

WHITE PAPER

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- THE REPUBLIC OF KOREA,
- CANADA,
- NEW ZEALAND.



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OVERVIEW



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Melbard LLC is Moscow-based privately owned company named after its founder – Nikolay Melbard.

Mr. Nikolay Melbard is a known Russian entrepreneur and owner of an agricultural farm in the Penza region of Russia.

After the imposition of economic sanctions against Russia in 2014, Russian agriculture is experiencing a new renaissance with the growth of domestic producers.



Now **Melbard LLC** is a stable and profitable business model in **green economy** that includes an organic meat farm with extended processing to finished products.

Second level of our business model is the ownership of a restaurant network in Moscow including a butcher shop.

Meat Desire restaurants in Moscow offer natural organic products from our own production.

Presently there are two **Meat Desire** restaurants in Moscow.



Restaurant business in Moscow is experiencing great growth, especially those with **natural organic food**.

Therefore, it was decided to expand our working model in **green business** to raise additional funds.

We are accomplishing this by launching a **Token Sale** using crypto-currency and blockchain technology.

Tokens will be issued with name **BeefCoin (BEEF)**.

There will also be bonus tokens with name **BeefGold**.



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THERE IS A PROBLEM AND WE HAVE A WORKING SOLUTION

PROBLEM

Intensive technologies in agriculture reduce the overall quality of organic products





ACCELERATION OF PRODUCTION

DECLINE OF PRODUCT QUALITY



SOLUTION

To create an integrated structure from field to counter, and to produce as many organic products as possible to sell



CUSTOMER CONFIDENCE, SUPPORTED BY QUALITY PRODUCTS PRODUCTION BECOMES SLOWER AND MORE EXPENSIVE

ICO GOAL

To raise funds to scale production and to expand profitable business





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INTRODUCTION



Currently, agricultural production uses intensive technologies to reduce the cost of production. Because of this, food becomes tasteless and dangerous to human health. The production of organic products without the use of harmful technologies reduces efficiency and increases the cost by about 25%.

Such products in Russia enjoy little demand even in Moscow, because there are many cheap fake products and their production is unprofitable. The only solution was to create an integrated structure from the field to the counter and produce as many products as possible to sell.

Our company has been engaged in this business model for the past 8 years. During the first five years, production and sales of meat were organized, but due to problems with sales, the company suffered permanent losses.

Two years ago, an online store was opened in Moscow, but it was also not enough to make a profit. In September 2016, together with the well-known brand chef Kirill Kuznetsov, the first restaurant under the label "Meat Desire" with a butcher shop was opened. After 2 months, the company went to zero profitability, and in 6 months to a stable profit. As a result, all business started to generate revenue.

Customers love our products and believe in its quality. The most difficult part (the formation of a minimal customer base) has already been passed. To accelerate the development process, it was decided to open a network of restaurants in Moscow under the label "Meat Desire" to increase the client base, and to expand production on the farm as necessary.

To do this, we plan to use new possibilities of blockchain technology for crowd-sale of our own tokens under the name **BeefCoin** and bonus tokens under the name **BeefGold**.

The use of such technologies in the long term will allow increasing the turnover of products and the sales market, and our traditional way of production guarantees us customer loyalty in the long term.

Together we will begin to produce many high-quality products. With your help, we will provide everyone with healthy and tasty food.



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BUSINESS MODEL



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Today, there is an economically sustainable business model that includes agricultural farm and restaurants.

The farm is the basis and source of the project and business model.



FARM:

Livestock complex in Penza region

ADDRESS:

Golitsyno village, Nizhnelomovsky district, Penza region, Russia

GPS COORDINATES:

53.663155, 44.127003

WEBSITE:

www.melbard.net

PHONE:

+7 (800) 500 58 89 (toll-free in Russia)

Restaurants are source of cash-flow and financial stability of business.



RESTAURANTS:

"Meat Desire" in Moscow

ADDRESSES:

Shmitovskiy Drive, 5 Moscow, Russia

Kozhevnicheskaya Street, 18 Moscow, Russia

WEBSITE:

www.meatdesire.com

PHONE:

+7 (495) 605 71 72



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The farm includes:

- 500 cows of the Aberdeen-Angus breed;
- 1000 hectares of land;
- 500 hectares of pasture;
- 500 hectares of land for fodder preparation;
- Meat-processing workshop;
- Total area of all buildings is 11500 sq.m.

