

**Consolidated Statement of Financial Position**

**NA World Services, Inc.**

**31-Jan-23**

**Assets**

**Current Assets**

Cash and Cash Equivalents	
Checking Accounts and Money Market	\$ 4,300,489
Reserve Accounts	1,785,788

<b>Total Accessible Cash for Operations</b>	<b>\$ 6,086,277</b>
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Cash in Iran* ( US\$1 = IRR 42,100 )	\$ 693,680
Reserve Accounts - EIDL & PPP	143,238

<b>Cash Total</b>	<b>\$ 6,923,195</b>
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Accounts Receivable	
Accounts Receivable	\$ 997,444
Convention & Conference Clearing Accounts	0
Less Allowance for Doubtful Accounts	(110,762)

<b>Receivable Total</b>	<b>\$ 886,682</b>
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Inventory	\$ 2,195,483
Prepaid Expenses and Sales Deposits	78,088
WCNA Deposits and Prepaid Expenses	7,576

<b>Total Current Assets</b>	<b>\$ 10,091,023</b>
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**EQUIPMENT, FURNITURE AND IMPROVEMENTS**

Equipment and Furniture	\$ 1,205,142
Leasehold Improvements	1,173,910
Intellectual and Software Property	3,692,197
Less Accumulated Depreciation and Amortization	(5,345,027)

<b>Total Equipment, Furniture and Improvements</b>	<b>\$ 726,221</b>
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<b>TOTAL ASSETS</b>	<b>\$10,817,244</b>
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13.96 Current Ratio

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

Accounts Payable	\$ 347,830
Paycheck Protection Program - Current portion	0
Deferred Rent	91,836
Accrued Payroll Expense	217,332

<b>Total Current Liabilities</b>	<b>\$656,998</b>
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**LONG TERM LIABILITIES\*\***

Economic Injury Disaster Loan	143,238
Paycheck Protection Program	0

<b>Total Long Term Liabilities</b>	<b>\$143,238</b>
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**DEFERRED INCOME**

Conventions	0
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<b>Total Deferred Income</b>	<b>0</b>
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**NET ASSETS**

<b>Previous Unrestricted Net Assets</b>	<b>\$ 8,596,775</b>
Current Gain / (Loss) Unrestricted Net Assets	1,420,233

<b>Total Net Assets</b>	<b>\$10,017,008</b>
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<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$10,817,244</b>
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\*This is based on the official exchange rate for IRR as required by US accounting practices.

The street rate which is what we have available would make this figure \$61,440.84 as of 31 Jan 2023

\*\*Some portion of these amounts will move to Current Liabilities prior to year end.

