00	1	5,100.00
Jun	6/17/2018	Sr kapito	Mchinji	Sk Pico	110	5,100.00	4	20,400.00
Jun	6/18/2018	Mr Lapozo	Mchinji	pilot X	111	14,000.00	1	14,000.00
Jun	6/22/2018	Flora Kambalame	Mchinji	SK Pico	112	5,100.00	6	30,600.00
Jun	6/25/2018	Paul Andrew	Mchinji	Pilot X	113	14,000.00	1	14,000.00

Jun	6/25/2018	Bostov Nyondo	Chitipa	SK Pico	114	5,100.00	6	30,600.00
Jul	7/2/2018	P Makamo	Mzimba	SK Pico	115	5,100.00	3	15,300.00
Jul	7/2/2018	K Zgambo	Mzimba	SK Pico	116	5,100.00	2	10,200.00
Jul	7/3/2018	John Kalambo	Blantyre	pilot X	117	14,000.00	1	14,000.00
Jul	7/3/2018	Mr Khanganya	salima	Sk Pico	118	5,100.00	1	5,100.00
Jul	7/3/2018	Foster Majoni	Lilongwe	SK Pico	119	5,100.00	2	10,200.00
Jul	7/3/2018	Richard Richapa	Lilongwe	SK Pico	120	5,100.00	1	5,100.00
Jul	7/18/2018	Mr B. Mtembo	Kasungu	SK Pico	121	5,100.00	1	5,100.00
Jul	7/18/2018	Mr B. Mtembo	Kasungu	Pilot X	122	14,000.00	1	14,000.00
Jul	7/21/2018	Action Aid	Blantyre	Sk Pico	123	5,100.00	1	5,100.00
Jul	7/22/2018	L Mhone	Mzimba	Pilot X	124	14,000.00	2	28,000.00
Jul	7/25/2018	Mr A. Makupe	Salima	SK Pico	125	5,100.00	4	20,400.00
Jul	7/25/2018	Vic Mzenzo	Salima	SK Pico	126	5,100.00	3	15,300.00
Aug	8/3/2018	Mr Ndovie	Lilongwe	SK Pico	127	6,500.00	1	6,500.00
Aug	8/3/2018	Mr Ndovie	Lilongwe	Pilot X	128	15,500.00	3	46,500.00
Aug	8/3/2018	M Mkandawire	Rumphi	SK Pico	129	6,500.00	3	19,500.00
Aug	8/3/2018	L Mazunda Tusekire	Mzimba	SK Pico	130	6,500.00	7	45,500.00
Aug	8/3/2018	Mwambokera	Lilongwe	Pilot X	131	15,500.00	1	15,500.00
Aug	8/3/2018	Blessings Khonje	Lilongwe	SK Pico	132	6,500.00	1	6,500.00
Aug	8/4/2018	Christina	Blantyre	SK Pico	133	6,500.00	4	26,000.00