The production process includes:

- · cultivation of Aberdeen-Angus bull-calves;
- · fattening and slaughtering of bull-calves;
- processing into semi-finished products (marble beef is pre-conditioned for 21 days in a special ripening chamber);
- production of pork, poultry, eggs, dairy products, vegetables and honey.







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Network of "Meat Desire" restaurants includes:

- first restaurant in Moscow opened in 2016, located at Shmitovskiy Drive, 5;
- second newly opened restaurant in Moscow located at Kozhevnicheskaya Street, 18;
- butcher shop where customers can buy organic farm products from our own production.







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PRODUCT



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The basis of our product line are delicious burgers from the author of "Meat Desire" kitchens, our own Brand Chef, Kirill Kuznetsov







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JIVE TURKEY
with turkey, prune mayonnaise, tomato and
leaf of salad



SIMPLA BURGERThe most classic burger in our lineup



TREVOR BURGER with a goatling, salsa, nachos and cheese



TRUFFLE with soft truffle cheese



OLD CHEDwith juicy cutlet of your choice with homemade sauce and fried cheddar cheese



BLAH BLAH BURGER with bresaola & cherry jam



PRODUCTS IN OUR BUTCHER SHOP

Our beef comes from the very finest grass-fed grain-finished Angus cattle.
Only dry aging for more than 21 days.

PREMIUM BEEF MADE IN RUSSIA. ECO-FRIENDLY ORGANIC PRODUCT.







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TOKEN SALE



PURPOSE OF RAISING FUNDS

Token Sale is intended to raise funds for opening six new restaurants in Moscow under the brand "Meat Desire" – plus expansion of our agricultural farm in the Penza region. Included in expansion will be a brewery, cheese factory, delicatessen shop and an increase of dairy products.

Our goal is to diversify assortment of organic products offered in our "Meat Desire" restaurants. This will be done by expansion of our agricultural farm.

Issued tokens are backed by assets of a profitable business model (our farm and restaurants) with total value over \$4,500,000.

TOKEN NAME

Tokens are issued with name **BeefCoin** (ticker **BEEF**).

Also, there are bonus tokens issued with name BeefGold (ticker BEEFG).

ISSUE OF TOKENS

Number of issued **BeefCoin** tokens is set at 4,000,000.

Number of bonus **BeefGold** tokens is set at 2,000,000.

TOKEN VALUE

The nominal value of one **BeefCoin** token is set at \$1 (1 BEEF = 1 USD).

The value of one bonus **BeefGold** token is not set.



TOKEN SALE

There are 2,000,000 BEEF tokens offered for sale.

Remaining **2,000,000 BEEF** tokens are reserved for future payouts.

Also, **2,000,000 BEEFG** tokens are not for sale, they will be credited to the account as bonuses for the purchase of **BEEF** tokens.

TOKEN SALE LIMITS

Soft Cap Limit of the Token Sale – \$100,000.

Hard Cap Limit of the Token Sale −\$2,000,000.

TOKEN SALE PERIOD

Start of the Token Sale - January 1, 2018 at 12:00 UTC.

End of the Token Sale – March 31, 2018 at 12:00 UTC.

If Soft Cap Limit will not be reached at the end of the Token Sale, then all raised money will be refunded to contributors.

ACCEPTED CURRENCIES & EXCHANGE RATE

The exchange rate is fixed during all period of the Token Sale: 1 BEEF = 1 USD.

Tokens will be issued on both Ethereum and Waves blockchains.

Following fiat and cryptocurrencies are accepted for the purchase of BEEF tokens:

US Dollar (USD), Euro (EUR), Bitcoin (BTC), Ethereum (ETH), Waves (WAVES), Litecoin (LTC), Zcash (ZEC).

Cryptocurrencies are accepted at rate of website <u>coinmarketcap.com</u> at the time of purchase of BEEF tokens.



ANNUAL COUPON PAYMENTS

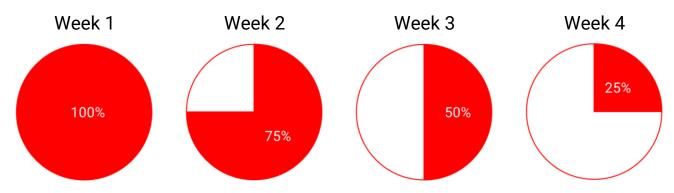
BEEF tokens unsold at the end of our Token Sale, will be added to the remaining reserve of BEEF tokens.

