ABC Digital Media Analysis

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Date:

05/03/2018

Instructions

Output Sheet

- All the Historical data is to be inserted in sheet Monthly_Actuals
- All the Budgeted data is to be inserted in sheet Monthly_Budget
- Ratio analysis is done on sheet Key Ratios
- Monthly analysis is done for each month along with Charts in the following spreadsheets
- Variance with Budgeted Data and Last Month Data
- Values for the months with no historical data have been computed either by taking average or by taking previous month's value and is highlighted in yellow
- Data which is not relevant w.r.t. the model or cannot be computed is shaded in grey
- Charts for Sales variance with Budged data and Last Year's data for Current Year and YTD are included

	Month 10 FY 1 Month 11 FY 1 Month 12 FY 1	Q4 FY 1	FY 1	Month 1 FY 2	Month 2 FY 2	Month 3 FY 2	Q1 FY 1
INCOME STATEMENT							
Slot Sales		-		38,080	38,080	38,080	114,240
Content		-		18,012	18,012	18,012	54,036
Hardware		-		3,969,725	3,969,725	3,969,725	11,909,175
Installation		-		246,723	246,723	246,723	740,169
Scheduling		-		252,522	252,522	252,522	757,566
Software		-		-	-	-	-
Data		-		151,230	151,230	151,230	453,690
Subscriptions		-		1,227,406	1,227,406	1,227,406	3,682,218
Field Operations		-		969,343	969,343	969,343	2,908,029
Total Sales		-	-	6,873,041	6,873,041	6,873,041	20,619,123
COGS							
Hardware		-		2,945,447	2,945,447	2,945,447	8,836,341
Gross Profit		-	-	3,927,594	3,927,594	3,927,594	11,782,782
Gross Profit %				57.1%	57.1%	57.1%	57.1%
Personnel Costs		-		1,957,020	1,957,020	1,957,020	5,871,060
Communication Costs		-		181,077	181,077	181,077	543,231
Marketing & Sales Costs		-		13,048	13,048	13,048	39,144
Operational Costs		-		326,113	326,113	326,113	978,339
Administration Costs		-		133,613	133,613	133,613	400,839
Total Direct Controllable Expenses		-	-	2,610,871	2,610,871	2,610,871	7,832,613
Occupancy Costs		-		152,974	152,974	152,974	458,922
Total Expenses		-	-	2,763,845	2,763,845	2,763,845	8,291,535
EBITDA		-	-	1,163,749	1,163,749	1,163,749	3,491,247
Interest Paid & Finance Charges		-			-	-	-
Depreciation		-		493,857	493,857	493,857	1,481,571
Interest Received		-		(13,571)	(13,571)	(13,571)	(40,713)
Net Profit Before Tax		-	-	683,463	683,463	683,463	2,050,389
Taxation		-		232,568	232,568	232,568	697,704
Other Adjustment		-		-	-	-	-
Net Income		-	-	450,895	450,895	450,895	1,352,685

	Month 10 FY 1 Month 11 F	Y 1 Month 12 FY 1 Q4 FY 1	FY 1	Month 1 FY 2	Month 2 FY 2	Month 3 FY 2	Q1 FY 1
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property		-		47,745,986	47,745,986	47,745,986	
Property, Plant and Equiment				12,158,051	12,158,051	11,492,490	
Deferred Taxes		-		21,917,293	21,917,293	20,961,699	
Finance Lease Receivables				-	-	-	
Non-current assets	-		-	81,821,330	81,821,330	80,200,175	
Stock		-		3,859,320	3,859,320	4,606,307	
Finance Lease Receivables				-	-	-	
Sundry Debtors				(10,150)	(10,150)	19,832	
Prepaid Expenses				71,966	71,966	49,817	
Accounts Receivable				5,209,505	5,209,505	10,908,310	
Deposits				294,360	294,360	249,210	
Bank and Cash				2,223,148	2,223,148	2,075,315	
Current Assets	-		-	11,648,149	11,648,149	17,908,791	
Total Assets	-	• • •	-	93,469,479	93,469,479	<mark>98,108,966</mark>	
Share Capital							
Non-Distributable Reserve				1,767	1,767 -	1,767	
•				1,767 - 121,865,544	1,767 - 121,865,544	1,767 - 121,088,909	
Non-Distributable Reserve		-		- 121,865,544	- 121,865,544	121,088,909	
Non-Distributable Reserve Shareholders Contribution		-		-	-	-	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period		- - -	·	- 121,865,544 (56,713,522)	- 121,865,544 (56,713,522)	- 121,088,909 (54,729,467)	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans		- 	- -	- 121,865,544 (56,713,522)	- 121,865,544 (56,713,522)	- 121,088,909 (54,729,467)	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds			- 	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789	- 121,088,909 (54,729,467) 66,361,209	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan			- 	- 121,865,544 (56,713,522) 65,153,789 -	- 121,865,544 (56,713,522) 65,153,789 -	- 121,088,909 (54,729,467) 66,361,209	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds			-	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789	- 121,088,909 (54,729,467) 66,361,209	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities			- -	- 121,865,544 (56,713,522) 65,153,789 - 2,750,000 - -	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789 2,750,000 - 2,750,000	121,088,909 (54,729,467) 66,361,209 - 66,361,209 - - -	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable			- -	- 121,865,544 (56,713,522) 65,153,789 - 2,750,000 - 2,750,000 5,790,498	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498	121,088,909 (54,729,467) 66,361,209 	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft			- -	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789 2,750,000 - 2,750,000 5,790,498 (655,104)	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104)	121,088,909 (54,729,467) 66,361,209 66,361,209 - - - - - - - - - - - - - - - - - - -	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan			- -	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789 2,750,000 - 2,750,000 5,790,498 (655,104) (2,750,000)	- 121,865,544 (56,713,522) 65,153,789 - 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000)	121,088,909 (54,729,467) 66,361,209 66,361,209 	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance			- -	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629	121,088,909 (54,729,467) 66,361,209 66,361,209 	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance Sundry Creditors/Accruals & VAT			- -	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629 4,132,666	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629 4,132,666	121,088,909 (54,729,467) 66,361,209 66,361,209 	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance			- -	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629	- 121,865,544 (56,713,522) 65,153,789 2,750,000 2,750,000 5,790,498 (655,104) (2,750,000) 19,047,629	121,088,909 (54,729,467) 66,361,209 66,361,209 	

	Month 10 FY 1	Month 11 FY 1	Month 12 FY 1	Q4 FY 1	FY 1	Month 1 FY 2	Month 2 FY 2	Month 3 FY 2	Q1 FY 1
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations				-					-
Interest Income				-					-
Finance Charges				-					-
Changes in Working Capital				-					-
Interest Paid				-					-
Net Cash from Operating Activities	-	-	-	-	-	-	-	-	-
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets				-					-
Net cash to Investing Activities	-	-	-	-	-	-	-	-	-
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds				-					-
(Increase)/ Decrease in Instalment Sales Agreements	and Medium Ter	m Loan		-					-
Net Cash from Financing Activities	-	-	-	-	-	-	-	-	-
Total Cash Movement for the month				-		-	-	-	-
Cash @ the beginning of the year				-				2,878,252	2,878,252
Total Cash @ the end of the year	-	-	-	-	-	-	-	2,878,252	2,878,252
Check Overdraft	-	-	-	-	-	-	-	2,878,252	2,878,252

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
INCOME STATEMENT			_ _		·			
Slot Sales	72,080	32,000	100,890	204,970	143,390	92,765	42,500	278,655
Content	65,920	50,757	130,999	247,676	46,960	11,000	24,820	82,780
Hardware	5,206,197	4,899,428	2,717,574	12,823,199	1,664,486	2,527,019	2,260,751	6,452,256
Installation	243,050	322,805	117,239	683,094	40,491	320,625	130,209	491,325
Scheduling	141,261	126,261	141,261	408,783	157,646	141,261	138,976	437,883
Software	-	-	-	-	-	-	-	-
Data	73,250	73,250	73,250	219,750	105,255	73,250	73,250	251,755
Subscriptions	1,171,803	1,169,258	1,158,945	3,500,006	1,159,132	1,117,324	1,225,166	3,501,622
Field Operations	1,192,423	1,313,962	1,316,713	3,823,098	1,286,574	1,305,395	1,299,347	3,891,316
Total Sales	8,165,984	7,987,721	5,756,871	21,910,576	4,603,934	5,588,639	5,195,019	15,387,592
COGS								
Hardware	3,456,038	3,123,928	1,804,073	8,384,039	1,113,947	844,345	1,555,841	3,514,133
Gross Profit	4,709,946	4,863,793	3,952,798	13,526,537	3,489,987	4,744,294	3,639,178	11,873,459
Gross Profit %	57.7%	60.9%	68.7%	61.7%	75.8%	84.9%	70.1%	77.2%
Personnel Costs	1,895,981	1,948,427	1,520,613	5,365,021	1,868,356	1,499,418	1,982,024	5,349,798
Communication Costs	173,287	151,480	142,638	467,405	139,794	138,314	131,327	409,435
Marketing & Sales Costs	31,215	111,092	174,453	316,760	98,702	32,028	14,587	145,317
Operational Costs	375,386	417,982	277,994	1,071,362	277,886	267,743	358,481	904,110
Administration Costs	130,633	126,508	135,787	392,928	162,984	126,681	202,232	491,897
Total Direct Controllable Expenses	2,606,502	2,755,489	2,251,485	7,613,476	2,547,722	2,064,184	2,688,651	7,300,557
Occupancy Costs	152,187	148,475	142,438	443,100	143,638	146,846	140,708	431,192
Total Expenses	2,758,689	2,903,964	2,393,923	8,056,576	2,691,360	2,211,030	2,829,359	7,731,749
EBITDA	1,951,257	1,959,829	1,558,875	5,469,961	798,627	2,533,264	809,819	4,141,710
Interest Paid & Finance Charges	12,918	16,722	20,526	50,166	29,120	25,242	27,616	81,978
Depreciation	504,279	508,015	508,273	1,520,567	506,795	552,588	555,045	1,614,428
Interest Received	(14,930)	(1,481)	(157)	(16,568)	(157)	(142)	(18,834)	(19,133)
Net Profit Before Tax	1,448,990	1,436,573	1,030,233	3,915,796	262,869	1,955,576	245,992	2,464,437
Taxation	538,417	356,563	448,135	1,343,115	(147,989)	492,444	(1,268,010)	(923 <i>,</i> 555)
Other Adjustment	-	-	-	-		-		
Net Income	910,573	1,080,010	582,098	2,572,681	410,858	1,463,132	1,514,002	3,387,992

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property	47,745,986	47,745,986	47,745,986		47,745,986	47,745,986	47,745,986	
Property, Plant and Equiment	11,492,490	11,145,759	10,640,705		10,165,859	10,085,214	9,632,529	
Deferred Taxes	20,961,699	20,605,136	20,157,001		20,304,990	19,812,546	21,080,556	
Finance Lease Receivables	-	-	-		-	-	-	
Non-current assets	80,200,175	79,496,881	78,543,692		78,216,835	77,643,746	78,459,071	
Stock	4,606,307	3,723,419	4,703,764		3,873,572	3,217,800	3,425,187	
Finance Lease Receivables	-	-	-		-	-	-	
Sundry Debtors	19,832	30,584	1,406		4,358	39,524	20,851	
Prepaid Expenses	49,817	114,411	103,336		54,713	42,789	152,002	
Accounts Receivable	10,908,310	13,870,000	8,484,578		7,824,842	4,984,996	5,063,551	
Deposits	249,210	249,210	249,210		249,210	249,210	249,210	
Bank and Cash	2,075,315	121,112	140,108		108,099	87,197	7,522,772	
Current Assets	17,908,791	18,108,736	13,682,402		12,114,794	8,621,516	16,433,573	
Total Assets	98,108,966	97,605,617	92,226,094		90,331,629	86,265,262	94,892,644	
Share Capital Non-Distributable Reserve	1,767	1,767	1,767	5,301	1,767	1,767	1,767	
Shareholders Contribution	121,088,909	120,690,068	120,317,259	362,096,236	119,917,193	119,535,638	110,149,866	
Retained Income/(Loss) for Period	(54,729,467)	(53,649,455)	(53,067,356)	(161,446,278)	(52,656,495)	(51,193,362)	(49,679,363)	
Share Capital & Reserves	66,361,209	67,042,380	67,251,670	200,655,259	67,262,465	68,344,043	60,472,270	
Shareholders Loans	-	-	-		-	-	-	
Total Shareholders' Funds	66,361,209	67,042,380	67,251,670	200,655,259	67,262,465	68,344,043	60,472,270	
Instalment Sale Agreements and Medium Term Loan	_							
		-	-		-	-	-	
Loans from Shareholders	-	-	-			-	-	
Loans from Shareholders Non-current Liabilities	-	-	-	-	-	-	-	
Loans from Shareholders	- - 10,213,537	- - - 8,872,678	- - - 7,422,193	- 26,508,408	- - - 5,763,057	- - - 3,120,367	- - - 3,369,049	
Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft	- - 10,213,537 (453,799)	- - - 8,872,678 436,649	1,433,704	- 26,508,408 1,416,554	- - 5,763,057 3,564,173	- - - 3,120,367 (877,197)	- - 3,369,049 (1,934,367)	
Loans from Shareholders Non-current Liabilities Accounts Payable	(453,799) 2,050,000	436,649 2,050,000	1,433,704 1,590,000		3,564,173 1,360,000	(877,197) 6,000,000	· · · ·	
Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft	(453,799)	436,649	1,433,704	1,416,554	3,564,173	(877,197)	(1,934,367)	
Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan	(453,799) 2,050,000	436,649 2,050,000	1,433,704 1,590,000	1,416,554 5,690,000	3,564,173 1,360,000	(877,197) 6,000,000	(1,934,367) 6,000,000	
Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance	(453,799) 2,050,000 15,867,648	436,649 2,050,000 14,416,157	1,433,704 1,590,000 11,259,829	1,416,554 5,690,000 41,543,634	3,564,173 1,360,000 9,146,328	(877,197) 6,000,000 6,684,646	(1,934,367) 6,000,000 21,499,171	

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
CASH FLOW	Month 4112			42112				QUITE
Cash from Operating Activities								
Cash generated by Operations		1,959,831	1,558,875	3,518,706	798,631	2,533,264	809,818	4,141,713
Interest Income		1,481	156	1,637	158	142	18,834	19,134
Finance Charges		(16,722)	(20,526)	(37,248)	(29,119)	(25,242)	(27,617)	(81,978)
Changes in Working Capital		(4,229,117)	(1,680,538)	(5,909,655)	(2,270,130)	(1,874,198)	17,179,843	13,035,515
Interest Paid		-	-	-	-	-	-	-
Net Cash from Operating Activities	-	(2,284,527)	(142,033)	(2,426,560)	(1,500,460)	633,966	17,980,878	17,114,384
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets		(161,284)	(3,218)	(164,502)	(31,950)	(471,943)	(102,360)	(606,253)
Net cash to Investing Activities	-	(161,284)	(3,218)	(164,502)	(31,950)	(471,943)	(102,360)	(606,253)
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds		(398,841)	(372,809)	(771,650)	(400,066)	(381,555)	(9,385,772)	(10,167,393)
(Increase)/ Decrease in Instalment Sales Agreements		(596,641)		(460,000)			(9,565,772)	
Net Cash from Financing Activities	-	(398,841)	(460,000) (832,809)	(1,231,650)	(230,000) (630,066)	4,640,000 4,258,445	(9,385,772)	4,410,000 (5,757,393)
		((,,	() -) ((***,***)	,, -	((-, - ,,
Total Cash Movement for the month	-	(2,844,652)	(978,060)	(3,822,712)	(2,162,476)	4,420,468	8,492,746	10,750,738
Cash @ the beginning of the year		2,529,114	(315,537)	2,213,577	(1,293,597)	(3,456,075)	964,394	(3,785,278)
Total Cash @ the end of the year	-	(315,538)	(1,293,597)	(1,609,135)	(3,456,073)	964,393	9,457,140	6,965,460
Check Overdraft	-	(315,538)	(1,293,597)	(1,609,135)	(3,456,073)	964,393	9,457,140	6,965,460

	Month 10 FY 2	Month 11 FY 2	Month 12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3	Month 3 FY 3	Q1 FY 3
INCOME STATEMENT									
Slot Sales	93,125	42,500	42,500	178,125		93,125	93,125	42,500	228,750
Content	38,280	91,604	120,115	249,999		113,515	58,900	142,819	315,234
Hardware	1,007,172	1,527,733	3,254,837	5,789,742		2,734,338	3,903,634	5,284,974	11,922,946
Installation	103,411	104,858	134,088	342,357		211,124	270,445	225,360	706,929
Scheduling	138,976	138,976	138,976	416,928		138,976	196,176	138,976	474,128
Software	-	-	-	-		-	200,750	-	200,750
Data	73,250	73,250	73,250	219,750		73,250	73,250	73,250	219,750
Subscriptions	1,225,166	1,225,166	1,225,166	3,675,498		1,225,166	1,225,166	1,225,473	3,675,805
Field Operations	1,378,568	1,352,964	1,424,923	4,156,455		1,677,289	1,393,684	1,242,227	4,313,200
Total Sales	4,057,948	4,557,051	6,413,855	15,028,854	-	6,266,783	7,415,130	8,375,579	22,057,492
COGS									
Hardware	702,958	1,066,448	1,307,856	3,077,262		1,895,571	2,806,299	3,871,006	8,572,876
Gross Profit	3,354,990	3,490,603	5,105,999	11,951,592	-	4,371,212	4,608,831	4,504,573	13,484,616
Gross Profit %	82.7%	76.6%	79.6%	79.5%		69.8%	62.2%	53.8%	61.1%
Personnel Costs	1,908,610	1,916,512	4,462,152	8,287,274		1,879,179	1,451,025	1,615,861	4,946,065
Communication Costs	133,060	146,740	98,455	378,255		204,592	152,223	121,646	478,461
Marketing & Sales Costs	69,431	34,853	77,952	182,236		50,433	57,870	(176,574)	(68,271)
Operational Costs	325,213	430,869	307,096	1,063,178		373,763	401,693	382,478	1,157,934
Administration Costs	134,972	140,895	86,430	362,297		129,194	170,637	121,150	420,981
Total Direct Controllable Expenses	2,571,286	2,669,869	5,032,085	10,273,240	-	2,637,161	2,233,448	2,064,561	6,935,170
Occupancy Costs	141,337	151,043	151,756	444,136		149,278	150,815	144,611	444,704
Total Expenses	2,712,623	2,820,912	5,183,841	10,717,376	-	2,786,439	2,384,263	2,209,172	7,379,874
EBITDA	642,367	669,691	(77,842)	1,234,216	-	1,584,773	2,224,568	2,295,401	6,104,742
Interest Paid & Finance Charges	30,576	33,002	99,181	162,759		28,070	29,548	727,040	784,658
Depreciation	549,311	551,336	1,058,847	2,159,494		435,679	435,612	427,698	1,298,989
Interest Received	(34,004)	(22,864)	(10,785)	(67,653)		(13,603)	(27,833)	(41,264)	(82,700)
Net Profit Before Tax	96,484	108,217	(1,225,085)	(1,020,384)	-	1,134,627	1,787,241	1,181,927	4,103,795
Taxation	67,265	(9,949)	(12,330,446)	(12,273,130)		317,696	500,429	330,940	1,149,065
Other Adjustment	-	-	-	-		-	-	-	-
Net Income	29,219	118,166	11,105,361	11,252,746		816,931	1,286,812	850,987	2,954,730

	Month 10 FY 2	Month 11 FY 2	Month 12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3	Month 3 FY 3	Q1 FY 3
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property	47,745,986	47,745,986	-			-	-	-	
Property, Plant and Equiment	9,076,657	8,637,327	7,514,725			6,617,467	6,617,467	5,905,031	
Deferred Taxes	21,013,291	21,023,240	33,354,525			32,535,561	32,535,561	31,298,913	
Finance Lease Receivables	-	-	-			-	-	-	
Non-current assets	77,835,934	77,406,553	40,869,250		-	39,153,028	39,153,028	37,203,944	
Stock	3,050,129	3,935,814	4,831,231			5,850,825	5,850,825	4,844,375	
Finance Lease Receivables	-	-	-			-	-	-	
Sundry Debtors	54,702	18,108	21,459			90,671	90,671	43,157	
Prepaid Expenses	137,719	161,509	147,902			111,821	111,821	107,128	
Accounts Receivable	4,408,998	6,702,296	8,497,676			11,405,442	11,405,442	13,033,969	
Deposits	249,210	249,210	240,210			242,610	242,610	242,610	
Bank and Cash	6,994,800	3,386,586	573,791			13,466,400	13,466,400	11,710,074	
Current Assets	14,895,558	14,453,523	14,312,269		-	31,167,769	31,167,769	29,981,313	
Total Assets	92,731,492	91,860,076	55,181,519			70,320,797	70,320,797	67,185,257	
Share Capital Non-Distributable Reserve	1,767	1,767	1,767			1,961 -	1,961	1,961 -	
Shareholders Contribution	109,778,593	109,407,261	109,036,047			120,101,382	120,101,382	120,101,382	
Retained Income/(Loss) for Period	(49,650,143)	(49,531,979)	(86,171,763)			(84,068,854)	(84,068,854)	(82,224,697)	
Share Capital & Reserves	60,130,217	59,877,049	22,866,051		-	36,034,489	36,034,489	37,878,646	
Shareholders Loans	-	-	-			-	-	-	
Fotal Shareholders' Funds	60,130,217	59,877,049	22,866,051		-	36,034,489	36,034,489	37,878,646	
Instalment Sale Agreements and Medium Term Loan Loans from Shareholders	-	-	-			4,200,000	4,200,000	-	
– Non-current Liabilities	-	-	-	-	-	4,200,000	4,200,000	-	
Accounts Payable	3,006,639	3,041,657	5,389,068			5,523,591	5,523,591	6,598,591	
Bank Overdraft	(226,472)	273,035	(1,725,009)			-		_	
Instalment Sale Agreements & Medium Term Loan	6,000,000	6,000,000	5,600,000			1,200,000	1,200,000	-	
Income Received in Advance	20,325,499	18,919,237	16,773,945			17,801,550	17,801,550	18,992,221	
Sundry Creditors/Accruals & VAT	3,495,610	3,749,098	6,277,464			5,561,167	5,561,167	3,715,800	
Current Liabilities	32,601,276	31,983,027	32,315,468		-	30,086,308	30,086,308	29,306,612	
Total Liabilities and Equity	92,731,493	91,860,076	55,181,519			70,320,797	70,320,797	67,185,258	

	Month 10 FY 2	Month 11 FY 2	Month 12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3	Month 3 FY 3	Q1 FY 3
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations	642,368	669,690	(77,840)	1,234,218					-
Interest Income	34,004	22,863	10,786	67,653					-
Finance Charges	(30,576)	(33,003)	(99,181)	(162,760)					-
Changes in Working Capital	(2,516,951)	(4,283,934)	58,944	(6,741,941)					-
Interest Paid	-	-	-	-					-
Net Cash from Operating Activities	(1,871,155)	(3,624,384)	(107,291)	(5,602,830)	-	-	-	-	-
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets	6,561	(112,006)	63,754	(41,691)					-
Net cash to Investing Activities	6,561	(112,006)	63,754	(41,691)	-	-	-	-	-
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds	(371,273)	(371,332)	(371,214)	(1,113,819)					-
(Increase)/ Decrease in Instalment Sales Agreements	-	-	(400,000)	(400,000)					-
Net Cash from Financing Activities	(371,273)	(371,332)	(771,214)	(1,513,819)	-	-	-	-	-
Total Cash Movement for the month	(2,235,867)	(4,107,722)	(814,751)	(7,158,340)					
Cash @ the beginning of the year	9,457,139	7,221,272	3,113,550	(7,138,340) 19,791,961				13,466,400	13,466,400
Total Cash @ the end of the year	7,221,272	3,113,550	2,298,799	12,633,621		-	-		13,466,400
	, ,	-, -,	,, ,	,,-					
Check Overdraft	7,221,272	3,113,550	2,298,799	12,633,621	-	-	-	13,466,400	13,466,400

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
INCOME STATEMENT								
Slot Sales	72,500	49,625	78,500	200,625	218,918	(57,859)	89,809	250,868
Content	225,436	304,645	122,970	653,051	150,790	137,915	127,275	415,980
Hardware	4,077,058	4,350,732	5,127,802	13,555,592	4,168,997	3,650,284	3,756,610	11,575,891
Installation	418,075	293,847	422,672	1,134,594	260,123	242,270	419,104	921,497
Scheduling	138,976	138,976	138,976	416,928	138,976	138,976	55,000	332,952
Software	-	-	-	-	-	-	-	-
Data	73,250	73,250	73,250	219,750	73,250	73,250	12,240	158,740
Subscriptions	1,218,153	1,217,244	1,225,666	3,661,063	1,225,795	1,221,457	225,950	2,673,202
Field Operations	1,727,676	1,375,036	1,542,495	4,645,207	1,766,815	1,646,914	2,067,458	5,481,187
Total Sales	7,951,124	7,803,355	8,732,331	24,486,810	8,003,664	7,053,207	6,753,446	21,810,317
COGS								
Hardware	2,748,164	2,845,921	3,396,622	8,990,707	2,764,737	2,771,622	2,488,335	8,024,694
Gross Profit	5,202,960	4,957,434	5,335,709	15,496,103	5,238,927	4,281,585	4,265,111	13,785,623
Gross Profit %	65.4%	63.5%	61.1%	63.3%	65.5%	60.7%	63.2%	63.2%
Personnel Costs	1,485,114	1,538,069	1,367,206	4,390,389	1,523,611	1,510,347	1,789,538	4,823,496
Communication Costs	170,363	137,938	104,928	413,229	130,396	134,334	171,033	435,763
Marketing & Sales Costs	38,726	20,622	126,058	185,406	22,147	14,721	16,585	53,453
Operational Costs	373,977	343,301	309,614	1,026,892	330,389	278,612	317,535	926,536
Administration Costs	146,487	193,145	141,384	481,016	143,627	1,405,429	163,763	1,712,819
Total Direct Controllable Expenses	2,214,667	2,233,075	2,049,190	6,496,932	2,150,170	3,343,443	2,458,454	7,952,067
Occupancy Costs	147,508	148,185	149,250	444,943	148,568	152,311	150,220	451,099
Total Expenses	2,362,175	2,381,260	2,198,440	6,941,875	2,298,738	3,495,754	2,608,674	8,403,166
EBITDA	2,840,785	2,576,174	3,137,269	8,554,228	2,940,189	785,831	1,656,437	5,382,457
Interest Paid & Finance Charges	562,546	534,718	559,972	1,657,236	563,715	499,364	559,444	1,622,523
Depreciation	427,301	425,961	425,288	1,278,550	420,721	421,917	421,274	1,263,912
Interest Received	(42,694)	(41,133)	(37,433)	(121,260)	(28,550)	(49,107)	(50,845)	(128,502)
Net Profit Before Tax	1,893,632	1,656,628	2,189,442	5,739,702	1,984,303	(86,343)	726,564	2,624,524
Taxation	906,547	87,525	613,045	1,607,117	555,604	325,907	(146,645)	734,866
Other Adjustment	-	-	-	-		-	-	-
Net Income	987,085	1,569,103	1,576,397	4,132,585	1,428,699	(412,250)	873,209	1,889,658

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property	-	-	-		-	-	-	
Property, Plant and Equiment	5,905,031	5,479,070	5,053,773		4,642,359	4,282,310	3,883,204	
Deferred Taxes	31,298,913	31,211,388	30,598,343		30,042,739	29,716,832	29,863,477	
Finance Lease Receivables	-	-	-		-	-	-	
Non-current assets	37,203,944	36,690,458	35,652,116		34,685,098	33,999,142	33,746,681	
Stock	4,844,375	5,480,080	3,644,484		2,658,296	1,655,415	1,552,982	
Finance Lease Receivables	-	-	-		-	-	-	
Sundry Debtors	43,157	58,777	31,713		18,108	10,816	21,374	
Prepaid Expenses	107,128	89,758	42,344		38,641	29,432	146,344	
Accounts Receivable	13,033,969	17,071,784	13,068,392		13,035,391	14,564,154	15,942,662	
Deposits	242,610	242,610	242,610		242,610	242,610	242,610	
Bank and Cash	11,710,074	11,392,022	14,573,835		13, 2 69,331	14,118,431	14,621,774	
Current Assets	29,981,313	34,335,031	31,603,378		29,262,377	30,620,858	32,527,746	
Total Assets	67,185,257	71,025,489	67,255,494		63,947,475	64,620,000	66,274,427	
Non-Distributable Reserve Shareholders Contribution	- 120,101,382	- 120,636,031	۔ 121,195,147		- 120,101,383	- 120,600,241	- 121,159,066	
					· · · · ·			
Retained Income/(Loss) for Period Share Capital & Reserves	(82,224,697) 37,878,646	(80,660,838) 39,977,154	(79,084,438) 42,112,670		(77,655,743) 42,447,601	(78,067,694) 42,534,508	(77,194,781) 43,966,246	
Shareholders Loans	57,878,040	59,977,154	42,112,070		42,447,601	42,554,508	43,900,240	
Total Shareholders' Funds	37,878,646	39,977,154	42,112,670		42,447,601	42,534,508	43,966,246	
Instalment Sale Agreements and Medium Term Loan	_		_				_	
Loans from Shareholders		_	_		_	_	_	
Non-current Liabilities	-	-	-	-	-	-	-	
Accounts Payable	6,598,591	6,239,879	3,232,040		4,426,706	4,360,833	5,013,994	
Bank Overdraft					-,-20,700			
Instalment Sale Agreements & Medium Term Loan	1							
5	18,992,221	20,892,646	- 18,564,238		- 14,131,440	- 14,595,070	- 14,472,175	
Income Received in Advance	10,002,221				2,941,728	3,129,590	2,822,013	
Income Received in Advance Sundry Creditors/Accruals & VAT	3 715 800	3 915 809						
Income Received in Advance Sundry Creditors/Accruals & VAT Current Liabilities	3,715,800 29.306.612	3,915,809 31.048.334	3,346,546 25.142.824					
Sundry Creditors/Accruals & VAT	3,715,800 29,306,612 67,185,258	3,915,809 31,048,334 71,025,488	25,142,824 67,255,494		21,499,874 63,947,475	22,085,493	22,308,182	

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations		2,570,930	3,137,271	5,708,201	2,940,185	786,130	1,656,141	5,382,456
Interest Income		41,133	37,434	78,567	28,550	49,107	50,845	128,502
Finance Charges		(534,719)	(559,971)	(1,094,690)	(563,715)	(499,364)	(559,444)	(1,622,523)
Changes in Working Capital		(2,930,047)	7,956	(2,922,091)	(2,606,453)	76,237	(1,180,856)	(3,711,072)
Interest Paid		-	-	-	-	-	-	-
Net Cash from Operating Activities	-	(852,703)	2,622,690	1,769,987	(201,433)	412,110	(33,314)	177,363
Cash (to) / from Investing Activities (Increase)/ Decrease in Fixed Assets			9	9	(9,307)	(61,868)	(22,168)	(02.242)
Net cash to Investing Activities		-	9	<u> </u>	(9,307)	(61,868)	(22,168)	(93,343)
Net cash to investing Activities	-	-	9	9	(9,307)	(01,000)	(22,100)	(93,343)
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds		534,649	559,116	1,093,765	(1,093,764)	498,858	558,825	(36,081)
(Increase)/ Decrease in Instalment Sales Agreements		-	-	-	-	-	-	-
Net Cash from Financing Activities	-	534,649	559,116	1,093,765	(1,093,764)	498,858	558,825	(36,081)
Total Cash Movement for the month		(318,054)	3,181,815	2,863,761	(1,304,504)	849,100	503,343	47,939
Cash @ the beginning of the year		11,710,074	11,392,022	23,102,096	14,573,835	13,269,331	14,118,431	41,961,597
Total Cash @ the end of the year	-	11,392,020	14,573,837	25,965,857	13,269,331	14,118,431	14,621,774	42,009,536
Check Overdraft	-	11,392,020	14,573,837	25,965,857	13,269,331	14,118,431	14,621,774	42,009,536

	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3	Q4 FY 3	FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4
INCOME STATEMENT									
Slot Sales	238,168	21,375	147,584	407,127		105,166	66,666	66,666	238,498
Content	157,025	247,340	207,485	611,850		197,060	129,835	124,385	451,280
Hardware	3,334,010	6,568,153	3,179,649	13,081,812		5,371,444	2,893,758	2,236,799	10,502,001
Installation	401,880	668,059	380,373	1,450,312		417,538	362,652	260,402	1,040,592
Scheduling	55,000	55,900	55,000	165,900		55,000	55,000	55,000	165,000
Software	-	-	993,719	993,719		-	-	-	-
Data	12,000	11,760	11,400	35,160		11,280	10,800	10,320	32,400
Subscriptions	224,050	215,445	273,266	712,761		283,680	286,385	272,071	842,136
Field Operations	2,032,020	2,061,740	2,131,202	6,224,962		2,059,775	2,091,409	2,105,369	6,256,553
Total Sales	6,454,153	9,849,772	7,379,678	23,683,603		8,500,943	5,896,505	5,131,012	19,528,460
COGS									
Hardware	2,191,862	3,254,362	2,752,652	8,198,876		3,003,555	1,878,472	1,656,524	6,538,551
Gross Profit	4,262,291	6,595,410	4,627,026	15,484,727		5,497,388	4,018,033	3,474,488	12,989,909
Gross Profit %	66.0%	67.0%	62.7%	65.4%		64.7%	68.1%	67.7%	66.5%
Personnel Costs	1,749,839	2,716,442	1,395,783	5,862,064		1,489,472	1,535,894	1,474,603	4,499,969
Communication Costs	162,662	276,507	122,717	561,886		153,350	132,700	133,580	419,630
Marketing & Sales Costs	13,742	(5,466)	194,414	202,690		82,493	50,805	53,863	187,161
Operational Costs	675,438	241,214	(307,483)	609,169		336,587	326,033	310,676	973,296
Administration Costs	156,594	58,710	(545,209)	(329,905)		85,932	77,615	131,364	294,911
Total Direct Controllable Expenses	2,758,275	3,287,407	860,222	6,905,904		2,147,834	2,123,047	2,104,086	6,374,967
Occupancy Costs	143,745	146,428	155,077	445,250		166,135	142,404	142,492	451,031
Total Expenses	2,902,020	3,433,835	1,015,299	7,351,154		2,313,969	2,265,451	2,246,578	6,825,998
EBITDA	1,360,271	3,161,575	3,611,727	8,133,573		3,183,419	1,752,582	1,227,910	6,163,911
Interest Paid & Finance Charges	550,772	562,267	545,144	1,658,183		571,015	528,289	479,723	1,579,027
Depreciation	419,172	416,974	189,046	1,025,192		186,806	190,902	201,584	579,292
Interest Received	(50,732)	(62,228)	(66,263)	(179,223)		(73,519)	(54,776)	(52,131)	(180,426)
Net Profit Before Tax	441,059	2,244,562	2,943,800	5,629,421		2,499,117	1,088,167	598,734	4,186,018
Taxation	123,497	628,478	1,086,683	1,838,658		699,753	304,687	167,646	1,172,086
Other Adjustment	-	-	-			-	-	-	
Net Income	317,562	1,616,084	1,857,117	3,790,763		1,799,364	783,480	431,088	3,013,932

	Month 10 FY 3	Month 11 FY 3	Wonth 12 FY 3	Q4 FY 3	FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property	-	-	-			-	-	-	
Property, Plant and Equiment	3,465,597	3,055,609	4,574,532			4,504,948	4,564,602	4,974,749	
Deferred Taxes	29,739,980	29,111,502	28,024,819			27,325,066	27,020,379	26,852,734	
Finance Lease Receivables	-	-	-			-	-	-	
Non-current assets	33,205,577	32,167,111	32,599,351			31,830,014	31,584,981	31,827,483	
Stock	1,132,099	2,343,474	3,614,840			2,609,079	4,178,596	3,825,751	
Finance Lease Receivables	-	-	-			-	-	-	
Sundry Debtors	43,273	5,348	4,654			107,298	81,329	38,256	
Prepaid Expenses	130,220	117,269	104,318			91,953	95,345	81,547	
Accounts Receivable	14,950,038	18,564,451	11,521,585			9,979,861	12,220,534	9,839,816	
Deposits	242,610	242,610	242,610			242,610	242,610	242,610	
Bank and Cash	17,871,134	20,316,828	20,995,873			23,354,499	11,292,955	19,594,443	
Current Assets	34,369,374	41,589,980	36,483,880			36,385,300	28,111,369	33,622,423	
Total Assets	67,574,951	73,757,091	69,083,231			68,215,314	59,696,350	65,449,906	
EQUITY AND LIABILITIES Share Capital	1,961	1,961	1,961			1,961	1,961	1,961	
EQUITY AND LIABILITIES		<u> </u>					<u> </u>		
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve	1,961	1,961	1,961			1,961	1,961	1,961	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution	1,961 - 120,101,330	1,961 - 120,658,287	1,961 - 121,201,605			1,961 - 120,105,180	1,961 - 110,633,294	1,961 - 111,112,318	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period	1,961 - 120,101,330 (76,877,218)	1,961 - 120,658,287 (75,261,132)	1,961 - 121,201,605 (72,466,804)			1,961 - 120,105,180 (74,143,772)	1,961 - 110,633,294 (73,360,292)	1,961 - 111,112,318 (72,929,203)	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves	1,961 - 120,101,330	1,961 - 120,658,287	1,961 - 121,201,605			1,961 - 120,105,180	1,961 - 110,633,294	1,961 - 111,112,318	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans	1,961 120,101,330 (76,877,218) 43,226,073	1,961 120,658,287 (75,261,132) 45,399,116	1,961 121,201,605 (72,466,804) 48,736,762			1,961 - 120,105,180 (74,143,772) 45,963,369	1,961 110,633,294 (73,360,292) 37,274,963	1,961 - 111,112,318 (72,929,203) 38,185,076	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans	1,961 - 120,101,330 (76,877,218)	1,961 - 120,658,287 (75,261,132)	1,961 - 121,201,605 (72,466,804)			1,961 - 120,105,180 (74,143,772)	1,961 - 110,633,294 (73,360,292)	1,961 - 111,112,318 (72,929,203)	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves	1,961 120,101,330 (76,877,218) 43,226,073	1,961 120,658,287 (75,261,132) 45,399,116	1,961 121,201,605 (72,466,804) 48,736,762			1,961 - 120,105,180 (74,143,772) 45,963,369	1,961 110,633,294 (73,360,292) 37,274,963	1,961 - 111,112,318 (72,929,203) 38,185,076	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds	1,961 120,101,330 (76,877,218) 43,226,073	1,961 120,658,287 (75,261,132) 45,399,116	1,961 121,201,605 (72,466,804) 48,736,762			1,961 - 120,105,180 (74,143,772) 45,963,369	1,961 110,633,294 (73,360,292) 37,274,963	1,961 - 111,112,318 (72,929,203) 38,185,076	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds	1,961 120,101,330 (76,877,218) 43,226,073	1,961 120,658,287 (75,261,132) 45,399,116	1,961 121,201,605 (72,466,804) 48,736,762			1,961 - 120,105,180 (74,143,772) 45,963,369	1,961 110,633,294 (73,360,292) 37,274,963	1,961 - 111,112,318 (72,929,203) 38,185,076	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Fotal Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders	1,961 120,101,330 (76,877,218) 43,226,073	1,961 120,658,287 (75,261,132) 45,399,116	1,961 121,201,605 (72,466,804) 48,736,762			1,961 - 120,105,180 (74,143,772) 45,963,369	1,961 110,633,294 (73,360,292) 37,274,963	1,961 - 111,112,318 (72,929,203) 38,185,076	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Fotal Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities	1,961 - 120,101,330 (76,877,218) 43,226,073 - 43,226,073 - -	1,961 - 120,658,287 (75,261,132) 45,399,116 - - - - - -	1,961 - 121,201,605 (72,466,804) 48,736,762 - - - - - - - -			1,961 - 120,105,180 (74,143,772) 45,963,369 - 45,963,369 - -	1,961 - 110,633,294 (73,360,292) 37,274,963 - 37,274,963 -	1,961 - 111,112,318 (72,929,203) 38,185,076 - - - - - - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Fotal Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable	1,961 - 120,101,330 (76,877,218) 43,226,073 - 43,226,073 - - - - - - - - - - - - - - - - - - -	1,961 - 120,658,287 (75,261,132) 45,399,116 - - - - - - - - - - - - - - - - -	1,961 - 121,201,605 (72,466,804) 48,736,762 - - - - 5,614,623			1,961 - 120,105,180 (74,143,772) 45,963,369 - 45,963,369 - -	1,961 - 110,633,294 (73,360,292) 37,274,963 - 37,274,963 -	1,961 - 111,112,318 (72,929,203) 38,185,076 - - - - - - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Fotal Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft	1,961 - 120,101,330 (76,877,218) 43,226,073 - 43,226,073 - - - - - - - - - - - - - - - - - - -	1,961 - 120,658,287 (75,261,132) 45,399,116 - - - - - - - - - - - - - - - - -	1,961 - 121,201,605 (72,466,804) 48,736,762 - - - - 5,614,623			1,961 - 120,105,180 (74,143,772) 45,963,369 - 45,963,369 - -	1,961 - 110,633,294 (73,360,292) 37,274,963 - 37,274,963 -	1,961 - 111,112,318 (72,929,203) 38,185,076 - - - - - - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance	1,961 - 120,101,330 (76,877,218) 43,226,073 - 43,226,073 - - - - - - - - - - - - - - - - - - -	1,961 - 120,658,287 (75,261,132) 45,399,116 - 45,399,116 - - - - - - - - - - - - - - - - - -	1,961 - 121,201,605 (72,466,804) 48,736,762 - - - - - - - - - - - - - - - - - - -			1,961 - 120,105,180 (74,143,772) 45,963,369 - 45,963,369 - - - - - - - - - - - - - - - - - - -	1,961 - 110,633,294 (73,360,292) 37,274,963 - 37,274,963 - - - - - - - - - - - - - - - - - - -	1,961 - 111,112,318 (72,929,203) 38,185,076 - - 38,185,076 - - - - - - - - - - - - - - - - - - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan	1,961 - 120,101,330 (76,877,218) 43,226,073 - 43,226,073 - - - - - - - - - - - - - - - - - - -	1,961 - 120,658,287 (75,261,132) 45,399,116 - - - - - - - - - - - - - - - - - -	1,961 - 121,201,605 (72,466,804) 48,736,762 - - 48,736,762 - - - - - - - - - - - - - - - - - - -			1,961 - 120,105,180 (74,143,772) 45,963,369 - 45,963,369 - - - - - - - - - - - - - - - - - - -	1,961 - 110,633,294 (73,360,292) 37,274,963 - 37,274,963 - - - - - - - - - - - - - - - - - - -	1,961 - 111,112,318 (72,929,203) 38,185,076 - - - - - - - - - - - - - - - - - - -	

	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3	Q4 FY 3	FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations	1,360,271	3,161,577	4,574,253	9,096,101		3,183,421	1,752,582	1,227,909	6,163,912
Interest Income	50,731	62,228	66,263	179,222		73,519	54,776	52,131	180,426
Finance Charges	(550,772)	(562,267)	(545,144)	(1,658,183)		(571,015)	(528,290)	(479,723)	(1,579,028)
Changes in Working Capital	3,264,393	(776,585)	(2,163,939)	323,869		1,018,731	(3,618,170)	7,633,877	5,034,438
Interest Paid	-	-	-	-		-	-	-	-
Net Cash from Operating Activities	4,124,623	1,884,953	1,931,433	7,941,009		3,704,656	(2,339,102)	8,434,194	9,799,748
Cash (to) / from Investing Activities (Increase)/ Decrease in Fixed Assets Net cash to Investing Activities	(1,564) (1,564)	(6,986) (6,986)	(1,733,284) (1,733,284)	(1,741,834) (1,741,834)		<u>(117,222)</u> (117,222)	(250,555) (250,555)	(611,731) (611,731)	(979,508) (979,508)
Cash Flow from Financing Activities (Increase)/ Decrease in Shareholders' Funds (Increase)/ Decrease in Instalment Sales Agreements	(1,057,736)	556,957	543,318	42,539		(1,096,424)	(9,471,887)	479,024	(10,089,287)
Net Cash from Financing Activities	(1,057,736)	556,957	543,318	42,539		(1,096,424)	(9,471,887)	479,024	(10,089,287)
Total Cash Movement for the month Cash @ the beginning of the year Total Cash @ the end of the year	3,065,323 14,621,774 17,687,097	2,434,924 17,687,098 20,122,022	741,467 20,122,022 20,863,489	6,241,714 52,430,894 58,672,608		2,491,010 20,863,489 23,354,499	(12,061,544) 11,292,955 (768,589)	8,301,487 19,594,443 27,895,930	(1,269,047) 51,750,887 50,481,840
Check Overdraft	17,687,097	20,122,022	20,863,489	58,672,608		23,354,499	(768,589)	27,895,930	50,481,840

	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
INCOME STATEMENT				
Slot Sales	74,667	96,042	160,167	330,876
Content	169,430	191,473	169,860	530,763
Hardware	2,808,146	5,659,363	5,858,615	14,326,124
Installation	288,548	516,884	391,122	1,196,554
Scheduling	55,000	55,000	57,400	167,400
Software	-	-	-	-
Data	10,320	10,320	10,320	30,960
Subscriptions	211,040	269,920	279,975	760,935
Field Operations	1,781,177	2,066,120	2,115,242	5,962,539
Total Sales	5,398,328	8,865,122	9,042,701	23,306,151
COGS				
Hardware	2,013,868	3,771,411	3,279,696	9,064,975
Gross Profit	3,384,460	5,093,711	5,763,005	14,241,176
Gross Profit %	62.7%	57.5%	63.7%	61.1%
Personnel Costs	1,613,258	1,752,262	1,424,868	4,790,388
Communication Costs	176,432	140,669	134,306	451,407
Marketing & Sales Costs	15,219	28,089	66,568	109,876
Operational Costs	359,068	462,632	391,181	1,212,881
Administration Costs	102,928	77,370	92,823	273,121
Total Direct Controllable Expenses	2,266,905	2,461,022	2,109,746	6,837,673
Occupancy Costs	163,043	140,990	131,495	435,528
Total Expenses	2,429,948	2,602,012	2,241,241	7,273,201
EBITDA	954,512	2,491,699	3,521,764	6,967,975
Interest Paid & Finance Charges	493,541	479,551	507,432	1,480,524
Depreciation	202,785	233,306	237,976	674,067
Interest Received	(58,288)	(47,596)	(36,419)	(142,303)
Net Profit Before Tax	316,474	1,826,438	2,812,775	4,955,687
Taxation	88,613	511,402	787,576	1,387,591
Other Adjustment	-	-	-	-
Net Income	227,861	1,315,036	2,025,199	3,568,096

	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
BALANCE SHEET				
ASSETS				
Trademark and Intellectual Property	-	-	-	
Property, Plant and Equiment	3,349,375	4,248,538	4,274,635	
Deferred Taxes	27,408,370	26,977,695	26,190,119	
Finance Lease Receivables	2,600,741	2,395,745	2,395,745	
Non-current assets	33,358,486	33,621,978	32,860,499	
Stock	6,207,557	6,270,696	3,968,766	
Finance Lease Receivables	449,116	365,802	365,802	
Sundry Debtors	15,471	40,873	66,005	
Prepaid Expenses	164,970	142,333	119,697	
Accounts Receivable	10,922,166	12,920,209	12,781,780	
Deposits	242,610	242,610	242,610	
Bank and Cash	15,743,620	12,462,599	11,177,353	
Current Assets	33,745,510	32,445,122	28,722,013	
	CT 400 000	66 067 100	61,582,512	
Total Assets EQUITY AND LIABILITIES Share Capital	67,103,996 1,961	<u>66,067,100</u> 1,961	1,961	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution	1,961 - -	1,961 - -	1,961 - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period	1,961 - - (72,279,946)	1,961 - - (71,172,495)	1,961 - - (69,147,297)	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves	1,961 - -	1,961 - -	1,961 - -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period	1,961 - - (72,279,946)	1,961 - - (71,172,495)	1,961 - - (69,147,297)	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds	1,961 - (72,279,946) (72,277,985) - (72,277,985)	1,961 - - (71,172,495) (71,170,534) -	1,961 - - (69,147,297) (69,145,336) -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans	1,961 - (72,279,946) (72,277,985) - (72,277,985)	1,961 - (71,172,495) (71,170,534) - (71,170,534)	1,961 - (69,147,297) (69,145,336) - (69,145,336)	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan	1,961 - (72,279,946) (72,277,985) - (72,277,985)	1,961 - - (71,172,495) (71,170,534) -	1,961 - - (69,147,297) (69,145,336) -	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders	1,961 (72,279,946) (72,277,985) (72,277,985) (72,277,985)	1,961 - (71,172,495) (71,170,534) - (71,170,534) - 110,578,357	1,961 - (69,147,297) (69,145,336) - (69,145,336) - 111,085,664	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities	1,961 	1,961 - (71,172,495) (71,170,534) - (71,170,534) - 110,578,357 110,578,357	1,961 - (69,147,297) (69,145,336) - (69,145,336) - (69,145,336) - 111,085,664 111,085,664	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable	1,961 	1,961 - (71,172,495) (71,170,534) - (71,170,534) - 110,578,357 110,578,357	1,961 - (69,147,297) (69,145,336) - (69,145,336) - (69,145,336) - 111,085,664 111,085,664	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft	1,961 	1,961 - (71,172,495) (71,170,534) - (71,170,534) - 110,578,357 110,578,357	1,961 - (69,147,297) (69,145,336) - (69,145,336) - (69,145,336) - 111,085,664 111,085,664	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan Income Received in Advance	1,961 - (72,279,946) (72,277,985) - (72,277,985) - (72,277,985) - 110,099,173 110,099,173 110,099,173 110,099,173 - - - - - - - - - - - - - - - - - - -	1,961 - (71,172,495) (71,170,534) - (71,170,534) - (71,170,534) - 110,578,357 110,578,357 110,578,357 - - - - - - - - - - - - - - - - - - -	1,961 - (69,147,297) (69,145,336) - (69,145,336) - (69,145,336) - 111,085,664 111,085,664 2,407,178 - 11,642,580	
EQUITY AND LIABILITIES Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans Total Shareholders' Funds Instalment Sale Agreements and Medium Term Loan Loans from Shareholders Non-current Liabilities Accounts Payable Bank Overdraft Instalment Sale Agreements & Medium Term Loan	1,961 - (72,279,946) (72,277,985) - (72,277,985) - (72,277,985) - 110,099,173 110,099,173 110,099,173 - -	1,961 - (71,172,495) (71,170,534) - (71,170,534) - (71,170,534) - 110,578,357 110,578,357 7,479,292 - -	1,961 - (69,147,297) (69,145,336) - (69,145,336) - (69,145,336) - 111,085,664 111,085,664 2,407,178 -	

	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
CASH FLOW				
Cash from Operating Activities				
Cash generated by Operations	954,514	2,491,697	3,521,763	6,967,974
Interest Income	58,288	47,596	36,419	142,303
Finance Charges	(493,540)	(479,552)	(507,432)	(1,480,524)
Changes in Working Capital	(3,117,229)	(4,687,479)	(4,579,230)	(12,383,938)
Interest Paid	-	-	-	-
Net Cash from Operating Activities	(2,597,967)	(2,627,738)	(1,528,480)	(6,754,185)
Cash (to) / from Investing Activities (Increase)/ Decrease in Fixed Assets Net cash to Investing Activities	(239,711) (239,711)	(1,132,469)	(264,073) (264,073)	(1,636,253) (1,636,253)
Net cash to investing Activities	(235,711)	(1,132,403)	(204,073)	(1,030,233)
Cash Flow from Financing Activities				
(Increase)/ Decrease in Shareholders' Funds	(1,013,144)	479,184	507,307	(26,653)
(Increase)/ Decrease in Instalment Sales Agreements	-	-	-	-
Net Cash from Financing Activities	(1,013,144)	479,184	507,307	(26,653)
Total Cash Movement for the month	(3,850,822)	(3,281,023)	(1,285,246)	(8,417,091)
Cash @ the beginning of the year	15,743,620	12,462,599	11,177,353	39,383,572
Total Cash @ the end of the year	11,892,798	9,181,576	9,892,107	30,966,481
Check Overdraft	11,892,798	9,181,576	9,892,107	30,966,481

	Month 10 FY 1 Mont	th 11 FY 1 Month	12 FY 1 Q	4 FY 1	FY 1	Month 1 FY 2 M	lonth 2 FY 2 Mon	th 3 FY 2 Q1 I	FY 1
INCOME STATEMENT									
Slot Sales									
Content									
Hardware									
Installation									
Scheduling									
Software									
Data									
Subscriptions									
Field Operations									
Total Sales	-	-	-	-	- 0	-	-	-	-
COGS									
Hardware Costs									
Gross Profit	-	-	-	-	-	-	-	-	-
Gross Profit %									
Personnel Costs									
Communication Costs									
Marketing & Sales Costs									
Operational Costs									
Administration Costs									
Total Direct Controllable Expenses	-	-	-	-	-	-	-	-	-
Occupancy Costs									
Total Expenses	-	-	-	-	-	-	-	-	-
EBITDA		-	-	-	-	-	-	-	-
Interest Paid & Finance Charges									
Depreciation									
Interest Received									
Net Profit before tax	-	-	-	·	-	-	-	-	-
Taxation									
Other Adjustment									
Net Income	-	-	-	·	-	-	-	-	-

