

**ABC Pty Ltd**  
2003/04 Financial Plan

**PROFIT & LOSS FORECAST**

|                                 | Jul 03  | Aug 03  | Sep 03  | Oct 03  | Nov 03  | Dec 03  | Jan 04  | Feb 04  | Mar 04  | Apr 04  | May 04  | Jun 04  | Total     | %      |
|---------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|--------|
|                                 | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$      | \$        |        |
| <b>SOFTWARE SALES</b>           |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Word Processors                 | 50,000  | 45,000  | 45,000  | 40,000  | 45,000  | 35,000  | 55,000  | 55,000  | 50,000  | 70,000  | 50,000  | 60,000  | 600,000   | 16.0%  |
| Spreadsheets                    | 4,000   | 500     | 6,000   | 8,000   | 9,000   | 10,750  | 12,500  | 14,250  | 16,000  | 17,750  | 19,500  | 21,250  | 139,500   | 3.7%   |
| Databases                       | 70,000  | 50,000  | 45,000  | 65,000  | 65,000  | 50,000  | 55,000  | 45,000  | 75,000  | 20,000  | 50,000  | 50,000  | 640,000   | 17.0%  |
|                                 | 124,000 | 95,500  | 96,000  | 113,000 | 119,000 | 95,750  | 122,500 | 114,250 | 141,000 | 107,750 | 119,500 | 131,250 | 1,379,500 | 36.7%  |
| <b>SOFTWARE COSTS</b>           |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Production                      | 12,400  | 9,550   | 9,600   | 11,300  | 11,900  | 9,575   | 12,250  | 11,425  | 14,100  | 10,775  | 11,950  | 13,125  | 137,950   | 3.7%   |
| Materials                       | 55,800  | 42,975  | 43,200  | 50,850  | 53,550  | 43,088  | 55,124  | 51,413  | 63,450  | 48,488  | 53,774  | 59,063  | 620,775   | 16.5%  |
| Wages                           |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Wages - Australia               | 7,440   | 5,730   | 5,761   | 6,779   | 7,140   | 5,744   | 7,351   | 6,855   | 8,460   | 6,465   | 7,171   | 7,874   | 82,770    | 2.2%   |
| Sub-Total                       | 7,440   | 5,730   | 5,761   | 6,779   | 7,140   | 5,744   | 7,351   | 6,855   | 8,460   | 6,465   | 7,171   | 7,874   | 82,770    | 2.2%   |
|                                 | 75,640  | 58,255  | 58,561  | 68,929  | 72,590  | 58,407  | 74,725  | 69,693  | 86,010  | 65,728  | 72,895  | 80,062  | 841,495   | 22.4%  |
| <b>SOFTWARE GROSS PROFIT</b>    | 48,360  | 37,245  | 37,439  | 44,071  | 46,410  | 37,343  | 47,775  | 44,557  | 54,990  | 42,022  | 46,605  | 51,188  | 538,005   | 14.3%  |
| <b>HARDWARE SALES</b>           |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Processors                      | 75,000  | 67,500  | 112,500 | 105,000 | 75,000  | 82,500  | 112,500 | 97,500  | 75,000  | 90,000  | 112,500 | 120,000 | 1,125,000 | 29.9%  |
| Monitors                        | 35,000  | 31,500  | 52,500  | 49,000  | 35,000  | 38,500  | 52,500  | 45,500  | 35,000  | 42,000  | 52,500  | 56,000  | 525,000   | 14.0%  |
| Peripherals                     | 15,000  | 13,500  | 22,500  | 21,000  | 15,000  | 16,500  | 22,500  | 19,500  | 15,000  | 18,000  | 22,500  | 24,000  | 225,000   | 6.0%   |
|                                 | 125,000 | 112,500 | 187,500 | 175,000 | 125,000 | 137,500 | 187,500 | 162,500 | 125,000 | 150,000 | 187,500 | 200,000 | 1,875,000 | 49.9%  |
| <b>HARDWARE COSTS</b>           |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Hardware Materials              | 65,000  | 58,500  | 97,500  | 91,000  | 65,000  | 71,500  | 97,500  | 84,500  | 65,000  | 78,000  | 97,500  | 104,000 | 975,000   | 25.9%  |
| Production Costs                | 15,000  | 13,500  | 22,500  | 21,000  | 15,000  | 16,500  | 22,500  | 19,500  | 15,000  | 18,000  | 22,500  | 24,000  | 225,000   | 6.0%   |
| Direct Wages                    | 6,250   | 5,625   | 9,375   | 8,750   | 6,250   | 6,875   | 9,376   | 8,124   | 6,250   | 7,501   | 9,374   | 10,000  | 93,750    | 2.5%   |
|                                 | 86,250  | 77,625  | 129,375 | 120,750 | 86,250  | 94,875  | 129,376 | 112,124 | 86,250  | 103,501 | 129,374 | 138,000 | 1,293,750 | 34.4%  |
| <b>HARDWARE GROSS PROFIT</b>    | 38,750  | 34,875  | 58,125  | 54,250  | 38,750  | 42,625  | 58,124  | 50,376  | 38,750  | 46,499  | 58,126  | 62,000  | 581,250   | 15.5%  |
