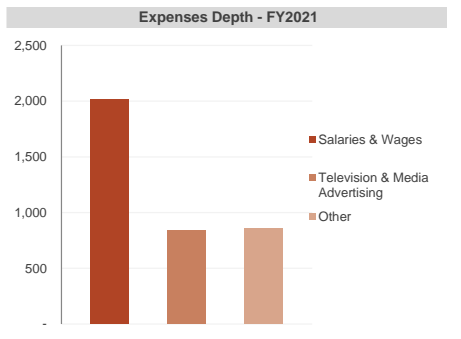
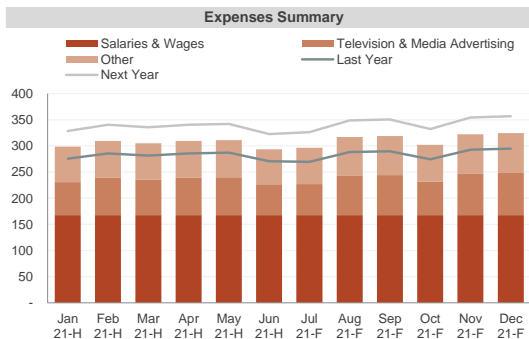
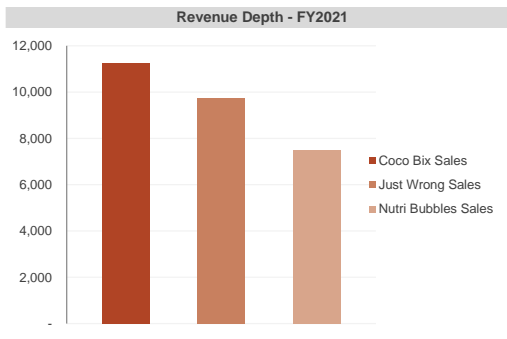
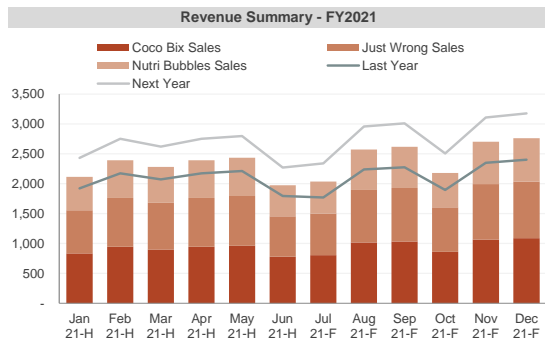
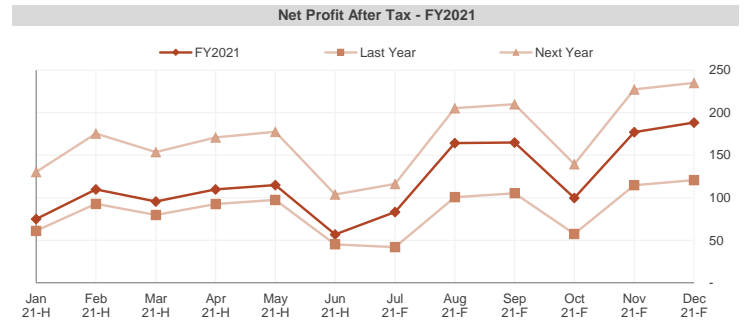


