

## Accounting for Business Decisions – Required Reading

ACCT3 MANAGEMENT Chapter 4 (Pg 79-88)

### COST VOLUME PROFIT ANALYSIS

#### THE CONTRIBUTION MARGIN AND ITS USES

- The traditional profit & loss statement required for external financial reporting focuses on function (product costs vs period costs) to calculate the COGS & a Co's gross profit.
- Gross profit is the difference b/w sales & COGS but because COGS includes both fixed costs (facility-level costs, such as rent) & variable costs (unit level costs, such as direct materials), the behaviour of COGS & gross profit is difficult to predict when production increases or decreases.
- In contrast, the contribution margin profit & loss statement is structured by behaviour rather than by function.
- Below, a traditional profit & loss statement & a contribution margin profit & loss statement are shown side by side to see the difference.

Traditional		Contribution margin	
Sales	\$1000	Sales	\$1000
Less: Cost of goods sold		Less: Variable costs:	
Variable costs	\$350	Manufacturing costs	\$350
Fixed costs	150	S, G & A costs	50
Total cost of goods sold	500	Total variable costs	400
Gross profit	\$ 500	Contribution margin	\$ 600
Less: S, G & A costs:		Less: Fixed costs:	
Variable costs	\$ 50	Manufacturing costs	\$150
Fixed costs	250	S, G & A costs	250
Total S, G & A costs	300	Total fixed costs	400
Net profit	\$ 200	Net profit	\$ 200

shows that although the net profit is the same for both statements, the traditional statement focuses on the function of the costs, whereas the contribution margin profit & loss statement focuses on the behaviour of the costs.

- In the traditional profit & loss statement, COGS & the selling, general & admin costs include both variable & fixed costs.
- In the contribution margin profit & loss statement, costs are separated by behaviour (variable vs fixed) rather than by function. Hence, variable marketing expenses are fixed marketing expenses will be shown separately, whereas in a traditional profit & loss statement, both are shown within the one 'marketing expense' period cost item.
- This also means that the contribution margin profit & loss statement combines products & period costs. Variable costs include both variable product costs (direct materials) & variable selling general & admin costs (commissions on sales).
- Fixed costs include both product & period costs.
- The value that the contribution margin term provides to org's; we know the contribution margin = sales revenues minus variable costs. Mgr's find it useful to understand how much they have left over from sales revenues to cover fixed costs, once variable costs have been covered.

# Accounting A Of Readings

**Robert R. Redfield**



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