	Month 10 FY 1 N	lonth 11 FY 1	Month 12 FY 1	Q4 FY 1	FY 1	Month 1 FY 2	Month 2 FY 2 M	onth 3 FY 2	Q1 FY 1
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets	-	-	-	-	-	-	-	-	-
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Deposits									
Bank and Cash									
Current Assets	-	-	-	-	-	-	-	-	-
Total Assets	-	-	-	-	-	-	-	-	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period									
Share Capital & Reserves	-	-	-	-	-	-	-	-	-
Shareholders Loans									
Total Shareholders' Funds	-	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loar	1								
Non-current liabilities	-	-	-	-	-	-	-	-	-
Accounts Payable									
Bank Overdraft									
Instalment Sale Agreements & Medium Term Loan									
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities	-	-	-	-	-	-	-	-	-
Total Liabilities and Equity	-	-	-	-		-	-	-	-

	Month 10 FY 1 Month 1	L1 FY 1 Month 1	2 FY 1 Q4	FY 1	FY 1	Month 1 FY 2	Month 2 FY 2	Month 3 FY 2	Q1 FY 1
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations									
Interest Income									
Finance Charges									
Changes in Working Capital									
Interest Paid									
Net Cash from Operating Activities	-	-	-	-	-	-	-	-	-
Carly (A.) / formation Articitian									
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets									
Net Cash to Investing Activities	-	-	-	<u> </u>			-	-	-
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds									
(Increase)/ Decrease in Instalment Sales Agreements	s and Medium Term Loan								
Net Cash from Financing Activities	-	-	-	-		-	-	-	-
Total Cash movement for the year									
Cash @ the beginning of the year									
Total Cash @ the end of the year		-	-	-			-	-	
Check Overdraft	-	-	-	-	-	-	-	-	-

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
INCOME STATEMENT								
Slot Sales								-
Content								-
Hardware								-
Installation								-
Scheduling								-
Software								-
Data								-
Subscriptions								-
Field Operations								-
Total Sales		-	-			-	-	
COGS								
Hardware Costs								-
Gross Profit								
Gross Profit %								
Personnel Costs Communication Costs Marketing & Sales Costs Operational Costs Administration Costs								
Total Direct Controllable Expenses	-	-	-	-	-	-	-	-
Occupancy Costs								-
Total Expenses	-	-	-	-	-	-	-	-
EBITDA	-	-	-	-	-	-	-	-
Interest Paid & Finance Charges								-
Depreciation								-
Interest Received								-
Net Profit before tax	-	-	-	-	-	-	-	-
Taxation								-
Other Adjustment								-
Net Income	-	-	-	-	-	-	-	-

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets	-	-	-	-	-	-	-	
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Deposits								
Bank and Cash								
Current Assets	-	-	-	-	-	-	-	
Total Assets	-	-	-	-	-	-	-	
Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period								
Share Capital & Reserves	-	-	-	-	-	-	-	
Shareholders Loans								
Total Shareholders' Funds	-	-	-	-	-	-	-	
Instalment Sale Agreements and Medium Term Loan								
Non-current liabilities	-	-	-	-	-	-	-	
Accounts Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium Term Loan								
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities	-	-	-	-	-	-	-	
current Liabilities								

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY	2 Month 8 FY	2 Month 9 FY 2	Q3 FY 2
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations								-
Interest Income								-
Finance Charges								-
Changes in Working Capital								-
Interest Paid								-
Net Cash from Operating Activities	-		-	-		-		-
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets								-
Net Cash to Investing Activities	-	-	-	-		-		-
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds								
(Increase)/ Decrease in Instalment Sales Agreement:	5							_
Net Cash from Financing Activities	-	-	-	-	-	-		-
Total Cash movement for the year				-				-
Cash @ the beginning of the year								-
Total Cash @ the end of the year	-	-	-	-		-		-
Check Overdraft	-	-	-	-		-		-

	Month 10 FY 2 Month	11 FY 2 Month 12 F	Y 2 Q4 FY 2	FY 2	Month 1 FY 3 Month 2 FY 3 Month 3 FY 3	Q1 FY 3
INCOME STATEMENT						
Slot Sales						
Content						
Hardware						
Installation						
Scheduling						
Software						
Data						
Subscriptions						
Field Operations						
Total Sales		-		-		
COGS						
Hardware Costs						
Gross Profit	-	-		-		
Gross Profit %						
Personnel Costs						
Communication Costs						
Marketing & Sales Costs						
Operational Costs						
Administration Costs						
Total Direct Controllable Expenses	-	-		-		
Occupancy Costs						
Total Expenses	-	-		-		
EBITDA	-	-		-		
Interest Paid & Finance Charges						
Depreciation						
Interest Received						
Net Profit before tax	-	-		-		
Taxation						
Other Adjustment						
Net Income	-	-		-		

	Month 10 FY 2 Mon	th 11 FY 2 Mont	h 12 FY 2 Q4	FY 2	FY 2	Month 1 FY 3 M	onth 2 FY 3 Montl	h 3 FY 3 Q1	1 FY 3
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets	-	-	-	-	-	-	-	-	
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Deposits									
Bank and Cash									
Current Assets	-	-	-	-	-	-	-	-	-
Total Assets	-	-	-	-	-	-	-	-	-
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period									
Share Capital & Reserves	-	-	-	-	-	-	-	-	
Shareholders Loans									
Total Shareholders' Funds	-	-	-	-	-	-	-	-	
Instalment Sale Agreements and Medium Term Loan	ı								
Non-current liabilities	-	-	-	-	-	-	-	-	
Accounts Payable									
Bank Overdraft									
Instalment Sale Agreements & Medium Term Loan									
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities	-	-	-	-	-	-	-	-	-
Total Liabilities and Equity		-	-				_		

	Month 10 FY 2 Mont	h 11 FY 2 Month	12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3	Month 3 FY 3	Q1 FY 3
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations									
Interest Income									
Finance Charges									
Changes in Working Capital									
Interest Paid									
Net Cash from Operating Activities	-	-	-	-	-		-	-	-
Carly (A.) / formation A structure									
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets									
Net Cash to Investing Activities	-	•	-	-			-	-	-
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds									
(Increase)/ Decrease in Instalment Sales Agreements	5								
Net Cash from Financing Activities	-		-	-	-		-	-	-
Total Cash movement for the year				-					
Cash @ the beginning of the year									
Total Cash @ the end of the year	-	-	-	-			-	-	-
Check Overdraft	-	-	-	-	-	-	-	-	-

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
INCOME STATEMENT								
Slot Sales								
Content								
Hardware								
Installation								
Scheduling								
Software								
Data								
Subscriptions								
Field Operations								
Total Sales								
COGS								
Hardware Costs								
Gross Profit								
Gross Profit %								
Personnel Costs								
Communication Costs								
Marketing & Sales Costs								
Operational Costs								
Administration Costs								
Total Direct Controllable Expenses								
Occupancy Costs								
Total Expenses								
EBITDA								
Interest Paid & Finance Charges								
Depreciation								
Interest Received								
Net Profit before tax								
Taxation								
Other Adjustment								
Net Income								

	Month 4 FY 3 Mont	th 5 FY 3 Month	6 FY 3 Q2 FY	3	Month 7 FY 3 Mont	h 8 FY 3 Mon	th 9 FY 3	Q3 FY 3
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								-
Property, Plant and Equiment								-
Deferred Taxes								-
Non-current Assets	-	-	-	-	-	-	-	-
Stock								-
Sundry Debtors								-
Prepaid Expenses								-
Accounts Receivable								-
Deposits								-
Bank and Cash								-
Current Assets	-	-	-	-	-	-	-	-
Total Assets	-	-	-	-	-	-	-	-
Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans			-	-		-	-	
Total Shareholders' Funds	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loan	I							-
Non-current liabilities	-	-	-	-	-	-	-	-
Accounts Payable								
Bank Overdraft								-
Instalment Sale Agreements & Medium Term Loan								-
Income Received in Advance								-
Sundry Creditors/Accruals & VAT								-
Current Liabilities	-	-	-	-	-	-	-	-
Total Liabilities and Equity	-	-	-	-		-	-	-

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations								-
Interest Income								-
Finance Charges								-
Changes in Working Capital								
Interest Paid								-
Net Cash from Operating Activities	-	-	-	-		-	-	-
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets								-
Net Cash to Investing Activities	-	-	-	-	-	-	-	-
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds								
(Increase)/ Decrease in Instalment Sales Agreements	-							-
Net Cash from Financing Activities	<u>.</u>	-	-			-		-
Net Cash from Financing Activities				-		-		
Total Cash movement for the year				-				-
Cash @ the beginning of the year								-
Total Cash @ the end of the year	-	-	-	-	-	-	-	-
Check Overdraft	-	-	-	-	-	-	-	-

	Month 10 FY 3 M	onth 11 FY 3 Month 12 FY 3	3 Q4 FY 3	FY 3
INCOME STATEMENT				
Slot Sales				
Content				
Hardware				
Installation				
Scheduling				
Software				
Data				
Subscriptions				
Field Operations				
Total Sales				
COGS				
Hardware Costs				
Gross Profit				
Gross Profit %				
Personnel Costs				
Communication Costs				
Marketing & Sales Costs				
Operational Costs				
Administration Costs				
Total Direct Controllable Expenses				
Occupancy Costs				
Total Expenses				
EBITDA				
Interest Paid & Finance Charges				
Depreciation				
Interest Received				
Net Profit before tax				
Taxation				
Other Adjustment				
Net Income				-

	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3	Q4 FY 3	FY 3
BALANCE SHEET					
ASSETS					
Trademark and Intellectual Property					
Property, Plant and Equiment					
Deferred Taxes					
Non-current Assets	-	-	-	-	
Stock					
Sundry Debtors					
Prepaid Expenses					
Accounts Receivable					
Deposits					
Bank and Cash					
Current Assets	-	-	-	-	
Total Assets	-	-	-	-	
EQUITY AND LIABILITIES					
Share Capital					
Non-Distributable Reserve					
Shareholders Contribution					
Retained Income/(Loss) for Period					
Share Capital & Reserves	-	-	-	-	
Shareholders Loans					
Total Shareholders' Funds	-	-	-	-	
Instalment Sale Agreements and Medium Term Loan					
Non-current liabilities	-	-	-	-	
Accounts Payable					
Bank Overdraft					
Instalment Sale Agreements & Medium Term Loan					
Income Received in Advance					
Sundry Creditors/Accruals & VAT					
Current Liabilities	-	-	-	-	
Total Liabilities and Equity	-	-			

	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3	Q4 FY 3	FY 3
CASH FLOW					
Cash from Operating Activities					
Cash generated by Operations					
Interest Income					
Finance Charges					
Changes in Working Capital					
Interest Paid					
Net Cash from Operating Activities		-	-	-	
Cash (to) / from Investing Activities					
(Increase)/ Decrease in Fixed Assets					
Net Cash to Investing Activities	-	-	-	-	
Cash Flow from Financing Activities					
(Increase)/ Decrease in Shareholders' Funds					
(Increase)/ Decrease in Instalment Sales Agreements	5				
Net Cash from Financing Activities	-	-	-	-	
Total Cash movement for the year					
Cash @ the beginning of the year					
Fotal Cash @ the end of the year	-		-	-	

	Month 10 FY 1 Mont	h 11 FY 1 Month	12 FY 1 Q	4 FY 1	FY 1	Month 1 FY 2 M	Ionth 2 FY 2 Mon	th 3 FY 2 Q1	FY 1
INCOME STATEMENT									
Slot Sales									
Content									
Hardware									
Installation									
Scheduling									
Software									
Data									
Subscriptions									
Field Operations									
Total Sales	-	-	-	-	- 0	-	-	-	-
COGS									
Hardware Costs									
Gross Profit	-	-	-	-	-	-	-	-	-
Gross Profit %									
Personnel Costs									
Communication Costs									
Marketing & Sales Costs									
Operational Costs									
Administration Costs									
Total Direct Controllable Expenses	-	-	-	-	-	-	-	-	-
Occupancy Costs									
Total Expenses	-	-	-	-	-	-	-	-	-
EBITDA		-	-	-	-	-	-	-	-
Interest Paid & Finance Charges									
Depreciation									
Interest Received									
Net Profit before tax	-	-	-	·	-	-	-	-	-
Taxation									
Other Adjustment									
Net Income	-	-	-		-	-	-	-	-
	Month 10 FY 1 N	lonth 11 FY 1	Month 12 FY 1	Q4 FY 1	FY 1	Month 1 FY 2	Month 2 FY 2 M	onth 3 FY 2	Q1 FY 1
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BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets	-	-	-	-	-	-	-	-	-
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Deposits									
Bank and Cash									
Current Assets	-	-	-	-	-	-	-	-	-
Total Assets	-	-	-	-	-	-	-	-	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period									
Share Capital & Reserves	-	-	-	-	-	-	-	-	-
Shareholders Loans									
Total Shareholders' Funds	-	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loar	1								
Non-current liabilities	-	-	-	-	-	-	-	-	-
Accounts Payable									
Bank Overdraft									
Instalment Sale Agreements & Medium Term Loan									
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities	-	-	-	-	-	-	-	-	-
Total Liabilities and Equity	-	-	-	-		-	-	-	-

	Month 10 FY 1 Month 1	L1 FY 1 Month 1	2 FY 1 Q4	FY 1	FY 1	Month 1 FY 2	Month 2 FY 2	Month 3 FY 2	Q1 FY 1
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations									
Interest Income									
Finance Charges									
Changes in Working Capital									
Interest Paid									
Net Cash from Operating Activities	-	-	-	-	-	-	-	-	-
Carly (A.) / formation Articitian									
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets									
Net Cash to Investing Activities	-	-	-	<u> </u>			-	-	-
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds									
(Increase)/ Decrease in Instalment Sales Agreements	s and Medium Term Loan								
Net Cash from Financing Activities	-	-	-	-		-	-	-	-
Total Cash movement for the year									
Cash @ the beginning of the year									
Total Cash @ the end of the year		-	-	-			-	-	
Check Overdraft	-	-	-	-	-	-	-	-	-

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
INCOME STATEMENT								
Slot Sales								-
Content								-
Hardware								-
Installation								-
Scheduling								-
Software								-
Data								-
Subscriptions								-
Field Operations								-
Total Sales		-	-			-	-	
COGS								
Hardware Costs								-
Gross Profit								
Gross Profit %								
Personnel Costs Communication Costs Marketing & Sales Costs Operational Costs Administration Costs								
Total Direct Controllable Expenses	-	-	-	-	-	-	-	-
Occupancy Costs								-
Total Expenses	-	-	-	-	-	-	-	-
EBITDA	-	-	-	-	-	-	-	-
Interest Paid & Finance Charges								-
Depreciation								-
Interest Received								-
Net Profit before tax	-	-	-	-	-	-	-	-
Taxation								-
Other Adjustment								-
Net Income	-	-	-	-	-	-	-	-

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY 2	Month 8 FY 2	Month 9 FY 2	Q3 FY 2
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets	-	-	-	-	-	-	-	
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Deposits								
Bank and Cash								
Current Assets	-	-	-	-	-	-	-	
Total Assets	-	-	-	-	-	-	-	
Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period								
Share Capital & Reserves	-	-	-	-	-	-	-	
Shareholders Loans								
Total Shareholders' Funds	-	-	-	-	-	-	-	
Instalment Sale Agreements and Medium Term Loan								
Non-current liabilities	-	-	-	-	-	-	-	
Accounts Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium Term Loan								
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities	-	-	-	-	-	-	-	
current Liabilities								

	Month 4 FY 2	Month 5 FY 2	Month 6 FY 2	Q2 FY 2	Month 7 FY	2 Month 8 FY	2 Month 9 FY 2	Q3 FY 2
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations								-
Interest Income								-
Finance Charges								-
Changes in Working Capital								-
Interest Paid								-
Net Cash from Operating Activities	-		-	-		-		-
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets								-
Net Cash to Investing Activities	-	-	-	-		-		-
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds								
(Increase)/ Decrease in Instalment Sales Agreement:	5							_
Net Cash from Financing Activities	-	-	-	-	-	-		-
Total Cash movement for the year				-				-
Cash @ the beginning of the year								-
Total Cash @ the end of the year	-	-	-	-		-		-
Check Overdraft	-	-	-	-		-		-

	Month 10 FY 2 Month 11 FY 2 Month 12 FY 2 Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3	Month 3 FY 3	Q1 FY 3
INCOME STATEMENT						
Slot Sales			65,000	65,000	65,000	195,000
Content			16,500	16,500	16,500	49,500
Hardware			2,395,557	2,395,557	2,395,557	7,186,671
Installation			-	-	-	-
Scheduling			196,261	196,261	196,261	588,783
Software			-	-	-	-
Data			145,944	145,944	145,944	437,832
Subscriptions			1,208,657	1,208,657	1,208,657	3,625,971
Field Operations			1,260,966	1,260,966	1,260,966	3,782,898
Total Sales			5,288,885	5,288,885	5,288,885	15,866,655
COGS						
Hardware Costs			1,675,542	1,675,542	1,675,542	5,026,626
Gross Profit			3,613,343	3,613,343	3,613,343	10,840,029
Gross Profit %			68.3%	68.3%	68.3%	<i>68.3%</i>
Personnel Costs			1,740,635	1,740,635	1,740,635	5,221,905
Communication Costs			188,050	188,050	188,050	564,150
Marketing & Sales Costs			38,000	38,000	38,000	114,000
Operational Costs			450,500	450,500	450,500	1,351,500
Administration Costs			148,100	148,100	148,100	444,300
Total Direct Controllable Expenses			2,565,285	2,565,285	2,565,285	7,695,855
Occupancy Costs			162,088	162,088	162,088	486,264
Total Expenses			2,727,373	2,727,373	2,727,373	8,182,119
EBITDA			885,970	885,970	885,970	2,657,910
Interest Paid & Finance Charges			43,166	43,166	43,166	129,498
Depreciation			409,734	409,734	409,734	1,229,202
Interest Received			-	-	-	-
Net Profit before tax	· · ·		433,070	433,070	433,070	1,299,210
Taxation			86,532	86,532	86,532	259,596
Other Adjustment			-	-	-	-
Net Income			346,538	346,538	346,538	1,039,614

	Month 10 FY 2 Month 11	FY 2 Month	12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3 Mon	th 3 FY 3 Q1 FY 3
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets	-	-	-	-	-	-	-	-
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Deposits								
Bank and Cash								
Current Assets	-	-	-	-	-	-	-	
Total Assets	-	-	-	-	-	-	-	
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period								
Share Capital & Reserves	-	-	-	-	-	-	-	-
Shareholders Loans								
Total Shareholders' Funds	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loan	1							
Non-current liabilities	-	-	-	-	-	-	-	-
Accounts Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium Term Loan								
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities	-	-	-	-	-	-	-	
Total Liabilities and Equity								

	Month 10 FY 2	Month 11 FY 2	Month 12 FY 2	Q4 FY 2	FY 2	Month 1 FY 3	Month 2 FY 3 M	onth 3 FY 3	Q1 FY 3
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations									
Interest Income									
Finance Charges									
Changes in Working Capital									
Interest Paid									
Net Cash from Operating Activities	-	-	-	-		-	-	-	-
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets									
Net Cash to Investing Activities	-								
Her cash to investing Activities									
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds									
(Increase)/ Decrease in Instalment Sales Agreements	5								
Net Cash from Financing Activities	-	-	-	-	-		-	-	-
Total Cash movement for the year									
Cash @ the beginning of the year									
Total Cash @ the end of the year	-	-	-	-			-	-	-
Check Overdraft	-	-	-	-	-	-	-	-	-

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
INCOME STATEMENT							<u> </u>	
Slot Sales	65,000	65,000	75,000	205,000	75,000	75,000	75,000	225,000
Content	16,500	16,500	16,500	49,500	16,500	16,500	16,500	49,500
Hardware	3,592,499	3,869,119	2,812,233	10,273,851	3,016,003	3,733,325	4,743,045	11,492,373
Installation	-	-	-	-	-	-	-	-
Scheduling	196,261	196,261	196,261	588,783	196,261	196,261	193,976	586,498
Software	-	-	-	-	-	-	-	-
Data	145,944	145,944	145,944	437,832	145,944	145,944	145,944	437,832
Subscriptions	1,208,657	1,208,657	1,208,657	3,625,971	1,208,657	1,208,657	834,718	3,252,032
Field Operations	1,338,115	1,771,933	1,382,743	4,492,791	1,408,743	1,628,156	1,638,243	4,675,142
Total Sales	6,562,976	7,273,414	5,837,338	19,673,728	6,067,108	7,003,843	7,647,426	20,718,377
COGS								
Hardware Costs	2,512,324	2,705,419	1,965,060	7,182,803	2,107,160	2,608,746	3,315,011	8,030,917
Gross Profit	4,050,652	4,567,995	3,872,278	12,490,925	3,959,948	4,395,097	4,332,415	12,687,460
Gross Profit %	61.7%	62.8%	66.3%	63.5%	65.3%	62.8%	56.7%	61.2%
Personnel Costs	1,738,891	1,750,051	1,751,994	5,240,936	1,767,168	1,768,000	1,775,146	5,310,314
Communication Costs	188,050	188,051	188,050	564,151	188,051	188,050	188,050	564,151
Marketing & Sales Costs	63,000	38,000	81,000	182,000	38,000	118,000	38,000	194,000
Operational Costs	450,500	450,500	450,500	1,351,500	450,500	450,500	450,500	1,351,500
Administration Costs	148,100	149,100	123,100	420,300	108,100	108,100	123,100	339,300
Total Direct Controllable Expenses	2,588,541	2,575,702	2,594,644	7,758,887	2,551,819	2,632,650	2,574,796	7,759,265
Occupancy Costs	162,088	162,088	162,088	486,264	162,088	163,357	163,357	488,802
Total Expenses	2,750,629	2,737,790	2,756,732	8,245,151	2,713,907	2,796,007	2,738,153	8,248,067
EBITDA	1,300,023	1,830,205	1,115,546	4,245,774	1,246,041	1,599,090	1,594,262	4,439,393
Interest Paid & Finance Charges	41,986	41,389	40,788	124,163	40,182	39,572	38,958	118,712
Depreciation	409,734	409,734	409,734	1,229,202	409,734	409,734	409,734	1,229,202
Interest Received				-	-	-		-
Net Profit before tax	848,303	1,379,082	665,024	2,892,409	796,125	1,149,784	1,145,570	3,091,479
Taxation	202,798	351,417	151,481	705,696	188,189	287,213	390,213	865,615
Other Adjustment				-	-	-		-
Net Income	645,505	1,027,665	513,543	2,186,713	607,936	862,571	755,357	2,225,864

	Month 4 FY 3 Mont	th 5 FY 3 Month	6 FY 3 Q2 FY 3	Ν	Nonth 7 FY 3 Mon	th 8 FY 3 Mon	th 9 FY 3	Q3 FY 3
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								-
Non-current Assets	-	-	-		-	-	-	-
Stock								-
Sundry Debtors								-
Prepaid Expenses								-
Accounts Receivable								-
Deposits								-
Bank and Cash								-
Current Assets	-	-	-	-	-	-	-	-
Total Assets	-	-	-	-	-	-	-	-
Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period Share Capital & Reserves Shareholders Loans					-	-	-	
Total Shareholders' Funds	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loan	I							-
Non-current liabilities	-	-	-	-	-	-	-	-
Accounts Payable								
Bank Overdraft								-
Instalment Sale Agreements & Medium Term Loan								-
Income Received in Advance								-
Sundry Creditors/Accruals & VAT								
Current Liabilities	-	-	-	-	-	-	-	
Total Liabilities and Equity	-	-	-		-		-	

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Q3 FY 3
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations								
Interest Income								-
Finance Charges								-
Changes in Working Capital								-
Interest Paid								-
Net Cash from Operating Activities	-	-	-	-		-	-	-
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets								-
Net Cash to Investing Activities	-	-	-	-	-	-	-	-
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds								
(Increase)/ Decrease in Instalment Sales Agreements	-							-
Net Cash from Financing Activities	<u>.</u>	-	-			-		-
Net Cash from Financing Activities				-		-		
Total Cash movement for the year				-				
Cash @ the beginning of the year								-
Total Cash @ the end of the year	-	-	-	-	-	-	-	-
Check Overdraft	-	-	-	-	-	-	-	-

	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3	Q4 FY 3	FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4
INCOME STATEMENT									
Slot Sales	75,000	75,000	75,000	225,000		93,500	93,500	93,500	280,500
Content	16,500	16,500	16,500	49,500		122,845	139,800	146,271	408,916
Hardware	3,950,667	4,359,589	4,834,709	13,144,965		6,906,404	4,797,057	3,561,641	15,265,102
Installation	-	-	-	-		278,644	240,387	536,745	1,055,776
Scheduling	193,976	193,976	193,976	581,928		-	-	-	-
Software	-	-	-	-		-	-	-	-
Data	145,944	145,944	145,944	437,832		-	-	-	-
Subscriptions	834,718	834,718	834,718	2,504,154		127,120	175,095	210,824	513,039
Field Operations	1,681,211	1,716,486	1,754,534	5,152,231		1,743,638	1,863,538	1,883,288	5,490,464
Total Sales	6,898,016	7,342,213	7,855,381	22,095,610		9,272,151	7,309,377	6,432,269	23,013,797
COGS									
Hardware Costs	2,759,807	3,045,514	3,377,559	9,182,880		4,834,483	3,357,940	2,493,149	10,685,572
Gross Profit	4,138,209	4,296,699	4,477,822	12,912,730		4,437,668	3,951,437	3,939,120	12,328,225
Gross Profit %	60.0%	58.5%	57.0%	58.4%		47.9%	54.1%	61.2%	53.6%
Personnel Costs	1,787,164	1,810,835	1,807,107	5,405,106		1,616,168	1,627,578	1,647,690	4,891,436
Communication Costs	188,049	188,049	188,049	564,147		156,180	156,180	156,180	468,540
Marketing & Sales Costs	38,000	38,000	63,000	139,000		24,959	24,959	24,959	74,877
Operational Costs	450,500	450,500	450,500	1,351,500		369,906	369,906	369,906	1,109,718
Administration Costs	108,100	113,100	123,100	344,300		96,863	176,863	181,863	455,589
Total Direct Controllable Expenses	2,571,813	2,600,484	2,631,756	7,804,053		2,264,076	2,355,486	2,380,598	7,000,160
Occupancy Costs	163,357	163,357	163,357	490,071		159,223	165,070	165,070	489,363
Total Expenses	2,735,170	2,763,841	2,795,113	8,294,124		2,423,299	2,520,556	2,545,668	7,489,523
EBITDA	1,403,039	1,532,858	1,682,709	4,618,606		2,014,369	1,430,881	1,393,452	4,838,702
Interest Paid & Finance Charges	38,339	37,716	37,088	113,143		569,783	522,104	479,021	1,570,908
Depreciation	409,734	409,734	409,734	1,229,202		281,641	281,641	281,641	844,923
Interest Received	-			-				-	-
Net Profit before tax	954,966	1,085,408	1,235,887	3,276,261		1,162,945	627,136	632,790	2,422,871
Taxation	336,843	373,367	415,501	1,125,711		325,625	175,598	177,182	678,405
Other Adjustment				-				-	-
Net Income	618,123	712,041	820,386	2,150,550		837,320	451,538	455,608	1,744,466

	Month 10 FY 3 Mont	h 11 FY 3 Month	12 FY 3 Q4	FY 3	FY 3	Month 1 FY 4 Mor	th 2 FY 4 Month	1 3 FY 4 Q1	L FY 4
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets	-	-	-	-		-	-	-	-
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Deposits									
Bank and Cash									
Current Assets	-	-	-	-		-	-	-	-
Total Assets	-	-	-	-			-	-	-
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period									
Share Capital & Reserves	-	-	-	-		-	-	-	-
Shareholders Loans									
Total Shareholders' Funds	-	-	-	-		-	-	-	-
Instalment Sale Agreements and Medium Term Loan									
Non-current liabilities	-	-	-	-	<u> </u>	-	-	-	-
Accounts Payable									
Bank Overdraft									
Instalment Sale Agreements & Medium Term Loan									
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities	-	-	-	-		-	-	-	-

	Month 10 FY 3 Month	h 11 FY 3 Month	12 FY 3 Q	4 FY 3	FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4
CASH FLOW									
Cash from Operating Activities									
Cash generated by Operations									
Interest Income									
Finance Charges									
Changes in Working Capital									
Interest Paid									
Net Cash from Operating Activities	-	-	-	-		-	-	-	-
Cash (to) / from Investing Activities									
(Increase)/ Decrease in Fixed Assets									
Net Cash to Investing Activities	-	-	-	-		-	-	-	
Cash Flow from Financing Activities									
(Increase)/ Decrease in Shareholders' Funds									
(Increase)/ Decrease in Instalment Sales Agreement	ts								
Net Cash from Financing Activities	-	-	-	-		-	-	-	-
Total Cash movement for the year									
-				-					-
Cash @ the beginning of the year Total Cash @ the end of the year									<u> </u>
Total cash w the end of the year	-	-	-	-			-	-	
Check Overdraft	-	-	-	-		-	-	-	-

	Manuth A FV A			02.57.4	Month 7 FY 4 Month 8 FY 4 Month 9 FY 4	02.57/4
	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4	Month 7 FY 4 Month 8 FY 4 Month 9 FY 4	Q3 FY 4
INCOME STATEMENT						
Slot Sales	93,500	93,500	93,500	280,500		
Content	141,350	119,340	121,940	382,630		
Hardware	5,244,226	8,400,141	2,037,226	15,681,593		
Installation	251,243	772,993	466,243	1,490,479		
Scheduling	-	-	-	-		
Software		-		-		
Data		-		-		
Subscriptions	258,799	306,774	342,503	908,076		
Field Operations	1,904,578	1,954,265	1,971,745	5,830,588		
otal Sales	7,893,696	11,647,013	5,033,157	24,573,866		
COGS						
Hardware Costs	3,670,958	5,880,099	1,426,058	10,977,115		
iross Profit	4,222,738	5,766,914	3,607,099	13,596,751	· · ·	
Gross Profit %	53.5%	49.5%	71.7%	55.3%		
Personnel Costs	1,656,255	1,664,158	1,668,085	4,988,498		
Communication Costs	156,180	156,180	156,180	468,540		
Marketing & Sales Costs	24,959	24,959	24,959	74,877		
Operational Costs	369,906	369,906	369,906	1,109,718		
Administration Costs	176,863	111,863	96,863	385,589		
otal Direct Controllable Expenses	2,384,163	2,327,066	2,315,993	7,027,222		
Occupancy Costs	165,070	165,070	165,070	495,210		
otal Expenses	2,549,233	2,492,136	2,481,063	7,522,432		
BITDA	1,673,505	3,274,778	1,126,036	6,074,319		
Interest Paid & Finance Charges	499,089	479,021	499,089	1,477,199		
Depreciation	281,641	281,641	281,641	844,923		
Interest Received	-	-	-	-		
let Profit before tax	892,775	2,514,116	345,306	3,752,197		
Taxation	249,977	703,953	96,685	1,050,615		
Other Adjustment	-		-			
Vet Income	642,798	1,810,163	248,621	2,701,582		

	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4	Month 7 FY 4	Month 8 FY 4	Month 9 FY 4	Q3 FY 4
BALANCE SHEET					P	-		
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets	-	-	-	-	-	-	-	-
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Deposits								
Bank and Cash								
Current Assets	-	-	-	-	-		-	-
Total Assets	-	-	-	-	-		-	-
Non-Distributable Reserve Shareholders Contribution Retained Income/(Loss) for Period								
Share Capital & Reserves	-	-	-	-	-	-	-	-
Shareholders Loans								
Total Shareholders' Funds	-	-	-	-	-	-	-	-
Instalment Sale Agreements and Medium Term Loar	I							
Non-current liabilities	-	-	-	-	-	-	-	-
Accounts Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium Term Loan								
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities	-	-	-	-	-		-	-
Total Liabilities and Equity	-	-	-	-	-	-	-	-

	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4	Month 7 FY 4	Month 8 FY 4	Month 9 FY 4	Q3 FY 4
CASH FLOW								
Cash from Operating Activities								
Cash generated by Operations								
Interest Income								
Finance Charges								
Changes in Working Capital								
Interest Paid								
Net Cash from Operating Activities	-	-	-	-	-	-	-	-
Cash (to) / from Investing Activities								
(Increase)/ Decrease in Fixed Assets								
Net Cash to Investing Activities	-	-	-	-	-	-	-	-
Cash Flow from Financing Activities								
(Increase)/ Decrease in Shareholders' Funds								
(Increase)/ Decrease in Instalment Sales Agreement	5							
Net Cash from Financing Activities	-	-	-	-	-	-	-	-
Total Cash movement for the year								
Cash @ the beginning of the year								
Total Cash @ the end of the year	-	-	-	-	-		-	-
Check Overdraft	-	-	-	-	-	-	-	-

	Month 10 FY 4 Month 11 FY 4 Month 12 FY 4 Q4 FY 4	Budgeted FY 4
INCOME STATEMENT		
Slot Sales		1,122,000
Content		1,539,856
Hardware		57,477,707
Installation		6,029,299
Scheduling		
Software		
Data		
Subscriptions		4,343,499
Field Operations		23,695,568
Total Sales		94,207,929
COGS		
Hardware Costs		41,383,949
Gross Profit		52,823,980
Gross Profit %		23.3%
Personnel Costs		20,648,074
Communication Costs		1,874,165
Marketing & Sales Costs		299,505
Operational Costs		4,438,875
Administration Costs		1,602,357
Total Direct Controllable Expenses		28,862,976
Occupancy Costs		1,981,144
Total Expenses	· · · · ·	30,844,120
EBITDA		21,979,860
Interest Paid & Finance Charges		5,970,305
Depreciation		3,379,693
Interest Received		-
Net Profit before tax		12,629,862
Taxation		3,536,361
Other Adjustment		-
Net Income		9,093,501

	Month 10 FY 4 Mor	nth 11 FY 4 Month	12 FY 4 Q4	4 FY 4	Budgeted FY 4
BALANCE SHEET					
ASSETS					
Trademark and Intellectual Property					-
Property, Plant and Equiment					6,430,839
Deferred Taxes					24,488,458
Non-current Assets	-	-	-	-	30,919,297
Stock					3,566,739
Sundry Debtors					-
Prepaid Expenses					-
Accounts Receivable					11,168,718
Deposits					-
Bank and Cash					13,678,165
Current Assets	-	-	-	-	28,413,622
Total Assets	-	-	-	-	59,332,919
EQUITY AND LIABILITIES					
Share Capital					1,961
Non-Distributable Reserve					1,901
Shareholders Contribution					111,083,289
Retained Income/(Loss) for Period					(63,373,304)
Share Capital & Reserves					47,711,946
Shareholders Loans					47,711,540
Total Shareholders' Funds					47,711,946
	-			-	47,711,540
Instalment Sale Agreements and Medium Term L	oan				-
Non-current liabilities	-	-	-	-	-
Accounts Payable					10,525,413
Bank Overdraft					10,323,413
Instalment Sale Agreements & Medium Term Loa	n				
Income Received in Advance					1,095,560
Sundry Creditors/Accruals & VAT					1,055,500
Current Liabilities	-	-	-	-	11,620,973
Total Liabilities and Equity	-	-	-	-	59,332,919

	Month 10 FY 4 Month 11 FY 4 Month 12 FY 4	Q4 FY 4	Budgeted FY 4
CASH FLOW			
Cash from Operating Activities			
Cash generated by Operations			
Interest Income			
Finance Charges			
Changes in Working Capital			
Interest Paid			
Net Cash from Operating Activities		-	-
Cash (to) / from Investing Activities			
(Increase)/ Decrease in Fixed Assets			
Net Cash to Investing Activities		-	-
Cash Flow from Financing Activities			
(Increase)/ Decrease in Shareholders' Funds			
(Increase)/ Decrease in Instalment Sales Agreements			
Net Cash from Financing Activities		-	-
Total Cash movement for the year		-	
Cash @ the beginning of the year			
Total Cash @ the end of the year		-	-
Check Overdraft		-	-

Check Overdraft

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3
					Income Statem	ient				
Slot Sales	0.9%	0.6%	0.9%	0.8%	2.7%	(0.8%)	1.3%	3.7%	0.2%	2.0%
Content	2.8%	3.9%	1.4%	2.7%	1.9%	2.0%	1.9%	2.4%	2.5%	2.8%
Hardware	51.3%	55.8%	58.7%	55.4%	52.1%	51.8%	55.6%	51.7%	66.7%	43.1%
Installation	5.3%	3.8%	4.8%	4.6%	3.3%	3.4%	6.2%	6.2%	6.8%	5.2%
Scheduling	1.7%	1.8%	1.6%	1.7%	1.7%	2.0%	0.8%	0.9%	0.6%	0.7%
Software	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.5%
Data	0.9%	0.9%	0.8%	0.9%	0.9%	1.0%	0.2%	0.2%	0.1%	0.2%
Subscriptions	15.3%	15.6%	14.0%	15.0%	15.3%	17.3%	3.3%	3.5%	2.2%	3.7%
Field Operations	21.7%	17.6%	17.7%	19.0%	22.1%	23.3%	30.6%	31.5%	20.9%	28.9%
Revenue	7,951,124	7,803,355	8,732,331	24,486,810	8,003,664	7,053,207	6,753,446	6,454,153	9,849,772	7,379,678
Growth (m-o-m)						(11.9%)	(4.2%)	(4.4%)	52.6%	(25.1%)
у-о-у	(2.6%)	(2.3%)	51.7%	11.8%	73.8%	26.2%	30.0%	59.0%	116.1%	15.1%
Budget variance	21.2%	7.3%	49.6%	24.5%	31.9%	0.7%	(11.7%)	(6.4%)	34.2%	(6.1%)
EBITDA	2,840,785	2,576,174	3,137,269	8,554,228	2,940,189	785,831	1,656,437	1,360,271	3,161,575	3,611,727
Margin	35.7%	33.0%	35.9%	34.9%	36.7%	11.1%	24.5%	21.1%	32.1%	48.9%
Growth (m-o-m)						(73.3%)	110.8%	(17.9%)	132.4%	14.2%
у-о-у	45.6%	31.4%	101.3%	56.4%	268.2%	(69.0%)	104.5%	111.8%	372.1%	4539.8%
Budget variance	118.5%	40.8%	181.2%	101.5%	136.0%	(50.9%)	3.9%	(3.0%)	106.3%	114.6%
Total Expenses	2,362,175	2,381,260	2,198,440	6,941,875	2,298,738	3,495,754	2,608,674	2,902,020	3,433,835	1,015,299
Growth (m-o-m)						52.1%	(25.4%)	11.2%	18.3%	(70.4%)
у-о-у	(14.4%)	(18.0%)	(8.2%)	(13.8%)	(14.6%)	58.1%	(7.8%)	7.0%	21.7%	(80.4%)
Budget variance	(14.1%)	(13.0%)	(20.3%)	(15.8%)	(15.3%)	25.0%	(4.7%)	6.1%	24.2%	(63.7%)
as % of total sales	29.7%	30.5%	25.2%	28.3%	28.7%	49.6%	38.6%	45.0%	34.9%	13.8%
РВТ	1,893,632	1,656,628	2,189,442	5,739,702	1,984,303	(86,343)	726,564	441,059	2,244,562	2,943,800
Margin	23.8%	21.2%	25.1%	23.4%	24.8%	(1.2%)	10.8%	6.8%	22.8%	39.9%
Growth						(104.4%)	941.5%	(39.3%)	408.9%	31.2%
у-о-у	30.7%	15.3%	112.5%	46.6%	654.9%	(104.4%)	195.4%	357.1%	1974.1%	140.3%
Budget variance	123.2%	20.1%	229.2%	98.4%	149.2%	(107.5%)	(36.6%)	(53.8%)	106.8%	138.2%



	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Month 10 FY 3	Month 11 FY 3	Month 12 FY
Balance Sheet										
Working Capital:										
Days Receivable	49.2	65.6	44.9		48.9	61.9	70.8	69.5	56.5	46.8
Previous Year	40.1	52.1	44.2		51.0	26.8	29.2	32.6	44.1	39.7
Budget (AR)	7012	0212			5110	2010	23.2	52.0		0017
Daagee (Fill)										
Days Payable	72.0	65.8	28.5		48.0	47.2	60.4	73.9	49.2	61.2
Previous Year	88.7	85.2	123.4		155.2	110.9	65.0	128.3	85.6	123.6
Budget (DPO)										
Budger (Br C)										
Days of Inventory	52.9	57.8	32.2		28.8	17.9	18.7	15.5	21.6	39.4
Previous Year	40.0	35.8	78.2		104.3	114.3	66.0	130.2	110.7	110.8
Budget (DOI)										
Capital Structure:										
Debt	-	-	-		-	-	-	184,036	194,806	132,384
Growth								- ,	5.9%	(32.0%
<i>y-o-y</i>	(100.0%)	(100.0%)	(100.0%)		(100.0%)	(100.0%)	(100.0%)	(96.8%)	(96.9%)	(96.6%
Budget variance	()	()	(,		()	()	()	(2000,0)	(2 2 2 2 7 2)	(
budget variance										
Equity	37,878,646	39,977,154	42,112,670		42,447,601	42,534,508	43,966,246	43,226,073	45,399,116	48,736,762
Growth	- ,,		, , ,		, , , , , ,	0.2%	3.4%	(1.7%)	5.0%	7.4%
у-о-у	(42.9%)	(40.4%)	(37.4%)		(36.9%)	(37.8%)	(27.3%)	(28.1%)	(24.2%)	113.1%
Budget variance	(,	()	(0.1.7)		(00000)	(2112)1)	()	()	(=, .,	
Sudget fanance										
D/E										
Current	-	-	-		-	-	-	0.004x	0.004x	0.003>
Previous Year	0.02x	0.04x	0.04x		0.07x	0.07x	0.07x	0.10x	0.10x	0.17x
Budget										
Sudget										
Return on Equity (ROE)										
Current	31.3%	47.1%	44.9%		40.4%	(11.6%)	23.8%	8.8%	42.7%	45.7%
Previous Year	16.5%	19.3%	10.4%		7.3%	25.7%	30.0%	0.6%	2.4%	582.8%
Budget										
Return on Assets (ROA)										
Current	17.6%	26.5%	28.1%		26.8%	(7.7%)	15.8%	5.6%	26.3%	32.3%
Previous Year	11.1%	13.3%	7.6%		5.5%	20.4%	19.1%	0.4%	1.5%	241.5%
Budget	11.1/0	10.070	7.070		5.570	20.70	13.170	0.470	1.570	271.370
budget										
Return on Invested Capital (ROIC)										
Current	60.0%	49.7%	62.4%		56.1%	(2.4%)	19.8%	12.2%	59.1%	72.3%
Previous Year	25.6%	24.8%	17.6%		4.4%	31.9%	4.6%	1.8%	2.0%	55.0%
Budget										

	Month 4 FY 3	Month 5 FY 3	Month 6 FY 3	Q2 FY 3	Month 7 FY 3	Month 8 FY 3	Month 9 FY 3	Month 10 FY 3	Month 11 FY 3	Month 12 FY 3
				C	ash Flow					
CFO	-	(852,703)	2,622,690	1,769,987	(201,433)	412,110	(33,314)	4,124,623	1,884,953	1,931,433
Growth						304.6%	(108.1%)	12481.1%	(54.3%)	2.5%
у-о-у		(62.7%)	(1946.5%)	(172.9%)	(86.6%)	(35.0%)	(100.2%)	(320.4%)	(152.0%)	1700.2%
Budget variance										
CFO as % of EBITDA	0.0%	(33.1%)	83.6%	20.7%	(6.9%)	52.4%	(2.0%)	303.2%	59.6%	53.5%
CFF	-	534,649	559,116	1,093,765	(1,093,764)	498,858	558,825	(1,057,736)	556,957	543,318
CFI	-	-	9	9	(9,307)	(61,868)	(22,168)	(1,564)	(6,986)	(1,733,284)



Month 4 FY 3 Month 5 FY 3 Month 6 FY 3 Q2 FY 3 Month 7 FY 3 Month 8 FY 3 Month 9 FY 3 Month 10 FY 3 Month 11 FY 3 Month 12 FY 3



	Q4 FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
Slot Sales	1.7%	1.2%	1.1%	1.3%	1.2%	1.4%	1.1%	1.8%	1.4%
Content	2.6%	2.3%	2.2%	2.4%	2.3%	3.1%	2.2%	1.9%	2.3%
Hardware	55.2%	63.2%	49.1%	43.6%	53.8%	52.0%	63.8%	64.8%	61.5%
Installation	6.1%	4.9%	6.2%	5.1%	5.3%	5.3%	5.8%	4.3%	5.1%
Scheduling	0.7%	0.6%	0.9%	1.1%	0.8%	1.0%	0.6%	0.6%	0.7%
Software	4.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Data	0.1%	0.1%	0.2%	0.2%	0.2%	0.2%	0.1%	0.1%	0.1%
Subscriptions	3.0%	3.3%	4.9%	5.3%	4.3%	3.9%	3.0%	3.1%	3.3%
Field Operations	26.3%	24.2%	35.5%	41.0%	32.0%	33.0%	23.3%	23.4%	25.6%
Revenue	23,683,603	8,500,943	5,896,505	5,131,012	19,528,460	5,398,328	8,865,122	9,042,701	23,306,151
Growth (m-o-m)		15.2%	(30.6%)	(13.0%)		5.2%	64.2%	2.0%	
у-о-у	57.6%	35.7%	(20.5%)	(38.7%)	(11.5%)	(32.1%)	13.6%	3.6%	(4.8%)
Budget variance	7.2%	(8.3%)	(19.3%)	(20.2%)	(15.1%)	(31.6%)	(23.9%)	79.7%	(5.2%)
BITDA	8,133,573	3,183,419	1,752,582	1,227,910	6,163,911	954,512	2,491,699	3,521,764	6,967,975
Margin	34.3%	37.4%	29.7%	23.9%	31.6%	17.7%	28.1%	38.9%	29.9%
Growth (m-o-m)		(11.9%)	(44.9%)	(29.9%)		(22.3%)	161.0%	41.3%	
у-о-у	559.0%	100.9%	(21.2%)	(46.5%)	1.0%	(66.4%)	(3.3%)	12.3%	(18.5%)
Budget variance	76.1%	58.0%	22.5%	(11.9%)	27.4%	(43.0%)	(23.9%)	212.8%	14.7%
Fotal Expenses	7,351,154	2,313,969	2,265,451	2,246,578	6,825,998	2,429,948	2,602,012	2,241,241	7,273,201
Growth (m-o-m)		127.9%	(2.1%)	(0.8%)		8.2%	7.1%	(13.9%)	
у-о-у	(31.4%)	(17.0%)	(5.0%)	1.7%	(7.5%)	2.9%	9.3%	1.9%	4.8%
Budget variance	(11.4%)	(4.5%)	(10.1%)	(11.7%)	(8.9%)	(4.7%)	4.4%	(9.7%)	(3.3%)
as % of total sales	31.0%	27.2%	38.4%	43.8%	35.0%	45.0%	29.4%	24.8%	31.2%
РВТ	5,629,421	2,499,117	1,088,167	598,734	4,186,018	316,474	1,826,438	2,812,775	4,955,687
Margin	23.8%	29.4%	18.5%	11.7%	21.4%	5.9%	20.6%	31.1%	21.3%
Growth		(15.1%)	(56.5%)	(45.0%)		(47.1%)	477.1%	54.0%	
у-о-у	(651.7%)	120.3%	(39.1%)	(49.3%)	2.0%	(83.3%)	10.3%	28.5%	(13.7%)
Budget variance	71.8%	114.9%	73.5%	(5.4%)	72.8%	(64.6%)	(27.4%)	714.6%	32.1%



	Q4 FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
alance Sheet									
/orking Capital:									
ays Receivable		35.2	62.2	57.5		60.7	43.7	42.4	
Previous Year		54.6	46.1	46.7		49.2	65.6	44.9	
Budget (AR)				-				-	
ays Payable		58.2	99.0	82.8		70.5	59.5	22.0	
Previous Year		87.4	59.0	51.1		72.0	65.8	28.5	
Budget (DPO)									
ays of Inventory		180.8	189.8	194.4		154.1	111.4	117.7	
Previous Year		92.6	62.5	37.5		52.9	57.8	32.2	
Budget (DOI)									
Dudget(DOI)									
apital Structure:									
ebt		-	-	_		-	-	_	
Growth		(100.0%)	NA	NA		NA	NA	NA	
у-о-у		(100.0%)	(100.0%)	NA		NA	NA	NA	
Budget variance		(2001070)	(1001070)						
Daageevananee									
quity		45,963,369	37,274,963	38,185,076		(72,277,985)	(71,170,534)	(69,145,336)	
Growth		(5.7%)	(18.9%)	2.4%		(289.3%)	1.5%	2.8%	
<i>y-0-y</i>		27.6%	3.4%	0.8%		(290.8%)	(278.0%)	(264.2%)	
Budget variance						(,	(,		
/ E									
Current		-	-	-		-	-	-	
Previous Year		0.15x	0.15x	-		-	-	-	
Budget									
eturn on Equity (ROE)									
Current		47.0%	25.2%	13.5%		(3.8%)	(22.2%)	(35.1%)	
Previous Year		27.2%	42.9%	27.0%		31.3%	47.1%	44.9%	
Budget									
Daaget									
eturn on Assets (ROA)									
Current		31.7%	15.7%	7.9%		4.1%	23.9%	39.5%	
Previous Year		13.9%	22.0%	15.2%		17.6%	26.5%	28.1%	
Budget		13.370	22.070	13.2/0		17.070	20.370	20.1/0	
Suger									
eturn on Invested Capital (ROIC)									
Current		65.2%	35.0%	18.8%		(5.3%)	(30.8%)	(48.8%)	
Previous Year		32.9%	51.8%	37.4%		60.0%	49.7%	62.4%	
		52.570	51.070	57.475		00.070	-3.770	02.470	

	Q4 FY 3	Month 1 FY 4	Month 2 FY 4	Month 3 FY 4	Q1 FY 4	Month 4 FY 4	Month 5 FY 4	Month 6 FY 4	Q2 FY 4
	ĺ								
CFO	7,941,009	3,704,656	(2,339,102)	8,434,194	9,799,748	(2,597,967)	(2,627,738)	(1,528,480)	(6,754,185)
Growth		91.8%	(163.1%)	460.6%		(130.8%)	(1.1%)	41.8%	
у-о-у	(241.7%)	NA	NA	NA	NA	NA	208.2%	(158.3%)	(481.6%)
Budget variance									
CFO as % of EBITDA	97.6%	116.4%	(133.5%)	686.9%	159.0%	(272.2%)	(105.5%)	(43.4%)	(96.9%)
CFF	42,539	(1,096,424)	(9,471,887)	479,024	(10,089,287)	(1,013,144)	479,184	507,307	(26,653)
CFI	(1,741,834)	(117,222)	(250,555)	(611,731)	(979,508)	(239,711)	(1,132,469)	(264,073)	(1,636,253)



Q4 FY 3 Month 1 FY 4 Month 2 FY 4 Month 3 FY 4 Q1 FY 4 Month 4 FY 4 Month 5 FY 4 Month 6 FY 4 Q2 FY 4













FY 3 FY 3 ■ Days Receivable

FY 3

FY 3

FY 3

FY 3

Return On Assets (ROA)

10 FY 3 11 FY 3 12 FY 3 FY 4 Days Payable Days of Inventory

FY 4

FY 4

FY 4

FY 4

FY 4



Return On Equity (ROE)



Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month Month Month 1 Month 1 Month 2 Month 3 Month 4 Month 5 Month 6







