

| Profit and loss statements for Eskandari Bicycle Co |                 |                 |                 |                 |
|-----------------------------------------------------|-----------------|-----------------|-----------------|-----------------|
| Eskandari<br>Bicycle Co                             | financial year  |                 |                 |                 |
|                                                     | 2023-24         | 2022-23         | 2021-22         | 2020-21         |
|                                                     | \$'000          | \$'000          | \$'000          | \$'000          |
| Sales                                               | \$ 7,771        | \$ 7,197        | \$ 7,679        | \$ 6,744        |
| COGS                                                | \$ 4,274        | \$ 3,743        | \$ 4,761        | \$ 3,439        |
| <b>Gross Profit</b>                                 | <b>\$ 3,497</b> | <b>\$ 3,455</b> | <b>\$ 2,918</b> | <b>\$ 3,304</b> |
| Other expenses                                      |                 |                 |                 |                 |
| Sales and marketing expenses                        | \$ 1,166        | \$ 1,152        | \$ 1,075        | \$ 1,079        |
| Admin and other operating expenses                  | \$ 855          | \$ 864          | \$ 998          | \$ 877          |
| Rent and leasing expense                            | \$ 116          | \$ 112          | \$ 102          | \$ 98           |
| Interest expense                                    | \$ 108          | \$ 101          | \$ 98           | \$ 94           |
| Depreciation expense                                | \$ 178          | \$ 180          | \$ 173          | \$ 169          |
| Total other expenses                                | \$ 2,422        | \$ 2,408        | \$ 2,446        | \$ 2,316        |
| Net profit before tax                               | \$ 1,075        | \$ 1,047        | \$ 472          | \$ 988          |
| tax paid                                            | \$ 269          | \$ 262          | \$ 118          | \$ 247          |
| <b>Net profit after tax</b>                         | <b>\$ 806</b>   | <b>\$ 785</b>   | <b>\$ 354</b>   | <b>\$ 741</b>   |
| Net profit margin                                   | 10.4%           | 10.9%           | 4.6%            | 11.0%           |
| Gross profit margin                                 | 45.0%           | 48.0%           | 38.0%           | 49.0%           |
| <b>EBITDA</b>                                       | <b>\$ 1,361</b> | <b>\$ 1,327</b> | <b>\$ 743</b>   | <b>\$ 1,251</b> |

| Growth                             |         |         |         |
|------------------------------------|---------|---------|---------|
|                                    | 2023-24 | 2022-23 | 2021-22 |
| Sales                              | 8.0%    | -6.3%   | 13.9%   |
| COGS                               | 14.2%   | -21.4%  | 38.4%   |
| Gross Profit                       | 1.2%    | 18.4%   | -11.7%  |
| Other expenses                     |         |         |         |
| Sales and marketing expenses       | 1.2%    | 7.1%    | -0.4%   |
| Admin and other operating expenses | -1.0%   | -13.5%  | 13.9%   |
| Interest expense                   | 6.7%    | 3.1%    | 4.3%    |
| Depreciation expense               | -1.1%   | 4.1%    | 2.4%    |
| Total other expenses               | 0.6%    | -1.6%   | 5.6%    |
| Net profit before tax              | 2.7%    | 121.8%  | -52.2%  |

| Breakdown of sales            |           | financial year   |                     |                     |                     |
|-------------------------------|-----------|------------------|---------------------|---------------------|---------------------|
|                               |           | 2023-24          | 2022-23             | 2021-22             | 2020-21             |
| number of bikes sold          |           | 5,995            | 5,353               | 5,756               | 5,162               |
| average price of bike         | \$        | 1,243            | \$ 1,287            | \$ 1,283            | \$ 1,260            |
| revenue from sales of bikes   | \$        | 7,451,865        | \$ 6,888,971        | \$ 7,384,473        | \$ 6,504,120        |
| number of battery packs sold  |           | 1031             | 958                 | 822                 | 724                 |
| average price of battery pack |           | 310              | 322                 | 358                 | 331                 |
| revenue from sale of bikes    | \$        | 319,610          | \$ 308,476          | \$ 294,359          | \$ 239,644          |
| <b>total revenue</b>          | <b>\$</b> | <b>7,771,475</b> | <b>\$ 7,197,447</b> | <b>\$ 7,678,833</b> | <b>\$ 6,743,764</b> |

|                                  | 2023-24  | 2022-23  | 2021-22  | 2020-21  |
|----------------------------------|----------|----------|----------|----------|
| Cost of goods manufactured       | \$'000   | \$'000   | \$'000   | \$'000   |
| opening raw materials balance    | 680      | 695      | 661      | 654      |
| purchases                        | \$ 3,166 | \$ 2,749 | \$ 3,633 | \$ 2,550 |
| closing raw materials balance    | 710      | 680      | 695      | 661      |
| equals direct materials          | \$ 3,196 | \$ 2,734 | \$ 3,667 | \$ 2,557 |
| direct labour                    | 960      | 891      | 984      | 772      |
| fixed costs of factory           | 118      | 118      | 110      | 110      |
| equals cost of good manufactured | \$ 3,847 | \$ 3,368 | \$ 4,285 | \$ 3,095 |
| Direct materials per bike        | \$ 533   | \$ 511   | \$ 637   | \$ 495   |
| Direct labour per bike           | \$ 160   | \$ 166   | \$ 171   | \$ 150   |

