

The image features a central white rectangular box with a thick black border containing the text "ANNUAL REPORT PACK". This box is set against a solid light orange background. On the left side, a thick black arrow points horizontally towards the box. On the right side, another thick black arrow points horizontally away from the box. The entire composition is framed by a thin black border at the top and bottom.

ANNUAL REPORT PACK

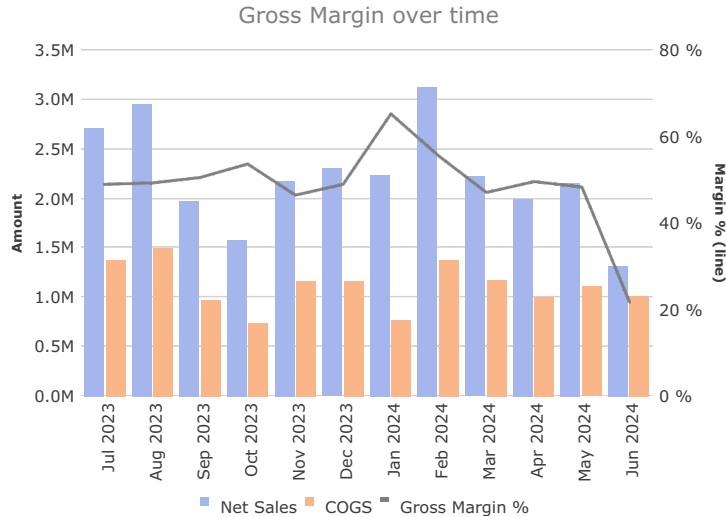
Financial Position Overview

PERFORMANCE

Net Sales: 1,314K

Gross Margin: 290K (22.06%)

Operating Profit: 144K (10.93%)

