0 * chapter 2* Wed. oct. 50 The Finacial Market Environment Socses of funds (capital) External Internal 1 Retained Earnings (undividend profits) dept equity الابراوالمحتجزة Souses of Capital External Table we raise capital ce on 3 m 3 wayss Financial Institutions (Web - ----10 it's an intermediary that helps transfer funds among indviduals, businesses and the goverment undivectly (Sovers) a server and and and the super and the super super servers we need F. In To raise capital main deale (indivoluals) Tomanod govermeron (Sames government-Investor 6USIASSES businesessuppliers of as 11/2 Demanders of funds fords 1 Miles Individuals_, Net suppliers of funds 米 الا مزاد بلخالب ركونوا عم الاغلب (Savers) - ش (borrowers).

0 ¥ Still Securities firms : Exellige with JUSS 0 brakerage firms _) help buyers and sollers of financial securities to be matched for a specific commission (to - s) مرعام الق مد الالم بشك اسم 0 Investment banks : (vin 1 2000) helpin raising finanical capital mergers (2.6.1) and acquisitions (colica) mutual funds , re- signation 3 مصروسه فاهدة فيهادانا كعرد عكنا سترى مسم فسذف الاستعار وحاديا المسادى يتي ومفتها بشفرها المعنوف - du gihes issue shares of their own and the (pooling of funds) ciusi are reinvested in other corporate and govermental Securities Bler walkel Finance Companises: des des des Role -> give loons only ولاستسقال العوالد يكون عالية جرات اعلم مد موالة السرد ويلجأ إليها الماس المالينا مريني يعفى ودي

1 Nov. 2. Sat. the former from a supply and the C Gnanicel institutes [This !! Finanical market fulling wild (The gover 1) (when is it is finanical sec of the during in it's a location or eletronic (network) form where demanders and supplies of funds can do their business transactions directly Trees of The Aline and any promotes registed was marghed financial securies are usually sold in financial × markests allime and guill in treasury with the for We we have (sourity firms) ada all all all also التاس عام المعمو يعن السع وع يكن ف المجرعية الحن لوكان الع لنا معدة مومود الدي في المديد لا المدومة لا فالدورمة 8 ينم المتدود من المراجي (يكون الحفاللكل الم سيَّري) فسَعَس شركة ماعد تحقيدة Types of offering financial securities: public offering - > selling stocks for the general 0 public (publicly held corporation are see - 355) privet placement -> selling stocks for a spcific 0 group of people (privetly held corporations align is) such as insurance co., pension fund 12-

Types of market securities maturity: 3 * money market it describes the finanical relation ship between short term demanders and suppliers of funds Capital market it describes the financial relation ship between long term demanders and suppliers of funds · Los bie money, capital/market and listing & worker . show : علمالعد الدراج الكركلماكان في الغريمي ودفعها الحر Business Taxes & × Having) 9308 (conixat) Taxable income = \$60,000 Ex! tax Expense = ? tax rate = 3 Tax = 7500 + (25% * (60,000 - 50,000) × = 7500 + (25% + 10,000) = 7500 + 2500 \$10,000 (Liability) Tax rate = Tax expense = 10,000 = 1/. 16,6 4 Toxable income 60,000

3 Contractual saving organization Insurance companies : (1) IT collects premium to protect individuals and Businesses against losses Mar & marker thread in an Persion funds stallaslip (2) collects premiums to protect individuals against Job losses b. Securities Firms Financial Securities short-term manualy: less than one year, , Jai 1- Treasury bills 2- Negotible CD3 3- Commercial borks paper Long term manunty: more them one year 1- Bonds 2- preffed stocks-No maturity steering of the 3- Commen Stock ownership . 951,28

