

2nd Outcasters weekly report

Final report

Summary

Overall, I feel this has been very successful. Final gross profit is 7,748 mil with net profit standing at 6,209 mil. Total running time of the IPO was 31 days, slightly shorter than I initially expected but makes it a nice round month.

Total payout at the end was 10,209,019,480.00 isk. Initial investment was 4 bil isk, this equates to a 155% profit on your original investment over the month.

Payout per share was 2,552,254.87 isk.

Detail

Ok, this is a bit of a treat for anyone like me who is a bit of a stats whore. ;)

I can produce all sorts of stats about the items I traded over the last month. Normally I wouldn't release them but I've found that the market changes so drastically from week to week that the numbers aren't really all that useful, more just interesting. My top profit item from a few months ago is 16th this time around. Also, I'm gonna be out of game for a few months.

Top items by total profit:

Beta Reactor Control: Capacitor Power Relay I	535,736,666.90 ISK
Hardwiring - Eifyr and Co. 'Rogue' CY-1	309,291,399.71 ISK
'Arbalest' Heavy Assault Missile Launcher I	297,203,666.81 ISK
Fleeting Propulsion Inhibitor I	276,525,650.27 ISK
Hardwiring - Eifyr and Co. 'Rogue' MY-1	265,174,793.47 ISK
Phased Muon Sensor Disruptor I	257,343,207.08 ISK
Local Hull Conversion Expanded Cargo I	257,245,993.52 ISK
Advanced 'Limos' Heavy Missile Bay I	252,204,693.31 ISK
Large 'Solace' I Remote Bulwark Reconstruction	212,066,458.60 ISK
XR-3200 Heavy Missile Bay	201,238,517.90 ISK

The Cap Power Relay is at the top only because of the unlucky guy who bought 2 for around 240 mil each in the first week, otherwise, it would be way down the table with the YT-8 Overcharged Hydrocarbon Microwarpdrive taking the 10th spot instead.

Unsurprisingly, looking at profit per hour gives a very similar top 10, the only real change being the addition of Fried Interface Circuit in 9th position. This was something I started trading only a few days before I started selling everything. Had I continued trading, it would have been very possible to see this at the top of the isk/hour chart as there was a massive gap between buy and sell prices considering the huge trade volume of this item.

Over the month I traded around 80 different items. Trying to find new markets to expand into was the biggest issue as it's usually easy to find something that offers massive profits per unit or huge volume of sales but finding more items that provide a good balance was getting very hard by the end of it.

Looking at the top and bottom 10 items by %age margin is interesting: (I've left out the cap power relay from this as it's a freak result)

	Margin %	Margin per Item	Total Profit	Profit per Hour
'Hypnos' Signal Distortion Amplifier I	334.84 %	422,742.35 ISK	2,536,454.11 ISK	18,600.25 ISK
Local Hull Conversion Nanofiber Structure I	195.41 %	377,927.34 ISK	59,334,592.96 ISK	88,275.82 ISK
Alumel-Wired I Sensor Augmentation	170.05 %	644,368.56 ISK	92,789,072.09 ISK	135,818.70 ISK
Catalyzed Cold-Gas I Arcjet Thrusters	168.18 %	853,690.05 ISK	17,927,491.06 ISK	30,520.94 ISK
E50 Prototype Energy Vampire	163.48 %	1,076,735.73 ISK	96,906,216.05 ISK	145,745.55 ISK
Medium Diminishing Power System Drain I	159.40 %	3,820,884.59 ISK	179,581,575.87 ISK	282,117.00 ISK
Optical Tracking Computer I	151.55 %	596,027.34 ISK	6,556,300.78 ISK	14,063.78 ISK
'Halcyon' Core Equalizer I	150.60 %	558,947.43 ISK	70,427,376.50 ISK	98,327.93 ISK
Modal Mega Ion Particle Accelerator I	146.73 %	994,388.60 ISK	102,422,025.44 ISK	182,809.42 ISK
1200mm Heavy 'Scout' Artillery I	116.85 %	1,140,455.33 ISK	3,421,365.98 ISK	17,776.41 ISK

	Margin %	Margin per Item	Total Profit	Profit per Hour
425mm Railgun I	15.00 %	155,839.62 ISK	129,035,205.68 ISK	173,960.51 ISK
Ion Blaster Cannon I	14.53 %	93,189.23 ISK	9,225,733.91 ISK	34,761.62 ISK
1400mm 'Scout' Artillery I	14.02 %	918,497.52 ISK	16,532,955.40 ISK	116,868.20 ISK
1400mm Howitzer Artillery I	13.78 %	141,816.41 ISK	23,541,523.43 ISK	89,347.30 ISK
Memory Augmentation - Basic	13.29 %	925,174.61 ISK	8,326,571.47 ISK	53,696.72 ISK
425mm Compressed Coil Gun I	11.45 %	292,161.79 ISK	10,517,824.29 ISK	58,967.43 ISK
Cybernetic Subprocessor - Basic	10.75 %	747,961.67 ISK	17,951,080.16 ISK	28,695.71 ISK
F-b10 Nominal Capacitor Regenerator	10.50 %	40,706.76 ISK	3,256,540.84 ISK	8,258.00 ISK
Ocular Filter - Basic	10.41 %	722,456.79 ISK	10,836,851.90 ISK	38,592.78 ISK
Melted Capacitor Console	8.03 %	47,466.88 ISK	14,714,733.32 ISK	71,984.02 ISK

To me, these tables clearly illustrate the point that great percentage margin is not always best, just as very low percentage margin is not always worse. It's all about the combination of margin and the trade volume.

