

SALES INCOME

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	YR TO DATE
<u>INCOME</u>													
Sales - Building	38.4	50.5	48.1	53.4	55.4	49.2	76.9	76.9	76.9	76.9	76.9	76.9	60.6
Sales - Outdoor	54.7	43.2	40.4	39.2	34.1	37.0	23.0	23.0	23.0	23.0	23.0	23.0	33.5
Sales - Consulting	0.7	0.8	1.7	0.7	0.2	0.4							0.5
Sales - Contracting	6.0	5.4	9.6	6.5	10.1	13.2							5.3
Total Sales Income	100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<u>COST OF SALES</u>													
COS - Building	20.8	27.5	28.0	30.5	32.4	28.5	73.0	75.0	123.0	50.0	123.0	123.0	54.5
COS - Outdoor	32.0	25.1	23.9	22.9	19.7	21.8	11.5	11.5	11.5	11.5	11.5	11.5	18.8
Purchase Returns & Allowance							4.0	4.1	9.0	1.6	9.0	9.0	2.4
Inventory Adjustment							0.1	0.1	0.1	0.1	0.1	0.1	0.0
Freight In	0.2	0.2	0.1	0.0	0.1	0.1	0.0	0.0	0.4	0.0	0.0	0.0	0.1
Direct Wages & Salaries							0.1	0.1	0.1	0.1	0.1	0.1	0.0
Freight Out							0.2	0.2	0.2	0.2	0.2	0.2	0.0
Discounts Given							0.0	0.0	0.0	0.0	0.0	0.0	0.0
Miscellaneous Costs							0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Cost Of Sales	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
GROSS PROFIT	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
GROSS PROFIT	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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Sales Expenses													
<u>SALES EXPENSES</u>													
Entertainment		0.0	0.0	0.0		0.0							0.0
Motor Vehicle Expenses		0.1	0.1	0.1	0.1	0.1							0.0
Promotions	0.6	0.9	0.4	0.3	0.3	0.4							0.3
Total Sales Expenses	0.6	1.0	0.6	0.5	0.5	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.4
<u>PERSONNEL EXPENSES</u>													
Staff Amenities		0.2	0.1	0.2	0.1	0.2							0.1
Staff Refreshments		0.1	0.0	0.0	0.0	0.0							0.0
Wages & Salaries	45.4						0.7	0.7	0.7	0.7	0.7	0.7	3.1
Total Personnel Expenses	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
<u>ADMIN EXPENSES</u>													
Bank Charges	0.0	0.0	0.0	0.0	0.0	0.0							0.0
Office Supplies	0.6	0.2	0.2	0.2	0.3	0.3							0.1
Postage	0.1	0.0	0.0	0.0	0.0	0.0							0.0
Cleaning	0.7	0.4	0.3	0.3	0.4	0.4							0.2
Equipment Lease	0.6	0.4	0.3	0.3	0.4	0.3							0.2
Rent	5.6	3.6	3.0	2.9	3.4	3.1							2.1
Repairs & Maintenance	0.3	0.1	0.2	0.1	0.1	0.2							0.1
Store Supplies	0.1	0.0	0.0	0.0	0.0	0.0							0.0
Telephone	0.6	0.4	0.4	0.3	0.4	0.4							0.2
Utilities	0.9	0.5	0.5	0.5	0.6	0.5							0.3
Printing	1.0	0.1	0.1	0.1	0.0	0.1							0.1
Total Admin Expenses	11.0	6.2	5.5	5.4	6.1	5.8	0.0	0.0	0.0	0.0	0.0	0.0	3.8
<u>FINANCE EXPENSES</u>													
Insurance	0.2	0.1	0.1	0.1	0.1	0.1							0.1
Total Finance Expenses	0.2	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1
TOTAL EXPENDITURE	57.3	7.8	6.5	6.3	7.0	6.9	0.7	0.7	0.7	0.7	0.7	0.7	7.6

DEPRECIATION & AMORTISATION

NZD

	Act	Act	Act	Act	Act	Act	Fct	Fct	Fct	Fct	Fct	Fct	YR TO DATE
	APR 07	MAY 07	JUN 07	JUL 07	AUG 07	SEP 07	OCT 07	NOV 07	DEC 07	JAN 08	FEB 08	MAR 08	
EBITDA	-10.4	39.1	41.3	40.0	40.6	42.5	9.8	7.7	-45.4	35.2	-45.1	-45.1	16.0

DEPRECIATION & AMORTISATION

NZD

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	APR 07	MAY 07	JUN 07	JUL 07	AUG 07	SEP 07	OCT 07	NOV 07	DEC 07	JAN 08	FEB 08	MAR 08	
<u>OTHER ITEMS</u>													
Depreciation	0.8												0.0
Depn - Furniture & Fittings	0.0	0.0	0.0	0.0	0.0	0.0							0.0
Depn - Office Equipment	0.0	0.0	0.0	0.0	0.0	0.0							0.0
Depn - Vehicles	0.4	0.2	0.2	0.2	0.2	0.2							0.1
Total Depreciation & Amortisation	1.3	0.3	0.2	0.2	0.3	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.2
EARNINGS BEFORE INTEREST & TAX	-11.8	38.8	41.0	39.8	40.3	42.2	9.8	7.7	-45.4	35.2	-45.1	-45.1	15.8

INTEREST & TAXATION

OTHER ITEMS

Income Tax Expense

Total Interest & Taxation

EARNINGS AFTER INTEREST & TAX

	Act	Act	Act	Act	Act	Act	Fct	Fct	Fct	Fct	Fct	NZD Fct	
	APR 07	MAY 07	JUN 07	JUL 07	AUG 07	SEP 07	OCT 07	NOV 07	DEC 07	JAN 08	FEB 08	MAR 08	YR TO DATE
Income Tax Expense							2.9	2.3	-13.6	10.5	-13.5	-13.5	-1.6
Total Interest & Taxation	0.0	0.0	0.0	0.0	0.0	0.0	2.9	2.3	-13.6	10.5	-13.5	-13.5	-1.6
EARNINGS AFTER INTEREST & TAX	-11.8	38.8	41.0	39.8	40.3	42.2	6.9	5.4	-31.8	24.6	-31.5	-31.5	17.4