2 فراعتيالاصان × Business and the governments ...). Net demanders of Funds عدف ك بزند se die a ser many in ser Business cycle * Types of Financial institutions Depository Institutions : grand change D give Role -> Accept deposits analgives loans s. Commercail banks : aute limit A Most important a Role -> Accept deposits and gives loans to individal, busnisses s There and goverments. . العترة العالم عيدهم استاعانه وطو حرّدها للكل . Saving banks : 6. Role -> accept deposits and gives loans mainly to individuals. الديزيد الدين الدين a san of the ball to gran with credit union (Eliei) Ca Role - accept deposits and gives loans only to uer relie ~ 00 - تَعْبَل الدواليَّة و تعلي تروض فقط لا فراد النقابات members Non-Depository instit. (2) كل المؤسسات المالية الله لا تقبل الودائع ولا تعطي قروعن - الكنابةوخذات الم (القول)

the arbon estimate the trans to i 0 financial market (1) Primary Secondary market market (الدوعية) 2" entereste siles שושת בניר לצועיה איהווטאראאו of devisecurites of (زالف الا المنا) where securities are where the initial sale of sold between investors Securities happen (The transaction happens between the issuer and the investor) (Secondary market as jul) organized securities Exchange [over the counter] (Broker - market) (Dealer - markent) تتعنزا وعناك حكان لالتقاءالتولة - Network geil, Jac ul; - Dealers Usually buy and sell الوساططالانة (Brokers) متعليه البانعواد دري ويوخدوع الشعية Finanical securies from their own Port folio Sultant stano Physical traiding floor (market-makers) - brokes usually match the Ex: Nasdag ? NY buyers with the sellers of securities for a spicific commission Example: NYSE (new york stock exchange) Lys

3 6 Avarage tax rate = tax expresse Taxable income * year 2009 tax rate = 9,150 = 16,23%. year 2010 tax rate = 11000 = 17,19%. 64,000 year 2011 tax rate = 11,625 = 17, 48%. 66,500 × year 2012 tax rate = 13,335 = 18,39% × 75,250 to There is a positive, direct relationship between The Taxable earning and the average P2-3 maganial tax rate year 2009 25% 2010 25% 2011 25% 34% 2012 2013 34% (a) As tax liability increase the marginal tax rate has increased × b As for the taxable earning: unless taxable earning are in × another range, the marginal rate will not change marginal J' res & Ser 1 we earning J' LCLP

Als in user vehicle I should be soled (tax saving) Lesit (P2-7) tax rate = 40% 茶 * Minerisson 15 iser and my (prives xat) car المريق العادية وتتوفر عالني من رك لكم لوريح مؤم على لمريع tax rate 40% vehicle & should be soled (EAT) Lastin + delan. Recommendation : Capiter loss LAT Vehicle 2 4607 440 we vehich 2 mon 2 1 - 21 is which 1 (660) -11,00 -440 . بالمحالم مرالك الم サレンろの 0

4) 433 O (1) -5cornings after tax 102,000 \$ 120,000 Wed.Nov.6 0 الاراج الذر يحود عم اع من التعريب عم معم و التعريب (devidance) معد م معمد التعريب الم 3 Dividend income (70% - 80%) of dividance income is Excluded (230) Eromotor es ul ma colsio ante 300 20 مَنْ الْمُنْ مَعْنَى مَنْ رَجْمَ وَالْحَرْ سَمِعْنَ اللَّهُ وَالْحَرْ مَعْنَ مَعْلَ مَالْ IF a corporation answes less than 20% of other corporation's stocks then for of the dividance received will be Excluded from taxes IF a corporation ownes more than 20% (20-380) of other corporation's stocks then so r of the dividance recived will be excluded from taxes علاما : اد ملكيت (اسم) في شكة اخرى بزرد الاحفاء اذا سلكو بمتلكوا اكثر عمر 28% مماسم مركفا خوك دكون الانفلاكاملا(ما بيدفعو فنانش)

6 * Tax will decrease because the op corporation will recive on 80% dividand exclusion (2) Intrest income is taxable . whearcas dividends income 70% - 80% is excluded from taxes C Tax Liability = \$ 123,000 1-001 P2-5]EBIT= \$250,000 tax rate = 35% (a) Intrest expense = \$0 (earnings to be dishepred to) (EAT) net income UL2. EBIT 250,000 intrest Exp 0 EBT 250,000 Tax (35%) 87,500 EAT = Net income \$162, Soon (b) intrest expense = \$ 8500 EBIT 250,000 the - intrest EXP 8500 EBT 241,500 tax (351) 84,525 The branches of the cher \$ 156,975 EAT= NI and the second second