Income Statement Summary (\$'000) - FY2021

Income Statement														Last Year Comparison			Year to Date Comparison			
Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	FY2021	FY2020	Change	Change	YTD	Last Year	Change	Change
Type	Historical	Historical	Historical	Historical	Historical	Historical	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Projected	Historical	+/-	%	Historical	Historical	+/-	%
Coco Bix Sales	835	944	900	944	961	780	804	1,016	1,033	861	1,068	1,091	11,236	9,983	1,254	12.6%	5,364	4,876	488	10.0%
Just Wrong Sales	723	818	780	818	833	676	696	881	895	746	925	945	9,738	8,652	1,086	12.6%	4,649	4,226	423	10.0%
Nutri Bubbles Sales	556	630	600	630	641	520	536	677	689	574	712	727	7,491	6,655	836	12.6%	3,576	3,251	325	10.0%
Revenue	2,114	2,392	2,281	2,392	2,434	1,975	2,036	2,574	2,617	2,181	2,705	2,763	28,465	25,289	3,176	12.6%	13,589	12,354	1,235	10.0%
Cost of Goods Sold	(1,586)	(1,794)	(1,711)	(1,794)	(1,826)	(1,481)	(1,527)	(1,930)	(1,963)	(1,636)	(2,028)	(2,072)	(21,348)	(18,967)	(2,382)	12.6%	(10,192)	(9,265)	(927)	10.0%
Gross Margin	529	598	570	598	609	494	509	643	654	545	676	691	7,116	6,322	794	12.6%	3,397	3,088	309	10.0%
Gross Margin (%)	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	0.0%	0.0%	25.0%	25%	(0%)	(0.0%)
Salaries & Wages	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(168)	(2,013)	(1,830)	(183)	10.0%	(1,007)	(915)	(92)	10.0%
Television & Media Advertising	(63)	(71)	(68)	(71)	(72)	(59)	(59)	(75)	(76)	(64)	(79)	(80)	(838)	(770)	(68)	8.8%	(404)	(376)	(28)	7.5%
Other	(68)	(70)	(69)	(70)	(71)	(67)	(69)	(74)	(75)	(71)	(76)	(76)	(857)	(796)	(61)	7.6%	(416)	(395)	(21)	5.2%
Operating Expenditure	(299)	(309)	(305)	(309)	(311)	(293)	(296)	(317)	(319)	(302)	(322)	(324)	(3,708)	(3,396)	(311)	9.2%	(1,827)	(1,687)	(140)	8.3%
Other Revenue & Expenses	(1)	(1)	(1)	(1)	(1)	(1)	-	3	(5)	(5)	(6)	(1)	(19)	(10)	(9)	82.2%	(5)	(5)	(0)	1.0%
Net Operating Expenses	(300)	(310)	(306)	(310)	(312)	(294)	(296)	(314)	(323)	(307)	(328)	(325)	(3,727)	(3,407)	(320)	9.4%	(1,832)	(1,692)	(140)	8.3%
EBITDA	229	288	264	288	297	200	212	329	331	238	348	365	3,390	2,916	474	16.3%	1,565	1,397	168	12.1%
EBITDA / Revenue (%)	10.8%	12.0%	11.6%	12.0%	12.2%	10.1%	10.4%	12.8%	12.6%	10.9%	12.9%	13.2%	11.9%	11.5%	0.4%	3.3%	12%	11%	0%	1.9%
Depreciation & Amortisation	(72)	(72)	(73)	(73)	(74)	(74)	(63)	(64)	(64)	(64)	(65)	(65)	(823)	(836)	13	(1.6%)	(438)	(411)	(26)	6.4%
EBIT	157	215	191	215	223	126	149	266	267	174	284	300	2,567	2,080	487	23.4%	1,127	985	142	14.4%
EBIT / Revenue (%)	7.4%	9.0%	8.4%	9.0%	9.2%	6.4%	7.3%	10.3%	10.2%	8.0%	10.5%	10.9%	9.0%	8.2%	0.8%	9.7%	8%	8%	0%	4.0%
Net Interest Expense	(32)	(32)	(32)	(31)	(31)	(31)	(30)	(31)	(31)	(31)	(31)	(31)	(376)	(397)	21	(5.2%)	(190)	(203)	13	(6.4%)
Net Profit Before Tax	125	183	159	183	192	95	119	235	236	143	253	269	2,191	1,683	508	30.2%	937	782	155	19.8%
NPBT / Revenue (%)	5.9%	7.7%	7.0%	7.7%	7.9%	4.8%	5.8%	9.1%	9.0%	6.5%	9.4%	9.7%	7.7%	6.7%	1.0%	15.7%	7%	6%	1%	8.9%
Tax Expense	(50)	(73)	(64)	(73)	(77)	(38)	(36)	(70)	(71)	(43)	(76)	(81)	(751)	(673)	(78)	11.5%	(375)	(313)	(62)	19.8%
Net Profit After Tax	75	110	95	110	115	57	83	164	165	100	177	188	1,440	1,010	430	42.6%	562	469	93	19.8%
NPAT / Revenue (%)	3.5%	4.6%	4.2%	4.6%	4.7%	2.9%	4.1%	6.4%	6.3%	4.6%	6.5%	6.8%	5.1%	4.0%	1.1%	26.7%	4%	4%	0%	8.9%

Year / Change	March Quarter			June Quarter			September Quarter			December Quarter		
	FY2021	Last Year	Change %	FY2021	Last Year	Change %	FY2021	Last Year	Change %	FY2021	Last Year	Change %
Revenue	6,788	6,171	10.0%	6,801	6,183	10.0%	7,227	6,284	15.0%	7,649	6,651	15.0%
Cost of Goods Sold	(5,091)	(4,628)	10.0%	(5,101)	(4,637)	10.0%	(5,420)	(4,713)	15.0%	(5,736)	(4,988)	15.0%
Gross Margin	1,697	1,543	10.0%	1,700	1,546	10.0%	1,807	1,571	15.0%	1,912	1,663	15.0%
Operating Expenditure	(913)	(843)	8.3%	(914)	(844)	8.3%	(932)	(848)	10.0%	(948)	(862)	10.0%
Other Revenue & Expenses	(3)	(3)	1.0%	(3)	(3)	1.0%	(2)	(3)	(30.8%)	(12)	(3)	357.7%
Net Operating Expenses	(916)	(846)	8.3%	(916)	(846)	8.3%	(934)	(850)	9.9%	(960)	(865)	11.0%
EBITDA	781	697	12.1%	784	700	12.1%	873	721	21.0%	952	798	19.3%
Depreciation & Amortisation	(217)	(204)	6.4%	(221)	(207)	6.4%	(191)	(211)	(9.4%)	(194)	(214)	(9.2%)
EBIT	564	493	14.4%	563	492	14.4%	682	510	33.6%	758	584	29.7%
Net Interest Expense	(97)	(103)	(6.2%)	(94)	(100)	(6.6%)	(93)	(97)	(4.6%)	(93)	(96)	(3.3%)
Net Profit Before Tax	467	390	19.8%	470	392	19.8%	589	413	42.6%	665	488	36.2%
Tax Expense	(187)	(156)	19.8%	(188)	(157)	19.8%	(177)	(165)	7.0%	(199)	(195)	2.2%
Net Profit After Tax	280	234	19.8%	282	235	19.8%	412	248	66.4%	465	293	58.9%



