

# ZAD UNITS - PAYROLL COST ANALYSIS FOR THE MONTH & YEAR TO DATE MARCH 2023

## Payroll Cost Analysis FTM & YTD Mar 2023

	Actuals FTM Mar 2022	Budget FTM Mar 2023	Actuals FTM Mar 2023	% Change over LY	% Change over Budget	Actuals YTD Mar 2022	Budget YTD Mar 2023	Actuals YTD Mar 2023	% Change over LY	% Change over Budget
<b>ZAD Holding Co</b>										
Payroll Cost	1,142,269	1,065,844	1,065,844	-7%	0%	3,655,778	3,226,756	3,226,756	-12%	0%
Revenue										
Payroll Cost as a % of Revenue	2.8%	2.3%	2.3%			3.2%	2.5%	2.4%		
<b>QFM</b>										
Payroll Cost	1,056,697	1,016,539	1,009,293	-4%	-1%	3,142,611	3,057,867	3,065,698	-2%	0%
Revenue	37,210,790	43,953,858	43,953,858			99,461,850	120,511,834	128,891,634		
Payroll Cost as a % of Revenue	2.8%	2.3%	2.3%			3.2%	2.5%	2.4%		
<b>QFI &amp; QFO</b>										
Payroll Cost	980,817	1,077,941	1,063,173	8%	-1%	2,871,575	3,062,081	3,030,058	6%	-1%
Revenue	41,411,698	43,067,719	41,573,276			105,205,012	117,788,498	114,475,325		
Payroll Cost as a % of Revenue	2.4%	2.5%	2.6%			2.7%	2.6%	2.6%		
<b>USB &amp; UNB</b>										
Payroll Cost	2,765,985	3,492,652	3,248,578	17%	-7%	8,235,843	10,495,858	9,757,918	18%	-7%
Revenue	20,860,412	22,413,383	20,226,864			57,126,079	63,306,596	57,985,850		
Payroll Cost as a % of Revenue	13.3%	15.6%	16.1%			14.4%	16.6%	16.8%		
<b>QFM Trading</b>										
Payroll Cost	178,701	226,258	188,993	6%	-16%	542,917	678,774	565,112	4%	-17%
Revenue	26,025,837	26,449,500	26,449,500			94,095,416	75,929,500	68,805,983		
Payroll Cost as a % of Revenue	0.7%	0.9%	0.7%			0.6%	0.9%	0.8%		
<b>GUC</b>										
Payroll Cost	605,876	698,216	663,810	10%	-5%	1,936,028	2,094,648	2,012,297	4%	-4%
Revenue	6,533,523	6,735,125	6,640,475			19,659,508	20,365,801	19,896,080		
Payroll Cost as a % of Revenue	9.3%	10.4%	10.0%			9.8%	10.3%	10.1%		
<b>ACC</b>										
Payroll Cost	1,708,641	3,007,383	1,732,946	1%	-42%	4,977,451	8,171,684	5,185,190	4%	-37%
Revenue	19,695,298	31,218,951	18,054,360			52,243,886	82,942,993	41,711,605		
Payroll Cost as a % of Revenue	8.7%	9.6%	9.6%			9.5%	9.9%	12.4%		
<b>ASP</b>										
Payroll Cost	296,787	369,065	325,311	10%	-12%	965,071	1,073,325	943,380	-2%	-12%
Revenue	8,834,640	11,846,212	7,762,013			22,797,590	29,925,380	17,778,796		
Payroll Cost as a % of Revenue	3.4%	3.1%	4.2%			4.2%	3.6%	5.3%		
<b>ALC</b>										
Payroll Cost	639,801	931,132	743,631	16%	-20%	1,887,472	2,703,905	2,380,919	26%	-12%
Revenue	4,234,016	3,937,446	4,067,849			11,168,799	11,111,603	11,912,653		
Payroll Cost as a % of Revenue	15.1%	23.6%	18.3%			16.9%	24.3%	20.0%		
<b>Total</b>										
Payroll Cost	9,375,574	11,885,030	10,041,579	7%	-16%	28,214,746	34,564,898	30,167,328	7%	-13%
Revenue	164,806,214	189,622,193	168,728,195			461,758,140	521,882,204	461,457,926		
Payroll Cost as a % of Revenue	5.7%	6.3%	6.0%			6.1%	6.6%	6.5%		

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