Tax liability 87,000 @ > tax Liability 84,525 (C)(fax deductible) intrest expense is the reason behind the difference in the tax liability taxable manes Sude (meane) di cé to je l'a pias اقل فالحد التاك ماج مكون الحل . A reptilized and P2-6 CELL: (Second 124 1818 : 35× Of - allages to the 15 T. Contraction and mapping). capital loss = 1350 -2500 = (\$ 1,150) (0) vehicle 2 Capital loss = 1,900 - 3000 = (\$ 1,100) * المنارة لايندوج علما جرسة فطالع 6 Vehicle 1 ("Webere) C. LOSS \$ Webere Tax UDY -\$1,150 العنفي المحققة في الم Tax 40%. -1460 (\$690) ي الفريماي د ادفع EAT Taxing vehicle one

2 Q capital gain = selling price - purchase prise الغرق بين - حرابسج والشراء الساء P2-2 EBT/ taxable earning, p.99 (year) pretax earnings 2009 1 \$ S7.000 10 01 10 2010 \$ 64,000 2011 \$ 66,500 - 101/11 11 2012 \$ 75,250 2013 \$ 79,350 a 2009, tax = 7500+(25% (S7000-S0,000) 30 = \$9250 2010, tax = 7500+ (25%- (64,000- S0,000) = \$11,000 2011, tax = 7500 + (25% (66500 - 50,000) 4 = \$11,625 2012, tax = 13,750+ (341/ x (75,250-75,000) = \$ 13,835 2013, tax = 13,750+ (34/2)(79,350-75000) × = \$ 15,229 As taxable earnings increase the tax Liability ¥ has also increased

(4) [P2-9] worldwide contractors corporation (1) - - - - gross profit = \$ 520,000 (photos) Operating Expenses = \$ 235,000 intrest income = \$ 15000 (recevied) ownes 15% of multible wine corporations stock Dividend income = \$ 25,000 Tax rate = 40% 70% dividend exclution (slos) a intrest recived = \$15000 6 tax = 40% of Tax liability on intrest recived = (15000 X 40%) = \$6000 EAT (51,11) = \$9000 (15000-6000) Toppeler * Tax liability on dividance recived = (25000×40%×30%) - [5 3000] Tor dividend exclutionin delip you a EAT = \$ 22,000 (2500-300) auniella un أو يلج ال عمل بدلما اعترب في المح EACS : (che al ale) 6 * gross profit 520,000 operation expense 235,000 operating profit 285,000 intrest expense 0 Carnings before tax 285,000 Tax rate (40%) (114,000) (40% X 285,000) \$ 171,000 Net income (for operations) 15-

(3) (6000+3000) (b) EACS= 171,000 + 9,000 + 22,000 × = \$ 202,000 (الإيتدارية المراجعة (الإيتدارية) gross profit 520,000 operating expense 235,000 EBIT 285,000 intrest Expense (0)-1 sissele EBT 285,000 intrest recived 15,000 0002 + taxable dividend regived 7500 -> (25000 × 30).) taxable income \$307,500 - tax (40%) 123,000 -> (307>00 × 407) 184500 - 11 Net Income + non-taxable dividends 17,500 -> (25000 × 70%) EACS \$ 202,000 0 Dividand mome = 25000 (in (in the sell - exclusion 80% = 20,000 لتحيد المشل Taxable mcome 5000 المحفق tax 40% [2000] ausen FAT 23,000

0 Ix: Taxable mome = \$ 50,000 هو مستج مع الشيعة الدوى بطلح من الثامية (-- الكوه) ¥ Tox = 0 + (15% + (Soroon -0) = 15% * Soroco = \$7,500 : Note 20 اذاكانت الغائدة many and a large mant) and Corporations usually pay taxes on: 0 ordinary mcome _, mcome from operations الفرسة عم الارباح 2 intrest mane (e.g) intrest recived from bonds) Intrest Expense is a tax deductiable (corporations Note: don't pay taxes on intrest Expose) any en ges die person الماللين وروعم الديار من عم العمارين مد Example: p:94 Tax rate = 40%. sinstana a the Tax Expense = S allengen with Earnings after tax =? where No Dept Company west Dept company 200,000 EBIT \$200,000 Intrest \$ 30,000 0 200,000-30,0002 \$ 200,000 EBT \$170,000 × Tax rate -> \$68,000 -> \$ 80,000. * Expuse (Muox 170,000) (40% × 200,000) 1:

* Net cash flav= CFO+CFI+CFF iner - and -

province in available to be province in according

* * Net cash Place = D in cash + D in marketable. Sec (bal)

