

Calxa Quarterly Forecasting Reports for David Parmenter

Quarter 1 Reporting Template — Equilibrium

Apr 2014 -Mar 2015

Using Actual figures up to May 2014

Assembly

Forecast: Latest Fcst for David Parmenter

Account tree: «Original Account Tree»

Account types: Income, Cost of Sales, Expense, Other Income, Other Expense

	Qtr 1 YTD	Quarter 2			Quarter 3			Quarter 4	Quarter 5	Quarter 6	Quarter 7
	Jun 2014	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Mar 2015	Jun 2015	Sep 2015	Dec 2015
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
<u>Assembly</u>											
Income											
Sales - Local (Normal Terms)	24,000	35,190	25,029	52,260	28,080	28,080	46,000	46,249	26,400	123,727	112,376
Sales - Export	61,000	15,810	21,321	25,740	15,080	34,320	52,920	77,201	67,100	69,158	112,552
Total Income	85,000	51,000	46,350	78,000	43,160	62,400	98,920	123,450	93,500	192,885	224,928
Cost of Sales											
Components From Stock	40,868	22,630	20,547	33,855	33,263	28,512	46,700	54,039	38,394	72,369	101,909
Remuneration - Direct Staff	25,750	10,300	10,300	10,300	10,300	10,300	10,300	30,900	24,191	29,030	29,030
Direct Consumables	481	243	205	343	300	450	600	944	452	743	1,268
Direct Electricity	1,367	550	501	636	490	590	950	1,208	1,284	1,585	1,907
Total Cost of Sales	68,466	33,723	31,553	45,134	44,353	39,852	58,550	87,091	64,321	103,727	134,114
Gross Profit	16,535	17,277	14,797	32,866	(1,193)	22,548	40,370	36,360	29,179	89,158	90,814
Expense											
Depreciation - Plant	3,000	1,000	1,000	1,000	1,000	1,000	1,000	3,000	3,060	3,060	3,060
Freight & Courier	3,396	1,550	1,465	1,985	1,200	1,350	2,195	2,560	3,464	5,100	4,840
Rent	1,000	1,000	1,000	1,000	1,000	1,000	1,000	3,000	1,020	3,060	3,060
Total Expense	7,396	3,550	3,465	3,985	3,200	3,350	4,195	8,560	7,544	11,220	10,960
Operating Profit	9,139	13,727	11,332	28,881	(4,393)	19,198	36,175	27,800	21,635	77,938	79,854
Net Profit	9,139	13,727	11,332	28,881	(4,393)	19,198	36,175	27,800	21,635	77,938	79,854

Calxa Quarterly Forecasting Reports for David Parmenter

Quarter 2 Reporting Template — Equilibrium

Apr 2014 -Mar 2015

Using Actual figures up to Sep 2014

Assembly

Forecast: Latest Fcst for David Parmenter

Account tree: «Original Account Tree»

Account types: Income, Cost of Sales, Expense, Other Income, Other Expense

	Qtr 2 YTD	Quarter 3			Quarter 4			Quarter 5	Quarter 6	Quarter 7	Quarter 8
	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Jun 2015	Sep 2015	Dec 2015	Mar 2016
	Actuals	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
Assembly											
Income											
Sales - Local (Normal Terms)	136,479	35,190	25,029	52,260	28,080	28,080	46,000	26,400	123,727	112,376	50,874
Sales - Export	123,871	15,810	21,321	25,740	15,080	34,320	52,920	67,100	69,158	112,552	84,921
Total Income	260,350	51,000	46,350	78,000	43,160	62,400	98,920	93,500	192,885	224,928	135,795
Cost of Sales											
Components From Stock	117,900	22,630	20,547	33,855	33,263	28,512	46,700	38,394	72,369	101,909	50,768
Remuneration - Direct Staff	56,650	10,300	10,300	10,300	10,300	10,300	10,300	24,191	29,030	29,030	29,030
Direct Consumables	1,272	243	205	343	300	450	600	452	743	1,268	887
Direct Electricity	3,054	550	501	636	490	590	950	1,284	1,585	1,907	1,135
Total Cost of Sales	178,876	33,723	31,553	45,134	44,353	39,852	58,550	64,321	103,727	134,114	81,819
Gross Profit	81,475	17,277	14,797	32,866	(1,193)	22,548	40,370	29,179	89,158	90,814	53,976
Expense											
Depreciation - Plant	6,000	1,000	1,000	1,000	1,000	1,000	1,000	3,060	3,060	3,060	3,060
Freight & Courier	8,396	1,550	1,465	1,985	1,200	1,350	2,195	3,464	5,100	4,840	2,611
Rent	4,000	1,000	1,000	1,000	1,000	1,000	1,000	1,020	3,060	3,060	3,060
Total Expense	18,396	3,550	3,465	3,985	3,200	3,350	4,195	7,544	11,220	10,960	8,731
Operating Profit	63,079	13,727	11,332	28,881	(4,393)	19,198	36,175	21,635	77,938	79,854	45,245
Net Profit	63,079	13,727	11,332	28,881	(4,393)	19,198	36,175	21,635	77,938	79,854	45,245