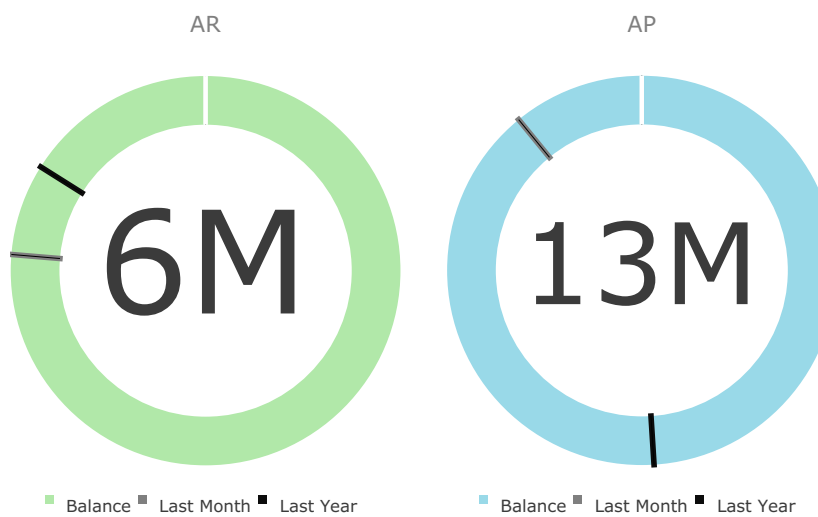


ACTIVITY

AR: 6,054,069

AP: 12,688,420

Cash to Cash Cycle: 129.4 days



PROFITABILITY

Return on Assets: 0.37%

Return on Equity: 0.57%

LIQUIDITY

Working Capital: 24,928K

Working Capital Ratio: 2.84

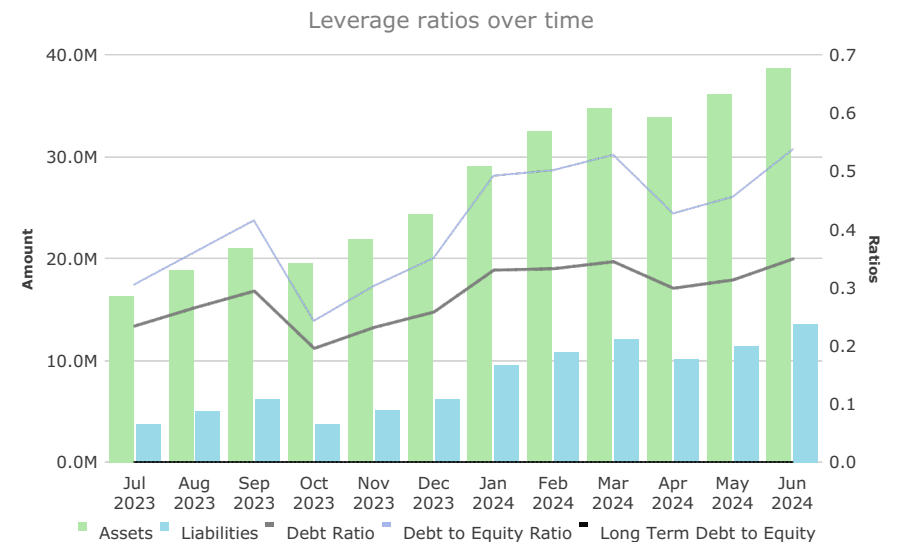
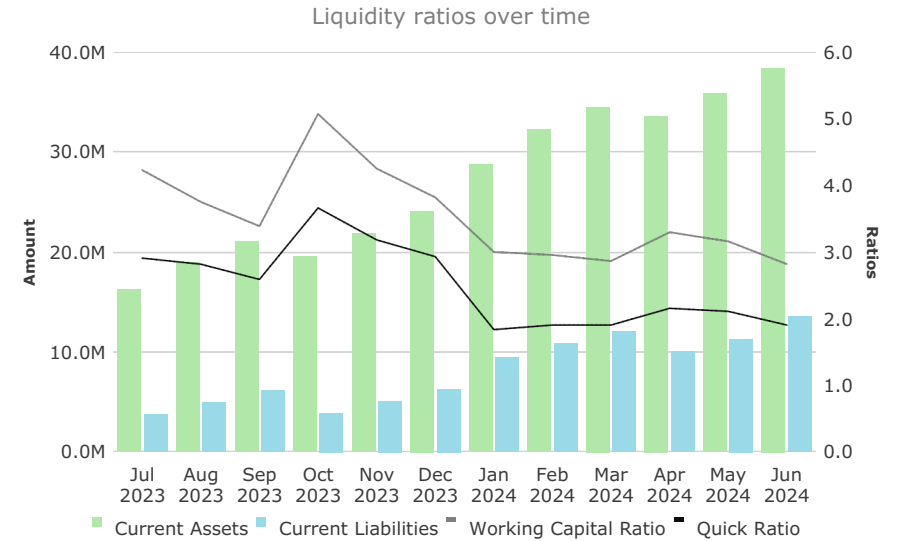
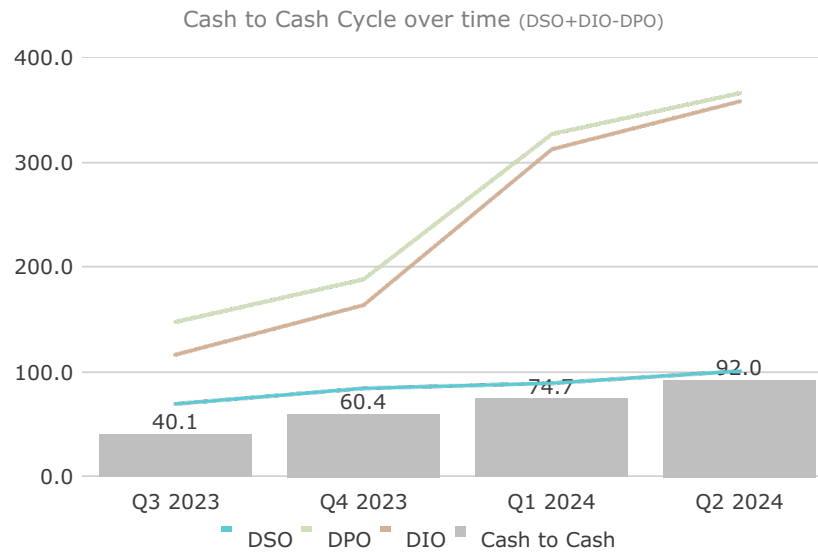
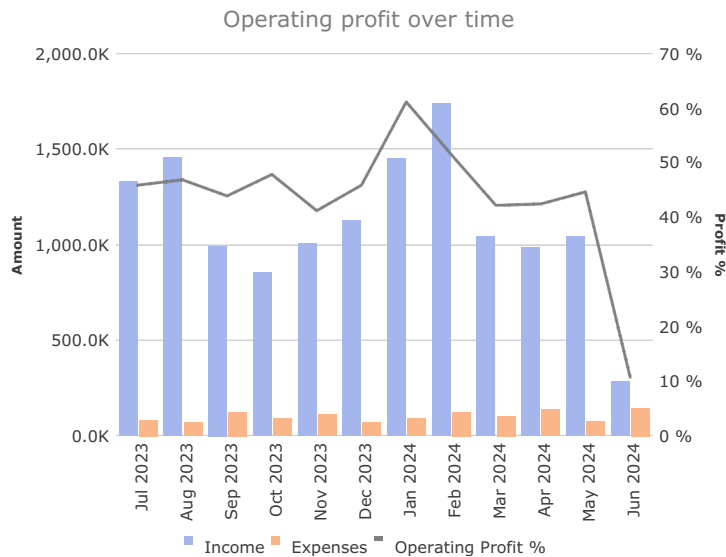
Quick Ratio: 1.93