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Cash flow statement (000) of which right (Sin for the year ended Dec. 31, 2015 often

Net Tricome (14) (\$ 180 + Depreciation \$ 100 + Decrease in A.R \$ 100 + Decrease in inventory \$ 300 + Increase in Accurals \$ 200 - decrease in Accurals \$ 100 Cash flow provided by operating out. \$780

Cash Flow From Investing act in t - gross fixed Assets 30011 +

Cash Flow used by Investing (300) +

31)m +

Cash in flows (sources of cash) (Cash outflows (uses of cash) * Net income (R-E, RIJE) * Net loss (R-E, E>R) * Depretation (non-cash Expense) * Dicrease in Assets in Assets in Assets in fu increase in liability air wit * Dicrease in liability and sum 朱 Sale of stocks pentice & repurchase of stocks penticip * (prefferd, commen war til der) treasury stocks and as in due une the state of the second of the second with the land the l * Dividance paid 25: 12 pupil to me setter barren the pipeling and a later the Deprecation : it's a cash in flow 2.32 to not income ! Cash out one (non-cash Expense) as o, he give D. Common stocks @ Par All Expenses are cash out bie the Deprecution. Dividents galation × Business Activities. operating activities ! Logis asher que and give of 0 (changes) in Current Assets (Excluding change in D Cash & marketable securities) tell Hannitason 30 in Current liabilities 2 Investing activities: events junel della burle 0 in investments cashin one are die statis Fixed assets of calaci a 15-

3 24 (A) in gross fixed Assets and a marked 6 (fixed assets rein the Accumelated Deprecation) 6 (cash in in in using (cash out) and using is a lit 6 Marchin approxim () with a standic 6 de la 3 Financing activities . . . 6 ÷ الم الدن يعذوالدانية عراكات وادا فلك يعتم مستدك الديد (كا شراها) 6 (filled , come which have) the case of the case of the Conte D in short term intrest - bearing debts) 12 (Notes payable) Reader Lida -# Dividance peud 2 6 اي دين معيرالا لعليه حوالد بعنبرالتغيرفيه مصور حويل AtNote) 8 5 V.mpo! D. Islong-term depts, liabilities to many a ZD preffered stocks Commen stocks@ par +, o. Eq. D 9 aditional paid in excess of par 1 D - 60 Dividands para 2 aspitivity to marice of ** Any increase in Recivables (A/R ...) is cash out 8 لان مزيد العدين (مشر معبوي) مدار (در الدار مر ما مسر در 6 (29thus)? allestations & deal iss income statement) or pies is use Depresention II is ** الح مول عليه مسال B.S and لال العرف مين ال Accumulated deprecation. Deprecation = in the ACC. Dep] Dividands paid is Always cashout (7,6) * *

NOV. 27. Wed. of the pailings) statutes of Cash Flow from Financing act. - Note payable + mgold 10000 t long term dept 200 - Dividance 1-1) [80] 1 Cash Alaw provided by Financing 20 001 1 (NOV -1) 000 = 15-2-1 RE2015 = RE2014 + NI - dividance & 2, eitgland 600 = 500 + 180 - dividance RE U duis (80 = Dividance) 1-1 Ja > (compenset. at par) & (preffered stocks) uhal as por Q و ما م ر بن السنسين خاذا " (م بغ مه - ادمه) + امه * Net cash flow = CFO + CFI + CFF (1000 A 1 += 1780 + 300 + 20/01/= 500 (2000-1400) - ((200-500) + (100- 100) * (SOO = D cash + D in marketable securities. Zij ilec. Free Cash Flow & A711-070 = 70% × is cash flow avoilable to both owner's and creditors: after all activities. FCF = OCF - NFAI - NCAI × Gree cash Flow Flet enrent Assets investment Net fixed assets operating cash Clas Investment

(1) Sat. Nov. 23 Cash Flow & Financial planning 1 Cash Flow statement cash planning profit planning (Indirect method) cash budget preforma income St. (Cash Flow statement: is a finanical statement that shows cash in Flows \$ cash out flows from 3 business activities which includes Operating, investing and Financing (\mathcal{P}) (1) 0 To prepare a cash flew statement one income st. and 4 Two balance sheets are needed. IF we want to prepare a cash flow statement for the EX : year ended Dec. 31,2018 we need " Income st. for the year 2018 1-Balance Sheet for the year 2018 2-Balance sheet for the year 2017 3-Lr