Balance Sheet Summary (\$'000) - FY2021

Balance Sheet

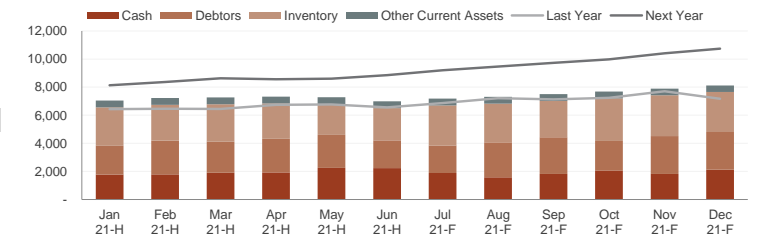
Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21
Type	Historical	Historical	Historical	Historical	Historical	Historical	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
Cash	1,778	1,799	1,901	1,934	2,250	2,234	1,883	1,583	1,815	2,063	1,816	2,129
Debtors	2,046	2,392	2,207	2,392	2,356	1,975	1,970	2,491	2,617	2,111	2,705	2,674
Inventory	2,732	2,548	2,678	2,517	2,188	2,294	2,846	2,755	2,583	3,031	2,896	2,855
Other Current Assets	485	485	485	485	485	485	485	482	489	488	473	464
<b>Current Assets</b>	<b>7,042</b>	<b>7,225</b>	<b>7,271</b>	<b>7,329</b>	<b>7,279</b>	<b>6,989</b>	<b>7,185</b>	<b>7,310</b>	<b>7,504</b>	<b>7,693</b>	<b>7,889</b>	<b>8,122</b>
Fixed Assets	7,078	7,097	7,116	7,134	7,153	7,170	7,186	7,214	7,222	7,252	7,277	7,302
Intangible Assets	2,605	2,587	2,568	2,550	2,532	2,514	2,500	2,486	2,472	2,458	2,444	2,445
Deferred Tax Assets	2	2	2	2	2	2	2	2	2	2	2	2
Other Non-Current Assets	580	580	580	580	580	580	583	591	591	584	581	572
<b>Non-Current Assets</b>	<b>10,264</b>	<b>10,266</b>	<b>10,266</b>	<b>10,267</b>	<b>10,267</b>	<b>10,267</b>	<b>10,272</b>	<b>10,293</b>	<b>10,288</b>	<b>10,296</b>	<b>10,306</b>	<b>10,321</b>
<b>Total Assets</b>	<b>17,307</b>	<b>17,490</b>	<b>17,538</b>	<b>17,596</b>	<b>17,546</b>	<b>17,256</b>	<b>17,457</b>	<b>17,604</b>	<b>17,792</b>	<b>17,990</b>	<b>18,194</b>	<b>18,444</b>
Accounts Payable	2,449	2,449	2,436	2,311	2,069	2,143	2,629	2,539	2,490	2,713	2,674	2,702
Corporate Tax Payable	451	524	588	661	738	415	36	106	177	43	119	199
Interest Payable	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Payable	-	-	-	-	-	-	-	-	-	-	-	94
Other Current Liabilities	16	16	16	16	16	16	17	18	20	21	23	24
<b>Current Liabilities</b>	<b>2,915</b>	<b>2,989</b>	<b>3,040</b>	<b>2,988</b>	<b>2,822</b>	<b>2,574</b>	<b>2,682</b>	<b>2,664</b>	<b>2,687</b>	<b>2,776</b>	<b>2,815</b>	<b>3,020</b>
Debt	5,506	5,506	5,407	5,407	5,407	5,309	5,316	5,318	5,320	5,327	5,327	5,284
Deferred Tax Liabilities	100	100	100	100	100	100	100	100	100	100	100	100
Other Non-Current Liabilities	253	253	253	253	253	253	254	249	244	249	241	231
<b>Non-Current Liabilities</b>	<b>5,859</b>	<b>5,859</b>	<b>5,760</b>	<b>5,760</b>	<b>5,760</b>	<b>5,662</b>	<b>5,670</b>	<b>5,667</b>	<b>5,664</b>	<b>5,676</b>	<b>5,668</b>	<b>5,616</b>
<b>Total Liabilities</b>	<b>8,774</b>	<b>8,848</b>	<b>8,800</b>	<b>8,748</b>	<b>8,583</b>	<b>8,236</b>	<b>8,351</b>	<b>8,331</b>	<b>8,351</b>	<b>8,452</b>	<b>8,483</b>	<b>8,636</b>
<b>Net Assets</b>	<b>8,533</b>	<b>8,642</b>	<b>8,738</b>	<b>8,848</b>	<b>8,963</b>	<b>9,020</b>	<b>9,106</b>	<b>9,273</b>	<b>9,440</b>	<b>9,537</b>	<b>9,712</b>	<b>9,808</b>
Ordinary Equity	1,110	1,110	1,110	1,110	1,110	1,110	1,110	1,110	1,110	1,110	1,110	1,110
Other Equity	26	26	26	26	26	26	29	31	34	31	29	31
Retained Profits	7,397	7,506	7,602	7,712	7,827	7,884	7,967	8,131	8,296	8,396	8,573	8,667
<b>Total Equity</b>	<b>8,533</b>	<b>8,642</b>	<b>8,738</b>	<b>8,848</b>	<b>8,963</b>	<b>9,020</b>	<b>9,106</b>	<b>9,273</b>	<b>9,440</b>	<b>9,537</b>	<b>9,712</b>	<b>9,808</b>