			Monthly /	Analysis - Month	6 FY 4		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 6 FY 4	Month 6 FY 3	Month 6 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	260,167	178,500	193,500	66,667	81,667	34.5%	45.8%
as a % of Total	2.6%	1.8%	2.2%				
Content	188,530	172,820	144,536	43,994	15,710	30.4%	9.1%
as a % of Total	1.9%	1.8%	1.6%				
Hardware	6,013,876	5,343,679	5,461,789	552,087	670,197	10.1%	12.5%
as a % of Total	59.4%	54.9%	60.9%				
Installation	441,982	467,876	512,032	(70,050)	(25,894)	(13.7%)	(5.5%
as a % of Total	4.4%	4.8%	5.7%				
Scheduling	75,600	165,432	101,872	(26,272)	(89,832)	(25.8%)	(54.3%
as a % of Total	0.7%	1.7%	1.1%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	21,346	95,411	45,671	(24,325)	(74,065)	(53.3%)	(77.6%
as a % of Total	0.2%	1.0%	0.5%				
Subscriptions	356,782	1,432,578	401,998	(45,216)	(1,075,796)	(11.2%)	(75.1%
as a % of Total	3.5%	14.7%	4.5%				
Field Operations	2,765,439	1,876,541	2,110,423	655,016	888,898	31.0%	47.4%
as a % of Total	27.3%	19.3%	23.5%				
Total Sales	10,123,722	9,732,837	8,971,821	1,151,901	390,885	12.8%	4.0%
Hardware costs	3,627,565	3,744,491	1,773,927	1,853,638	(116,926)	104.5%	(3.1%
COGS Margin	35.8%	38.5%	19.8%				
Gross Profit	6,496,157	5,988,346	7,197,894	(701,737)	507,811	(9.7%)	8.5%
Gross Profit %	64.2%	61.5%	80.2%				
Personnel Costs	1,876,102	1,818,440	2,119,319	(243,217)	57,662	(11.5%)	3.2%
Communication Costs	187,954	132,456	166,678	21,276	55,498	12.8%	41.9%
Marketing & Sales Costs	91,982	152,076	45,601	46,381	(60,094)	101.7%	(39.5%
Operational Costs	451,092	345,612	400,091	51,001	105,480	12.7%	30.5%
Administration Costs	123,901	167,891	119,851	4,050	(43,990)	3.4%	(26.2%
Total Direct Controllable Expenses	2,731,031	2,616,475	2,851,540	(120,509)	114,556	(4.2%)	4.4%
Occupancy Costs	159,801	171,806	194,561	(34,760)	(12,005)	(17.9%)	(7.0%
Total Expenses	2,890,832	2,788,281	3,046,101	(155,269)	102,551	(5.1%)	3.7%
EBITDA	3,605,325	3,200,065	4,151,793	(546,468)	405,260	(13.2%)	12.7%
EBITDA Margin	35.6%	32.9%	46.3%	,			
Interest Paid & Finance Charges	664,003	716,543	655,660	8,343	(52,540)	1.3%	(7.3%
Depreciation	394,547	581,859	438,212	(43,665)	(187,312)	(10.0%)	(32.2%
Interest Received	(98,761)	(85,461)	-	(98,761)	(13,300)	NA	(15.6%
Net Profit before tax	2,645,536	1,987,124	3,057,921	(412,385)	658,412	(13.5%)	33.1%
PBT Margin	26.1%	20.4%	34.1%				
Taxation	654,901	690,134	108,785	546,116	(35,233)	502.0%	(5.1%
Effective Tax Rate	20.6%	31.1%	7.4%		((
Other Adjustment		-	-	-	-	NA	NA
Net Income	1,990,635	1,296,990	2,949,136	(958,501)	693,645	(32.5%)	53.5%

			Monthly	Analysis - Mont	:h 6 FY 4			
	Latest Month	Last Year	Budget		ce (in \$)	Variance (%)		
	Month 6 FY 4	Month 6 FY 3	Month 6 FY 4	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Finance Lease Receivables								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Finance Lease Receivables								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period Share Capital & Reserves								
•								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediur	m Term Loan							
Loans from Shareholders								
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium	Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	(1,109,821)	1,987,194			(3,097,015)		(155.8	
	(1,100,021)	2,007,204			(3,837,813)		(100.0	

Cash from Operating Activities				
Net Cash from Operating Activities	(1,109,821)	1,987,194	(3,097,015)	(155.8%)
Cash (to) / from Investing Activities				
Net Cash to Investing Activities	(199,801)	(133,201)	(66,600)	(50.0%)
Cash Flow from Financing Activities				
Net Cash from Financing Activities	510,901	578,901	(68,000)	(11.7%)
Total Cash movement for the year	(798,721)	2,432,894	(3,231,615)	(132.8%)
Cash @ the beginning of the year	14,321,561	15,671,891	(1,350,330)	(8.6%)
Total Cash @ the end of the year	13,522,840	18,104,785	(4,581,945)	(25.3%)
Check Overdraft	13,522,840	18,104,785	(4,581,945)	(25.3%)

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 6 FY 4	Month 6 FY 3	Month 6 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	671,357	531,358	662,983	8,374	139,999	1.3%	26.3%
as a % of Total	1.5%	1.0%	7.4%				
Content	1,084,026	1,070,268	893,529	190,497	13,758	21.3%	1.3%
as a % of Total	2.4%	2.1%	10.0%				
Hardware	26,781,902	31,980,234	38,971,805	(12,189,903)	(5,198,332)	(31.3%)	(16.3%
as a % of Total	58.5%	63.0%	434.4%				
Installation	2,237,147	1,841,524	2,546,253	(309,106)	395,623	(12.1%)	21.5%
as a % of Total	4.9%	3.6%	28.4%				
Scheduling	434,383	993,039	-	434,383	(558,656)	NA	(56.3%
as a % of Total	0.9%	2.0%	0.0%				
Software	101,983	302,733	146,780	(44,797)	(200,750)	(30.5%)	(66.3%
as a % of Total	0.2%	0.6%	1.6%				
Data	143,561	449,871	208,911	(65,350)	(306,310)	(31.3%)	(68.1%
as a % of Total	0.3%	0.9%	2.3%				
Subscriptions	1,890,478	4,569,015	1,788,761	101,717	(2,678,537)	5.7%	(58.6%
as a % of Total	4.1%	9.0%	19.9%				
Field Operations	12,456,081	9,009,871	6,780,981	5,675,100	3,446,210	83.7%	38.2%
as a % of Total	27.2%	17.8%	75.6%				
Total Sales	45,800,918	50,747,913	52,000,003	(6,199,085)	(4,946,995)	(11.9%)	(9.7%
Hardware costs	15,603,525	17,563,582	21,662,688	(6,059,163)	(1,960,057)	(28.0%)	(11.2%
COGS Margin	34.1%	34.6%	41.7%				
Gross Profit	30,197,393	33,184,331	30,337,315	(139,922)	(2,986,938)	(0.5%)	(9.0%
Gross Profit %	32.9%	35.1%	27.5%				
Personnel Costs	9,499,121	9,545,217	10,088,698	(589,577)	(46,096)	(5.8%)	(0.5%
Communication Costs	1,079,800	1,100,454	1,145,846	(66,046)	(20,654)	(5.8%)	(1.9%
Marketing & Sales Costs	505,802	325,898	358,517	147,285	179,904	41.1%	55.2%
Operational Costs	2,394,942	2,393,588	2,428,201	(33,259)	1,354	(1.4%)	0.1%
Administration Costs	776,796	1,110,758	1,049,943	(273,147)	(333,962)	(26.0%)	(30.1%
Total Direct Controllable Expenses	14,256,461	14,475,915	15,071,205	(814,744)	(219,454)	(5.4%)	(1.5%
Occupancy Costs	886,559	889,647	984,575	(98,016)	(3,088)	(10.0%)	(0.3%
Total Expenses	15,143,020	15,365,562	16,055,780	(912,760)	(222,542)	(5.7%)	(1.4%
EBITDA	15,054,373	17,818,769	14,281,535	772,838	(2,764,396)	5.4%	(15.5%
EBITDA Margin	32.9%	35.1%	27.5%		,		
Interest Paid & Finance Charges	3,059,552	2,441,893	3,048,107	11,445	617,659	0.4%	25.3%
Depreciation	1,253,358	2,577,539	1,689,847	(436,489)	(1,324,181)	(25.8%)	(51.4%
Interest Received	(322,729)	(203,961)	-	(322,729)	(118,768)	NA	(58.2%
Net Profit before tax	11,064,192	13,003,298	9,543,581	1,520,611	(1,939,106)	15.9%	(14.9%
PBT Margin	24.2%	25.6%	18.4%				
Taxation	2,559,677	2,756,182	1,729,020	830,657	(196,505)	48.0%	(7.1%
Effective Tax Rate	23.1%	21.2%	18.1%				,
Other Adjustment			-	-	-	NA	NA
Net Income	8,504,515	10,247,116	7,814,561	689,954	(1,742,601)	8.8%	(17.0%

	Year-To-Date (YTD) Analysis							
	Month	Last Year	Budget		ce (in \$)	Varia	ance (%)	
	Month 6 FY 4	Month 6 FY 3	Month 6 FY 4	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property	-	-			-		NA	
Property, Plant and Equiment	4,274,635	5,053,773			(779,138)		(15.4%)	
Deferred Taxes	26,190,119	30,598,343			(4,408,224)		(14.4%)	
Finance Lease Receivables	2,395,745	-						
Non-current Assets	32,860,499	35,652,116			(2,791,617)		(7.8%)	
Total non-current assets as % of Total	53.4%	53.0%						
Stock	3,968,766	3,644,484			324,282		8.9%	
Finance Lease Receivables	365,802	-						
Sundry Debtors	66,005	31,713			34,292		108.1%	
Prepaid Expenses	119,697	42,344			77,353		182.7%	
Accounts Receivable	12,781,780	13,068,392			(286,612)		(2.2%)	
Days Receivable	8.4	7.7			(200,012)		(2.2/0)	
Deposits	242,610	242,610					0.0%	
Bank and Cash					-			
	11,177,353	14,573,835			(3,396,482)		(23.3%)	
Current Assets	28,722,013	31,603,378			(2,881,365)		(9.1%)	
Total current assets as % of Total	46.6%	47.0%			/		(*)	
Total Assets	61,582,512	67,255,494			(5,672,982)		(8.4%)	
EQUITY AND LIABILITIES								
Share Capital	1,961	1,961			-		0.0%	
Non-Distributable Reserve	-	-			-		NA	
Shareholders Contribution	-	121,195,147			(121,195,147)		(100.0%)	
Retained Income/(Loss) for Period	(69,147,297)	(79,084,438)			9,937,141		12.6%	
Share Capital & Reserves	(69,145,336)	42,112,670			(111,258,006)		(264.2%)	
Shareholders Loans	-	-		-	-		NA	
Total Shareholders' Funds	(69,145,336)	42,112,670			(111,258,006)		(264.2%)	
Instalment Sale Agreements and Medium	-	-			-		NA	
Loans from Shareholders	111,085,664	-						
Non-current liabilities	,,.							
Accounts Payable	2,407,178	3,232,040			(824,862)		(25.5%)	
Days Payable	4.6	5.5			(021)002/		(2010/0)	
Bank Overdraft	4.0	5.5					NA	
Instalment Sale Agreements & Medium Te	_						NA	
Income Received in Advance	11,642,580	10 664 220			(6,921,658)		(37.3%)	
		18,564,238						
Sundry Creditors/Accruals & VAT	5,592,426	3,346,546			2,245,880		67.1%	
Current Liabilities	19,642,184	25,142,824			(5,500,640)		(21.9%)	
Total Liabilities and Equity	61,582,512	67,255,494			(5,672,982)		(8.4%)	
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	3,045,563	5,832,327			(2,786,764)		(47.8%)	
Cash (to) / from Investing Activities								
Net Cash to Investing Activities	(2,615,761)	(116,587)			(2,499,174)		(2143.6%)	
Cash Flow from Financing Activities								
Net Cash from Financing Activities	(10,115,940)	6,559,294			(16,675,234)		(254.2%)	
Total Cash movement for the year	(9,686,138)	12,275,034			(21,961,172)		(178.9%)	
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%	
Total Cash @ the end of the year	11,177,351	14,573,834			(3,396,483)		(23.3%)	
Check Overdraft	11,177,351	14,573,834			(3,396,483)		(23.3%)	
Monthly Management Accounts

	Cumulative Value	Positives	Negatives
Budget	8,971,821		
Slot Sales	8,971,821	66,667	
Content	9,038,488	43,994	
Hardware	9,082,482	552,087	
Installation	9,564,519		70,050
Scheduling	9,564,519	(26,272)	
Software	9,538,247		
Data	9,538,247	(24,325)	
Subscriptions	9,468,706		45,216
Field Operations	9,468,706	655,016	
Actual	10,123,722		
	1,151,901		

	Cumulative Value	Positives	Negatives
Budget	52,000,003		
Slot Sales	52,000,003	8,374	
Content	52,008,377	190,497	
Hardware	40,008,971		12,189,903
Installation	39,699,865		309,106
Scheduling	39,699,865	434,383	
Software	40,134,248		
Data	40,134,248	(65,350)	
Subscriptions	40,068,898	101,717	
Field Operations	40,170,615	5,675,100	
Actual	45,845,715		
-	(6,154,288)		





	Cumulative Value	Positives	Negatives
Actual	9,732,837		
Slot Sales	9,732,837	81,667	
Content	9,814,504	15,710	
Hardware	9,830,214	670,197	
Installation	10,474,517		25,894
Scheduling	10,384,685		89,832
Software	10,384,685		
Data	10,310,620		74,065
Subscriptions	9,234,824		1,075,796
Field Operations	9,234,824	888,898	
Actual	10,123,722		
	390,885		

Cumulative Value	Positives	Negatives	
50,747,913			
50,747,913	139,999		
50,887,912	13,758		
45,703,338		5,198,332	
45,703,338	395,623		
45,540,305		558,656	
45,339,555		200,750	
45,033,245		306,310	
42,354,708		2,678,537	
42,354,708	3,446,210		
45,800,918			
(4,946,995)			
	50,747,913 50,747,913 50,887,912 45,703,338 45,703,338 45,540,305 45,339,555 45,033,245 42,354,708 42,354,708 42,354,708	50,747,913 139,999 50,87,912 13,758 45,703,338 395,623 45,703,338 395,623 45,703,328 45,540,305 45,333,555 45,332,445 42,354,708 42,354,708 42,354,708 3,446,210 45,500,918 446,210	







IS items - YTD	S items - YTD Actual	
Gross Profit	30,197,393	30,337,315
Operating Costs	2,394,942	2,428,201
EBITDA	15,054,373	14,281,535
PBT	11,064,192	9,543,581

IS items - Monthly	Actual	Previous Year
Gross Profit	6,496,157	5,988,346
Operating Costs	451,092	345,612
EBITDA	3,605,325	3,200,065
PBT	2 645 536	1 987 124



3,605,325 4,151,793 451,092 400,091 Operating Costs EBITDA PBT

IS Items Actual vs Budget - YTD



35,000,000 30,000,000 25,000,000 20,000,000 15,000,000 5,000,000



IS Items Actual vs Previous Year- Monthly



Actual Previous Year

IS items - YTD	Actual	Previous Year
Gross Profit	30,197,393	33,184,331
Operating Costs	2,394,942	2,393,588
EBITDA	15,054,373	17,818,769
PBT	11,064,192	13,003,298

IS Items Actual vs Previous Year- YTD



Actual Previous Year

			Monthly	Analysis - Month	5 FY 4		
	Latest Month	Last Year	Budget	Variance	(in \$)	Varian	ce (%)
	Month 5 FY 4	Month 5 FY 3	Month 5 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	96,042	49,625	93,500	2,542	46,417	2.7%	93.5%
as a % of Total	1.1%	0.6%	0.8%				
Content	191,473	304,645	119,340	72,133	(113,172)	60.4%	(37.1%
as a % of Total	2.2%	3.9%	1.0%				
Hardware	5,659,363	4,350,732	8,400,141	(2,740,778)	1,308,631	(32.6%)	30.1%
as a % of Total	63.8%	55.8%	72.1%				
Installation	516,884	293,847	772,993	(256,109)	223,037	(33.1%)	75.9%
as a % of Total	5.8%	3.8%	6.6%				
Scheduling	55,000	138,976	-	55,000	(83,976)	NA	(60.4%
as a % of Total	0.6%	1.8%	0.0%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	10,320	73,250		10,320	(62,930)	NA	(85.9%
as a % of Total	0.1%	0.9%	0.0%	,	())		
Subscriptions	269,920	1,217,244	306,774	(36,854)	(947,324)	(12.0%)	(77.8%
as a % of Total	3.0%	15.6%	2.6%	((-)-)	()	(
Field Operations	2,066,120	1,375,036	1,954,265	111,855	691,084	5.7%	50.3%
as a % of Total	23.3%	17.6%	16.8%	,	,		
Total Sales	8,865,122	7,803,355	11,647,013	(2,781,891)	1,061,767	(23.9%)	13.6%
Hardware costs	3,771,411	2,845,921	5,880,099	(2,108,688)	925,490	(35.9%)	32.5%
COGS Margin	42.5%	36.5%	50.5%	(_//		()	
Gross Profit	5,093,711	4,957,434	5,766,914	(673,203)	136,277	(11.7%)	2.7%
Gross Profit %	57.5%	63.5%	49.5%		•		
Personnel Costs	1,752,262	1,538,069	1,664,158	88,104	214,193	5.3%	13.9%
Communication Costs	140,669	137,938	156,180	(15,511)	2,731	(9.9%)	2.0%
Marketing & Sales Costs	28,089	20,622	24,959	3,130	7,467	12.5%	36.2%
Operational Costs	462,632	343,301	369,906	92,726	119,331	25.1%	34.8%
Administration Costs	77,370	193,145	111,863	(34,493)	(115,775)	(30.8%)	(59.9%
Total Direct Controllable Expenses	2,461,022	2,233,075	2,327,066	133,956	227,947	5.8%	10.2%
Occupancy Costs	140,990	148,185	165,070	(24,080)	(7,195)	(14.6%)	(4.9%
Total Expenses	2,602,012	2,381,260	2,492,136	109,876	220,752	4.4%	9.3%
EBITDA	2,491,699	2,576,174	3,274,778	(783,079)	(84,475)	(23.9%)	(3.3%
EBITDA Margin	2,451,655	33.0%	28.1%	(103,015)	(04,475)	(23.570)	(5.576
Interest Paid & Finance Charges	479,551	534,718	479,021	530	(55,167)	0.1%	(10.3%
Depreciation	233,306	425,961	281,641	(48,335)	(192,655)	(17.2%)	(45.2%
Interest Received	(47,596)	(41,133)	201,041	(47,596)	(6,463)	(17.278) NA	(45.2%)
Net Profit before tax	1,826,438	1,656,628	2,514,116	(687,678)	169,810	(27.4%)	10.3%
PBT Margin	20.6%	21.2%	2,314,110 21.6%	(007,078)	105,610	(27.470)	10.5%
Taxation			703,953	(103 551)	720 220	(27 40/)	484.3%
	511,402	87,525	· · · · · · · · · · · · · · · · · · ·	(192,551)	423,877	(27.4%)	484.3%
Effective Tax Rate	28.0%	5.3%	9.0%				•••
Other Adjustment Net Income	1,315,036	- 1,569,103	- 1,810,163	- (495,127)	- (254,067)	NA (27.4%)	NA (16.2%

Total Cash movement for the year

Cash @ the beginning of the year Total Cash @ the end of the year Check Overdraft

		Monthly Analysis - Month 5 FY 4						
	Latest Month	Last Year	Budget	Variance (in \$)		Varian	ce (%)	
	Month 5 FY 4	Month 5 FY 3	Month 5 FY 4	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Finance Lease Receivables								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Finance Lease Receivables								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets	-							
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Medi	um Term Loan							
Loans from Shareholders								
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft								
Instalment Sale Agreements & Mediun	n Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
1								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	(2,627,738)	(852,703)			(1,775,035)		(208.2	
Cash (to) / from Investing Activities	(_, 5_, 7, 50)	(2,,,,,,,))			(_,,,		(200.2	
Net Cash to Investing Activities	(1,132,469)	-			(1,132,469)			
-	(1,132,403)	-			(1,132,403)			
Cash Flow from Financing Activities	170 101	E24 640					110	
Net Cash from Financing Activities	479,184	534,649			(55,465)		(10.4	

(318,054)

3,113,550

2,795,496

2,795,496

(3,281,023)

12,462,599

9,181,576 9,181,576 (2,962,969)

9,349,049

6,386,080

6,386,080

(931.6%)

300.3%

228.4%

228.4%

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 5 FY 4	Month 5 FY 3	Month 5 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	409,207	350,875	467,500	(58,293)	58,332	(12.5%)	16.6%
as a % of Total	1.2%	0.9%	4.0%				
Content	812,183	845,315	669,606	142,577	(33,132)	21.3%	(3.9%)
as a % of Total	2.4%	2.2%	5.7%				
Hardware	18,969,510	20,350,736	28,909,470	(9,939,960)	(1,381,226)	(34.4%)	(6.8%)
as a % of Total	56.1%	53.8%	248.2%				
Installation	1,846,025	1,418,851	2,080,011	(233,986)	427,174	(11.2%)	30.1%
as a % of Total	5.5%	3.8%	17.9%				
Scheduling	275,000	752,080	-	275,000	(477,080)	NA	(63.4%)
as a % of Total	0.8%	2.0%	0.0%				
Software	-	200,750	-	-	(200,750)	NA	(100.0%)
as a % of Total	0.0%	0.5%	0.0%				
Data	53,040	366,250	-	53,040	(313,210)	NA	(85.5%)
as a % of Total	0.2%	1.0%	0.0%				
Subscriptions	1,323,096	6,111,202	1,078,612	244,484	(4,788,106)	22.7%	(78.3%)
as a % of Total	3.9%	16.2%	9.3%				
Field Operations	10,103,850	7,415,912	9,349,307	754,543	2,687,938	8.1%	36.2%
as a % of Total	29.9%	19.6%	80.3%				
Total Sales	33,791,911	37,811,971	42,554,506	(8,762,595)	(4,020,060)	(20.6%)	(10.6%)
Hardware costs	12,323,829	14,166,961	20,236,629	(7,912,800)	(1,843,132)	(39.1%)	(13.0%)
COGS Margin	36.5%	37.5%	47.6%				
Gross Profit	21,468,082	23,645,010	22,317,877	(849,795)	(2,176,928)	(3.8%)	(9.2%)
Gross Profit %	28.4%	30.5%	23.0%				
Personnel Costs	7,865,489	7,969,247	8,211,849	(346,360)	(103,758)	(4.2%)	(1.3%)
Communication Costs	736,730	786,763	780,902	(44,172)	(50,033)	(5.7%)	(6.4%)
Marketing & Sales Costs	230,470	(8,924)	124,794	105,676	239,394	84.7%	2682.6%
Operational Costs	1,794,997	1,875,211	1,849,531	(54,534)	(80,214)	(2.9%)	(4.3%)
Administration Costs	475,209	760,611	744,316	(269,107)	(285,402)	(36.2%)	(37.5%)
Total Direct Controllable Expenses	11,102,895	11,382,908	11,711,392	(608,497)	(280,013)	(5.2%)	(2.5%)
Occupancy Costs	755,064	740,396	819,505	(64,441)	14,668	(7.9%)	2.0%
Total Expenses	11,857,959	12,123,304	12,530,897	(672,938)	(265,345)	(5.4%)	(2.2%)
EBITDA	9,610,123	11,521,706	9,786,980	(176,857)	(1,911,583)	(1.8%)	(16.6%)
EBITDA Margin	28.4%	30.5%	23.0%				
Interest Paid & Finance Charges	2,552,120	1,881,922	2,549,018	3,102	670,198	0.1%	35.6%
Depreciation	1,015,382	2,152,251	1,408,206	(392,824)	(1,136,869)	(27.9%)	(52.8%)
Interest Received	(286,310)	(166,527)	-	(286,310)	(119,783)	NA	(71.9%)
Net Profit before tax	6,328,931	7,654,060	5,829,756	499,175	(1,325,129)	8.6%	(17.3%)
PBT Margin	18.7%	20.2%	13.7%				
Taxation	1,772,101	2,143,137	1,632,335	139,766	(371,036)	8.6%	(17.3%)
Effective Tax Rate	28.0%	28.0%	28.0%				
Other Adjustment	-	-		-	-	NA	NA
Net Income	4,556,830	5,510,923	4,197,421	359,409	(954,093)	8.6%	(17.3%)

	Year-To-Date (YTD) Analysis						
	Month	Last Year	Budget		, ce (in \$)	Varia	nce (%)
	Month 5 FY 4	Month 5 FY 3	Month 5 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET ASSETS							
Trademark and Intellectual Property	_	_					NA
Property, Plant and Equiment	4,248,538	5,479,070			(1,230,532)		(22.5%)
Deferred Taxes	26,977,695	31,211,388			(4,233,693)		(13.6%)
Finance Lease Receivables	2,395,745	-			(4,233,033)		(15.670)
Non-current Assets	33,621,978	36,690,458			(3,068,480)		(8.4%)
Total non-current assets as % of Total	50.9%	51.7%			(5)000) 1007		(0.170)
Stock	6,270,696	5,480,080			790,616		14.4%
Finance Lease Receivables	365,802	-			750,010		14.470
Sundry Debtors	40,873	58,777			(17,904)		(30.5%)
Prepaid Expenses	142,333	89,758			52,575		58.6%
Accounts Receivable	12,920,209	17,071,784			(4,151,575)		(24.3%)
Days Receivable	11.5	13.5			(4,131,373)		(24.370)
Deposits	242,610	242,610					0.0%
Bank and Cash	12,462,599	11,392,022			1,070,577		9.4%
Current Assets	32,445,122	34,335,031			(1,889,909)		(5.5%)
Total current assets as % of Total	49.1%	48.3%			(1,889,909)		(3.578)
Total Assets	66,067,100	71,025,489			(4,958,389)		(7.0%)
	00,007,100	71,023,489			(4,958,589)		(7.076)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,961					0.0%
Non-Distributable Reserve	1,501	1,901			_		NA
Shareholders Contribution	_	-			(120,636,031)		
		120,636,031					(100.0%)
Retained Income/(Loss) for Period Share Capital & Reserves	(71,172,495) (71,170,534)				9,488,343		11.8%
Shareholders Loans	(71,170,534)	39,977,154			(111,147,688)		(278.0%) NA
Total Shareholders' Funds	(71,170,534)	39,977,154		-	- (111,147,688)		(278.0%)
	(71,170,334)	39,977,134			(111,147,000)		, ,
Instalment Sale Agreements and Medium		-			-		NA
Loans from Shareholders	110,578,357	-					
Non-current liabilities	7 470 202	C 220 870			1 220 412		10.0%
Accounts Payable	7,479,292	6,239,879			1,239,413		19.9%
Days Payable	18.2	13.2					
Bank Overdraft	-	-			-		NA
Instalment Sale Agreements & Medium Te	-	-			-		NA
Income Received in Advance	12,675,768	20,892,646			(8,216,878)		(39.3%)
Sundry Creditors/Accruals & VAT	6,504,217	3,915,809			2,588,408		66.1%
Current Liabilities	26,659,277	31,048,334			(4,389,057)		(14.1%)
Total Liabilities and Equity	66,067,100	71,025,488			(4,958,388)		(7.0%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	4,574,043	3,209,639			1,364,404		42.5%
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(2,351,688)	(116,596)			(2,235,092)		(1917.0%)
Cash Flow from Financing Activities							
Net Cash from Financing Activities	(10,623,247)				(16,623,425)		(277.0%)
Total Cash movement for the year	(8,400,892)	9,093,221			(17,494,113)		(192.4%)
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%
Total Cash @ the end of the year	12,462,597	11,392,021			1,070,576		9.4%
Check Overdraft	12,462,597	11,392,021			1,070,576		9.4%

	Cumulative Value	Positives	Negatives
Budget	11,647,013		
Slot Sales	11,647,013	2,542	
Content	11,649,555	72,133	
Hardware	8,980,910		2,740,778
Installation	8,724,801		256,109
Scheduling	8,724,801	55,000	
Software	8,779,801		
Data	8,779,801	10,320	
Subscriptions	8,753,267		36,854
Field Operations	8,753,267	111,855	
Actual	8,865,122		
	(2,781,891)		

Sales (Budget) - YTD				
	Cumulative Value	Positives	Negatives	
Budget	42,554,506			
Slot Sales	42,496,213		58,293	
Content	42,496,213	142,577		
Hardware	32,698,830		9,939,960	
Installation	32,464,844		233,986	
Scheduling	32,464,844	275,000		
Software	32,739,844			
Data	32,739,844	53,040		
Subscriptions	32,792,884	244,484		
Field Operations	33,037,368	754,543		
Actual	33,791,911			
-	(8,762,595)			

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	7,803,355		
Slot Sales	7,803,355	46,417	
Content	7,736,600		113,172
Hardware	7,736,600	1,308,631	
Installation	9,045,231	223,037	
Scheduling	9,184,292		83,976
Software	9,184,292		
Data	9,121,362		62,930
Subscriptions	8,174,038		947,324
Field Operations	8,174,038	691,084	
Actual	8,865,122		
	1,061,767		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	37,811,971		
Slot Sales	37,811,971	58,332	
Content	37,837,171		33,132
Hardware	36,455,945		1,381,226
Installation	36,455,945	427,174	
Scheduling	36,406,039		477,080
Software	36,205,289		200,750
Data	35,892,079		313,210
Subscriptions	31,103,973		4,788,106
Field Operations	31,103,973	2,687,938	
Actual	33,791,911		
	(4,020,060)		









IS items - Monthly	Actual	Budget
Gross Profit	5,093,711	5,766,914
Operating Costs	462,632	369,906
EBITDA	2,491,699	3,274,778
PBT	1,826,438	2,514,116

IS items - YTD	Actual	Budget		
Gross Profit	21,468,082	22,317,877		
Operating Costs	1,794,997	1,849,531		
EBITDA	9,610,123	9,786,980		
PBT	6,328,931	5,829,756		

IS items - Monthly	Actual	Previous Year
Gross Profit	5,093,711	4,957,434
Operating Costs	462,632	343,301
EBITDA	2,491,699	2,576,174
PBT	1.826.438	1.656.628



IS items - YTD	Actual	Previous Year
Gross Profit	21,468,082	23,645,010
Operating Costs	1,794,997	1,875,211
EBITDA	9,610,123	11,521,706
PBT	6,328,931	7,654,060



Actual Budget





Actual Budget

IS Items Actual vs Previous Year- Monthly



Actual Previous Year

IS Items Actual vs Previous Year- YTD





6,000,000

5,000,000 4,000,000

3,000,000

2.000.000 1,000,000

	Monthly Analysis - Month 4 FY 4							
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)	
	Month 4 FY 4	Month 4 FY 3	Month 4 FY 4	Budget	Last Year	Budget	Last Year	
INCOME STATEMENT								
Slot Sales	74,667	72,500	93,500	(18,833)	2,167	(20.1%)	3.0%	
as a % of Total	1.4%	0.9%	1.2%					
Content	169,430	225,436	141,350	28,080	(56,006)	19.9%	(24.8%	
as a % of Total	3.1%	2.8%	1.8%					
Hardware	2,808,146	4,077,058	5,244,226	(2,436,080)	(1,268,912)	(46.5%)	(31.1%	
as a % of Total	52.0%	51.3%	66.4%					
Installation	288,548	418,075	251,243	37,305	(129,527)	14.8%	(31.0%	
as a % of Total	5.3%	5.3%	3.2%					
Scheduling	55,000	138,976	-	55,000	(83,976)	NA	(60.4%	
as a % of Total	1.0%	1.7%	0.0%					
Software	-	-	-	-	-	NA	NA	
as a % of Total	0.0%	0.0%	0.0%					
Data	10,320	73,250	-	10,320	(62,930)	NA	(85.9%	
as a % of Total	0.2%	0.9%	0.0%	,			•	
Subscriptions	211,040	1,218,153	258,799	(47,759)	(1,007,113)	(18.5%)	(82.7%	
as a % of Total	3.9%	15.3%	3.3%	(()	(/	V ·	
Field Operations	1,781,177	1,727,676	1,904,578	(123,401)	53,501	(6.5%)	3.1%	
as a % of Total	33.0%	21.7%	24.1%	(, `,	,	(0.07)		
Total Sales	5,398,328	7,951,124	7,893,696	(2,495,368)	(2,552,796)	(31.6%)	(32.1%	
Hardware costs	2,013,868	2,748,164	3,670,958	(1,657,090)	(734,296)	(45.1%)	(26.7%	
COGS Marain	37.3%	34.6%	46.5%	(_,,	(),	((
Gross Profit	3,384,460	5,202,960	4,222,738	(838,278)	(1,818,500)	(19.9%)	(35.0%	
Gross Profit %	62.7%	65.4%	53.5%	(,,	(_,,	(,	(
Personnel Costs	1,613,258	1,485,114	1,656,255	(42,997)	128,144	(2.6%)	8.6%	
Communication Costs	176,432	170,363	156,180	20,252	6,069	13.0%	3.6%	
Marketing & Sales Costs	15,219	38,726	24,959	(9,740)	(23,507)	(39.0%)	(60.7%	
Operational Costs	359,068	373,977	369,906	(10,838)	(14,909)	(2.9%)	(4.0%	
Administration Costs	102,928	146,487	176,863	(73,935)	(43,559)	(41.8%)	(29.7%	
Total Direct Controllable Expenses	2,266,905	2,214,667	2,384,163	(117,258)	52,238	(41.9%)	2.4%	
Occupancy Costs	163,043	147,508	165,070	(2,027)	15,535	(4.5%)	10.5%	
Total Expenses	2,429,948	2,362,175	2,549,233	(119,285)	67,773	(4.7%)	2.9%	
EBITDA	954,512	2,840,785	1,673,505	(718,993)	(1,886,273)	(43.0%)	(66.4%	
EBITDA Margin	17.7%	35.7%	21.2%	(718,993)	(1,000,273)	(43.078)	(00.478	
Interest Paid & Finance Charges	493,541	562,546	499,089	(5,548)	(69,005)	(1.1%)	(12.3%	
Depreciation	202,785	427,301	281,641	(78,856)	(224,516)	(1.1%)	(12.3%)	
			261,041				•	
Interest Received Net Profit before tax	(58,288)	(42,694)	- 892,775	(58,288)	(15,594)	NA (64.6%)	(36.5%	
	316,474	1,893,632	,	(576,301)	(1,577,158)	(04.0%)	(83.3%	
PBT Margin	5.9%	23.8%	11.3%	(101.200)	(017 02 4)	10 4 601	100.001	
Taxation	88,613	906,547	249,977	(161,364)	(817,934)	(64.6%)	(90.2%	
Effective Tax Rate	28.0%	47.9%	25.3%					
Other Adjustment	-	-	- 642,798	-	-	NA	NA	

		Monthly	Analysis - Mont	th 4 FY 4		
	Latest Month Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 4 FY 4 Month 4 FY 3	Month 4 FY 4	Budget	Last Year	Budget	Last Year
	1					
BALANCE SHEET						
ASSETS						
Trademark and Intellectual Property						
Property, Plant and Equiment Deferred Taxes						
Finance Lease Receivables Non-current Assets						
Total non-current assets as % of Total						
Stock						
Finance Lease Receivables						
Sundry Debtors						
Prepaid Expenses Accounts Receivable						
Days Receivable						
Deposits Bank and Cash						
Total current assets as % of Total						
Total Assets						
EQUITY AND LIABILITIES						
Share Capital						
Non-Distributable Reserve						
Shareholders Contribution						
Retained Income/(Loss) for Period						
Share Capital & Reserves Shareholders Loans						
Total Shareholders' Funds						
	um Torm Loon					
Instalment Sale Agreements and Medie Loans from Shareholders						
Non-current liabilities						
Accounts Payable						
Days Payable						
Bank Overdraft	Tarm Loon					
Instalment Sale Agreements & Mediun Income Received in Advance	l lenn coan					
Sundry Creditors/Accruals & VAT						
Current Liabilities						
Total Liabilities and Equity						
CASH FLOW				_		
Cash from Operating Activities						
Net Cash from Operating Activities	(2,597,967) -			(2,597,967)		NA
	(2,337,307)			(2,397,907)		IN/
Cash (to) / from Investing Activities	(220,711)			(220 711)		NIZ
Net Cash to Investing Activities	(239,711) -			(239,711)		N/
Cash Flow from Financing Activities	(1 012 144)			(1.012.144)		
Net Cash from Financing Activities	(1,013,144) -			(1,013,144)		N/
Total Cash movement for the year	(3,850,822) -			(3,850,822)		N/
Cash @ the beginning of the year	15,743,620 -			15,743,620		NA
Total Cash @ the end of the year	11,892,798 -			11,892,798		N/
Check Overdraft	11,892,798 -			11,892,798		N/

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 4 FY 4	Month 4 FY 3	Month 4 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	313,165	301,250	374,000	(60,835)	11,915	(16.3%)	4.0%
as a % of Total	1.3%	1.0%	4.7%				
Content	620,710	540,670	550,266	70,444	80,040	12.8%	14.8%
as a % of Total	2.5%	1.8%	7.0%				
Hardware	13,310,147	16,000,004	20,509,329	(7,199,182)	(2,689,857)	(35.1%)	(16.8%
as a % of Total	53.4%	53.3%	259.8%				
Installation	1,329,141	1,125,004	1,307,018	22,123	204,137	1.7%	18.1%
as a % of Total	5.3%	3.7%	16.6%				
Scheduling	220,000	613,104	-	220,000	(393,104)	NA	(64.1%
as a % of Total	0.9%	2.0%	0.0%				
Software	-	200,750	-	-	(200,750)	NA	(100.0%
as a % of Total	0.0%	0.7%	0.0%				
Data	42,720	293,000	-	42,720	(250,280)	NA	(85.4%
as a % of Total	0.2%	1.0%	0.0%				
Subscriptions	1,053,176	4,893,958	771,838	281,338	(3,840,782)	36.5%	(78.5%
as a % of Total	4.2%	16.3%	9.8%				
Field Operations	8,037,730	6,040,876	7,395,042	642,688	1,996,854	8.7%	33.1%
as a % of Total	32.2%	20.1%	93.7%				
Total Sales	24,926,789	30,008,616	30,907,493	(5,980,704)	(5,081,827)	(19.4%)	(16.9%)
Hardware costs	8,552,418	11,321,040	14,356,530	(5,804,112)	(2,768,622)	(40.4%)	(24.5%
COGS Margin	34.3%	37.7%	46.4%				
Gross Profit	16,374,371	18,687,576	16,550,963	(176,592)	(2,313,205)	(1.1%)	(12.4%)
Gross Profit %	28.6%	29.8%	21.1%				
Personnel Costs	6,113,227	6,431,178	6,547,691	(434,464)	(317,951)	(6.6%)	(4.9%
Communication Costs	596,061	648,824	624,722	(28,661)	(52,763)	(4.6%)	(8.1%
Marketing & Sales Costs	202,381	(29,546)	99,835	102,546	231,927	102.7%	785.0%
Operational Costs	1,332,365	1,531,910	1,479,625	(147,260)	(199,545)	(10.0%)	(13.0%
Administration Costs	397,839	567,465	632,452	(234,613)	(169,626)	(37.1%)	(29.9%
Total Direct Controllable Expenses	8,641,873	9,149,831	9,384,325	(742,452)	(507,958)	(7.9%)	(5.6%
Occupancy Costs	614,074	592,210	654,434	(40,360)	21,864	(6.2%)	3.7%
Total Expenses	9,255,947	9,742,041	10,038,759	(782,812)	(486,094)	(7.8%)	(5.0%
EBITDA	7,118,424	8,945,535	6,512,204	606,220	(1,827,111)	9.3%	(20.4%
EBITDA Margin	28.6%	29.8%	21.1%				
Interest Paid & Finance Charges	2,072,568	1,347,203	2,069,997	2,571	725,365	0.1%	53.8%
Depreciation	782,076	1,726,290	1,126,564	(344,488)	(944,214)	(30.6%)	(54.7%
Interest Received	(238,714)		-	(238,714)	(113,320)	NA	(90.4%
Net Profit before tax	4,502,494	5,997,436	3,315,643	1,186,851	(1,494,942)	35.8%	(24.9%
PBT Margin	18.1%	20.0%	10.7%				•
Taxation	1,260,699	2,055,612	928,382	332,317	(794,913)	35.8%	(38.7%
Effective Tax Rate	28.0%	34.3%	28.0%				(/0
Other Adjustment				-	-	NA	NA
Net Income	3,241,795	3,941,824	2,387,261	854,534	(700,029)	35.8%	(17.8%

	Year-To-Date (YTD) Analysis						
	Month	Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 4 FY 4	Month 4 FY 3	Month 4 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET ASSETS							
Trademark and Intellectual Property	-	-			-		NA
Property, Plant and Equiment	3,349,375	5,905,031			(2,555,656)		(43.3%)
Deferred Taxes	27,408,370	31,298,913			(3,890,543)		(12.4%)
Finance Lease Receivables	2,600,741	-					. ,
Non-current Assets	33,358,486	37,203,944			(3,845,458)		(10.3%)
Total non-current assets as % of Total	49.7%	55.4%					
Stock	6,207,557	4,844,375			1,363,182		28.1%
Finance Lease Receivables	449,116	-			,, -		
Sundry Debtors	15,471	43,157			(27,686)		(64.2%)
Prepaid Expenses	164,970	107,128			57,842		54.0%
Accounts Receivable	10,922,166	13,033,969			(2,111,803)		(16.2%)
Days Receivable	13.1	13.0			() //		(,
Deposits	242,610	242,610			-		0.0%
Bank and Cash	15,743,620	11,710,074			4,033,546		34.4%
Current Assets	33,745,510	29,981,313			3,764,197		12.6%
Total current assets as % of Total	50.3%	44.6%			-,		
Total Assets	67,103,996	67,185,257			(81,261)		(0.1%)
	07,200,000	07)100)207			(01)201)		(0.17,0)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,961			_		0.0%
Non-Distributable Reserve	1,501	1,501					NA
Shareholders Contribution	_	120,101,382			(120,101,382)		(100.0%)
Retained Income/(Loss) for Period	(72,279,946)	(82,224,697)			9,944,751		12.1%
Share Capital & Reserves	(72,277,985)	37,878,646			(110,156,631)		(290.8%)
Shareholders Loans	(72,277,983)	57,878,040			(110,150,051)		(290.8%) NA
Total Shareholders' Funds	(72,277,985)	37,878,646			(110,156,631)		(290.8%)
Instalment Sale Agreements and Medium	(72,277,383)	37,878,040			(110,150,051)		(230.8%) NA
Loans from Shareholders	110,099,173				-		INA INA
Non-current liabilities	110,099,175	-					
Accounts Payable	4,729,392	6,598,591			(1,869,199)		(28.3%)
					(1,809,199)		(28.3%)
Days Payable Bank Overdraft	16.6	17.5					
	-	-			-		NA NA
Instalment Sale Agreements & Medium Te Income Received in Advance	16 265 061	-			-		
Sundry Creditors/Accruals & VAT	16,265,061	18,992,221			(2,727,160)		(14.4%)
	8,288,355	3,715,800			4,572,555		123.1%
Current Liabilities	29,282,808	29,306,612			(23,804)		(0.1%)
Total Liabilities and Equity	67,103,996	67,185,258			(81,262)		(0.1%)
CASH FLOW							
Cash from Operating Activities	7 201 790	4 062 241			2 120 420		20/
Net Cash from Operating Activities	7,201,780	4,062,341			3,139,439		77.3%
Cash (to) / from Investing Activities	(1 210 210)	(116 500)			(1 102 622)		(045 70/)
Net Cash to Investing Activities	(1,219,219)	(116,596)			(1,102,623)		(945.7%)
Cash Flow from Financing Activities	(11 102 124)	E 465 530					(202.40/)
Net Cash from Financing Activities	(11,102,431)	5,465,529			(16,567,960)		(303.1%)
Total Cash movement for the year	(5,119,870)	9,411,274			(14,531,144)		(154.4%)
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%
Total Cash @ the end of the year	15,743,619	11,710,074			4,033,545		34.4%
Check Overdraft	15,743,619	11,710,074			4,033,545		34.4%

Sales (Budget) - Monthly				
	Cumulative Value	Positives	Negatives	
Budget	7,893,696			
Slot Sales	7,874,863		18,833	
Content	7,874,863	28,080		
Hardware	5,466,863		2,436,080	
Installation	5,466,863	37,305		
Scheduling	5,504,168	55,000		
Software	5,559,168			
Data	5,559,168	10,320		
Subscriptions	5,521,729		47,759	
Field Operations	5,398,328		123,401	
Actual	5,398,328			
-	(2,495,368)			

Sales (Budget) - YTD				
	Cumulative Value	Positives	Negatives	
Budget	30,907,493			
Slot Sales	30,846,658		60,835	
Content	30,846,658	70,444		
Hardware	23,717,920		7,199,182	
Installation	23,717,920	22,123		
Scheduling	23,740,043	220,000		
Software	23,960,043			
Data	23,960,043	42,720		
Subscriptions	24,002,763	281,338		
Field Operations	24,284,101	642,688		
Actual	24,926,789			
-	(5,980,704)			

	Cumulative Value	Positives	Negatives
Actual	7,951,124		
Slot Sales	7,951,124	2,167	
Content	7,897,285		56,006
Hardware	6,628,373		1,268,912
Installation	6,498,846		129,527
Scheduling	6,414,870		83,976
Software	6,414,870		
Data	6,351,940		62,930
Subscriptions	5,344,827		1,007,113
Field Operations	5,344,827	53,501	
Actual	5,398,328		
-	(2.552.796)		

	Cumulative Value	Positives	Negatives	
Actual	30,008,616			
Slot Sales	30,008,616	11,915		
Content	30,020,531	80,040		
Hardware	27,410,714		2,689,857	
Installation	27,410,714	204,137		
Scheduling	27,221,747		393,104	
Software	27,020,997		200,750	
Data	26,770,717		250,280	
Subscriptions	22,929,935		3,840,782	
Field Operations	22,929,935	1,996,854		
Actual	24,926,789			
-	(5,081,827)			







Sales Variance (YTD) - Previous Year



			5,000,000		IS Items Actual vs Bud	get - Monthly	
			4,000,000 -	4,222,738			
IS items - Monthly	Actual	Budget	3,000,000 -	5,564,466			
Gross Profit	3,384,460	4,222,738	2,000,000 -			1,673,505	
Operating Costs	359,068	369,906	1,000,000 -			954,512	892,775
EBITDA	954,512	1,673,505	1,000,000		359,068 369,906		316,474
PBT	316,474	892,775	- +	Gross Profit	Operating Costs	EBITDA	PBT
					🖬 Actual 🔳 Bu	idget	
					IS Items Actual vs B	udget - YTD	
			20,000,000	16,374,371 16,550,963			
IS items - YTD	Actual	Budget	15,000,000 -				
Gross Profit	16,374,371	16,550,963	10,000,000 -				
Dperating Costs	1,332,365	1,479,625	10,000,000			7,118,424 6,512,204	
BITDA	7,118,424	6,512,204	5,000,000 -		1,332,365 1,479,625		4,502,494 3,315,643
PBT	4,502,494	3,315,643			1,332,305 1,475,025		
				Gross Profit	Operating Costs	EBITDA	PBT
					Actual BL	dget	
					IS Items Actual vs Previo	us Year- Monthly	
			6,000,000	5,202,960			
			5,000,000 -				
IS items - Monthly	Actual	Previous Year	4,000,000 -	3,384,460		2,840,785	
Gross Profit	3,384,460	5,202,960	3,000,000 -			2,840,783	1,893,632
Dperating Costs BITDA	359,068 954,512	373,977 2,840,785	2,000,000 -			954,512	-,,
PBT	316,474	1,893,632	1,000,000 -		359,068 373,977		316,474
			- +	Gross Profit	Operating Costs	EBITDA	PBT
					Actual Prev	ous Year	
					IS Items Actual vs Prev	ious Year- YTD	
			20,000,000	18,687,576			
			15,000,000	10,374,371			
IS items - YTD	Actual	Previous Year	13,000,000				

IS items - YTD	Actual	Previous Year	
Gross Profit	16,374,371	18,687,576	
Operating Costs	1,332,365	1,531,910	
EBITDA	7,118,424	8,945,535	
PBT	4,502,494	5,997,436	



7,118,424 8,945,535 5,997, 4,502,494 4,502,494

7,118,424 1,332,365 1,531,910 Operating Costs EBITDA P8T Actual Previous Year

			Monthly	Analysis - Month	3 FY 4		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 3 FY 4	Month 3 FY 3	Month 3 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	66,666	42,500	93,500	(26,834)	24,166	(28.7%)	56.9%
as a % of Total	1.3%	0.5%	1.5%				
Content	124,385	142,819	146,271	(21,886)	(18,434)	(15.0%)	(12.9%
as a % of Total	2.4%	1.7%	2.3%				
Hardware	2,236,799	5,284,974	3,561,641	(1,324,842)	(3,048,175)	(37.2%)	(57.7%
as a % of Total	43.6%	63.1%	55.4%				
Installation	260,402	225,360	536,745	(276,343)	35,042	(51.5%)	15.5%
as a % of Total	5.1%	2.7%	8.3%				
Scheduling	55,000	138,976	-	55,000	(83,976)	NA	(60.4%
as a % of Total	1.1%	1.7%	0.0%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	10,320	73,250	-	10,320	(62,930)	NA	(85.9%
as a % of Total	0.2%	0.9%	0.0%				
Subscriptions	272,071	1,225,473	210,824	61,247	(953,402)	29.1%	(77.8%
as a % of Total	5.3%	14.6%	3.3%		,		
Field Operations	2,105,369	1,242,227	1,883,288	222,081	863,142	11.8%	69.5%
as a % of Total	41.0%	14.8%	29.3%	,			
Total Sales	5,131,012	8,375,579	6,432,269	(1,301,257)	(3,244,567)	(20.2%)	(38.7%
Hardware costs	1,656,524	3,871,006	2,493,149	(836,625)	(2,214,482)	(33.6%)	(57.2%
COGS Margin	32.3%	46.2%	38.8%	, , , ,	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	. ,	·
Gross Profit	3,474,488	4,504,573	3,939,120	(464,632)	(1,030,085)	(11.8%)	(22.9%
Gross Profit %	67.7%	53.8%	61.2%				•
Personnel Costs	1,474,603	1,615,861	1,647,690	(173,087)	(141,258)	(10.5%)	(8.7%
Communication Costs	133,580	121,646	156,180	(22,600)	11,934	(14.5%)	9.8%
Marketing & Sales Costs	53,863	(176,574)	24,959	28,904	230,437	115.8%	130.5%
Operational Costs	310,676	382,478	369,906	(59,230)	(71,802)	(16.0%)	(18.8%
Administration Costs	131,364	121,150	181,863	(50,499)	10,214	(27.8%)	8.4%
Total Direct Controllable Expenses	2,104,086	2,064,561	2,380,598	(276,512)	39,525	(11.6%)	1.9%
Occupancy Costs	142,492	144,611	165,070	(22,578)	(2,119)	(13.7%)	(1.5%
Total Expenses	2,246,578	2,209,172	2,545,668	(299,090)	37,406	(11.7%)	1.7%
EBITDA	1,227,910	2,295,401	1,393,452	(165,542)	(1,067,491)	(11.9%)	(46.5%
EBITDA Margin	23.9%	27.4%	21.7%	(//	(_,,	((
Interest Paid & Finance Charges	479,723	727,040	479,021	702	(247,317)	0.1%	(34.0%
Depreciation	201,584	427,698	281,641	(80,057)	(226,114)	(28.4%)	(52.9%
Interest Received	(52,131)	(41,264)		(52,131)	(10,867)	(LOLING) NA	(26.3%
Net Profit before tax	598,734	1,181,927	632,790	(34,056)	(583,193)	(5.4%)	(49.3%
PBT Margin	11.7%	1,101,527	9.8%	(34,000)	(333,133)	(3.470)	(-5.570
Taxation	167,646	330,940	177,182	(9,536)	(163,294)	(5.4%)	(49.3%
Effective Tax Rate	28.0%	28.0%	35.7%	(3,330)	(103,234)	(3.470)	(43.370
Other Adjustment	20.0%	20.070		_	_	NA	NA
Net Income	431,088	850,987	455,608	(24,520)	(419,899)	(5.4%)	(49.3%

		Monthly Analysis - Month 3 FY 4						
	Latest Month Last Year		Budget	Budget Variance (Variar	ance (%)	
	Month 3 FY 4	Month 3 FY 3	Month 3 FY 4	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediu	m Term Loan							
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium	Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	8,434,194	-			8,434,194		NA	
Cash (to) / from Investing Activities								
Net Cash to Investing Activities	(611,731)	-			(611,731)		NA	
Cash Flow from Financing Activities	,				,			
Net Cash from Financing Activities	479,024	-			479,024		NA	
Total Cash movement for the year	8,301,487	-			8,301,487		NA	
Cash @ the beginning of the year	19,594,443	13,466,400			6,128,043		45.5%	
Total Cash @ the end of the year	27,895,930	13,466,400			14,429,530		107.2%	
Check Overdraft	27,895,930	13,466,400			14,429,530		107.2%	

			Year-To-	Date (YTD) Analy	sis		
	Month	Month Last Year Budget Variance (in \$)					ce (%)
	Month 3 FY 4	Month 3 FY 3	Month 3 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	238,498	228,750	280,500	(42,002)	9,748	(15.0%)	4.3%
as a % of Total	1.2%	1.0%	4.4%				
Content	451,280	315,234	408,916	42,364	136,046	10.4%	43.2%
as a % of Total	2.3%	1.4%	6.4%				
Hardware	10,502,001	11,922,945	15,265,103	(4,763,102)	(1,420,944)	(31.2%)	(11.9%
as a % of Total	53.8%	54.1%	237.3%				
Installation	1,040,593	706,929	1,055,775	(15,182)	333,664	(1.4%)	47.2%
as a % of Total	5.3%	3.2%	16.4%				
Scheduling	165,000	474,128	-	165,000	(309,128)	NA	(65.2%
as a % of Total	0.8%	2.1%	0.0%				
Software	-	200,750	-	-	(200,750)	NA	(100.0%
as a % of Total	0.0%	0.9%	0.0%				
Data	32,400	219,750	-	32,400	(187,350)	NA	(85.3%
as a % of Total	0.2%	1.0%	0.0%				
Subscriptions	842,136	3,675,806	513,039	329,097	(2,833,670)	64.1%	(77.1%
as a % of Total	4.3%	16.7%	8.0%				
Field Operations	6,256,553	4,313,200	5,490,464	766,089	1,943,353	14.0%	45.1%
as a % of Total	32.0%	19.6%	85.4%		, ,		
Total Sales	19,528,461	22,057,492	23,013,797	(3,485,336)	(2,529,031)	(15.1%)	(11.5%
Hardware costs	6,538,550	8,572,876	10,685,572	(4,147,022)	(2,034,326)	(38.8%)	(23.7%
COGS Margin	33.5%	38.9%	46.4%		.,,,,	· · ·	
Gross Profit	12,989,911	13,484,616	12,328,225	661,686	(494,705)	5.4%	(3.7%
Gross Profit %	31.6%	27.7%	21.0%				-
Personnel Costs	4,499,969	4,946,064	4,891,436	(391,467)	(446,095)	(8.0%)	(9.0%
Communication Costs	419,630	478,461	468,541	(48,911)	(58,831)	(10.4%)	(12.3%
Marketing & Sales Costs	187,161	(68,272)	74,876	112,285	255,433	150.0%	374.1%
Operational Costs	973,296	1,157,933	1,109,719	(136,423)	(184,637)	(12.3%)	(15.9%
Administration Costs	294,911	420,979	455,589	(160,678)	(126,068)	(35.3%)	(29.9%
Total Direct Controllable Expenses	6,374,967	6,935,165	7,000,161	(625,194)	(560,198)	(8.9%)	(8.1%
Occupancy Costs	451,031	444,703	489,364	(38,333)	6,328	(7.8%)	1.4%
Total Expenses	6,825,998	7,379,868	7,489,525	(663,527)	(553,870)	(8.9%)	(7.5%
EBITDA	6,163,913	6,104,748	4,838,700	1,325,213	59,165	27.4%	1.0%
EBITDA Margin	31.6%	27.7%	21.0%	_,,			
Interest Paid & Finance Charges	1,579,028	784,658	1,570,908	8,120	794,370	0.5%	101.2%
Depreciation	579,291	1,298,989	844,923	(265,632)	(719,698)	(31.4%)	(55.4%
Interest Received	(180,426)			(180,426)	(97,726)	(31.478) NA	(118.2%
Net Profit before tax	4,186,020	4,103,801	2,422,869	1,763,151	82,219	72.8%	2.0%
PBT Margin	21.4%	18.6%	10.5%	1,.05,151	32,213	,2.070	2.070
Taxation	1,172,085	1,149,065	678,404	493,681	23,020	72.8%	2.0%
Effective Tax Rate	28.0%	28.0%	28.0%	493,001	23,020	12.0/0	2.070
Other Adjustment	20.0%	20.0%	20.070			NA	N
Net Income	3,013,935	2,954,736	1,744,465	1,269,470	- 59,199	72.8%	2.0%