LEVERAGE

Debt Ratio: 0.3

Debt to Equity Ratio: 0.54

Long Term Debt to equity: 0.00



Statements of Financial position

| | THE GROUP | | | THE COMPANY | | |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 2024 | 2023 | Jun 2024 | 2024 | 2023 | Jun 2024 |
| Assets | | | | | | |
| Current Assets | | | | | | |
| Accounts Receivable | 2,472 | 5,587 | 6,054 | 3,106 | 2,708 | 3,401 |
| Cash & Cash Equivalents | 25,235 | 13,080 | 20,050 | 11,726 | 6,781 | 10,052 |
| Inventory | 13,395 | 5,508 | 12,387 | 12,796 | 5,602 | 11,792 |
| Prepayments | | | | | | |
| Other Current Assets | (18) | (18) | (18) | (18) | (18) | (18) |
| Total Current Assets | 41,084 | 24,157 | 38,473 | 27,610 | 15,074 | 25,228 |
| Non-Current Assets | | | | | | |
| Fixed Assets | 227 | 152 | 227 | 227 | 152 | 227 |
| Intangible assets | 10 | 3 | 10 | | | |
| Other Assets | | | | | | |
| Total Non-Current Assets | 237 | 155 | 237 | 227 | 152 | 227 |
| Total Assets | 41,321 | 24,312 | 38,711 | 27,838 | 15,226 | 25,455 |
| Liabilities | | | | | | |
| Current Liabilities | | | | | | |
| Accounts Payable | 11,662 | 6,317 | 12,688 | 10,533 | 5,174 | 11,223 |
| Payroll liabilities | | | | | | |
| Other Current Liabilities | 1,273 | 6 | 857 | 1,201 | 1 | 801 |
| Total Current Liabilities | 12,935 | 6,323 | 13,546 | 11,734 | 5,175 | 12,024 |
| Total Non-Current Liabilities | | | | | | |
| Total Liabilities | 12,935 | 6,323 | 13,546 | 11,734 | 5,175 | 12,024 |
| Equity | | | | | | |
| Capital | | | | | | |
| Dividends | | | | | | |
| Retained Earnings | | 15,806 | | | 8,660 | |
| Current Year Profit | 8,965 | 13,034 | 6,802 | 4,587 | 6,551 | 2,972 |
| Total Equity | 8,965 | 28,841 | 6,802 | 4,587 | 15,211 | 2,972 |

