

Profit and Loss Statement

Sales Revenue				Sales Revenue				Country					
Class	2018	2019	2020	Australia	Canada	France	Germany	New Ze...	UK	USA			
Trading account													
Sales	3575428	5697845	7835369										
Cost of Sales	-1192182	-1729299	-2494009										
Total	2383246	3968546	5341360										
Operating account													
Operating Expenses													
Sales & Distribution	-260004	-374412	-527436										
Marketing	-343088	-580923	-959128										
Administration	-632349	-1005467	-1617790										
Total	-1235441	-1960802	-3104354										
Depreciation & Amortization													
Depreciation	-387996	-516600	-698880										
Amortization	-19008	-15456	-15960										
Total	-407004	-532056	-714840										
Total	-1642445	-2492858	-3819194										
Non-operating													
Interest Income	13496	16621	30868										
Gain/Loss on Sales of Asset	4850	5085	6351										
Exchange Loss/Gain	2214	3705	5016										
Dividend Income	15917	21751	30030										
Total	36477	47162	72265										
Interest & Tax													
Taxation	-137582	-198103	-279082										
Interest Expense	-15840	-21600	-25404										
Total	-153422	-219703	-304486										
Total	623856	1303147	1289945										

17M

Recent Sales

7835369

Gross Profit

PBIT

EBITDA

Net Profit

Operating Profit

Sales_FTP, Gross_Profit and Net_Profit

Sales Revenue

Gross Profit Margin

Date Qu...
Qtr 1
Qtr 2
Qtr 3
Qtr 4

4M (35....)
2M (15.04%)
4M (30.11%)
67%

Net Profit Margin

Marketing_Cost

Sales vs Marketing Cost

Marketing Cost

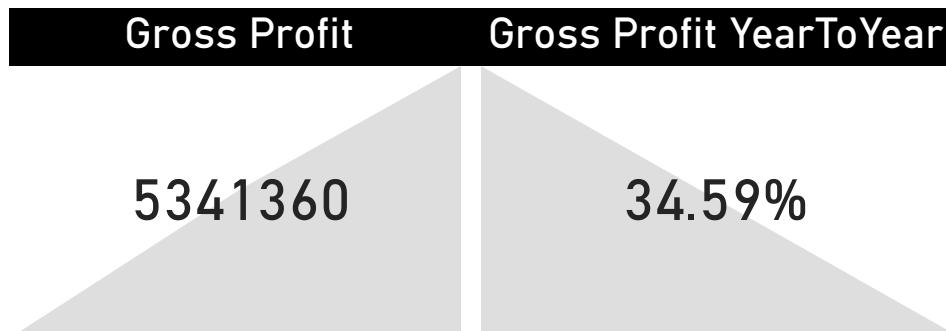
2018
2019
2020

68%
70%
67%

Net Profit Margin

Key Performance Indicator(KPI's)

▲ Gross Profit grew strongly (84.1%) due to strong sales and good cost control.



