

**AREA 8 TOTAL INCOME STATEMENT FOR THE PERIOD JULY 2018 TO JUNE 2019**

R'000	LAST YEAR	%	ACTUAL	%	BUDGET	%	Variance	% INCREASE	% INCREASE
	YEAR TO DATE	2018	YEAR TO DATE	2019	YEAR TO DATE	2019	YDT	(DECREASE)	(DECREASE)
<b>SALES</b>	311,012		347,556		342,826		4,730	11.75%	1.38%
<b>GROSS PROFIT</b>	62,977	20.25%	68,483	19.70%	70,446	20.55%	-1,964	8.74%	-2.79%
Damage Markdowns	560	0.18%	501	0.14%	857	0.25%	-356	-10.49%	-41.51%
G.P. AFTER M/DOWNS	62,417	20.07%	67,981	19.56%	69,589	20.30%	-1,608	8.91%	-2.31%
Shrinkage at C.P.	307	0.10%	416	0.12%	534	0.16%	-118	35.65%	-22.13%
<b>NET GROSS PROFIT</b>	62,110	19.97%	67,565	19.44%	69,055	20.14%	-1,490	8.78%	-2.16%
Sundry Income	30,330	9.75%	32,924	9.47%	36,156	10.55%	-3,232	8.55%	-8.94%
Conf./ Cash Disc	13,273	4.27%	17,379	5.00%	17,141	5.00%	238	30.94%	1.39%
Finance Income	7,913	2.54%	7,180	2.07%	7,797	2.27%	-617	-9.26%	-7.91%
Com. Received	1,871	0.60%	1,104	0.32%	4,107	1.20%	-3,003	-40.99%	-73.11%
Extended Guarantee Income	626	0.20%	609	0.18%	-	0.00%	609	-2.80%	0.00%
DC Allowance	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
Admin Fee	1,774	0.57%	1,604	0.46%	1,426	0.42%	178	-9.56%	12.47%
Net Delivery Income	665	0.21%	738	0.21%	1,137	0.33%	-398	11.03%	-35.06%
Net Carpet Fitting Income	0	0.00%	0	0.00%	-	0.00%	0	-6.67%	0.00%
Other Income	4,208	1.35%	4,309	1.24%	4,548	1.33%	-239	2.40%	-5.26%
<b>NET GROSS INCOME</b>	92,440	29.72%	100,489	28.91%	105,211	30.69%	-4,722	8.71%	-4.49%
<b>TOTAL EXPENSES</b>	88,920	28.59%	99,251	28.56%	92,996	27.13%	6,255	11.62%	6.73%
Cost of Employment	28,558	9.18%	34,899	10.04%	30,006	8.75%	4,894	22.20%	16.31%
Bad Debts	2,414	0.78%	1,028	0.30%	3,802	1.11%	-2,774	-57.41%	-72.96%
Maintenance	730	0.23%	3,194	0.92%	2,141	0.62%	1,053	337.69%	49.19%
Telephone	1,101	0.35%	957	0.28%	1,594	0.46%	-637	-13.08%	-39.97%
Electricity & Water	3,828	1.23%	3,331	0.96%	4,261	1.24%	-929	-12.97%	-21.81%
Stat. & Print.	1,089	0.35%	1,078	0.31%	2,248	0.66%	-1,170	-1.06%	-52.05%
Car running expenses	1,563	0.50%	2,090	0.60%	1,660	0.48%	430	33.73%	25.88%
Security	4,111	1.32%	3,930	1.13%	4,011	1.17%	-81	-4.41%	-2.02%
Discounts	128	0.04%	342	0.10%	203	0.06%	139	167.26%	68.60%
Cleaning	583	0.19%	531	0.15%	651	0.19%	-120	-8.99%	-18.46%
Other Expenses	4,253	1.37%	3,966	1.14%	4,925	1.44%	-959	-6.75%	-19.47%
<b>CONTROLABLE COSTS</b>	48,358	15.55%	55,347	15.92%	55,502	16.19%	-156	14.45%	-0.28%
Rent Pd Shops	24,263	7.80%	23,862	6.87%	23,294	6.79%	568	-1.65%	2.44%
Depreciation	5,322	1.71%	5,061	1.46%	5,569	1.62%	-507	-4.91%	-9.11%
Insurance	2,155	0.69%	1,363	0.39%	910	0.27%	454	-36.73%	49.90%