Statements of Profit or Loss

| | THE GROUP | | | THE COMPANY | | |
|-----------------------------------|-------------------|-------------------|------------------|-------------------|-------------------|----------------|
| | 2024 | 2023 | Jun 2024 | 2024 | 2023 | Jun 2024 |
| Gross Sales | 20,002,675 | 27,834,155 | 1,313,568 | 12,238,995 | 16,281,384 | 931,115 |
| Discounts returns and allowances | | 3,999 | | | 3,999 | |
| Net Sales | 20,002,675 | 27,830,156 | 1,313,568 | 12,238,995 | 16,277,385 | 931,115 |
| COGS | 10,428,137 | 14,155,796 | 1,023,752 | 7,160,129 | 8,526,669 | 728,699 |
| Gross Margin | 9,574,538 | 13,674,359 | 289,816 | 5,078,867 | 7,750,717 | 202,416 |
| Gross Margin % | 48% | 49% | 22% | 41% | 48% | 22% |
| Expenses | | | | | | |
| Operating Expenses | 1,047,221 | 1,133,735 | 135,183 | 1,045,849 | 1,137,769 | 134,142 |
| Selling and Marketing Expenses | | | | | | |
| Travel and Entertainment Expenses | 47,619 | 31,692 | 17,285 | 34,476 | 33,774 | 4,142 |
| Administrative Expenses | 71,155 | 88,439 | 437 | 83,257 | 90,391 | 12,539 |
| Other General Expenses | 348,362 | 388,552 | 40,355 | 348,362 | 388,552 | 40,355 |
| Salaries & Wages Expenses | 252,668 | 242,576 | 35,360 | 252,337 | 242,576 | 35,360 |
| Other Payroll Expenses | | | | | | |
| Rent Expenses | 308,404 | 328,441 | 41,746 | 308,404 | 328,441 | 41,746 |
| Insurance Expenses | 19,013 | 54,035 | | 19,013 | 54,035 | |
| Depreciation and amortization | 81,091 | 79,082 | 11,087 | 67,624 | 79,082 | 11,087 |
| Total Expenses | 1,128,311 | 1,212,817 | 146,270 | 1,113,473 | 1,216,851 | 145,229 |
| Operating Profit | 8,446,226 | 12,461,542 | 143,546 | 3,965,393 | 6,533,865 | 57,187 |
| Other Income | | | | | | |
| Other Expenses | -519,201 | -572,632 | -80,752 | -621,516 | -17,484 | -69,040 |
| Net Profit | 8,965,427 | 13,034,174 | 224,298 | 4,586,910 | 6,551,349 | 126,227 |
| Net Profit % | 45% | 47% | 17% | 37% | 40% | 14% |

Statements of Profit or Loss

| | THE GROUP | | | THE COMPANY | | |
|-----------------------------------|-------------------|-------------------|------------------|-------------------|-------------------|----------------|
| | 2024 | 2023 | Jun 2024 | 2024 | 2023 | Jun 2024 |
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| Discounts returns and allowances | | 3,999 | | | 3,999 | |
| Net Sales | 20,002,675 | 27,830,156 | 1,313,568 | 12,238,995 | 16,277,385 | 931,115 |
| COGS | 10,428,137 | 14,155,796 | 1,023,752 | 7,160,129 | 8,526,669 | 728,699 |
| Gross Margin | 9,574,538 | 13,674,359 | 289,816 | 5,078,867 | 7,750,717 | 202,416 |
| Gross Margin % | 48% | 49% | 22% | 41% | 48% | 22% |
| Expenses | | | | | | |
| Operating Expenses | 1,047,221 | 1,133,735 | 135,183 | 1,045,849 | 1,137,769 | 134,142 |
| Selling and Marketing Expenses | | | | | | |
| Travel and Entertainment Expenses | 47,619 | 31,692 | 17,285 | 34,476 | 33,774 | 4,142 |
| Administrative Expenses | 71,155 | 88,439 | 437 | 83,257 | 90,391 | 12,539 |
| Other General Expenses | 348,362 | 388,552 | 40,355 | 348,362 | 388,552 | 40,355 |
| Salaries & Wages Expenses | 252,668 | 242,576 | 35,360 | 252,337 | 242,576 | 35,360 |
| Other Payroll Expenses | | | | | | |
| Rent Expenses | 308,404 | 328,441 | 41,746 | 308,404 | 328,441 | 41,746 |
| Insurance Expenses | 19,013 | 54,035 | | 19,013 | 54,035 | |
| Depreciation and amortization | 81,091 | 79,082 | 11,087 | 67,624 | 79,082 | 11,087 |
| Total Expenses | 1,128,311 | 1,212,817 | 146,270 | 1,113,473 | 1,216,851 | 145,229 |
| Operating Profit | 8,446,226 | 12,461,542 | 143,546 | 3,965,393 | 6,533,865 | 57,187 |
| Other Income | | | | | | |
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| Net Profit | 8,965,427 | 13,034,174 | 224,298 | 4,586,910 | 6,551,349 | 126,227 |
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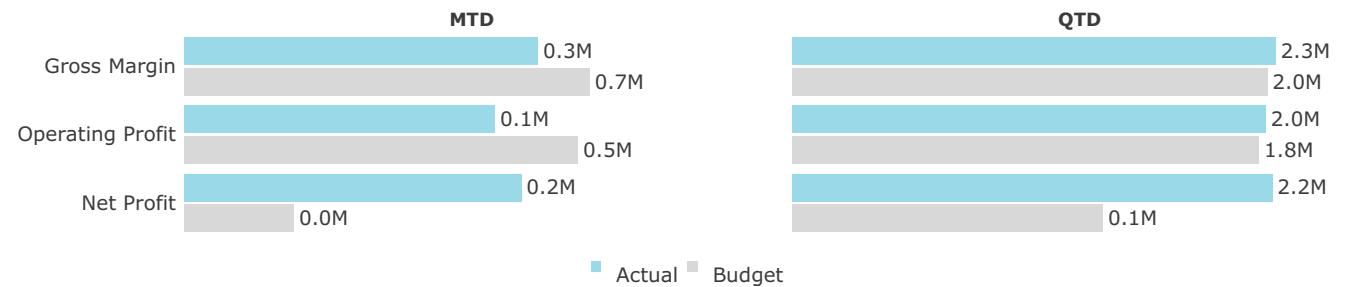
EXECUTIVE SUMMARY

