

## PLOERMEL

P&L Subtype description	2021M01	2021M02	2021M03	2021M04	2021M05	2021M06	2021M07	2021M08	2021M09	2021M10	2021M11	2021M12	YTD	Forecast YTD	YTD/Forecast	YTD N-1	YTD/YTD N-1
CR RBA Sales	44 263	52 553	55 120	49 753	96 745	100 566	164 435	149 325	90 647	85 310	68 601	76 543	1 033 861	1 322 241	78,19%	843 127	122,62%
Other sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Total	44 263	52 553	55 120	49 753	96 745	100 566	164 435	149 325	90 647	85 310	68 601	76 543	1 033 861	1 322 241	78,19%	843 127	122,62%
	3 735	4 152	4 499	3 419	6 140	6 049	9 372	8 159	5 583	5 155	4 118	4 665	65 045	59 761	108,84%	57 891	112,36%
Total	3 735	4 152	4 499	3 419	6 140	6 049	9 372	8 159	5 583	5 155	4 118	4 665	65 045	59 761	108,84%	57 891	112,36%
COS RBA Sales	16 451	19 794	21 066	20 215	37 508	36 731	64 409	55 863	34 910	32 493	25 928	29 263	394 572	541 211	72,91%	319 720	123,41%
COS Other sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Shrinkage	0	0	194	0	-432	0	10	38	-639	0	0	315	-514	12 811	-4,01%	1 072	-47,90%
Wastage	544	398	-68	207	78	340	58	61	493	30	232	159	2 533	0		9 420	26,89%
Total	16 996	20 192	21 132	20 422	37 154	37 071	64 477	55 961	34 764	32 523	26 160	29 738	396 591	554 022	71,58%	330 212	120,10%
Net Margin	27 267	32 361	33 988	29 331	59 591	63 495	99 958	93 364	55 883	52 788	42 440	46 805	637 270	768 219	82,95%	512 915	124,24%
Unit Net Margin	61,60%	61,58%	61,66%	58,95%	61,60%	63,14%	60,79%	62,52%	61,65%	61,88%	61,87%	61,15%	61,64%	58,10%	106,09%	714,98%	8,62%
Bonus TMSR/PMTDR	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
GA-CR Comm	-12 520	-15 037	-15 794	-14 129	-28 061	-29 270	-48 151	-43 455	-26 156	-24 875	-19 521	-22 013	-298 983	-390 513	76,56%	-252 341	118,48%
FSA	27 874	23 404	21 502	3 696	6 759	7 710	-7 130	-7 173	13 138	2 632	28 447	-14 449	106 411	106 410	100,00%	113 412	93,81%
Total	15 353	8 367	5 708	-10 432	-21 301	-21 561	-55 281	-50 628	-13 018	-22 243	8 926	-36 462	-192 572	-284 103	67,78%	-138 929	138,61%
Accountancy	1 274	1 094	1 163	1 163	1 271	2 674	1 292	2 072	2 470	2 642	2 932	2 309	22 357	12 929	172,92%	18 261	122,43%
Banking fees	62	190	148	63	83	552	193	222	73	67	105	563	2 319	1 978	117,25%	1 415	163,86%
Cash_collection	1 300	1 300	-336	1 381	1 301	1 300	1 301	1 300	1 346	1 300	1 301	1 343	14 136	11 235	125,83%	13 034	108,46%
Cash_loss	-83	-29	34	-439	-176	138	-217	207	164	-86	33	64	-390	0		404	-96,55%
Consumables	594	516	1 930	1 090	1 827	1 607	1 669	2 248	1 930	1 261	1 423	4 759	20 855	12 408	168,07%	9 770	213,46%
Publicity and Customer_gift	0	0	696	0	0	-651	0	84	5 867	841	0	625	7 462	0		9 748	76,55%
Depreciations	1 033	1 033	2 116	1 642	1 364	1 463	1 367	1 366	1 319	1 363	1 321	1 425	16 812	9 088	184,99%	14 354	117,12%
Drive_offs	7	87	13	183	159	285	332	44	141	352	12	59	1 674	0		343	487,82%
Electricity	2 950	2 950	3 365	3 258	1 697	1 581	1 551	1 639	1 460	1 573	2 822	4 132	28 977	30 992	93,50%	38 187	75,88%
Fee (Royalty) highway and express ways	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Insurance	408	408	408	426	426	426	426	626	601	426	426	526	5 536	4 415	125,38%	4 985	111,05%
Maintenance	100	44	1 280	1 260	172	666	954	7 555	465	348	91	-4 802	8 133	1 540	528,11%	12 502	65,05%
Other Rent	2 263	2 196	2 332	2 171	2 319	2 460	2 319	2 090	2 560	2 090	2 011	3 376	28 190	18 584	151,69%	24 547	114,84%
Phone	251	141	248	214	223	146	244	150	250	153	250	210	2 481	2 597	95,54%	2 435	101,89%
Rent business	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Security	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Staff costs	18 301	18 315	17 282	14 802	7 176	26 017	31 112	37 191	9 653	25 825	24 578	149 455	379 707	370 212	102,56%	244 451	155,33%
Taxes	-149	-905	-847	-341	172	1 395	1 471	4 134	1 736	1 271	2 066	-8 849	1 154	22 722	5,08%	9 337	12,36%
Training	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Uniforms	0	0	0	593	-296	0	251	30	143	0	0	0	720	540	133,31%	1 346	53,49%
Water	591	585	-728	585	485	485	485	1 271	500	485	485	485	5 714	5 117	111,67%	9 617	59,41%
MSF	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Waste	530	1 345	1 319	1 154	2 254	2 005	1 655	4 452	1 576	1 064	706	2 172	20 233	17 373	116,46%	18 853	107,32%
Legal auditor fees	250	250	250	250	250	250	250	250	250	250	250	250	3 000	2 140	140,19%	1 500	200,00%
Total	29 682	29 521	30 672	29 456	20 706	42 800	46 655	66 932	32 505	41 228	40 811	158 102	569 070	523 870	108,63%	435 089	130,79%
NET RESULT BEFORE OVERHEAD & TAXES	16 672	15 358	13 523	-7 139	23 723	5 183	7 393	-16 037	15 942	-5 528	14 673	-143 093	-59 327	20 007	-296,51%	-3 212	1847,19%
Earnings	-1 657	-1 657	-1 657	-1 933	-1 933	-1 933	-1 933	-1 933	-1 933	-1 933	-1 000	-1 000	-20 503	-20 003	102,50%	-18 229	112,48%
Exit/PMTDR	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
One time Com's	667	-667	0	0	0	0	0	0	0	0	0	0	0	0		2 000	0,00%
Exceptional P&L	0	0	0	-4	2 784	5 015	-224	-200	-723	0	-2 108	-25 954	-21 414	0		-2 369	903,87%
RESULT BEFORE CORP. INCOME TAX	15 682	13 035	11 866	-9 076	24 574	8 265	5 236	-18 170	13 287	-7 461	11 565	-170 047	-101 244	4	-2531,990,00%	-21 809	464,22%
Corporate Income Tax	0	0	0	0	0	0	0	0	0	0	0	133 958	133 958	0		0	
NET PROFIT / LOSS FOR THE PERIOD	15 682	13 035	11 866	-9 076	24 574	8 265	5 236	-18 170	13 287	-7 461	11 565	-304 005	-235 202	4	-5880,040,00%	-21 809	1078,44%