| <b>CUSTOMER SUPPORT REVENUE</b> |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Hardware                        | 35,000  | 11,364  | 11,363  | 11,364  | 11,364  | 11,363  | 11,364  | 11,363  | 11,364  | 11,364  | 11,363  | 11,364  | 160,000   | 4.3%   |
| Software                        | 31,000  | 23,875  | 24,000  | 28,250  | 29,750  | 23,938  | 30,624  | 28,563  | 35,250  | 26,938  | 29,874  | 32,813  | 344,875   | 9.2%   |
|                                 | 66,000  | 35,239  | 35,363  | 39,614  | 41,114  | 35,301  | 41,988  | 39,926  | 46,614  | 38,302  | 41,237  | 44,177  | 504,875   | 13.4%  |
| <b>CUSTOMER SUPPORT COSTS</b>   |         |         |         |         |         |         |         |         |         |         |         |         |           |        |
| Staff Salaries                  | 24,979  | 24,979  | 24,980  | 24,979  | 24,979  | 24,979  | 24,979  | 24,980  | 24,979  | 24,979  | 24,979  | 24,979  | 299,750   | 8.0%   |
| Miscellaneous costs             | 15,750  | 12,162  | 15,943  | 16,381  | 14,256  | 13,427  | 17,599  | 15,834  | 15,631  | 14,803  | 17,411  | 18,772  | 187,969   | 5.0%   |
|                                 | 40,729  | 37,141  | 40,923  | 41,360  | 39,235  | 38,406  | 42,578  | 40,814  | 40,610  | 39,782  | 42,390  | 43,751  | 487,719   | 13.0%  |
| <b>CUSTOMER SUPPORT GROSS</b>   | 25,271  | (1,902) | (5,560) | (1,746) | 1,879   | (3,105) | (590)   | (888)   | 6,004   | (1,480) | (1,153) | 426     | 17,156    | 0.5%   |
| <b>TOTAL SALES</b>              | 315,000 | 243,239 | 318,863 | 327,614 | 285,114 | 268,551 | 351,988 | 316,676 | 312,614 | 296,052 | 348,237 | 375,427 | 3,759,375 | 100.0% |
| <b>TOTAL DIRECT COST</b>        | 202,619 | 173,021 | 228,859 | 231,039 | 198,075 | 191,688 | 246,679 | 222,631 | 212,870 | 209,011 | 244,659 | 261,813 | 2,622,964 | 69.8%  |
| <b>TOTAL GROSS PROFIT</b>       | 112,381 | 70,218  | 90,004  | 96,575  | 87,039  | 76,863  | 105,309 | 94,045  | 99,744  | 87,041  | 103,578 | 113,614 | 1,136,411 | 30.2%  |

ABC Pty Ltd  
2003/04 Financial Plan

**PROFIT & LOSS FORECAST**

|                               | Jul 03        | Aug 03        | Sep 03        | Oct 03        | Nov 03        | Dec 03        | Jan 04        | Feb 04        | Mar 04        | Apr 04        | May 04        | Jun 04        | Total          | %            |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|--------------|
|                               | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$            | \$             |              |
| <b>OVERHEADS</b>              |               |               |               |               |               |               |               |               |               |               |               |               |                |              |
| Utilities                     | 7,500         | 7,500         | 9,334         | 9,335         | 9,334         | 9,001         | 9,000         | 9,001         | 8,667         | 8,666         | 8,667         | 8,333         | 104,338        | 2.8%         |
| Administration expenses       | 15,750        | 12,162        | 15,943        | 16,381        | 14,256        | 13,427        | 17,599        | 15,834        | 15,631        | 14,803        | 17,411        | 18,772        | 187,969        | 5.0%         |
| Auditors Fees                 | -             | -             | -             | -             | -             | -             | -             | -             | -             | -             | -             | 20,000        | 20,000         | 0.5%         |
| Depreciation                  | 14,265        | 14,263        | 14,266        | 14,265        | 14,263        | 14,265        | 14,266        | 14,263        | 14,265        | 14,265        | 14,264        | 14,265        | 171,175        | 4.6%         |
|                               | <u>37,515</u> | <u>33,925</u> | <u>39,543</u> | <u>39,981</u> | <u>37,853</u> | <u>36,693</u> | <u>40,865</u> | <u>39,098</u> | <u>38,563</u> | <u>37,734</u> | <u>40,342</u> | <u>61,370</u> | <u>483,482</u> | <u>12.9%</u> |