			Year-To-D	Date (YTD) Ana	lysis		
	Month	Last Year	Budget	Varian		Varia	nce (%)
	Month 3 FY 4	Month 3 FY 3	Month 3 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS					_		_
Trademark and Intellectual Property	-	-			-		NA
Property, Plant and Equiment	4,974,749	5,905,031			(930,282)		(15.8%)
Deferred Taxes	26,852,734	31,298,913			(4,446,179)		(14.2%)
Non-current Assets	31,827,483	37,203,944			(5,376,461)		(14.5%)
Total non-current assets as % of Total	48.6%	55.4%					
Stock	3,825,751	4,844,375			(1,018,624)		(21.0%)
Sundry Debtors	38,256	43,157			(4,901)		(11.4%)
Prepaid Expenses	81,547	107,128			(25,581)		(23.9%)
Accounts Receivable	9,839,816	13,033,969			(3,194,153)		(24.5%)
Days Receivable	15.1	17.7					
Deposits	242,610	242,610			· · ·		0.0%
Bank and Cash	19,594,443	11,710,074			7,884,369		67.3%
Current Assets	33,622,423	29,981,313			3,641,110		12.1%
Total current assets as % of Total	51.4%	44.6%			-,		
Total Assets	65,449,906	67,185,257			(1,735,351)		(2.6%)
		,,			(_///		(=:•;•;)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,961					0.0%
Non-Distributable Reserve	1,501	1,901			-		NA
Shareholders Contribution	111,112,318	- 120,101,382			(8,989,064)		(7.5%)
Retained Income/(Loss) for Period					9,295,494		
	(72,929,203)	(82,224,697)					11.3%
Share Capital & Reserves	38,185,076	37,878,646			306,430		0.8%
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	38,185,076	37,878,646			306,430		0.8%
Instalment Sale Agreements and Medium	-	-					NA
Non-current liabilities					()		(
Accounts Payable	4,573,501	6,598,591			(2,025,090)		(30.7%)
Days Payable	21.0	23.1					
Bank Overdraft	-	-			-		NA
Instalment Sale Agreements & Medium Te	-	-			-		NA
Income Received in Advance	13,136,377	18,992,221			(5,855,844)		(30.8%)
Sundry Creditors/Accruals & VAT	9,554,951	3,715,800			5,839,151		157.1%
Current Liabilities	27,264,829	29,306,612			(2,041,783)		(7.0%)
Total Liabilities and Equity	65,449,905	67,185,258			(1,735,353)		(2.6%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	9,799,749	1,928,037			7,871,712		408.3%
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(979,508)	(6,132)			(973,376)		(15873.7%)
Cash Flow from Financing Activities							
Net Cash from Financing Activities	(10,089,287)	6,128,661			(16,217,948)		(264.6%)
Total Cash movement for the year	(1,269,046)	8,050,566			(9,319,612)		(115.8%)
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%
Total Cash @ the end of the year	19,594,443	10,349,366			9,245,077		89.3%
Check Overdraft	19,594,443	10,349,366			9,245,077		89.3%

Sales (Budget) - Monthly				
	Cumulative Value	Positives	Negatives	
Budget	6,432,269			
Slot Sales	6,405,435		26,834	
Content	6,383,549		21,886	
Hardware	5,058,707		1,324,842	
Installation	4,782,364		276,343	
Scheduling	4,782,364	55,000		
Software	4,837,364			
Data	4,837,364	10,320		
Subscriptions	4,847,684	61,247		
Field Operations	4,908,931	222,081		
Actual	5,131,012			
-	(1,301,257)			

Sales (Budget) - YTD				
	Cumulative Value	Positives	Negatives	
Budget	23,013,797			
Slot Sales	22,971,795		42,002	
Content	22,971,795	42,364		
Hardware	18,251,057		4,763,102	
Installation	18,235,875		15,182	
Scheduling	18,235,875	165,000		
Software	18,400,875			
Data	18,400,875	32,400		
Subscriptions	18,433,275	329,097		
Field Operations	18,762,372	766,089		
Actual	19,528,461			
-	(3,485,336)			

Sales (Previous Year) - Mor	itniy		
	Cumulative Value	Positives	Negatives
Actual	8,375,579		
Slot Sales	8,375,579	24,166	
Content	8,381,311		18,434
Hardware	5,333,136		3,048,175
Installation	5,333,136	35,042	
Scheduling	5,284,202		83,976
Software	5,284,202		
Data	5,221,272		62,930
Subscriptions	4,267,870		953,402
Field Operations	4,267,870	863,142	
Actual	5,131,012		
-	(3,244,567)		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	22,057,492		
Slot Sales	22,057,492	9,748	
Content	22,067,240	136,046	
Hardware	20,782,342		1,420,944
Installation	20,782,342	333,664	
Scheduling	20,806,878		309,128
Software	20,606,128		200,750
Data	20,418,778		187,350
Subscriptions	17,585,108		2,833,670
Field Operations	17,585,108	1,943,353	
Actual	19,528,461		
	(2,529,031)		











					IS Items Actual vs Bud	get - Monthly	
			5,000,000	3,939,120			
			4,000,000 -	3,474,488			
IS items - Monthly	Actual	Budget	3,000,000 -				
ross Profit	3,474,488	3,939,120	2,000,000 -			1,227,910 1,393,452	
perating Costs	310,676	369,906	1,000,000 -			1,117,510	598,734 632,790
BITDA	1,227,910	1,393,452	,,		310,676 369,906		
3T	598,734	632,790	- +	Gross Profit	Operating Costs	EBITDA	PBT
					🛾 Actual 🔳 Bu	dget	
					IS Items Actual vs Bu	ıdget - YTD	
			14,000,000	12,989,911 12,328,225			
IS items - YTD	Actual	Budget	10,000,000 -				
ross Profit	12,989,911	12,328,225	8,000,000 -			6,163,913	
perating Costs	973,296	1,109,719	6,000,000 -			4,838,700	4,186,020
BITDA	6,163,913	4,838,700	4,000,000 -				2,422,869
BT	4,186,020	2,422,869	2,000,000 -		973,296 1,109,719		
			- +	Gross Profit	Operating Costs	EBITDA	PBT
					Actual Bu	dget	
					IS Items Actual vs Previo	is Year- Monthly	
			5,000,000	4,504,573	is items Actual vs i revio	as real- monthly	
			4,000,000 -				
IS items - Monthly	Actual	Previous Year		3,474,488			
ross Profit	3,474,488	4,504,573	3,000,000 -			2,295,401	
perating Costs	310,676	382,478	2,000,000 -			1,227,910	1,181,927
BITDA	1,227,910	2,295,401	1,000,000 -		310,676 382,478		598,734
3T	598,734	1,181,927	- 1	Gross Profit		59/70.4	
				Gross Profit	Operating Costs Actual Previ	EBITDA	PBT
					IS Items Actual vs Prev	ious Year- YTD	
			15,000,000	12,989,911 13,484,616			
IS items - YTD	Actual	Previous Year	10,000,000 -				
Proce Deafit	12 090 011	12 494 616				6 162 012 6 101 710	

5,000,000

Gross Profit



IS items - YTD	Actual	Previous Year	
Gross Profit	12,989,911	13,484,616	
Operating Costs	973,296	1,157,933	
EBITDA	6,163,913	6,104,748	
PBT	4,186,020	4,103,801	

			Monthly	Analysis - Month	2 FY 4		
	Latest Month	Latest Month Last Year Budget Variance (in \$) Varianc					
	Month 2 FY 4	Month 2 FY 3	Month 2 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	66,666	93,125	93,500	(26,834)	(26,459)	(28.7%)	(28.4%
as a % of Total	1.1%	1.3%	1.3%				
Content	129,835	58,900	139,800	(9,965)	70,935	(7.1%)	120.4%
as a % of Total	2.2%	0.8%	1.9%				
Hardware	2,893,758	3,903,634	4,797,057	(1,903,299)	(1,009,876)	(39.7%)	(25.9%
as a % of Total	49.1%	52.6%	65.6%				
Installation	362,652	270,445	240,387	122,265	92,207	50.9%	34.1%
as a % of Total	6.2%	3.6%	3.3%				
Scheduling	55,000	196,176	-	55,000	(141,176)	NA	(72.0%
as a % of Total	0.9%	2.6%	0.0%	,			
Software	-	200,750	-	-	(200,750)	NA	(100.0%
as a % of Total	0.0%	2.7%	0.0%		(, ,		v
Data	10,800	73,250	-	10,800	(62,450)	NA	(85.3%
as a % of Total	0.2%	1.0%	0.0%	-,	(- , ,		
Subscriptions	286,385	1,225,166	175,095	111,290	(938,781)	63.6%	(76.6%
as a % of Total	4.9%	16.5%	2.4%	, •	()		(******
Field Operations	2,091,409	1,393,684	1,863,538	227,871	697,725	12.2%	50.1%
as a % of Total	35.5%	18.8%	25.5%	227,072	037,720	1212/0	5012/0
Total Sales	5,896,505	7,415,130	7,309,377	(1,412,872)	(1,518,625)	(19.3%)	(20.5%
Hardware costs	1,878,472	2,806,299	3,357,940	(1,479,468)	(927,827)	(44.1%)	(33.1%
COGS Margin	31.9%	37.8%	45.9%	(1,475,400)	(527,627)	()((55.170
Gross Profit	4,018,033	4,608,831	3,951,437	66,596	(590,798)	1.7%	(12.8%
Gross Profit %	68.1%	62.2%	54.1%	00,550	(330,730)	1.770	(12:0/0
Personnel Costs	1,535,894	1,451,025	1,627,578	(91,684)	84,869	(5.6%)	5.8%
Communication Costs	132,700	152,223	156,180	(23,480)	(19,523)	(15.0%)	(12.8%
Marketing & Sales Costs	50,805	57,870	24,959	25,846	(7,065)	103.6%	(12.0%
Operational Costs	326,033	401,693	369,906	(43,873)	(75,660)	(11.9%)	(12.2%)
Administration Costs	77,615	170,637	176,863	(99,248)	(93,022)	(56.1%)	(18.8%
Total Direct Controllable Expenses	2,123,047	2,233,448	2,355,486	(232,439)	(110,401)	(30.1%)	(34.3%
•	2,123,047 142,404	2,233,448 150,815	2,355,486 165,070	. , ,	(110,401) (8,411)	(9.9%)	(4.9%)
Occupancy Costs Total Expenses	2,265,451	2,384,263	2,520,556	(22,666) (255,105)	(118,812)	(13.7%)	(5.0%
EBITDA	1,752,582	2,384,263	1,430,881	321,701	(471,986)	22.5%	(3.0%)
				321,701	(471,986)	22.5%	(21.2%
EBITDA Margin	29.7%	30.0%	19.6%	6 405	100 711	4.20/	4.007.00/
Interest Paid & Finance Charges	528,289	29,548	522,104	6,185	498,741	1.2%	1687.9%
Depreciation	190,902	435,612	281,641	(90,739)	(244,710)	(32.2%)	(56.2%
Interest Received	(54,776)	(27,833)	-	(54,776)	(26,943)	NA	(96.8%
Net Profit before tax	1,088,167	1,787,241	627,136	461,031	(699,074)	73.5%	(39.1%
PBT Margin	18.5%	24.1%	8.6%		(105		
Taxation	304,687	500,429	175,598	129,089	(195,742)	73.5%	(39.1%
Effective Tax Rate	21.7%	23.3%	36.1%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	783,480	1,286,812	451,538	331,942	(503,332)	73.5%	(39.1%

			Monthly	Analysis - Mont	h 2 FY 4		
	Latest Month	Latest Month Last Year Budget Variance (in \$)			ce (in \$)	Variar	nce (%)
	Month 2 FY 4	Month 2 FY 3	Month 2 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property							
Property, Plant and Equiment							
Deferred Taxes							
Non-current Assets							
Total non-current assets as % of Total							
Stock							
Sundry Debtors							
Prepaid Expenses							
Accounts Receivable							
Days Receivable							
Deposits							
Bank and Cash							
Current Assets							
Total current assets as % of Total							
Total Assets							
EQUITY AND LIABILITIES							
Share Capital							
Non-Distributable Reserve							
Shareholders Contribution							
Retained Income/(Loss) for Period							
Share Capital & Reserves							
Shareholders Loans							
Total Shareholders' Funds							
Instalment Sale Agreements and Mediu	ım Term Loan						
Non-current liabilities							
Accounts Payable							
Days Payable							
Bank Overdraft							
Instalment Sale Agreements & Medium	Term Loan						
Income Received in Advance							
Sundry Creditors/Accruals & VAT							
Current Liabilities							
Total Liabilities and Equity							
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	(2,339,102)	-			(2,339,102)		N/
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(250,555)	-			(250,555)		NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	(9,471,887)	-			(9,471,887)		N
Total Cash movement for the year	(12,061,544)	-			(12,061,544)		NA
Cash @ the beginning of the year	11,292,955	-			11,292,955		N
Total Cash @ the end of the year	(768,589)	-			(768,589)		N/
Check Overdraft	(768,589)	-			(768,589)		NA

			Year-To-	Date (YTD) Analy	sis		
	Month	Month Last Year Budget Variance (in \$)					
	Month 2 FY 4	Month 2 FY 3	Month 2 FY 4	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	171,832	186,250	187,000	(15,168)	(14,418)	(8.1%)	(7.7%
as a % of Total	1.2%	1.4%	2.6%				
Content	326,895	172,415	262,645	64,250	154,480	24.5%	89.6%
as a % of Total	2.3%	1.3%	3.6%				
Hardware	8,265,202	6,637,972	11,703,461	(3,438,259)	1,627,230	(29.4%)	24.5%
as a % of Total	57.4%	48.5%	160.1%				
Installation	780,190	481,569	519,030	261,160	298,621	50.3%	62.0%
as a % of Total	5.4%	3.5%	7.1%				
Scheduling	110,000	335,152	-	110,000	(225,152)	NA	(67.2%
as a % of Total	0.8%	2.4%	0.0%	,	. , ,		
Software	-	200,750	-	-	(200,750)	NA	(100.0%
as a % of Total	0.0%	1.5%	0.0%		(,,		(
Data	22,080	146,500	-	22,080	(124,420)	NA	(84.9%
as a % of Total	0.2%	1.1%	0.0%	,	()		(0
Subscriptions	570,065	2,450,332	302,215	267,850	(1,880,267)	88.6%	(76.7%
as a % of Total	4.0%	17.9%	4.1%		(_///		(
Field Operations	4,151,185	3,070,973	3,607,176	544,009	1,080,212	15.1%	35.2%
as a % of Total	28.8%	22.4%	49.3%	511,005	1,000,212	1011/0	0012/0
Total Sales	14,397,449	13,681,913	16,581,527	(2,184,078)	715,536	(13.2%)	5.2%
Hardware costs	4,882,026	4,701,870	8,192,423	(3,310,397)	180,156	(40.4%)	3.8%
COGS Margin	33.9%	34.4%	49.4%	(3,310,337)	100,100	(40.470)	5.676
Gross Profit	9,515,423	8,980,043	8,389,104	1,126,319	535,380	13.4%	6.0%
Gross Profit %	34.3%	27.8%	20.8%	1,120,010	555,555	1014/0	0.070
Personnel Costs	3,025,366	3,330,203	3,243,747	(218,381)	(304,837)	(6.7%)	(9.2%
Communication Costs	286,050	356,815	312,361	(218,381)	(70,765)	(8.4%)	(19.8%
Marketing & Sales Costs	133,298	108,302	49,918	83,380	24,996	167.0%	23.1%
Operational Costs	662,620	775,455	739,812	(77,192)	(112,835)	(10.4%)	(14.6%
Administration Costs	163,547	299,829	273,726	(110,179)	(136,282)	(40.3%)	(45.5%
Total Direct Controllable Expenses	4,270,881	4,870,604	4,619,564	(348,683)	(599,723)	(40.3%)	(43.3%)
Occupancy Costs	308,540	300,093	324,293	(348,683)	(599,723) 8,447	(7.5%)	(12.3%)
Total Expenses	4,579,421	5,170,697	4,943,857	(364,436)	(591,276)	(4.9%)	2.8%
EBITDA	4,936,002	3,809,346	3,445,247	1,490,755	1,126,656	43.3%	29.6%
				1,490,755	1,120,050	45.5%	29.0%
EBITDA Margin	34.3%	27.8%	20.8%	7 410	1 041 007	0.70/	1007.00/
Interest Paid & Finance Charges	1,099,305	57,618	1,091,887	7,418	1,041,687	0.7%	1807.9%
Depreciation	377,708	871,291	563,282	(185,574)	(493,583)	(32.9%)	(56.6%
Interest Received	(128,295)	(41,436)	-	(128,295)	(86,859)	NA	(209.6%
Net Profit before tax	3,587,284	2,921,873	1,790,078	1,797,206	665,411	100.4%	22.8%
PBT Margin	24.9%	21.4%	10.8%				
Taxation	1,004,440	818,125	501,223	503,217	186,315	100.4%	22.8%
Effective Tax Rate	28.0%	28.0%	28.0%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	2,582,844	2,103,748	1,288,855	1,293,989	479,096	100.4%	22.8%

			Year-To-D	Date (YTD) Ana	lysis		
	Month	Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 2 FY 4	Month 2 FY 3	Month 2 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	-			-		NA
Property, Plant and Equiment	4,564,602	6,617,467			(2,052,865)		(31.0%)
Deferred Taxes	27,020,379	32,535,561			(5,515,182)		(17.0%)
Non-current Assets	31,584,981	39,153,028			(7,568,047)		(19.3%)
Total non-current assets as % of Total	52.9%	55.7%					
Stock	4,178,596	5,850,825			(1,672,229)		(28.6%)
Sundry Debtors	81,329	90,671			(9,342)		(10.3%)
Prepaid Expenses	95,345	111,821			(16,476)		(14.7%)
Accounts Receivable	12,220,534	11,405,442			815,092		7.1%
Days Receivable	25.5	25.0					
Deposits	242,610	242,610					0.0%
Bank and Cash	11,292,955	13,466,400			(2,173,445)		(16.1%)
Current Assets	28,111,369	31,167,769			(3,056,400)		(9.8%)
Total current assets as % of Total	47.1%	44.3%			(=,===,===,		(0.07.)
Total Assets	59,696,350	70,320,797			(10,624,447)		(15.1%)
		, ,					
EQUITY AND LIABILITIES							
Share Capital	1,961	1,961					0.0%
Non-Distributable Reserve	1,001	-					NA
Shareholders Contribution	110,633,294	120,101,382			(9,468,088)		(7.9%)
Retained Income/(Loss) for Period	(73,360,292)	(84,068,854)			10,708,562		12.7%
Share Capital & Reserves	37,274,963	36,034,489			1,240,474		3.4%
Shareholders Loans		30,034,489			1,240,474		3.4%
Total Shareholders' Funds	37,274,963	36,034,489			1,240,474		3.4%
Instalment Sale Agreements and Medium		4,200,000			(4,200,000)		(100.0%)
Non-current liabilities	-	4,200,000			(4,200,000)		(100.0%)
	6 201 600	E E22 E01			678,000		12.20/
Accounts Payable	6,201,600	5,523,591			678,009		12.3%
Days Payable	38.1	35.2					
Bank Overdraft	-	-			-		NA
Instalment Sale Agreements & Medium Te	-	1,200,000			(1,200,000)		(100.0%)
Income Received in Advance	6,502,882	17,801,550			(11,298,668)		(63.5%)
Sundry Creditors/Accruals & VAT	9,716,904	5,561,167			4,155,737		74.7%
Current Liabilities	22,421,386	30,086,308			(7,664,922)		(25.5%)
Total Liabilities and Equity	59,696,349	66,120,797			(6,424,448)		(9.7%)
CASH FLOW					_		_
Cash from Operating Activities							
Net Cash from Operating Activities	1,365,553	276,103			1,089,450		394.6%
Cash (to) / from Investing Activities	1,303,333	270,103			1,009,450		554.076
	רדד דזכו	25,967			(393,744)		(1516.3%)
Net Cash to Investing Activities	(367,777)	23,507			(353,744)		(1310.3%)
Cash Flow from Financing Activities	(10 500 344)	10.905 530			(21 422 040)		(407.20/)
Net Cash from Financing Activities	(10,568,311)	10,865,529			(21,433,840)		(197.3%)
Total Cash movement for the year	(9,570,535)	11,167,599			(20,738,134)		(185.7%)
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%
Total Cash @ the end of the year	11,292,954	13,466,399			(2,173,445)		(16.1%)
Check Overdraft	11,292,954	13,466,399			(2,173,445)		(16.1%)

	Cumulative Value	Positives	Negatives	
Budget	7,309,377			
Slot Sales	7,282,543		26,834	
Content	7,272,578		9,965	
Hardware	5,369,279		1,903,299	
Installation	5,369,279	122,265		
Scheduling	5,491,544	55,000		
Software	5,546,544			
Data	5,546,544	10,800		
Subscriptions	5,557,344	111,290		
Field Operations	5,668,634	227,871		
Actual	5,896,505			
	(1.412.872)			

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	16,581,527		
Slot Sales	16,566,359		15,168
Content	16,566,359	64,250	
Hardware	13,192,350		3,438,259
Installation	13,192,350	261,160	
Scheduling	13,453,510	110,000	
Software	13,563,510		
Data	13,563,510	22,080	
Subscriptions	13,585,590	267,850	
Field Operations	13,853,440	544,009	
Actual	14,397,449		
-	(2,184,078)		

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	7,415,130		
Slot Sales	7,388,671		26,459
Content	7,388,671	70,935	
Hardware	6,449,730		1,009,876
Installation	6,449,730	92,207	
Scheduling	6,400,761		141,176
Software	6,200,011		200,750
Data	6,137,561		62,450
Subscriptions	5,198,780		938,781
Field Operations	5,198,780	697,725	
Actual	5,896,505		
-	(1,518,625)		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	13,681,913		
Slot Sales	13,667,495		14,418
Content	13,667,495	154,480	
Hardware	13,821,975	1,627,230	
Installation	15,449,205	298,621	
Scheduling	15,522,674		225,152
Software	15,321,924		200,750
Data	15,197,504		124,420
Subscriptions	13,317,237		1,880,267
Field Operations	13,317,237	1,080,212	
Actual	14,397,449		
-	715,536		









Operating Cotis 23,633 989.006 1,725,52 1,343,847 627,136 Operating Cotis 0,0000 0,000						IS Items Actual vs Budge	et - Monthly	
$\frac{\overline{\mathbf{n}} \operatorname{terres} \cdot \operatorname{Monthy}}{\operatorname{terres} \operatorname{Monthy}} \frac{\operatorname{Actual}}{\operatorname{5.25,23}} \frac{\operatorname{Monthy}}{\operatorname{5.25,23}} \frac{\operatorname{Month}}{\operatorname{5.25,23}} \frac{\operatorname{Month}}{5.25,2$					4,018,033 3,951,437			
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Operating Codes 325,033 309,096 1,772,528 1,430,841 Pert 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 627,135 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167 1,072,041 1,083,167	IS items - Monthly	Actual		3,000,000 -				
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Encurs Hondit Operating Costs EBITEA PET IS Rems - VTD Actual Budget IS Rems Actual vs Budget - VTD IS Rems Actual vs Previous Year - Monthly IS Rems Actual vs Previous Year - VTD						320,033 369,906		
Image: North Nort	roi	1,088,107	027,150		Gross Profit	Operating Costs	EBITDA	PBT
IS Items - YTD Actual Budget Gross Profit 9,515,423 8,389,104 Operating Costs 662,620 79,812 4,95,002 IS Items - YTD Actual Previous Year Astrone Si Items - YTD Actual Previous Year Astrone IS Items - YTD Astrone Segueta Astrone Astrone IS Items - YTD Astrone Segueta Astrone Istrone IS Items - YTD Astrone Segueta						🖬 Actual 🔳 Budj	get	
IS Items - YTD Actual Budget Gross Profit 9,515,423 8,389,104 9PT 3,587,284 1,790,078 IS Items - Monthly Actual Previous Year M000000 662,620 739,812 Gross Profit Operating Costs 662,620 Stems - Monthly Actual Previous Year M000000 4018,033 40,668,831 4000000 4018,033 40,668,831 4000000 4018,033 40,668,831 4000000 4018,033 40,668,831 4000000 4018,033 40,668,831 4000000 4018,033 40,668,831 4000000 4018,033 40,668,331 4000000 4018,033 40,668,331 4000000 4018,033 40,668,331 4000000 1,752,582 2,224,568 IBTDA 1,787,241 1,088,167 1,088,167 1,787,241 1,080,000 Gross Profit Operating Costs EBTDA Bitems - YTD <t< td=""><td></td><td></td><td></td><td></td><td></td><td>IS Items Actual vs Bud</td><td>iget - YTD</td><td></td></t<>						IS Items Actual vs Bud	iget - YTD	
IS items - YTD Actual Budget Gross Profit 9,515,423 8,389,104 Depending Costs 662,620 739,812 1,790,778 3,587,284 1,790,078 Gross Profit 0,947,080,002 3,445,247 0,000,000 4,000,000 4,018,033 A,018,033 A,018,033 4,068,831 0perating Costs 326,033 401,693 10,000,000 4,000,000 4,000,000 2,000,000 4,000,000 4,000,000 4,000,000 4,000,000 4,000,000 9,000,000 4,000,000 4,000,000 4,000,000 4,000,000 1,752,982 9,000,000 1,752,982 2,224,568 PBT 1,083,167 1,787,241 1,000,000 Gross Profit 0 0 0,000,000 Gross Profit 0<				10,000,000				
Gross Profit 9,515,423 8,389,104 Operating Costs 662,620 739,812 4,395,602 4,455,247 3,587,284 PBT 3,587,284 1,790,078 4,000,000 662,620 739,812 2,000,000 662,620 739,812 2,000,000 662,620 739,812 2,000,000 662,620 739,812 2,000,000 662,620 739,812 2,000,000 662,620 739,812 2,000,000 662,620 739,812 EBTDA PBT Term 3,587,284 1,790,078 662,620 739,812 EBTDA PBT 8,460,02 1,445,247 3,587,284 1,790,078 Term 4,018,033 4,608,831 662,620 739,812 EBTDA PBT Figure S Profit 0,016,003 600,000 4,018,033 6,008,001 1,018,107 1,787,241 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,018,107 1,01	IS items - YTD	Actual	Budget	8,000,000 -				
Operating Costs 662,620 73,812 EBITDA 4,936,002 3,445,247 3,897,284 3,587,284 1,790,078 3,587,284 1,790,078 Gross Profit Operating Costs EBITDA	Gross Profit			6,000,000 -			4,936,002	
PBT 3,587,284 1,790,078 2,000000 662,20 739,812 Gross Profit Operating Costs ENTDA PBT	Operating Costs			4,000,000 -			3,445,247	3,587,284
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IS Items - Monthly Actual Previous Year Gross Profit 4,018,033 4,008,031 0perating Costs 326,033 401,693 2,000,000 4,018,033 41,068,167 1,088,167 1,787,241 Gross Profit Operating Costs EBITDA PBT 1,088,167 1,787,241 Gross Profit Operating Costs EBITDA PBT 1,088,167 1,787,241 Gross Profit Operating Costs EBITDA PBT 1,080,000 Gross Profit Operating Costs ENTOR PST is 423 8,980,043					Gross Profit			PBT
IS items - Monthly Actual Previous Year Gross Profit 4,018,033 4,608,831 0perating Costs 326,033 401,693 2,000,000 1,752,582 2,224,568 PBT 1,088,167 1,787,241 Gross Profit 0perating Costs EBITDA PBT 1,088,167 1,787,241 Gross Profit 0perating Costs EBITDA PBT 1,088,167 1,787,241 Gross Profit 0perating Costs EBITDA PBT 1,000,000 6ross Profit 0perating Costs Bittems - YTD Actual Previous Year Sistems - YTD 9,515,423 8,980,043						Actual Budg	get	
IS items - VTD Actual Previous Year 1/55 Profit 4,008,033 4,608,831 00perating Costs 326,033 401,693 1,752,582 2,224,568 1,752,582 1,008,167 1,787,241 Gross Profit Operating Costs BITDA 4,000,000 - - Gross Profit Operating Costs BITDA - - - - - - - - - - - - - - - - - - - -						IS Items Actual vs Previous	s Year- Monthly	
is items - Monthly Actual Previous Year Gross Profit 4,000,000 3,000,000 4,01,000,000 9,515,423 8,900,043 8,900,043 8,900,043 8,900,043 1,000,000 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002 4,936,002				5,000,000				
Gross Profit 4,018,033 4,608,831 3,000,000				4,000,000 -	4,018,033			
Si tems - YTD Actual Previous Year Segunda 1,787,241				3,000,000 -			2 224 568	
EBITDA 1,752,582 2,224,568 1,000,000 326,033 401,693 1,008,167 PBT 1,088,167 1,787,241 0 326,033 401,693 1000,000 10000,000 1000,000,000 1000,000,000 1000,000 1000,000 1000,000,000 1000,000,000 1000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000 1000,000,000<				2,000,000 -			1,752,582	
PBT 1,088,167 1,787,241 320,013 400,005 Gross Profit Operating Costs EBITDA PBT 	EBITDA			1.000.000		401 602		1,088,167
Actual Previous Year IS Items Actual vs Previous Year - YTD Actual Previous Year Sistems - YTD Actual Previous Year Actual Act	PBT					326,033 401,093		
IS items - YTD Actual Previous Year 9,515,423 8,980,043 Gross Profit 9,515,423 8,980,043 4,936,002 4,936,002					Gross Profit	Operating Costs	EBITDA	PBT
10,000,000 15 items - YTD Actual Previous Year 6,000,000 Gross Profit 9,515,423 8,980,043 4,936,002 4,936,002						Actual Previo	us Year	
10,000,000 15 items - YTD Actual Previous Year 6,000,000 Gross Profit 9,515,423 8,980,043 4,936,002 4,936,002								
10,000,000 15 items - YTD Actual Previous Year 6,000,000 Gross Profit 9,515,423 8,980,043 4,936,002 4,936,002						IS Items Actual vs Previo	nus Year- YTD	
ISitems - YTD Actual Previous Year 8,000,000 4,936,002 Cross Profit 9,515,423 8,980,043 6,000,000 4,936,002				10,000,000	9,515,423	IS Items Actual VS FIEVIC		
IS items - YTD Actual Previous Year Gross Profit 9 515 423 8 980 043					8,980,043			
Gross Profit 9515 423 8 980 042 6,000,000 4,936,002	IS items - YTD	Actual	Previous Year					
	Gross Profit							3 507 304

4,000,000 2,000,000

IS items - YTD	Actual	Previous Year
Gross Profit	9,515,423	8,980,043
Operating Costs	662,620	775,455
EBITDA	4,936,002	3,809,346
PBT	3,587,284	2,921,873



Gross Profit



Actual Previous Year

			Monthly	Analysis - Month	1 FY 4		Monthly Analysis - Month 1 FY 4						
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)						
	Month 1 FY 4	Month 1 FY 3	Month 1 FY 4	Budget	Last Year	Budget	Last Year						
INCOME STATEMENT													
Slot Sales	105,166	93,125	93,500	11,666	12,041	12.5%	12.9%						
as a % of Total	1.2%	1.5%	1.0%										
Content	197,060	113,515	122,845	74,215	83,545	60.4%	73.6%						
as a % of Total	2.3%	1.8%	1.3%										
Hardware	5,371,444	2,734,338	6,906,404	(1,534,960)	2,637,106	(22.2%)	96.4%						
as a % of Total	63.2%	43.6%	74.5%										
Installation	417,538	211,124	278,644	138,894	206,414	49.8%	97.8%						
as a % of Total	4.9%	3.4%	3.0%										
Scheduling	55,000	138,976	-	55,000	(83,976)	NA	(60.4%						
as a % of Total	0.6%	2.2%	0.0%										
Software	-	-	-	-	-	NA	NA						
as a % of Total	0.0%	0.0%	0.0%										
Data	11,280	73,250	-	11,280	(61,970)	NA	(84.6%						
as a % of Total	0.1%	1.2%	0.0%	,									
Subscriptions	283,680	1,225,166	127,120	156,560	(941,486)	123.2%	(76.8%						
as a % of Total	3.3%	19.6%	1.4%		(- ,,		,						
Field Operations	2,059,775	1,677,289	1,743,638	316,137	382,486	18.1%	22.8%						
as a % of Total	24.2%	26.8%	18.8%		,								
Total Sales	8,500,943	6,266,783	9,272,151	(771,208)	2,234,160	(8.3%)	35.7%						
Hardware costs	3,003,555	1,895,571	4,834,483	(1,830,928)	1,107,984	(37.9%)	58.5%						
COGS Margin	35.3%	30.2%	52.1%	(_//	_,,	(211271)							
Gross Profit	5,497,388	4,371,212	4,437,668	1,059,720	1,126,176	23.9%	25.8%						
Gross Profit %	64.7%	69.8%	47.9%	_,,	_,,								
Personnel Costs	1,489,472	1,879,179	1,616,168	(126,696)	(389,707)	(7.8%)	(20.7%						
Communication Costs	153,350	204,592	156,180	(2,830)	(51,242)	(1.8%)	(25.0%						
Marketing & Sales Costs	82,493	50,433	24,959	57,534	32,060	230.5%	63.6%						
Operational Costs	336,587	373,763	369,906	(33,319)	(37,176)	(9.0%)	(9.9%						
Administration Costs	85,932	129,194	96,863	(10,931)	(43,262)	(11.3%)	(33.5%						
Total Direct Controllable Expenses	2,147,834	2,637,161	2,264,076	(116,242)	(489,327)	(5.1%)	(18.6%						
Occupancy Costs	166,135	149,278	159,223	6,912	16,857	4.3%	11.3%						
Total Expenses	2,313,969	2,786,439	2,423,299	(109,330)	(472,470)	(4.5%)	(17.0%						
EBITDA	3,183,419	1,584,773	2,014,369	1,169,050	1,598,646	58.0%	100.9%						
EBITDA Margin	37.4%	25.3%	2,014,303	1,105,050	1,550,040	50.070	100.570						
Interest Paid & Finance Charges	571,015	28,070	569,783	1,232	542,945	0.2%	1934.3%						
Depreciation	186,806	435,679	281,641	(94,835)	(248,873)	(33.7%)	(57.1%						
Interest Received	(73,519)	(13,603)	201,041	(73,519)	(59,916)	(33.7%) NA	(440.5%						
Net Profit before tax	2,499,117	1,134,627	1,162,945	1,336,172	1,364,490	114.9%	120.3%						
PBT Margin	2,459,117 29.4%	1,134,027 18.1%	1,102,943	1,550,172	1,504,450	114.970	120.370						
Taxation	699,753	317,696	325,625	374,128	382,057	114.9%	120.3%						
Effective Tax Rate	15.6%	317,696 33.8%	325,625 19.4%	574,128	382,037	114.9%	120.3%						
	15.0%	33.8%	19.4%			NI 4							
Other Adjustment Net Income	1,799,364	- 816,931	- 837,320	- 962,044	- 982,433	NA 114.9%	N/ 120.3%						

		Monthly Analysis - Month 1 FY 4					
	Latest Month Last Year Budget Variance (in \$)				Varia	nce (%)	
	Month 1 FY 4	Month 1 FY 3	Month 1 FY 4	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property							
Property, Plant and Equiment							
Deferred Taxes							
Non-current Assets							
Total non-current assets as % of Total							
Stock							
Sundry Debtors							
Prepaid Expenses							
Accounts Receivable							
Days Receivable							
Deposits							
Bank and Cash							
Current Assets							
Total current assets as % of Total							
Total Assets							
EQUITY AND LIABILITIES							
Share Capital							
Non-Distributable Reserve							
Shareholders Contribution							
Retained Income/(Loss) for Period							
Share Capital & Reserves							
Shareholders Loans							
Total Shareholders' Funds	To any Loop						
Instalment Sale Agreements and Mediu	Im Term Loan						
Non-current liabilities							
Accounts Payable							
Days Payable							
Bank Overdraft	T						
Instalment Sale Agreements & Medium	lerm Loan						
Income Received in Advance							
Sundry Creditors/Accruals & VAT							
Current Liabilities							
Total Liabilities and Equity							
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	3,704,656				3,704,656		N
Cash (to) / from Investing Activities	3,704,030	-			3,704,030		IN/
Net Cash to Investing Activities	(117,222)				(117 222)		N
	(117,222)	-			(117,222)		IN A
Cash Flow from Financing Activities	(1.000 434)				(1.000.434)		
Net Cash from Financing Activities	(1,096,424)	-			(1,096,424)		N/
Total Cash movement for the year	2,491,010	-			2,491,010		N/
Cash @ the beginning of the year	20,863,489	-			20,863,489		N/
Total Cash @ the end of the year	23,354,499	-			23,354,499		N/
Check Overdraft	23,354,499	-			23,354,499		N.

			Year-To-	Date (YTD) Analy	sis		Year-To-Date (YTD) Analysis						
	Month Last Year Budget Variance (in \$)					Varian	ce (%)						
	Month 1 FY 4	Month 1 FY 3	Month 1 FY 4	Budget	Last Year	Budget	Last Year						
INCOME STATEMENT													
Slot Sales	105,166	93,125	93,500	11,666	12,041	12.5%	12.9%						
as a % of Total	1.2%	1.5%	1.0%										
Content	197,060	113,515	122,845	74,215	83,545	60.4%	73.6%						
as a % of Total	2.3%	1.8%	1.3%										
Hardware	5,371,444	2,734,338	6,906,404	(1,534,960)	2,637,106	(22.2%)	96.4%						
as a % of Total	63.2%	43.6%	74.5%										
Installation	417,538	211,124	278,644	138,894	206,414	49.8%	97.8%						
as a % of Total	4.9%	3.4%	3.0%										
Scheduling	55,000	138,976	-	55,000	(83,976)	NA	(60.4%						
as a % of Total	0.6%	2.2%	0.0%										
Software	-	_	-	-	-	NA	NA						
as a % of Total	0.0%	0.0%	0.0%										
Data	11,280	73,250	-	11,280	(61,970)	NA	(84.6%						
as a % of Total	0.1%	1.2%	0.0%	,									
Subscriptions	283,680	1,225,166	127,120	156,560	(941,486)	123.2%	(76.8%						
as a % of Total	3.3%	19.6%	1.4%		((1010)						
Field Operations	2,059,775	1,677,289	1,743,638	316,137	382,486	18.1%	22.8%						
as a % of Total	24.2%	26.8%	18.8%		,								
Total Sales	8,500,943	6,266,783	9,272,151	(771,208)	2,234,160	(8.3%)	35.7%						
Hardware costs	3,003,555	1,895,571	4,834,483	(1,830,928)	1,107,984	(37.9%)	58.5%						
COGS Margin	35.3%	30.2%	52.1%	(_,,	_,	()							
Gross Profit	5,497,388	4,371,212	4,437,668	1,059,720	1,126,176	23.9%	25.8%						
Gross Profit %	37.4%	25.3%	21.7%	,,	, , ,								
Personnel Costs	1,489,472	1,879,179	1,616,168	(126,696)	(389,707)	(7.8%)	(20.7%						
Communication Costs	153,350	204,592	156,180	(2,830)	(51,242)	(1.8%)	(25.0%						
Marketing & Sales Costs	82,493	50,433	24,959	57,534	32,060	230.5%	63.6%						
Operational Costs	336,587	373,763	369,906	(33,319)	(37,176)	(9.0%)	(9.9%						
Administration Costs	85,932	129,194	96,863	(10,931)	(43,262)	(11.3%)	(33.5%						
Total Direct Controllable Expenses	2,147,834	2,637,161	2,264,076	(116,242)	(489,327)	(5.1%)	(18.6%						
Occupancy Costs	166,135	149,278	159,223	6,912	16,857	4.3%	11.3%						
Total Expenses	2,313,969	2,786,439	2,423,299	(109,330)	(472,470)	(4.5%)	(17.0%						
EBITDA	3,183,419	1,584,773	2,014,369	1,169,050	1,598,646	58.0%	100.9%						
EBITDA Margin	37.4%	25.3%	2,014,505	1,105,050	1,550,040	50.070	100.576						
Interest Paid & Finance Charges	571,015	28,070	569,783	1,232	542,945	0.2%	1934.3%						
Depreciation	186,806	435,679	281,641	(94,835)	(248,873)	(33.7%)	(57.1%						
Interest Received	(73,519)		281,041	(73,519)	(59,916)	(33.7%) NA	(440.5%						
Net Profit before tax	2,499,117	1,134,627	1,162,945	1,336,172	1,364,490	114.9%	120.3%						
PBT Margin	2,499,117	1,134,027	1,102,943	1,330,172	1,304,430	114.370	120.3/0						
Taxation	699,753	317,696	325,625	374,128	202 057	114.9%	120.3%						
Effective Tax Rate	28.0%	28.0%	325,625 28.0%	574,128	382,057	114.9%	120.3%						
	28.0%	28.0%	28.0%			N 1 A	N1.						
Other Adjustment Net Income	1,799,364	- 816,931	837,320	962,044	- 982,433	NA 114.9%	N/ 120.3%						

			Year-To-E	Date (YTD) Ana	vsis		
	Month	Month Last Year Budget Variance (in \$) N					nce (%)
	Month 1 FY 4	Month 1 FY 3	Month 1 FY 4	Budget	Last Year	Budget	Last Year
					-		
BALANCE SHEET							
ASSETS					_		_
Trademark and Intellectual Property	-	-			-		NA
Property, Plant and Equiment	4,504,948	6,617,467			(2,112,519)		(31.9%)
Deferred Taxes	27,325,066	32,535,561			(5,210,495)		(16.0%)
Non-current Assets	31,830,014	39,153,028			(7,323,014)		(18.7%)
Total non-current assets as % of Total	46.7%	55.7%					
Stock	2,609,079	5,850,825			(3,241,746)		(55.4%)
Sundry Debtors	107,298	90,671			16,627		18.3%
Prepaid Expenses	91,953	111,821			(19,868)		(17.8%)
Accounts Receivable	9,979,861	11,405,442			(1,425,581)		(12.5%)
Days Receivable	35.2	54.6					
Deposits	242,610	242,610			-		0.0%
Bank and Cash	23,354,499	13,466,400			9,888,099		73.4%
Current Assets	36,385,300	31,167,769			5,217,531		16.7%
Total current assets as % of Total	53.3%	44.3%					
Total Assets	68,215,314	70,320,797			(2,105,483)		(3.0%)
EQUITY AND LIABILITIES					_		_
Share Capital	1,961	1,961			-		0.0%
Non-Distributable Reserve	-	-			-		NA
Shareholders Contribution	120,105,180	120,101,382			3,798		0.0%
Retained Income/(Loss) for Period	(74,143,772)	(84,068,854)			9,925,082		11.8%
Share Capital & Reserves	45,963,369	36,034,489			9,928,880		27.6%
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	45,963,369	36,034,489			9,928,880		27.6%
Instalment Sale Agreements and Medium	-	4,200,000			(4,200,000)		(100.0%)
Non-current liabilities							
Accounts Payable	5,822,573	5,523,591			298,982		5.4%
Days Payable	58.2	87.4					
Bank Overdraft	-	-			-		NA
Instalment Sale Agreements & Medium Te	-	1,200,000			(1,200,000)		(100.0%)
Income Received in Advance	7,454,203	17,801,550			(10,347,347)		(58.1%)
Sundry Creditors/Accruals & VAT	8,975,167	5,561,167			3,414,000		61.4%
Current Liabilities	22,251,943	30,086,308			(7,834,365)		(26.0%)
Total Liabilities and Equity	68,215,312	66,120,797			2,094,515		3.2%
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	3,704,656	4,909,981			(1,205,325)		(24.5%)
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(117,222)	10,283			(127,505)		(1240.0%)
Cash Flow from Financing Activities							
Net Cash from Financing Activities	(1,096,424)	(544,767)			(551,657)		(101.3%)
Total Cash movement for the year	2,491,010	4,375,497			(1,884,487)		(43.1%)
Cash @ the beginning of the year	20,863,489	2,298,800			18,564,689		807.6%
Total Cash @ the end of the year	23,354,499	6,674,297			16,680,202		249.9%
Check Overdraft	23,354,499	6,674,297			16,680,202		249.9%

Sales (Budget) - Monthly	Cumulative Value	Positives	Negatives
	cumulative value	FOSILIVES	Negutives
Budget	9,272,151		
Slot Sales	9,272,151	11,666	
Content	9,283,817	74,215	
Hardware	7,823,072		1,534,960
Installation	7,823,072	138,894	
Scheduling	7,961,966	55,000	
Software	8,016,966		
Data	8,016,966	11,280	
Subscriptions	8,028,246	156,560	
Field Operations	8,184,806	316,137	
Actual	8,500,943		
	(771,208)		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	9,272,151		
Slot Sales	9,272,151	11,666	
Content	9,283,817	74,215	
Hardware	7,823,072		1,534,960
Installation	7,823,072	138,894	
Scheduling	7,961,966	55,000	
Software	8,016,966		
Data	8,016,966	11,280	
Subscriptions	8,028,246	156,560	
Field Operations	8,184,806	316,137	
Actual	8,500,943		
-	(771,208)		

	Cumulative Value	Positives	Negatives
Actual	6,266,783		
Slot Sales	6,266,783	12,041	
Content	6,278,824	83,545	
Hardware	6,362,369	2,637,106	
Installation	8,999,475	206,414	
Scheduling	9,121,913		83,976
Software	9,121,913		
Data	9,059,943		61,970
Subscriptions	8,118,457		941,486
Field Operations	8,118,457	382,486	
Actual	8,500,943		
-	2,234,160		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	6,266,783		
Slot Sales	6,266,783	12,041	
Content	6,278,824	83,545	
Hardware	6,362,369	2,637,106	
Installation	8,999,475	206,414	
Scheduling	9,121,913		83,976
Software	9,121,913		
Data	9,059,943		61,970
Subscriptions	8,118,457		941,486
Field Operations	8,118,457	382,486	
Actual	8,500,943		
	2,234,160		









			6,000,000	5,497,388	IS Items Actual vs Budge	t - Monthly	
IS items - Monthly Gross Profit Operating Costs EBITDA PBT	Actual 5,497,388 336,587 3,183,419 2,499,117	Budget 4,437,668 369,906 2,014,369 1,162,945	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 - 1,000,000 -	4,437,668	336,587 369,906	3,183,419 2,014,369	2,499,117
				Gross Profit	Operating Costs	EBITDA	PBT
				5,497,388	IS Items Actual vs Bud	get - YTD	
IS items - YTD	Actual	Budget	5,000,000	4,437,668			
Gross Profit Operating Costs EBITDA PBT	5,497,388 336,587 3,183,419 2,499,117	4,437,668 369,906 2,014,369 1,162,945	4,000,000 - 3,000,000 - 2,000,000 - 1,000,000 -		336,587 369,906	2,014,369	2,499,117 1,162,945
			- +	Gross Profit	Operating Costs	EBITDA	PBT
					🖬 Actual 🔳 Budg	tet	
			6,000,000 5,000,000	5,497,388	IS Items Actual vs Previous	Year- Monthly	
IS items - Monthly	Actual	Previous Year	4,000,000 -			3,183,419	
Gross Profit	5,497,388	4,371,212	3,000,000 -				2,499,117
Operating Costs EBITDA	336,587 3,183,419	373,763 1,584,773	2,000,000 -			1,584,773	1,134,627
PBT	2,499,117	1,584,773	1,000,000 -		336,587 373,763		
101	2,433,117	1,134,027	- +	Gross Profit	Operating Costs	EBITDA	PBT
				Gloss Fiolic	Actual Previou		701
					Actual Previou	is Year	
					IS Items Actual vs Previo	us Year- YTD	

6,000,000 5,000,000 4,000,000 3,000,000 2,000,000 1,000,000

IS items - YTD	Actual	Previous Year
Gross Profit	5,497,388	4,371,212
Operating Costs	336,587	373,763
EBITDA	3,183,419	1,584,773
PBT	2,499,117	1,134,627

IS Items Actual vs Previous Year- YTD



	Monthly Analysis - Month 12 FY 3							
	Latest Month	Last Year	Budget Varia		e (in \$)	Varian	ce (%)	
	Month 12 FY 3	Month 12 FY 2	Month 12 FY 3	Budget	Last Year	Budget	Last Year	
INCOME STATEMENT								
Slot Sales	147,584	42,500	75,000	72,584	105,084	96.8%	247.3%	
as a % of Total	2.0%	0.7%	1.0%					
Content	207,485	120,115	16,500	190,985	87,370	1157.5%	72.7%	
as a % of Total	2.8%	1.9%	0.2%					
Hardware	3,179,649	3,254,837	4,834,709	(1,655,060)	(75,188)	(34.2%)	(2.3%	
as a % of Total	43.1%	50.7%	61.5%					
Installation	380,373	134,088	-	380,373	246,285	NA	183.7%	
as a % of Total	5.2%	2.1%	0.0%					
Scheduling	55,000	138,976	193,976	(138,976)	(83,976)	(71.6%)	(60.4%	
as a % of Total	0.7%	2.2%	2.5%					
Software	993,719	-	-	993,719	993,719	NA	NA	
as a % of Total	13.5%	0.0%	0.0%					
Data	11,400	73,250	145,944	(134,544)	(61,850)	(92.2%)	(84.4%	
as a % of Total	0.2%	1.1%	1.9%					
Subscriptions	273,266	1,225,166	834,718	(561,452)	(951,900)	(67.3%)	(77.7%	
as a % of Total	3.7%	19.1%	10.6%					
Field Operations	2,131,202	1,424,923	1,754,534	376,668	706,279	21.5%	49.6%	
as a % of Total	28.9%	22.2%	22.3%					
Total Sales	7,379,678	6,413,855	7,855,381	(475,703)	965,823	(6.1%)	15.1%	
Hardware costs	2,752,652	1,307,856	3,377,559	(624,907)	1,444,796	(18.5%)	110.5%	
COGS Margin	37.3%	20.4%	43.0%					
Gross Profit	4,627,026	5,105,999	4,477,822	149,204	(478,973)	3.3%	(9.4%	
Gross Profit %	48.9%	-1.2%	21.4%					
Personnel Costs	1,395,783	4,462,152	1,807,107	(411,324)	(3,066,369)	(22.8%)	(68.7%	
Communication Costs	122,717	98,455	188,049	(65,332)	24,262	(34.7%)	24.6%	
Marketing & Sales Costs	194,414	77,952	63,000	131,414	116,462	208.6%	149.4%	
Operational Costs	(307,483)	307,096	450,500	(757,983)	(614,579)	(168.3%)	(200.1%	
Administration Costs	(545,209)	86,430	123,100	(668,309)	(631,639)	(542.9%)	(730.8%	
Total Direct Controllable Expenses	860,222	5,032,085	2,631,756	(1,771,534)	(4,171,863)	(67.3%)	(82.9%	
Occupancy Costs	155,077	151,756	163,357	(8,280)	3,321	(5.1%)	2.2%	
Total Expenses	1,015,299	5,183,841	2,795,113	(1,779,814)	(4,168,542)	(63.7%)	(80.4%	
EBITDA	3,611,727	(77,842)	1,682,709	1,929,018	3,689,569	114.6%	4739.8%	
EBITDA Margin	48.9%	-1.2%	21.4%					
Interest Paid & Finance Charges	545,144	99,181	37,088	508,056	445,963	1369.9%	449.6%	
Depreciation	189,046	1,058,847	409,734	(220,688)	(869,801)	(53.9%)	(82.1%	
Interest Received	(66,263)	(10,785)	-	(66,263)	(55,478)	NA	(514.4%	
Net Profit before tax	2,943,800	(1,225,085)	1,235,887	1,707,913	4,168,885	138.2%	340.3%	
PBT Margin	39.9%	(19.1%)	15.7%	, , , , , ,				
Taxation	1,086,683	(12,330,446)	415,501	671,182	13,417,129	161.5%	108.8%	
Effective Tax Rate	20.8%	333.9%	30.4%	1,1,102	,,	_01.070	100.070	
Other Adjustment		-	-	-	-	NA	NA	
Net Income	1,857,117	11,105,361	820,386	1,036,731	(9,248,244)	126.4%	(83.3%	

