

Profit and Loss Report for Executive

Raglan Club Inc

For the 10 months ended 31 January 2020

| | APR 2019-JAN 2020 | APR 2019-JAN 2020 % OF TRADING INCOME | APR 2018-JAN 2019 | APR 2018-JAN 2019 % OF TRADING INCOME |
|-----------------------------|-------------------|---------------------------------------|-------------------|---------------------------------------|
| Trading Income | | | | |
| Bar Meals | 241.78 | 0.03% | 411.02 | 0.06% |
| Bar Sales | 419,649.10 | 58.48% | 476,992.79 | 64.44% |
| Bowling Club Bar | 36,390.62 | 5.07% | 31,355.03 | 4.24% |
| Cigarettes | - | - | 2.08 | 0.00% |
| Club Raffle Income | 20,148.89 | 2.81% | 6,731.80 | 0.91% |
| Coffee Income | 1,074.43 | 0.15% | 1,303.48 | 0.18% |
| Courtesy Bus Income | 3,340.66 | 0.47% | 5,391.18 | 0.73% |
| Donations | 3,776.05 | 0.53% | 2,549.93 | 0.34% |
| Dump Station Income | 8.70 | 0.00% | 26.09 | 0.00% |
| Entertainment | 195.66 | 0.03% | 2,052.17 | 0.28% |
| Hire Income | 1,371.20 | 0.19% | 6,980.45 | 0.94% |
| Kitchen Contract Income | 12,757.84 | 1.78% | 4,059.73 | 0.55% |
| Market Income | 9,769.78 | 1.36% | 4,930.42 | 0.67% |
| Motorhome Income | 9,592.90 | 1.34% | 8,478.09 | 1.15% |
| Rebates Received | 6,919.92 | 0.96% | 6,506.94 | 0.88% |
| Sponsorship | 2,260.83 | 0.32% | 4,395.60 | 0.59% |
| Subscriptions | 23,784.09 | 3.31% | 28,268.81 | 3.82% |
| Vegus Income - Club | 156,164.60 | 21.76% | 149,821.66 | 20.24% |
| Hire Car Parking Income | 6,517.49 | 0.91% | - | - |
| Hire The Pavilion Income | 3,679.28 | 0.51% | - | - |
| Total Trading Income | 717,643.82 | 100.00% | 740,257.27 | 100.00% |
| Cost of Sales | | | | |
| Bar Licences | - | - | 556.74 | 0.08% |
| Bar Meals | 401.63 | 0.06% | 335.66 | 0.05% |
| Catering Hospitality | 27.83 | 0.00% | 527.51 | 0.07% |
| Club Raffle Expenses | 2,760.91 | 0.38% | 3,263.19 | 0.44% |
| Coffee Expenses | 542.35 | 0.08% | 707.28 | 0.10% |
| Coffee Machine Lease | - | - | 1,479.24 | 0.20% |
| Entertainment Expenses | 1,704.35 | 0.24% | 1,260.87 | 0.17% |
| Hospitality | 1,559.05 | 0.22% | 1,060.23 | 0.14% |
| Purchases - Lounge | 178,980.72 | 24.94% | 187,623.15 | 25.35% |
| Sundry Expenses | 15.22 | 0.00% | 591.95 | 0.08% |
| Till Hire | - | - | 260.00 | 0.04% |
| Wages | 112,315.47 | 15.65% | 149,635.63 | 20.21% |
| Wages - Bowling Club | 9,230.90 | 1.29% | - | - |
| Total Cost of Sales | 307,538.43 | 42.85% | 347,301.45 | 46.92% |
| Gross Profit | 410,105.39 | 57.15% | 392,955.82 | 53.08% |