The remaining reserve of BEEF tokens is designed for distribution amongst all holders of BEEF tokens as a 10% annual coupon: 1 BEEF for every 10 BEEF tokens.

Coupon payments will be made once a year after the end of the fiscal year.

BONUS TOKENS

During first month of the Token Sale Period bonus **BeefGold** tokens will be credited to the account for the purchase of **BeefCoin** tokens at the rate depending on the time of the purchase, as follows:



During first week of the Token Sale Period, 1 BEEFG will be credited to the account as bonus for the purchase of 1 BEEF token.

During second week of the Token Sale Period, 0.75 BEEFG will be credited to the account as bonus for the purchase of 1 BEEF token.

During third week of the Token Sale Period, 0.5 BEEFG will be credited to the account as bonus for the purchase of 1 BEEF token.

During fourth week of the Token Sale Period, 0.25 BEEFG will be credited to the account as bonus for the purchase of 1 BEEF token.

After the end of the Token Sale Period, all remaining undistributed bonus BeefGold tokens will be destroyed.



Bonus **BeefGold** tokens give the right to get 20% share of net profit of "Meat Desire" restaurants based on the results of the fiscal year.

This 20% share of net profit will be distributed proportionally between all holders of **BeefGold** tokens according to the total number of issued **BeefGold** tokens.

This profit will be paid in form of crediting **BeefCoin** tokens from remaining reserve to the accounts of all holders of **BeefGold** tokens at rate of nominal value of token: 1 BEEF per 1 USD of distributable profit.

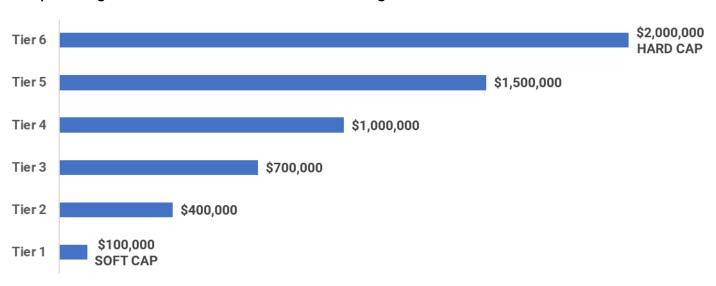
ANNUAL BUYBACK OF TOKENS

Annual buyback of BEEF tokens will start one year after the end of Token Sale.

Buyback of 10% of BEEF tokens in circulation will be made every year at a price not lower than nominal value. All repurchased tokens will be added to reserve of BEEF tokens.

FUNDRAISING TIERS

Depending on amount of raised funds during the Token Sale, there are six tiers:





DISTRIBUTION OF FUNDS

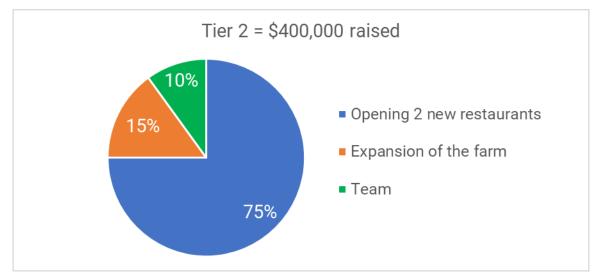
For Tier 1, funds raised during the Token Sale will be allocated, as follows:

- Opening 1 new restaurant under the label "Meat Desire" in Moscow;
- Team reward for compensation of marketing, financial and legal expenses.



For Tier 2, funds raised during the Token Sale will be allocated, as follows:

- Opening 2 new restaurants under the label "Meat Desire" in Moscow;
- Expansion of the agricultural farm in Penza region;
- Team reward for compensation of marketing, financial and legal expenses.





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For Tier 3, funds raised during the Token Sale will be allocated, as follows:

- Opening 3 new restaurants under the label "Meat Desire" in Moscow;
- Expansion of the agricultural farm in Penza region;
- Team reward for compensation of marketing, financial and legal expenses.



