

2. DataWise Hardware Demo (Branch 1)

Actuals - Balance Sheet & Income Statement for period

SALES INCOME

NZD

	Fct MAR 08	Fct MAR 09	Fct MAR 10	Fct MAR 11	Fct MAR 12	5 YR TOTAL
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INCOME

SALES INCOME

4-1100	Sales - Building	1,198,086	1,500,000			2,698,086
4-1200	Sales - Outdoor	664,065	360,000	360,000	360,000	2,104,065
4-1400	Sales - Consulting	9,902				9,902
4-1500	Sales - Contracting	104,751				104,751
Total Sales Income		1,976,805	1,860,000	360,000	360,000	4,916,805
		100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

COST OF SALES

5-1100	COS - Building	1,078,864	7,601,250	15,622,500	23,722,500	31,822,500	79,847,614
5-1200	COS - Outdoor	373,511	180,000	180,000	180,000	180,000	1,093,511
5-1910	Purchase Returns & Allowance	47,950	690,525	1,582,650	2,392,650	3,202,650	7,916,425
5-1920	Inventory Adjustment	1,200	2,400	2,400	2,400	2,400	10,800
5-1930	Freight In	3,073	1,200	1,200	1,200	1,200	7,873
5-2100	Direct Wages & Salaries	1,500	3,000	3,000	3,000	3,000	13,500
5-2200	Freight Out	1,560	3,120	3,120	3,120	3,120	14,040
5-3000	Discounts Given	600	1,200	1,200	1,200	1,200	5,400
5-8000	Miscellaneous Costs	120	240	240	240	240	1,080
Total Cost Of Sales		1,508,379	8,482,935	17,396,310	26,306,310	35,216,310	88,910,244
		76.3 %	456.0 %	4832.3 %	7307.3 %	9782.3 %	1808.2 %

GROSS PROFIT		468,425	-6,622,935	-17,036,310	-25,946,310	-34,856,310	-83,993,439
		23.6 %	356.0 %	4732.3 %	7207.3 %	9682.3 %	854.1 %

GROSS PROFIT		468,425	-6,622,935	-17,036,310	-25,946,310	-34,856,310	-83,993,439
		23.6 %	356.0 %	4732.3 %	7207.3 %	9682.3 %	854.1 %

Sales Expenses

Sales Expenses

6-6170	Entertainment	293					293
6-6300	Motor Vehicle Expenses	1,348					1,348
6-6500	Promotions	6,325					6,325
Total Sales Expenses		7,966	0	0	0	0	7,966
		0.4 %	0.0 %	0.0 %		0.0 %	0.1 %

Personnel Expenses

6-3500	Staff Amenities	2,455					2,455
6-3550	Staff Refreshments	708					708
6-3800	Wages & Salaries	61,813	15,000				76,813
Total Personnel Expenses		64,976	15,000	0	0	0	79,976
		3.2 %	0.8 %	0.0 %		0.0 %	1.6 %

Admin Expenses

6-1100	Bank Charges	194					194
6-1500	Office Supplies	3,737					3,737

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Admin Expenses

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Admin Expenses

6-1550	Postage	1,073				1,073
6-2100	Cleaning	5,220				5,220
6-2150	Equipment Lease	5,100				5,100
6-2400	Rent	41,640				41,640
6-2450	Repairs & Maintenance	2,323				2,323
6-2600	Store Supplies	1,092				1,092
6-2700	Telephone	5,368				5,368
6-2800	Utilities	7,399				7,399
6-6400	Printing	2,803				2,803
Total Admin Expenses		75,949	0	0	0	75,949
		3.8 %	0.0 %	0.0 %	0.0 %	1.5 %

Finance Expenses

6-1300	Insurance	1,950				1,950
Total Finance Expenses		1,950	0	0	0	1,950
		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

TOTAL EXPENDITURE

150,841	15,000	0	0	0	165,841
7.6 %	0.8 %	0.0 %	0.0 %	0.0 %	1.6 %

317,584	-6,637,935	-17,036,310	-25,946,310	-34,856,310	-84,159,280
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EBITDA

16.0 %	356.8 %	4732.3 %	7207.3 %	9682.3 %	855.8 %
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DEPRECIATION & AMORTISATION

6-1150	Depreciation	1,025				1,025
9-1200	Depn - Furniture & Fittings	300				300
9-1300	Depn - Office Equipment	600				600
9-1500	Depn - Vehicles	3,000				3,000
Total Depreciation & Amortisation		4,925	0	0	0	4,925
		0.2 %	0.0 %	0.0 %	0.0 %	0.1 %

312,658	-6,637,935	-17,036,310	-25,946,310	-34,856,310	-84,164,206
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EARNINGS BEFORE INTEREST & TAX

15.8 %	356.8 %	4732.3 %	7207.3 %	9682.3 %	855.8 %
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INTEREST & TAXATION

		NZD					
		Fct	Fct	Fct	Fct	Fct	
		MAR 08	MAR 09	MAR 10	MAR 11	MAR 12	5 YR TOTAL
<u>INTEREST & TAXATION</u>							
9-3000	Income Tax Expense	-32,259	-1,991,380	-5,110,893	-7,783,893	-10,456,893	-25,375,318
Total Interest & Taxation		-32,259	-1,991,380	-5,110,893	-7,783,893	-10,456,893	-25,375,318
		1.6 %	107.0 %	1419.6 %	2162.1 %	2904.6 %	516.0 %
		344,917	-4,646,554	-11,925,417	-18,162,417	-24,399,417	-58,788,888
EARNINGS AFTER INTEREST & TAX		17.4 %	249.8 %	3312.6 %	5045.1 %	6777.6 %	597.8 %