

## 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

**Daniel F McAuley**



## **Accounting A Of Readings:**

## **Accounting A Of Readings** Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Accounting A Of Readings**," published by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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