Many of these items were experimental ones that I tried for a while before deciding that they simply weren't worth the effort, being able to see exactly how much each item was making each week was very useful in deciding which ones to stick with and which ones to abandon.

Finally, we'll look at the top and bottom 10 by volume of sales:

	Units Sold ▼	Total Profit	Profit per Hour
Fried Interface Circuit	8976	73,407,952.22 ISK	301,676.52 ISK
'Malkuth' Heavy Missile Launcher I	1528	140,966,967.25 ISK	193,008.49 ISK
425mm Railgun I	828	129,035,205.68 ISK	173,960.51 ISK
X5 Prototype I Engine Enevator	766	153,113,806.52 ISK	213,537.92 ISK
Advanced 'Limos' Heavy Missile Bay I	480	252,204,693.31 ISK	351,080.73 ISK
Melted Capacitor Console	310	14,714,733.32 ISK	71,984.02 ISK
Neutron Blaster Cannon I	280	62,893,481.71 ISK	244,072.76 ISK
'Arbalest' Siege Missile Launcher	270	140,404,189.37 ISK	234,626.13 ISK
'Arbalest' Rocket Launcher I	255	159,404,691.24 ISK	220,909.61 ISK
Local Hull Conversion Inertial Stabilizers I	235	60,684,302.12 ISK	61,865.94 ISK

	Units Sold ▼	Total Profit	Profit per Hour
Neural Boost - Basic	13	15,964,288.00 ISK	54,097.89 ISK
Optical Tracking Computer I	11	6,556,300.78 ISK	14,063.78 ISK
Quad LiF Fueled I Booster Rockets	11	3,127,848.86 ISK	12,400.62 ISK
Mega Modulated Pulse Energy Beam I	10	13,290,589.76 ISK	54,987.96 ISK
Phased Weapon Navigation Array Generation Extron	10	1,449,599.74 ISK	14,073.78 ISK
Faint Warp Prohibitor I	9	2,705,986.76 ISK	11,557.46 ISK
Memory Augmentation - Basic	9	8,326,571.47 ISK	53,696.72 ISK
Medium 'Accommodation' Vestment Reconstructor I	8	22,360,958.61 ISK	31,385.27 ISK
'Hypnos' Signal Distortion Amplifier I	6	2,536,454.11 ISK	18,600.25 ISK
1200mm Heavy 'Scout' Artillery I	3	3,421,365.98 ISK	17,776.41 ISK

These tables really show the importance of high volume trades in keeping a business like this going. The top 10 were clearly far more profitable than the bottom 10, despite a much higher average margin per item in the bottom 10.

However, volume is also clearly not a critical factor because only 2 of the top 10 profit/hour items are in the top 10 by volume.

So there you have it, a good balance of margin per item and volume is the best recipe for profits in this kind of trading. You probably knew that already but it's always nice to see the proof, right?!

Income Statement

2nd Outcasters Income Statement

	Week Beginning Mon 22 Oct	Week Beginning Mon 15 Oct	Week Beginning Mon 08 Oct
Revenue	2,218,854,263.99 ISK	7,719,693,623.49 ISK	7,945,375,815.57 ISK
Market Transaction	2,187,799,540.59 ISK	7,166,746,971.72 ISK	7,861,947,656.29 ISK
Contract Reward Refund	31,054,723.40 ISK	6,519,558.80 ISK	690,637.70 ISK
Market Escrow	-	546,297,092.97 ISK	82,737,521.58 ISK
Contract Deposit Refund	-	130,000.00 ISK	-
Expenses	(10,226,769,593.09 ISK)	(2,490,613,966.80 ISK)	(6,174,230,392.05 ISK)
Corporation Account Withdrawal	(10,209,019,480.00 ISK)	-	-
Broker fee	(4,623,316.01 ISK)	(36,421,886.79 ISK)	(68,164,781.12 ISK)
Transaction Tax	(13,126,797.08 ISK)	(43,000,481.53 ISK)	(47,171,685.53 ISK)
Market Escrow	-	(2,053,494,128.48 ISK)	(5,745,841,392.50 ISK)
Contract Brokers Fee (corp)	-	(4,796,000.00 ISK)	(1,450,000.00 ISK)
Contract Deposit (corp)	-	(130,000.00 ISK)	-
Contract Reward Deposited (corp)	-	(352,771,470.00 ISK)	(311,602,532.90 ISK)

Not much to say about this really...

The large corporate account withdrawal is due to the final payouts.

Balance Sheet

*Amounts in millions of ISK

Assets	
Cash In Wallet	0
Cash In Escrow	0
Inventory	0
Equity	
Profits payed to shareholders	(6.209)
Starting Capital	(4,000)

There was around 100 mil worth of goods left at the end. However, this was scattered over a large area in very small amounts and would have taken so much effort and time to collect up and sell that I decided it was not worthwhile. That is not shown here but if you like you can consider it my payment for managing this IPO. ☺