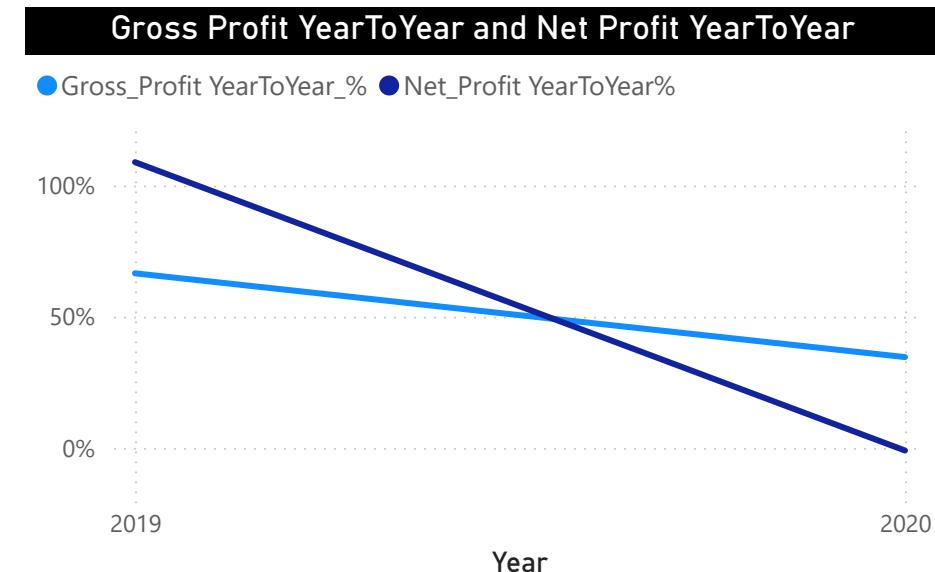
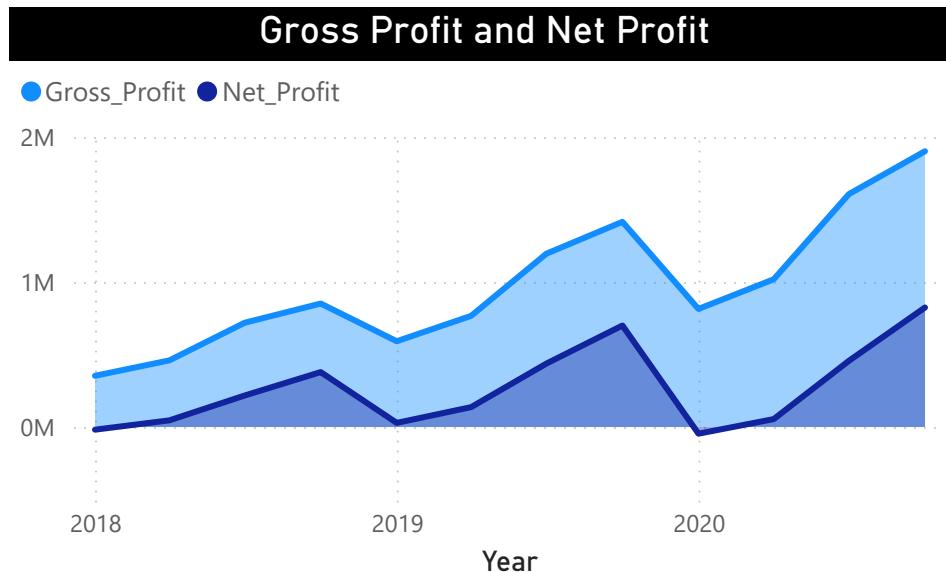
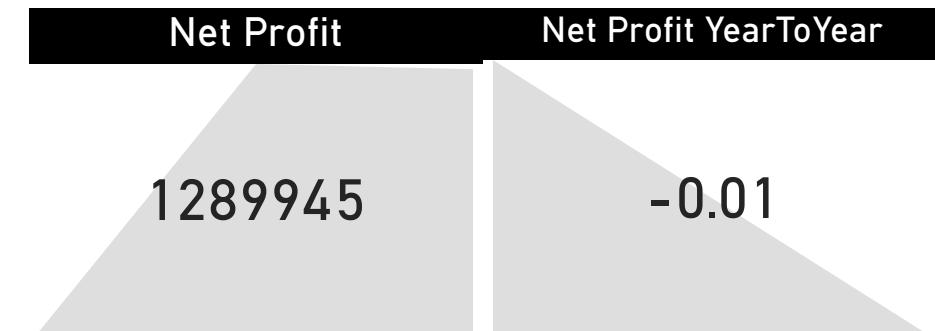
Year, Quarter, Month, Day

▼ 2018

▼ 2019

▼ 2020

▲ Net Profit grew strongly (66.9%) — excellent profitability and expense control.