Data Transmission	5,671	1.82%	5,641	1.62%	5,989	1.75%	-348	-0.53%	-5.81%
Rent Pd Other	173	0.06%	163	0.05%	193	0.06%	-30	-5.89%	-15.47%
<b>FIXED COSTS</b>	37,584	12.08%	36,090	10.38%	35,953	10.49%	137	-3.97%	0.38%
<b>HEAD OFFICE</b>	2,977	0.96%	7,814	2.25%	1,541	0.45%	6,274	162.47%	407.21%
Head Office allocation	12,145	3.90%	15,230	4.38%	15,230	4.44%	-	25.40%	0.00%
Advertising	-3,792	-1.22%	-4,776	-1.37%	-4,807	-1.40%	31	25.95%	-0.64%
Rainbow Finance Allocation	-5,375	-1.73%	-2,639	-0.76%	-8,882	-2.59%	6,243	-50.91%	-70.29%
Interest	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
<b>NET PROFIT (LOSS)</b>	3,521	1.13%	1,238	0.36%	12,215	3.56%	-10,977	-64.85%	-89.87%
<b>OTHER EXPENSES</b>									
Bank charges	2,200	0.71%	2,107	0.61%	2,262	0.66%	-154	-4.22%	-6.81%
Travel & accom.	336	0.11%	255	0.07%	367	0.11%	-112	-24.20%	-30.46%
Licences	27	0.01%	12	0.00%	331	0.10%	-319	-53.98%	-96.31%
Shop expenses	226	0.07%	182	0.05%	315	0.09%	-133	-19.33%	-42.30%
Com Paid	1,113	0.36%	1,171	0.34%	1,318	0.38%	-147	5.23%	-11.18%
Shortage on tills	137	0.04%	-2	0.00%	67	0.02%	-70	-101.59%	-103.22%
Wrapping & Packing	108	0.03%	107	0.03%	154	0.04%	-47	-1.04%	-30.72%
Audit fees	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
Legal/Prof Charges	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
Post & Rev. stamps	107	0.03%	122	0.04%	111	0.03%	11	13.98%	10.30%
Subscript. & Fines	-	0.00%	12	0.00%	-	0.00%	12	0.00%	0.00%
Admin Fee	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
P & L Assets sold	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.00%
<b>TOTAL</b>	4,253	1.37%	3,966	1.14%	4,925	1.44%	-959	-6.75%	-19.47%
<b>COST OF EMPLOYMENT</b>									
Salaries	20,851	6.70%	26,328	7.58%	21,730	6.34%	4,599	26.27%	21.16%
Salesperson Commission	6,561	2.11%	7,353	2.12%	7,582	2.21%	-228	12.08%	-3.01%
Discount	315	0.10%	351	0.10%	190	0.06%	161	11.20%	84.98%
Presentations	114	0.04%	3	0.00%	31	0.01%	-28	-97.16%	-89.67%
Insurance	174	0.06%	235	0.07%	85	0.02%	151	35.24%	177.85%
Transfers	-1	0.00%	-	0.00%	-	0.00%	-	-100.00%	0.00%
Training	211	0.07%	224	0.06%	94	0.03%	130	6.11%	137.72%
Uniforms	321	0.10%	405	0.12%	295	0.09%	110	26.24%	37.31%
Recruiting	12	0.00%	-	0.00%	-	0.00%	-	-100.00%	0.00%
<b>TOTAL</b>	28,558	9.18%	34,899	10.04%	30,006	8.75%	4,894	22.20%	16.31%
<b>ADVERTISING NET</b>									
Advert. Gross	6,839	2.20%	6,710	1.93%	6,650	1.94%	60	-1.88%	0.90%
Advert. Recoup	10,631	3.42%	11,486	3.30%	11,457	3.34%	29	8.05%	0.26%
<b>TOTAL</b>	(3,792)	-1.22%	(4,776)	-1.37%	(4,807)	-1.40%	31	25.95%	-0.64%