| <b>OTHER INCOME (EXPENSE)</b> |               |               |               |               |               |               |               |               |               |               |               |               |                |              |
| Dividend from XYZ Ltd         | -             | -             | 60,000        | -             | -             | -             | -             | -             | 88,000        | -             | -             | -             | 148,000        | 3.9%         |
| Grant Income                  | 2,083         | 2,084         | 2,083         | 2,083         | 2,084         | 2,083         | 2,083         | 2,084         | 2,083         | 2,083         | 2,084         | 2,083         | 25,000         | 0.7%         |
|                               | <u>2,083</u>  | <u>2,084</u>  | <u>62,083</u> | <u>2,083</u>  | <u>2,084</u>  | <u>2,083</u>  | <u>2,083</u>  | <u>2,084</u>  | <u>90,083</u> | <u>2,083</u>  | <u>2,084</u>  | <u>2,083</u>  | <u>173,000</u> | <u>4.6%</u>  |
| <b>OPERATING PROFIT</b>       | 76,949        | 38,377        | 112,544       | 58,677        | 51,270        | 42,253        | 66,527        | 57,031        | 151,264       | 51,390        | 65,320        | 54,327        | 825,929        | 22.0%        |
| <b>INTEREST EXPENSE</b>       |               |               |               |               |               |               |               |               |               |               |               |               |                |              |
| Interest Received             | (1,276)       | (3,724)       | (3,712)       | (3,324)       | (2,933)       | (2,916)       | (2,899)       | (2,883)       | (2,864)       | (2,848)       | (2,830)       | (2,812)       | (35,021)       | -0.9%        |
| Overdraft Interest            | 2,453         | 8,320         | 8,517         | 6,149         | 4,618         | 3,571         | 4,203         | 5,295         | 3,921         | 1,757         | 1,377         | 2,108         | 52,289         | 1.4%         |
| Loan Interest                 | 6,642         | 6,612         | 6,583         | 6,343         | 6,281         | 6,250         | 6,000         | 5,942         | 5,912         | 5,652         | 5,596         | 5,566         | 73,379         | 2.0%         |
|                               | <u>7,819</u>  | <u>11,208</u> | <u>11,388</u> | <u>9,168</u>  | <u>7,966</u>  | <u>6,905</u>  | <u>7,304</u>  | <u>8,354</u>  | <u>6,969</u>  | <u>4,561</u>  | <u>4,143</u>  | <u>4,862</u>  | <u>90,647</u>  | <u>2.4%</u>  |
| <b>NET PROFIT</b>             | 69,130        | 27,169        | 101,156       | 49,509        | 43,304        | 35,348        | 59,223        | 48,677        | 144,295       | 46,829        | 61,177        | 49,465        | 735,282        | 19.6%        |
| <b>COMPANY TAX</b>            | (24,887)      | (9,781)       | (36,416)      | (17,823)      | (15,589)      | (12,726)      | (21,320)      | (17,524)      | (51,946)      | (16,858)      | (22,024)      | (17,808)      | (264,702)      | -7.0%        |
| <b>PROFIT AFTER TAX</b>       | 44,243        | 17,388        | 64,740        | 31,686        | 27,715        | 22,622        | 37,903        | 31,153        | 92,349        | 29,971        | 39,153        | 31,657        | 470,580        | 12.5%        |
| <b>CUMULATIVE</b>             | 44,243        | 61,631        | 126,371       | 158,057       | 185,772       | 208,394       | 246,297       | 277,450       | 369,799       | 399,770       | 438,923       | 470,580       | 470,580        |              |

**ABC Pty Ltd**  
2003/04 Financial Plan

**CASH FLOW FORECAST**

|                           | <b>Jul 03</b>    | <b>Aug 03</b>    | <b>Sep 03</b>    | <b>Oct 03</b>    | <b>Nov 03</b>    | <b>Dec 03</b>    | <b>Jan 04</b>    | <b>Feb 04</b>    | <b>Mar 04</b>    | <b>Apr 04</b>    | <b>May 04</b>    | <b>Jun 04</b>    | <b>Total</b>     |
|---------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                           | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        | <b>\$</b>        |
