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SEVEN PETROLEUM	2016	2017	20/18	20/18	2019	2020
P&L STATEMENT	FULL YEAR	FULL YEAR	Half-Year	FULL YEAR	FULL YEAR	FULL YEAR
FOR 2016 to 2010	ACTUAL	ACTUAL	ACTUAL	FARECAST	FARECAST	FARECAST
	\$SN	\$SN	\$SN	\$SN	\$SN	\$SN
Fuel sales volume in Litres	νį					
Diesel	690,394	735,712	393,606	787,211	842,316	901,278
Regular	1,244,905	1,256,202	672,068	1,344,136	1,438,226	1,538,901
Super	607,865	909'222	416,019	832,038	890,281	952,600
Total	2,543,164	2,769,520	1,481,693	2,963,386	3,170,824	3,392,781
<u>Fuel:</u>						
Sales	2,487,803	2,677,735	1,458,027	2,865,176	3,065,738	3,280,340
Cost of sales	2,238,308	2,382,637	1,312,224	2,549,421	2,727,881	2,918,833
Fuel Margin	249,496	295,098	145,803	315,754	337,857	361,507
Other revenues	73,600	73,600	39,376	78,752	84,265	90,163
Operating expenses:						
Employee cost	46,516	49,099	25,286	52,536	56,2:4	60,149
Rental	51,100	51,600	25,800	55,212	59,077	63,212
Advertising and promotion	1,621	1,263	009	1,351	1,446	1,547
Utilities	12,891	13,198	6,467	14,122	15,111	16,168
Own consumption	3,505	3,237	1,424	3,463	3,706	3,965
Telephone, Internet & Email	1 935	096	465.6	1,027	1,099	1,176
Office expenses	10,714	10,950	5,366	11,716	12,536	13,414
Repair and maintenance	1,705	1,459	635	1,561	1,670	1,787
Other expenses	3,282	3,583	1,809	3,833	4,102	4,389
Inventory (Gain)/Loss	-32,749	-30,658	-13,796	-32,804	-35,100	-37,557
Total operating expense	99,520	104,690	54,056	112,018	119,860	128,250
OPERATING PROFIT/(LOS:	3: 223,576	264,007	131,122	282,488	302,262	323,420

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Mr. Ouch Pysal

## Construction Business

PROFIT AND LOSS STATEMENT	2015	2016:	2017	2018	2018	2019	2020
FROM 2015-2017	FULL YEAR	FULL YEAR	FULL YEAR	HALF YEAR	FULL YEAR	FULL YEAR	FULL YEAR
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FARECAST	FARECAST	FARECAST
Construction material	1,300,259	1,341,702	1,509,396	830,168	1,660,336	1,743,352	1,830,520
COGS (Construction Material)	1,012,772	1,031,635	1,132,047	622,626	1,245,252	1,307,514	1,372,890
Construction Margin	287,487	310,067	377,349	207,542	415,084	435,838	457,630
Other revenue (design and fee):	110,259	221,259	259,370	142,654	272,338	285,955	300,253
Operating Expenses:							
Salary and labor	95,258	688'66	138,301	71,225	145,216	152,477	160,101
Utilities	21,458	24,580	26,630	13,714	27,962	29,360	30,828
Telephone, Internet & Email	8,898	9,125	9,625	5,053	10,106	10,612	11,142
Office expenses	10,258	12,458	14,688	7,711	15,422	16,194	17,003
Travelling	11,014	11,998	12,581	6,605	13,210	13,871	14,564
Other expenses	18,789	20,158	22,272	11,693	23,386	24,555	25,783
Total Operating Expenses	165,675	178,208	224,097	116,002	235,302	247,067	259,420
OPERATING PROFIT/(LOSS)	232,071	353,118	412,621	234,194	452,120	474,726	498,463
Net Margin	17.85%	26.32%	27.34%	28.21%	27.23%	27.23%	27.23%

Prepared by: Carlinfunf.

Mr. Ouch Pysal



## Cash Flow and income projection Mr. Ouch Pysal Appendix A

Endir g balance from previous year	And the second s		289.91	577.36	701.66	936.50	1,330.29	1,731.17
44	Total	П	2	m	4	r.	9	7
Year		2017	2018	2019	2020	2021	2022	2023
Money In	7,754.89	931,82	1,003.11	1,053.27	1,105.93	1,161.23	1,219.29	1,280.25
Gress Profit from gas station	2,442.46	295.10	315.70	331.49	348.06	365.46	383.74	402.92
Gross Profit from construction company	5,312.42	636.72	687.41	721.78	757.87	795.76	835.55	877.33
Money out	6,295.65	1,540.67	1,782.99	671.29	613.41	509.76	560.73	616.80
Construction House project	1,242.50	342.50	500.00	250.00	150.00			
Lard purchase	1,250.00	650.00	600.00	,			-	
Working capital for 3 new project	200.00	200.00	300.00		,	ļ.	<del> </del>	
Operating expenses	3,303.15	348.17	382.99	421.29	463.41	509.76	560.73	616.80
Cash flow before financing	7,026.13	(608.85)	(489.97)	959.34	1,194.18	1,587.97	1,988.85	2,394.62
Financing and Capital	2,335.00	1,010.00	1,325.00					-
Finance from bank	1,335.00	360.00	975.00		-		   • 	
Capital injection	1,000.00	650.00	350.00					
Cash flow after financing	9,361.13	401.15	835.03	959.34	1,294.18	1,587.97	1,988.85	2,394.62
Commitment with banks	1,657.30	111.24	257.68	257.68	257.68	257.68	257.68	257.68
RHBIEL	878.62		146.44	146.44	146.44	146.44	146.44	146.44
Other banks	778.68	111.24	111.24	111.24	111.24	111.24	111.24	111.24
DSR	5.48	3.61	3.24	3.72	4.63	6.16	7.72	9.29
Cash after finance and repayment	7,703.83	289.91	577.36	701.66	936.50	1.330.29	1,731.17	2,136.94
Average monthly un-commited balance		24.16	48.11	58.47	78.04	110.86	144.25	178.08

## Comment:

- Based on cash flow table, the shortfall on working capital of the borrower shall be happened in last 2 years, 2017 and 2018.

- The existing and new WC with total cf USD500K will be supporte their shortfall working capital in 2018, i.e. USD489.97K before financing.

- Noted, the borrower has injected their own capital of USD1M for last 2 Years, 2017 and 2018 for housing project. (part finance on purt case land and house construction)

- After financing, DSR stands 3.24x and shall be improved based on the income projection of next 5 years