**Consolidated Statement of Financial Activities**  
**NA World Services, Inc.**  
**31-Jan-23**

	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
<b>INCOME</b>								
<b>RECOVERY LITERATURE INCOME</b>								
BASIC TEXT	\$ 163,818	\$ 122,668	\$ 41,151	\$ 1,000,458	\$ 858,673	\$ 141,785	17%	\$ 1,472,012
BASIC TEXT: Translated	19,786	15,211	4,576	145,922	106,476	39,446	37%	182,530
BASIC TEXT: Softcover	181,560	73,255	108,305	679,213	512,785	166,428	32%	879,059
JUST FOR TODAY	109,951	62,223	47,728	461,155	435,552	25,594	6%	746,677
WORKS: HOW & WHY	78,997	47,449	31,548	389,339	332,141	57,198	17%	569,384
SPONSORSHIP BOOK	4,574	2,185	2,389	22,033	15,298	6,735	44%	26,225
STEP WORKING GUIDES	99,156	65,809	33,347	559,607	460,653	98,945	21%	789,707
LIVING CLEAN	49,964	31,574	18,390	261,259	221,017	40,242	18%	378,886
GUIDING PRINCIPLES	15,101	11,025	4,076	107,572	77,175	30,397	39%	132,301
A SPIRITUAL PRINCIPAL A DAY	102,982	39,167	63,815	651,197	274,167	377,030	138%	470,000
ePUB BOOKS	5,111	11,628	(6,517)	55,242	81,395	(26,152)	-32%	139,534
LITERATURE INCOME (IRAN)	40,859	16,415	24,444	223,919	114,906	109,013	95%	196,982
OTHER RECOVERY LITERATURE	74,033	36,560	37,473	571,203	255,918	315,285	123%	438,716
<b>Subtotal</b>	<b>\$ 945,893</b>	<b>\$ 535,168</b>	<b>\$ 410,725</b>	<b>\$ 5,128,120</b>	<b>\$ 3,746,175</b>	<b>\$ 1,381,945</b>	<b>37%</b>	<b>\$ 6,422,014</b>
<b>OTHER INVENTORY INCOME</b>								
MEDALLIONS	\$ 82,579	\$ 60,111	\$ 22,467	\$ 503,091	\$ 420,780	\$ 82,311	20%	\$ 721,338
KEY TAGS & CHIPS	111,452	54,924	56,528	645,779	384,468	261,310	68%	659,089
NON-FIPT INFORMATION BOOKLETS	1,045	674	371	7,507	4,717	2,790	59%	8,086
SERVICE MATERIAL	11,232	5,688	5,544	81,846	39,814	42,032	106%	68,252
SPECIALTY ITEMS	15,384	8,605	6,778	142,722	60,236	82,486	137%	103,261
MIRACLES HAPPEN	2,035	1,682	352	16,422	11,777	4,645	39%	20,188
<b>Subtotal</b>	<b>\$ 223,726</b>	<b>\$ 131,685</b>	<b>\$ 92,042</b>	<b>\$ 1,397,367</b>	<b>\$ 921,792</b>	<b>\$ 475,575</b>	<b>52%</b>	<b>\$ 1,580,215</b>
SHIPPING	\$ 71,539	\$ 47,402	\$ 24,137	\$ 467,711	\$ 331,813	\$ 135,898	41%	\$ 568,822
DISCOUNTS	(179,183)	(83,420)	(95,764)	(916,833)	(583,937)	(332,896)	57%	(1,001,035)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(37,206)	(10,883)	(26,323)	(157,411)	(76,181)	(81,230)	107%	(130,596)
<b>Subtotal</b>	<b>\$ (144,851)</b>	<b>\$ (46,901)</b>	<b>\$ (97,950)</b>	<b>\$ (606,533)</b>	<b>\$ (328,306)</b>	<b>\$ (278,227)</b>	<b>85%</b>	<b>\$ (562,810)</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$ 1,024,768</b>	<b>\$ 619,952</b>	<b>\$ 404,817</b>	<b>\$ 5,918,954</b>	<b>\$ 4,339,661</b>	<b>\$ 1,579,293</b>	<b>36%</b>	<b>\$ 7,439,419</b>
<b>Gross Literature Income (without IRAN)</b>	<b>\$ 983,909</b>	<b>\$ 603,536</b>	<b>\$ 380,373</b>	<b>\$ 5,695,035</b>	<b>\$ 4,224,755</b>	<b>\$ 1,470,280</b>	<b>35%</b>	<b>\$ 7,242,436</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>								
BASIC TEXT	\$ 44,918	\$ 25,366	\$ 19,523	\$ 276,044	\$ 177,769	\$ 98,275	55%	\$ 304,746
BASIC TEXT: Translated	5,470	3,509	1,961	44,110	24,563	19,547	80%	42,108
BASIC TEXT: Softcover	26,925	11,076	15,848	104,540	77,533	27,006	35%	132,914
JUST FOR TODAY	14,730	7,420	7,310	81,410	51,938	29,472	57%	89,036
WORKS: HOW & WHY	12,473	8,144	4,328	82,492	57,010	25,481	45%	97,732
SPONSORSHIP BOOK	875	477	398	6,117	3,340	2,777	83%	5,726
STEP WORKING GUIDES	12,396	6,964	5,432	92,052	48,750	43,302	89%	83,571
LIVING CLEAN	6,631	5,304	1,327	52,653	37,129	15,524	42%	63,650
GUIDING PRINCIPLES	1,890	1,987	(96)	15,044	13,907	1,137	8%	23,841
A SPIRITUAL PRINCIPAL A DAY	11,466	5,833	5,633	78,362	40,833	37,529	92%	70,000
ePUB BOOKS	1,533	3,920	(2,387)	16,573	27,442	(10,869)	-40%	47,043
LITERATURE INCOME (IRAN)	13,856	9,867	3,989	155,483	69,066	86,417	125%	118,399
OTHER RECOVERY LITERATURE	17,481	7,714	9,766	130,310	53,989	76,311	141%	92,570
<b>Subtotal</b>	<b>\$ 170,645</b>	<b>\$ 97,611</b>	<b>\$ 73,033</b>	<b>\$ 1,135,189</b>	<b>\$ 683,279</b>	<b>\$ 451,910</b>	<b>66%</b>	<b>\$ 1,171,335</b>



