

**1 2. DataWise Hardware Demo (Branch 1)**

**Actuals - Balance Sheet & Income Statement for period**

NZD	Act APR 07	Act MAY 07	Act JUN 07	Act JUL 07	Act AUG 07	Act SEP 07	Fct OCT 07	Fct NOV 07	Fct DEC 07	Fct JAN 08	Fct FEB 08	Fct MAR 08	Fct YR TO DATE
<b><u>INCOME</u></b>													
<b><u>SALES INCOME</u></b>													
Sales - Building	47,240	96,914	110,427	124,035	111,774	107,695	100,000	100,000	100,000	100,000	100,000	100,000	1,198,086
Sales - Outdoor	67,256	82,986	92,853	91,087	68,841	81,039	30,000	30,000	30,000	30,000	30,000	30,000	664,065
Sales - Consulting	955	1,533	4,071	1,795	533	1,013							9,902
Sales - Contracting	7,466	10,484	22,244	15,213	20,408	28,933							104,751
<b>Total Sales Income</b>	<b>122,918</b>	<b>191,918</b>	<b>229,596</b>	<b>232,132</b>	<b>201,558</b>	<b>218,681</b>	<b>130,000</b>	<b>130,000</b>	<b>130,000</b>	<b>130,000</b>	<b>130,000</b>	<b>130,000</b>	<b>1,976,805</b>
	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
<b><u>COST OF SALES</u></b>													
COS - Building	25,593	52,788	64,348	71,012	65,296	62,324	95,000	97,500	160,000	65,000	160,000	160,000	1,078,864
COS - Outdoor	39,342	48,348	54,975	53,148	39,820	47,876	15,000	15,000	15,000	15,000	15,000	15,000	373,511
Purchase Returns & Allowance							5,200	5,450	11,700	2,200	11,700	11,700	47,950
Inventory Adjustment							200	200	200	200	200	200	1,200
Freight In	325	520	320	163	268	376	100	100	600	100	100	100	3,073
Direct Wages & Salaries							250	250	250	250	250	250	1,500
Freight Out							260	260	260	260	260	260	1,560
Discounts Given							100	100	100	100	100	100	600
Miscellaneous Costs							20	20	20	20	20	20	120
<b>Total Cost Of Sales</b>	<b>65,261</b>	<b>101,656</b>	<b>119,644</b>	<b>124,324</b>	<b>105,386</b>	<b>110,577</b>	<b>116,130</b>	<b>118,880</b>	<b>188,130</b>	<b>83,130</b>	<b>187,630</b>	<b>187,630</b>	<b>1,508,379</b>
	53.0 %	52.9 %	52.1 %	53.5 %	52.2 %	50.5 %	89.3 %	91.4 %	144.7 %	63.9 %	144.3 %	144.3 %	76.3 %
<b>GROSS PROFIT</b>	<b>57,657</b>	<b>90,261</b>	<b>109,952</b>	<b>107,807</b>	<b>96,172</b>	<b>108,104</b>	<b>13,870</b>	<b>11,120</b>	<b>-58,130</b>	<b>46,870</b>	<b>-57,630</b>	<b>-57,630</b>	<b>468,425</b>
	46.9 %	47.0 %	47.8 %	46.4 %	47.7 %	49.4 %	10.6 %	8.5 %	44.7 %	36.0 %	44.3 %	44.3 %	23.6 %
<b>GROSS PROFIT</b>	<b>57,657</b>	<b>90,261</b>	<b>109,952</b>	<b>107,807</b>	<b>96,172</b>	<b>108,104</b>	<b>13,870</b>	<b>11,120</b>	<b>-58,130</b>	<b>46,870</b>	<b>-57,630</b>	<b>-57,630</b>	<b>468,425</b>
	46.9 %	47.0 %	47.8 %	46.4 %	47.7 %	49.4 %	10.6 %	8.5 %	44.7 %	36.0 %	44.3 %	44.3 %	23.6 %