For Tier 4, funds raised during the Token Sale will be allocated, as follows:

- Opening 4 new restaurants under the label "Meat Desire" in Moscow;
- Expansion of the agricultural farm in Penza region;
- Team reward for compensation of marketing, financial and legal expenses.





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For Tier 5, funds raised during the Token Sale will be allocated, as follows:

- Opening 5 new restaurants under the label "Meat Desire" in Moscow;
- Expansion of the agricultural farm in Penza region;
- Team reward for compensation of marketing, financial and legal expenses.



For Tier 6, funds raised during the Token Sale will be allocated, as follows:

- Opening 6 new restaurants under the label "Meat Desire" in Moscow;
- Expansion of the agricultural farm in Penza region;
- Team reward for compensation of marketing, financial and legal expenses.





FINANCIAL MODEL



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At present, every restaurant has an average net profit of \$6,700 per month.

Depending on the amount of raised funds during the Token Sale, there are several business plans to expand production at the farm and open new restaurants.

All scenarios shown below are calculated for two active restaurants at the moment.



In Scenario #1, amount of raised funds during the Token Sale will be \$100,000.

This will allow to open one new restaurant.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of \$113,000.

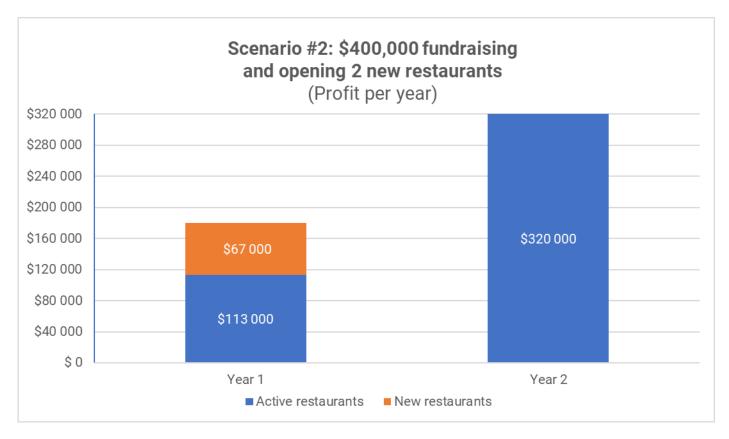
One new restaurant will generate net profit of \$33,000.

Total profit for Year 1 will be \$146,000.

For Year 2, all three active restaurants will generate net profit of \$240,000.



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In Scenario #2, amount of raised funds during the Token Sale will be \$400,000.

This will allow to expand the agricultural farm and to open two new restaurants.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of \$113,000.

Two new restaurants will generate net profit of \$67,000.

Total profit for Year 1 will be \$180,000.

For Year 2, all four active restaurants will generate net profit of \$320,000.



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In Scenario #3, amount of raised funds during the Token Sale will be \$700,000.

This will allow to expand the agricultural farm and to open three new restaurants.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of \$113,000.

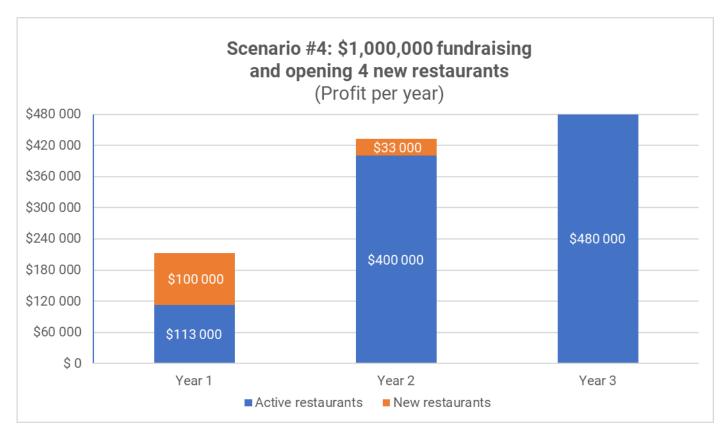
Three new restaurants will generate net profit of \$100,000.

Total profit for Year 1 will be \$213,000.

For Year 2, all five active restaurants will generate net profit of \$400,000.



MAR DINOBO



In Scenario #4, amount of raised funds during the Token Sale will be \$1,000,000.

This will allow to expand the agricultural farm and to open four new restaurants.

Due technical reasons it's impossible to open all four restaurants in first year, therefore three restaurants will be open in the Year 1 and one restaurant will be open in the Year 2.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of \$113,000.