Current Ratio (x)	2.42x	2.42x	2.39x	2.45x	2.58x	2.72x	2.68x	2.74x	2.79x	2.77x	2.80x	2.69x
Quick Ratio (x)	1.31x	1.40x	1.35x	1.45x	1.63x	1.64x	1.44x	1.53x	1.65x	1.50x	1.61x	1.59x
Cash Ratio (x)	0.61x	0.60x	0.63x	0.65x	0.80x	0.87x	0.70x	0.59x	0.68x	0.74x	0.64x	0.70x
Debt / Total Assets (%)	31.8%	31.5%	30.8%	30.7%	30.8%	30.8%	30.5%	30.2%	29.9%	29.6%	29.3%	28.7%
Debt / Total Equity (%)	64.5%	63.7%	61.9%	61.1%	60.3%	58.9%	58.4%	57.4%	56.4%	55.9%	54.9%	53.9%

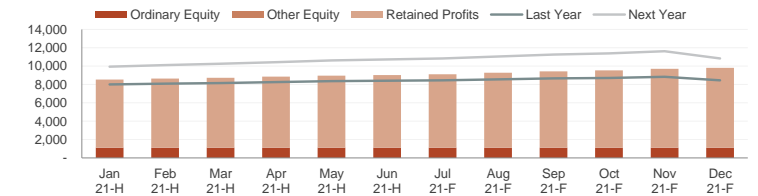
June 2021 vs Prior Year

Jun 21	Jun 20	Change	Change	
Historical	Historical	+-	%	(400) (200) - 200 400 600 800
2,234	2,282	(48)	(2.1%)	
1,975	1,796	180	10.0%	
2,294	2,004	291	14.5%	
485	473	13	2.7%	
<b>6,989</b>	<b>6,554</b>	<b>435</b>	<b>6.6%</b>	
7,170	6,947	224	3.2%	
2,514	2,732	(218)	(8.0%)	
2	2	1	35.2%	
580	580	0	0.0%	
<b>10,267</b>	<b>10,260</b>	<b>7</b>	<b>0.1%</b>	
<b>17,256</b>	<b>16,813</b>	<b>442</b>	<b>2.6%</b>	
2,143	2,028	116	5.7%	
415	353	62	17.6%	
-	-	-	N/A	
-	-	-	N/A	
16	30	(15)	(48.3%)	
<b>2,574</b>	<b>2,411</b>	<b>163</b>	<b>6.8%</b>	
5,309	5,651	(342)	(6.1%)	
100	100	-	-	
253	241	12	4.9%	
<b>5,662</b>	<b>5,992</b>	<b>(330)</b>	<b>(5.5%)</b>	
<b>8,236</b>	<b>8,403</b>	<b>(167)</b>	<b>(2.0%)</b>	
<b>9,020</b>	<b>8,410</b>	<b>610</b>	<b>7.3%</b>	
1,110	1,120	(10)	(0.9%)	
26	9	17	188.9%	
7,884	7,281	603	8.3%	
<b>9,020</b>	<b>8,410</b>	<b>610</b>	<b>7.3%</b>	

