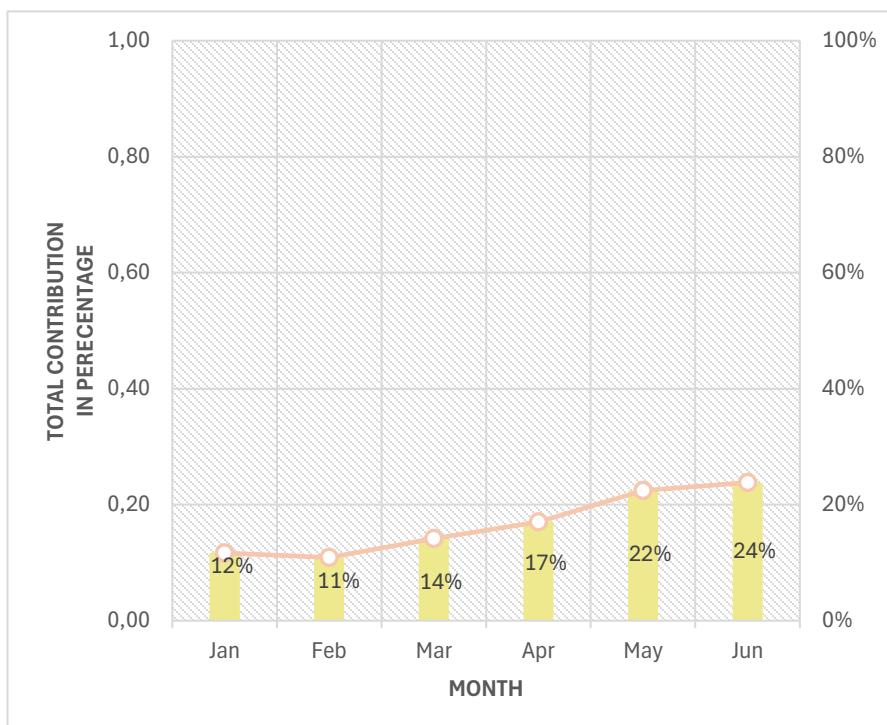


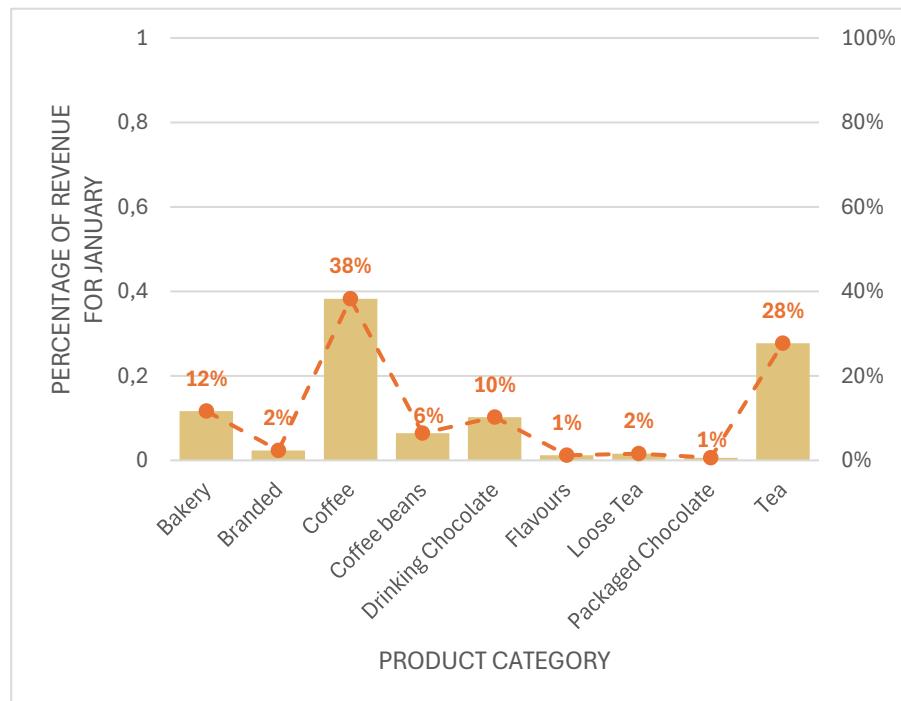
| Sum of REVENUE     | Column Labels     |                   |                   |                    |                    |                    |                  |
|--------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|------------------|
| Row Labels         | Jan               | Feb               | Mar               | Apr                | May                | Jun                | Grand Total      |
| Bakery             | R9 535,75         | R9 038,82         | R11 902,58        | R14 021,70         | R18 565,52         | R19 251,27         | 82315,64         |
| Branded            | R1 890,00         | R1 235,00         | R1 801,00         | R2 379,00          | R2 889,00          | R3 413,00          | 13607            |
| Coffee             | R31 256,85        | R29 268,95        | R38 303,60        | R45 971,20         | R60 362,85         | R64 789,00         | 269952,45        |
| Coffee beans       | R5 245,25         | R4 077,50         | R5 256,20         | R6 824,70          | R8 768,95          | R9 912,65          | 40085,25         |
| Drinking Chocolate | R8 337,75         | R8 132,25         | R10 253,50        | R12 266,75         | R16 319,75         | R17 106,00         | 72416            |
| Flavours           | R974,40           | R930,40           | R1 172,00         | R1 418,40          | R1 905,60          | R2 008,00          | 8408,8           |
| Loose Tea          | R1 293,85         | R1 277,85         | R1 646,95         | R1 829,15          | R2 395,15          | R2 770,65          | 11213,6          |
| Packaged Chocolat  | R521,94           | R451,02           | R588,20           | R873,23            | R981,09            | R992,16            | 4407,64          |
| Tea                | R22 621,95        | R21 733,40        | R27 910,65        | R33 356,95         | R44 539,85         | R46 243,15         | 196405,95        |
| <b>Grand Total</b> | <b>R81 677,74</b> | <b>R76 145,19</b> | <b>R98 834,68</b> | <b>R118 941,08</b> | <b>R156 727,76</b> | <b>R166 485,88</b> | <b>698812,33</b> |