Consolidated Statement of Financial Activities									
NA World Services, Inc.									
31-Jan-23									
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL	
<b>OTHER INVENTORY INCOME</b>									
MEDALLIONS	\$ 16,418	\$ 12,519	\$ 3,900	\$ 94,174	\$ 87,631	\$ 6,543	7%	\$ 150,225	
KEY TAGS & CHIPS	36,078	11,612	24,466	181,070	81,287	99,783	123%	139,349	
NON-FIPT INFORMATION BOOKLETS	189	170	18	1,334	1,193	141	12%	2,045	
SERVICE MATERIAL	4,073	1,503	2,569	29,509	10,523	18,985	180%	18,040	
SPECIALTY ITEMS	3,248	3,226	22	32,389	22,579	9,810	43%	38,706	
MIRACLES HAPPEN	495	365	130	3,906	2,554	1,353	53%	4,378	
INVENTORY ADJUSTMENT - no budget	177	-	177	160	-	160		-	
<b>Subtotal</b>	<b>\$ 60,678</b>	<b>\$ 29,395</b>	<b>\$ 31,282</b>	<b>\$ 342,542</b>	<b>\$ 205,767</b>	<b>\$ 136,775</b>	<b>66%</b>	<b>\$ 352,743</b>	
<b>Total Cost of Goods</b>	<b>\$ 231,322</b>	<b>\$ 127,007</b>	<b>\$ 104,316</b>	<b>\$ 1,477,731</b>	<b>\$ 889,046</b>	<b>\$ 588,685</b>	<b>66%</b>	<b>\$ 1,524,078</b>	
<b>Total Cost of Goods without IRAN</b>	<b>\$ 217,466</b>	<b>\$ 117,140</b>	<b>\$ 100,326</b>	<b>\$ 1,322,248</b>	<b>\$ 819,980</b>	<b>\$ 502,268</b>	<b>61%</b>	<b>\$ 1,405,679</b>	
<b>Net Literature Income</b>	<b>\$ 793,446</b>	<b>\$ 492,945</b>	<b>\$ 300,501</b>	<b>\$ 4,441,223</b>	<b>\$ 3,450,615</b>	<b>\$ 990,608</b>	<b>29%</b>	<b>\$ 5,915,340</b>	
<b>Net Literature Income without IRAN</b>	<b>\$ 766,443</b>	<b>\$ 486,396</b>	<b>\$ 280,047</b>	<b>\$ 4,372,787</b>	<b>\$ 3,404,775</b>	<b>\$ 968,012</b>	<b>28%</b>	<b>\$ 5,836,757</b>	
<b>FELLOWSHIP CONTRIBUTIONS</b>									
Members	\$ 57,945	\$ 59,588	\$ (1,643)	\$ 389,835	\$ 417,114	\$ (27,279)	-7%	\$ 715,053	
Groups	13,891	11,690	2,200	129,592	81,833	47,758	58%	140,286	
Areas	15,534	14,659	876	113,442	102,610	10,832	11%	175,902	
Regions	39,000	60,705	(21,704)	453,963	424,932	29,031	7%	728,455	
Events/Conventions	34,340	7,905	26,435	47,000	55,334	(8,333)	-15%	94,858	
Unity Day	-	-	-	-	-	-		-	
Zonal & Other Forums	-	7,015	(7,015)	38,493	49,107	(10,614)	-22%	84,183	
<b>Total Contributions</b>	<b>\$ 160,710</b>	<b>\$ 161,561</b>	<b>\$ (852)</b>	<b>\$ 1,172,325</b>	<b>\$ 1,130,930</b>	<b>\$ 41,395</b>	<b>4%</b>	<b>\$ 1,938,737</b>	
<b>MISCELLANEOUS INCOME</b>									
LICENSED VENDOR PAYMENTS	\$ 26,950	\$ 2,500	\$ 24,450	\$ 35,750	\$ 17,500	\$ 18,250	104%	\$ 30,000	
PPP CREDIT	-	-	-	517,150	-	517,150		-	
INTEREST	159	833	(674)	3,409	5,833	(2,425)	-42%	10,000	
MISCELLANEOUS	3,129	-	3,129	11,056	-	11,056		-	
INTERBRANCH	0	-	0	0	-	0		-	
<b>Total Miscellaneous Income</b>	<b>\$ 30,238</b>	<b>\$ 3,333</b>	<b>\$ 26,904</b>	<b>\$ 567,364</b>	<b>\$ 23,333</b>	<b>\$ 544,031</b>	<b>2332%</b>	<b>\$ 40,000</b>	
<b>OPERATING INCOME</b>	<b>\$ 984,394</b>	<b>\$ 657,840</b>	<b>\$ 326,554</b>	<b>\$ 6,180,912</b>	<b>\$ 4,604,878</b>	<b>\$ 1,576,034</b>	<b>34%</b>	<b>\$ 7,894,077</b>	
<b>OPERATING INCOME (Not including IRAN)</b>	<b>\$ 957,391</b>	<b>\$ 651,291</b>	<b>\$ 306,100</b>	<b>\$ 6,112,476</b>	<b>\$ 4,559,038</b>	<b>\$ 1,553,438</b>	<b>34%</b>	<b>\$ 7,815,494</b>	



Consolidated Statement of Financial Activities

NA World Services, Inc.