9 Indirect method. -* Cash flas Statement * operating For the year ended Dec. 31. 2019 3 activities Net Income 109 3) 11/11 / alles 9 Deprecation (non-cash Expense) 8 Marease in Account. R + decrease in Account. R increase in inventory + decrease in inventory increase in Accounts. pr-de crease in Acounts.p + + increase in Accurals - decrease in Accurals increase in Accived liabilities - decrease in Accived high. + Cash Flow [provided (+) [Used (-)] by operating activities * Cash Flaw from investing activities * - increase in gross fixed assets + decrease in gross. F. assets - increase in investments + decrease in investments. . Cash flow provided by / used by investing activities . * Cash Flow from financing activities * ŧ, + increase in notes payable \ - decrease in Notes payable e + increase in long term depts - decrease in long term depts + increase in preffered. st > - decrease in p.s 8 + increase in C.S.@ par 1- decrease in C.S.@ par ŧ, 1 + increase in additional paid) - decrease in additional in excess of par paid in excess of par 5 always - Dividends paid ħ Cash Flow provided (used by financing act.

3 . 100 کل مفروف کال To divide every expense shown in the previous 0 6 year's income statement over the sales. 10 ro(Excluding taxes 1 justinine Fichelis) 1 Every Expense = % percent of sales -Sales -) not the Corrasted sales 9 () The Expense in the proforma income statement 9 = percent of salles X Forcasted sales (estimated) Q 19X X 40,000 = + 9600 P. EX: pil85 1 = DOGON X XSI 12 × × 10,000 1 1 1200 Forcasted Sales = QXP (\mathbf{n}) model X -> 1500 X 25 = \$ 37,500 model y - 1980 × 50 = \$ 97,500 painnely filory vincel g. Noo Total foicasted sales = \$ 135,000 (bot (Expenses) 80,000 = 80% 2 * COGIS -> 100,000 against out to will should be likely * operating expense -> 10,000 = 10% 100,000 Warrent of sales many * intrest Expense > 1000 = 1%. 2 + - (2301-42) 373/12 C.S. dividants Ulanito of inter tax Ulanito

0 To caculate (operating cash flow) and work Cash Elan from Brancing with. intrest) * * OCFI = Nopat + Deprecation -= Ly. Net operating profit after tax before = EBIT (1- tax rate) + Dep. al provided by And And And And JESTICION = 370 (1- 40%) + 100 3 = 10 222 1At 100 39 = 2128 39 - REWER Masin 132291 + mas = mod Sambinia - 08 - * * ... NFAI = Diverfixed asset + Depresetion Side (1200-1000) + 100 = 300 Not cash flow = CFO + CFI + CFF * * NCAI = DCA - (DA/P+ DAccurals) = (2000-1900) - ((700-500) + (100-200)) 25Hrans: slatetelina 1001 + 1 (200 - 100) Ô 100 2 الاقواح FCF = CFO-NFAI - NGAI ** H: 322 3001 - 0 22

0 [P4-6]: P: 196 D NOPAT = EBIT (1- tax rate) = 2000 (1-40%) V . gran a partie B OCF = NOPAT + Depreaction 1740 + 1600 = 3340 The March BI . 10 x & changes O * NFAI = Duet Fixed Assets + Depreaction = (14600-14800) + 1600 Gerth = 1400 XNCAI = DCA - [DAP + DAccurals] = (9600-8200)-((1700-1600)+(100-200)) = 1400 -+ + Depression Expanse = MIOOVISTEX Toutelled Cost property years (non the organical * FCF = OCF - NFAI-NCAI = 3840 - 1400 - 1400 = 540 initiation of the how - her hall the