Aug	8/4/2018	A Ng'ona Aubrey	Rumphi	SK Pico	134	6,500.00	6	39,000.00
Aug	8/4/2018	Kachikande	Lilongwe	SK Pico	135	6,500.00	1	6,500.00
Aug	8/4/2018	Mwatipa Sichinga Karen Van	Lilongwe	Pilot X Jua	136	15,500.00	1	15,500.00
Aug	8/4/2018	Meeuwen	Lilongwe	Home Jua	137	64,000.00	1	64,000.00
Aug	8/15/2018	Kingsley Msewa Malumbo	Mzimba	Home	138	64,000.00	1	64,000.00
Aug	8/29/2018	Mkandawire	Karonga	SK Pico	139	6,500.00	5	32,500.00
Sep	9/4/2018	Mr Thaulo	Lilongwe	SK Pico	140	6,500.00	1	6,500.00
Sep	9/4/2018	Getrude Noah	Lilongwe	SK Pico	141	6,500.00	2	13,000.00
Sep	9/4/2018	Mrs Mphenzi	Lilongwe	SK Pico	142	6,500.00	1	6,500.00
Sep	9/4/2018	Felix Kagwa	Lilongwe	SK Pico	143	6,500.00	6	39,000.00
Sep	9/5/2018	Mr Banda	Dowa	SK Pico	144	6,500.00	2	13,000.00
Sep	9/5/2018	Mr Banda	Dowa	Pilot X	145	15,500.00	2	31,000.00
Sep	9/7/2018	Mrs Kamoya	Dowa	SK Pico	146	6,500.00	1	6,500.00
Sep	9/7/2018	Gladys Masasa	Kasungu	Pilot X	147	15,500.00	1	15,500.00
Sep	9/7/2018	Mithias Rompel	Lilongwe	SK Pico	148	6,500.00	7	45,500.00
Sep	9/21/2018	Lawrence Kapinda	Lilongwe	SK Pico	149	6,500.00	2	13,000.00
Sep	9/24/2018	Mr Nyirongo	Mzimba	SK Pico	150	6,500.00	7	45,500.00
Sep	9/27/2018	Yohane Chiwanda	Mchinji	Pilot X	151	15,500.00	2	31,000.00
Sep	9/27/2018	Luciano	Lilongwe	SK Pico	152	6,500.00	1	6,500.00
Sep	9/28/2018	Marie Claude	Lilongwe	Pilot X	153	15,500.00	1	15,500.00

Sep	9/13/2018	Darius Mayuni	Blantyre	Jua Free Light	1	6,400.00	8	51,200.00
Sep	9/29/2018	Mr U. Ngwira	Lilongwe	Pilot X	163	15,500.00	1	15,500.00
Oct	10/2/2018	Nelson Banda	Lilongwe	SK Pico	164	6,500.00	6	39,000.00
Oct	10/8/2018	Mr Mike Nyirenda	Blantyre	Sk Pico	165	6,500.00	4	26,000.00
Oct	10/8/2018	Mr Mike Nyirenda	Blantyre	pilot X	166	15,500.00	3	46,500.00
Oct	10/8/2018	Mr Malota	Blantyre	Sk Pico	167	6,500.00	8	52,000.00
Oct	10/8/2018	Thambani Zone	Blantyre	pilot X	168	15,500.00	4	62,000.00
Oct	10/9/2018	Mr K Jeka	Nkhotakota	Jua Home	169	64,000.00	1	64,000.00
Oct	10/11/2018	Mr Chuma	Blantyre	pilot X	170	15,500.00	1	15,500.00
Oct	10/11/2018	Judith Mhango	Rumphi	SK Pico Jua	171	6,500.00	6	39,000.00
Nov	11/8/2018	Mr Sele	Mchinji	Home	172	64,000.00	1	64,000.00
Nov	11/10/2018	Mr D Ng'ambi	Blantyre	Sk Pico	173	6,500.00	1	6,500.00
Nov	11/10/2018	Steven Banda	Blantyre	Sk Pico	174	6,500.00	1	6,500.00
Nov	11/10/2018	Mr S Mangasanja	Blantyre	Sk Pico	175	6,500.00	3	19,500.00
Nov	11/10/2018	Mr Mubawa	Blantyre	Sk Pico	176	6,500.00	7	45,500.00
Nov	11/10/2018	Mr Mubawa	Blantyre	pilot X	177	15,500.00	1	15,500.00
Nov	11/10/2018	John Kalambo	Blantyre	Sk Pico	178	5,100.00	4	20,400.00
Nov	11/11/2018	Alex Nkhata	Rumphi	SK Pico	179	6,500.00	6	39,000.00
Nov	11/16/2018	Excellent Phiri	Lilongwe	SK Pico	180	6,500.00	8	52,000.00