		Monthly Analysis - Month 12 FY 3							
	Latest Month	Last Year	Budget Variance (in \$)			Variance (%)			
	Month 12 FY 3	Month 12 FY 2	Month 12 FY 3	Budget	Last Year	Budget	Last Year		
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets									
Total non-current assets as % of Total									
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Days Receivable									
Deposits									
Bank and Cash									
Current Assets									
Total current assets as % of Total									
Total Assets									
EQUITY AND LIABILITIES									
Share Capital									
Non-Distributable Reserve									
Shareholders Contribution									
Retained Income/(Loss) for Period									
Share Capital & Reserves									
Shareholders Loans									
Total Shareholders' Funds									
Instalment Sale Agreements and Mediu	ım Term Loan								
Non-current liabilities									
Accounts Payable									
Days Payable									
Bank Overdraft									
Instalment Sale Agreements & Medium	Term Loan								
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities									
Total Liabilities and Equity									
Total Liabilities and Equity									
CASH FLOW									
Cash from Operating Activities									
Net Cash from Operating Activities	1,931,433	(107,291)			2,038,724		1900.2		
· -	1,701,433	(107,291)			2,030,724		1900.2		
Cash (to) / from Investing Activities	(1 722 204)	62 754			(1 707 030)		/2010 7		
Net Cash to Investing Activities	(1,733,284)	63,754			(1,797,038)		(2818.7		
ash Flow from Financing Activities									

Net Cash to Investing Activities	(1,733,284)	63,754	(1,797,038)	(2818.7%)
Cash Flow from Financing Activities				
Net Cash from Financing Activities	543,318	(771,214)	1,314,532	170.4%
Total Cash movement for the year	741,467	(814,751)	1,556,218	191.0%
Cash @ the beginning of the year	20,122,022	3,113,550	17,008,472	546.3%
Total Cash @ the end of the year	20,863,489	2,298,799	18,564,690	807.6%
Check Overdraft	20,863,489	2,298,799	18,564,690	807.6%

		Year-To-Date (YTD) Analysis							
	Month	Last Year	Budget Variance (in \$)			Variance (%)			
	Month 12 FY 3	Month 12 FY 2	Month 12 FY 3	Budget	Last Year	Budget	Last Year		
INCOME STATEMENT									
Slot Sales	1,087,370	840,990	850,000	237,370	246,380	27.9%	29.3%		
as a % of Total	1.2%	1.1%	10.8%						
Content	1,996,115	716,531	198,000	1,798,115	1,279,584	908.1%	178.6%		
as a % of Total	2.2%	1.0%	2.5%						
Hardware	50,136,241	37,637,152	45,651,346	4,484,895	12,499,089	9.8%	33.2%		
as a % of Total	54.5%	51.2%	581.1%						
Installation	4,213,332	2,160,421	-	4,213,332	2,052,911	NA	95.0%		
as a % of Total	4.6%	2.9%	0.0%						
Scheduling	1,389,908	1,642,375	2,345,990	(956,082)	(252,467)	(40.8%)	(15.4%)		
as a % of Total	1.5%	2.2%	29.9%						
Software	1,194,469	-	-	1,194,469	1,194,469	NA	NA		
as a % of Total	1.3%	0.0%	0.0%						
Data	633,400	915,734	1,751,322	(1,117,922)	(282,334)	(63.8%)	(30.8%)		
as a % of Total	0.7%	1.2%	22.3%						
Subscriptions	10,722,830	14,359,152	13,008,130	(2,285,300)	(3,636,322)	(17.6%)	(25.3%)		
as a % of Total	11.7%	19.5%	165.6%						
Field Operations	20,664,556	15,253,969	18,259,848	2,404,708	5,410,587	13.2%	35.5%		
as a % of Total	22.5%	20.7%	232.5%						
Total Sales	92,038,221	73,526,324	82,064,636	9,973,585	18,511,897	12.2%	25.2%		
Hardware costs	32,824,626	23,558,207	31,910,666	913,960	9,266,419	2.9%	39.3%		
COGS Margin	35.7%	32.0%	38.9%						
Gross Profit	59,213,595	49,968,117	50,153,970	9,059,625	9,245,478	18.1%	18.5%		
Gross Profit %	31.7%	20.9%	21.0%						
Personnel Costs	20,022,011	24,668,186	21,135,456	(1,113,445)	(4,646,175)	(5.3%)	(18.8%)		
Communication Costs	1,889,339	1,812,259	2,256,598	(367,259)	77,080	(16.3%)	4.3%		
Marketing & Sales Costs	373,277	749,346	649,000	(275,723)	(376,069)	(42.5%)	(50.2%)		
Operational Costs	3,720,531	4,027,066	5,406,000	(1,685,469)	(306,535)	(31.2%)	(7.6%		
Administration Costs	2,284,907	1,624,189	1,538,200	746,707	660,718	48.5%	40.7%		
Total Direct Controllable Expenses	28,290,065	32,881,046	30,985,254	(2,695,189)	(4,590,981)	(8.7%)	(14.0%)		
Occupancy Costs	1,785,993	1,752,006	1,946,007	(160,014)	33,987	(8.2%)	1.9%		
Total Expenses	30,076,058	34,633,052	32,931,261	(2,855,203)	(4,556,994)	(8.7%)	(13.2%)		
EBITDA	29,137,537	15,335,065	17,222,709	11,914,828	13,802,472	69.2%	90.0%		
EBITDA Margin	31.7%	20.9%	21.0%						
Interest Paid & Finance Charges	5,722,599	294,941	485,513	5,237,086	5,427,658	1078.7%	1840.3%		
Depreciation	4,891,957	6,814,113	4,916,811	(24,854)	(1,922,156)	(0.5%)	(28.2%)		
Interest Received	(511,685	(135,808)		(511,685)	(375,877)	NA	(276.8%)		
Net Profit before tax	19,034,666	8,361,819	11,820,385	7,214,281	10,672,847	61.0%	127.6%		
PBT Margin	20.7%	11.4%	14.4%						
Taxation	5,329,706	2,385,038	3,309,709	2,019,997	2,944,668	61.0%	123.5%		
Effective Tax Rate	28.0%	1 - 1 - 1	28.0%	,,	,,		/0		
Other Adjustment				-	-	NA	NA		
Net Income	13,704,960	5,976,781	8,510,676	5,194,284	7,728,179	61.0%	129.3%		

	Year-To-Date (YTD) Analysis						
	Month	Last Year	Budget	Variance (in \$)		Variance (%)	
	Month 12 FY 3	Month 12 FY 2	Month 12 FY 3	Budget	Last Year	Budget	Last Year
					<u> </u>		-
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	-			-		NA
Property, Plant and Equiment	4,574,532	7,514,725			(2,940,193)		(39.1%)
Deferred Taxes	28,024,819	33,354,525			(5,329,706)		(16.0%)
Non-current Assets	32,599,351	40,869,250			(8,269,899)		(20.2%)
Total non-current assets as % of Total	47.2%	74.1%					
Stock	3,614,840	4,831,231			(1,216,391)		(25.2%)
Sundry Debtors	4,654	21,459			(16,805)		(78.3%)
Prepaid Expenses	104,318	147,902			(43,584)		(29.5%)
Accounts Receivable	11,521,585	8,497,676			3,023,909		35.6%
Days Receivable	3.8	3.5			-,,		
Deposits	242,610	240,210			2,400		1.0%
Bank and Cash	20,995,873	573,791			20,422,082		3559.1%
Current Assets	36,483,880	14,312,269			22,171,611		154.9%
Total current assets as % of Total	52.8%	25.9%			22,171,011		134.578
Total Assets	69,083,231	55,181,519			13,901,712		25.2%
Total Assets	09,083,231	55,161,519			13,901,712		25.2%
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	-	-			-		NA
Shareholders Contribution	121,201,605	109,036,047			12,165,558		11.2%
Retained Income/(Loss) for Period	(72,466,804)	(86,171,763)			13,704,959		15.9%
Share Capital & Reserves	48,736,762	22,866,051			25,870,711		113.1%
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	48,736,762	22,866,051			25,870,711		113.1%
Instalment Sale Agreements and Medium	-	-			-		NA
Non-current liabilities							
Accounts Payable	5,614,623	5,389,068			225,555		4.2%
Days Payable	5.1	6.9					
Bank Overdraft	132,384	(1,725,009)			1,857,393		107.7%
Instalment Sale Agreements & Medium Te	-	5,600,000			(5,600,000)		(100.0%)
Income Received in Advance	9,353,595	16,773,945			(7,420,350)		(44.2%)
Sundry Creditors/Accruals & VAT	5,245,867	6,277,464			(1,031,597)		(16.4%)
Current Liabilities	20,346,469	32,315,468			(11,968,999)		(37.0%)
Total Liabilities and Equity	69,083,231	55,181,519			13,901,712		25.2%
	09,065,251	55,161,519			13,901,712		23.270
CASH FLOW					_		_
CASH FLOW							
Cash from Operating Activities	12.050.704	0 161 570			4 700 121		F2 20/
Net Cash from Operating Activities	13,950,701	9,161,570			4,789,131		52.3%
Cash (to) / from Investing Activities		<i>(a are</i>)			/ .		·
Net Cash to Investing Activities	(1,951,764)	(1,480,784)			(470,980)		(31.8%)
Cash Flow from Financing Activities							
Net Cash from Financing Activities	6,565,752	(8,262,990)			14,828,742		179.5%
Total Cash movement for the year	18,564,689	(582,204)			19,146,893		3288.7%
Cash @ the beginning of the year	2,298,800	2,881,003			(582,203)		(20.2%)
Total Cash @ the end of the year	20,863,489	2,298,799			18,564,690		807.6%
Check Overdraft	20,863,489	2,298,799			18,564,690		807.6%
Sales (Budget) - Monthly							
--------------------------	------------------	-----------	-----------				
	Cumulative Value	Positives	Negatives				
Budget	7,855,381						
Slot Sales	7,855,381	72,584					
Content	7,927,965	190,985					
Hardware	6,463,890		1,655,060				
Installation	6,463,890	380,373					
Scheduling	6,705,287		138,976				
Software	6,705,287	993,719					
Data	7,564,462		134,544				
Subscriptions	7,003,010		561,452				
Field Operations	7,003,010	376,668					
Actual	7,379,678						
-	(475,703)						

	Cumulative Value	Positives	Negatives
Budget	82,064,636		
Slot Sales	82,064,636	237,370	
Content	82,302,006	1,798,115	
Hardware	84,100,121	4,484,895	
Installation	88,585,016	4,213,332	
Scheduling	91,842,266		956,082
Software	91,842,266	1,194,469	
Data	91,918,813		1,117,922
Subscriptions	89,633,513		2,285,300
Field Operations	89,633,513	2,404,708	
Actual	92,038,221		
	9.973.585		

	Cumulative Value	Positives	Negatives
Actual	6,413,855		
Slot Sales	6,413,855	105,084	
Content	6,518,939	87,370	
Hardware	6,531,121		75,188
Installation	6,531,121	246,285	
Scheduling	6,693,430		83,976
Software	6,693,430	993,719	
Data	7,625,299		61,850
Subscriptions	6,673,399		951,900
Field Operations	6,673,399	706,279	
Actual	7,379,678		
-	965,823		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	73,526,324		
Slot Sales	73,526,324	246,380	
Content	73,772,704	1,279,584	
Hardware	75,052,288	12,499,089	
Installation	87,551,377	2,052,911	
Scheduling	89,351,821		252,467
Software	89,351,821	1,194,469	
Data	90,263,956		282,334
Subscriptions	86,627,634		3,636,322
Field Operations	86,627,634	5,410,587	
Actual	92,038,221		
-	18,511,897		







Sales Variance (YTD) - Previous Year



Operating Cortis (107,483) 450,500 1000000000000000000000000000000000000						IS Items Actual vs Budget -	Monthly	
I beens Autual Sustain					4,627,026 4,477,822		3 611 727	
Bitems Actual (orss Profit Actual (00000) Bitems Monthly (00000) Actual (00000) Bitems Monthly (00000) Bitems Monthly (000000) Bitems Monthly (000000) Bitems Monthly (000000) Bitems Monthly (000000) Bitems Monthly (000000) Bitems Monthly (0000000) Bitems <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th>5,011,727</th> <th>2,943,800</th>							5,011,727	2,943,800
Gross Front 4.427,025 4.477,822 Operating Coxis 3.61,127 1,827,029 100000 000000 00000 Bit Cons 700,000 00000 100000 00000 00000 100000 00000 00000 100000 00000 00000 100000 00000 00000 100000 00000 00000 100000 00000 00000 00000 00000 00000 100000 000000 000000 100000 000000 000000 000000 000000 000000 1000000 000000 000000 1000000 000000 000000 1000000 000000 000000 1000000 000000 000000 1000000 000000 000000 1000000 0000000 000000 1000000 0000000 0000000 1000000 0000000 0000000 <	IS items - Monthly	Actual	Budget				1 682 709	
Operating Costs (207.483) 450.200 ISTICA 2,953,200 1,235,907 ISTICA 2,953,200 1,235,907 ISTICA 2,953,200 1,235,907 ISTICA 3,202,503 5,005,000 ISTICA 4,202,026 1,220,300 ISTICA 4,202,026 1,220,300 ISTICA 1,220,300 1,220,300	Gross Profit	4,627,026	4,477,822				-,	1,235,887
ppt 2,943,800 1,255,897 1,025,087 1,027,087 1,02	Operating Costs	(307,483)	450,500	1,000,000 -		450,500		
Card D. 50000 D. 50000 D. 50000 D. 50000 Description Description<	EBITDA			-				
Image: NTD Actual Subsection	PBT	2,943,800	1,235,887	(1,000,000) □	Gross Profit		FRITDA	PRT
Σ terns - YTO Λ total 3 59 coti 53 cot 33 50 50 50 50 70 70 20 20 70 20 20 70 70 20 20 70 70 70 20 70 70 70 70 70 70 70 70 70 70 70 70 70					Globinolit		LUTUR	101
Image: Note Note Note Note Note Note Note Note						Actual Budget		
Bitems - YTD Actual Budget Gross Profit 3,213,553 5,0,053,000 BTDA 29,034,666 11,820,285 Stems - Monthly Actual Pervious Year Gross Profit 0,000,000 3,270,051 5,405,000 1,000,000 3,270,051 5,405,000 9,07 Gross Profit 0,000,000 3,270,051 5,405,000 Gross Profit 0,000,000 3,270,051 5,405,000 Stems - Monthly Actual Previous Year Monthly Gross Profit 0,000,000 3,000,000 3,000,000 3,000,000 Stems - Monthly Actual Previous Year Monthly 0,000,000 3						IS Items Actual vs Budget	- YTD	
Bitems - YTD Actual Budget Gross Profit 59,213.553 5,000,000 10,000,000								
Gross Profit 59,213,595 50,153,970 Operating Costs 3,720,551 5,406,000 30,000,000 32,720,511 5,406,000 PBT 19,034,666 11,820,385 0 <td< th=""><th>IS items - YTD</th><th>Actual</th><th>Budget</th><th></th><th>50,153,970</th><th></th><th></th><th></th></td<>	IS items - YTD	Actual	Budget		50,153,970			
Operating Costs 3,720,531 5,406,000 BITOA 29,317,537 17,222,709 19,034,666 11,820,385 Operating Costs 0,000,000 17,213,11 5,000,000 17,223,719 19,034,666 Si tems - Monthly Actual Previous Year Balt Balt Balt Si tems - Monthly Actual Previous Year Counce								
EBITDA 29,137,537 17,222,09 10,034,666 11,820,385 10,000,000 37,205,11 5,466,000 Gross Profit Operating Costs EBITDA PBT Gross Profit Operating Costs 307,096 301,072 2,943,800 Operating Costs (100,000) (1,225,085) (1,225,085) (1,225,085) IS Items Actual vs Previous Year (1,225,085) (1,225,085) (1,225,085) IS Items Actual vs Previous Year (1,225,085) (1,225,085) (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085) IS Items Actual vs Previous Year (1,225,085) (1,225,085) (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085) IS Items Actual vs Previous Year VID PBT (1,225,085)	Operating Costs			30,000,000 -		2		
Stems - Monthly Actual Previous Year Monthly Actual Budget Gross Profit Operating Costs 6,000,000 4,627,025 5,105,999 3,611,727 2,943,800 Operating Costs (307,483) 307,096 3,011,727 2,943,800 2,943,800 (1,225,085) Bit Too 3,611,727 (77,842) (1,225,085) (1,225,085) (1,225,085) Si Kems - YTD Actual Previous Year (1,225,085) (1,225,085) (1,225,085) Si Kems - YTD So (2,00,000) (307,483) (77,842) (1,225,085) Si Kems - YTD So (2,00,000) (307,483) (77,842) (1,225,085) Si Kems - YTD So (2,00,000) (307,483) (77,842) (1,225,085) Si Kems - YTD So (2,00,000) (307,483) (77,842) (1,225,085) Si Kems - YTD So (2,00,000) (307,483) (2,137,537) (2,23,085) Si Kems - YTD So (2,00,000) (300,000) (300,000) (300,000) (300,000) (300,000) (300,000)	EBITDA	29,137,537	17,222,709	20,000,000 -			17,222,709	19,034,666
IS Items - Monthly Actual Previous Year 15 Items - Monthly Actual Previous Year 16 Items - Monthly Actual Previous Year 16 Items - Monthly Actual Previous Year 16 Items - Monthly Actual Previous Year 17 Actual Actual Previous Year 18 Items - Monthly 4,627,026 5,105,999 000000 307,066 361,727 1000000 (1,225,085) (1,225,085) 1000000 (1000,000) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,200,000) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,200,000) (1,225,085) 1000000 (1,200,000) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,225,085) (1,225,085) 1000000 (1,225,085) (1,225,085) 10000000 (1,225,085) (1,225,	PBT	19,034,666	11,820,385	10,000,000		3,720,531 5,406,000		
Sitems - Monthly Actual Previous Year Gross Profit 4,627,025 5,105,999 Operating Costs (307,483) 307,096 BiTDA 2,943,800 (1,225,085) Gross Profit Operating Costs EBITDA 2,093,800 (1,225,085) Sitems - YTD Actual Previous Year Gross Profit Operating Costs EBITDA Sitems - YTD Actual Previous Year Gross Profit 59,213,595 49,968,117 Operating Costs 3,720,531 4027,026 Gross Profit 0,994,817 0,000,000 0,000,000 4,000,000 0,000,000 1,000,000 0,000,000 Gross Profit Operating Costs EBITDA Bitems - YTD Actual - Previous Year PBT Gross Profit 59,213,595 49,968,117 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000,000 0,0					Gross Profit	Operating Costs	EBITDA	PBT
IS items - Monthly Actual Previous Year Gross Profit 4,627,025 5,105,999 Operating Costs (307,483) 307,096 ENTDA 2,943,800 (1,225,085) Image: Cost Section 1,227 (1,225,085) Image: Cost Section 1,227,2351 (1,227,086) Image: Cost Section 1,227,2351 (1,227,0						Actual Budget		
IS items - Monthly Actual Previous Year Gross Profit 4,627,025 5,105,999 Operating Costs (307,483) 307,096 ENTDA 2,943,800 (1,225,085) Image: Cost Section 1,227 (1,225,085) Image: Cost Section 1,227,2351 (1,227,086) Image: Cost Section 1,227,2351 (1,227,0						IS Itoms Actual us Brovious Vo	or Monthly	
Si items - Monthly Actual Previous Year Gross Profit 4,627,026 5,105,999 Operating Costs (307,483) 307,096 LBITDA 3,611,727 (77,842) (1,000,000) (307,483) (77,842) (2,000,000) (307,483) (77,842) (2,000,000) (307,483) (77,842) (2,000,000) (307,483) (77,842) (2,000,000) (307,483) (77,842) (2,000,000) (307,483) (77,842) (2,000,000) (307,685) EBITDA Si items - YTD Actual Previous Year Gross Profit Operating Costs 59,213,595 50,000,000 50,000,000 50,000,000 50,000,000 50,000,000 50,000,000 50,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000,000 10,000				6 000 000 -		is items Actual vs Frevious re	ai - Montiny	
is items - Monthly Actual Previous Year 2,93,800 Gross Profit 4,627,026 5,105,990 3,00,000 307,096 Departing Costs (307,483) 307,096 307,096 307,096 EBITDA 3,611,227 (77,842) (1,000,000) (1,225,085) (1,225,085) Figure 1 2,943,800 (1,225,085) (1,000,000) (307,483) (77,842) (1,225,085) Sitems - YTD Actual Previous Year Figure 2 Figure				5,000,000 -	4,627,026 5,105,999			
Gross Profit 4,627,026 5,105,999 Operating Costs (307,483) 307,096 EBITDA 3,61,1,227 (1,225,085) PBT 2,943,800 (1,225,085) Gross Profit Operating Costs EBITDA PBT 2,943,800 (1,225,085) Gross Profit Operating Costs EBITDA PBT 2,943,800 (1,225,085) Gross Profit Operating Costs EBITDA PBT 2,000,000 Gross Profit Operating Costs Gross Profit Operating Costs EBITDA PBT 59,213,595 49,968,117 Gross Profit 59,213,595 49,968,117 30,000,000 30,000,000 59,213,595 50,000,000 30,000,000 10,000,000 30,000,000 30,000,000 10,000,000 30,000,000 31,000,000 10,000,000 30,000,000 10,000,000 10,000,000 30,000,000 10,000,000 10,000,000 30,000,000 10,000,000 10,000,000 30,000,000 10,000,000 10,000,000 <th>IS items - Monthly</th> <th>Actual</th> <th>Previous Year</th> <th></th> <th></th> <th></th> <th>3,611,727</th> <th>2,943,800</th>	IS items - Monthly	Actual	Previous Year				3,611,727	2,943,800
Operating Costs (307,483) 307,096 307,096 EBITDA 3,611,727 (77,842) (1,225,085) PPT 2,943,600 (1,225,085) (1,200,000) Gross Profit Operating Costs EBITDA Previous Year Image: Specific Costs 3,72,053 49,968,117 1,200,000 Gross Profit 59,213,595 49,968,117 50,000,000 Gross Profit 59,213,595 49,968,117 1,335,065 19,034,666 Demoting Costs 3,720,531 4,027,066 10,000,000 1,202,006 29,137,537 19,034,666 Strems Actual 2, 20,2056 10,000,000 1,202,066 19,034,666 19,034,666		·						
PBT 2,943,800 (1,225,085) (1,000,000) <td>Operating Costs</td> <td></td> <td></td> <td></td> <td></td> <td>307,096</td> <td></td> <td></td>	Operating Costs					307,096		
Image: protect constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system Image: constraint of the system	EBITDA			(1 000 000)		(000 100)	(77.842)	
Is items - YTD Actual Previous Year 50,000,000 59,213,595 50,000,000 59,213,595 60,000,000 59,213,595 50,000,000 59,213,595 90perating Costs 3,720,531 4,027,066 29,137,537 19,334,5665 10,000,000 3,720,511 4,027,066 20,000,000 10,034,5666	PBT	2,943,800	(1,225,085)					
IS items - YTD Actual Previous Year 50,000,000 59,213,595 49,968,117 Gross Profit 59,213,595 40,968,117 30,000,000 59,213,595 40,968,117 29,137,537 19,034,666 Operating Costs 3,720,531 4,027,066 20,000,000 15,335,065 19,034,666 EITDA 29,137,537 15,335,065 10,000,000 3,720,511 4,027,066 8,361,819					Gross Profit	Operating Costs	EBITDA	PBT
Sitems - YTD Actual Previous Year 50,000,000 49,968,117 Gross Profit 59,213,595 49,968,117 40,000,000 49,968,117 Operating Costs 3,720,531 4,027,066 20,000,000 29,137,537 BITIDA 29,137,537 15,335,065 10,000,000 15,335,065 19,034,666						Actual Previous Y	ear	
Sitems - YTD Actual Previous Year 50,000,000 49,968,117 Gross Profit 59,213,595 49,968,117 40,000,000 49,968,117 Operating Costs 3,720,531 4,027,066 20,000,000 29,137,537 BITIDA 29,137,537 15,335,065 10,000,000 15,335,065 19,034,666								
Sitems - YTD Actual Previous Year 50,000,000 49,968,117 Gross Profit 59,213,955 49,968,117 40,000,000 49,968,117 Operating Costs 3,720,531 4,027,066 29,137,537 15,335,065 19,034,666 ENTDA 29,137,537 15,335,065 10,000,000 3,720,531 4,027,066 48,361,819						IS Items Actual vs Previous	Year- YTD	
IS items - YTD Actual Previous Year 50,000,000 49,968,117 Gross Profit 59,213,955 49,968,117 40,000,000 29,137,537 Operating Costs 3,720,531 4,027,066 20,000,000 15,335,065 19,034,666 ENTDA 29,137,537 15,335,065 10,000,000 3,720,531 4,027,066 8,361,819					59,213,595			
Original field Fields Fields <th< th=""><th></th><th></th><th></th><th></th><th>49,968,117</th><th></th><th></th><th></th></th<>					49,968,117			
Gross Print 59,213,595 49,968,117 30,000,000 29,137,537 Operating Costs 3,720,531 4,027,066 20,000,000 15,335,065 19,034,666 ENTDA 29,137,537 15,335,065 10,000,000 3,720,531 4,027,066 19,034,666	-	·						
Uperating Losts 3,720,531 4,027,066 20,000 - 15,335,665 19,034,666 8,361,819								
				20,000,000			15,335,065	
	PBT	19,034,666	8,361,819	10,000,000 -		3,720,531 4,027,066		0,301,015

IS items - YTD	Actual	Previous Year
Gross Profit	59,213,595	49,968,117
Operating Costs	3,720,531	4,027,066
EBITDA	29,137,537	15,335,065
PBT	19,034,666	8,361,819



Actual Previous Year

PBT

			Monthly Ar	alysis - Month 1	1 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 11 FY 3	Month 11 FY 2	Month 11 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	21,375	42,500	75,000	(53,625)	(21,125)	(71.5%)	(49.7%
as a % of Total	0.2%	0.9%	1.0%				
Content	247,340	91,604	16,500	230,840	155,736	1399.0%	170.0%
as a % of Total	2.5%	2.0%	0.2%				
Hardware	6,568,153	1,527,733	4,359,589	2,208,564	5,040,420	50.7%	329.9%
as a % of Total	66.7%	33.5%	59.4%				
Installation	668,059	104,858	-	668,059	563,201	NA	537.1%
as a % of Total	6.8%	2.3%	0.0%				
Scheduling	55,900	138,976	193,976	(138,076)	(83,076)	(71.2%)	(59.8%
as a % of Total	0.6%	3.0%	2.6%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	11,760	73,250	145,944	(134,184)	(61,490)	(91.9%)	(83.9%
as a % of Total	0.1%	1.6%	2.0%	, , ,		. ,	
Subscriptions	215,445	1,225,166	834,718	(619,273)	(1,009,721)	(74.2%)	(82.4%
as a % of Total	2.2%	26.9%	11.4%	, , ,		. ,	
Field Operations	2,061,740	1,352,964	1,716,486	345,254	708,776	20.1%	52.4%
as a % of Total	20.9%	29.7%	23.4%	, -	,		
Total Sales	9,849,772	4,557,051	7,342,213	2,507,559	5,292,721	34.2%	116.1%
Hardware costs	3,254,362	1,066,448	3,045,514	208,848	2,187,914	6.9%	205.2%
COGS Margin	33.0%	23.4%	41.5%	,	, - ,-		
Gross Profit	6,595,410	3,490,603	4,296,699	2,298,711	3,104,807	53.5%	88.9%
Gross Profit %	32.1%	14.7%	20.9%	, ,	-, - ,		
Personnel Costs	2,716,442	1,916,512	1,810,835	905,607	799,930	50.0%	41.7%
Communication Costs	276,507	146,740	188,049	88,458	129,767	47.0%	88.4%
Marketing & Sales Costs	(5,466)		38,000	(43,466)	(40,319)	(114.4%)	(115.7%
Operational Costs	241,214	430,869	450,500	(209,286)	(189,655)	(46.5%)	(44.0%
Administration Costs	58,710	140,895	113,100	(54,390)	(82,185)	(48.1%)	(58.3%
Total Direct Controllable Expenses	3,287,407	2,669,869	2,600,484	686,923	617,538	26.4%	23.1%
Occupancy Costs	146,428	151,043	163,357	(16,929)	(4,615)	(10.4%)	(3.1%
Total Expenses	3,433,835	2,820,912	2,763,841	669,994	612,923	24.2%	21.7%
EBITDA	3,161,575	669,691	1,532,858	1,628,717	2,491,884	106.3%	372.1%
EBITDA Margin	32.1%	14.7%	20.9%	1,020,727	2) 10 2)00 1	20010/0	5721270
Interest Paid & Finance Charges	562,267	33,002	37,716	524,551	529,265	1390.8%	1603.7%
Depreciation	416,974	551,336	409,734	7,240	(134,362)	1.8%	(24.4%
Interest Received	(62,228)	(22,864)	405,754	(62,228)	(39,364)	NA	(172.2%
Net Profit before tax	2,244,562	108,217	1,085,408	1,159,154	2,136,345	106.8%	1974.1%
PBT Margin	22.8%	2.4%	1,085,408	1,133,134	2,130,343	100.076	1374.170
Taxation	628,478	(9,949)	373,367	255,111	638,427	68.3%	6417.0%
			· · · · · · · · · · · · · · · · · · ·	200,111	030,427	08.3%	0417.0%
Effective Tax Rate	27.3%	(3780.4%)	34.6%			N 1 A	N.L.
Other Adjustment	-	-	-	-	-	NA	N/

	Monthly Analysis - Month 11 FY 3							
	Latest Month Last Year Budget Variance (in \$)				Variar	nce (%)		
	Month 11 FY 3	Month 11 FY 2	Month 11 FY 3	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
•								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediur	m Term Loan							
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium	Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	1,884,953	(3,624,384)			5,509,337		152.0	
Cash (to) / from Investing Activities	1,007,900	(3,027,304)			5,505,557		152.0	
Net Cash to Investing Activities	(6,986)	(112,006)			105,020		93.8	
5	(0,986)	(112,000)			105,020		93.0	
Cash Flow from Financing Activities								

Cash Flow from Financing Activities					
Net Cash from Financing Activities	556,957	(371,332)		928,289	
Total Cash movement for the year	2,434,924	(4,107,722)		6,542,646	
Cash @ the beginning of the year	17,687,098	7,221,272		10,465,826	
Total Cash @ the end of the year	20,122,022	3,113,550		17,008,472	
Check Overdraft	20.122.022	3.113.550		17.008.472	

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 11 FY 3	Month 11 FY 2	Month 11 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	939,786	798,490	775,000	164,786	141,296	21.3%	17.7%
as a % of Total	1.1%	1.2%	10.6%				
Content	1,788,630	596,416	181,500	1,607,130	1,192,214	885.5%	199.9%
as a % of Total	2.1%	0.9%	2.5%				
Hardware	46,956,591	34,382,315	40,816,637	6,139,954	12,574,276	15.0%	36.6%
as a % of Total	55.5%	51.2%	555.9%				
Installation	3,832,959	2,026,333	-	3,832,959	1,806,626	NA	89.2%
as a % of Total	4.5%	3.0%	0.0%				
Scheduling	1,334,908	1,503,399	2,152,014	(817,106)	(168,491)	(38.0%)	(11.2%)
as a % of Total	1.6%	2.2%	29.3%				
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	0.2%	0.0%	0.0%				
Data	622,000	842,484	1,605,379	(983,379)	(220,484)	(61.3%)	(26.2%)
as a % of Total	0.7%	1.3%	21.9%				
Subscriptions	10,449,564	13,133,986	12,173,412	(1,723,848)	(2,684,422)	(14.2%)	(20.4%)
as a % of Total	12.3%	19.6%	165.8%				
Field Operations	18,533,354	13,829,046	16,505,314	2,028,040	4,704,308	12.3%	34.0%
as a % of Total	21.9%	20.6%	224.8%				
Total Sales	84,658,542	67,112,469	74,209,256	10,449,286	17,546,073	14.1%	26.1%
Hardware costs	31,034,501	22,250,351	28,533,107	2,501,394	8,784,150	8.8%	39.5%
COGS Margin	36.7%	33.2%	38.4%				
Gross Profit	53,624,041	44,862,118	45,676,149	7,947,892	8,761,923	17.4%	19.5%
Gross Profit %	29.0%	23.0%	20.9%				
Personnel Costs	18,626,229	20,206,034	19,328,349	(702,120)	(1,579,805)	(3.6%)	(7.8%)
Communication Costs	1,766,621	1,713,805	2,068,549	(301,928)	52,816	(14.6%)	3.1%
Marketing & Sales Costs	178,864	671,394	586,000	(407,136)	(492,530)	(69.5%)	(73.4%)
Operational Costs	4,028,014	3,719,967	4,955,500	(927,486)	308,047	(18.7%)	8.3%
Administration Costs	2,830,116	1,537,759	1,415,100	1,415,016	1,292,357	100.0%	84.0%
Total Direct Controllable Expenses	27,429,844	27,848,959	28,353,498	(923,654)	(419,115)	(3.3%)	(1.5%)
Occupancy Costs	1,630,917	1,600,251	1,782,650	(151,733)	30,666	(8.5%)	1.9%
Total Expenses	29,060,761	29,449,210	30,136,148	(1,075,387)	(388,449)	(3.6%)	(1.3%)
EBITDA	24,563,280	15,412,908	15,540,001	9,023,279	9,150,372	58.1%	59.4%
EBITDA Margin	29.0%	23.0%	20.9%				
Interest Paid & Finance Charges	5,177,455	195,760	448,424	4,729,031	4,981,695	1054.6%	2544.8%
Depreciation	4,677,596	5,755,266	4,507,076	170,520	(1,077,670)	3.8%	(18.7%)
Interest Received	(445,422)	· · · ·	-	(445,422)	(320,400)	NA	(256.3%
Net Profit before tax	15,153,651	9,586,904	10,584,501	4,569,150	5,566,747	43.2%	58.1%
PBT Margin	17.9%	14.3%	14.3%				
Taxation	4,243,023	1,347,446	2,894,207	1,348,816	2,895,577	46.6%	214.9%
Effective Tax Rate	28.0%	1 - 1 - 1	27.3%	,,.=0	, ,		
Other Adjustment			-	-	-	NA	NA
Net Income	10,910,628	8,239,458	7,690,294	3,220,334	2,671,170	41.9%	32.4%

			Year-To-D	ate (YTD) Ana	lysis		
	Month	Last Year	Budget	et Variance (in \$)		Varia	nce (%)
	Month 11 FY 3	Month 11 FY 2	Month 11 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	3,055,609	8,637,327			(5,581,718)		(64.6%)
Deferred Taxes	29,111,502	21,023,240			8,088,262		38.5%
Non-current Assets	32,167,111	77,406,553			(45,239,442)		(58.4%)
Total non-current assets as % of Total	43.6%	84.3%					
Stock	2,343,474	3,935,814			(1,592,340)		(40.5%)
Sundry Debtors	5,348	18,108			(12,760)		(70.5%)
Prepaid Expenses	117,269	161,509			(44,240)		(27.4%)
Accounts Receivable	18,564,451	6,702,296			11,862,155		177.0%
Days Receivable	6.6	3.0					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	20,316,828	3,386,586			16,930,242		499.9%
Current Assets	41,589,980	14,453,523			27,136,457		187.7%
Total current assets as % of Total	56.4%	15.7%					
Total Assets	73,757,091	91,860,076			(18,102,985)		(19.7%)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	_,	_,					NA
Shareholders Contribution	120,658,287	109,407,261			11,251,026		10.3%
Retained Income/(Loss) for Period	(75,261,132)				(25,729,153)		(51.9%)
Share Capital & Reserves	45,399,116	59,877,049			(14,477,933)		(24.2%)
Shareholders Loans				-	-		(<u>2</u> .1 <u>2</u> ,8)
Total Shareholders' Funds	45,399,116	59,877,049			(14,477,933)		(24.2%)
Instalment Sale Agreements and Medium					-		(<u>2</u> .12)() NA
Non-current liabilities	-						
Accounts Payable	5,342,340	3,041,657			2,300,683		75.6%
Days Payable	5,542,540	4.1			2,500,005		75.070
Bank Overdraft	194,806	273,035			(78,229)		(28.7%)
Instalment Sale Agreements & Medium Te	194,000	6,000,000			(6,000,000)		(100.0%)
Income Received in Advance	17,410,074	18,919,237			(1,509,163)		(100.0%)
Sundry Creditors/Accruals & VAT	5,410,755	3,749,098			1,661,657		44.3%
Current Liabilities	28,357,975	31,983,027			(3,625,052)		(11.3%)
Total Liabilities and Equity	73,757,091	91,860,076			(18,102,985)		(19.7%)
CASH FLOW	-				_		
Cash from Operating Activities	12 010 207	0.200.002			3 750 405		20.7%
Net Cash from Operating Activities	12,019,267	9,268,862			2,750,405		29.7%
Cash (to) / from Investing Activities	1240 400	(4 5 4 4 5 2 0)			1 226 050		05.001
Net Cash to Investing Activities	(218,480)	(1,544,538)			1,326,058		85.9%
Cash Flow from Financing Activities		/=			10 54 5 5 5		
Net Cash from Financing Activities	6,022,434	(7,491,776)			13,514,210		180.4%
Total Cash movement for the year	17,823,221	232,548			17,590,673		7564.3%
Cash @ the beginning of the year	2,298,800	2,881,003			(582,203)		(20.2%)
Total Cash @ the end of the year	20,122,021	3,113,551			17,008,470		546.3%
Check Overdraft	20,122,021	3,113,551			17,008,470		546.3%

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget	7,342,213		
Slot Sales	7,288,588		53,625
Content	7,288,588	230,840	
Hardware	7,519,428	2,208,564	
Installation	9,727,992	668,059	
Scheduling	10,257,975		138,076
Software	10,257,975		-
Data	10,123,791		134,184
Subscriptions	9,504,518		619,273
Field Operations	9,504,518	345,254	
Actual	9,849,772		
-	2,507,559		

Sales (Budget) - YTD				
	Cumulative Value	Positives	Negatives	
Budget	74,209,256			
Slot Sales	74,209,256	164,786		
Content	74,374,042	1,607,130		
Hardware	75,981,172	6,139,954		
Installation	82,121,126	3,832,959		
Scheduling	85,136,979		817,106	
Software	85,136,979	200,750		
Data	84,354,350		983,379	
Subscriptions	82,630,502		1,723,848	
Field Operations	82,630,502	2,028,040		
Actual	84,658,542			
-	10,449,286			

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	4,557,051		
Slot Sales	4,535,926		21,125
Content	4,535,926	155,736	
Hardware	4,691,662	5,040,420	
Installation	9,732,082	563,201	
Scheduling	10,212,207		83,076
Software	10,212,207	-	
Data	10,150,717		61,490
Subscriptions	9,140,996		1,009,721
Field Operations	9,140,996	708,776	
Actual	9,849,772		
-	5,292,721		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	67,112,469		
Slot Sales	67,112,469	141,296	
Content	67,253,765	1,192,214	
Hardware	68,445,979	12,574,276	
Installation	81,020,255	1,806,626	
Scheduling	82,658,390		168,491
Software	82,658,390	200,750	
Data	82,638,656		220,484
Subscriptions	79,954,234		2,684,422
Field Operations	79,954,234	4,704,308	
Actual	84,658,542		
-	17,546,073		





Sales Variance - Previous Year 12,000,000 4,000,000





			7,000,000 , 6,595,410	IS Items Actual vs Budget	- Monthly	
			6,000,000 -			
			5,000,000 - 4,296,699			
IS items - Monthly	Actual	Budget	4,000,000 -		3,161,575	
Gross Profit	6,595,410	4,296,699	3,000,000 -			2,244,562
Operating Costs	241,214	450,500	2,000,000 -		1,532,858	1,085,408
EBITDA	3,161,575	1,532,858	1,000,000 -	241,214 450,500		
PBT	2,244,562	1,085,408	Gross Profit	Operating Costs	EBITDA	PBT
				🖬 Actual 🔳 Budge	t	
				IS Items Actual vs Budg	et - YTD	
			60,000,000 53,624,041			
			50,000,000 - 45,676,149			
IS items - YTD	Actual	Budget	40,000,000 -			
Gross Profit	53,624,041	45,676,149	30,000,000 -		24,563,280	
Operating Costs EBITDA	4,028,014 24,563,280	4,955,500 15,540,001	20,000,000 -		15,540,001	15,153,651 10,584,501
PBT	15,153,651	10,584,501	10,000,000 -	4,028,014 4,955,500		10,384,301
			- Gross Profit	Operating Costs	EBITDA	PBT
				Actual Budge	t	
				IS Items Actual vs Previous	Year- Monthly	
			7,000,000 6,595,410			
			6,000,000 -			
IS items - Monthly	Actual	Previous Year	5,000,000 - 4,000,000 - 3,490,603			
Gross Profit	6,595,410	3,490,603	3,000,000 -		3,161,575	2,244,562
Operating Costs EBITDA	241,214 3,161,575	430,869 669,691	2,000,000 -			2,244,302
PBT	2,244,562	108,217	1,000,000 -	241,214 430,869	669,691	108,217
			Gross Profit	Operating Costs	EBITDA	PBT
				Actual Previous	Year	
				IS Items Actual vs Previou	is Year- YTD	
			60,000,000 53,624,041			
			50,000,000 - 44,862,118			
IS items - YTD	Actual	Previous Year	40,000,000 -			
Gross Profit	53,624,041	44,862,118	30,000,000 -		24,563,280	
Operating Costs	4,028,014	3,719,967	20,000,000 -		15,412,908	15,153,651 9,586,904
EBITDA PBT	24,563,280 15,153,651	15,412,908 9,586,904	10,000,000 -	4,028,014 3,719,967		5,500,504
ILD I	15,153,051	9,580,904				

IS items - YTD	Actual	Previous Year
Gross Profit	53,624,041	44,862,118
Operating Costs	4,028,014	3,719,967
EBITDA	24,563,280	15,412,908
PBT	15,153,651	9,586,904



			Monthly An	alysis - Month 1	0 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Variano	ce (%)
	Month 10 FY 3	Month 10 FY 2	Month 10 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	238,168	93,125	75,000	163,168	145,043	217.6%	155.8%
as a % of Total	3.7%	2.3%	1.1%				
Content	157,025	38,280	16,500	140,525	118,745	851.7%	310.2%
as a % of Total	2.4%	0.9%	0.2%				
Hardware	3,334,010	1,007,172	3,950,667	(616,657)	2,326,838	(15.6%)	231.0%
as a % of Total	51.7%	24.8%	57.3%				
Installation	401,880	103,411	-	401,880	298,469	NA	288.6%
as a % of Total	6.2%	2.5%	0.0%				
Scheduling	55,000	138,976	193,976	(138,976)	(83,976)	(71.6%)	(60.4%
as a % of Total	0.9%	3.4%	2.8%	, , , ,		, ,	
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	12,000	73,250	145,944	(133,944)	(61,250)	(91.8%)	(83.6%
as a % of Total	0.2%	1.8%	2.1%	(/ - /	(-))	()	
Subscriptions	224,050	1,225,166	834,718	(610,668)	(1,001,116)	(73.2%)	(81.7%
as a % of Total	3.5%	30.2%	12.1%	(,,	(_,,,	(*******)	(
Field Operations	2,032,020	1,378,568	1,681,211	350,809	653,452	20.9%	47.4%
as a % of Total	31.5%	34.0%	24.4%	,	,		
Total Sales	6,454,153	4,057,948	6,898,016	(443,863)	2,396,205	(6.4%)	59.0%
Hardware costs	2,191,862	702,958	2,759,807	(567,945)	1,488,904	(20.6%)	211.8%
COGS Margin	34.0%	17.3%	40.0%	(007)0107	2,100,501	(201070)	211.070
Gross Profit	4,262,291	3,354,990	4,138,209	124,082	907,301	3.0%	27.0%
Gross Profit %	21.1%	15.8%	20.3%		,	0.0,0	
Personnel Costs	1,749,839	1,908,610	1,787,164	(37,325)	(158,771)	(2.1%)	(8.3%
Communication Costs	162,662	133,060	188,049	(25,387)	29,602	(13.5%)	22.2%
Marketing & Sales Costs	13,742	69,431	38,000	(24,258)	(55,689)	(63.8%)	(80.2%)
Operational Costs	675,438	325,213	450,500	224,938	350,225	49.9%	107.7%
Administration Costs	156,594	134,972	108,100	48,494	21,622	44.9%	16.0%
Total Direct Controllable Expenses	2,758,275	2,571,286	2,571,813	186,462	186,989	7.3%	7.3%
Occupancy Costs	143,745	141,337	163,357	(19,612)	2,408	(12.0%)	1.7%
Total Expenses	2,902,020	2,712,623	2,735,170	166,850	189,397	6.1%	7.0%
EBITDA	1,360,271	642,367	1,403,039	(42,768)	717,904	(3.0%)	111.8%
EBITDA Margin	21.1%	15.8%	20.3%	(42,708)	/1/,504	(3.078)	111.070
Interest Paid & Finance Charges	550,772	30,576	38,339	512,433	520,196	1336.6%	1701.3%
Depreciation	419,172	549,311	409,734	9,438	(130,139)	2.3%	(23.7%
Interest Received	(50,732)	(34,004)	409,734	(50,732)	(130,139)	2.3% NA	(49.2%
Net Profit before tax	441,059	96,484	954,966	(513,907)	344,575	(53.8%)	357.1%
				(212,907)	344,373	(33.6%)	557.1%
PBT Margin	6.8%	2.4%	13.8%	(212 240)	FC 333	(62.20/)	00.00/
Taxation	123,497	67,265	336,843	(213,346)	56,232	(63.3%)	83.6%
Effective Tax Rate	139.0%	(4240.1%)	39.3%				
Other Adjustment	-	-	-	-	-	NA	N/
Net Income	317,562	29,219	618,123	(300,561)	288,343	(48.6%)	986.8%

Cash @ the beginning of the year

Total Cash @ the end of the year

Check Overdraft

14,621,774

17,687,097

17,687,097

9,457,139

7,221,272

7,221,272

5,164,635

10,465,825

10,465,825

54.6%

144.9%

144.9%

			Monthly An	alysis - Month	10 FY 3				
	Latest Month	Last Year	Budget	udget Variance (in \$)			Variance (%)		
	Month 10 FY 3	Month 10 FY 2	Month 10 FY 3	Budget	Last Year	Budget	Last Year		
BALANCE SHEET									
ASSETS									
Trademark and Intellectual Property									
Property, Plant and Equiment									
Deferred Taxes									
Non-current Assets									
Total non-current assets as % of Total									
Stock									
Sundry Debtors									
Prepaid Expenses									
Accounts Receivable									
Days Receivable									
Deposits									
Bank and Cash									
Current Assets									
Total current assets as % of Total									
Total Assets									
EQUITY AND LIABILITIES									
Share Capital									
Non-Distributable Reserve									
Shareholders Contribution									
Retained Income/(Loss) for Period									
Share Capital & Reserves									
Shareholders Loans									
Total Shareholders' Funds									
Instalment Sale Agreements and Mediu	Im Torm Loon								
Non-current liabilities									
Accounts Payable									
Days Payable									
Bank Overdraft	Tannalaan								
Instalment Sale Agreements & Medium	h Term Loan								
Income Received in Advance									
Sundry Creditors/Accruals & VAT									
Current Liabilities									
Total Liabilities and Equity									
			_						
CASH FLOW									
Cash from Operating Activities									
Net Cash from Operating Activities	4,124,623	(1,871,155)			5,995,778		320.4		
Cash (to) / from Investing Activities									
Net Cash to Investing Activities	(1,564)	6,561			(8,125)		(123.8		
Cash Flow from Financing Activities									
Net Cash from Financing Activities	(1,057,736)	(371,273)			(686,463)		(184.9		
Total Cash movement for the year	3,065,323	(2,235,867)			5,301,190		237.1		
Cash @ the beginning of the year	14 621 774	0 457 120			F 164 62F		E 4 6		

			Year-To-I	Date (YTD) Analys	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Variano	ce (%)
	Month 10 FY 3	Month 10 FY 2	Month 10 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT		-					
Slot Sales	918,411	690,990	700,000	218,411	227,421	31.2%	32.9%
as a % of Total	1.2%	1.1%	10.1%				
Content	1,541,290	422,772	165,000	1,376,290	1,118,518	834.1%	264.6%
as a % of Total	2.1%	0.7%	2.4%				
Hardware	40,388,439	32,191,802	32,903,562	7,484,877	8,196,637	22.7%	25.5%
as a % of Total	54.0%	51.9%	477.0%				
Installation	3,164,900	2,017,999	-	3,164,900	1,146,901	NA	56.8%
as a % of Total	4.2%	3.3%	0.0%				
Scheduling	1,279,008	1,743,208	1,958,040	(679,032)	(464,200)	(34.7%)	(26.6%)
as a % of Total	1.7%	2.8%	28.4%	. , ,	. , ,	, ,	, ,
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	0.3%	0.0%	0.0%	,	,		
Data	610,240	998,445	1,459,440	(849,200)	(388,205)	(58.2%)	(38.9%)
as a % of Total	0.8%	1.6%	21.2%	(/	()	()	(,
Subscriptions	10,234,120	11,909,012	11,338,692	(1,104,572)	(1,674,892)	(9.7%)	(14.1%)
as a % of Total	13.7%	19.2%	164.4%	(1)10 ()0 / 2/	(1)07 ()052)	(51776)	(1.11/0)
Field Operations	16,471,614	12,001,011	14,632,042	1,839,572	4,470,603	12.6%	37.3%
as a % of Total	22.0%	19.4%	212.1%	_,,	.,,		
Total Sales	74,808,772	61,975,239	63,156,776	11,651,996	12,833,533	18.4%	20.7%
Hardware costs	27,780,139	21,437,471	23,000,153	4,779,986	6,342,668	20.8%	29.6%
COGS Margin	37.1%	34.6%	36.4%	1,775,500	0,0 12,000	2010/0	2010/0
Gross Profit	47,028,633	40,537,768	40,156,623	6,872,010	6,490,865	17.1%	16.0%
Gross Profit %	28.6%	24.7%	20.2%	0,012,020	0,100,000		2010/0
Personnel Costs	15,909,789	18,494,489	17,560,319	(1,650,530)	(2,584,700)	(9.4%)	(14.0%)
Communication Costs	1,490,115	10,454,405	1,880,501	(390,386)	1,490,115	(20.8%)	(14.070) NA
Marketing & Sales Costs	184,330	570,652	528,000	(343,670)	(386,322)	(65.1%)	(67.7%)
Operational Costs	3,786,800	3,279,024	4,505,000	(718,200)	507,776	(15.9%)	15.5%
Administration Costs	2,771,410	1,420,636	1,312,000	1,459,410	1,350,774	111.2%	95.1%
Total Direct Controllable Expenses	24,142,444	23,764,801	25,785,820	(1,643,376)	377,643	(6.4%)	1.6%
Occupancy Costs	1,484,491	1,474,551	1,624,687	(140,196)	9,940	(8.6%)	0.7%
Total Expenses	25,626,935	25,239,352	27,410,507	(1,783,572)	387,583	(6.5%)	1.5%
EBITDA	21,401,698	15,298,416	12,746,116	8,655,582	6,103,282	67.9%	39.9%
EBITDA Margin	21,401,038	24.7%	20.2%	8,055,582	0,103,282	07.578	39.970
Interest Paid & Finance Charges	4,615,189	162,720	410,712	4,204,477	4,452,469	1023.7%	2736.3%
Depreciation	4,260,623	5,165,877	4,097,340	163,283	(905,254)	4.0%	(17.5%)
Interest Received	(383,194)		4,057,340	(383,194)	(272,776)	4.0% NA	(17.5%)
Net Profit before tax	12,909,080		8,238,064	4,671,016	2,828,843	56.7%	28.1%
		10,080,237		4,071,010	2,020,043	50.7%	20.1%
PBT Margin	17.3%	16.3%	13.0%	1 440 705	2 420 040	CC 70/	205 404
Taxation	3,614,545	1,184,529	2,167,750	1,446,795	2,430,016	66.7%	205.1%
Effective Tax Rate	28.0%	11.8%	26.3%			•••	
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	9,294,535	8,895,708	6,070,314	3,224,221	398,827	53.1%	4.5%