Forecast model based on historical trend

Projected Gross Profit (Next 4 Quarters)

22M

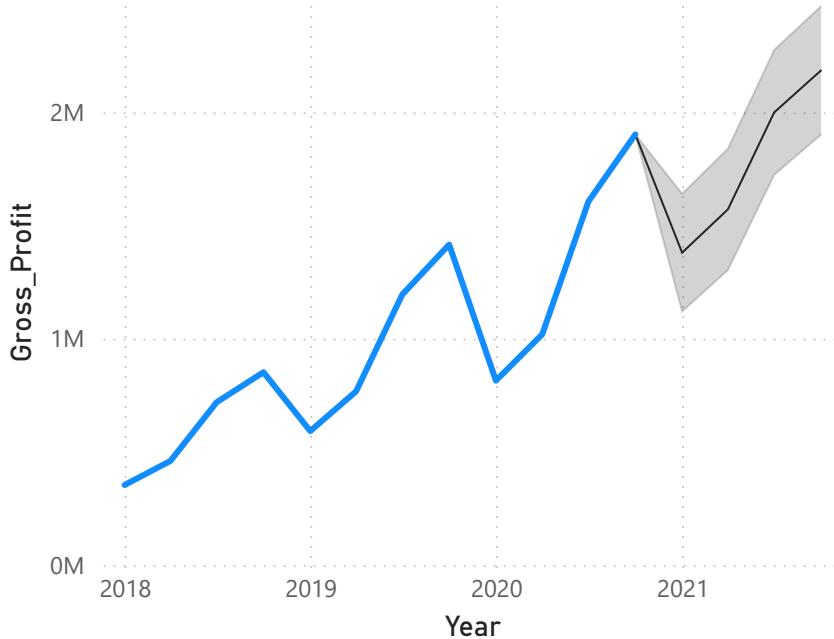
Projected Net Profit (Next 4 Quarters)

5.37M

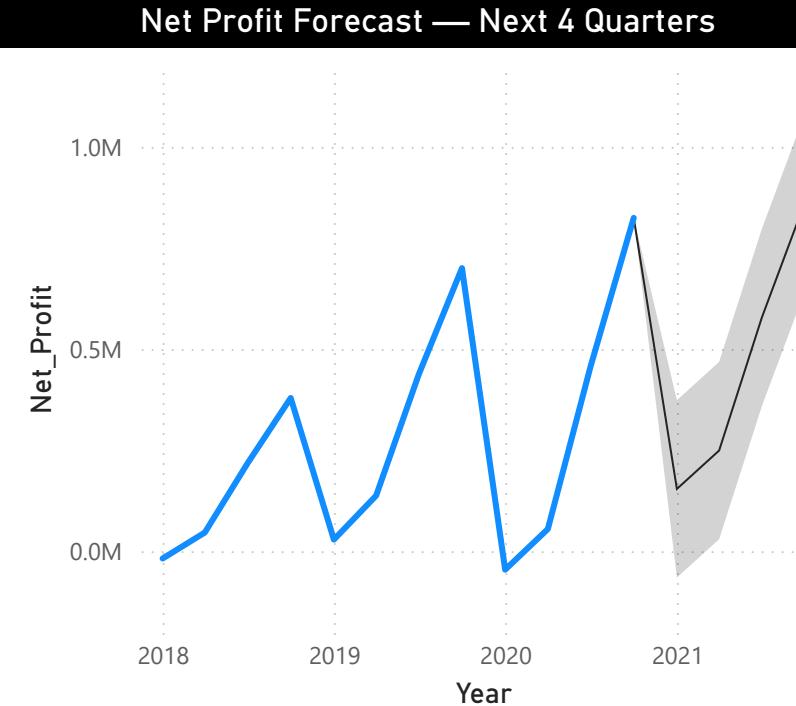
Projected Sales (Next 4 Quarters)