Three new restaurants will generate net profit of \$100,000.

Total profit for Year 1 will be \$213,000.

For Year 2, all five active restaurants will generate net profit of \$400,000.

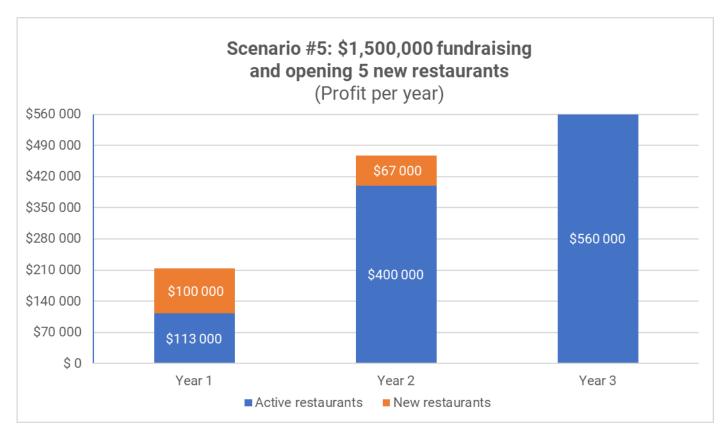
One new restaurant will generate net profit of \$33,000.

Total profit for Year 2 will be \$433,000.

For Year 3, all six active restaurants will generate net profit of \$480,000.



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In Scenario #5, amount of raised funds during the Token Sale will be \$1,500,000.

This will allow to expand the agricultural farm and to open five new restaurants.

Due technical reasons it's impossible to open all five restaurants in first year, therefore three restaurants will be open in the Year 1 and two restaurants will be open in the Year 2.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of 113,000.

Three new restaurants will generate net profit of \$100,000.

Total profit for Year 1 will be \$213,000.

For Year 2, all five active restaurants will generate net profit of \$400,000.

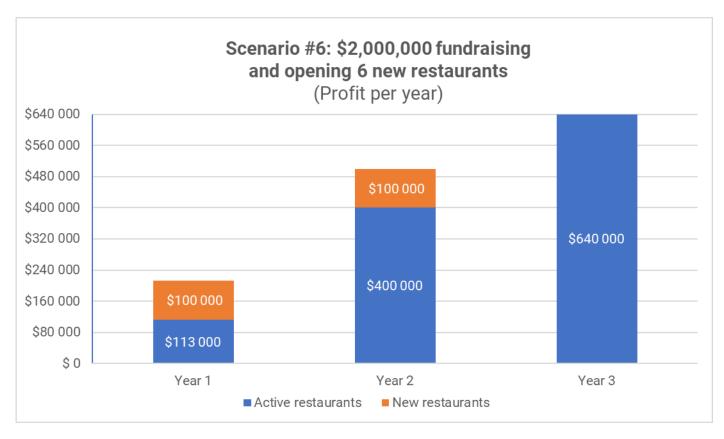
Two new restaurants will generate net profit of \$67,000.

Total profit for Year 2 will be \$467,000.

For Year 3, all seven active restaurants will generate net profit of \$560,000.



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In Scenario #6, amount of raised funds during the Token Sale will be \$2,000,000.

This will allow to expand the agricultural farm and to open six new restaurants.

Due technical reasons it's impossible to open all six restaurants in first year, therefore three restaurants will be open in the Year 1 and three restaurants will be open in the Year 2.

New restaurant goes on a stable profit in 7 months after opening.

For Year 1, two active restaurants will generate net profit of \$113,000. Three new restaurants will generate net profit of \$100,000.

Total profit for Year 1 will be \$213,000.

For Year 2, all five active restaurants will generate net profit of \$400,000. Three new restaurants will generate net profit of \$100,000.

Total profit for Year 2 will be \$500,000.

For Year 3, all eight active restaurants will generate net profit of \$640,000.



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TEAM



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Nikolay Melbard

Founder & CEO, Melbard LLC Co-owner, Meat Desire





Kirill Kuznetsov

Brand Chef & Co-owner, Meat Desire

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Dennis Chirkovsky

Markering & PR

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Alexey Balakirev

Financial Advisor

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Marina Vorsina

Legal Advisor



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CONTACTS



ATTENTION:

Only following official websites and links represent BEEFCOIN project.