| <b>RECEIPTS</b>           |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Invoiced Sales            | 225,000          | 225,000          | 273,900          | 228,800          | 311,850          | 316,800          | 268,400          | 256,575          | 341,000          | 304,425          | 292,600          | 283,525          | 3,327,875        |
| Hardware                  | -                | 150,000          | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | 150,000          |
| Software                  | -                | -                | -                | 117,838          | -                | -                | -                | -                | -                | 192,569          | -                | -                | 310,407          |
| Dividend from XYZ         | -                | -                | 60,000           | -                | -                | -                | -                | -                | 88,000           | -                | -                | -                | 148,000          |
| Interest Received         | 1,276            | 1,256            | 1,263            | 894              | 523              | 526              | 528              | 532              | 533              | 537              | 539              | 542              | 8,949            |
| Loan Receipts             | 6,334            | 6,335            | 6,334            | 6,334            | 6,334            | 6,335            | 6,334            | 6,334            | 6,335            | 6,334            | 6,334            | 6,335            | 76,012           |
| Loan Capital              | 10,000           | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | 10,000           |
| GST                       | -                | 18,990           | -                | -                | -                | -                | 19,969           | -                | -                | -                | -                | -                | 38,959           |
|                           | <b>242,610</b>   | <b>401,581</b>   | <b>341,497</b>   | <b>353,866</b>   | <b>318,707</b>   | <b>323,661</b>   | <b>295,231</b>   | <b>263,441</b>   | <b>435,868</b>   | <b>503,865</b>   | <b>299,473</b>   | <b>290,402</b>   | <b>4,070,202</b> |
| <b>PAYMENTS</b>           |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Invoiced Costs            | 325,000          | 452,650          | 26,756           | 178,074          | 179,038          | 31,364           | 447,540          | 38,718           | 177,834          | 177,388          | 307,566          | 181,304          | 2,523,232        |
| Production                | -                | 13,640           | 10,505           | 10,560           | 12,430           | 13,090           | 10,533           | 13,475           | 12,568           | 15,510           | 11,853           | 13,145           | 137,309          |
| Wages                     | 5,723            | 4,408            | 4,431            | 5,215            | 5,492            | 4,419            | 5,654            | 5,273            | 6,508            | 4,973            | 5,516            | 6,057            | 63,669           |
| Production Costs          | 16,500           | 14,850           | 24,750           | 23,100           | 16,500           | 18,150           | 24,750           | 21,450           | 16,500           | 19,800           | 24,750           | 26,400           | 247,500          |
| Direct Wages              | 4,808            | 4,327            | 7,211            | 6,731            | 4,808            | 5,288            | 7,212            | 6,250            | 4,807            | 5,770            | 7,211            | 7,692            | 72,115           |
| Staff Salaries            | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 16,733           | 200,796          |
| Utilities                 | -                | 25,000           | -                | -                | 28,004           | -                | -                | 27,002           | -                | -                | 26,000           | -                | 106,006          |
| Auditors Fees             | -                | -                | 18,000           | -                | -                | -                | -                | -                | -                | -                | -                | -                | 18,000           |