| Row Labels                               | Jan  | Feb  | Mar  | Apr  | May  | Jun  | Grand Total |
|--|------|------|------|------|------|------|-------------|
| Total Revenue                            |      |      |      |      |      |      |             |
| Contribution                             | 0,12 | 0,11 | 0,14 | 0,17 | 0,22 | 0,24 | 1,00        |
| Total Revenue Contribution in percentage | 12%  | 11%  | 14%  | 17%  | 22%  | 24%  | 100%        |



#### REVENUE COST PER TOTAL OF EACH PRODUCT FROM JANUARY TO JUNE

| Product Category   | Jan        | Feb       | Mar       | Apr        | May       | Jun        |
|--------------------|------------|-----------|-----------|------------|-----------|------------|
| Bakery             | 0,11674846 | 0,1187051 | 0,1204292 | 0,11788778 | 0,1184571 | 0,11563305 |
| Branded            | 0,02313972 | 0,016219  | 0,0182223 | 0,0200015  | 0,0184332 | 0,02050024 |
| Coffee             | 0,38268505 | 0,3843834 | 0,3875522 | 0,38650397 | 0,3851446 | 0,38915613 |
| Coffee beans       | 0,06421884 | 0,053549  | 0,0531817 | 0,05737883 | 0,0559502 | 0,05954048 |
| Drinking Chocolate | 0,10208106 | 0,1067993 | 0,1037439 | 0,103133   | 0,104128  | 0,10274745 |
| Flavours           | 0,01192981 | 0,0122188 | 0,0118582 | 0,01192523 | 0,0121587 | 0,01206108 |
| Loose Tea          | 0,01584091 | 0,0167818 | 0,0166637 | 0,01537862 | 0,0152822 | 0,01664195 |
| Packaged Chocolate | 0,00639024 | 0,0059232 | 0,0059514 | 0,0073417  | 0,0062598 | 0,00595942 |
| Tea                | 0,27696592 | 0,2854205 | 0,2823973 | 0,28044936 | 0,2841861 | 0,27776019 |



**REVENUE PERCENTAGE OF EACH PRODUCT FROM JANUARY TO JUNE**

| Product Category   | Jan | Feb | Mar | Apr | May | Jun |
|--------------------|-----|-----|-----|-----|-----|-----|
| Bakery             | 12% | 12% | 12% | 12% | 12% | 12% |
| Branded            | 2%  | 2%  | 2%  | 2%  | 2%  | 2%  |
| Coffee             | 38% | 38% | 39% | 39% | 39% | 39% |
| Coffee beans       | 6%  | 5%  | 5%  | 6%  | 6%  | 6%  |
| Drinking Chocolate | 10% | 11% | 10% | 10% | 10% | 10% |
| Flavours           | 1%  | 1%  | 1%  | 1%  | 1%  | 1%  |
| Loose Tea          | 2%  | 2%  | 2%  | 2%  | 2%  | 2%  |
| Packaged Chocolate | 1%  | 1%  | 1%  | 1%  | 1%  | 1%  |
| Tea                | 28% | 29% | 28% | 28% | 28% | 28% |