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<b><u>Sales Expenses</u></b>													
<b>Sales Expenses</b>													
Entertainment		55	60	80		98							293
Motor Vehicle Expenses		252	254	276	271	295							1,348
Promotions	825	1,750	1,100	810	790	1,050							6,325
Total Sales Expenses	825	2,057	1,414	1,166	1,061	1,443	0	0	0	0	0	0	7,966
	0.6 %	1.0 %	0.6 %	0.5 %	0.5 %	0.6 %		0.0 %	0.0 %		0.0 %	0.0 %	0.4 %
<b><u>Personnel Expenses</u></b>													
Staff Amenities		500	440	560	380	575							2,455
Staff Refreshments		215	115	111	129	138							708
Wages & Salaries	55,813						1,000	1,000	1,000	1,000	1,000	1,000	61,813
Total Personnel Expenses	55,813	715	555	671	509	713	1,000	1,000	1,000	1,000	1,000	1,000	64,976
	45.4 %	0.3 %	0.2 %	0.2 %	0.2 %	0.3 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	3.2 %
<b><u>Admin Expenses</u></b>													
Bank Charges	32	28	37	41	25	28							194
Office Supplies	770	415	455	650	728	719							3,737
Postage	220	165	180	155	172	181							1,073
Cleaning	870	870	870	870	870	870							5,220
Equipment Lease	850	850	850	850	850	850							5,100
Rent	6,940	6,940	6,940	6,940	6,940	6,940							41,640
Repairs & Maintenance	460	235	565	410	225	428							2,323
Store Supplies	182	182	182	182	182	182							1,092
Telephone	805	890	929	855	913	976							5,368
Utilities	1,190	1,105	1,270	1,245	1,344	1,245							7,399
Printing	1,245	350	420	335	168	285							2,803
Total Admin Expenses	13,564	12,030	12,698	12,533	12,417	12,704	0	0	0	0	0	0	75,949
	11.0 %	6.2 %	5.5 %	5.3 %	6.1 %	5.8 %		0.0 %	0.0 %		0.0 %	0.0 %	3.8 %
<b><u>Finance Expenses</u></b>													
Insurance	325	325	325	325	325	325							1,950

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Total Finance Expenses	325 0.2 %	325 0.1 %	325 0.1 %	325 0.1 %	325 0.1 %	325 0.1 %	0	0 0.0 %	0 0.0 %	0	0 0.0 %	0 0.0 %	1,950 0.0 %
TOTAL EXPENDITURE	70,527 57.3 %	15,127 7.8 %	14,992 6.5 %	14,695 6.3 %	14,312 7.1 %	15,185 6.9 %	1,000 0.7 %	1,000 0.7 %	1,000 0.7 %	1,000 0.7 %	1,000 0.7 %	1,000 0.7 %	150,841 7.6 %
EBITDA	-12,870 10.4 %	75,134 39.1 %	94,959 41.3 %	93,111 40.1 %	81,859 40.6 %	92,919 42.4 %	12,870 9.9 %	10,120 7.7 %	-59,130 45.4 %	45,870 35.2 %	-58,630 45.1 %	-58,630 45.1 %	317,584 16.0 %
<b>DEPRECIATION &amp; AMORTISATION</b>													
Depreciation	1,025												1,025
Depn - Furniture & Fittings	50	50	50	50	50	50							300
Depn - Office Equipment	100	100	100	100	100	100							600
Depn - Vehicles	500	500	500	500	500	500							3,000
Total Depreciation & Amortisation	1,675 1.3 %	650 0.3 %	650 0.2 %	650 0.2 %	650 0.3 %	650 0.2 %	0	0 0.0 %	0 0.0 %	0	0 0.0 %	0 0.0 %	4,925 0.2 %
EARNINGS BEFORE INTEREST & TAX	-14,546 11.8 %	74,484 38.8 %	94,309 41.0 %	92,461 39.8 %	81,209 40.2 %	92,269 42.1 %	12,870 9.9 %	10,120 7.7 %	-59,130 45.4 %	45,870 35.2 %	-58,630 45.1 %	-58,630 45.1 %	312,658 15.8 %

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<b>INTEREST &amp; TAXATION</b>													
Income Tax Expense							3,861	3,036	-17,739	13,761	-17,589	-17,589	-32,259
Total Interest & Taxation	0	0	0	0	0	0	3,861	3,036	-17,739	13,761	-17,589	-17,589	-32,259
	0.0 %	0.0 %	0.0 %		0.0 %	0.0 %	2.9 %	2.3 %	13.6 %	10.5 %	13.5 %	13.5 %	1.6 %
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EARNINGS AFTER INTEREST & TAX	-14,546	74,484	94,309	92,461	81,209	92,269	9,009	7,084	-41,391	32,109	-41,041	-41,041	344,917
	11.8 %	38.8 %	41.0 %	39.8 %	40.2 %	42.1 %	6.9 %	5.4 %	31.8 %	24.6 %	31.5 %	31.5 %	17.4 %