Nov	11/16/2018	M Musukwa	Chitipa	SK Pico	181	6,500.00	1	6,500.00
Nov	11/17/2018	Mr Chinthuli	Kasungu	SK Pico	182	6,500.00	4	26,000.00
Nov	11/20/2018	Mr Msowoya	Mzuzu	Jua Home	2	64,000.00	1	64,000.00
Nov	11/17/2018	Sr Kamwendo Gloria	Mchinji	pilot X	186	15,500.00	2	31,000.00
Nov	11/21/2018	Mwasangwale	Blantyre	pilot X	3	64,000.00	1	64,000.00
Nov	11/29/2018	L Mazunda	Mzimba	Pilot X	187	15,500.00	1	15,500.00
Nov	11/29/2018	Lidya Kujaliwa	Lilongwe	SK Pico	189	6,500.00	1	6,500.00
Nov	11/30/2018	Mr Mangasanja	Blantyre	Pilot X	188	15,500.00	2	31,000.00
Nov	11/30/2018	Aston Silungwe	Lilongwe	SK Pico	190	6,500.00	1	6,500.00
Nov	11/30/2018	Mr Sayineni	Mchinji	SK Pico	191	6,500.00	5	32,500.00
Dec	12/9/2018	Mr B. Mtambo	Dowa	Sk Pico	192	6,500.00	3	19,500.00
Dec	12/9/2018	Mr Chifu	Dowa	pilot X	193	15,500.00	2	31,000.00
Dec	12/9/2018	Patrick Manja	Lilongwe	Sk Pico	194	6,500.00	3	19,500.00
Dec	12/10/2018	Mr Zonde	salima	pilot X	195	15,500.00	2	31,000.00
Dec	12/10/2018	Mr Patrick Dandaula	Blantyre	pilot X	196	15,500.00	1	15,500.00
Dec	12/10/2018	John Kalambo	Blantyre	pilot X	197	15,500.00	1	15,500.00
Dec	12/10/2018	L Mzikamanda	Mchinji	Pilot X	198	15,500.00	2	31,000.00
Dec	12/10/2018	S Magawa	Mchinji	Pilot X	199	15,500.00	2	31,000.00
Dec	12/10/2018	M Banda	Mchinji	SK Pico	200	6,500.00	5	32,500.00

Dec	12/5/2018	Brighton Msiska	Blantyre	Jua Free Light	4	6,400.00	1	6,400.00
Dec	12/5/2018	Chimango Msiska	Lilongwe	Jua Free Light	5	6,400.00	1	6,400.00
Dec	12/7/2018	Mr Slili	Lilongwe	Jua Home	6	64,000.00	2	128,000.00
Dec	12/28/2018	Padro Pio Teacher	Lilongwe	Jua Home	7	64,000.00	1	64,000.00
Dec	12/11/2018	Mr Chuma	Mzuzu	Sk Pico	203	6,500.00	6	39,000.00
Dec	12/17/2018	Mrs Mkandawire	Mzimba	SK Pico	204	6,500.00	3	19,500.00
Dec	12/29/2018	Mr Kalua	Rumphi	Jua Home	8	64,000.00	1	64,000.00
Dec	12/17/2018	Mr Stewart	Lilongwe	SK Pico	206	6,500.00	5	32,500.00
Dec	12/17/2018	J Kaira	Chitipa	Sk Pico	208	6,500.00	6	39,000.00
Dec	12/18/2018	M T Phiri	Chitipa	SK Pico	209	6,500.00	4	26,000.00
Dec	12/22/2018	Flora Kambalame	Mchinji	Pilot X	210	15,500.00	1	15,500.00
Dec	12/22/2018	Flora Kambalame	Mchinji	SK Pico	211	6,500.00	1	6,500.00
Dec	12/22/2018	R Kanyinji	Mzimba	Pilot X	212	15,500.00	2	31,000.00
Dec	12/23/2018	Innocent Panda	Blantyre	SK Pico	213	6,500.00	7	45,500.00
Dec	12/23/2018	Mr Smart	Blantyre	Pilot X	214	15,500.00	2	31,000.00