| Loan Payments             |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Computer System           | -                | -                | 40,310           | -                | -                | 40,310           | -                | -                | 40,310           | -                | -                | 40,310           | 161,240          |
| Buildings                 | 7,753            | 7,753            | 7,754            | 7,753            | 7,753            | 7,753            | 7,753            | 7,754            | 7,753            | 7,753            | 7,753            | 7,753            | 93,038           |
| Bank Loan 1               | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 3,950            | 47,400           |
| Bank Loan 2               | -                | -                | -                | 1,269            | -                | -                | 1,269            | -                | -                | 1,268            | -                | -                | 3,806            |
| Sub-Total                 | <b>11,703</b>    | <b>11,703</b>    | <b>52,014</b>    | <b>12,972</b>    | <b>11,703</b>    | <b>52,013</b>    | <b>12,972</b>    | <b>11,704</b>    | <b>52,013</b>    | <b>12,971</b>    | <b>11,703</b>    | <b>52,013</b>    | <b>305,484</b>   |
| Overdraft Interest        | 2,453            | 8,320            | 8,517            | 6,149            | 4,618            | 3,571            | 4,203            | 5,295            | 3,921            | 1,757            | 1,377            | 2,108            | 52,289           |
| Loans Made                | 500,000          | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | 500,000          |
| Group Tax/Super           | 94,000           | 11,405           | 10,866           | 11,741           | 11,829           | 11,336           | 11,158           | 12,107           | 11,703           | 11,641           | 11,469           | 12,064           | 221,319          |
| GST                       | -                | -                | 27,426           | 7,316            | 20,007           | 16,312           | -                | 24,005           | 5,961            | 7,564            | 12,443           | 8,409            | 129,443          |
|                           | <b>976,920</b>   | <b>563,036</b>   | <b>207,209</b>   | <b>278,591</b>   | <b>311,162</b>   | <b>172,276</b>   | <b>540,755</b>   | <b>182,012</b>   | <b>308,548</b>   | <b>274,107</b>   | <b>436,621</b>   | <b>325,925</b>   | <b>4,577,162</b> |
| <b>NET CASH FLOW</b>      | <b>(734,310)</b> | <b>(161,455)</b> | <b>134,288</b>   | <b>75,275</b>    | <b>7,545</b>     | <b>151,385</b>   | <b>(245,524)</b> | <b>81,429</b>    | <b>127,320</b>   | <b>229,758</b>   | <b>(137,148)</b> | <b>(35,523)</b>  | <b>(506,960)</b> |
| <b>OPENING BANK</b>       | <b>345,000</b>   | <b>(389,310)</b> | <b>(550,765)</b> | <b>(416,477)</b> | <b>(341,202)</b> | <b>(333,657)</b> | <b>(182,272)</b> | <b>(427,796)</b> | <b>(346,367)</b> | <b>(219,047)</b> | <b>10,711</b>    | <b>(126,437)</b> | <b>345,000</b>   |
| <b>CLOSING BANK</b>       | <b>(389,310)</b> | <b>(550,765)</b> | <b>(416,477)</b> | <b>(341,202)</b> | <b>(333,657)</b> | <b>(182,272)</b> | <b>(427,796)</b> | <b>(346,367)</b> | <b>(219,047)</b> | <b>10,711</b>    | <b>(126,437)</b> | <b>(161,960)</b> | <b>(161,960)</b> |
| <b>OVERDRAFT FACILITY</b> | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   | <b>250,000</b>   |

**ABC Pty Ltd**  
2003/04 Financial Plan

**BALANCE SHEET FORECAST**

|                                | Opening<br>\$    | Jul 03<br>\$     | Aug 03<br>\$     | Sep 03<br>\$     | Oct 03<br>\$     | Nov 03<br>\$     | Dec 03<br>\$     | Jan 04<br>\$     | Feb 04<br>\$     | Mar 04<br>\$     | Apr 04<br>\$     | May 04<br>\$     | Jun 04<br>\$     |
|--------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>CURRENT ASSETS</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Bank                           | 345,000          | 251,250          | 252,506          | 253,769          | 104,663          | 105,186          | 105,712          | 106,240          | 106,772          | 107,305          | 107,842          | 108,381          | 108,923          |
