

|                  |                  |                |                              | YTD 10<br>Actuals (LC) | YTD 10<br>Prior Year (LC) | Annual<br>LE12 (LC) | Annual<br>Prior Year (LC) |
|------------------|------------------|----------------|------------------------------|------------------------|---------------------------|---------------------|---------------------------|
|                  |                  |                | Fiscal Year                  | 2020                   | 2019                      | 2020                | 2019                      |
| Reporting Entity |                  | Local Currency | Structure : P&L by resp      | * 1,000                | * 1,000                   | * 1,000             | * 1,000                   |
| 15               | Richmt Australia | AUD            | [ - ] SALES                  | 10,951 AUD             | 7,139 AUD                 | 14,490 AUD          | 7,505 AUD                 |
| 15               | Richmt Australia | AUD            | [ - ] External Sales         | 10,950.68 AUD          | 7,138.88 AUD              | 14,490.00 AUD       | 7,504.68 AUD              |
| 15               | Richmt Australia | AUD            | [ - ] Wholesale Sales        | 3,303.96 AUD           | 7,138.88 AUD              | 4,640.00 AUD        | 7,504.68 AUD              |
| 15               | Richmt Australia | AUD            | Gross Sales                  | 3,328 AUD              | 7,139 AUD                 | 4,738 AUD           | 7,505 AUD                 |
| 15               | Richmt Australia | AUD            | Target Bonuses               | -24 AUD                |                           | -82 AUD             |                           |
| 15               | Richmt Australia | AUD            | Settlement discount          |                        |                           | -16 AUD             |                           |
| 15               | Richmt Australia | AUD            | Retail Sales                 | 7,647 AUD              |                           | 9,850 AUD           |                           |
| 15               | Richmt Australia | AUD            | E-commerce Sales             |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | Production Sales             |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | Ext Royalties Income         |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | Internal Sales               |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | [ - ] COST OF GOODS SOLD     | -5,052 AUD             | -6,891 AUD                | -6,960 AUD          | -7,259 AUD                |
| 15               | Richmt Australia | AUD            | COGS                         | -5,052 AUD             | -6,891 AUD                | -6,960 AUD          | -7,259 AUD                |
| 15               | Richmt Australia | AUD            | Unrealised PII               |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | PRODUCT MARGIN               | 5,898 AUD              | 248 AUD                   | 7,530 AUD           | 245 AUD                   |
| 15               | Richmt Australia | AUD            | Product Margin %/Slis        | 53.86                  | 3.48                      | 51.96               | 3.27                      |
| 15               | Richmt Australia | AUD            | [ - ] Customer Services Exp. | -296 AUD               | -26 AUD                   | -276 AUD            | -31 AUD                   |
| 15               | Richmt Australia | AUD            | [ - ] Brand CS               | -133 AUD               |                           | -151 AUD            |                           |
| 15               | Richmt Australia | AUD            | Brand CS Labour              | -133 AUD               |                           | -151 AUD            |                           |
| 15               | Richmt Australia | AUD            | Brand CS Mgt & Admin         |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | [ - ] Shared CS              | -163 AUD               | -26 AUD                   | -125 AUD            | -31 AUD                   |
| 15               | Richmt Australia | AUD            | CS Labour                    | -94 AUD                | -1 AUD                    | -46 AUD             | -1 AUD                    |
| 15               | Richmt Australia | AUD            | CS Mgt & Admin               | -69 AUD                | -25 AUD                   | -79 AUD             | -30 AUD                   |
| 15               | Richmt Australia | AUD            | [ - ] Non Allocated CS       |                        |                           |                     |                           |
| 15               | Richmt Australia | AUD            | CS Non Alloc Labour          |                        |                           |                     |                           |