

# BREAK-EVEN ANALYSIS SAMPLE

This Break-Even Analysis Sample is designed as a guide for use by members of the Employers' Chamber. It is part of a suite of resources to help businesses put in place effective practices and procedures for their organisations.

Please be aware that no generic document can cover all circumstances and that you may need to adapt this to the needs of your business.

If you need further assistance with putting this resource into effect, or with other employment or business issues, please call the Employers' Chamber Advisers on (03) 366 5096.

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## Break-Even Analysis

SAMPLE

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Sales last year	\$	180,000
Gross Profit last year	\$	90,000
Gross Profit percentage		50%
Total fixed expenses	\$	60,000
Profit target	\$	50,000
Break-even	\$	110,000
Required sales level	\$	220,000
Average unit cost		10%
Required sales units p.a		22000
Required sales units p.a to break even		423

**NB: leave out profit target for true break-even**

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