			Year-To-D	ate (YTD) Anal	vsis		
	Month	Last Year	Budget		, ice (in \$)	Varia	nce (%)
	Month 10 FY 3	Month 10 FY 2	Month 10 FY 3	Budget	Last Year	Budget	Last Year
							-
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	3,465,597	9,076,657			(5,611,060)		(61.8%)
Deferred Taxes	29,739,980	21,013,291			8,726,689		41.5%
Non-current Assets	33,205,577	77,835,934			(44,630,357)		(57.3%)
Total non-current assets as % of Total	49.1%	83.9%					
Stock	1,132,099	3,050,129			(1,918,030)		(62.9%)
Sundry Debtors	43,273	54,702			(11,429)		(20.9%)
Prepaid Expenses	130,220	137,719			(7,499)		(5.4%)
Accounts Receivable	14,950,038	4,408,998			10,541,040		239.1%
Days Receivable	6.0	2.1					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	17,871,134	6,994,800			10,876,334		155.5%
Current Assets	34,369,374	14,895,558			19,473,816		130.7%
Total current assets as % of Total	50.9%	16.1%					
Total Assets	67,574,951	92,731,492			(25,156,541)		(27.1%)
	- /- /	- , - , -			(- / / - /		()
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	_,	_,					NA
Shareholders Contribution	120,101,330	109,778,593			10,322,737		9.4%
Retained Income/(Loss) for Period	(76,877,218)	(49,650,143)			(27,227,075)		(54.8%)
Share Capital & Reserves	43,226,073	60,130,217			(16,904,144)		(28.1%)
Shareholders Loans				-			(20.1)0) NA
Total Shareholders' Funds	43,226,073	60,130,217			(16,904,144)		(28.1%)
Instalment Sale Agreements and Medium	43,220,073				(10,504,144)		(20.1%) NA
Non-current liabilities							
Accounts Payable	5,396,653	3,006,639			2,390,014		79.5%
Days Payable	5.8	4.2			2,350,014		75.570
Bank Overdraft	184,036	(226,472)			410,508		181.3%
	104,030	6,000,000			(6,000,000)		(100.0%)
Instalment Sale Agreements & Medium Te Income Received in Advance	- 16,472,149						(100.0%)
		20,325,499			(3,853,350)		
Sundry Creditors/Accruals & VAT	2,296,040	3,495,610			(1,199,570)		(34.3%)
Current Liabilities	24,348,878	32,601,276			(8,252,398)		(25.3%)
Total Liabilities and Equity	67,574,951	92,731,493			(25,156,542)		(27.1%)
CASH FLOW					_		
Cash from Operating Activities	6 074 072	13 910 000					150 (04)
Net Cash from Operating Activities	6,071,973	12,816,669			(6,744,696)		(52.6%)
Cash (to) / from Investing Activities	(0.0000)	(764.403)			660.000		07.07
Net Cash to Investing Activities	(94,898)	(764,194)			669,296		87.6%
Cash Flow from Financing Activities		(=					
Net Cash from Financing Activities	(52)	(7,360,316)			7,360,264		100.0%
Total Cash movement for the year	5,977,023	4,692,159			1,284,864		27.4%
Cash @ the beginning of the year	93,151,867	10,763,690			82,388,177		765.4%
Total Cash @ the end of the year	99,128,890	15,455,849			83,673,041		541.4%
Check Overdraft	99,128,890	15,455,849			83,673,041		541.4%

Sales (Budget) - Monthly				
	Cumulative Value	Positives	Negatives	
Budget	6,898,016			
Slot Sales	6,898,016	163,168		
Content	7,061,184	140,525		
Hardware	6,585,052		616,657	
Installation	6,585,052	401,880		
Scheduling	6,847,956		138,976	
Software	6,847,956		-	
Data	6,714,012		133,944	
Subscriptions	6,103,344		610,668	
Field Operations	6,103,344	350,809		
Actual	6,454,153			
	(443,863)			

				s	ales Varia	nce - Budg	get				
7,400,000 7,200,000 7,000,000 6,800,000 6,600,000 6,400,000 6,200,000 5,800,000 5,600,000 5,400,000	6,898,010	5	140,525	616,657	401,880	138,976	-	133,944	610,668	350,809	6,454,153
	Budget	40 ^{5,54165}	content	Hardware w	stallation s	neduline	Software	Data Sub	chptons Field C	perations	Return

Sales (Budget) - YTD				
	Cumulative Value	Positives	Negatives	
Budget	63,156,776			
Slot Sales	63,156,776	218,411		
Content	63,375,187	1,376,290		
Hardware	64,751,477	7,484,877		
Installation	72,236,354	3,164,900		
Scheduling	74,722,222		679,032	
Software	74,722,222	200750		
Data	74,073,772		849200	
Subscriptions	72,969,200		1104572	
Field Operations	72,969,200	1839572		
Actual	74,808,772			
	11,651,996			



	Cumulative Value	Positives	Negatives	
Actual	4,057,948			
Slot Sales	4,057,948	145,043		
Content	4,202,991	118,745		
Hardware	4,321,736	2,326,838		
Installation	6,648,574	298,469		
Scheduling	6,863,067		83,976	
Software	6,863,067			
Data	6,801,817		61,250	
Subscriptions	5,800,701		1,001,116	
Field Operations	5,800,701	653,452		
Actual	6,454,153			
	2,396,205			



Sales (Previous Year) - YTD				
	Cumulative Value	Positives	Negatives	
Actual	61,975,239			
Slot Sales	61,975,239	227,421		
Content	62,202,660	1,118,518		
Hardware	63,321,178	8,196,637		
Installation	71,517,815	1,146,901		
Scheduling	72,200,516		464,200	
Software	72,200,516	200,750		
Data	72,013,061		388,205	
Subscriptions	70,338,169		1,674,892	
Field Operations	70,338,169	4,470,603		
Actual	74,808,772			
	12,833,533			



IS items - Monthly	Actual	Budget
Gross Profit	4,262,291	4,138,209
Operating Costs	675,438	450,500
EBITDA	1,360,271	1,403,039
PBT	441,059	954,966

IS items - YTD	Actual	Budget	
Gross Profit	47,028,633	40,156,623	
Operating Costs	3,786,800	4,505,000	
EBITDA	21,401,698	12,746,116	
PBT	12,909,080	8,238,064	

IS items - Monthly	Actual	Previous Year
Gross Profit	4,262,291	3,354,990
Operating Costs	675,438	325,213
EBITDA	1,360,271	642,367
PBT	441,059	96,484



IS Items Actual vs Budget - Monthly

5,000,000

4,000,000 3,000,000 2,000,000

5,000,000

4,262,291 4,138,209



Actual Budget

IS Items Actual vs Previous Year- Monthly



IS items - YTD Gross Profit Operating Costs EBITDA PBT Previous Year 40,537,768 3,279,024 15,298,416 10,080,237 Actual 47,028,633 3,786,800 21,401,698 12,909,080



IS Items Actual vs Previous Year- YTD

Actual Previous Year

			Monthly /	Analysis - Month	9 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Variano	ce (%)
	Month 9 FY 3	Month 9 FY 2	Month 9 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	89,809	42,500	75,000	14,809	47,309	19.7%	111.3%
as a % of Total	1.3%	0.8%	1.0%				
Content	127,275	24,820	16,500	110,775	102,455	671.4%	412.8%
as a % of Total	1.9%	0.5%	0.2%				
Hardware	3,756,610	2,260,751	4,743,045	(986,435)	1,495,859	(20.8%)	66.2%
as a % of Total	55.6%	43.5%	62.0%				
Installation	419,104	130,209	-	419,104	288,895	NA	221.9%
as a % of Total	6.2%	2.5%	0.0%				
Scheduling	55,000	138,976	193,976	(138,976)	(83,976)	(71.6%)	(60.4%
as a % of Total	0.8%	2.7%	2.5%	,	,	. ,	
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	12,240	73,250	145,944	(133,704)	(61,010)	(91.6%)	(83.3%
as a % of Total	0.2%	1.4%	1.9%	(/ - /	(- ,,	(,	
Subscriptions	225,950	1,225,166	834,718	(608,768)	(999,216)	(72.9%)	(81.6%
as a % of Total	3.3%	23.6%	10.9%	(,,	())	(* === ; = ;	(
Field Operations	2,067,458	1,299,347	1,638,243	429,215	768,111	26.2%	59.1%
as a % of Total	30.6%	25.0%	21.4%	,	,		
Total Sales	6,753,446	5,195,019	7,647,426	(893,980)	1,558,427	(11.7%)	30.0%
Hardware costs	2,488,335	1,555,841	3,315,011	(826,676)	932,494	(24.9%)	59.9%
COGS Margin	36.8%	29.9%	43.3%	(020,070)	552,454	(24.570)	33.570
Gross Profit	4,265,111	3,639,178	4,332,415	(67,304)	625,933	(1.6%)	17.2%
Gross Profit %	24.5%	15.6%	20.8%	(07,004)	020,500	(110)0)	17.2/0
Personnel Costs	1,789,538	1,982,024	1,775,146	14,392	(192,486)	0.8%	(9.7%
Communication Costs	171,033	131,327	188,050	(17,017)	39,706	(9.0%)	30.2%
Marketing & Sales Costs	16,585	14,587	38,000	(21,415)	1,998	(56.4%)	13.7%
Operational Costs	317,535	358,481	450,500	(132,965)	(40,946)	(29.5%)	(11.4%)
Administration Costs	163,763	202,232	123,100	40,663	(38,469)	33.0%	(11.4%)
Total Direct Controllable Expenses	2,458,454	2,688,651	2,574,796	(116,342)	(230,197)	(4.5%)	(19.0%)
Occupancy Costs	150,220	140,708	163,357	(110,542)	9,512	(4.5%)	6.8%
Total Expenses	2,608,674	2,829,359	2,738,153	(129,479)	(220,685)	(4.7%)	(7.8%
EBITDA	1,656,437	809,819	1,594,262	62,175	846,618	3.9%	104.5%
EBITDA EBITDA Margin	24.5%	15.6%	20.8%	02,175	840,018	5.5%	104.5%
Interest Paid & Finance Charges	559,444	27,616	38,958	520,486	531,828	1336.0%	1925.8%
0		· · · · · ·	409,734		,	2.8%	
Depreciation	421,274	555,045	409,734	11,540	(133,771)		(24.1%)
Interest Received	(50,845)	(18,834)	-	(50,845)	(32,011)	(26.6%)	(170.0%)
Net Profit before tax	726,564	245,992	1,145,570	(419,006)	480,572	(36.6%)	195.4%
PBT Margin	10.8%	4.7%	15.0%	(536.050)	4 4 2 4 2 6 5	(427.00)	00.00
Taxation	(146,645)	(1,268,010)	390,213	(536,858)	1,121,365	(137.6%)	88.4%
Effective Tax Rate	66.8%	(1176.0%)	32.8%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	873,209	1,514,002	755,357	117,852	(640,793)	15.6%	(42.3%

Total Cash @ the end of the year

Check Overdraft

		Monthly Analysis - Month 9 FY 3						
	Latest Month	Last Year	Budget	Budget Varianc		Variar	ance (%)	
	Month 9 FY 3	Month 9 FY 2	Month 9 FY 3	Budget	Last Year	Budget	Last Yea	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediu	m Torm Loon							
Non-current liabilities								
Accounts Payable								
Days Payable Bank Overdraft								
	Terrettere							
Instalment Sale Agreements & Medium	Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities	/	47.000.075			(40.04.5.50)			
Net Cash from Operating Activities	(33,314)	17,980,878			(18,014,192)		(100.2	
Cash (to) / from Investing Activities								
Net Cash to Investing Activities	(22,168)	(102,360)			80,192		78.	
Cash Flow from Financing Activities								
Net Cash from Financing Activities	558,825	(9,385,772)			9,944,597		106.	
Total Cash movement for the year	503,343	8,492,746			(7,989,403)		(94.)	
Cash @ the beginning of the year	14,118,431	964,394			13,154,037		1364.	
Total Cash @ the and of the year	14 (21 774	0 457 140			F 1C4 C24		F 4	

9,457,140

9,457,140

14,621,774

14,621,774

5,164,634

5,164,634

54.6%

54.6%

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 9 FY 3	Month 9 FY 2	Month 9 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	680,243	597,865	625,000	55,243	82,378	8.8%	13.8%
as a % of Total	1.0%	1.0%	8.2%				
Content	1,384,265	384,492	148,500	1,235,765	999,773	832.2%	260.0%
as a % of Total	2.0%	0.7%	1.9%				
Hardware	37,054,429	31,184,630	28,952,895	8,101,534	5,869,799	28.0%	18.8%
as a % of Total	54.2%	53.8%	378.6%				
Installation	2,763,020	1,914,588	-	2,763,020	848,432	NA	44.3%
as a % of Total	4.0%	3.3%	0.0%				
Scheduling	1,224,008	1,604,232	1,764,064	(540,056)	(380,224)	(30.6%)	(23.7%)
as a % of Total	1.8%	2.8%	23.1%				
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	0.3%	0.0%	0.0%				
Data	598,240	925,195	1,313,496	(715,256)	(326,955)	(54.5%)	(35.3%)
as a % of Total	0.9%	1.6%	17.2%	,			
Subscriptions	10,010,070	10,683,846	10,503,974	(493,904)	(673,776)	(4.7%)	(6.3%)
as a % of Total	14.6%	18.4%	137.4%	(/ /	((
Field Operations	14,439,594	10,622,443	12,950,831	1,488,763	3,817,151	11.5%	35.9%
as a % of Total	21.1%	18.3%	169.3%	,,	-,- , -		
Total Sales	68,354,619	57,917,291	56,258,760	12,095,859	10,437,328	21.5%	18.0%
Hardware costs	25,588,277	20,734,513	20,240,346	5,347,931	4,853,764	26.4%	23.4%
COGS Margin	37.4%	35.8%	36.0%	-,- ,	,, -		
Gross Profit	42,766,342	37,182,778	36,018,414	6,747,928	5,583,564	18.7%	15.0%
Gross Profit %	29.3%	25.1%	20.2%	-, ,	-,,		
Personnel Costs	14,159,950	16,585,879	15,773,155	(1,613,205)	(2,425,929)	(10.2%)	(14.6%
Communication Costs	1,327,453		1,692,452	(364,999)	1,327,453	(21.6%)	NA
Marketing & Sales Costs	170,588	501,221	490,000	(319,412)	(330,633)	(65.2%)	(66.0%
Operational Costs	3,111,362	2,953,811	4,054,500	(943,138)	157,551	(23.3%)	5.3%
Administration Costs	2,614,816	1,285,664	1,203,900	1,410,916	1,329,152	117.2%	103.4%
Total Direct Controllable Expenses	21,384,169	21,326,575	23,214,007	(1,829,838)	57,594	(7.9%)	0.3%
Occupancy Costs	1,340,746	1,333,214	1,461,330	(120,584)	7,532	(8.3%)	0.6%
Total Expenses	22,724,915	22,659,789	24,675,337	(1,950,422)	65,126	(7.9%)	0.3%
EBITDA	20,041,427	14,522,989	11,343,077	8,698,350	5,518,438	76.7%	38.0%
EBITDA Margin	29.3%	25.1%	20.2%	0,000,000	3,310,430	70.770	50.070
Interest Paid & Finance Charges	4,064,417	132,144	372,373	3,692,044	3,932,273	991.5%	2975.7%
Depreciation	3,841,451	4,616,566	3,687,606	153,845	(775,115)	4.2%	(16.8%)
Interest Received	(332,462)		3,007,000	(332,462)	(256,048)	4.2% NA	(335.1%)
Net Profit before tax	12,468,021	9,850,693	7,283,098	5,184,923	2,617,328	71.2%	26.6%
PBT Margin	12,408,021	17.0%	12.9%	5,104,525	2,017,320	/1.2/0	20.078
Taxation	3,491,048	1,117,264	1,830,907	1,660,141	2,373,784	90.7%	212.5%
Effective Tax Rate	3,491,048	1,117,264	25.1%	1,000,141	2,313,104	50.7%	212.3%
	28.0%	11.3%	23.1%			NI 4	N1.4
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	8,976,973	8,733,429	5,452,191	3,524,782	243,544	64.6%	2.8%

			Year-To-I	Date (YTD) Anal	vsis		
	Month	Last Year		Budget Variance (in \$)		Variance (%)	
	Month 9 FY 3	Month 9 FY 2	Month 9 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	3,883,204	9,632,529			(5,749,325)		(59.7%)
Deferred Taxes	29,863,477	21,080,556			8,782,921		41.7%
Non-current Assets	33,746,681	78,459,071			(44,712,390)		(57.0%)
Total non-current assets as % of Total	50.9%	82.7%					
Stock	1,552,982	3,425,187			(1,872,205)		(54.7%)
Sundry Debtors	21,374	20,851			523		2.5%
Prepaid Expenses	146,344	152,002			(5,658)		(3.7%)
Accounts Receivable	15,942,662	5,063,551			10,879,111		214.9%
Days Receivable	7.0	2.6					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	14,621,774	7,522,772			7,099,002		94.4%
Current Assets	32,527,746	16,433,573			16,094,173		97.9%
Total current assets as % of Total	49.1%	17.3%					
Total Assets	66,274,427	94,892,644			(28,618,217)		(30.2%)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	-	-			-		NA
Shareholders Contribution	121,159,066	110,149,866			11,009,200		10.0%
Retained Income/(Loss) for Period	(77,194,781)	(49,679,363)			(27,515,418)		(55.4%)
Share Capital & Reserves	43,966,246	60,472,270			(16,506,024)		(27.3%)
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	43,966,246	60,472,270			(16,506,024)		(27.3%)
Instalment Sale Agreements and Medium	-	-			-		NA
Non-current liabilities							
Accounts Payable	5,013,994	3,369,049			1,644,945		48.8%
Days Payable	5.9	4.9					
Bank Overdraft	-	(1,934,367)			1,934,367		100.0%
Instalment Sale Agreements & Medium Te	-	6,000,000			(6,000,000)		(100.0%)
Income Received in Advance	14,472,175	21,499,171			(7,026,996)		(32.7%)
Sundry Creditors/Accruals & VAT	2,822,013	5,486,521			(2,664,508)		(48.6%)
Current Liabilities	22,308,182	34,420,374			(12,112,192)		(35.2%)
Total Liabilities and Equity	66,274,428	94,892,644			(28,618,216)		(30.2%)
		- / /-			(-// -/		
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	1,947,350	14,687,824			(12,740,474)		(86.7%)
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(93,334)	(770,755)			677,421		87.9%
Cash Flow from Financing Activities	,	,					
Net Cash from Financing Activities	1,057,684	(6,989,043)			8,046,727		115.1%
Total Cash movement for the year	2,911,700	6,928,026			(4,016,326)		(58.0%)
Cash @ the beginning of the year	78,530,093	1,306,551			77,223,542		5910.5%
Total Cash @ the end of the year	81,441,793	8,234,577			73,207,216		889.0%
Check Overdraft	81,441,793	8,234,577			73,207,216		889.0%

Sales (Budget) - Monthly				
	Cumulative Value	Positives	Negatives	
Budget	7,647,426			
Slot Sales	7,647,426	14,809		
Content	7,662,235	110,775		
Hardware	6,786,575		986,435	
Installation	6,786,575	419,104		
Scheduling	7,066,703		138,976	
Software	7,066,703		-	
Data	6,932,999		133,704	
Subscriptions	6,324,231		608,768	
Field Operations	6,324,231	429,215		
Actual	6,753,446			
-	(893,980)			

Sales (Budget) - YTD	Current atting Malers	0	Manadium
	Cumulative Value	Positives	Negatives
Budget	56,258,760		
Slot Sales	56,258,760	55,243	
Content	56,314,003	1,235,765	
Hardware	57,549,768	8,101,534	
Installation	65,651,302	2,763,020	
Scheduling	67,874,266		540,056
Software	67,874,266	200,750	
Data	67,359,760		715,256
Subscriptions	66,865,856		493,904
Field Operations	66,865,856	1,488,763	
Actual	68,354,619		
-	12,095,859		

Cumulative Value	D		
	Positives	Negatives	
5,195,019			
5,195,019	47,309		
5,242,328	102,455		
5,344,783	1,495,859		
6,840,642	288,895		
7,045,561		83,976	
7,045,561	-		
6,984,551		61,010	
5,985,335		999,216	
5,985,335	768,111		
6,753,446			
1,558,427			
	5,195,019 5,242,328 5,344,783 6,840,642 7,045,561 7,045,561 6,984,551 5,985,335 5,985,335 6,753,446	5,195,019 47,209 5,242,328 102,455 5,344,783 1,495,859 6,840,642 288,895 7,045,551 - 6,984,551 5,985,335 5,985,335 768,111 6,753,446 -	

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	57,917,291		
Slot Sales	57,917,291	82,378	
Content	57,999,669	999,773	
Hardware	58,999,442	5,869,799	
Installation	64,869,241	848,432	
Scheduling	65,337,449		380,224
Software	65,337,449	200,750	
Data	65,211,244		326,955
Subscriptions	64,537,468		673,776
Field Operations	64,537,468	3,817,151	
Actual	68,354,619		
-	10,437,328		









			5.000,000 IS Items Actual vs Budget - Monthly
			4,000,000 -
			3,000,000 -
IS items - Monthly	Actual	Budget	2,000,000 - 1,656,437 1,594,262 1,145,570
Gross Profit Operating Costs	4,265,111 317,535	4,332,415 450,500	1,000,000 - 317,535 450,500 726,564
EBITDA	1,656,437	1,594,262	
PBT	726,564	1,145,570	Gross Profit Operating Costs EBITDA PBT
			■ Actual ■ Budget
			IS Items Actual vs Budget - YTD
			50,000,000 42,766,342
			40,000,000 - 36,018,414
IS items - YTD	Actual	Budget	30,000,000 -
Gross Profit	42,766,342	36,018,414	20,001,427
Operating Costs EBITDA	3,111,362	4,054,500	11,343,077 12,468,021
PBT	20,041,427 12,468,021	11,343,077 7,283,098	10,000,000 - 3,111,362 4,054,500
	,,.		Gross Profit Operating Costs EBITDA PBT
			■Actual ■ Budget
			IS Items Actual vs Previous Year- Monthly
			5,000,000 4,265,111
IS items - Monthly	Actual	Previous Year	4,000,000 - 3,639,178
Gross Profit Operating Costs	4,265,111 317,535	3,639,178 358,481	3,000,000 -
EBITDA	1,656,437	809,819	2,000,000 - 1,656,437
PBT	726,564	245,992	1,000,000 - 317,535 358,481 245,992 245,992
			- Gross Profit Operating Costs EBITDA PBT
			Actual Previous Year
			IS Items Actual vs Previous Year- YTD
			50,000,000 42,766,342 37,182,778
IS items - YTD	Actual	Previous Year	
Gross Profit	42,766,342	37,182,778	30,000,000 - 20,041,427
Operating Costs	3,111,362	2,953,811	20,000,000 - 14,522,989 12,468,021 9,850,693
EBITDA	20,041,427	14,522,989	10,000,000 3,111,362 2,953,811
PBT	12,468,021	9,850,693	

Gross Profit

Operating Costs EBITDA PBT

Actual Previous Year

			Monthly	Analysis - Month	8 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Variano	ce (%)
	Month 8 FY 3	Month 8 FY 2	Month 8 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	(57,859)	92,765	75,000	(132,859)	(150,624)	(177.1%)	(162.4%
as a % of Total	(0.8%)	1.7%	1.1%				
Content	137,915	11,000	16,500	121,415	126,915	735.8%	1153.8%
as a % of Total	2.0%	0.2%	0.2%				
Hardware	3,650,284	2,527,019	3,733,325	(83,041)	1,123,265	(2.2%)	44.5%
as a % of Total	51.8%	45.2%	53.3%				
Installation	242,270	320,625	-	242,270	(78,355)	NA	(24.4%
as a % of Total	3.4%	5.7%	0.0%				
Scheduling	138,976	141,261	196,261	(57,285)	(2,285)	(29.2%)	(1.6%
as a % of Total	2.0%	2.5%	2.8%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	73,250	145,944	(72,694)	-	(49.8%)	0.0%
as a % of Total	1.0%	1.3%	2.1%			. ,	
Subscriptions	1,221,457	1,117,324	1,208,657	12,800	104,133	1.1%	9.3%
as a % of Total	17.3%	20.0%	17.3%	,			
Field Operations	1,646,914	1,305,395	1,628,156	18,758	341,519	1.2%	26.2%
as a % of Total	23.3%	23.4%	23.2%	,	,		
Total Sales	7,053,207	5,588,639	7,003,843	49,364	1,464,568	0.7%	26.2%
Hardware costs	2,771,622	844,345	2,608,746	162,876	1,927,277	6.2%	228.3%
COGS Marain	39.3%	15.1%	37.2%	- ,	,- ,		
Gross Profit	4,281,585	4,744,294	4,395,097	(113,512)	(462,709)	(2.6%)	(9.8%
Gross Profit %	11.1%	45.3%	22.8%	. , ,		. ,	•
Personnel Costs	1,510,347	1,499,418	1,768,000	(257,653)	10,929	(14.6%)	0.7%
Communication Costs	134,334	138,314	188,050	(53,716)	(3,980)	(28.6%)	(2.9%
Marketing & Sales Costs	14,721	32,028	118,000	(103,279)	(17,307)	(87.5%)	(54.0%
Operational Costs	278,612	267,743	450,500	(171,888)	10,869	(38.2%)	4.1%
Administration Costs	1,405,429	126,681	108,100	1,297,329	1,278,748	1200.1%	1009.4%
Total Direct Controllable Expenses	3,343,443	2,064,184	2,632,650	710,793	1,279,259	27.0%	62.0%
Occupancy Costs	152,311	146,846	163,357	(11,046)	5,465	(6.8%)	3.7%
Total Expenses	3,495,754	2,211,030	2,796,007	699,747	1,284,724	25.0%	58.1%
EBITDA	785,831	2,533,264	1,599,090	(813,259)	(1,747,433)	(50.9%)	(69.0%
EBITDA Margin	11.1%	45.3%	22.8%	((_,,,	(2000)))	(
Interest Paid & Finance Charges	499,364	25,242	39,572	459,792	474,122	1161.9%	1878.3%
Depreciation	421,917	552,588	409,734	12,183	(130,671)	3.0%	(23.6%
Interest Received	(49,107)	(142)	-	(49,107)	(48,965)	NA	(34482.4%
Net Profit before tax	(86,343)	1,955,576	1,149,784	(1,236,127)	(2,041,919)	(107.5%)	(104.4%
PBT Margin	(1.2%)	35.0%	16.4%	(1,230,127)	(=,0+1,515)	(107.570)	(104.470
Taxation	325,907	492,444	287,213	38,694	(166,537)	13.5%	(33.8%
Effective Tax Rate	(531.4%)	(119.1%)	32.6%	50,094	(100,557)	13.370	(33.6%)
Other Adjustment	(331.4%)	(113.170)	52.070		_	NA	NA
Net Income	(412,250)	1,463,132	862,571	(1,274,821)	- (1,875,382)	(147.8%)	(128.2%

			Monthly	Analysis - Mont	h 8 FY 3			
	Latest Month	Last Year	Budget	Varian	e (in \$) Varia		ince (%)	
	Month 8 FY 3	Month 8 FY 2	Month 8 FY 3	Budget	Last Year	Budget	Last Yea	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediu	m Term Loan							
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft	-							
Instalment Sale Agreements & Medium	Term Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	412,110	633,966			(221,856)		(35.	
Cash (to) / from Investing Activities	, ,	-,			. ,/		(
Net Cash to Investing Activities	(61,868)	(471,943)			410,075		86.	
Cash Flow from Financing Activities	(,3)	, _,,			,			
Net Cash from Financing Activities	498,858	4,258,445			(3,759,587)		(88.	
Total Cash movement for the year	849,100	4,420,468			(3,571,368)		(80.	
Cash @ the beginning of the year	13,269,331	(3,456,075)			16,725,406		483.	
Total Cash @ the end of the year	14,118,431	964,393			13,154,038		1364.	
Check Overdraft	14,118,431	964,393			13,154,038		1364.	

14,118,431

Check Overdraft

964,393

13,154,038

1364.0% 1364.0%

Month 8 FY 3 590,434 1.0% 1,256,990 2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	Last Year Month 8 FY 2 555,365 1.1% 359,672 0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% 0.0% 8 EL 1045	Budget Month 8 FY 3 550,000 7.9% 132,000 1.9% 24,209,850 345.7% 0.0% 1,570,088 22.4%	Variance Budget 40,434 1,124,990 9,087,969 2,343,916 (401,080)	e (in \$) Last Year 35,069 897,318 4,373,940 559,537 (296,248)	Variano Budget 7.4% 852.3% 37.5% NA (25.5%)	re (%) Last Year 6.3% 249.5% 15.1% 31.4%
590,434 1.0% 1,256,990 2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	555,365 1.1% 359,672 0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	550,000 7.9% 132,000 1.9% 24,209,850 345.7% 0.0% 1,570,088 22.4%	40,434 1,124,990 9,087,969 2,343,916 (401,080)	35,069 897,318 4,373,940 559,537	7.4% 852.3% 37.5% NA	6.3% 249.5% 15.1%
1.0% 1,256,990 2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	1.1% 359,672 0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	7.9% 132,000 1.9% 24,209,850 345.7% - 0.0% 1,570,088 22.4%	1,124,990 9,087,969 2,343,916 (401,080)	897,318 4,373,940 559,537	852.3% 37.5% NA	249.5% 15.1%
1.0% 1,256,990 2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	1.1% 359,672 0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	7.9% 132,000 1.9% 24,209,850 345.7% - 0.0% 1,570,088 22.4%	1,124,990 9,087,969 2,343,916 (401,080)	897,318 4,373,940 559,537	852.3% 37.5% NA	249.5% 15.1%
1,256,990 2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	359,672 0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	132,000 1.9% 24,209,850 345.7% - 0.0% 1,570,088 22.4%	9,087,969 2,343,916 (401,080)	4,373,940 559,537	37.5% NA	15.1%
2.0% 33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	0.7% 28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	1.9% 24,209,850 345.7% 0.0% 1,570,088 22.4%	9,087,969 2,343,916 (401,080)	4,373,940 559,537	37.5% NA	15.1%
33,297,819 54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	28,923,879 54.9% 1,784,379 3.4% 1,465,256 2.8% - 0.0%	24,209,850 345.7% - 0.0% 1,570,088 22.4%	2,343,916 (401,080)	559,537	NA	
54.1% 2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	54.9% 1,784,379 3.4% 1,465,256 2.8%	345.7% 0.0% 1,570,088 22.4%	2,343,916 (401,080)	559,537	NA	
2,343,916 3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	1,784,379 3.4% 1,465,256 2.8% - 0.0%	0.0% 1,570,088 22.4%	(401,080)			31.4%
3.8% 1,169,008 1.9% 200,750 0.3% 586,000 1.0%	3.4% 1,465,256 2.8% 	1,570,088 22.4% -	(401,080)			31.4%
1,169,008 1.9% 200,750 0.3% 586,000 1.0%	1,465,256 2.8% - 0.0%	1,570,088 22.4% -	· · · ·	(296,248)	(25.5%)	
1.9% 200,750 0.3% 586,000 1.0%	2.8% - 0.0%	22.4%	· · · ·	(296,248)	(25.5%)	
200,750 <i>0.3%</i> 586,000 <i>1.0%</i>	- 0.0%	-				(20.2%)
0.3% 586,000 1.0%		-			. ,	
0.3% 586,000 1.0%			200,750	200,750	NA	NA
1.0%	051 045	0.0%	,	,		
1.0%	851,945	1,167,552	(581,552)	(265,945)	(49.8%)	(31.2%)
	1.6%	16.7%	, , ,		· · ·	
9,784,120	9,458,680	9,669,256	114,864	325,440	1.2%	3.4%
	1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -		,	, -		
			1.059.548	3.049.040	9.4%	32.7%
			_,,.	-,,		
			12.989.839	8.878.901	26.7%	16.8%
						20.4%
			-, ,,	-,,		
			6.815.232	4.957.631	21.5%	14.8%
			-,,	.,,		
			(1 627 597)	(2,233,443)	(11.6%)	(15.3%)
	1,000,000					(1515)0) NA
	486 634				. ,	(68.4%)
			,			7.6%
						126.2%
						0.8%
						(0.2%)
			() /	())	, ,	0.8%
	, ,	, ,			. ,	35.4%
			0,030,175	4,003,147	00.070	55.470
			2 171 558	3 400 445	051 2%	3253.1%
						(15.8%)
		3,211,012				(389.1%)
. , ,		- 6 127 529	. , ,	,		23.9%
			3,003,929	2,200,003	91.3%	23.9%
			2 106 000	1 252 410	153 50/	F3 F0/
			2,196,999	1,252,419	152.5%	52.5%
31.0%	25.2%	23.5%				
-	-	-	-	-		NA 14.3%
_	15.9% 12,372,136 20.1% 61,601,173 23,099,942 37.5% 38,501,231 29.8% 12,370,412 1,156,420 154,003 2,793,827 2,451,053 18,925,715 1,190,526 20,116,241 18,384,990 29.8% 3,504,973 3,420,177 (281,617) 11,741,457 19.1% 3,637,693 31.0%	12,372,136 9,323,096 20.1% 17.7% 61,601,173 52,722,272 23,099,942 19,178,672 37.5% 36.4% 38,501,231 33,543,600 29.8% 25.8% 12,370,412 14,603,855 1,156,420 1 154,003 486,634 2,793,827 2,595,330 2,451,053 1,083,432 18,925,715 18,769,251 1,190,526 1,192,506 20,116,241 19,961,757 18,384,990 13,581,843 29.8% 25.8% 3,504,973 104,528 3,420,177 4,061,521 (28,1617) (57,580) 11,741,457 9,473,374 19.1% 18.0% 3,637,693 2,385,274 31.0% 25.2%	12,372,136 9,323,096 11,312,588 20.1% 17.7% 161.5% 61,601,173 52,722,272 48,611,334 23,099,942 19,178,672 16,925,335 37.5% 36.4% 34.8% 38,501,231 33,543,600 31,685,999 29.8% 25.8% 20.1% 12,370,412 14,603,855 13,998,009 1,156,420 1,504,402 154,003 486,634 452,000 2,793,827 2,595,330 3,604,000 2,451,053 1,083,432 1,080,800 18,925,715 18,769,251 20,639,211 1,190,526 1,192,506 1,297,973 20,116,241 19,961,757 21,937,184 18,384,990 13,581,843 9,748,815 29.8% 25.8% 20.1% 3,504,973 104,528 333,415 3,420,177 4,061,521 3,277,872 (28,1617) (57,580) - 11,741,457 9,473,374 6,137,528	12,372,136 9,323,096 11,312,588 1,059,548 20.1% 17.7% 161.5% 61,601,173 52,722,272 48,611,334 12,989,839 23,099,942 19,178,672 16,925,335 6,174,607 37.5% 36.4% 34.8%	12,372,136 9,323,096 11,312,588 1,059,548 3,049,040 20.1% 17.7% 161.5%	12,372,136 9,323,096 11,312,588 1,059,548 3,049,040 9.4% 20.1% 17.7% 161.5%

			Year-To-D	ate (YTD) Ana	lysis		
	Month	Last Year	Budget		Variance (in \$) Varian		
	Month 8 FY 3	Month 8 FY 2	Month 8 FY 3	Budget	Last Year	Budget	Last Year
	Wolten of 1 5	Wonth 0112	Wonth off 5	Buuger		Buuget	Lust rear
BALANCE SHEET							
ASSETS					_		_
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	4,282,310	10,085,214			(5,802,904)		(57.5%)
Deferred Taxes	29,716,832	19,812,546			9,904,286		50.0%
Non-current Assets	33,999,142	77,643,746			(43,644,604)		(56.2%)
Total non-current assets as % of Total	52.6%	90.0%					
Stock	1,655,415	3,217,800			(1,562,385)		(48.6%)
Sundry Debtors	10,816	39,524			(28,708)		(72.6%)
Prepaid Expenses	29,432	42,789			(13,357)		(31.2%)
Accounts Receivable	14,564,154	4,984,996			9,579,158		192.2%
Days Receivable	7.1	2.8					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	14,118,431	87,197			14,031,234		16091.4%
Current Assets	30,620,858	8,621,516			21,999,342		255.2%
Total current assets as % of Total	47.4%	10.0%			,,-		
Total Assets	64,620,000	86,265,262			(21,645,262)		(25.1%)
	, ,						
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	-	-					NA
Shareholders Contribution	120,600,241	119,535,638			1,064,603		0.9%
Retained Income/(Loss) for Period	(78,067,694)	(51,193,362)			(26,874,332)		(52.5%)
Share Capital & Reserves	42,534,508	68,344,043			(25,809,535)		(37.8%)
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	42,534,508	68,344,043			(25,809,535)		(37.8%)
Instalment Sale Agreements and Medium	-	-			-		NA
Non-current liabilities							
Accounts Payable	4,360,833	3,120,367			1,240,466		39.8%
Days Payable	5.7	4.9					
Bank Overdraft	-	(877,197)			877,197		100.0%
Instalment Sale Agreements & Medium Te	-	6,000,000			(6,000,000)		(100.0%)
Income Received in Advance	14,595,070	6,684,646			7,910,424		118.3%
Sundry Creditors/Accruals & VAT	3,129,590	2,993,403			136,187		4.5%
Current Liabilities	22,085,493	17,921,219			4,164,274		23.2%
Total Liabilities and Equity	64,620,001	86,265,262			(21,645,261)		(25.1%)
	- ,,	,, -			()) -)		
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	1,980,664	(3,293,054)			5,273,718		160.1%
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(71,166)	(668,395)			597,229		89.4%
Cash Flow from Financing Activities	,						
Net Cash from Financing Activities	498,859	2,396,729			(1,897,870)		(79.2%)
Total Cash movement for the year	2,408,357	(1,564,720)			3,973,077		253.9%
Cash @ the beginning of the year	64,411,662	342,157			64,069,505		18725.2%
Total Cash @ the end of the year	66,820,019	(1,222,563)			68,042,582		5565.6%
Check Overdraft	66,820,019	(1,222,563)			68,042,582		5565.6%

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget	7,003,843		
Slot Sales	6,870,984		132,859
Content	6,870,984	121,415	
Hardware	6,909,358		83,041
Installation	6,909,358	242,270	
Scheduling	7,094,343		57,285
Software	7,094,343		
Data	7,021,649		72,694
Subscriptions	7,021,649	12,800	
Field Operations	7,034,449	18,758	
Actual	7,053,207		
	49,364		

Sales (Budget) - YTD	Cumulative Value	Positives	Negatives	
Budget	48,611,334			
Slot Sales	48,611,334	40,434		
Content	48,651,768	1,124,990		
Hardware	49,776,758	9,087,969		
Installation	58,864,727	2,343,916		
Scheduling	60,807,563		401,080	
Software	60,807,563	200,750		
Data	60,426,761		581,552	
Subscriptions	60,426,761	114,864		
Field Operations	60,541,625	1,059,548		
Actual	61,601,173			
-	12,989,839			

	Cumulative Value	Positives	Negatives
Actual	5,588,639		
Slot Sales	5,438,015		150,624
Content	5,438,015	126,915	
Hardware	5,564,930	1,123,265	
Installation	6,609,840		78,355
Scheduling	6,607,555		2,285
Software	6,607,555	-	
Data	6,607,555		
Subscriptions	6,607,555	104,133	
Field Operations	6,711,688	341,519	
Actual	7,053,207		
-	1,464,568		

	Cumulative Value	Positives	Negatives	
Actual	52,722,272			
Slot Sales	52,722,272	35,069		
Content	52,757,341	897,318		
Hardware	53,654,659	4,373,940		
Installation	58,028,599	559,537		
Scheduling	58,291,888		296,248	
Software	58,291,888	200,750		
Data	58,226,693		265,945	
Subscriptions	58,226,693	325,440		
Field Operations	58,552,133	3,049,040		
Actual	61,601,173			
-	8,878,901			











			5,000,000	4,281,585 4,395,097	IS Items Actual vs Budge	t - Monthly	
			4,000,000 -				
			3,000,000 -			1,599,090	
IS items - Monthly	Actual	Budget	2,000,000			785,831	1,149,784
Gross Profit	4,281,585	4,395,097	1,000,000 -		278,612 450,500		
Operating Costs EBITDA	278,612 785,831	450,500 1,599,090	(1,000,000)	Gross Profit	Operating Costs	EBITDA	(86,343)PBT
PBT	(86,343)	1,149,784					
					Actual Budg	et	
			50,000,000		IS Items Actual vs Bud	get - TD	
			40,000,000 -	38,501,231			
IS items - YTD	Actual	Budget		31,685,999			
Gross Profit	38,501,231	31,685,999	30,000,000 -			18,384,990	
Operating Costs	2,793,827	3,604,000	20,000,000 -			9,748,815	11,741,457
EBITDA PBT	18,384,990 11,741,457	9,748,815 6,137,528	10,000,000 -		2,793,827 3,604,000		6,137,528
PBI	11,741,457	0,137,528	- +-	Gross Profit	Operating Costs	EBITDA	PBT
				Grossfront	Actual Budg		101
					IS Items Actual vs Previous	Year- Monthly	
			5,000,000	4,744,294			
IS items - Monthly	Actual	Previous Year	4,000,000 -				
Gross Profit	4,281,585	4,744,294	3,000,000 -			2,533,264	1,955,576
Operating Costs EBITDA	278,612 785,831	267,743 2,533,264	2,000,000 -				1,955,576
РВТ	(86,343)	1,955,576	1,000,000 -		278,612 267,743	785,831	
			(1,000,000)	Gross Profit	Operating Costs	EBITDA	(86,343) _{BT}
					Actual Previou	is Year	
					IS Items Actual vs Previo	us Year- YTD	
			50,000,000				
10.11			40,000,000 -	38,501,231			
IS items - YTD Gross Profit	Actual 38,501,231	Previous Year 33,543,600	30,000,000 -				
Operating Costs	38,501,231 2,793,827	2,595,330	20,000,000			18,384,990 13,581,843	
EBITDA	18,384,990	13,581,843	10,000,000		2,793,827 2,595,330		11,741,457 9,473,374
PBT	11,741,457	9,473,374			2,133,021		

					Actual 📕 Previo	ous Year			
-		Gross Profit		Operatir	ig Costs	EB	ITDA	PBT	
10,000,000				2,793,827	2,595,330			9,473,374	
20,000,000						18,384,990	13,581,843	11,741,457 9,473,374	
30,000,000									
40,000,000	38,50	33,543,60	D						

			Monthly	Analysis - Month	7 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Variano	:e (%)
	Month 7 FY 3	Month 7 FY 2	Month 7 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	218,918	143,390	75,000	143,918	75,528	191.9%	52.7%
as a % of Total	2.7%	3.1%	1.2%				
Content	150,790	46,960	16,500	134,290	103,830	813.9%	221.1%
as a % of Total	1.9%	1.0%	0.3%				
Hardware	4,168,997	1,664,486	3,016,003	1,152,994	2,504,511	38.2%	150.5%
as a % of Total	52.1%	36.2%	49.7%				
Installation	260,123	40,491	-	260,123	219,632	NA	542.4%
as a % of Total	3.3%	0.9%	0.0%				
Scheduling	138,976	157,646	196,261	(57,285)	(18,670)	(29.2%)	(11.8%
as a % of Total	1.7%	3.4%	3.2%	,	,	. ,	
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	105,255	145,944	(72,694)	(32,005)	(49.8%)	(30.4%
as a % of Total	0.9%	2.3%	2.4%	())	(- ,,	()	
Subscriptions	1,225,795	1,159,132	1,208,657	17,138	66,663	1.4%	5.8%
as a % of Total	15.3%	25.2%	19.9%		,		
Field Operations	1,766,815	1,286,574	1,408,743	358,072	480,241	25.4%	37.3%
as a % of Total	22.1%	27.9%	23.2%		,		
Total Sales	8,003,664	4,603,934	6,067,108	1,936,556	3,399,730	31.9%	73.8%
Hardware costs	2,764,737	1,113,947	2,107,160	657,577	1,650,790	31.2%	148.2%
COGS Margin	34.5%	24.2%	34.7%	007,077	2,000,700	0112/0	1.012/0
Gross Profit	5,238,927	3,489,987	3,959,948	1,278,979	1,748,940	32.3%	50.1%
Gross Profit %	36.7%	17.3%	20.5%		_,,,	02.070	0012/0
Personnel Costs	1,523,611	1,868,356	1,767,168	(243,557)	(344,745)	(13.8%)	(18.5%
Communication Costs	130,396	139,794	188,051	(57,655)	(9,398)	(30.7%)	(6.7%
Marketing & Sales Costs	22,147	98,702	38,000	(15,853)	(76,555)	(41.7%)	(77.6%
Operational Costs	330,389	277,886	450,500	(120,111)	52,503	(26.7%)	18.9%
Administration Costs	143,627	162,984	108,100	35,527	(19,357)	32.9%	(11.9%)
Total Direct Controllable Expenses	2,150,170	2,547,722	2,551,819	(401,649)	(397,552)	(15.7%)	(11.5%)
Occupancy Costs	148,568	143,638	162,088	(13,520)	4,930	(8.3%)	3.4%
Total Expenses	2,298,738	2,691,360	2,713,907	(415,169)	(392,622)	(15.3%)	(14.6%)
EBITDA	2,940,189	798,627	1,246,041	1,694,148	2,141,562	136.0%	268.2%
EBITDA Margin	36.7%	17.3%	20.5%	1,034,148	2,141,302	130.078	208.276
Interest Paid & Finance Charges	563,715	29,120	40,182	523,533	534,595	1302.9%	1835.8%
Depreciation	420,721	506,795	409,734	10,987	(86,074)	2.7%	(17.0%
Interest Received		(157)	409,734			2.7% NA	(18084.7%
Net Profit before tax	(28,550) 1,984,303	262,869	796,125	(28,550) 1,188,178	(28,393) 1,721,434	149.2%	654.9%
		262,869 5.7%	13.1%	1,100,178	1,/21,454	149.2%	054.9%
PBT Margin	24.8%			267 445	702 502	105 20/	475 40/
Taxation	555,604	(147,989)	188,189	367,415	703,593	195.2%	475.4%
Effective Tax Rate	23.8%	(767.4%)	47.1%				
Other Adjustment	-	-	-	-	-	NA 125 00(N/
Net Income	1,428,699	410,858	607,936	820,763	1,017,841	135.0%	247.7%

Total Cash @ the end of the year

Check Overdraft

			Monthly	Analysis - Mont	h 7 FY 3		
	Latest Month	Last Year	Budget	Varian	ce (in \$)	Variar	nce (%)
	Month 7 FY 3	Month 7 FY 2	Month 7 FY 3	Budget	Last Year	Budget	Last Year
<u>BALANCE SHEET</u> ASSETS							
Trademark and Intellectual Property							
Property, Plant and Equiment							
Deferred Taxes							
Non-current Assets							
Total non-current assets as % of Total							
Stock							
Sundry Debtors							
Prepaid Expenses							
Accounts Receivable							
Days Receivable							
Deposits							
Bank and Cash							
Current Assets							
Total current assets as % of Total							
Total Assets							
							_
EQUITY AND LIABILITIES							
Share Capital							
Non-Distributable Reserve							
Shareholders Contribution							
Retained Income/(Loss) for Period							
Share Capital & Reserves							
Shareholders Loans							
Total Shareholders' Funds							
Instalment Sale Agreements and Mediur	m Term Loan						
Non-current liabilities							
Accounts Payable							
Days Payable							
Bank Overdraft							
Instalment Sale Agreements & Medium	Term Loan						
Income Received in Advance							
Sundry Creditors/Accruals & VAT							
Current Liabilities							
Total Liabilities and Equity							
CASH FLOW							
Cash from Operating Activities	1000.000	14 505 555					
Net Cash from Operating Activities	(201,433)	(1,500,460)			1,299,027		86.6
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(9,307)	(31,950)			22,643		70.9
Cash Flow from Financing Activities							
Net Cash from Financing Activities	(1,093,764)	(630,066)			(463,698)		(73.
Total Cash movement for the year	(1,304,504)	(2,162,476)			857,972		39.
Cash @ the beginning of the year	14,573,835	(1,293,597)			15,867,432		1226.0
Total Cash @ the and of the year	12 200 221	(2 456 072)			46 725 404		402

(3,456,073)

(3,456,073)

13,269,331

13,269,331

483.9%

483.9%

16,725,404

16,725,404

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 7 FY 3	Month 7 FY 2	Month 7 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	648,293	462,600	475,000	173,293	185,693	36.5%	40.1%
as a % of Total	1.2%	1.0%	7.8%				
Content	1,119,075	348,672	115,500	1,003,575	770,403	868.9%	221.0%
as a % of Total	2.1%	0.7%	1.9%				
Hardware	29,647,535	26,396,860	20,476,525	9,171,010	3,250,675	44.8%	12.3%
as a % of Total	54.4%	56.0%	337.5%				
Installation	2,101,646	1,463,754	-	2,101,646	637,892	NA	43.6%
as a % of Total	3.9%	3.1%	0.0%				
Scheduling	1,030,032	1,323,995	1,373,827	(343,795)	(293,963)	(25.0%)	(22.2%)
as a % of Total	1.9%	2.8%	22.6%		· · · ·	· · ·	
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	0.4%	0.0%	0.0%	,			
Data	512,750	778,695	1,021,608	(508,858)	(265,945)	(49.8%)	(34.2%)
as a % of Total	0.9%	1.7%	16.8%	,	. , ,	· · ·	
Subscriptions	8,562,663	8,341,356	8,460,599	102,064	221,307	1.2%	2.7%
as a % of Total	15.7%	17.7%	139.5%		,		
Field Operations	10,725,222	8,017,701	9,684,432	1,040,790	2,707,521	10.7%	33.8%
as a % of Total	19.7%	17.0%	159.6%		_, ,		
Total Sales	54,547,966	47,133,633	41,607,491	12,940,475	7,414,333	31.1%	15.7%
Hardware costs	20,328,320	18,334,327	14,316,589	6,011,731	1,993,993	42.0%	10.9%
COGS Margin	37.3%	38.9%	34.4%	0,011,701	1,000,000	1210/0	2010/0
Gross Profit	34,219,646	28,799,306	27,290,902	6,928,744	5,420,340	25.4%	18.8%
Gross Profit %	32.3%	23.1%	19.6%	-,,	-,,		
Personnel Costs	10,860,065	13,104,437	12,230,009	(1,369,944)	(2,244,372)	(11.2%)	(17.1%)
Communication Costs	1,022,086	10,10 1,107	1,316,352	(294,266)	1,022,086	(22.4%)	(1711)0) NA
Marketing & Sales Costs	139,282	454,606	334,000	(194,718)	(315,324)	(58.3%)	(69.4%)
Operational Costs	2,515,215	2,327,587	3,153,500	(638,285)	187,628	(20.2%)	8.1%
Administration Costs	1,045,624	956,751	972,700	72,924	88,873	7.5%	9.3%
Total Direct Controllable Expenses	15,582,272	16,843,381	18,006,561	(2,424,289)	(1,261,109)	(13.5%)	(7.5%)
Occupancy Costs	1,038,215	1,045,660	1,134,616	(96,401)	(1,201,105) (7,445)	(13.5%)	(0.7%)
Total Expenses	16,620,487	17,889,041	19,141,177	(2,520,690)	(1,268,554)	(13.2%)	(7.1%)
EBITDA	17,599,159	10,910,265	8,149,725	9,449,434	6,688,894	115.9%	61.3%
EBITDA Margin	32.3%	23.1%	19.6%	9,449,434	0,088,894	115.576	01.578
Interest Paid & Finance Charges	3,005,609	79,286	293,843	2,711,766	2,926,323	922.9%	3690.8%
Depreciation	2,998,260	3,508,933	295,845 2,868,138	130,122	2,920,323 (510,673)	922.9% 4.5%	(14.6%)
Interest Received	(232,510)		2,000,130	(232,510)	(175,072)	4.5% NA	(304.8%)
Net Profit before tax	11,827,800	7,379,484	4,987,744	6,840,056	4,448,316	137.1%	60.3%
PBT Margin	21.7%	15.7%	4,987,744 12.0%	0,040,050	4,440,310	137.170	00.5%
				2 159 205	1 419 050	107 10/	75.00/
Taxation	3,311,786	1,892,830	1,153,481	2,158,305	1,418,956	187.1%	75.0%
Effective Tax Rate	28.0%	25.6%	23.1%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	8,516,014	5,486,654	3,834,263	4,681,751	3,029,360	122.1%	55.2%

			Year-To-D	Date (YTD) Anal	vsis		
	Month	Last Year	Budget		ce (in \$)	Variar	nce (%)
	Month 7 FY 3	Month 7 FY 2	Month 7 FY 3	Budget	Last Year	Budget	Last Year
				0			
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	4,642,359	10,165,859			(5,523,500)		(54.3%)
Deferred Taxes	30,042,739	20,304,990			9,737,749		48.0%
Non-current Assets	34,685,098	78,216,835			(43,531,737)		(55.7%)
Total non-current assets as % of Total	54.2%	86.6%					
Stock	2,658,296	3,873,572			(1,215,276)		(31.4%)
Sundry Debtors	18,108	4,358			13,750		315.5%
Prepaid Expenses	38,641	54,713			(16,072)		(29.4%)
Accounts Receivable	13,035,391	7,824,842			5,210,549		66.6%
Days Receivable	7.2	5.0					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	13,269,331	108,099			13,161,232		12175.2%
Current Assets	29,262,377	12,114,794			17,147,583		141.5%
Total current assets as % of Total	45.8%	13.4%					
Total Assets	63,947,475	90,331,629			(26,384,154)		(29.2%)
	,- , -				(-/ / - /		()
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	1,501	1,707			-		NA
Shareholders Contribution	120,101,383	119,917,193			184,190		0.2%
Retained Income/(Loss) for Period	(77,655,743)	(52,656,495)			(24,999,248)		(47.5%)
Share Capital & Reserves	42,447,601	67,262,465			(24,814,864)		(47.5%)
Shareholders Loans	42,447,001	07,202,403			(24,814,804)		(30.3%) NA
Total Shareholders' Funds	42,447,601	67,262,465			(24,814,864)		(36.9%)
Instalment Sale Agreements and Medium	42,447,001	07,202,403			(24,814,804)		(30.9%) NA
Non-current liabilities	-						INA
	4,426,706	5,763,057			(1,336,351)		(22.20/)
Accounts Payable					(1,550,551)		(23.2%)
Days Payable	6.5	9.4			(2 5 6 4 7 2)		(400.00()
Bank Overdraft	-	3,564,173			(3,564,173)		(100.0%)
Instalment Sale Agreements & Medium Te	-	1,360,000			(1,360,000)		(100.0%)
Income Received in Advance	14,131,440	9,146,328			4,985,112		54.5%
Sundry Creditors/Accruals & VAT	2,941,728	3,235,605			(293,877)		(9.1%)
Current Liabilities	21,499,874	23,069,163			(1,569,289)		(6.8%)
Total Liabilities and Equity	63,947,475	90,331,628			(26,384,153)		(29.2%)
 1							
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	1,568,554	(3,927,020)			5,495,574		139.9%
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	(9,298)	(196,452)			187,154		95.3%
Cash Flow from Financing Activities							
Net Cash from Financing Activities	1	(1,861,716)			1,861,717		100.0%
Total Cash movement for the year	1,559,257	(5,985,188)			7,544,445		126.1%
Cash @ the beginning of the year	51,142,331	3,798,232			47,344,099		1246.5%
Total Cash @ the end of the year	52,701,588	(2,186,956)			54,888,544		2509.8%
Check Overdraft	52,701,588	(2,186,956)			54,888,544		2509.8%