31.56M

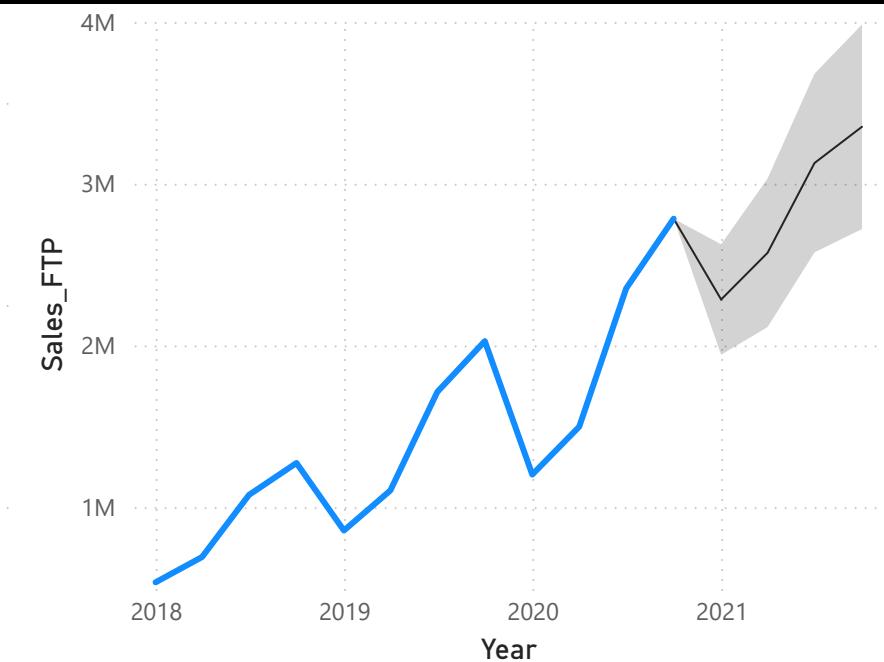
Gross Profit Forecast — Next 4 Quarters



Net Profit Forecast — Next 4 Quarters



Sales Forecast — Next 4 Quarters



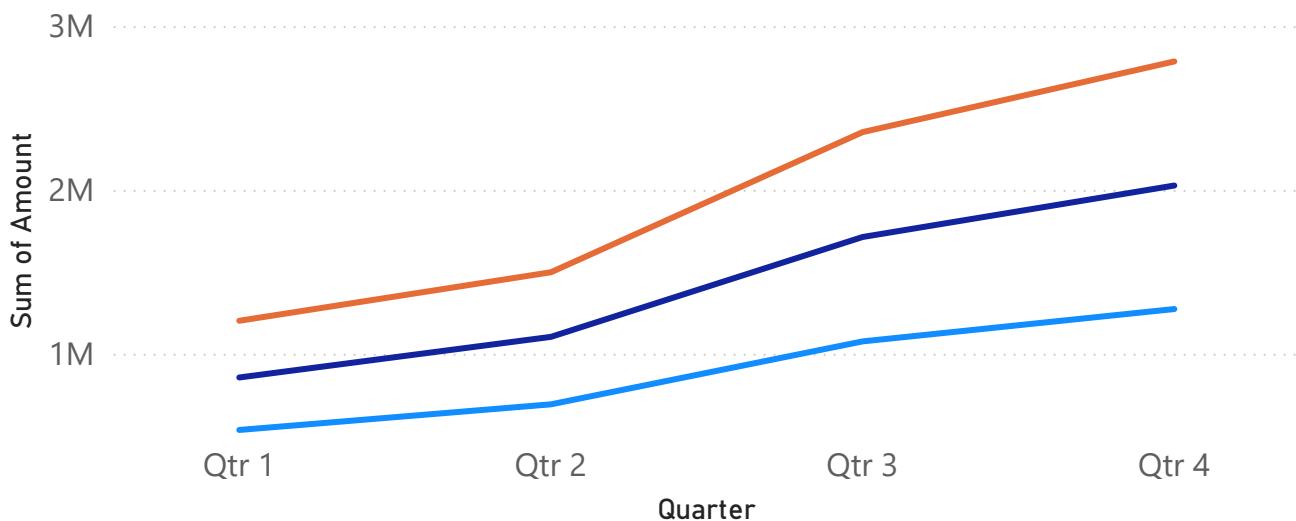
SALES

Country

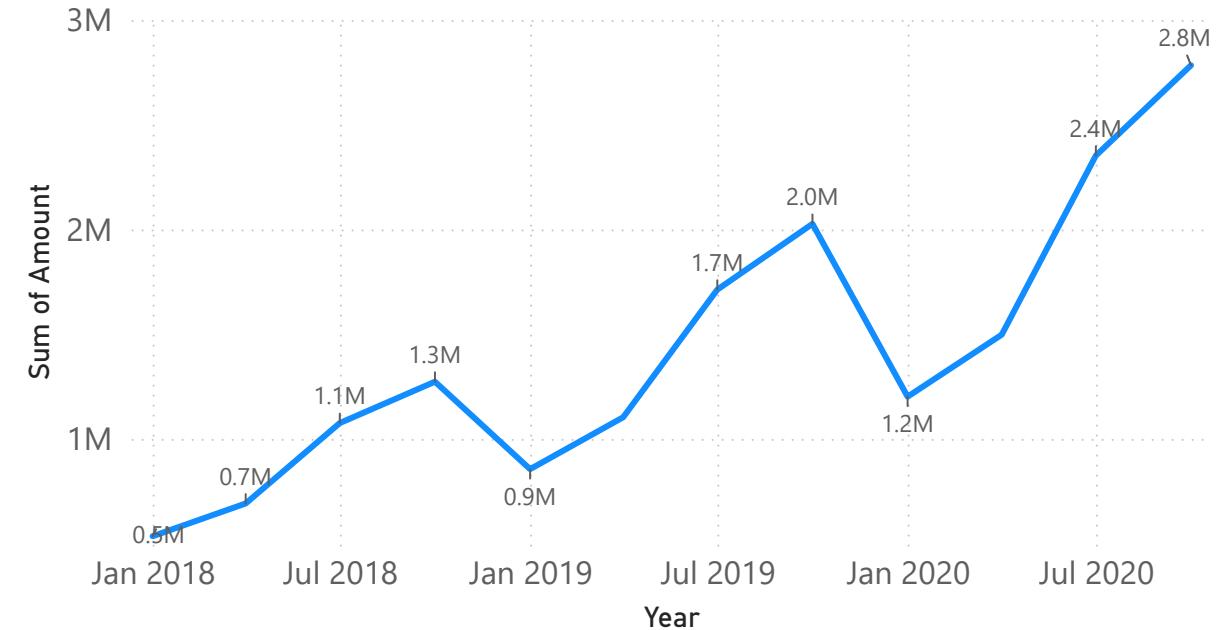
Australia	Canada	France	Germany	New Zealand	UK	USA
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Sales Revenue Quarterly

Year ● 2018 ● 2019 ● 2020



Sales Revenue Monthly



Time-Intelligence Measures

Gross Profit Year To Year

34.59%

Net Profit Year To Year

-0.01

Year	Quarter	Gross_Profit	Gross_Profit Last_Year	Gross_Profit YearToYear_%
2018	Qtr 1	353304		
2018	Qtr 2	459564		
2018	Qtr 3	718909		
2018	Qtr 4	851469		
2019	Qtr 1	591562	353304	67.44%
2019	Qtr 2	766698	459564	66.83%
2020	Qtr 1	814273	591562	37.65%
2019	Qtr 3	1195137	718909	66.24%
2020	Qtr 2	1018842	766698	32.89%
2019	Qtr 4	1415149	851469	66.20%
2020	Qtr 3	1606359	1195137	34.41%
2020	Qtr 4	1901886	1415149	34.39%
Total		11693152	6351792	84.09%