The purpose of this document is to announce the financial results for its fiscal 2020 full year.

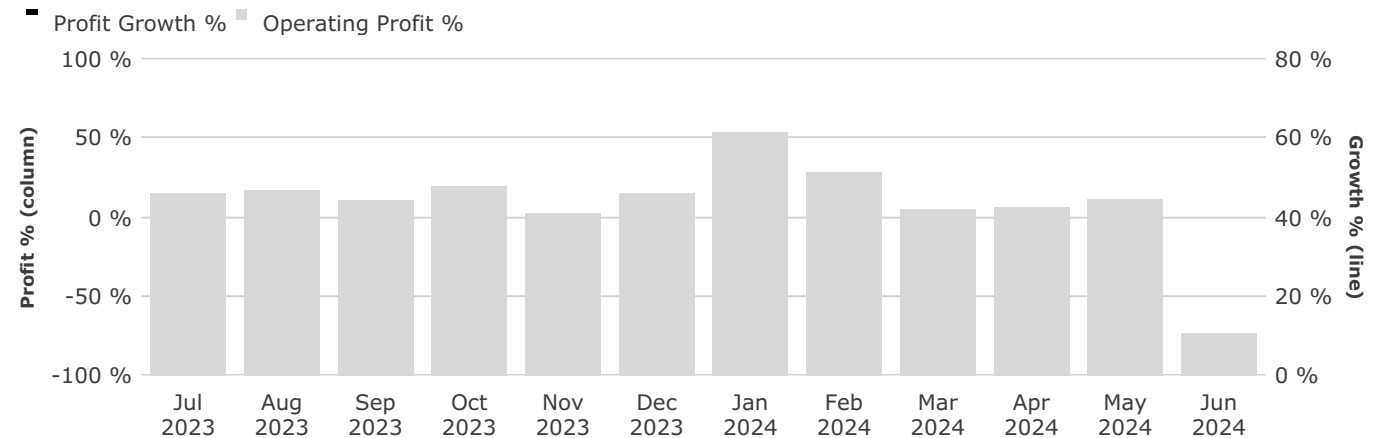
Current quarter revenue was , up **1** percent, and non-GAAP revenue was , up **1** percent, over the same period last year. During the quarter, the company generated operating income of , a **117** percent increase over the same period in the prior year, and non-GAAP operating income of , up **4** percent over the prior year. Net income was or approximately 2 percent of revenue. Non-GAAP net income was or **7** percent of non-GAAP revenue. Diluted earnings per share was and non-GAAP diluted earnings per share was .

For the full year, revenue was , up 2 percent, and non-GAAP revenue was , up 1 percent, over the prior year. The company increased its operating income to from a loss in the prior year and generated non-GAAP operating income of , up **15** percent over the prior year. Cash flow from operations was , up **33** percent from fiscal year 2019. For the full year, net income was and non-GAAP net income was . Diluted earnings per share was and non-GAAP diluted earnings per share was .