| Accounts Receivable            | 450,000          | 498,900          | 502,700          | 540,650          | 628,650          | 585,200          | 524,975          | 597,575          | 645,425          | 597,025          | 576,125          | 621,225          | 702,075          |
| Other Debtors                  | -                | 18,990           | -                | -                | -                | -                | 19,969           | -                | -                | -                | -                | -                | -                |
| Income Accruals                | -                | 31,000           | 54,875           | 78,875           | -                | 29,750           | 53,688           | 84,312           | 112,875          | 148,125          | -                | 29,874           | 62,687           |
| Inventories                    | 178,000          | 437,200          | 335,725          | 325,025          | 313,175          | 194,625          | 460,037          | 307,413          | 301,500          | 303,050          | 426,562          | 405,288          | 372,225          |
| Loan to XYZ Ltd                | -                | 493,666          | 489,799          | 485,914          | 482,010          | 478,086          | 474,141          | 470,178          | 466,195          | 462,191          | 458,168          | 454,125          | 450,060          |
|                                | <u>973,000</u>   | <u>1,731,006</u> | <u>1,635,605</u> | <u>1,684,233</u> | <u>1,528,498</u> | <u>1,392,847</u> | <u>1,638,522</u> | <u>1,565,718</u> | <u>1,632,767</u> | <u>1,617,696</u> | <u>1,568,697</u> | <u>1,618,893</u> | <u>1,695,970</u> |
| <b>INTANGIBLE ASSETS</b>       | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                |
| <b>NON-CURRENT ASSETS</b>      |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Computer Pool                  | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           | 20,000           |
| Computer System                | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          | 250,000          |
| Buildings                      | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        | 2,945,000        |
| Shares in XYZ Ltd              | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        | 4,000,000        |
| Accumulated Depreciation       | (214,000)        | (228,265)        | (242,528)        | (256,794)        | (271,059)        | (285,322)        | (299,587)        | (313,853)        | (328,116)        | (342,381)        | (356,646)        | (370,910)        | (385,175)        |
|                                | <u>7,001,000</u> | <u>6,986,735</u> | <u>6,972,472</u> | <u>6,958,206</u> | <u>6,943,941</u> | <u>6,929,678</u> | <u>6,915,413</u> | <u>6,901,147</u> | <u>6,886,884</u> | <u>6,872,619</u> | <u>6,858,354</u> | <u>6,844,090</u> | <u>6,829,825</u> |
| <b>TOTAL ASSETS</b>            | <u>7,974,000</u> | <u>8,717,741</u> | <u>8,608,077</u> | <u>8,642,439</u> | <u>8,472,439</u> | <u>8,322,525</u> | <u>8,553,935</u> | <u>8,466,865</u> | <u>8,519,651</u> | <u>8,490,315</u> | <u>8,427,051</u> | <u>8,462,983</u> | <u>8,525,795</u> |
| <b>CURRENT LIABILITIES</b>     |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Bank                           | -                | 640,560          | 803,271          | 670,246          | 445,865          | 438,843          | 287,984          | 534,036          | 453,139          | 326,352          | 97,131           | 234,818          | 270,883          |
| Accounts Payable               | 325,000          | 466,290          | 37,261           | 188,634          | 191,468          | 44,454           | 458,073          | 52,193           | 190,402          | 192,898          | 319,419          | 194,449          | 198,736          |
| Other Creditors                | 94,000           | 12,672           | 40,825           | 19,057           | 32,859           | 29,695           | 11,158           | 36,887           | 19,214           | 19,205           | 24,434           | 21,516           | 25,029           |