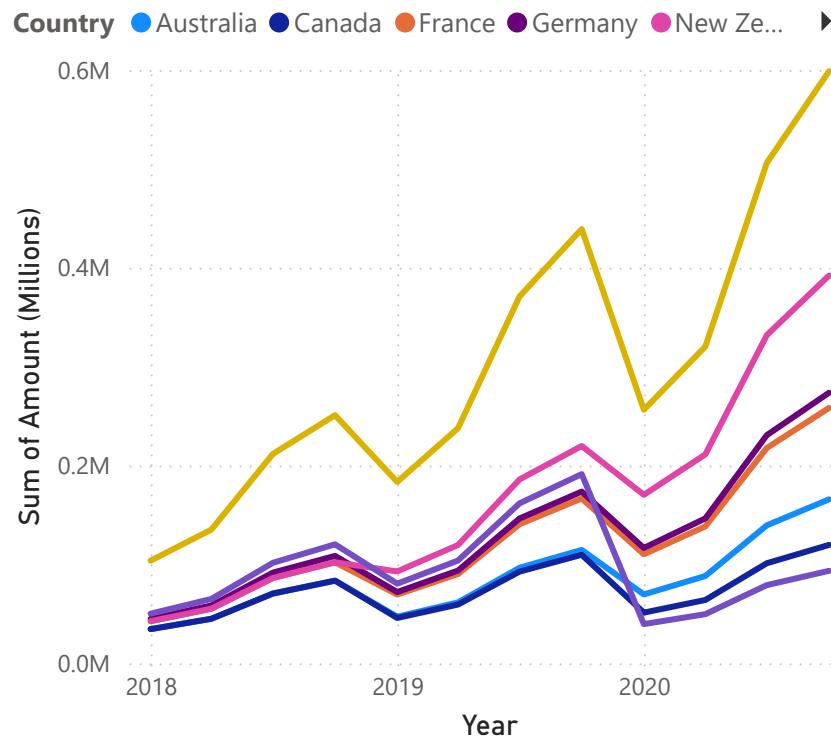
Year	Quarter	Net_Profit	Net_Profit LastYear	Net_Profit YearToYear%
2018	Qtr 1	-18298		
2018	Qtr 2	46089		
2018	Qtr 3	217207		
2018	Qtr 4	378858		
2019	Qtr 1	28490	-18298	-2.56
2019	Qtr 2	137194	46089	1.98
2019	Qtr 3	437403	217207	1.01
2019	Qtr 4	700060	378858	0.85
2020	Qtr 1	-45942	28490	-2.61
2020	Qtr 2	54703	137194	-0.60
2020	Qtr 3	456756	437403	0.04
2020	Qtr 4	824428	700060	0.18
Total		3216948	1927003	0.67

Cross Country Measures

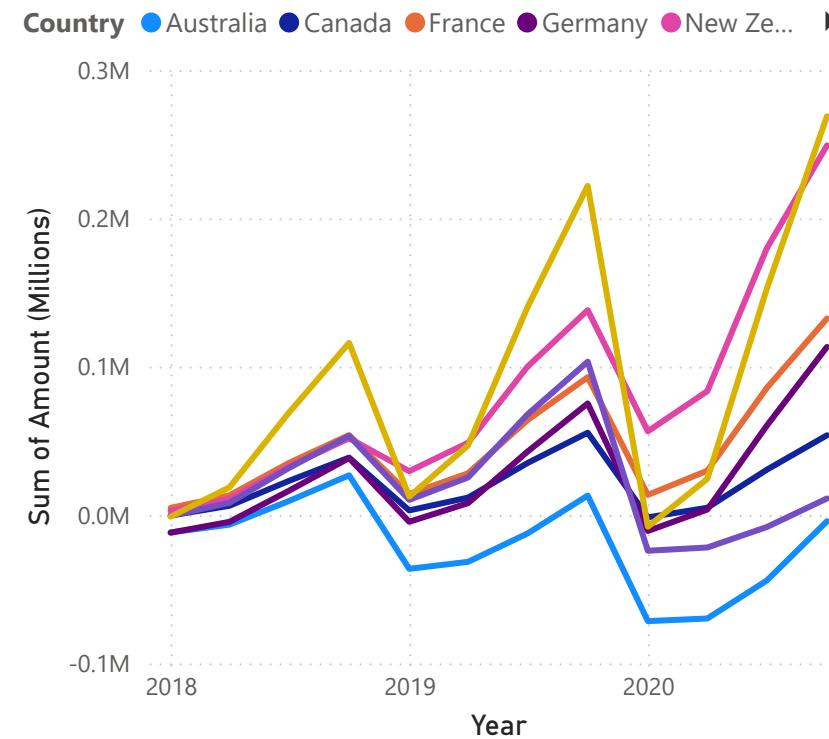
Year, Quarter, Month, Day ▾

- ▼ 2018
- ▼ 2019
- ▼ 2020

Gross Profit



Net Profit



Sales Revenue