Profit - Actual vs. Budget



Operating Profit % Month on Month growth



Statements of Profit or Loss

BY MONTH

| | THE COMPANY | | | | | | | | | | | | |
|-----------------------------------|------------------|------------------|----------------|------------------|------------------|----------------|------------------|------------------|----------------|----------------|------------------|------------------|-------------------|
| | Jan 2023 | Feb 2023 | Mar 2023 | Apr 2023 | May 2023 | Jun 2023 | Jul 2023 | Aug 2023 | Sep 2023 | Oct 2023 | Nov 2023 | Dec 2023 | Total |
| Gross Sales | 1,796,625 | 1,851,988 | 618,591 | 1,664,257 | 1,586,688 | 790,265 | 1,725,476 | 1,957,577 | 980,069 | 530,632 | 1,278,065 | 1,501,153 | 16,281,384 |
| Discounts returns and allowances | | | | 289 | | | 3,755 | | | | -45 | | 3,999 |
| Net Sales | 1,796,625 | 1,851,988 | 618,591 | 1,663,967 | 1,586,688 | 790,265 | 1,721,721 | 1,957,577 | 980,069 | 530,632 | 1,278,110 | 1,501,153 | 16,277,385 |
| COGS | 935,069 | 956,638 | 384,824 | 866,083 | 816,914 | 449,104 | 898,446 | 959,909 | 518,346 | 296,890 | 658,488 | 785,958 | 8,526,669 |
| Gross Margin | 861,557 | 895,350 | 233,767 | 797,884 | 769,774 | 341,161 | 823,276 | 997,668 | 461,722 | 233,742 | 619,622 | 715,196 | 7,750,717 |
| Gross Margin % | 48% | 48% | 38% | 48% | 49% | 43% | 48% | 51% | 47% | 44% | 48% | 48% | 48% |
| Expenses | | | | | | | | | | | | | |
| Operating Expenses | 95,078 | 103,111 | 56,396 | 132,998 | 100,759 | 135,434 | 74,398 | 66,261 | 116,760 | 89,153 | 108,564 | 58,857 | 1,137,769 |
| Selling and Marketing Expenses | | | | | | | | | | | | | |
| Travel and Entertainment Expenses | 5,694 | | 2,147 | 3,757 | 1,454 | 2,712 | | 4,557 | 4,087 | 5,628 | 3,738 | | 33,774 |
| Administrative Expenses | 9,680 | 5,318 | 3,254 | 12,420 | 12,604 | 9,341 | 608 | 7,467 | 10,931 | 7,764 | 8,894 | 2,110 | 90,391 |
| Other General Expenses | 25,734 | 27,509 | 30,852 | 35,410 | 32,920 | 39,707 | 36,406 | 34,094 | 28,435 | 31,034 | 33,592 | 32,859 | 388,552 |
| Salaries & Wages Expenses | 49,116 | 34,204 | | 35,937 | 21,097 | 41,478 | | | | 37,917 | | 22,827 | 242,576 |
| Other Payroll Expenses | | | | | | | | | | | | | |
| Rent Expenses | | 29,276 | 18,643 | 43,974 | 26,976 | 40,696 | 32,327 | 18,643 | 29,874 | 36,931 | 32,458 | 18,643 | 328,441 |
| Insurance Expenses | 4,854 | 6,804 | 1,500 | 1,500 | 5,708 | 1,500 | 5,057 | 1,500 | 5,516 | 7,796 | 7,055 | 5,245 | 54,035 |
| Depreciation and amortization | | 9,159 | 10,476 | 7,792 | 8,351 | | 12,641 | 4,609 | 9,619 | | 5,170 | 11,265 | 79,082 |
| Total Expenses | 95,078 | 112,270 | 66,872 | 140,790 | 109,110 | 135,434 | 87,039 | 70,870 | 126,379 | 89,153 | 113,734 | 70,122 | 1,216,851 |
| Operating Profit | 766,479 | 783,080 | 166,895 | 657,094 | 660,664 | 205,727 | 736,237 | 926,798 | 335,343 | 144,589 | 505,888 | 645,074 | 6,533,865 |
| Other Income | | | | | | | | | | | | | |
| Other Expenses | 15,477 | 18,017 | 8,185 | 16,321 | 5,776 | 7,146 | 18,619 | 7,037 | 11,468 | 18,399 | -73,848 | -70,081 | -17,484 |
| Net Profit | 751,002 | 765,063 | 158,710 | 640,773 | 654,887 | 198,581 | 717,617 | 919,761 | 323,875 | 126,190 | 579,736 | 715,155 | 6,551,349 |
| Net Profit % | 42% | 41% | 26% | 39% | 41% | 25% | 42% | 47% | 33% | 24% | 45% | 48% | 40% |

