

## Historical trading

R000	FY16
Revenue	46 546.8
Cost of sales	<u>(18 187.0)</u>
<b>Gross profit</b>	<b>28 359.8</b>
Other income	878.1
Operating expenses	<u>(38 913.8)</u>
Accounting fees	(12.9)
Advertising and promotions	(756.0)
Bank charges	(758.9)
Cleaning	14.6
Computer expenses	(550.2)
Consulting fees	(2 072.2)
Commission	(2.0)
Courier and postage	(93.9)
Discount allowed	(121.7)
Donations	(10.5)
Electricity and water	(154.1)
Entertainment expenses	(511.6)
Gift articles	(279.0)
Finance charges	(477.0)
Insurance	65.0
Interest paid	(80.2)
Legal fees	(1 967.5)
Levies	(85.7)
Motor vehicle expenses	(4 665.9)
Printing and stationery	(222.4)
Rent paid	(773.9)
Renovations and alterations	(1.1)
Repairs and maintenance	(9.2)
Small tools	(7.7)
Salaries and wages	(21 830.1)
Security	(11.5)
Telephone and fax	(1 300.6)
Subscriptions	(12.7)
Staff training	(86.0)
Staff welfare	(832.5)
Overtime meals	(99.6)
Tracking	(79.5)
Travel and accomodaiton	<u>(1 127.4)</u>
<b>PBT</b>	<b><u>(9 675.9)</u></b>

Source: Management information ("Statement of Comprehensive Income for March 2015 to February 2016")