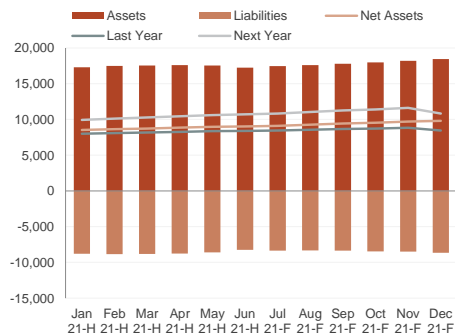
Current Assets - FY2021



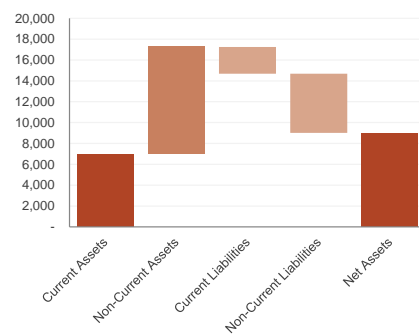
Equity - FY2021



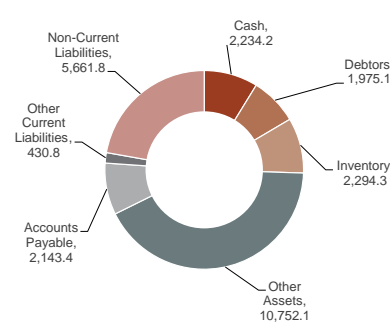
Net Assets - FY2021



Net Assets Reconciliation - June 2021



Balance Sheet Components - June 2021

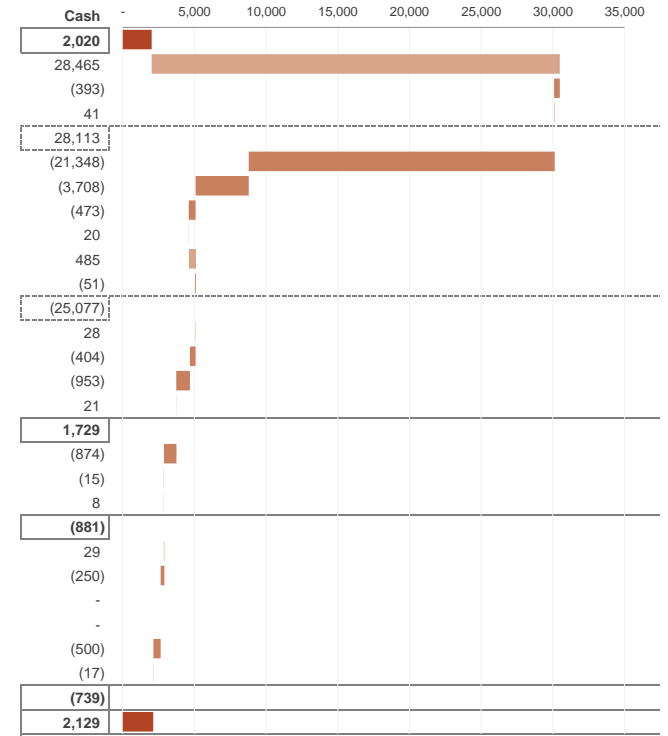


Cash Flow Statement Summary (\$'000) - FY2021

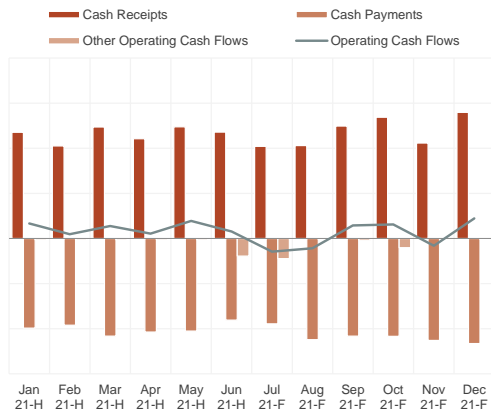
Cash Flow Statement

Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	FY2021
Type	Historical	Historical	Historical	Historical	Historical	Historical	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Projected
Revenue	2,114	2,392	2,281	2,392	2,434	1,975	2,036	2,574	2,617	2,181	2,705	2,763	28,465
Decrease in Debtors	235	(346)	185	(185)	37	380	5	(521)	(127)	507	(594)	31	(393)
Other Cash Receipts	4	4	4	4	4	4	2	4	3	1	3	1	41
<b>Cash Receipts</b>	<b>2,353</b>	<b>2,050</b>	<b>2,470</b>	<b>2,212</b>	<b>2,475</b>	<b>2,360</b>	<b>2,043</b>	<b>2,057</b>	<b>2,494</b>	<b>2,689</b>	<b>2,114</b>	<b>2,795</b>	<b>28,113</b>
Cost of Goods Sold	(1,586)	(1,794)	(1,711)	(1,794)	(1,826)	(1,481)	(1,527)	(1,930)	(1,963)	(1,636)	(2,028)	(2,072)	(21,348)
Operating Expenditure	(299)	(309)	(305)	(309)	(311)	(293)	(296)	(317)	(319)	(302)	(322)	(324)	(3,708)
Decrease in Inventory	(351)	184	(129)	161	329	(106)	(552)	92	172	(449)	136	40	(473)
Increase in Creditors	(9)	16	(11)	5	(2)	(9)	12	13	9	(15)	18	(6)	20
Increase in Inventory Payables	260	(15)	(2)	(131)	(240)	84	474	(103)	(58)	238	(56)	34	485
Other Cash Payments	(5)	(5)	(5)	(5)	(5)	(5)	(1)	1	(6)	(6)	(7)	(0)	(51)
<b>Cash Payments</b>	<b>(1,989)</b>	<b>(1,924)</b>	<b>(2,164)</b>	<b>(2,073)</b>	<b>(2,055)</b>	<b>(1,811)</b>	<b>(1,891)</b>	<b>(2,245)</b>	<b>(2,165)</b>	<b>(2,170)</b>	<b>(2,260)</b>	<b>(2,328)</b>	<b>(25,077)</b>
Interest on Cash	2	2	2	2	2	3	3	2	2	2	3	2	28
Interest Paid	(34)	(34)	(34)	(34)	(34)	(34)	(33)	(33)	(33)	(33)	(33)	(33)	(404)
Corporate Tax Paid	(0)	0	0	(0)	0	(361)	(415)	-	-	(177)	-	-	(953)
Other Operating Cash Flows	(0)	(0)	0	0	(0)	-	0	3	(8)	1	15	9	21
<b>Operating Cash Flows</b>	<b>332</b>	<b>94</b>	<b>274</b>	<b>107</b>	<b>389</b>	<b>157</b>	<b>(293)</b>	<b>(216)</b>	<b>290</b>	<b>312</b>	<b>(162)</b>	<b>444</b>	<b>1,729</b>
Fixed Assets Capital Expenditure	(74)	(74)	(74)	(74)	(74)	(74)	(65)	(77)	(58)	(81)	(76)	(76)	(874)
Intangibles Capital Expenditure	0	(0)	0	(0)	0	0	-	-	-	-	-	(15)	(15)
Other Investing Cash Flows	-	-	-	-	-	-	(3)	(8)	(0)	8	2	9	8
<b>Investing Cash Flows</b>	<b>(74)</b>	<b>(74)</b>	<b>(74)</b>	<b>(74)</b>	<b>(74)</b>	<b>(74)</b>	<b>(69)</b>	<b>(85)</b>	<b>(59)</b>	<b>(73)</b>	<b>(74)</b>	<b>(81)</b>	<b>(881)</b>
Debt Drawdowns	-	-	2	-	-	2	7	2	2	7	0	7	29
Debt Repayments	-	-	(100)	-	-	(100)	-	-	-	-	-	(50)	(250)
Ordinary Equity Raisings	-	-	-	-	-	-	-	-	-	-	-	-	-
Ordinary Equity Buybacks	-	-	-	-	-	-	-	-	-	-	-	-	-
Ordinary Equity Dividends Paid	(500)	0	(0)	0	0	(0)	-	-	-	-	-	-	(500)
Other Financing Cash Flows	-	-	-	-	-	-	4	(2)	(2)	2	(12)	(7)	(17)
<b>Financing Cash Flows</b>	<b>(500)</b>	<b>0</b>	<b>(98)</b>	<b>0</b>	<b>0</b>	<b>(98)</b>	<b>11</b>	<b>0</b>	<b>(0)</b>	<b>9</b>	<b>(11)</b>	<b>(50)</b>	<b>(739)</b>
<b>Change in Cash Held</b>	<b>(241)</b>	<b>20</b>	<b>102</b>	<b>34</b>	<b>315</b>	<b>(15)</b>	<b>(351)</b>	<b>(300)</b>	<b>231</b>	<b>249</b>	<b>(248)</b>	<b>313</b>	<b>109</b>