Statements of Profit or Loss

BY FINANCIAL DIMENSION

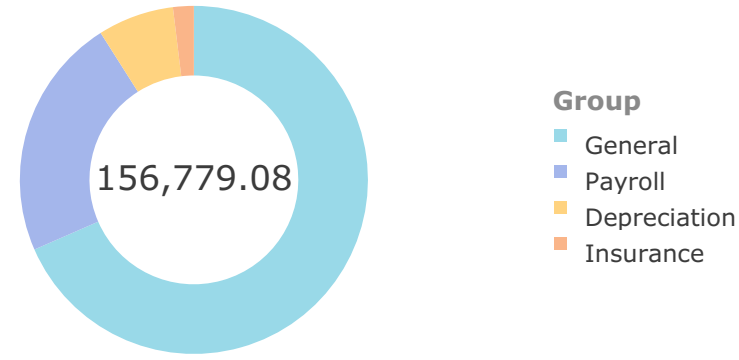
| | THE COMPANY | | | | | | | | | |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-------------------|------------------|------------------|
| | FUND1 | | FUND2 | | FUND3 | | FUND4 | | FUNDS5 | |
| | 2024 | 2023 | 2024 | 2023 | 2024 | 2023 | 2024 | 2023 | 2024 | 2023 |
| Gross Sales | | | 33,930 | 27,250 | -2,050 | 11,551 | 9,333,294 | 11,993,523 | 2,873,821 | 4,249,060 |
| Discounts returns and allowances | | | | | | | | | | 3,999 |
| Net Sales | | | 33,930 | 27,250 | -2,050 | 11,551 | 9,333,294 | 11,993,523 | 2,873,821 | 4,245,061 |
| COGS | 100,000 | | 450 | -1,500 | 400,000 | | 6,659,679 | 8,528,169 | 0 | |
| Gross Margin | -100,000 | | 33,480 | 28,750 | -402,050 | 11,551 | 2,673,616 | 3,465,355 | 2,873,821 | 4,245,061 |
| Gross Margin % | | | 99% | 106% | 19,612% | 100% | 29% | 29% | 100% | 100% |
| Expenses | | | | | | | | | | |
| Operating Expenses | 120,931 | 122,615 | 320,297 | 291,145 | 372,559 | 456,590 | 909 | | 231,152 | 267,419 |
| Selling and Marketing Expenses | | | | | | | | | | |
| Travel and Entertainment Expenses | | | 1,484 | 3,033 | 13,938 | 19,226 | | | 19,054 | 11,515 |
| Administrative Expenses | | | 11,927 | 7,219 | 30,262 | 47,759 | | | 41,068 | 35,413 |
| Other General Expenses | 68,962 | 70,646 | 149,462 | 160,015 | 104,584 | 113,779 | | | 25,354 | 44,112 |
| Salaries & Wages Expenses | | | 42,715 | | 110,049 | 147,625 | 909 | | 98,664 | 94,951 |
| Other Payroll Expenses | | | | | | | | | | |
| Rent Expenses | 51,970 | 51,970 | 114,710 | 114,582 | 104,861 | 107,040 | | | 36,864 | 54,850 |
| Insurance Expenses | | | | 6,296 | 8,865 | 21,161 | | | 10,148 | 26,578 |
| Depreciation and amortization | | | 6,988 | 9,603 | 28,529 | 25,762 | | | 32,107 | 43,717 |
| Total Expenses | 120,931 | 122,615 | 327,285 | 300,748 | 401,088 | 482,352 | 909 | | 263,259 | 311,136 |
| Operating Profit | -220,931 | -122,615 | -293,805 | -271,998 | -803,138 | -470,801 | 2,672,706 | 3,465,355 | 2,610,562 | 3,933,925 |
| Other Income | | | | | | | | | | |
| Other Expenses | 26,247 | 27,864 | 79,237 | 83,050 | 20,847 | 22,806 | | | -747,848 | -151,204 |
| Net Profit | -247,178 | -150,479 | -373,043 | -355,048 | -823,986 | -493,608 | 2,672,706 | 3,465,355 | 3,358,410 | 4,085,129 |
| Net Profit % | | | -1,099% | -1,303% | 40,194% | -4,273% | 29% | 29% | 117% | 96% |