	Cumulative Value	Positives	Negatives
Budget	6,067,108		
Slot Sales	6,067,108	143,918	
Content	6,211,026	134,290	
Hardware	6,345,316	1,152,994	
Installation	7,498,310	260,123	
Scheduling	7,701,148		57,285
Software	7,701,148		
Data	7,628,454		72,694
Subscriptions	7,628,454	17,138	
Field Operations	7,645,592	358,072	
Actual	8,003,664		
-	1.936.556		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	41,607,491		
Slot Sales	41,607,491	173,293	
Content	41,780,784	1,003,575	
Hardware	42,784,359	9,171,010	
Installation	51,955,369	2,101,646	
Scheduling	53,713,220		343,795
Software	53,713,220	200,750	
Data	53,405,112		508,858
Subscriptions	53,405,112	102,064	
Field Operations	53,507,176	1,040,790	
Actual	54,547,966		
	12,940,475		

	Cumulative Value	Positives	Negatives
Actual	4,603,934		
Slot Sales	4,603,934	75,528	
Content	4,679,462	103,830	
Hardware	4,783,292	2,504,511	
Installation	7,287,803	219,632	
Scheduling	7,488,765		18,670
Software	7,488,765	-	
Data	7,456,760		32,005
Subscriptions	7,456,760	66,663	
Field Operations	7,523,423	480,241	
Actual	8,003,664		
-	3,399,730		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	47,133,633		
Slot Sales	47,133,633	185,693	
Content	47,319,326	770,403	
Hardware	48,089,729	3,250,675	
Installation	51,340,404	637,892	
Scheduling	51,684,333		293,963
Software	51,684,333	200,750	
Data	51,619,138		265,945
Subscriptions	51,619,138	221,307	
Field Operations	51,840,445	2,707,521	
Actual	54,547,966		
-	7,414,333		









			6,000,000 ၂	5,238,927	IS Items Actual vs Budge	t - Monthly	
			5,000,000 - 4,000,000 -	3,959,948		2,940,189	
IS items - Monthly	Actual	Budget	3,000,000				1,984,303
Gross Profit	5,238,927	3,959,948	2,000,000 -			1,246,041	796,125
Operating Costs	330,389	450,500	1,000,000 -		330,389 450,500		
EBITDA	2,940,189	1,246,041	- +-				
PBT	1,984,303	796,125		Gross Profit	Operating Costs	EBITDA	PBT
					🖬 Actual 🔳 Budg	et	
					IS Items Actual vs Bud	get - YTD	
			40,000,000	34,219,646			
			35,000,000 -	27,290,902			
IS items - YTD	Actual	Budget	30,000,000 - 25,000,000 -	27,290,902			
Gross Profit	34,219,646	27,290,902	20,000,000 -			17,599,159	
Operating Costs	2,515,215	3,153,500	15,000,000 -				11,827,800
EBITDA	17,599,159	8,149,725	10,000,000 -		2 4 5 2 5 2 6 2 6 2 6 2 6 2 6 2 6 2 6 2 6 2	8,149,725	4,987,744
PBT	11,827,800	4,987,744	5,000,000 -		2,515,215 3,153,500		
			- +-	Gross Profit	Operating Costs	EBITDA	PBT
					Actual Budg	et	
					IS Items Actual vs Previous	Year- Monthly	
			6,000,000	5,238,927			
IS items - Monthly	Actual	Previous Year	5,000,000 -				
Gross Profit	5,238,927	3,489,987	4,000,000 -	3,489,987		2,940,189	
Operating Costs	330,389	277,886	3,000,000 -				1.984.303
EBITDA PBT	2,940,189 1,984,303	798,627 262,869	2,000,000 -			798,627	
РВІ	1,984,303	202,809	1,000,000 -		330,389 277,886		262,869
			- +	Gross Profit	Operating Costs	EBITDA	PBT
					Actual Previou		
					Actual Previou	s rear	
					IS Items Actual vs Previo	us Year- YTD	
			40,000,000	34,219,646			
			30,000,000 -	28,799,306			
IS items - YTD	Actual	Previous Year	30,000,000				
Gross Profit	34,219,646	28,799,306	20,000,000 -			17,599,159	
Operating Costs	2,515,215	2,327,587	10,000,000			10,910,265	11,827,800 7,379,484
EBITDA	17,599,159	10,910,265	10,000,000 -		2,515,215 2,327,587		1,010,404

Gross Profit

IS items - YTD	Actual	Previous Year	
Gross Profit	34,219,646	28,799,306	
Operating Costs	2,515,215	2,327,587	
EBITDA	17,599,159	10,910,265	
PBT	11,827,800	7,379,484	



Actual Previous Year

			Monthly	Analysis - Month	6 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Variano	:e (%)
	Month 6 FY 3	Month 6 FY 2	Month 6 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	78,500	100,890	65,000	13,500	(22,390)	20.8%	(22.2%)
as a % of Total	0.9%	1.8%	1.0%				
Content	122,970	130,999	16,500	106,470	(8,029)	645.3%	(6.1%)
as a % of Total	1.4%	2.3%	0.3%				
Hardware	5,127,802	2,717,574	3,592,499	1,535,303	2,410,228	42.7%	88.7%
as a % of Total	58.7%	47.2%	54.7%				
Installation	422,672	117,239	-	422,672	305,433	NA	260.5%
as a % of Total	4.8%	2.0%	0.0%				
Scheduling	138,976	141,261	196,261	(57,285)	(2,285)	(29.2%)	(1.6%)
as a % of Total	1.6%	2.5%	3.0%			. ,	
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	73,250	145,944	(72,694)	-	(49.8%)	0.0%
as a % of Total	0.8%	1.3%	2.2%	())		()	
Subscriptions	1,225,666	1,158,945	1,208,657	17,009	66.721	1.4%	5.8%
as a % of Total	14.0%	20.1%	18.4%				
Field Operations	1,542,495	1,316,713	1,338,115	204,380	225,782	15.3%	17.1%
as a % of Total	17.7%	22.9%	20.4%		,		,
Total Sales	8,732,331	5,756,871	6,562,976	2,169,355	2,975,460	33.1%	51.7%
Hardware costs	3,396,622	1,804,073	2,512,324	884,298	1,592,549	35.2%	88.3%
COGS Margin	38.9%	31.3%	38.3%	004,290	1,552,545	55.270	00.570
Gross Profit	5,335,709	3,952,798	4,050,652	1,285,057	1,382,911	31.7%	35.0%
Gross Profit %	35.9%	27.1%	19.8%		_,,.	01	
Personnel Costs	1,367,206	1,520,613	1,738,891	(371,685)	(153,407)	(21.4%)	(10.1%)
Communication Costs	104,928	142,638	188,050	(83,122)	(37,710)	(44.2%)	(26.4%)
Marketing & Sales Costs	126,058	174,453	63,000	63,058	(48,395)	100.1%	(27.7%)
Operational Costs	309,614	277,994	450,500	(140,886)	31,620	(31.3%)	11.4%
Administration Costs	141,384	135,787	148,100	(140,880)	5,597	(4.5%)	4.1%
Total Direct Controllable Expenses	2,049,190	2,251,485	2,588,541	(539,351)	(202,295)	(20.8%)	(9.0%)
Occupancy Costs	149,250	142,438	162,088	(12,838)	6,812	(7.9%)	4.8%
Total Expenses	2,198,440	2,393,923	2,750,629	(552,189)	(195,483)	(20.1%)	(8.2%)
EBITDA	3,137,269	1,558,875	1,300,023	1,837,246	1,578,394	141.3%	101.3%
EBITDA EBITDA Margin	35.9%	27.1%	1,300,023	1,837,240	1,378,394	141.570	101.576
Interest Paid & Finance Charges	559,972	20,526	41,986	517,986	539,446	1233.7%	2628.1%
0		,		,	,	3.8%	
Depreciation	425,288	508,273	409,734	15,554	(82,985)		(16.3%)
Interest Received	(37,433)	(157)	-	(37,433)	(37,276)	NA	(23742.7%)
Net Profit before tax	2,189,442	1,030,233	848,303	1,341,139	1,159,209	158.1%	112.5%
PBT Margin	25.1%	17.9%	12.9%	440.247	164.046	202.25	26.00
Taxation	613,045	448,135	202,798	410,247	164,910	202.3%	36.8%
Effective Tax Rate	28.1%	(133.0%)	44.2%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	1,576,397	582,098	645,505	930,892	994,299	144.2%	170.8%

	Monthly Analysis - Month 6 FY 3									
							nce (%)			
		Month 6 FY 2	Month 6 FY 3	Budget Last Year		Budget	Last Year			
			Monthorro	Budget	Lustrear	Buuget	Lust rear			
BALANCE SHEET										
ASSETS										
Trademark and Intellectual Property										
Property, Plant and Equiment										
Deferred Taxes										
Non-current Assets										
Total non-current assets as % of Total										
Stock										
Sundry Debtors										
Prepaid Expenses										
Accounts Receivable										
Days Receivable										
Deposits										
Bank and Cash										
Current Assets										
Total current assets as % of Total										
Total Assets										
EQUITY AND LIABILITIES										
Share Capital										
Non-Distributable Reserve										
Shareholders Contribution										
Retained Income/(Loss) for Period										
Share Capital & Reserves										
Shareholders Loans										
Total Shareholders' Funds										
Instalment Sale Agreements and Medium	Term Loan									
Non-current liabilities										
Accounts Payable										
Days Payable										
Bank Overdraft										
Instalment Sale Agreements & Medium T	erm Loan									
Income Received in Advance	2001									
Sundry Creditors/Accruals & VAT										
Current Liabilities										
Total Liabilities and Equity										
CASH FLOW										
Cash from Operating Activities										
Net Cash from Operating Activities	2,622,690	(142,033)			2,764,723		1946.5%			
Cash (to) / from Investing Activities	, ,	, ,,								
Net Cash to Investing Activities	9	(3,218)			3,227		100.3%			
Cash Flow from Financing Activities	-	, -,			-,					
Net Cash from Financing Activities	559,116	(832,809)			1,391,925		167.1%			
Total Cash movement for the year	3,181,815	(978,060)			4,159,875		425.3%			
Cash @ the beginning of the year	11,392,022	(315,537)			11,707,559		3710.4%			
Total Cash @ the end of the year	14,573,837	(1,293,597)			15,867,434		1226.6%			
. stal sush & the cha of the year	1-1,57 5,057	(1,293,597)			13,007,434		1226.6%			

	Year-To-Date (YTD) Analysis									
	Month	Last Year	Budget	Variance (in \$)		Variance (%)				
	Month 6 FY 3	Month 6 FY 2	Month 6 FY 3	Budget	Last Year	Budget	Last Year			
INCOME STATEMENT										
Slot Sales	429,375	319,210	400,000	29,375	110,165	7.3%	34.5%			
as a % of Total	0.9%	0.8%	6.1%							
Content	968,285	301,712	99,000	869,285	666,573	878.1%	220.9%			
as a % of Total	2.1%	0.7%	1.5%							
Hardware	25,478,538	24,732,374	17,460,522	8,018,016	746,164	45.9%	3.0%			
as a % of Total	54.7%	58.2%	266.0%							
Installation	1,841,523	1,423,263	-	1,841,523	418,260	NA	29.4%			
as a % of Total	4.0%	3.3%	0.0%							
Scheduling	891,056	1,166,349	1,177,566	(286,510)	(275,293)	(24.3%)	(23.6%)			
as a % of Total	1.9%	2.7%	17.9%							
Software	200,750	-	-	200,750	200,750	NA	NA			
as a % of Total	0.4%	0.0%	0.0%							
Data	439,500	673,440	875,664	(436,164)	(233,940)	(49.8%)	(34.7%)			
as a % of Total	0.9%	1.6%	13.3%							
Subscriptions	7,336,868	7,182,224	7,251,942	84,926	154,644	1.2%	2.2%			
as a % of Total	15.8%	16.9%	110.5%							
Field Operations	8,958,407	6,731,127	8,275,689	682,718	2,227,280	8.2%	33.1%			
as a % of Total	19.2%	15.8%	126.1%							
Total Sales	46,544,302	42,529,699	35,540,383	11,003,919	4,014,603	31.0%	9.4%			
Hardware costs	17,563,583	17,220,380	12,209,429	5,354,154	343,203	43.9%	2.0%			
COGS Margin	37.7%	40.5%	34.4%	, ,	,					
Gross Profit	28,980,719	25,309,319	23,330,954	5,649,765	3,671,400	24.2%	14.5%			
Gross Profit %	31.5%	23.4%	19.4%							
Personnel Costs	9,336,454	11,236,081	10,462,841	(1,126,387)	(1,899,627)	(10.8%)	(16.9%)			
Communication Costs	891,690	, ,	1,128,301	(236,611)	891,690	(21.0%)	NA			
Marketing & Sales Costs	117,135	355,904	296,000	(178,865)	(238,769)	(60.4%)	(67.1%)			
Operational Costs	2,184,826	2,049,701	2,703,000	(518,174)	135,125	(19.2%)	6.6%			
Administration Costs	901,997	793,767	864,600	37,397	108,230	4.3%	13.6%			
Total Direct Controllable Expenses	13,432,102	14,435,453	15,454,742	(2,022,640)	(1,003,351)	(13.1%)	(7.0%)			
Occupancy Costs	889,647	902,022	972,528	(82,881)	(12,375)	(8.5%)	(1.4%)			
Total Expenses	14,321,749	15,337,475	16,427,270	(2,105,521)	(1,015,726)	(12.8%)	(6.6%)			
EBITDA	14,658,970	9,971,844	6,903,684	7,755,286	4,687,126	112.3%	47.0%			
EBITDA Margin	31.5%	23.4%	19.4%	.,,	.,,					
Interest Paid & Finance Charges	2,441,894	50,166	253,661	2,188,233	2,391,728	862.7%	4767.6%			
Depreciation	2,577,539	3,002,138	2,458,404	119,135	(424,599)	4.8%	(14.1%)			
Interest Received	(203,960)			(203,960)	(146,679)	4.0% NA	(256.1%)			
Net Profit before tax	9,843,497	6,976,821	4,191,619	5,651,878	2,866,676	134.8%	41.1%			
PBT Margin	21.1%	16.4%	11.8%	5,051,070	_,000,070	134.070	41.170			
Taxation	2,756,182	2,040,819	965,292	1,790,890	715,363	185.5%	35.1%			
Effective Tax Rate	2,730,182	2,040,819	23.0%	1,790,890	/13,303	105.570	55.170			
Other Adjustment	28.0%	23.3%	23.0%			NA	NA			
Net Income	7,087,315	4,936,002	3,226,327	3,860,988	2,151,313	119.7%	43.6%			
	Year-To-Date (YTD) Analysis									
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	Month	Last Year	Budget Variance (in \$)			Variance (%)				
	Month 6 FY 3	Month 6 FY 2	Month 6 FY 3	Budget	Last Year	Budget	Last Year			
	Month of 1 5	Wonth off 2	Monthorrs	Duuget	Last real	Duuget	Lust rear			
BALANCE SHEET										
ASSETS										
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)			
Property, Plant and Equiment	5,053,773	10,640,705			(5,586,932)		(52.5%)			
Deferred Taxes	30,598,343	20,157,001			10,441,342		51.8%			
Non-current Assets	35,652,116	78,543,692			(42,891,576)		(54.6%)			
Total non-current assets as % of Total	53.0%	85.2%								
Stock	3,644,484	4,703,764			(1,059,280)		(22.5%)			
Sundry Debtors	31,713	1,406			30,307		2155.5%			
Prepaid Expenses	42,344	103,336			(60,992)		(59.0%)			
Accounts Receivable	13,068,392	8,484,578			4,583,814		54.0%			
Days Receivable	8.4	6.0			,,-					
Deposits	242,610	249,210			(6,600)		(2.6%)			
Bank and Cash	14,573,835	140,108			14,433,727		10301.9%			
Current Assets	31,603,378	13,682,402			17,920,976		131.0%			
Total current assets as % of Total	47.0%	14.8%			17,520,570		151.070			
Total Assets	67,255,494	92,226,094			(24,970,600)		(27.1%)			
					(=), = : =), = = =)		(,)			
EQUITY AND LIABILITIES										
Share Capital	1,961	1,767			194		11.0%			
Non-Distributable Reserve	1,501	1,707			-		NA			
Shareholders Contribution	121,195,147	120,317,259			877,888		0.7%			
Retained Income/(Loss) for Period	(79,084,438)	(53,067,356)			(26,017,082)		(49.0%)			
Share Capital & Reserves	42,112,670	67,251,670			(25,139,000)		(37.4%)			
Shareholders Loans	42,112,070	07,231,070			(23,139,000)		(37.4%) NA			
Total Shareholders' Funds	42,112,670	67,251,670			(25,139,000)		(37.4%)			
Instalment Sale Agreements and Medium	42,112,070				(23,139,000)		(37.4%) NA			
Non-current liabilities							NA			
Accounts Payable	3,232,040	7,422,193			(4,190,153)		(56.5%)			
Days Payable	5,232,040	12.9			(4,190,133)		(30.3%)			
Bank Overdraft	5.5	1,433,704			(1,433,704)		(100.0%)			
	-						(100.0%)			
Instalment Sale Agreements & Medium Te	10 5 64 220	1,590,000			(1,590,000) 7,304,409		(100.0%) 64.9%			
Income Received in Advance	18,564,238	11,259,829								
Sundry Creditors/Accruals & VAT	3,346,546	3,268,697			77,849		2.4%			
Current Liabilities	25,142,824	24,974,423			168,401		0.7%			
Total Liabilities and Equity	67,255,494	92,226,093			(24,970,599)		(27.1%)			
CASH FLOW										
Cash from Operating Activities										
Net Cash from Operating Activities	1,769,987	(2,426,560)			4,196,547		172.9%			
	1,709,987	(2,420,500)			4,190,347		1/2.9/0			
Cash (to) / from Investing Activities	9	(164 502)			164 511		100.0%			
Net Cash to Investing Activities	9	(164,502)			164,511		100.0%			
Cash Flow from Financing Activities	1 000 705	(1 224 (50)			2 225 445		100.00/			
Net Cash from Financing Activities	1,093,765	(1,231,650)			2,325,415		188.8%			
Total Cash movement for the year	2,863,761	(3,822,712)			6,686,473		174.9%			
Cash @ the beginning of the year	36,568,496	5,091,829			31,476,667		618.2%			
Total Cash @ the end of the year	39,432,257	1,269,117			38,163,140		3007.1%			
Check Overdraft	39,432,257	1,269,117			38,163,140		3007.1%			

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget	6,562,976		
Slot Sales	6,562,976	13,500	
Content	6,576,476	106,470	
Hardware	6,682,946	1,535,303	
Installation	8,218,249	422,672	
Scheduling	8,583,636		57,285
Software	8,583,636		
Data	8,510,942		72,694
Subscriptions	8,510,942	17,009	
Field Operations	8,527,951	204,380	
Actual	8,732,331		
	2,169,355		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	35,540,383		
Slot Sales	35,540,383	29,375	
Content	35,569,758	869,285	
Hardware	36,439,043	8,018,016	
Installation	44,457,059	1,841,523	
Scheduling	46,012,072		286,510
Software	46,012,072	200,750	
Data	45,776,658		436,164
Subscriptions	45,776,658	84,926	
Field Operations	45,861,584	682,718	
Actual	46,544,302		
	11,003,919		

Cumulative Value	Positives	Negatives
5,756,871		
5,734,481		22,390
5,726,452		8,029
5,726,452	2,410,228	
8,136,680	305,433	
8,439,828		2,285
8,439,828	-	
8,439,828		
8,439,828	66,721	
8,506,549	225,782	
8,732,331		
2,975,460		
	5,756,871 5,724,481 5,726,452 5,726,452 8,136,680 8,439,828 8,439,828 8,439,828 8,439,828 8,439,828 8,439,828 8,506,549 8,732,331	5,756,871 5,724,481 5,726,452 5,726,452 8,136,680 8,439,828 8,439,828 8,439,828 8,439,828 8,439,828 8,439,828 8,439,828 6,721 8,506,549 225,782 8,732,331

	Cumulative Value	Positives	Negatives
Actual	42,529,699		
Slot Sales	42,529,699	110,165	
Content	42,639,864	666,573	
Hardware	43,306,437	746,164	
Installation	44,052,601	418,260	
Scheduling	44,195,568		275,293
Software	44,195,568	200,750	
Data	44,162,378		233,940
Subscriptions	44,162,378	154,644	
Field Operations	44,317,022	2,227,280	
Actual	46,544,302		
-	4,014,603		









			6,000,000	5,335,709	IS Items Actual vs Budge	et - Monthly	
IS items - Monthly Gross Profit Operating Costs EBITDA PBT	Actual 5,335,709 309,614 3,137,269 2,189,442	Budget 4,050,652 450,500 1,300,023 848,303	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 - 1,0000,000 -	4,050,652 Gross Profit	309,614 450,500 Operating Costs	3,137,269 1,300,023 EBITDA	2,189,442 846,303 PBT
			35,000,000 30,000,000	28,980,719	■Actual ■ Budy IS items Actual vs Buc	-	
IS items - YTD Gross Profit Operating Costs EBITDA PBT	Actual 28,980,719 2,184,826 14,658,970 9,843,497	Budget 23,330,954 2,703,000 6,903,684 4,191,619	30,000,000 25,000,000 20,000,000 15,000,000 5,000,000 20,000,000 20,000,000 20,000,00	23,330,954	2,184,826 2,703,000	6,903,684	9,843,497 4,191,619
				Gross Profit	Operating Costs	EBITDA	PBT
			6,000,000 ၂	5,335,709	IS Items Actual vs Previous	s Year- Monthly	
IS items - Monthly Gross Profit Operating Costs EBITDA PBT	Actual 5,335,709 309,614 3,137,269 2,189,442	Previous Year 3,952,798 277,994 1,558,875 1,030,233	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 - 1,000,000 -	3,952,798	309,614 277,994	3,137,269	2,189,442
			- +	Gross Profit	Operating Costs Actual Previo	EBITDA us Year	PBT
			35,000,000 30,000,000	28,980,719 25,309,319	IS Items Actual vs Previo	bus Year- YTD	

IS items - YTD	Actual	Previous Year	
Gross Profit	28,980,719	25,309,319	
Operating Costs	2,184,826	2,049,701	
EBITDA	14,658,970	9,971,844	
PBT	9,843,497	6,976,821	





Actual Previous Year

			Monthly /	Analysis - Month	5 FY 3	Monthly Analysis - Month 5 FY 3							
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)						
	Month 5 FY 3	Month 5 FY 2	Month 5 FY 3	Budget	Last Year	Budget	Last Year						
INCOME STATEMENT													
Slot Sales	49,625	32,000	-	49,625	17,625	NA	55.1%						
as a % of Total	0.6%	0.4%	0.0%										
Content	304,645	50,757	-	304,645	253,888	NA	500.2%						
as a % of Total	3.9%	0.6%	0.0%										
Hardware	4,350,732	4,899,428	-	4,350,732	(548,696)	NA	(11.2%						
as a % of Total	55.8%	61.3%	0.0%										
Installation	293,847	322,805	-	293,847	(28,958)	NA	(9.0%						
as a % of Total	3.8%	4.0%	0.0%										
Scheduling	138,976	126,261	-	138,976	12,715	NA	10.1%						
as a % of Total	1.8%	1.6%	0.0%										
Software	-	-	-	-	-	NA	NA						
as a % of Total	0.0%	0.0%	0.0%										
Data	73,250	73,250		73,250	-	NA	0.0%						
as a % of Total	0.9%	0.9%	0.0%	,									
Subscriptions	1,217,244	1,169,258	-	1,217,244	47,986	NA	4.1%						
as a % of Total	15.6%	14.6%	0.0%	, ,	,								
Field Operations	1,375,036	1,313,962	-	1,375,036	61,074	NA	4.6%						
as a % of Total	17.6%	16.4%	0.0%	,,	- /-								
Total Sales	7,803,355	7,987,721	-	7,803,355	(184,366)	NA	(2.3%						
Hardware costs	2,845,921	3,123,928	-	2,845,921	(278,007)	NA	(8.9%						
COGS Margin	36.5%	39.1%	0.0%		()		(0.07)						
Gross Profit	4,957,434	4,863,793	-	4,957,434	93,641	NA	1.9%						
Gross Profit %	33.0%	24.5%	0.0%	,,-									
Personnel Costs	1,538,069	1,948,427	-	1,538,069	(410,358)	NA	(21.1%						
Communication Costs	137,938	151,480	-	137,938	(13,542)	NA	(8.9%						
Marketing & Sales Costs	20,622	111,092	-	20,622	(90,470)	NA	(81.4%						
Operational Costs	343,301	417,982	-	343,301	(74,681)	NA	(17.9%						
Administration Costs	193,145	126,508		193,145	66,637	NA	52.7%						
Total Direct Controllable Expenses	2,233,075	2,755,489		2,233,075	(522,414)	NA	(19.0%						
Occupancy Costs	148,185	148,475		148,185	(290)	NA	(15.0%)						
Total Expenses	2,381,260	2,903,964		2,381,260	(522,704)	NA	(18.0%						
EBITDA	2,576,174	1,959,829	-	2,576,174	616,345	NA	31.4%						
EBITDA Margin	33.0%	24.5%	0.0%	2,370,174	010,545	NA INA	51.470						
Interest Paid & Finance Charges	534,718	16,722	0.078	534,718	517,996	NA	3097.7%						
Depreciation	425,961	508,015		425,961	(82,054)	NA	(16.2%						
Interest Received			-		(39,652)	NA	(2677.4%						
Net Profit before tax	(41,133) 1,656,628	(1,481) 1,436,573	-	(41,133)	220,055	NA	15.3%						
PBT Margin	21.2%	1,430,373	- 0.0%	1,030,028	220,033	NA NA	13.3/0						
PBT Margin Taxation			0.0%	97 535	(260 020)	NI A	/7E E0/						
	87,525	356,563	-	87,525	(269,038)	NA	(75.5%						
Effective Tax Rate	33.9%	(83.3%)	0.0%										
Other Adjustment Net Income	1,569,103	- 1,080,010	-	1,569,103	489,093	NA NA	45.3%						

		Monthly Analysis - Month 5 FY 3						
	Latest Month	Last Year	Budget	Budget Variance (in \$)			nce (%)	
	Month 5 FY 3	Month 5 FY 2	Month 5 FY 3	Budget	Last Year	Budget	Last Year	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Mediu	m Tarm Loon							
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft	T							
Instalment Sale Agreements & Medium								
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	(852,703)	(2,284,527)			1,431,824		62.	
Cash (to) / from Investing Activities								
Net Cash to Investing Activities	-	(161,284)			161,284		100.	
Cash Flow from Financing Activities								
Net Cash from Financing Activities	534,649	(398,841)			933,490		234.	
Total Cash movement for the year	(318,054)	(2,844,652)			2,526,598		88.	
Cash @ the beginning of the year	11,710,074	2,529,114			9,180,960		363.	
Total Cash @ the end of the year	11,392,020	(315,538)			11,707,558		3710.	
Check Overdraft	11 392 020	(315,538)			11 707 558		3710	

11,392,020

Check Overdraft

(315,538) (315,538)

3710.3% 3710.3%

11,707,558 11,707,558

			Year-To-I	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 5 FY 3	Month 5 FY 2	Month 5 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	350,875	218,320	325,000	25,875	132,555	8.0%	60.7%
as a % of Total	0.9%	0.6%	#DIV/0!				
Content	845,315	170,713	82,500	762,815	674,602	924.6%	395.2%
as a % of Total	2.2%	0.5%	#DIV/0!				
Hardware	20,350,736	22,014,800	14,648,289	5,702,447	(1,664,064)	38.9%	(7.6%
as a % of Total	53.8%	59.9%	#DIV/0!				
Installation	1,418,851	1,306,024	-	1,418,851	112,827	NA	8.6%
as a % of Total	3.8%	3.6%	#DIV/0!				
Scheduling	752,080	1,025,088	981,305	(229,225)	(273,008)	(23.4%)	(26.6%
as a % of Total	2.0%	2.8%	#DIV/0!				
Software	200,750	-		200,750	200,750	NA	NA
as a % of Total	0.5%	0.0%	#DIV/0!				
Data	366,250	600,190	729,720	(363,470)	(233,940)	(49.8%)	(39.0%
as a % of Total	1.0%	1.6%	#DIV/0!	(/ -/	(/ /	()	(
Subscriptions	6,111,202	6,023,279	6,043,285	67,917	87,923	1.1%	1.5%
as a % of Total	16.2%	16.4%	#DIV/0!	- /-	- ,		
Field Operations	7,415,912	5,414,414	6,892,946	522,966	2,001,498	7.6%	37.0%
as a % of Total	19.6%	14.7%	#DIV/0!	,	_,,		
Total Sales	37,811,971	36,772,828	29,703,045	8,108,926	1,039,143	27.3%	2.8%
Hardware costs	14,166,961	15,416,307	10,244,369	3,922,592	(1,249,346)	38.3%	(8.1%
COGS Margin	37.5%	41.9%	34.5%	0,022,002	(1)2 (3)3 (3)	501570	(012/0
Gross Profit	23,645,010	21,356,521	19,458,676	4,186,334	2,288,489	21.5%	10.7%
Gross Profit %	30.5%	22.5%	19.5%	.,200,001	_)_00) 100		
Personnel Costs	7,969,248	9,715,468	8,710,847	(741,599)	(1,746,220)	(8.5%)	(18.0%
Communication Costs	786,762	5,715,400	940,251	(153,489)	786,762	(16.3%)	(10.0% NA
Marketing & Sales Costs	(8,923)	181,451	215,000	(223,923)	(190,374)	(104.2%)	(104.9%
Operational Costs	1,875,212	1,771,707	2,252,500	(377,288)	103,505	(16.7%)	5.8%
Administration Costs	760,613	657,980	741,500	19,113	102,633	2.6%	15.6%
Total Direct Controllable Expenses	11,382,912	12,326,606	12,860,098	(1,477,186)	(943,694)	(11.5%)	(7.7%
Occupancy Costs	740,397	759,584	810,440	(70,043)	(19,187)	(11.5%)	(2.5%
Total Expenses	12,123,309	13,086,190	13,670,538	(1,547,229)	(962,881)	(11.3%)	(7.4%
EBITDA	11,521,701	8,270,331	5,788,138	5,733,563	3,251,370	99.1%	39.3%
EBITDA Margin	30.5%	22.5%	19.5%	3,733,303	3,231,370	55.176	33.370
Interest Paid & Finance Charges	1,881,922	29,640	212,873	1,669,049	1,852,282	784.1%	6249.3%
Depreciation	2,152,251	29,640 2,493,865	2,048,670	1,669,049	(341,614)	784.1% 5.1%	6249.3%
•			2,048,070				•
Interest Received Net Profit before tax	(166,527)	(57,124) 5,803,950	3,526,595	(166,527) 4,127,460	(109,403)	NA 117.0%	(191.5%
	7,654,055 <i>20.2%</i>	5,803,950 15.8%	3,526,595 11.9%	4,127,460	1,850,105	117.0%	31.9%
PBT Margin				1 220 220	FF0 4F2	102.20/	24.00
Taxation	2,143,137	1,592,684	813,811	1,329,326	550,453	163.3%	34.6%
Effective Tax Rate	28.0%	27.4%	23.1%				
Other Adjustment		-	-	-	-	NA	N/
Net Income	5,510,918	4,211,266	2,712,784	2,798,134	1,299,652	103.1%	30.9%

			Year-To-I	Date (YTD) Anal	ysis		
	Month	Last Year	Budget	Budget Variance (in \$)		Variance (%)	
	Month 5 FY 3	Month 5 FY 2	Month 5 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS					1		
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	5,479,070	11,145,759			(5,666,689)		(50.8%)
Deferred Taxes	31,211,388	20,605,136			10,606,252		51.5%
Non-current Assets	36,690,458	79,496,881			(42,806,423)		(53.8%)
Total non-current assets as % of Total	51.7%	81.4%					
Stock	5,480,080	3,723,419			1,756,661		47.2%
Sundry Debtors	58,777	30,584			28,193		92.2%
Prepaid Expenses	89,758	114,411			(24,653)		(21.5%)
Accounts Receivable	17,071,784	13,870,000			3,201,784		23.1%
Days Receivable	13.5	11.3					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	11,392,022	121,112			11,270,910		9306.2%
Current Assets	34,335,031	18,108,736			16,226,295		89.6%
Total current assets as % of Total	48.3%	18.6%					
Total Assets	71,025,489	97,605,617			(26,580,128)		(27.2%)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	-	_,, , , ,			-		NA
Shareholders Contribution	120,636,031	120,690,068			(54,037)		(0.0%)
Retained Income/(Loss) for Period	(80,660,838)	(53,649,455)			(27,011,383)		(50.3%)
Share Capital & Reserves	39,977,154	67,042,380			(27,065,226)		(40.4%)
Shareholders Loans					(27,005,220)		(40.4%) NA
Total Shareholders' Funds	39,977,154	67,042,380			(27,065,226)		(40.4%)
Instalment Sale Agreements and Medium					(27,005,220)		(40.4%) NA
Non-current liabilities							INA
Accounts Payable	6,239,879	0 072 670			(2 622 700)		(29.7%)
	0,239,879	8,872,678 17.3			(2,632,799)		(29.7%)
Days Payable	15.2				(426,640)		(100.00()
Bank Overdraft	-	436,649			(436,649)		(100.0%)
Instalment Sale Agreements & Medium Te	-	2,050,000			(2,050,000)		(100.0%)
Income Received in Advance	20,892,646	14,416,157			6,476,489		44.9%
Sundry Creditors/Accruals & VAT	3,915,809	4,787,752			(871,943)		(18.2%)
Current Liabilities	31,048,334	30,563,236			485,098		1.6%
Total Liabilities and Equity	71,025,488	97,605,616			(26,580,128)		(27.2%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	(852,703)	(2,284,527)			1,431,824		62.7%
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	(161,284)			161,284		100.0%
Cash Flow from Financing Activities							
Net Cash from Financing Activities	534,649	(398,841)			933,490		234.1%
Total Cash movement for the year	(318,054)	(2,844,652)			2,526,598		88.8%
Cash @ the beginning of the year	25,176,474	5,407,366			19,769,108		365.6%
Total Cash @ the end of the year	24,858,420	2,562,714			22,295,706		870.0%
Check Overdraft	24,858,420	2,562,714			22,295,706		870.0%

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget			
Slot Sales	49,625		(49,625)
Content	49,625	304,645	
Hardware	354,270	4,350,732	
Installation	4,705,002	293,847	
Scheduling	5,137,825		(138,976)
Software	5,137,825		-
Data	5,211,075		(73,250)
Subscriptions	5,211,075	1,217,244	
Field Operations	7,803,355		(1,375,036)
Actual	7,803,355		
-	7,803,355		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	29,703,045		
Slot Sales	29,703,045	25,875	
Content	29,728,920	762,815	
Hardware	30,491,735	5,702,447	
Installation	36,194,182	1,418,851	
Scheduling	37,383,808		229,225
Software	37,383,808	200,750	
Data	37,221,088		363,470
Subscriptions	37,221,088	67,917	
Field Operations	37,289,005	522,966	
Actual	37,811,971		
-	8,108,926		

	Cumulative Value	Positives	Negatives
Actual	7,987,721		
Slot Sales	7,987,721	17,625	
Content	8,005,346	253,888	
Hardware	7,710,538		548,696
Installation	7,681,580		28,958
Scheduling	7,681,580	12,715	
Software	7,694,295	-	
Data	7,694,295		-
Subscriptions	7,694,295	47,986	
Field Operations	7,742,281	61,074	
Actual	7,803,355		
-	(184,366)		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	36,772,828		
Slot Sales	36,772,828	132,555	
Content	36,905,383	674,602	
Hardware	35,915,921		1,664,064
Installation	35,915,921	112,827	
Scheduling	35,755,740		273,008
Software	35,755,740	200,750	
Data	35,722,550		233,940
Subscriptions	35,722,550	87,923	
Field Operations	35,810,473	2,001,498	
Actual	37,811,971		
-	1,039,143		















Actual Previous Year

			Monthly	Analysis - Month	4 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 4 FY 3	Month 4 FY 2	Month 4 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	72,500	72,080	195,000	(122,500)	420	(62.8%)	0.6%
as a % of Total	0.9%	0.9%	1.2%				
Content	225,436	65,920	49,500	175,936	159,516	355.4%	242.0%
as a % of Total	2.8%	0.8%	0.3%				
Hardware	4,077,058	5,206,197	7,186,671	(3,109,613)	(1,129,139)	(43.3%)	(21.7%)
as a % of Total	51.3%	63.8%	45.3%				
Installation	418,075	243,050	-	418,075	175,025	NA	72.0%
as a % of Total	5.3%	3.0%	0.0%				
Scheduling	138,976	141,261	588,783	(449,807)	(2,285)	(76.4%)	(1.6%)
as a % of Total	1.7%	1.7%	3.7%	,			
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	73,250	437,832	(364,582)	-	(83.3%)	0.0%
as a % of Total	0.9%	0.9%	2.8%	, , ,		. ,	
Subscriptions	1,218,153	1,171,803	3,625,971	(2,407,818)	46,350	(66.4%)	4.0%
as a % of Total	15.3%	14.3%	22.9%	() -))	-,	()	
Field Operations	1,727,676	1,192,423	3,782,898	(2,055,222)	535,253	(54.3%)	44.9%
as a % of Total	21.7%	14.6%	23.8%	()/ /	,	()	
Total Sales	7,951,124	8,165,984	15,866,655	(7,915,531)	(214,860)	(49.9%)	(2.6%)
Hardware costs	2,748,164	3,456,038	5,026,626	(2,278,462)	(707,874)	(45.3%)	(20.5%)
COGS Margin	34.6%	42.3%	31.7%	(_/_: =) : = _/	(,	((
Gross Profit	5,202,960	4,709,946	10,840,029	(5,637,069)	493,014	(52.0%)	10.5%
Gross Profit %	35.7%	23.9%	16.8%	(1)	,	(,	
Personnel Costs	1,485,114	1,895,981	5,221,905	(3,736,791)	(410,867)	(71.6%)	(21.7%)
Communication Costs	170,363	173,287	564,150	(393,787)	(2,924)	(69.8%)	(1.7%)
Marketing & Sales Costs	38,726	31,215	114,000	(75,274)	7,511	(66.0%)	24.1%
Operational Costs	373,977	375,386	1,351,500	(977,523)	(1,409)	(72.3%)	(0.4%)
Administration Costs	146,487	130,633	444,300	(297,813)	15,854	(67.0%)	12.1%
Total Direct Controllable Expenses	2,214,667	2,606,502	7,695,855	(5,481,188)	(391,835)	(71.2%)	(15.0%)
Occupancy Costs	147,508	152,187	486,264	(338,756)	(4,679)	(69.7%)	(3.1%)
Total Expenses	2,362,175	2,758,689	8,182,119	(5,819,944)	(396,514)	(71.1%)	(14.4%)
EBITDA	2,840,785	1,951,257	2,657,910	182,875	889,528	6.9%	45.6%
EBITDA Margin	35.7%	23.9%	16.8%	102,075	889,528	0.578	45.078
Interest Paid & Finance Charges	562,546	12,918	129,498	433,048	549,628	334.4%	4254.7%
Depreciation	427,301	504,279	1,229,202	(801,901)	(76,978)	(65.2%)	(15.3%)
			1,229,202				(15.5%)
Interest Received Net Profit before tax	(42,694) 1,893,632	(14,930) 1,448,990	1,299,210	(42,694) 594,422	(27,764) 444,642	NA 45.8%	30.7%
PBT Margin	23.8%	1,448,990 17.7%	1,299,210 8.2%	594,422	444,042	43.6%	50.7%
Taxation				CAC OF 4	269 120	240.20/	C0 40/
	906,547	538,417	259,596	646,951	368,130	249.2%	68.4%
Effective Tax Rate	31.3%	(71.7%)	28.9%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	987,085	910,573	1,039,614	(52,529)	76,512	(5.1%)	8.4%

			Monthly	Analysis - Mont	h 4 FY 3		
	Latest Month	Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 4 FY 3		Month 4 FY 3	Budget	Last Year	Budget	Last Year
	Month 4113		Month 4113	Dudget	Last rear	Duuget	Lust reur
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property							
Property, Plant and Equiment							
Deferred Taxes							
Non-current Assets							
Total non-current assets as % of Total							
Stock							
Sundry Debtors							
Prepaid Expenses							
Accounts Receivable							
Days Receivable							
Deposits							
Bank and Cash							
Current Assets							
Total current assets as % of Total							
Total Assets							
EQUITY AND LIABILITIES							
Share Capital							
Non-Distributable Reserve							
Shareholders Contribution							
Retained Income/(Loss) for Period							
Share Capital & Reserves							
Shareholders Loans							
Total Shareholders' Funds							
Instalment Sale Agreements and Medium	n Term Loan						
Non-current liabilities							
Accounts Payable							
Days Payable							
Bank Overdraft							
Instalment Sale Agreements & Medium T	erm Loan						
Income Received in Advance							
Sundry Creditors/Accruals & VAT							
Current Liabilities							
Total Liabilities and Equity							
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	-	-			-		NA
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	-			-		NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	-	-			-		NA
Total Cash movement for the year	-	-			-		NA
Cash @ the beginning of the year	-	-			-		NA
Total Cash @ the end of the year	-	-			-		NA
Check Overdraft	-	-			-		NA

			Year-To-	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 4 FY 3	Month 4 FY 2	Month 4 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT		-					
Slot Sales	301,250	186,320	260,000	41,250	114,930	15.9%	61.7%
as a % of Total	1.0%	0.6%	1.6%				
Content	540,670	119,956	66,000	474,670	420,714	719.2%	350.7%
as a % of Total	1.8%	0.4%	0.4%				
Hardware	16,000,004	17,115,372	10,779,170	5,220,834	(1,115,368)	48.4%	(6.5%)
as a % of Total	53.3%	59.5%	67.9%				
Installation	1,125,004	983,219	-	1,125,004	141,785	NA	14.4%
as a % of Total	3.7%	3.4%	0.0%				
Scheduling	613,104	898,827	785,044	(171,940)	(285,723)	(21.9%)	(31.8%)
as a % of Total	2.0%	3.1%	4.9%		,		
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	0.7%	0.0%	0.0%	,			
Data	293,000	526,940	583,776	(290,776)	(233,940)	(49.8%)	(44.4%)
as a % of Total	1.0%	1.8%	3.7%	. , , ,	. , ,	· · ·	
Subscriptions	4,893,958	4,854,021	4,834,628	59,330	39,937	1.2%	0.8%
as a % of Total	16.3%	16.9%	30.5%	,	,:		
Field Operations	6,040,876	4,100,452	5,121,013	919,863	1,940,424	18.0%	47.3%
as a % of Total	20.1%	14.2%	32.3%	,			
Total Sales	30,008,616	28,785,107	22,429,631	7,578,985	1,223,509	33.8%	4.3%
Hardware costs	11,321,040	12,292,379	7,538,950	3,782,090	(971,339)	50.2%	(7.9%)
COGS Margin	37.7%	42.7%	33.6%	-,,	(0),		(1.07.1)
Gross Profit	18,687,576	16,492,728	14,890,681	3,796,895	2,194,848	25.5%	13.3%
Gross Profit %	29.8%	21.4%	17.6%	-,,			
Personnel Costs	6,431,179	7,767,041	6,960,796	(529,617)	(1,335,862)	(7.6%)	(17.2%)
Communication Costs	648,824	7)707)012	752,200	(103,376)	648,824	(13.7%)	(17.1 <u>1</u> 76) NA
Marketing & Sales Costs	(29,545)	70,359	177,000	(206,545)	(99,904)	(116.7%)	(142.0%)
Operational Costs	1,531,911	1,353,725	1,802,000	(270,089)	178,186	(110.7%)	13.2%
Administration Costs	567,468	531,472	592,400	(24,932)	35,996	(4.2%)	6.8%
Total Direct Controllable Expenses	9,149,837	9,722,597	10,284,396	(1,134,559)	(572,760)	(11.0%)	(5.9%)
Occupancy Costs	592,212	611,109	648,352	(1,154,555)	(18,897)	(8.7%)	(3.1%)
Total Expenses	9,742,049	10,333,706	10,932,748	(1,190,699)	(591,657)	(10.9%)	(5.7%)
EBITDA	8,945,527	6,159,022	3,957,933	4,987,594	2,786,505	126.0%	45.2%
EBITDA Margin	29.8%	21.4%	17.6%	4,987,994	2,780,505	120.076	45.278
Interest Paid & Finance Charges	1,347,204	12,918	171,484	1,175,720	1,334,286	685.6%	10328.9%
Depreciation	1,726,290	1,985,850	1,638,936	87,354	(259,560)	5.3%	(13.1%)
Interest Received	(125,394)	(55,643)	1,030,330	(125,394)	(259,560) (69,751)	5.5% NA	(125.4%)
Net Profit before tax	5,997,427	4,215,897	2,147,513	3,849,914	1,781,530	179.3%	42.3%
PBT Margin	5,997,427	4,215,897 14.6%	2,147,515 9.6%	3,045,514	1,701,550	1/5.3%	42.3%
				1 502 249	810 401	244 69/	66.20/
Taxation	2,055,612	1,236,121	462,394	1,593,218	819,491	344.6%	66.3%
Effective Tax Rate	34.3%	29.3%	21.5%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	3,941,815	2,979,776	1,685,119	2,256,696	962,039	133.9%	32.3%

			Year-To-I	Date (YTD) Anal	vsis		
	Month	Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 4 FY 3	Month 4 FY 2	Month 4 FY 3	Budget	Last Year	Budget	Last Year
				0			
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	5,905,031	11,492,490			(5,587,459)		(48.6%)
Deferred Taxes	31,298,913	20,961,699			10,337,214		49.3%
Non-current Assets	37,203,944	80,200,175			(42,996,231)		(53.6%)
Total non-current assets as % of Total	55.4%	81.7%					
Stock	4,844,375	4,606,307			238,068		5.2%
Sundry Debtors	43,157	19,832			23,325		117.6%
Prepaid Expenses	107,128	49,817			57,311		115.0%
Accounts Receivable	13,033,969	10,908,310			2,125,659		19.5%
Days Receivable	13.0	11.4					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	11,710,074	2,075,315			9,634,759		464.3%
Current Assets	29,981,313	17,908,791			12,072,522		67.4%
Total current assets as % of Total	44.6%	18.3%			12,072,522		07.470
Total Assets	67,185,257	98,108,966			(30,923,709)		(31.5%)
	07,100,207	50,100,500			(00)020)/007		(011070)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	1,501	1,707			194		NA
Shareholders Contribution	120 101 292	-			(987,527)		
	120,101,382	121,088,909					(0.8%)
Retained Income/(Loss) for Period	(82,224,697)	(54,729,467)			(27,495,230)		(50.2%)
Share Capital & Reserves	37,878,646	66,361,209			(28,482,563)		(42.9%)
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	37,878,646	66,361,209			(28,482,563)		(42.9%)
Instalment Sale Agreements and Medium	-	-			· ·		NA
Non-current liabilities					((
Accounts Payable	6,598,591	10,213,537			(3,614,946)		(35.4%)
Days Payable	17.5	24.9					
Bank Overdraft	-	(453,799)			453,799		100.0%
Instalment Sale Agreements & Medium Te	-	2,050,000			(2,050,000)		(100.0%)
Income Received in Advance	18,992,221	15,867,648			3,124,573		19.7%
Sundry Creditors/Accruals & VAT	3,715,800	4,070,371			(354,571)		(8.7%)
Current Liabilities	29,306,612	31,747,757			(2,441,145)		(7.7%)
Total Liabilities and Equity	67,185,258	98,108,966			(30,923,708)		(31.5%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	-	-			-		NA
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	-					NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	-	-			· ·		NA
Total Cash movement for the year	-	-					NA
Cash @ the beginning of the year	13,466,400	2,878,252			10,588,148		367.9%
Total Cash @ the end of the year	13,466,400	2,878,252			10,588,148		367.9%
Check Overdraft	13,466,400	2,878,252			10,588,148		367.9%

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget	15,866,655		
Slot Sales	15,866,655	(122,500)	
Content	15,744,155	175,936	
Hardware	15,920,091	(3,109,613)	
Installation	12,810,478	418,075	
Scheduling	12,778,746		449,807
Software	12,778,746		
Data	12,414,164		364,582
Subscriptions	12,414,164	(2,407,818)	
Field Operations	10,006,346	(2,055,222)	
Actual	7,951,124		
-	(7,915,531)		

Cumulative Value	Positives	Negatives
22,429,631		
22,429,631	41,250	
22,470,881	474,670	
22,945,551	5,220,834	
28,166,385	1,125,004	
29,119,449		171,940
29,119,449	200,750	
29,029,423		290,776
29,029,423	59,330	
29,088,753	919,863	
30,008,616		
7,578,985		
	22,429,631 22,429,631 22,470,881 22,945,551 28,166,385 29,119,449 29,029,423 29,029,423 29,029,423 29,029,423 30,008,616	22,429,631 22,429,631 41,250 22,402,631 41,250 22,945,551 5,220,834 29,119,449 20,0750 29,029,423 59,330 29,029,423 59,330 29,088,753 919,863 30,008,616

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	8,165,984		
Slot Sales	8,165,984	420	
Content	8,166,404	159,516	
Hardware	7,196,781		1,129,139
Installation	7,196,781	175,025	
Scheduling	7,369,521		2,285
Software	7,369,521	-	
Data	7,369,521		
Subscriptions	7,369,521	46,350	
Field Operations	7,415,871	535,253	
Actual	7,951,124		
-	(214,860)		

	Cumulative Value	Positives	Negatives
Actual	28,785,107		
Slot Sales	28,785,107	114,930	
Content	28,900,037	420,714	
Hardware	28,205,383		1,115,368
Installation	28,205,383	141,785	
Scheduling	28,061,445		285,723
Software	28,061,445	200,750	
Data	28,028,255		233,940
Subscriptions	28,028,255	39,937	
Field Operations	28,068,192	1,940,424	
Actual	30,008,616		
-	1,223,509		