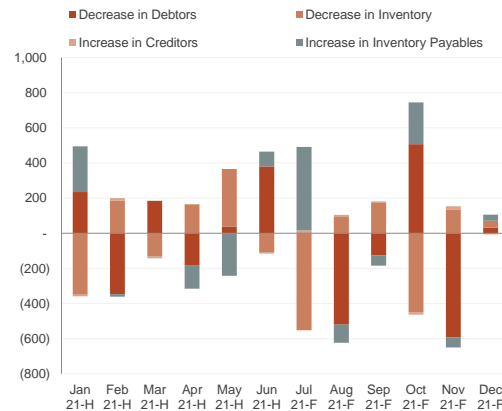
Cashcade



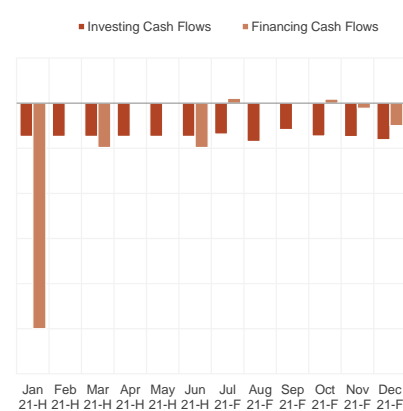
Operating Cash Flows - FY2021



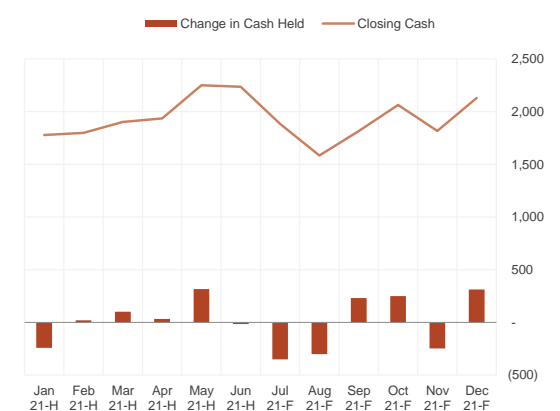
Working Capital Management - FY2021



Investing & Financing Cash Flows - FY2021



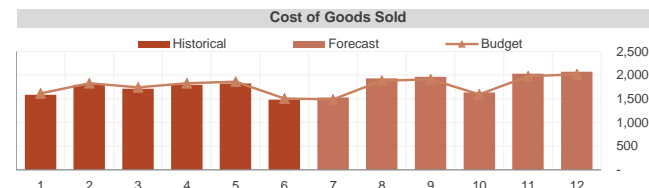
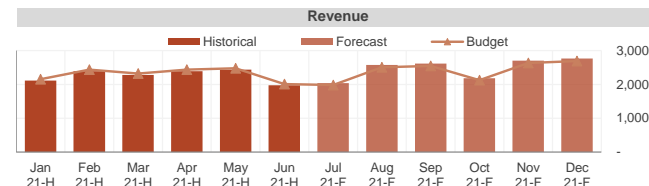
Cash Monitor - FY2021



Budget Income Statement Summary (\$'000) - FY2021

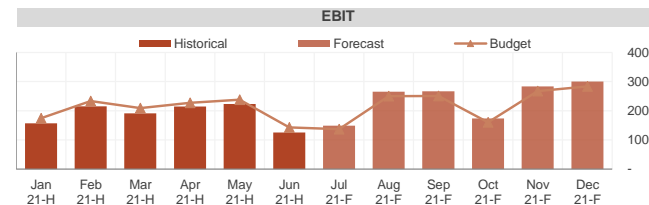
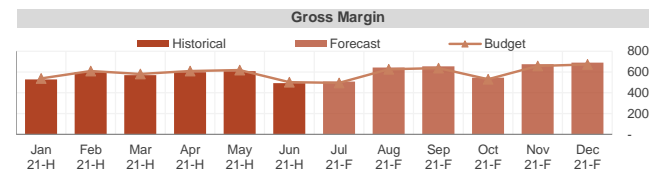
Projected Income Statement

Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Total
Type	Historical	Historical	Historical	Historical	Historical	Historical	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Projected
Revenue	2,114	2,392	2,281	2,392	2,434	1,975	2,036	2,574	2,617	2,181	2,705	2,763	28,465
Cost of Goods Sold	(1,586)	(1,794)	(1,711)	(1,794)	(1,826)	(1,481)	(1,527)	(1,930)	(1,963)	(1,636)	(2,028)	(2,072)	(21,348)
<b>Gross Margin</b>	<b>529</b>	<b>598</b>	<b>570</b>	<b>598</b>	<b>609</b>	<b>494</b>	<b>509</b>	<b>643</b>	<b>654</b>	<b>545</b>	<b>676</b>	<b>691</b>	<b>7,116</b>
Gross Margin (%)	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Operating Expenditure	(299)	(309)	(305)	(309)	(311)	(293)	(296)	(317)	(319)	(302)	(322)	(324)	(3,708)
Other Revenue & Expenses	(1)	(1)	(1)	(1)	(1)	(1)	-	3	(5)	(5)	(6)	(1)	(19)
Net Operating Expenses	(300)	(310)	(306)	(310)	(312)	(294)	(296)	(314)	(323)	(307)	(328)	(325)	(3,727)
<b>EBITDA</b>	<b>229</b>	<b>288</b>	<b>264</b>	<b>288</b>	<b>297</b>	<b>200</b>	<b>212</b>	<b>329</b>	<b>331</b>	<b>238</b>	<b>348</b>	<b>365</b>	<b>3,390</b>
EBITDA / Revenue (%)	10.8%	12.0%	11.6%	12.0%	12.2%	10.1%	10.4%	12.8%	12.6%	10.9%	12.9%	13.2%	11.9%
Depreciation & Amortisation	(72)	(72)	(73)	(73)	(74)	(74)	(63)	(64)	(64)	(64)	(65)	(65)	(823)
<b>EBIT</b>	<b>157</b>	<b>215</b>	<b>191</b>	<b>215</b>	<b>223</b>	<b>126</b>	<b>149</b>	<b>266</b>	<b>267</b>	<b>174</b>	<b>284</b>	<b>300</b>	<b>2,567</b>
EBIT / Revenue (%)	7.4%	9.0%	8.4%	9.0%	9.2%	6.4%	7.3%	10.3%	10.2%	8.0%	10.5%	10.9%	9.0%
Net Interest Expense	(32)	(32)	(32)	(31)	(31)	(31)	(30)	(31)	(31)	(31)	(31)	(31)	(376)
<b>Net Profit Before Tax</b>	<b>125</b>	<b>183</b>	<b>159</b>	<b>183</b>	<b>192</b>	<b>95</b>	<b>119</b>	<b>235</b>	<b>236</b>	<b>143</b>	<b>253</b>	<b>269</b>	<b>2,191</b>
NPBT / Revenue (%)	5.9%	7.7%	7.0%	7.7%	7.9%	4.8%	5.8%	9.1%	9.0%	6.5%	9.4%	9.7%	7.7%
Tax Expense	(50)	(73)	(64)	(73)	(77)	(38)	(36)	(70)	(71)	(43)	(76)	(81)	(751)
<b>Net Profit After Tax</b>	<b>75</b>	<b>110</b>	<b>95</b>	<b>110</b>	<b>115</b>	<b>57</b>	<b>83</b>	<b>164</b>	<b>165</b>	<b>100</b>	<b>177</b>	<b>188</b>	<b>1,440</b>
NPAT / Revenue (%)	3.5%	4.6%	4.2%	4.6%	4.7%	2.9%	4.1%	6.4%	6.3%	4.6%	6.5%	6.8%	5.1%



Budget Income Statement

Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Total
Revenue	2,153	2,436	2,323	2,436	2,478	2,011	1,983	2,507	2,549	2,124	2,634	2,691	28,324
Cost of Goods Sold	(1,614)	(1,827)	(1,742)	(1,827)	(1,859)	(1,508)	(1,487)	(1,880)	(1,912)	(1,593)	(1,976)	(2,018)	(21,243)
<b>Gross Margin</b>	<b>538</b>	<b>609</b>	<b>581</b>	<b>609</b>	<b>620</b>	<b>503</b>	<b>496</b>	<b>627</b>	<b>637</b>	<b>531</b>	<b>659</b>	<b>673</b>	<b>7,081</b>
Gross Margin (%)	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Operating Expenditure	(300)	(311)	(307)	(311)	(313)	(295)	(294)	(314)	(316)	(299)	(319)	(321)	(3,702)
Other Revenue & Expenses	(0)	(1)	(1)	(6)	(4)	(0)	-	3	(5)	(5)	(6)	(1)	(26)
Net Operating Expenses	(301)	(312)	(308)	(318)	(317)	(295)	(294)	(311)	(321)	(305)	(325)	(322)	(3,728)
<b>EBITDA</b>	<b>237</b>	<b>297</b>	<b>273</b>	<b>291</b>	<b>303</b>	<b>207</b>	<b>202</b>	<b>315</b>	<b>317</b>	<b>226</b>	<b>334</b>	<b>350</b>	<b>3,353</b>
EBITDA / Revenue (%)	11.0%	12.2%	11.8%	12.0%	12.2%	10.3%	10.2%	12.6%	12.4%	10.7%	12.7%	13.0%	11.8%
Depreciation & Amortisation	(63)	(63)	(64)	(64)	(64)	(65)	(65)	(65)	(66)	(66)	(66)	(67)	(778)
<b>EBIT</b>	<b>174</b>	<b>234</b>	<b>209</b>	<b>227</b>	<b>238</b>	<b>143</b>	<b>137</b>	<b>250</b>	<b>251</b>	<b>160</b>	<b>267</b>	<b>284</b>	<b>2,575</b>
EBIT / Revenue (%)	8.1%	9.6%	9.0%	9.3%	9.6%	7.1%	6.9%	10.0%	9.8%	7.5%	10.1%	10.5%	9.1%
Net Interest Expense	(32)	(33)	(33)	(33)	(33)	(32)	(32)	(32)	(33)	(32)	(32)	(32)	(388)
<b>Net Profit Before Tax</b>	<b>142</b>	<b>201</b>	<b>176</b>	<b>195</b>	<b>206</b>	<b>111</b>	<b>105</b>	<b>218</b>	<b>218</b>	<b>128</b>	<b>235</b>	<b>251</b>	<b>2,186</b>
NPBT / Revenue (%)	6.6%	8.3%	7.6%	8.0%	8.3%	5.5%	5.3%	8.7%	8.6%	6.0%	8.9%	9.3%	7.7%
Tax Expense	(43)	(60)	(53)	(58)	(62)	(33)	(32)	(65)	(66)	(38)	(71)	(75)	(656)
<b>Net Profit After Tax</b>	<b>100</b>	<b>141</b>	<b>123</b>	<b>136</b>	<b>144</b>	<b>77</b>	<b>74</b>	<b>152</b>	<b>153</b>	<b>90</b>	<b>165</b>	<b>176</b>	<b>1,530</b>
NPAT / Revenue (%)	4.6%	5.8%	5.3%	5.6%	5.8%	3.8%	3.7%	6.1%	6.0%	4.2%	6.3%	6.5%	5.4%