Expenses Statement

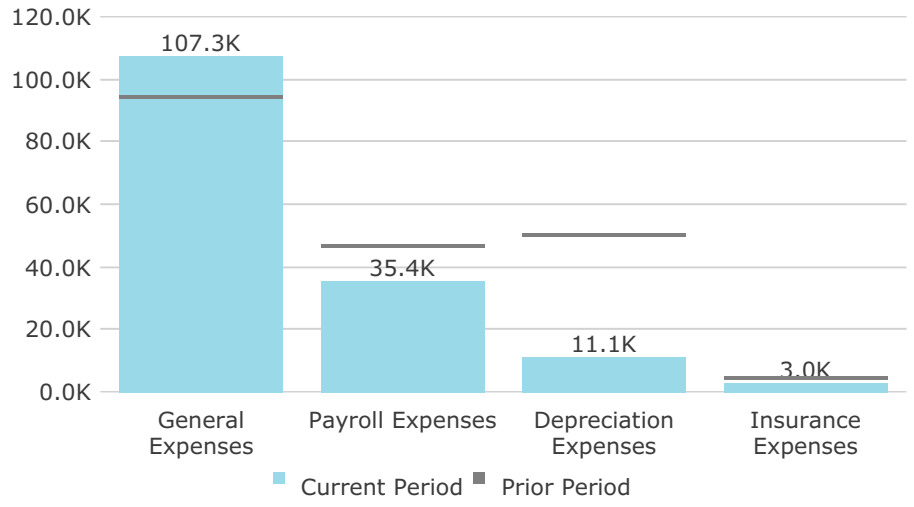
Expenses analysis over time

| Expense groups | MTD | Last 12 months | QTD | PQTD | QTD Var | QTD Var% | YTD | PYTD | YTD Var | YTD Var% |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|----------------|----------------|----------------|-------------|
| General Expenses | 107,310 | | 305,530 | 260,101 | 45,429 | +17% | 565,631 | 507,360 | 58,271 | +11% |
| Selling and Marketing Expenses | | | | | | | | | | |
| Administrative Expenses | -10,363 | | 15,207 | 34,037 | -18,830 | -55% | 49,244 | 68,180 | -18,937 | -28% |
| Rent Expenses | 41,746 | | 116,764 | 107,187 | 9,577 | +9% | 223,951 | 203,406 | 20,545 | +10% |
| Travel and Entertainment Expenses | 30,428 | | 40,566 | 20,815 | 19,751 | +95% | 61,381 | 21,699 | 39,682 | +182% |
| Other General Expenses | 45,499 | | 132,993 | 98,062 | 34,931 | +36% | 231,055 | 214,075 | 16,980 | +8% |
| Payroll Expenses | 35,360 | | 117,581 | 104,816 | 12,765 | +12% | 222,397 | 215,164 | 7,233 | +3% |
| Salaries & Wages Expenses | 35,360 | | 117,581 | 104,816 | 12,765 | +12% | 222,397 | 215,164 | 7,233 | +3% |
| Other Payroll Expenses | | | | | | | | | | |
| Insurance Expenses | 3,022 | | 11,248 | 8,420 | 2,828 | +34% | 19,668 | 37,056 | -17,388 | -47% |
| Insurance Expenses | 3,022 | | 11,248 | 8,420 | 2,828 | +34% | 19,668 | 37,056 | -17,388 | -47% |
| Depreciation Expenses | 11,087 | | 72,089 | 27,749 | 44,340 | +160% | 99,838 | 58,206 | 41,632 | +71% |
| Depreciation Expenses | 11,087 | | 72,089 | 27,749 | 44,340 | +160% | 99,838 | 58,206 | 41,632 | +71% |
| Total | 156,779 | | 506,448 | 401,086 | 105,362 | +26% | 907,534 | 817,786 | 89,748 | +11% |

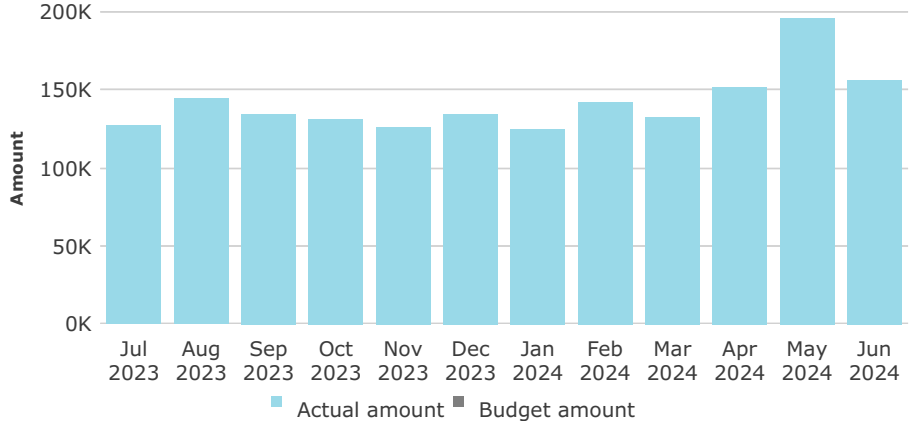
Expenses breakdown



Expenses breakdown - Current vs. Prior Period



Expenses - Actual vs. Budget





ANNUAL REPORT PACK



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