31-Jan-23

	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	ARIANCE%	ANNUAL
<b>EXPENSE</b>								
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>								
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 70,570	\$ 72,741	\$ (2,171)	\$ 489,428	\$ 509,185	\$ (19,757)	-4%	\$ 872,889
TRANSLATIONS (not included in Cost of Goods)	1,787	2,823	(1,037)	33,987	19,763	14,225	72%	33,879
LITERATURE DISTRIBUTION (IRAN)	65,666	2,750	62,916	124,739	19,250	105,489	548%	33,000
SHIPPING	56,466	46,045	10,421	460,366	322,317	138,050	43%	552,543
BUSINESS PLAN WORKGROUP	-	-	-	-	-	-	-	-
LEGAL	2,057	20,709	(18,652)	48,799	144,960	(96,161)	-66%	248,503
LIT P&D TRAVEL AND EXCHANGE EXPENSES	(9,086)	583	(9,670)	29,480	4,083	25,397	622%	7,000
ACCOUNTING	\$ 3,679	\$ 2,088	\$ 1,591	\$ 20,552	\$ 14,615	\$ 5,937	41%	\$ 25,054
PERSONNEL	148,473	113,942	34,531	860,626	797,594	63,032	8%	1,367,305
OVERHEAD	64,428	49,625	14,803	411,153	347,377	63,776	18%	595,503
TECHNOLOGY	9,290	15,631	(6,341)	128,935	109,417	19,518	18%	187,572
<b>Total Literature Production &amp; Distribution</b>	<b>\$ 413,328</b>	<b>\$ 326,937</b>	<b>\$ 86,391</b>	<b>\$ 2,608,066</b>	<b>\$ 2,288,562</b>	<b>\$ 319,505</b>	<b>14%</b>	<b>\$ 3,923,248</b>
<b>Total Literature Production &amp; Distribution without IRAN</b>	<b>\$ 347,662</b>	<b>\$ 324,187</b>	<b>\$ 23,475</b>	<b>\$ 2,483,327</b>	<b>\$ 2,269,312</b>	<b>\$ 214,016</b>	<b>9%</b>	<b>\$ 3,890,248</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>								
PUBLICATIONS	\$ 165	\$ 833	\$ (668)	\$ 2,800	\$ 5,833	\$ (3,033)	-52%	\$ 10,000
WORLD SERVICE CONFERENCE BIENNIAL MEETING	8,080	42,667	(34,587)	14,448	298,667	(284,219)	-95%	512,000
WORLD BOARD	2,303	10,167	(7,863)	49,129	71,167	(22,038)	-31%	122,000
HUMAN RESOURCE PANEL	1,979	1,673	306	12,852	11,711	1,141	10%	20,076
WSC CO-FACILITATOR	360	500	(140)	360	3,500	(3,140)	-18%	6,000
ACCOUNTING	1,722	977	745	9,620	6,841	2,779	41%	11,728
PERSONNEL	69,498	53,335	16,164	402,846	373,342	29,504	8%	640,015
OVERHEAD	30,158	23,229	6,929	192,455	162,602	29,853	18%	278,746
TECHNOLOGY	4,348	7,317	(2,968)	60,352	51,217	9,136	18%	87,800
<b>Total World Service Conference Support</b>	<b>\$ 118,613</b>	<b>\$ 140,697</b>	<b>\$ (22,084)</b>	<b>\$ 744,662</b>	<b>\$ 984,879</b>	<b>\$ (240,017)</b>	<b>-24%</b>	<b>\$ 1,688,365</b>
<b>FELLOWSHIP DEVELOPMENT</b>								
PUBLICATIONS	\$ 1,436	\$ 467	\$ 968	\$ 2,112	\$ 3,271	\$ (1,159)	-35%	\$ 5,608
FELLOWSHIP SUPPORT	-	1,250	(1,250)	591	8,750	(8,159)	-93%	15,000
PUBLIC RELATIONS	488	250	238	1,146	1,750	(604)	-35%	3,000
DEVELOPMENTAL LITERATURE	44,611	28,606	16,004	297,366	200,244	97,122	49%	343,276
ACCOUNTING	2,035	1,155	880	11,369	8,085	3,284	41%	13,860
PERSONNEL	82,134	63,032	19,102	476,091	441,222	34,869	8%	756,381
OVERHEAD	35,641	27,452	8,189	227,446	192,166	35,280	18%	329,427
TECHNOLOGY	5,139	8,647	(3,508)	71,326	60,529	10,797	18%	103,763
Subtotal	\$ 171,484	\$ 130,860	\$ 40,624	\$ 1,087,448	\$ 916,018	\$ 171,430	19%	\$ 1,570,316
<b>VARIABLE OPERATIONAL EXPENSES</b>								
SPIRITUAL PRINCIPLE A DAY BOOK	\$ -	\$ -	\$ -	\$ 3,163	\$ -	\$ 3,163		\$ -
<b>Total Fellowship Development</b>	<b>\$ 171,484</b>	<b>\$ 130,860</b>	<b>\$ 40,624</b>	<b>\$ 1,090,611</b>	<b>\$ 916,018</b>	<b>\$ 174,593</b>	<b>19%</b>	<b>\$ 1,570,316</b>