Variance (Projected vs. Budget)

Month	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Total
Revenue	(38)	(43)	(41)	(43)	(44)	(36)	53	67	68	57	71	72	141
Cost of Goods Sold	29	33	31	33	33	27	(40)	(50)	(51)	(43)	(53)	(54)	(106)
<b>Gross Margin</b>	<b>(10)</b>	<b>(11)</b>	<b>(10)</b>	<b>(11)</b>	<b>(11)</b>	<b>(9)</b>	<b>13</b>	<b>17</b>	<b>17</b>	<b>14</b>	<b>18</b>	<b>18</b>	<b>35</b>
Operating Expenditure	2	2	2	2	2	2	(3)	(3)	(3)	(3)	(3)	(3)	(6)
Other Revenue & Expenses	(0)	(0)	(0)	5	3	(0)	-	-	-	-	-	-	-
Net Operating Expenses	1	2	2	7	5	1	(3)	(3)	(3)	(3)	(3)	(3)	7
<b>EBITDA</b>	<b>(8)</b>	<b>(9)</b>	<b>(9)</b>	<b>(3)</b>	<b>(6)</b>	<b>(8)</b>	<b>11</b>	<b>14</b>	<b>14</b>	<b>11</b>	<b>15</b>	<b>15</b>	<b>36</b>
Depreciation & Amortisation	(9)	(9)	(9)	(9)	(9)	(9)	2	2	2	2	2	2	(44)
<b>EBIT</b>	<b>(17)</b>	<b>(18)</b>	<b>(18)</b>	<b>(13)</b>	<b>(15)</b>	<b>(17)</b>	<b>12</b>	<b>16</b>	<b>16</b>	<b>13</b>	<b>16</b>	<b>17</b>	<b>(8)</b>
Net Interest Expense	(0)	0	1	1	1	1	1	1	1	1	1	1	13
<b>Net Profit Before Tax</b>	<b>(18)</b>	<b>(18)</b>	<b>(17)</b>	<b>(11)</b>	<b>(14)</b>	<b>(16)</b>	<b>14</b>	<b>17</b>	<b>17</b>	<b>15</b>	<b>18</b>	<b>18</b>	<b>5</b>
Tax Expense	(7)	(13)	(11)	(15)	(15)	(5)	(4)	(5)	(5)	(4)	(5)	(5)	(95)
<b>Net Profit After Tax</b>	<b>(25)</b>	<b>(31)</b>	<b>(28)</b>	<b>(26)</b>	<b>(29)</b>	<b>(21)</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>10</b>	<b>12</b>	<b>13</b>	<b>(91)</b>
Gross Margin (+/-%)	(1.8%)	(1.8%)	(1.8%)	(1.8%)	(1.8%)	(1.8%)	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	0.5%
EBITDA (+/-%)	(3.5%)	(3.1%)	(3.2%)	(1.2%)	(2.0%)	(3.8%)	5.2%	4.4%	4.5%	5.1%	4.4%	4.3%	1.1%
EBIT (+/-%)	(10.0%)	(7.8%)	(8.5%)	(5.5%)	(6.4%)	(12.0%)	9.0%	6.3%	6.3%	8.2%	6.2%	5.9%	(0.3%)
Net Profit Before Tax (+/-%)	(12.3%)	(8.9%)	(9.8%)	(5.9%)	(6.7%)	(14.3%)	12.9%	7.8%	7.9%	11.3%	7.6%	7.2%	0.2%
Net Profit After Tax (+/-%)	(24.8%)	(21.9%)	(22.7%)	(19.3%)	(20.1%)	(26.6%)	12.9%	7.8%	7.9%	11.3%	7.6%	7.2%	(5.9%)

