

September 1, 2022

	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	Total
Budget Projection													
Gross Sales	22,629,769	22,927,540	16,800,636	18,487,135	16,947,863	21,643,762	15,698,158	15,320,424	17,065,792	15,221,714	18,721,227	18,063,493	219,527,512
Cost of Goods Sold	(14,426,000)	(14,616,000)	(10,710,000)	(11,786,000)	(10,804,000)	(13,798,000)	(10,008,000)	(9,767,000)	(10,879,000)	(9,704,000)	(11,935,000)	(11,515,000)	(139,948,000)
Warehousing & Distribution	(1,214,074)	(1,229,074)	(926,074)	(1,009,074)	(933,074)	(1,165,074)	(871,074)	(852,074)	(939,074)	(847,074)	(1,021,074)	(988,074)	(11,994,889)
Trade Marketing	(509,000)	(516,000)	(378,000)	(416,000)	(381,000)	(487,000)	(353,000)	(345,000)	(384,000)	(342,000)	(421,000)	(406,000)	(4,938,000)
Gross Profit	6,480,695	6,566,466	4,786,561	5,276,061	4,829,789	6,193,687	4,466,083	4,356,350	4,863,718	4,328,640	5,344,153	5,154,419	62,646,623
BABLO Operating Costs	(362,000)	(367,000)	(269,000)	(296,000)	(271,000)	(346,000)	(251,000)	(245,000)	(273,000)	(244,000)	(300,000)	(289,000)	(3,513,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,118,695	6,199,466	4,517,561	4,980,061	4,558,789	5,847,687	4,215,083	4,111,350	4,590,718	4,084,640	5,044,153	4,865,419	59,133,623
Actual Performance													
Gross Sales	24,661,558	26,650,192	-	-	-	-	-	-	-	-	-	-	51,311,750
Cost of Goods Sold	(16,670,028)	(17,908,709)	-	-	-	-	-	-	-	-	-	-	(34,578,737)
Warehousing & Distribution	(1,180,752)	(1,263,262)	-	-	-	-	-	-	-	-	-	-	(2,444,015)
Trade Marketing	(524,813)	(562,978)	-	-	-	-	-	-	-	-	-	-	(1,087,791)
Gross Profit	6,285,964	6,915,243	-	-	-	-	-	-	-	-	-	-	13,201,207
BABLO Operating Costs	(217,966)	(221,291)	-	-	-	-	-	-	-	-	-	-	(439,257)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,067,999	6,693,952	-	-	-	-	-	-	-	-	-	-	12,761,950
Variance													
Gross Sales	2,031,789	3,722,651	-	-	-	-	-	-	-	-	-	-	5,754,440
Cost of Goods Sold	(2,244,028)	(3,292,709)	-	-	-	-	-	-	-	-	-	-	(5,536,737)
Warehousing & Distribution	33,322	(34,188)	-	-	-	-	-	-	-	-	-	-	(867)
Trade Marketing	(15,813)	(46,978)	-	-	-	-	-	-	-	-	-	-	(62,791)
Gross Profit	(194,731)	348,776	-	-	-	-	-	-	-	-	-	-	154,046
BABLO Operating Costs	144,034	145,709	-	-	-	-	-	-	-	-	-	-	289,743
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(50,696)	494,485	-	-	-	-	-	-	-	-	-	-	443,789
Transfer to MMBB													
Operating Profit	6,067,999	6,693,952	-	-	-	-	-	-	-	-	-	-	12,761,950
Outstanding Receivables	(461,255)	691,943											230,688
Other Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to MMBB	5,606,743	7,385,895	-	-	-	-	-	-	-	-	-	-	12,992,638
Performance Indicators													
<u>Actual/Budget Indicators</u>													
Sales	109.0%	116.2%											23.4%
COGS	115.6%	122.5%											24.7%
Operating Profit	99.2%	108.0%											21.6%
<u>Actual Performance Indicators</u>													
COGS/Sales	67.6%	67											