| | APR 2019-JAN 2020 | APR 2019-JAN 2020 % OF TRADING INCOME | APR 2018-JAN 2019 | APR 2018-JAN 2019 % OF TRADING INCOME |
|----------------------------------|-------------------|---------------------------------------|-------------------|---------------------------------------|
| Other Income | | | | |
| Gain on Disposal of Fixed Assets | 240.38 | 0.03% | - | - |
| Interest Income | 391.41 | 0.05% | 61.41 | 0.01% |
| Sundry Income | 19.55 | 0.00% | 5,714.36 | 0.77% |
| TAB Commission | - | - | 1,126.52 | 0.15% |
| Total Other Income | 651.34 | 0.09% | 6,902.29 | 0.93% |
| Operating Expenses | | | | |
| Accident Compensation Levies | 389.57 | 0.05% | 1,676.59 | 0.23% |
| Accounting fees | 8,732.06 | 1.22% | 10,132.05 | 1.37% |
| Advertising | 378.76 | 0.05% | 908.15 | 0.12% |
| Audit fees | 2,800.00 | 0.39% | 2,800.00 | 0.38% |
| Bank Charges | 375.47 | 0.05% | 1,771.37 | 0.24% |
| Clubs NZ Membership Fee | - | - | 419.55 | 0.06% |
| Consultancy | 415.00 | 0.06% | (35.00) | 0.00% |
| Problem Gaming Levy | 1,564.01 | 0.22% | 2,162.50 | 0.29% |
| Donations Paid | 500.00 | 0.07% | - | - |
| Eftpos Expenses | 3,584.56 | 0.50% | 2,317.44 | 0.31% |
| Power & Gas | 23,877.12 | 3.33% | 26,324.69 | 3.56% |
| EMS Monthly Monitor Fee | 9,542.30 | 1.33% | 3,412.54 | 0.46% |
| Freight | - | - | 320.00 | 0.04% |
| Fuel Courtesy Bus | 2,238.57 | 0.31% | 2,552.24 | 0.34% |
| Gaming Duty | 32,371.94 | 4.51% | 33,269.26 | 4.49% |
| Gaming Expenses | 499.48 | 0.07% | - | - |
| Gaming Licences | 14,740.08 | 2.05% | 22,803.81 | 3.08% |
| Gaming Service Contract | 10,235.00 | 1.43% | 10,350.00 | 1.40% |
| General Expenses | 222.73 | 0.03% | 2,934.24 | 0.40% |
| Insurance | 15,224.26 | 2.12% | 15,455.90 | 2.09% |
| Interest - Bank | 0.62 | 0.00% | 0.12 | 0.00% |
| Interest-Other | 2,163.74 | 0.30% | 5,553.72 | 0.75% |
| Jackpots | 8,500.00 | 1.18% | 4,375.00 | 0.59% |
| Laundry & Cleaning | 2,658.58 | 0.37% | 3,812.53 | 0.52% |
| Legal Fees | - | - | 2,506.74 | 0.34% |
| Licences | 1,040.61 | 0.15% | 2,539.55 | 0.34% |
| Loan Interest | - | - | 3,913.55 | 0.53% |
| Loss on Disposal of Fixed Assets | 820.78 | 0.11% | - | - |
| Member Purchases | 250.70 | 0.03% | 2,318.55 | 0.31% |
| Photocopier Expenses | 2,975.00 | 0.41% | 3,554.55 | 0.48% |
| Presentations & Bereavements | 139.13 | 0.02% | 98.57 | 0.01% |
| Printing & Stationery | 875.89 | 0.12% | 684.58 | 0.09% |
| R & M - Bar | 2,659.87 | 0.37% | 2,987.84 | 0.40% |
| R & M - Other | 10,877.34 | 1.52% | 6,423.05 | 0.87% |
| R & M Kitchen | 2,052.20 | 0.29% | 3,617.75 | 0.49% |
| R & M-Bowling Club | 3,723.56 | 0.52% | 2,528.93 | 0.34% |
| R & M-Courtesy Bus | 1,667.83 | 0.23% | 2,723.44 | 0.37% |
| R & M-Gaming Machines | 273.10 | 0.04% | 390.00 | 0.05% |
| Rates | 8,540.36 | 1.19% | 9,311.40 | 1.26% |
| Replacements | 1,713.81 | 0.24% | 1,696.88 | 0.23% |
| Rubbish Removal | 2,263.92 | 0.32% | 3,183.00 | 0.43% |

Profit and Loss Report for Executive

| | APR 2019- JAN 2020 | APR 2019- JAN 2020 % OF TRADING INCOME | APR 2018- JAN 2019 | APR 2018- JAN 2019 % OF TRADING INCOME |
|--------------------------------------|--------------------|--|--------------------|--|
| Security | 1,477.51 | 0.21% | 3,238.51 | 0.44% |
| Security Camera Rental | 2,497.70 | 0.35% | 2,497.70 | 0.34% |
| Sky TV Expenses | 6,307.20 | 0.88% | 6,440.10 | 0.87% |
| Sponsorship | - | - | 260.87 | 0.04% |
| Staff Training | - | - | 1,442.39 | 0.19% |
| Subscriptions | 1,232.30 | 0.17% | 71.74 | 0.01% |
| Sundry Bar Expenses | 422.85 | 0.06% | - | - |
| TAB Expenses | - | - | 1,303.60 | 0.18% |
| Telephone, Tolls & Internet | 2,523.62 | 0.35% | 3,671.38 | 0.50% |
| Uniforms | 312.02 | 0.04% | - | - |
| Management Service Provider | 1,559.52 | 0.22% | - | - |
| Water Rates | 1,861.65 | 0.26% | 3,857.73 | 0.52% |
| Prior Period Adjustment - TAB | - | - | 5,000.00 | 0.68% |
| Member Vouchers Redeemed | 9,259.00 | 1.29% | - | - |
| Total Operating Expenses | 208,341.32 | 29.03% | 229,579.10 | 31.01% |
| Net Cash Profit/(Loss) | 202,415.41 | 28.21% | 170,279.01 | 23.00% |
| Less: Non-Cash Expenses | | | | |
| Depreciation - Courtesy Bus | 1,521.74 | 0.21% | 244.87 | 0.03% |
| Depreciation - Gaming Machines | 6,589.88 | 0.92% | 5,539.80 | 0.75% |
| Depreciation - Other Assets | 29,212.02 | 4.07% | 29,777.72 | 4.02% |
| Total Less: Non-Cash Expenses | 37,323.64 | 5.20% | 35,562.39 | 4.80% |
| Net Operating Profit/(Loss) | 165,091.77 | 23.00% | 134,716.62 | 18.20% |