3 135,000 Sales Revenue CGIS ((80% × 135,000)) 108,000 gross profit 27,000 Operating Expenses ((10% × 135,000)) 13,500 Operating probit 13,500 Intrest ((1X X 135000)) 1350 EBT 12,150 Taxes (15% × 12,150) 1823 net profit after tax 10,327. C.S. dividends 4000 Retained earnings. \$16327 had a sugar with the section of the This method is not as accurate. × Fixed and variable method: D According to fixed and variable method Fixed ason expense will remain the same juit our 1-(تتغير مج تغر الم حال) Variable expense will be divided over sales and the 2new variable expense = percent of X forcasted isales sales ف والعربقة الدوى مالا متلاف في ال *العوالد لاستغرم الصبحات الحن تتعسر مج الورعن P.195 Stables P=176-199 - - - Construct - N/219 16/16 Ja

for the year ended Nec. 31. 2015 sales 100,000 this interpo Dec.7. Sat. D fixed and variable method will have the Las dividends Retained carriege. Ex10:187 vectra manfuncturing proforma In.st * For the year ended Dec. 31, 2016 135,000 Sales less: CGIS (Pixed) 1100 stand 40,000 · method fixed at Sound In st upplessing et (Eixed 54 Variable -> (40% × 185,000) 54,000 site gross profit al 10 mg 41,000 V less: Operating exposes fixed 5000 Variable -> (5% × 135,000) 6750 operating prolit 29,250 (Less: intrest(always Fixed) 1000 EBT 28,250 less . Tax (15%) -> (15% × 28,250) 4,238 Net profit after tax \$ 24,012

ex: p: 166 m and many a gran shall stand of 9 Installed Cost = \$40,000 2 recovery period abyeats and provide and the Z Deprecation Expense per your = ? Z D * year Deprecation D 1 20× ×40,000 = \$ 8000 D 2 32% × 40,000 = \$ 12,800 0 3 19% × 40,000 = \$ 7600 4 12%, X 40,000 = \$ 4800 4 X 5 J12x 40,000 = \$ 4800 6 5% × 40,000 = \$2000 mart X - 1500 miligial 1 - X 196000 E Financial planning 3 Cash planning profit planning Cash budget preforma In. Statement (Estimated) (00,00) pMethods used to prepare a proforma income statement: * s at a sea of a margin and and and and Percent of sales method 8-I 00 عريد كد ف مروع الديكون الم بعان الم طالحات To determine forcasted sales (Revenues) - + Forcasted Sales = Q (quantity) X P (prise)

3 6-Cone. (Fixed \$ variable method) 11 and -140 6 6. Bell's monefacturing 6 pre formen income. statement 6 For the year ended Dec. 31.2016 6 a. 2,250,000 Sales 8 less: CG1S 750,000 0 Variable > (1194 ×280,000) 437,500 6 15 350,000 311- 10 (1800,000 9 grass prolit 1,062,500 less operating expenses fixed 155,000 D. . Variable -> (, 1638×2,250,000) 368,750 1.1 295,000 TTL 1,800,000 600 Operating profit 538,750 65 less 1 intrest 24,500 Est 6 514,250 Con. EBT less - Tax (40%) 205,780 10mm a line Net income 308,550 Por series less: cash dividands \$5,000 --To retained earnings 223,550 a state c. Fixed and variable method is more accurate -3 7. 13

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T - Office Contraction of a strate had Dec. 4. wed. * Deprecations / Deprecations فرق الماجالات العالي : MACRS method -> method used to calculate deprecation expense. MACRS method divided Fixed assets into Four groups according to recovery period (useful life) تق مم ال costs إلى اربع محمودات م ب كدر ورج ifi I way 1 gents per 166 Syears (028141-00214) 5-019.55 2 7 years 001/1 - dieis 0 10 years (4) Myuna at 9ABA - Massil clifleither Accourding to MACRS 8 Deprecation Expense = MACR rate X Installed Cost ** (per year) The asset 7 INTAINT alverling in alut .. MEAT - MCAT ر شرب ما كنة ب 2001 وجب المرك و الم ها و بعم كام 200 فيكور 2016 Installed cost = cost of + installation * * of the asset the asset Cost

P4-15: sales 2016 = 2,250,000 p.200 intrest = 24,500 (all fixed (remained unchanged)) Dividands 2014 = 85,000)) من المعالية م (percentage method): glenders Jenderse Expense de a. Bells manufacturing and with of it 头 preforma Income Statement a alsi For the year ended Dec. 31. 2016 sales 2,250,000 (055 = 1,100,000) (,611 × 2,250,000) 1,375,000 gross profit \$75,000 less 1 Operating expenses - (125 X2250, and 562,500 312500 Operating profit + less : intrest 24,500 EBT 288,000 less: Tax (401.) - (401. X 288,000) 115,200 172.800 Net income less: Cash dividends \$5,000 To retained earnings \$\$7,800 ():