Consolidated Statement of Financial Activities									
NA World Services, Inc.									
31-Jan-23									
EVENTS	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL	
FUTURE (AND PRIOR) CONVENTIONS	\$ -	\$ 736	\$ (736)	7,858	\$ 5,153	\$ 2,704	52%	\$ 8,834	
ACCOUNTING	391	222	169	2,186	1,555	632	41%	2,665	
PERSONNEL	15,795	12,121	3,674	91,556	84,850	6,706	8%	145,458	
OVERHEAD	6,854	5,279	1,575	43,740	36,955	6,785	18%	63,351	
TECHNOLOGY	988	1,663	(675)	13,716	11,640	2,076	18%	19,955	
<b>Total Events (Not including WCNA)</b>	<b>\$ 24,029</b>	<b>\$ 20,022</b>	<b>\$ 4,007</b>	<b>\$ 159,056</b>	<b>\$ 140,154</b>	<b>\$ 18,903</b>	<b>13%</b>	<b>\$ 240,263</b>	
<b>EXPENSES (For activity areas only)</b>	<b>\$727,454</b>	<b>\$618,516</b>	<b>\$108,938</b>	<b>\$4,602,596</b>	<b>\$4,329,612</b>	<b>\$272,983</b>	<b>6%</b>	<b>\$7,422,193</b>	
<b>EXPENSES (Activity Areas w/o IRAN )</b>	<b>\$661,788</b>	<b>\$615,766</b>	<b>\$46,022</b>	<b>\$4,477,857</b>	<b>\$4,310,362</b>	<b>\$167,494</b>	<b>4%</b>	<b>\$7,389,193</b>	
<b>EXCESS REVENUE/EXPENSE (Cash Activities only)</b>	<b>\$ 256,940</b>	<b>\$ 39,324</b>	<b>\$ 217,616</b>	<b>\$ 1,578,316</b>	<b>\$ 275,266</b>	<b>\$ 1,303,050</b>	<b>473%</b>	<b>\$ 471,884</b>	
<b>NON-CASH ITEMS</b>									
DEPRECIATION AND AMORTIZATION EXPENSE	\$ 22,583	\$ 31,250	\$ (8,667)	\$ 158,083	\$ 218,750	\$ (60,667)	-28%	\$ 375,000	
<b>TOTAL EXPENSE cash and non-cash</b>	<b>\$750,038</b>	<b>\$649,766</b>	<b>\$100,271</b>	<b>\$4,760,679</b>	<b>\$4,548,362</b>	<b>\$212,317</b>	<b>5%</b>	<b>\$7,797,193</b>	
<b>TOTAL EXCESS REV/EXP (Not inc. WCNA)</b>	<b>\$ 234,356</b>	<b>\$ 8,074</b>	<b>\$ 226,282</b>	<b>\$ 1,420,233</b>	<b>\$ 56,516</b>	<b>\$ 1,363,717</b>	<b>2413%</b>	<b>\$ 96,884</b>	
<b>TOTAL EXCESS REV/EXP (Not inc. IRAN )</b>	<b>\$ 273,019</b>	<b>\$ 4,275</b>	<b>\$ 268,744</b>	<b>\$ 1,476,536</b>	<b>\$ 29,926</b>	<b>\$ 1,446,610</b>	<b>4834%</b>	<b>\$ 51,301</b>	