Any other websites and links published anywhere are fictitious.

Check carefully all the links and avoid phishing scam!

OFFICIAL WEBSITES:

BEEFCOIN project <u>beefcoin.org</u> & <u>beefco.in</u>

Melbard LLC farm & online store <u>melbard.net</u>

"Meat Desire" restaurants <u>meatdesire.com</u>

SOCIAL MEDIA ACCOUNTS:

Medium <u>@BeefCoin</u>

Facebook <u>@beefcoin</u>

Messenger <u>@beefcoin</u>

Telegram <u>@beefcoin</u>

y Twitter <u>@beefcoin</u>

O Instagram <u>@beef_coin</u>

in LinkedIn <u>beefcoin</u>

Slack <u>beefcoin</u> (access only for token holders to avoid spam)

Bitcoin Talk <u>topic=2437926</u>

Reddit <u>r/BeefCoin</u>

YouTube <u>c/BeefCoin</u>



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CONCLUSION



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In conclusion, this is what I want to say about.

Of course, the easiest way to earn money in agriculture is production process using new methods. And then you can spend the earned money for a good car, watch, clothes.

For many years I have been trying to consume everything natural: from water to clothing. Therefore, I, a city dweller, started farming. I drive a little by car, I try to walk or ride a horse. I wear simple natural clothes.

My project is about how to make quality food more affordable in a big city and to prove that anyone can buy affordable organic food.

Come to my farm, live in a hotel, you'll see everything yourself.

- Nikolay Melbard



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ANNEXES



Consolidated statement of financial position

In USD	2015	2016	1H2017
ASSETS			
Non-current assets			
Property, plant and equipment	4,143,417	3,761,817	4,348,017
Intangible assets	623	567	655
Total non-current assets	4,144,040	3,762,383	4,348,673
Current assets			
Inventories	292,152	169,091	359,275
Trade and other receivables	34,959	176,251	36,560
Cash and cash equivalents	3,478	33,744	10,640
Total current assets	330,589	379,086	406,476
Total assets	4,474,629	4,141,470	4,755,149



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In USD	2015	2016	1H2017
EQUITY			
Share capital	4,192,238	3,812,193	4,407,083
Retained earnings	251,518	283,539	329,130
Total equity	4,443,755	4,095,732	4,736,213
-			
LIABILITIES			
Non-current liabilities			
Total non-current assets	_	-	-
Current liabilities			
Loans and borrowings	26,248	42,366	-
Trade and other payables	4,626	3,371	18,936

30,874

30,874

4,474,629

45,737

45,737

4,141,470

Total current liabilities

Total equity and liabilities

Total liabilities

18,936

18,936

4,755,149



Consolidated statement of comprehensive income

Agricultural farm

In USD	2015	2016	1H2017
Revenue	389,006	230,208	135,291
Cost of materials	(357,197)	(179,339)	(133,790)
Operating expenses	-	-	-
Operating profit	31,809	50,869	1,500
Finance income	36,304	26,523	12,400
Finance costs	(3,363)	(3,118)	(1,155)
Profit before tax	64,750	74,275	12,744
Tax expense	(21,408)	(19,453)	(11,399)
Profit for the period	43,341	54,822	1,345



Consolidated statement of comprehensive income

Restaurants

In USD	2015	2016	1H2017
Revenue	-	137,943	302,900
Cost of materials	-	(53,674)	(105,629)
Operating expenses	-	(80,510)	(170,454)
Operating profit	-	3,759	26,817
Finance income	-	985	-
Finance costs	-	-	
Profit before tax	-	4,744	26,817
Tax expense	-	(1,387)	(5,657)
Profit for the period	-	3,356	21,160



Consolidated statement of comprehensive income

Total: farm and restaurants

In thousands of RUB	2015	2016	1H2017
Revenue	389,006	368,152	438,190
Cost of materials	(357,197)	(233,013)	(239,419)
Operating expenses	-	(80,510)	(170,454)
Operating profit	31,809	54,628	28,317
Finance income	36,304	27,508	12,400
Finance costs	(3,363)	(3,118)	(1,155)
Profit before tax	64,750	79,019	39,561
Tax expense	(21,408)	(20,840)	(17,056)
Profit for the period	43,341	58,179	22,505