			12,000,000	10,840,029	IS Items Actual vs Budge	t - Monthly	
			10,000,000 -				
			8,000,000 -	5,202,960			
IS items - Monthly	Actual	Budget	4,000,000 -			2,840,785 2,657,910	
Gross Profit	5,202,960	10,840,029	2,000,000 -		1,351,500	2,040,703 2,037,910	1,893,632 1,299,210
Operating Costs EBITDA	373,977 2,840,785	1,351,500 2,657,910			373,977		
PBT	1,893,632	1,299,210		Gross Profit	Operating Costs	EBITDA	PBT
					Actual Budg	et	
					IS Items Actual vs Bud	pet - YTD	
			20,000,000	18,687,576	is news Actual to bud		
			20,000,000	14,890,681			
IS items - YTD	Actual	Budget	15,000,000 -	14,050,001			
Gross Profit	18,687,576	14,890,681	10,000,000 -			8,945,527	
Operating Costs	1,531,911	1,802,000					5,997,427
EBITDA	8,945,527	3,957,933	5,000,000 -		1,531,911 1,802,000	3,957,933	
PBT	5,997,427	2,147,513			1,551,511 -,000-,000		2,147,513
				Gross Profit	Operating Costs	EBITDA	PBT
					Actual Budg	et	
					IS Items Actual vs Previous	Year- Monthly	
			6,000,000	5,202,960 4,709,946	IS Items Actual vs Previous	Year- Monthly	
IS items - Monthly	Actual	Previous Year	5,000,000	5,202,960 4,709,946	IS Items Actual vs Previous	Year- Monthly	
Gross Profit	5,202,960	4,709,946	5,000,000 - 4,000,000 -	5,202,960 4,709,946	IS Items Actual vs Previous	Year- Monthly 2,840,785	
Gross Profit Operating Costs	5,202,960 373,977	4,709,946 375,386	5,000,000 - 4,000,000 - 3,000,000 -	5,202,960 4,709,946	IS Items Actual vs Previous		1,893,632 _{1,458} 990
Gross Profit	5,202,960	4,709,946	5,000,000 - 4,000,000 -	5,202,960 4,709,946	IS Items Actual vs Previous	2,840,785	1,893,632
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	4,709,946	373,977 375,386	2,840,785	
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	5,202,960 4,709,946 Gross Profit	373,977 375,386 Operating Costs	2,840,785 1,951,257 EBITDA	1,893,632 1,448,990 PBT
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	4,709,946	373,977 375,386	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	4,709,946	373,977 375,386 Operating Costs	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	4,709,946	373,977 375,386 Operating Costs	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA	5,202,960 373,977 2,840,785	4,709,946 375,386 1,951,257	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 -	4,709,946	373,977 375,386 Operating Costs Actual Previou	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA PBT	5,202,960 373,977 2,840,785 1,893,632	4,709,946 375,386 1,951,257 1,448,990	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 - 1,000,000 -	4,705,946 Gross Profit 18,687,576	373,977 375,386 Operating Costs Actual Previou	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA PBT IS items - YTD	5,202,960 373,977 2,840,785 1,893,632 Actual	4,709,946 375,386 1,951,257 1,448,990 Previous Year	5,000,000 - 4,000,000 - 2,000,000 - 1,000,000 - 1,000,000 - 1,000,000 - 15,000,000 -	4,705,946 Gross Profit 18,687,576	373,977 375,386 Operating Costs Actual Previou	2,840,785 1,951,257 EBITDA	
Gross Profit Operating Costs EBITDA PBT	5,202,960 373,977 2,840,785 1,893,632	4,709,946 375,386 1,951,257 1,448,990	5,000,000 - 4,000,000 - 3,000,000 - 2,000,000 - 1,000,000 - - 1,000,000 - 15,000,000 - 10,000,000 -	4,705,946 Gross Profit 18,687,576	373,977 375,386 Operating Costs Actual Previou	2,840,785 1.951,257 EBITDA s Year us Year- YTD	PBT
Gross Profit Operating Costs EBITDA PBT IS Items - YTD Gross Profit	5,202,960 373,977 2,840,785 1,893,632 <u>1,893,632</u> <u>1,893,632</u>	4,709,946 375,386 1,951,257 1,448,990 Previous Year 16,492,728	5,000,000 - 4,000,000 - 2,000,000 - 1,000,000 - 1,000,000 - 1,000,000 - 15,000,000 -	4,705,946 Gross Profit 18,687,576	373,977 375,386 Operating Costs Actual Previou	2,840,785 1,951,257 EBITDA s Year us Year- YTD 8,945,527	PBT

5,000,000 Gross Profit

1,531,911 1,353,725 Operating Costs EBITDA РВТ

Actual Previous Year

			Monthly	Analysis - Month	3 FY 3		
	Latest Month	Last Year	Budget	Variance	e (in \$)	Varian	ce (%)
	Month 3 FY 3	Month 3 FY 2	Month 3 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	42,500	38,080	65,000	(22,500)	4,420	(34.6%)	11.6%
as a % of Total	0.5%	0.6%	1.2%				
Content	142,819	18,012	16,500	126,319	124,807	765.6%	692.9%
as a % of Total	1.7%	0.3%	0.3%				
Hardware	5,284,974	3,969,725	2,395,557	2,889,417	1,315,249	120.6%	33.1%
as a % of Total	63.1%	57.8%	45.3%				
Installation	225,360	246,723	-	225,360	(21,363)	NA	(8.7%
as a % of Total	2.7%	3.6%	0.0%				
Scheduling	138,976	252,522	196,261	(57,285)	(113,546)	(29.2%)	(45.0%
as a % of Total	1.7%	3.7%	3.7%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	151,230	145,944	(72,694)	(77,980)	(49.8%)	(51.6%
as a % of Total	0.9%	2.2%	2.8%				
Subscriptions	1,225,473	1,227,406	1,208,657	16,816	(1,933)	1.4%	(0.2%
as a % of Total	14.6%	17.9%	22.9%	,			
Field Operations	1,242,227	969,343	1,260,966	(18,739)	272,884	(1.5%)	28.2%
as a % of Total	14.8%	14.1%	23.8%	(- , ,	,		
Total Sales	8,375,579	6,873,041	5,288,885	3,086,694	1,502,538	58.4%	21.9%
Hardware costs	3,871,006	2,945,447	1,675,542	2,195,464	925,559	131.0%	31.4%
COGS Marain	46.2%	42.9%	31.7%	, , -	,		
Gross Profit	4,504,573	3,927,594	3,613,343	891,230	576,979	24.7%	14.7%
Gross Profit %	27.4%	16.9%	16.8%				
Personnel Costs	1,615,861	1,957,020	1,740,635	(124,774)	(341,159)	(7.2%)	(17.4%
Communication Costs	121,646	181,077	188,050	(66,404)	(59,431)	(35.3%)	(32.8%
Marketing & Sales Costs	(176,574)	13,048	38,000	(214,574)	(189,622)	(564.7%)	(1453.3%
Operational Costs	382,478	326,113	450,500	(68,022)	56,365	(15.1%)	17.3%
Administration Costs	121,150	133,613	148,100	(26,950)	(12,463)	(18.2%)	(9.3%
Total Direct Controllable Expenses	2,064,561	2,610,871	2,565,285	(500,724)	(546,310)	(19.5%)	(20.9%
Occupancy Costs	144,611	152,974	162,088	(17,477)	(8,363)	(10.8%)	(5.5%
Total Expenses	2,209,172	2,763,845	2,727,373	(518,201)	(554,673)	(19.0%)	(20.1%
EBITDA	2,295,401	1,163,749	885,970	1,409,431	1,131,652	159.1%	97.2%
EBITDA Margin	27.4%	16.9%	16.8%	1,100,101	1)101)001	10011/0	5712/0
Interest Paid & Finance Charges	727,040	-	43,166	683,874	727,040	1584.3%	NA
Depreciation	427,698	493,857	409,734	17,964	(66,159)	4.4%	(13.4%
Interest Received	(41,264)	(13,571)	-	(41,264)	(27,693)	NA	(204.1%
Net Profit before tax	1,181,927	683,463	433,070	748,857	498,464	172.9%	72.9%
PBT Margin	1,101,527	9.9%	8.2%	, 10,007		2,2.3/0	, 2.3/0
Taxation	330,940	232,568	86,532	244,408	98,372	282.4%	42.3%
Effective Tax Rate	52.1%	(118.2%)	86.6%	244,400	30,372	202.4/0	42.3/0
Other Adjustment	52.1/0	(110.270)		-	_	NA	NA
Net Income	850,987	450,895	346,538	504,449	400,092	145.6%	88.7%

Latest Month Lust Year Budget Variance (in \$) Variance (x) BALANCE SHEET Budget Lust Year Budget Lust Year SATIS Tademark and Intellectual Property Property, Plant and Equiment Image: Comparison of C				Monthly	Analysis - Mont	h 3 FY 3		
Month 3 FY 3 Month 3 FY 3 Budget Last Year Budget Last Year BALANCE SHEET ASSETS ASSETS		Latest Month	Latest Month Last Year Budget Variance (in \$)					
AAMACE SHEET ASSETS Trademark and Intellectual Property Property, Plant and Equiment Deferred Taxes Non-Current Assets Total non-current assets as % of Total Stack Sundy Debitors Prepaid Expenses Accounts Receivable Days Receivable Depaids Bank and Cash Current Assets Share Capital Share Ca								
ASSET Trademark and Intellectual Property Property, Plant and Equiment					Dudger		Duuget	Lustrear
Trademark and intellectual Property Perpetry. Plant and Equiment beferred Taxes Non-current Assets Total and current assets os % of Total Stock Stock Stock Stock Stock Stock Stock Stork Stores Days Receivable Days Receivable Days Receivable Days Receivable Days Receivable Days Receivable Equity AND LABILITIES Share Capital Non-Distributable Reserve Share Capital Non-Distributable Reserve Share Capital & Reserves Share Capital & Reserves Share Capital & Regreements and Medium Term Loan Instalment Sale Agreements and Medium Term Loan Instalment Sale Agreements & Medium Term Loan Instalment Sale Agreeme	BALANCE SHEET							
Property, Plant and Equinent Deferred Taxes Deferred Taxes Total non-current assets as % of Total Stock Sundry Debtors Pregaid Expenses Accounts Receivable Days Receivable Deposits Bank and Cash Current Assets Total Current Assets Total Current Assets Total Asset Total Current Assets Total Current Assets Total Asset Total Stace Different State Stock Shareholders Contribution Retained Income/(Loss) for Period Shareholders Funds Instalment State Agreements & Medium Term Loan Instalment State	ASSETS							
beferred Taxes Non-current Assets Total non-current Assets on % of Total Stock Stock Stock Stock Carrent Assets Deposits Stank and Cash Current Assets Current Assets Deposits Share Capital Assets EQUITY AND LIABILITIES EQUITY ASSET EQUITY AND LIABILITIES EQUITY AND LIABILITY EXAMPLE AS A CONTRAL AND ENTITIES EQUITY AND LIABILITIES EQUITY AND LIABILITIES EQUITY AND LIABILITIES EQUITY AND LIABILITIES EQUITY AND LIABILITY EXAMPLE EXAMPLE AS A	Trademark and Intellectual Property							
Non-current Assets as % of Total Total non-current assets as % of Total Stock Sundry Debtors Prepaid Expenses Accounts Receivable Days Receivable Deposits Bank and Cash Current Assets Total Current assets as % of Total Total Current Assets EQUITY AND LABILITES Share Capital Non-Distributable Reserve Shareholders Contribution Retained income/(Loss) for Period Shareholders Contribution Retained income/(Loss) for Period Days Received in Advance Sundry Creditor/Accounds & VAT Current Labilities Corrent Co	Property, Plant and Equiment							
Total non-current assets as % of Total Stock	Deferred Taxes							
Stock Sundy Debtors Prepaid Expenses Accounts Receivable Doys Receivable Deposts Bank and Cash Current Assets or % of Total Total Assets Catal Asset Catal Asset Catal Asset Catal Asset Catal Asset Shareholders Contribution Retained Income/Loss) for Period Catal Asset Catal	Non-current Assets							
Sandry Debtors Prepaid Expenses Accounts Receivable Dops Receivable Dops Receivable Total Cash Current Assets Total Current Assets Total Current Assets Share Capital Non-Distributable Reserve Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Retained Income/Loss) for Period Share Capital & Reserves Shareholders Contribution Received In Advance Shareholders Canta Koncurts Payable Cash from Operating Activities Cash from Operating	Total non-current assets as % of Total							
Prepaid Expenses Accounts Receivable Deposits Bank and Cash Current Assets Share Capital Non-Distributable Reserve Share Capital Reserves Share Reserv	Stock							
Accounts Receivable Dopsolts Bank and Cash Current Assets Total Current Assets Total Cash for Deraiding Activities Non-Distrig Activities Cosh for Operating Activities Cash for Operating	Sundry Debtors							
Days Receivable Second Sec	Prepaid Expenses							
Days Receivable Second Sec	Accounts Receivable							
Deposits Bank and Cash Current Assets Total current assets as % of Total Total Assets Total Assets Cash Current Assets as % of Total Image: Control Contrent Loan C								
Bank and Cash Current Assets Current Assets a % of Total Contract Assets Contract Contex								
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Cash from Operating ActivitiesImage: Cash from Investing ActivitiesImage: Cash from Financing ActivitiesImage: Cash f	CASH FLOW							
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Total Cash @ the end of the year 13,466,400 2,878,252 10,588,148 367.9%		-	2 878 252			10 589 149		
	Check Overdraft	13,466,400	2,878,252			10,588,148		367.9%

			Year-To-D	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 3 FY 3	Month 3 FY 2	Month 3 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	228,750	114,240	195,000	33,750	114,510	17.3%	100.2%
as a % of Total	1.0%	0.6%	3.7%				
Content	315,234	54,036	49,500	265,734	261,198	536.8%	483.4%
as a % of Total	1.4%	0.3%	0.9%				
Hardware	11,922,946	11,909,175	7,186,671	4,736,275	13,771	65.9%	0.1%
as a % of Total	54.1%	57.8%	135.9%				
Installation	706,929	740,169	-	706,929	(33,240)	NA	(4.5%
as a % of Total	3.2%	3.6%	0.0%				
Scheduling	474,128	757,566	588,783	(114,655)	(283,438)	(19.5%)	(37.4%
as a % of Total	2.1%	3.7%	11.1%				
Software	200,750	-	-	200,750	200,750	NA	N
as a % of Total	0.9%	0.0%	0.0%				
Data	219,750	453,690	437,832	(218,082)	(233,940)	(49.8%)	(51.6%
as a % of Total	1.0%	2.2%	8.3%				
Subscriptions	3,675,805	3,682,218	3,625,971	49,834	(6,413)	1.4%	(0.2%
as a % of Total	16.7%	17.9%	68.6%				
Field Operations	4,313,200	2,908,029	3,782,898	530,302	1,405,171	14.0%	48.3%
as a % of Total	19.6%	14.1%	71.5%	,			
Total Sales	22,057,492	20,619,123	15,866,655	6,190,837	1,438,369	39.0%	7.0%
Hardware costs	8,572,876	8,836,341	5,026,626	3,546,250	(263,465)	70.5%	(3.0%
COGS Margin	38.9%	42.9%	31.7%		. , ,		
Gross Profit	13,484,616	11,782,782	10,840,029	2,644,587	1,701,834	24.4%	14.4%
Gross Profit %	27.7%	19.6%	16.8%				
Personnel Costs	4,946,065	5,871,060	5,221,905	(275,840)	(924,995)	(5.3%)	(15.8%
Communication Costs	478,461	-,- ,	564,150	(85,689)	478,461	(15.2%)	N
Marketing & Sales Costs	(68,271)	39,144	114,000	(182,271)	(107,415)	(159.9%)	(274.4%
Operational Costs	1,157,934	978,339	1,351,500	(193,566)	179,595	(14.3%)	18.4%
Administration Costs	420,981	400,839	444,300	(23,319)	20,142	(5.2%)	5.0%
Total Direct Controllable Expenses	6,935,170	7,289,382	7,695,855	(760,685)	(354,212)	(9.9%)	(4.9%
Occupancy Costs	444,704	458,922	486,264	(41,560)	(14,218)	(8.5%)	(3.1%
Total Expenses	7,379,874	7,748,304	8,182,119	(802,245)	(368,430)	(9.8%)	(4.8%
EBITDA	6,104,742	4,034,478	2,657,910	3,446,832	2,070,264	129.7%	51.3%
EBITDA Margin	27.7%	19.6%	16.8%	3) 1 10,032	2)070)201	1201770	51.67
Interest Paid & Finance Charges	784,658	-	129,498	655,160	784,658	505.9%	N
Depreciation	1,298,989	1,481,571	1,229,202	69,787	(182,582)	5.7%	(12.3%
Interest Received	(82,700)	(40,713)	1,223,202	(82,700)	(41,987)	NA	(103.1%
Net Profit before tax	4,103,795	2,593,620	1,299,210	2,804,585	1,510,175	215.9%	58.2%
PBT Margin	4,103,795	12.6%	8.2%	2,007,000	1,510,175	213.576	50.270
Taxation	1,149,065	697,704	259,596	889,469	451,361	342.6%	64.7%
Effective Tax Rate	28.0%	26.9%	259,596	005,409	401,001	342.0%	04.7%
Other Adjustment	28.0%	20.9%	20.0%			NA	N
Net Income	2,954,730	1,895,916	1,039,614	1,915,116	1,058,814	184.2%	55.8%

			Year-To-D	oate (YTD) Anal	ysis		
	Month	Last Year	Budget		ce (in \$)	Varia	nce (%)
	Month 3 FY 3	Month 3 FY 2	Month 3 FY 3	Budget	Last Year	Budget	Last Year
							-
BALANCE SHEET							
ASSETS							
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	5,905,031	11,492,490			(5,587,459)		(48.6%)
Deferred Taxes	31,298,913	20,961,699			10,337,214		49.3%
Non-current Assets	37,203,944	80,200,175			(42,996,231)		(53.6%)
Total non-current assets as % of Total	55.4%	81.7%					
Stock	4,844,375	4,606,307			238,068		5.2%
Sundry Debtors	43,157	19,832			23,325		117.6%
Prepaid Expenses	107,128	49,817			57,311		115.0%
Accounts Receivable	13,033,969	10,908,310			2,125,659		19.5%
Days Receivable	17.7	15.9					
Deposits	242,610	249,210			(6,600)		(2.6%)
Bank and Cash	11,710,074	2,075,315			9,634,759		464.3%
Current Assets	29,981,313	17,908,791			12,072,522		67.4%
Total current assets as % of Total	44.6%	18.3%			,		
Total Assets	67,185,257	98,108,966			(30,923,709)		(31.5%)
	07,100,207	50/200/500			(00)020)/007		(011070)
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	1,901	1,707			194		NA
Shareholders Contribution	-	- 121,088,909			(007 537)		(0.8%)
	120,101,382				(987,527)		. ,
Retained Income/(Loss) for Period	(82,224,697)	(54,729,467)			(27,495,230)		(50.2%)
Share Capital & Reserves	37,878,646	66,361,209			(28,482,563)		(42.9%)
Shareholders Loans	-	-		-	-		NA
Total Shareholders' Funds	37,878,646	66,361,209			(28,482,563)		(42.9%)
Instalment Sale Agreements and Medium	-	-			-		NA
Non-current liabilities							
Accounts Payable	6,598,591	10,213,537			(3,614,946)		(35.4%)
Days Payable	23.1	34.7					
Bank Overdraft	-	(453,799)			453,799		100.0%
Instalment Sale Agreements & Medium Te		2,050,000			(2,050,000)		(100.0%)
Income Received in Advance	18,992,221	15,867,648			3,124,573		19.7%
Sundry Creditors/Accruals & VAT	3,715,800	4,070,371			(354,571)		(8.7%)
Current Liabilities	29,306,612	31,747,757			(2,441,145)		(7.7%)
Total Liabilities and Equity	67,185,258	98,108,966			(30,923,708)		(31.5%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	-	-			-		NA
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	-			-		NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	-	-					NA
Total Cash movement for the year	-	-					NA
Cash @ the beginning of the year	13,466,400	2,878,252			10,588,148		367.9%
Total Cash @ the end of the year	13,466,400	2,878,252			10,588,148		367.9%
Check Overdraft	13,466,400	2,878,252			10,588,148		367.9%

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget	5,288,885		
Slot Sales	5,266,385		22,500
Content	5,266,385	126,319	
Hardware	5,392,704	2,889,417	
Installation	8,282,121	225,360	
Scheduling	8,450,196		57,285
Software	8,450,196		-
Data	8,377,502		72,694
Subscriptions	8,377,502	16,816	
Field Operations	8,375,579		18,739
Actual	8,375,579		
	3,086,694		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	15,866,655		
Slot Sales	15,866,655	33,750	
Content	15,900,405	265,734	
Hardware	16,166,139	4,736,275	
Installation	20,902,414	706,929	
Scheduling	21,494,688		114,655
Software	21,494,688	200,750	
Data	21,477,356		218,082
Subscriptions	21,477,356	49,834	
Field Operations	21,527,190	530,302	
Actual	22,057,492		
-	6,190,837		

	Cumulative Value	Positives	Negatives
Actual	6,873,041		
Slot Sales	6,873,041	4,420	
Content	6,877,461	124,807	
Hardware	7,002,268	1,315,249	
Installation	8,296,154		21,363
Scheduling	8,182,608		113,546
Software	8,182,608	-	
Data	8,104,628		77,980
Subscriptions	8,102,695		1,933
Field Operations	8,102,695	272,884	
Actual	8,375,579		
-	1,502,538		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	20,619,123		
Slot Sales	20,619,123	114,510	
Content	20,733,633	261,198	
Hardware	20,994,831	13,771	
Installation	20,975,362		33,240
Scheduling	20,691,924		283,438
Software	20,691,924	200,750	
Data	20,658,734		233,940
Subscriptions	20,652,321		6,413
Field Operations	20,652,321	1,405,171	
Actual	22,057,492		
	1,438,369		











			5,000,000	4,504,573	IS Items Actual vs Budget	- Monthly	
			4,000,000 -	3,613,343			
			3,000,000 -			2,295,401	
IS items - Monthly Gross Profit	Actual 4,504,573	Budget 3,613,343	2,000,000 -			885,970	1,181,927
Operating Costs	382,478	450,500	1,000,000 -		382,478 450,500		433,070
EBITDA PBT	2,295,401 1,181,927	885,970 433,070	- +	Gross Profit	Operating Costs	EBITDA	PBT
151	1,101,927	433,070			Actual Budge	et	
					IS Items Actual vs Budg	get - YTD	
			16,000,000	13,484,616			
IS items - YTD	Actual	Budget	12,000,000	10,840,029			
Gross Profit	13,484,616	10,840,029	10,000,000 - 8,000,000 -			6,104,742	
Operating Costs	1,157,934	1,351,500	6,000,000 -				4,103,795
EBITDA	6,104,742	2,657,910	4,000,000 - 2,000,000 -		1,157,934 1,351,500	2,657,910	
PBT	4,103,795	1,299,210	-				1,299,210
				Gross Profit	Operating Costs	EBITDA	PBT
					Actual Budge	20	
					IS Items Actual vs Previous	Year- Monthly	
			5,000,000	4,504,573			
IS items - Monthly	Actual	Previous Year	4,000,000 -	-,			
Gross Profit	4,504,573 382,478	3,927,594 326,113	3,000,000 -			2,295,401	
Operating Costs EBITDA	2,295,401	1,163,749	2,000,000 -			1,163,749	1,181,927
PBT	1,181,927	683,463	1,000,000 -		382,478 326,113	1,103,743	683,463
			- +	Gross Profit	Operating Costs	EBITDA	PBT
				GIOSS FIGHT	Actual Previou		PD1
					IS Items Actual vs Previo	IS Vear- VTD	
			15,000,000 -	13,484,616	15 nems Actual VS Flevior		
			15,000,000	11,782,782			
IS items - YTD	Actual	Previous Year	10,000,000 -				
Gross Profit	13,484,616	11,782,782				6,104,742	
Operating Costs	1,157,934	978,339	5,000,000 -			4,034,478	4,103,795 2,593,620
EBITDA PBT	6,104,742 4,103,795	4,034,478 2,593,620			1,157,934 978,339		
[FBI	4,103,795	2,593,620					

Operating Costs

Actual Previous Year

EBITDA

PBT

Gross Profit

IS items - YTD	Actual	Previous Year		
Gross Profit	13,484,616	11,782,782		
Operating Costs	1,157,934	978,339		
EBITDA	6,104,742	4,034,478		
PBT	4,103,795	2,593,620		

			Monthly	Analysis - Month	2 FY 3		
	Latest Month	Last Year	Budget	Varianc	e (in \$)	Variano	ce (%)
	Month 2 FY 3	Month 2 FY 2	Month 2 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	93,125	38,080	-	93,125	55,045	NA	144.6%
as a % of Total	1.3%	0.6%	0.0%				
Content	58,900	18,012	-	58,900	40,888	NA	227.0%
as a % of Total	0.8%	0.3%	0.0%				
Hardware	3,903,634	3,969,725	-	3,903,634	(66,091)	NA	(1.7%
as a % of Total	52.6%	57.8%	0.0%				
Installation	270,445	246,723	-	270,445	23,722	NA	9.6%
as a % of Total	3.6%	3.6%	0.0%				
Scheduling	196,176	252,522	-	196,176	(56,346)	NA	(22.3%
as a % of Total	2.6%	3.7%	0.0%				
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	2.7%	0.0%	0.0%	,	,		
Data	73,250	151,230	-	73,250	(77,980)	NA	(51.6%
as a % of Total	1.0%	2.2%	0.0%	-,	())		
Subscriptions	1,225,166	1,227,406	-	1,225,166	(2,240)	NA	(0.2%
as a % of Total	16.5%	17.9%	0.0%	_,,	(_/_ · - /		(0.271
Field Operations	1,393,684	969,343	-	1,393,684	424,341	NA	43.8%
as a % of Total	18.8%	14.1%	0.0%	_,,	,		
Total Sales	7,415,130	6,873,041	-	7,415,130	542,089	NA	7.9%
Hardware costs	2,806,299	2,945,447	_	2,806,299	(139,148)	NA	(4.7%
COGS Margin	37.8%	42.9%	0.0%	2,000,200	(100)1 (0)		(,
Gross Profit	4,608,831	3,927,594	-	4,608,831	681,237	NA	17.3%
Gross Profit %	30.0%	16.9%	0.0%	.,,	001,207		
Personnel Costs	1,451,025	1,957,020	-	1,451,025	(505,995)	NA	(25.9%
Communication Costs	152,223	181,077		152,223	(28,854)	NA	(15.9%
Marketing & Sales Costs	57,870	13,048		57,870	44,822	NA	343.5%
Operational Costs	401,693	326,113		401,693	75,580	NA	23.2%
Administration Costs	170,637	133,613		170,637	37,024	NA	27.7%
Total Direct Controllable Expenses	2,233,448	2,610,871		2,233,448	(377,423)	NA	(14.5%)
Occupancy Costs	150,815	152,974		150,815	(2,159)	NA	(14.5%)
Total Expenses	2,384,263	2,763,845		2,384,263	(379,582)	NA	(13.7%
EBITDA	2,224,568	1,163,749		2,224,568	1,060,819	NA	91.2%
EBITDA Margin	30.0%	1,103,749	0.0%	2,224,508	1,000,819	NA NA	51.270
Interest Paid & Finance Charges	29,548	-	0.078	29,548	29,548	NA	NA
Depreciation	435,612	- 493,857	-	435,612	(58,245)	NA	(11.8%
Interest Received		,	-		,	NA	•
Net Profit before tax	(27,833) 1,787,241	(13,571) 683,463	-	(27,833)	(14,262) 1,103,778	NA	(105.1%) 161.5%
PBT Margin	1,787,241 24.1%	683,463 <i>9.9%</i>	- 0.0%	1,707,241	1,105,776	NA	101.5%
5			0.0%	500 430	267.964		115 20/
Taxation	500,429	232,568	-	500,429	267,861	NA	115.2%
Effective Tax Rate	34.0%	(107.3%)	0.0%				
Other Adjustment	-	-	-	-	-	NA	N/
Net Income	1,286,812	450,895	-	1,286,812	835,917	NA	185.4%

			Monthly	Analysis - Mont	:h 2 FY 3		
	Latest Month					Varia	nce (%)
	Month 2 FY 3	Month 2 FY 2	Month 2 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET							-
ASSETS							
Trademark and Intellectual Property							
Property, Plant and Equiment							
Deferred Taxes							
Non-current Assets							
Total non-current assets as % of Total							
Stock							
Sundry Debtors							
Prepaid Expenses							
Accounts Receivable							
Days Receivable							
Deposits Bank and Cash							
Bank and Cash							
Current Assets							
Total current assets as % of Total							
Total Assets							
EQUITY AND LIABILITIES							
Share Capital							
Non-Distributable Reserve							
Shareholders Contribution							
Retained Income/(Loss) for Period							
Share Capital & Reserves							
Shareholders Loans							
Total Shareholders' Funds							
Instalment Sale Agreements and Mediur	n Term Loan						
Non-current liabilities							
Accounts Payable							
Days Payable							
Bank Overdraft							
Instalment Sale Agreements & Medium	Term Loan						
Income Received in Advance							
Sundry Creditors/Accruals & VAT							
Current Liabilities							
Total Liabilities and Equity							
[
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	-	-			-		NA
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	-			-		NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	-	-			-		NA
Total Cash movement for the year	-	-					NA
Cash @ the beginning of the year	-	-			-		NA
Total Cash @ the end of the year	-	-			-		NA
Check Overdraft	-	-			<u> </u>		NA

			Year-To-I	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Variano	ce (%)
	Month 2 FY 3	Month 2 FY 2	Month 2 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	186,250	76,160	130,000	56,250	110,090	43.3%	144.6%
as a % of Total	1.4%	0.6%	#DIV/0!				
Content	172,415	36,024	33,000	139,415	136,391	422.5%	378.6%
as a % of Total	1.3%	0.3%	#DIV/0!				
Hardware	6,637,972	7,939,450	4,791,114	1,846,858	(1,301,478)	38.5%	(16.4%
as a % of Total	48.5%	57.8%	#DIV/0!				
Installation	481,569	493,446	-	481,569	(11,877)	NA	(2.4%
as a % of Total	3.5%	3.6%	#DIV/0!				
Scheduling	335,152	505,044	392,522	(57,370)	(169,892)	(14.6%)	(33.6%
as a % of Total	2.4%	3.7%	#DIV/0!	<i>、,,</i>		, ,	
Software	200,750	-	-	200,750	200,750	NA	NA
as a % of Total	1.5%	0.0%	#DIV/0!	,	,		
Data	146,500	302,460	291,888	(145,388)	(155,960)	(49.8%)	(51.6%
as a % of Total	1.1%	2.2%	#DIV/0!	(110)0007	(100)000)	(151676)	(511070
Subscriptions	2,450,332	2,454,812	2,417,314	33,018	(4,480)	1.4%	(0.2%
as a % of Total	17.9%	17.9%	#DIV/0!	00,010	(1)1007	111,0	(0.270
Field Operations	3,070,973	1,938,686	2,521,932	549,041	1,132,287	21.8%	58.4%
as a % of Total	22.4%	14.1%	#DIV/0!	545,041	1,152,207	21.0/0	50.470
Total Sales	13,681,913	13,746,082	10,577,770	3,104,143	(64,169)	29.3%	(0.5%
Hardware costs	4,701,870	5,890,894	3,351,084	1,350,786	(1,189,024)	40.3%	(20.2%
COGS Margin	34.4%	42.9%	31.7%	1,550,700	(1,105,024)	40.5%	(20.270
Gross Profit	8,980,043	7,855,188	7,226,686	1,753,357	1,124,855	24.3%	14.3%
Gross Profit %	27.8%	19.6%	16.8%	1,755,557	1,124,033	24.370	14.370
Personnel Costs	3,330,204	3.914.040	3,481,270	(151,066)	(583,836)	(4.3%)	(14.9%
Communication Costs	356,815	3,314,040	376,100	(19,285)	356,815	(5.1%)	(14.5% N/
Marketing & Sales Costs	108,303	26,096	76,000	32,303	82,207	42.5%	315.0%
Operational Costs	775,456	652,226	901,000	(125,544)	123,230	(13.9%)	18.9%
Administration Costs	299,831	267,226	296,200	3,631	32,605	1.2%	12.2%
Total Direct Controllable Expenses	4,870,609	4,859,588	5,130,570	(259,961)	11,021	(5.1%)	0.2%
Occupancy Costs	300,093	305,948	324,176	(23,901)	(5,855)	(7.4%)	(1.9%
Total Expenses	5,170,702	5,165,536	5,454,746	(24,083)	5,166	(7.4%)	0.1%
EBITDA	3,809,341	2,689,652	1,771,940	2,037,401	1,119,689	115.0%	41.6%
EBITDA EBITDA Margin	27.8%	2,089,052 19.6%	1,771,940	2,037,401	1,119,089	115.0%	41.0%
	57,618	19.0%	86,332	(29 714)	57,618	(33.3%)	NA
Interest Paid & Finance Charges Depreciation	871,291	- 987,714	86,332 819,468	(28,714) 51,823	(116,423)	(33.3%) 6.3%	(11.8%
	(41,436)		019,408		(116,423) (14,294)		(11.8%
Interest Received Net Profit before tax	2,921,868	(27,142) 1,729,080	- 866,140	(41,436) 2,055,728	(14,294)	NA 237.3%	(52.7%) 69.0%
		, ,	,	2,055,728	1,192,788	237.3%	09.0%
PBT Margin	21.4%	12.6%	8.2%	C4E 0C4	252.000	272 70/	75 00/
Taxation	818,125	465,136	173,064	645,061	352,989	372.7%	75.9%
Effective Tax Rate	28.0%	26.9%	20.0%				
Other Adjustment	-	-	-	-	-	NA	N/
Net Income	2,103,743	1,263,944	693,076	1,410,667	839,799	203.5%	66.4%

			Year-To-I	Date (YTD) Anal	ysis		
	Month	Last Year		Budget Variance (in \$)			nce (%)
	Month 2 FY 3	Month 2 FY 2	Month 2 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET						Suger	
ASSETS							
Trademark and Intellectual Property		47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	6,617,467	12,158,051			(5,540,584)		(45.6%)
Deferred Taxes	32,535,561	21,917,293			10,618,268		48.4%
Non-current Assets	39,153,028	81,821,330			(42,668,302)		(52.1%)
Total non-current assets as % of Total	55.7%	81,821,330			(42,008,502)		(32.1%
Stock	5,850,825	3,859,320			1,991,505		51.6%
					1,991,505		993.3%
Sundry Debtors	90,671	(10,150)					
Prepaid Expenses	111,821	71,966			39,855		55.4%
Accounts Receivable	11,405,442	5,209,505			6,195,937		118.9%
Days Receivable	25.0	11.4					
Deposits	242,610	294,360			(51,750)		(17.6%
Bank and Cash	13,466,400	2,223,148			11,243,252		505.7%
Current Assets	31,167,769	11,648,149			19,519,620		167.6%
Total current assets as % of Total	44.3%	12.5%					
Total Assets	70,320,797	93,469,479			(23,148,682)		(24.8%
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve		-			-		NA
Shareholders Contribution	120,101,382	121,865,544			(1,764,162)		(1.4%)
Retained Income/(Loss) for Period	(84,068,854)	(56,713,522)			(27,355,332)		(48.2%)
Share Capital & Reserves	36,034,489	65,153,789			(29,119,300)		(44.7%)
Shareholders Loans				-	(23)223)30007		NA
Total Shareholders' Funds	36,034,489	65,153,789			(29,119,300)		(44.7%)
Instalment Sale Agreements and Medium	4,200,000	2,750,000			1,450,000		52.7%
Non-current liabilities	4,200,000	2,730,000			1,430,000		52.770
Accounts Payable	5,523,591	5,790,498			(266,907)		(4.6%)
Days Payable	3,523,591	29.5			(200,907)		(4.0%)
	55.2				CEE 104		100.0%
Bank Overdraft	-	(655,104)			655,104		100.0%
Instalment Sale Agreements & Medium Te	1,200,000	(2,750,000)			3,950,000		143.6%
Income Received in Advance	17,801,550	19,047,629			(1,246,079)		(6.5%)
Sundry Creditors/Accruals & VAT	5,561,167	4,132,666			1,428,501		34.6%
Current Liabilities	30,086,308	25,565,689			4,520,619		17.7%
Total Liabilities and Equity	66,120,797	90,719,478			(24,598,681)		(27.1%)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	-	-			-		NA
Cash (to) / from Investing Activities							
Net Cash to Investing Activities	-	-			-		NA
Cash Flow from Financing Activities							
Net Cash from Financing Activities	-	-			-		NA
Total Cash movement for the year	-	-			-		NA
Cash @ the beginning of the year		_			_		N/
Total Cash @ the end of the year	-	-			_		N/
Check Overdraft	-	-			-		N/
	-	-			-		IN/

Sales (Budget) - Monthly			
	Cumulative Value	Positives	Negatives
Budget			
Slot Sales	-	93,125	
Content	93,125	58,900	
Hardware	152,025	3,903,634	
Installation	4,055,659	270,445	
Scheduling	4,129,928		196,176
Software	4,129,928	200,750	
Data	4,257,428		73,250
Subscriptions	4,257,428	1,225,166	
Field Operations	5,482,594	1,393,684	
Actual	6,876,278		
	6,876,278		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	10,577,770		
Slot Sales	10,577,770	56,250	
Content	10,634,020	139,415	
Hardware	10,773,435	1,846,858	
Installation	12,620,293	481,569	
Scheduling	13,044,492		57,370
Software	13,044,492	200,750	
Data	13,099,854		145,388
Subscriptions	13,099,854	33,018	
Field Operations	13,132,872	549,041	
Actual	13,681,913		
-	3,104,143		

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	6,873,041		
Slot Sales	6,873,041	55,045	
Content	6,928,086	40,888	
Hardware	6,902,883		66,091
Installation	6,902,883	23,722	
Scheduling	6,870,259		56,346
Software	6,870,259	200,750	
Data	6,993,029		77,980
Subscriptions	6,990,789		2,240
Field Operations	6,990,789	424,341	
Actual	7,415,130		
-	542,089		

	Cumulative Value	Positives	Negatives
Actual	13,746,082		
Slot Sales	13,746,082	110,090	
Content	13,856,172	136,391	
Hardware	12,691,085		1,301,478
Installation	12,679,208		11,877
Scheduling	12,509,316		169,892
Software	12,509,316	200,750	
Data	12,554,106		155,960
Subscriptions	12,549,626		4,480
Field Operations	12,549,626	1,132,287	
Actual	13,681,913		
-	(64,169)		











Gross Profit

Operating Costs EBITDA PBT

Actual Previous Year

			Monthly	Analysis - Month	1 FY 3		
	Latest Month	Last Year	Budget	Varianc	e (in \$)	Variano	ce (%)
	Month 1 FY 3	Month 1 FY 2	Month 1 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	93,125	38,080	-	93,125	55,045	NA	144.6%
as a % of Total	1.5%	0.6%	0.0%				
Content	113,515	18,012	-	113,515	95,503	NA	530.2%
as a % of Total	1.8%	0.3%	0.0%				
Hardware	2,734,338	3,969,725	-	2,734,338	(1,235,387)	NA	(31.1%
as a % of Total	43.6%	57.8%	0.0%				
Installation	211,124	246,723	-	211,124	(35,599)	NA	(14.4%
as a % of Total	3.4%	3.6%	0.0%				
Scheduling	138,976	252,522	-	138,976	(113,546)	NA	(45.0%
as a % of Total	2.2%	3.7%	0.0%				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	0.0%				
Data	73,250	151,230	-	73,250	(77,980)	NA	(51.6%
as a % of Total	1.2%	2.2%	0.0%				
Subscriptions	1,225,166	1,227,406	-	1,225,166	(2,240)	NA	(0.2%
as a % of Total	19.6%	17.9%	0.0%	, -,	() - /		,
Field Operations	1,677,289	969,343	-	1,677,289	707,946	NA	73.0%
as a % of Total	26.8%	14.1%	0.0%	,- ,	- ,		
Total Sales	6,266,783	6,873,041	-	6,266,783	(606,258)	NA	(8.8%
Hardware costs	1,895,571	2,945,447	-	1,895,571	(1,049,876)	NA	(35.6%
COGS Margin	30.2%	42.9%	0.0%				
Gross Profit	4,371,212	3,927,594	-	4,371,212	443,618	NA	11.3%
Gross Profit %	25.3%	16.9%	0.0%				
Personnel Costs	1,879,179	1,957,020	-	1,879,179	(77,841)	NA	(4.0%
Communication Costs	204,592	181,077	-	204,592	23,515	NA	13.0%
Marketing & Sales Costs	50,433	13,048	-	50,433	37,385	NA	286.5%
Operational Costs	373,763	326,113	_	373,763	47,650	NA	14.6%
Administration Costs	129,194	133,613	_	129,194	(4,419)	NA	(3.3%
Total Direct Controllable Expenses	2,637,161	2,610,871	-	2,637,161	26,290	NA	1.0%
Occupancy Costs	149,278	152,974	_	149,278	(3,696)	NA	(2.4%
Total Expenses	2,786,439	2,763,845	-	2,786,439	22,594	NA	0.8%
EBITDA	1,584,773	1,163,749	-	1,584,773	421,024	NA	36.2%
EBITDA Margin	25.3%	16.9%	0.0%	2,00 1,770			5012/0
Interest Paid & Finance Charges	28,070	-	-	28,070	28,070	NA	N
Depreciation	435,679	493,857		435,679	(58,178)	NA	(11.8%
Interest Received	(13,603)	(13,571)		(13,603)	(32)	NA	(0.2%
Net Profit before tax	1,134,627	683,463		1,134,627	451,164	NA	66.0%
PBT Margin	1,134,027	9.9%	0.0%	1,134,027	701,104	INA	00.076
Taxation	317,696	232,568	0.0%	317,696	85,128	NA	36.6%
			-	517,090	03,120	INA	30.0%
Effective Tax Rate	51.8%	(97.9%)	0.0%			NI A	AL.
Other Adjustment Net Income	816,931	450,895		- 816,931	366,036	NA NA	N/ 81.2%

		Monthly Analysis - Month 1 FY 3						
	Latest Month Last Year		Budget		ce (in \$)	Variance (%)		
	Month 1 FY 3		Month 1 FY 3	Budget	Last Year	Budget	Last Year	
	Month 1113	Month ITT 2	Month 1113	Budget	Last rear	Buuget	Lust rear	
BALANCE SHEET								
ASSETS								
Trademark and Intellectual Property								
Property, Plant and Equiment								
Deferred Taxes								
Non-current Assets								
Total non-current assets as % of Total								
Stock								
Sundry Debtors								
Prepaid Expenses								
Accounts Receivable								
Days Receivable								
Deposits								
Bank and Cash								
Current Assets								
Total current assets as % of Total								
Total Assets								
EQUITY AND LIABILITIES								
Share Capital								
Non-Distributable Reserve								
Shareholders Contribution								
Retained Income/(Loss) for Period								
Share Capital & Reserves								
Shareholders Loans								
Total Shareholders' Funds								
Instalment Sale Agreements and Medium	Term Loan							
Non-current liabilities								
Accounts Payable								
Days Payable								
Bank Overdraft								
Instalment Sale Agreements & Medium T	erm Loan							
Income Received in Advance								
Sundry Creditors/Accruals & VAT								
Current Liabilities								
Total Liabilities and Equity								
CASH FLOW								
Cash from Operating Activities								
Net Cash from Operating Activities	-	-			-		NA	
Cash (to) / from Investing Activities								
Net Cash to Investing Activities	-	-			-		NA	
Cash Flow from Financing Activities								
Net Cash from Financing Activities	-	-			-		NA	
Total Cash movement for the year	-	-			-		NA	
Cash @ the beginning of the year	-	-			-		NA	
Total Cash @ the end of the year	-	-			-		NA	
Check Overdraft	-	-					NA	

			Year-To-I	Date (YTD) Analy	sis		
	Month	Last Year	Budget	Varianc	e (in \$)	Varian	ce (%)
	Month 1 FY 3	Month 1 FY 2	Month 1 FY 3	Budget	Last Year	Budget	Last Year
INCOME STATEMENT							
Slot Sales	93,125	38,080	65,000	28,125	55,045	43.3%	144.6%
as a % of Total	1.5%	0.6%	#DIV/0!				
Content	113,515	18,012	16,500	97,015	95,503	588.0%	530.2%
as a % of Total	1.8%	0.3%	#DIV/0!				
Hardware	2,734,338	3,969,725	2,395,557	338,781	(1,235,387)	14.1%	(31.1%)
as a % of Total	43.6%	57.8%	#DIV/0!				
Installation	211,124	246,723	-	211,124	(35,599)	NA	(14.4%)
as a % of Total	3.4%	3.6%	#DIV/0!				
Scheduling	138,976	252,522	196,261	(57,285)	(113,546)	(29.2%)	(45.0%)
as a % of Total	2.2%	3.7%	#DIV/0!				
Software	-	-	-	-	-	NA	NA
as a % of Total	0.0%	0.0%	#DIV/0!				
Data	73,250	151,230	145,944	(72,694)	(77,980)	(49.8%)	(51.6%)
as a % of Total	1.2%	2.2%	#DIV/0!	. , ,	(<i>'</i> , <i>'</i> ,	· · ·	. ,
Subscriptions	1,225,166	1,227,406	1,208,657	16,509	(2,240)	1.4%	(0.2%)
as a % of Total	19.6%	17.9%	#DIV/0!	-,	() - /		()
Field Operations	1,677,289	969,343	1,260,966	416,323	707,946	33.0%	73.0%
as a % of Total	26.8%	14.1%	#DIV/0!	-,			
Total Sales	6,266,783	6,873,041	5,288,885	977,898	(606,258)	18.5%	(8.8%)
Hardware costs	1,895,571	2,945,447	1,675,542	220,029	(1,049,876)	13.1%	(35.6%)
COGS Margin	30.2%	42.9%	31.7%		(_/= .= /= . = /		(,
Gross Profit	4,371,212	3,927,594	3,613,343	757,869	443,618	21.0%	11.3%
Gross Profit %	25.3%	19.6%	16.8%	,	,		
Personnel Costs	1,879,179	1,957,020	1,740,635	138,544	(77,841)	8.0%	(4.0%)
Communication Costs	204,592	1,007,020	188,050	16,542	204,592	8.8%	(1.0,0) NA
Marketing & Sales Costs	50,433	13,048	38,000	12,433	37,385	32.7%	286.5%
Operational Costs	373,763	326,113	450,500	(76,737)	47,650	(17.0%)	14.6%
Administration Costs	129,194	133,613	148,100	(18,906)	(4,419)	(12.8%)	(3.3%)
Total Direct Controllable Expenses	2,637,161	2,429,794	2,565,285	71,876	207,367	2.8%	8.5%
Occupancy Costs	149,278	152,974	162,088	(12,810)	(3,696)	(7.9%)	(2.4%)
Total Expenses	2,786,439	2,582,768	2,727,373	59,066	203,671	2.2%	7.9%
EBITDA	1,584,773	1,344,826	885,970	698,803	239,947	78.9%	17.8%
EBITDA Margin	25.3%	1,544,620	16.8%	050,005	233,547	70.570	17.070
Interest Paid & Finance Charges	28,070	-	43,166	(15,096)	28,070	(35.0%)	NA
Depreciation	435,679	- 493,857	409,734	25,945	(58,178)	(35.0%) 6.3%	(11.8%)
Interest Received	(13,603)		403,734	(13,603)	(38,178)	0.3% NA	(11.8%)
Net Profit before tax	1,134,627	864,540	433,070	701,557	270,087	162.0%	31.2%
PBT Margin	1,134,627	12.6%	433,070 8.2%	/01,557	270,007	102.0%	31.2%
5				221 104	95 139	267 10/	26.00/
Taxation	317,696	232,568	86,532	231,164	85,128	267.1%	36.6%
Effective Tax Rate	28.0%	26.9%	20.0%				
Other Adjustment	-	-	-	-	-	NA	NA
Net Income	816,931	631,972	346,538	470,393	184,959	135.7%	29.3%

			Year-To-I	Date (YTD) Anal	vsis		
	Month	Last Year	Budget	Variance (in \$)		Variar	ice (%)
	Month 1 FY 3	Month 1 FY 2	Month 1 FY 3	Budget	Last Year	Budget	Last Year
BALANCE SHEET							
ASSETS					_		
Trademark and Intellectual Property	-	47,745,986			(47,745,986)		(100.0%)
Property, Plant and Equiment	6,617,467	12,158,051			(5,540,584)		(45.6%)
Deferred Taxes	32,535,561	21,917,293			10,618,268		48.4%
Non-current Assets	39,153,028	81,821,330			(42,668,302)		(52.1%)
Total non-current assets as % of Total	55.7%	87.5%					
Stock	5,850,825	3,859,320			1,991,505		51.6%
Sundry Debtors	90,671	(10,150)			100,821		993.3%
Prepaid Expenses	111,821	71,966			39,855		55.4%
Accounts Receivable	11,405,442	5,209,505			6,195,937		118.9%
Days Receivable	54.6	22.7					
Deposits	242,610	294,360			(51,750)		(17.6%)
Bank and Cash	13,466,400	2,223,148			11,243,252		505.7%
Current Assets	31,167,769	11,648,149			19,519,620		167.6%
Total current assets as % of Total	44.3%	12.5%			-,,		
Total Assets	70,320,797	93,469,479			(23,148,682)		(24.8%)
	· · ·						
EQUITY AND LIABILITIES							
Share Capital	1,961	1,767			194		11.0%
Non-Distributable Reserve	_,	_,					NA
Shareholders Contribution	120,101,382	121,865,544			(1,764,162)		(1.4%)
Retained Income/(Loss) for Period	(84,068,854)	(56,713,522)			(27,355,332)		(48.2%)
Share Capital & Reserves	36,034,489	65,153,789			(29,119,300)		(44.7%)
Shareholders Loans				-	(20)220)0007		(1117)() NA
Total Shareholders' Funds	36,034,489	65,153,789			(29,119,300)		(44.7%)
Instalment Sale Agreements and Medium	4,200,000	2,750,000			1,450,000		52.7%
Non-current liabilities	4,200,000	2,730,000			1,430,000		52.770
Accounts Payable	5,523,591	5,790,498			(266,907)		(4.6%)
Days Payable	87.4	59.0			(200,507)		(4.070)
Bank Overdraft	07.4	(655,104)			655,104		100.0%
Instalment Sale Agreements & Medium Te	1,200,000	(2,750,000)			3,950,000		143.6%
Income Received in Advance	17,801,550	19,047,629			(1,246,079)		(6.5%)
Sundry Creditors/Accruals & VAT	5,561,167	4,132,666			1,428,501		(0.3%) 34.6%
Current Liabilities	30,086,308	25,565,689			4,520,619		17.7%
Total Liabilities and Equity	66,120,797	90,719,478			(24,598,681)		(27.1%)
Total Liabilities and Equity	00,120,797	90,719,478			(24,398,081)		(27.170)
CASH FLOW							
Cash from Operating Activities							
Net Cash from Operating Activities	_	_					NA
Cash (to) / from Investing Activities	-	-					INA.
Net Cash to Investing Activities							NA
Cash Flow from Financing Activities	-	-			· · ·		NA NA
Net Cash from Financing Activities							NA
Total Cash movement for the year	-	-			· · ·		NA
Cash @ the beginning of the year	-	-					NA
Total Cash @ the end of the year	-	-					NA
	-	-					NA
Check Overdraft	-	-					NA

Sales (Budget) - Monthly		a 111	
	Cumulative Value	Positives	Negatives
Budget	-		
Slot Sales	-	93,125	
Content	93,125	113,515	
Hardware	206,640	2,734,338	
Installation	2,940,978	211,124	
Scheduling	3,013,126		138,976
Software	3,013,126	-	
Data	2,939,876		73,250
Subscriptions	2,939,876	1,225,166	
Field Operations	4,165,042	1,677,289	
Actual	5,842,331		
	5,842,331		

Sales (Budget) - YTD			
	Cumulative Value	Positives	Negatives
Budget	5,288,885		
Slot Sales	5,288,885	28,125	
Content	5,317,010	97,015	
Hardware	5,414,025	338,781	
Installation	5,752,806	211,124	
Scheduling	5,906,645		57,285
Software	5,906,645		
Data	5,833,951		72,694
Subscriptions	5,833,951	16,509	
Field Operations	5,850,460	416,323	
Actual	6,266,783		
	977,898		

Sales (Previous Year) - Monthly			
	Cumulative Value	Positives	Negatives
Actual	6,873,041		
Slot Sales	6,873,041	55,045	
Content	6,928,086	95,503	
Hardware	5,788,202		1,235,387
Installation	5,752,603		35,599
Scheduling	5,639,057		113,546
Software	5,639,057	-	
Data	5,561,077		77,980
Subscriptions	5,558,837		2,240
Field Operations	5,558,837	707,946	
Actual	6,266,783		
	(606,258)		

Sales (Previous Year) - YTD			
	Cumulative Value	Positives	Negatives
Actual	6,873,041		
Slot Sales	6,873,041	55,045	
Content	6,928,086	95,503	
Hardware	5,788,202		1,235,387
Installation	5,752,603		35,599
Scheduling	5,639,057		113,546
Software	5,639,057	-	
Data	5,561,077		77,980
Subscriptions	5,558,837		2,240
Field Operations	5,558,837	707,946	
Actual	6,266,783		
-	(606,258)		









			5,000,000 ၂	4,371,212	IS Items Actual vs Budget - Monthly		
			4,000,000 -	,,,			
			3,000,000 -				
IS items - Monthly	Actual	Budget					
Gross Profit	4,371,212	Budget	2,000,000 -			1,584,773	1,134,627
Operating Costs	4,371,212		1,000,000 -		373,763		
EBITDA	1,584,773	-		-			
PBT	1,134,627	-		Gross Profit	Operating Costs	EBITDA	PBT
					Actual B	udget	
			IS Items Actual vs Budget - YTD				
				4,371,212			
			4,000,000 -	3,613,343			
IS items - YTD	Actual	Budget	3,000,000 -				
Gross Profit Operating Costs	4,371,212 373,763	3,613,343 450,500	2,000,000 -			1,584,773	
EBITDA	1,584,773	885,970	1,000,000 -		373,763 450,500	885,970	1,134,627
PBT	1,134,627	433,070	-,,		373,763 450,500		
				Gross Profit	Operating Costs	EBITDA	433,070 PBT
					IS Items Actual vs Previo	ous Year- Monthly	
			5,000,000	4,371,212			
IS items - Monthly	Actual	Previous Year	4,000,000 -	3,927,594			
Gross Profit	4,371,212	3,927,594	3,000,000 -				
Operating Costs	373,763	326,113	2,000,000			1,584,773	
EBITDA PBT	1,584,773 1,134,627	1,163,749 683,463	1,000,000			1,163,749	1,134,627 683,463
PBI	1,134,027	083,403	1,000,000 -		373,763 326,113		
				Gross Profit	Operating Costs	EBITDA	PBT
				Actual Previous Year			
				IS Items Actual vs Previous Year- YTD			
			5,000,000	4,371,212 3,927,594			
IS items - YTD	Actual	Previous Year	4,000,000 -	3,327,334			
Gross Profit	4,371,212	3,927,594	3,000,000 -				
Operating Costs	4,371,212 373,763	326,113	2,000,000 -			1,584,773 1,344,826	
EBITDA	1,584,773	1,344,826	1,000,000 -		373,763 326,113		1,134,627 864,540
PBT	1,134,627	864.540	_,		373,703 320,113		



PBT 1,134,627 864,540