| Income Prepayments             | 35,000           | -                | 125,000          | 113,637          | 102,273          | 90,909           | 79,546           | 68,182           | 56,819           | 45,455           | 34,091           | 22,728           | 11,364           |
| Accruals                       | 28,000           | 35,500           | 20,273           | 13,243           | 22,578           | 6,454            | 15,455           | 24,455           | 8,909            | 17,576           | 26,242           | 11,273           | 39,606           |
| Provision for Tax              | -                | 24,887           | 34,668           | 71,084           | 88,907           | 104,496          | 117,222          | 138,542          | 156,066          | 208,012          | 224,870          | 246,894          | 264,702          |
|                                | <u>482,000</u>   | <u>1,179,909</u> | <u>1,061,298</u> | <u>1,075,901</u> | <u>883,950</u>   | <u>714,851</u>   | <u>969,438</u>   | <u>854,295</u>   | <u>884,549</u>   | <u>809,498</u>   | <u>726,187</u>   | <u>731,678</u>   | <u>810,320</u>   |
| <b>NON-CURRENT LIABILITIES</b> |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Computer System                | 190,000          | 190,000          | 190,000          | 153,490          | 153,490          | 153,490          | 116,250          | 116,250          | 116,250          | 78,265           | 78,265           | 78,265           | 39,520           |
| Buildings                      | 1,200,000        | 1,197,247        | 1,194,483        | 1,191,706        | 1,188,918        | 1,186,119        | 1,183,308        | 1,180,485        | 1,177,650        | 1,174,804        | 1,171,946        | 1,169,076        | 1,166,194        |
| Bank Loan 1                    | 75,000           | 71,425           | 67,832           | 64,221           | 60,592           | 56,945           | 53,280           | 49,596           | 45,894           | 42,174           | 38,435           | 34,677           | 30,900           |
| Bank Loan 2                    | -                | 10,000           | 10,000           | 10,000           | 8,765            | 8,765            | 8,765            | 7,525            | 7,525            | 7,525            | 6,281            | 6,281            | 6,281            |
| Enterprise Grant               | 100,000          | 97,917           | 95,833           | 93,750           | 91,667           | 89,583           | 87,500           | 85,417           | 83,333           | 81,250           | 79,167           | 77,083           | 75,000           |
|                                | <u>1,565,000</u> | <u>1,566,589</u> | <u>1,558,148</u> | <u>1,513,167</u> | <u>1,503,432</u> | <u>1,494,902</u> | <u>1,449,103</u> | <u>1,439,273</u> | <u>1,430,652</u> | <u>1,384,018</u> | <u>1,374,094</u> | <u>1,365,382</u> | <u>1,317,895</u> |
| <b>TOTAL LIABILITIES</b>       | <u>2,047,000</u> | <u>2,746,498</u> | <u>2,619,446</u> | <u>2,589,068</u> | <u>2,387,382</u> | <u>2,209,753</u> | <u>2,418,541</u> | <u>2,293,568</u> | <u>2,315,201</u> | <u>2,193,516</u> | <u>2,100,281</u> | <u>2,097,060</u> | <u>2,128,215</u> |
| <b>NET ASSETS</b>              | <u>5,927,000</u> | <u>5,971,243</u> | <u>5,988,631</u> | <u>6,053,371</u> | <u>6,085,057</u> | <u>6,112,772</u> | <u>6,135,394</u> | <u>6,173,297</u> | <u>6,204,450</u> | <u>6,296,799</u> | <u>6,326,770</u> | <u>6,365,923</u> | <u>6,397,580</u> |
| <b>EQUITY &amp; RESERVES</b>   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Capital & Reserves             | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        | 3,500,000        |
| Retained Earnings              | 2,427,000        | 2,471,243        | 2,488,631        | 2,553,371        | 2,585,057        | 2,612,772        | 2,635,394        | 2,673,297        | 2,704,450        | 2,796,799        | 2,826,770        | 2,865,923        | 2,897,580        |
|                                | <u>5,927,000</u> | <u>5,971,243</u> | <u>5,988,631</u> | <u>6,053,371</u> | <u>6,085,057</u> | <u>6,112,772</u> | <u>6,135,394</u> | <u>6,173,297</u> | <u>6,204,450</u> | <u>6,296,799</u> | <u>6,326,770</u> | <u>6,365,923</u> | <u>6,397,580</u> |