Calxa Quarterly Forecasting Reports for David Parmenter

Quarter 3 Reporting Template — Equilibrium

Apr 2014 -Mar 2015

Using Actual figures up to Dec 2014

Assembly

Forecast: Latest Fcst for David Parmenter

Account tree: «Original Account Tree»

Account types: Income, Cost of Sales, Expense, Other Income, Other Expense

	Qtr3 YTD	Quarter 4			Quarter 5			Quarter 6	Quarter 7	Quarter 8	Quarter 9
	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Sep 2015	Dec 2015	Mar 2016	
	Actuals	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
Assembly											
Income											
Sales - Local (Normal Terms)	238,639	15,876	3,773	26,600	9,570	2,310	14,520	123,727	112,376	50,874	
Sales - Export	226,191	6,174	50,127	20,900	6,930	30,690	29,480	69,158	112,552	84,921	
Total Income	464,830	22,050	53,900	47,500	16,500	33,000	44,000	192,885	224,928	135,795	
Cost of Sales											
Components From Stock	226,375	10,512	23,111	20,416	6,749	13,562	18,083	72,369	101,909	50,768	
Remuneration - Direct Staff	87,550	10,300	10,300	10,300	4,838	9,677	9,677	29,030	29,030	29,030	
Direct Consumables	2,622	210	383	351	141	94	217	743	1,268	887	
Direct Electricity	5,084	350	433	425	440	341	504	1,585	1,907	1,135	
Total Cost of Sales	321,631	21,372	34,227	31,492	12,168	23,674	28,480	103,727	134,114	81,819	
Gross Profit	143,200	678	19,673	16,009	4,332	9,326	15,520	89,158	90,814	53,976	
Expense											
Depreciation - Plant	9,000	1,000	1,000	1,000	1,020	1,020	1,020	3,060	3,060	3,060	
Freight & Courier	13,141	450	1,123	987	1,244	873	1,346	5,100	4,840	2,611	
Rent	7,000	1,000	1,000	1,000	0	0	1,020	3,060	3,060	3,060	
Total Expense	29,141	2,450	3,123	2,987	2,264	1,893	3,386	11,220	10,960	8,731	
Operating Profit	114,059	(1,772)	16,550	13,022	2,068	7,433	12,133	77,938	79,854	45,245	
Net Profit	114,059	(1,772)	16,550	13,022	2,068	7,433	12,133	77,938	79,854	45,245	

Calxa Quarterly Forecasting Reports for David Parmenter

Quarter 4 Reporting Template — Equilibrium

Apr 2015 -Mar 2016

Using Actual figures up to Mar 2015

Assembly

Forecast: Latest Fcst for David Parmenter

Account tree: «Original Account Tree»

Account types: Income, Cost of Sales, Expense, Other Income, Other Expense

	Qtr4 YTD	Quarter 5			Quarter 6			Quarter 7	Quarter 8	Quarter 9	Quarter 10
<u>Month / Quarter ended:</u>	Mar 2015	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Dec 2015	Mar 2016	Jun 2016	Sep 2016
	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
Assembly											
Income											
Sales - Local (Normal Terms)	262,503	9,570	2,310	14,520	38,709	27,532	57,486	112,376	50,874	27,721	129,914
Sales - Export	248,810	6,930	30,690	29,480	17,391	23,453	28,314	112,552	84,921	70,456	72,617
Total Income	511,313	16,500	33,000	44,000	56,100	50,985	85,800	224,928	135,795	98,177	202,531
Cost of Sales											
Components From Stock	212,673	6,749	13,562	18,083	21,260	19,303	31,806	101,909	50,768	40,315	75,989
Remuneration - Direct Staff	82,251	4,838	9,677	9,677	9,677	9,677	9,677	29,030	29,030	25,402	30,482
Direct Consumables	2,463	141	94	217	228	193	322	1,268	887	475	781
Direct Electricity	4,776	440	341	504	517	471	598	1,907	1,135	1,349	1,665
Total Cost of Sales	302,163	12,168	23,674	28,480	31,682	29,643	42,402	134,114	81,819	67,541	108,917
Gross Profit	209,150	4,332	9,326	15,520	24,418	21,342	43,398	90,814	53,976	30,636	93,614
Expense											
Depreciation - Plant	9,180	1,020	1,020	1,020	1,020	1,020	1,020	3,060	3,060	3,214	3,214
Freight & Courier	13,404	1,244	873	1,346	1,581	1,494	2,025	4,840	2,611	3,638	5,356
Rent	7,140	0	0	1,020	1,020	1,020	1,020	3,060	3,060	1,072	3,214
Total Expense	29,724	2,264	1,893	3,386	3,621	3,534	4,065	10,960	8,731	7,924	11,784
Operating Profit	179,426	2,068	7,433	12,133	20,797	17,808	39,333	79,854	45,245	22,712	81,830
Net Profit	179,426	2,068	7,433	12,133	20,797	17,808	39,333	79,854	45,245	22,712	81,830