

Profit and Loss Summary

Reporting Currency is AUD

Jun 2008

ABWS

	This YTD	Last YTD	Increase	Change
Gross Sales - Accessories	275,454.34	223,762.21	51,692.13	23.1%
Gross Sales - Default	-260.25	308.16	-568.41	-184.5%
Gross Sales - Hang Gliders	350,939.93	451,754.18	-100,814.25	-22.3%
Gross Sales - Micolights	4,144,403.15	3,292,791.62	851,611.53	25.9%
Gross Sales - Parts	452,728.21	430,501.49	22,226.72	5.2%
Gross Sales - Raw Materials	13,622.47	10,278.75	3,343.72	32.5%
Sales Second Hand Goods	14,889.68	0.00	14,889.68	0.0%
Freight and Handling Charges	164,724.22	195,684.91	-30,960.69	-15.8%
Services	17,141.27	7,640.83	9,500.44	124.3%
Discounts	-72,277.12	-108,672.05	36,394.93	-33.5%
Other Income	2,380.94	19,449.18	-17,068.24	-87.8%
TOTAL REVENUES	5,363,746.84	4,523,499.28	840,247.56	18.6%
LESS COST of GOODS SOLD				
Total Materials COGS	2,765,114.19	2,239,870.67	525,243.52	23.4%
Total Direct Labour COGS	282,147.09	218,244.72	63,902.37	29.3%
Total MFG Overhead COGS	60,047.67	47,937.41	12,110.26	25.3%
Total Services COGS	98,079.75	56,339.24	41,740.51	74.1%
Inventory Adjustment Summary	140,602.17	124,793.23	15,808.94	12.7%
Purchases Price Variance Summary	-30.74	-319.42	288.68	-90.4%
Manufacturing Overheads Over/Und	493,863.94	569,797.43	-75,933.49	-13.3%
Foreign Currency Gains and Losse	72,131.64	45,715.65	26,415.99	57.8%
Discounts Taken Summary	-4,276.93	-2,396.48	-1,880.45	78.5%
LESS COST of GOODS SOLD	3,907,678.78	3,299,982.45	607,696.33	18.4%
LESS OPERATING EXPENSES				
Sales and Customer Support Expen	699,549.33	698,781.68	767.65	0.1%
Engineering Expenses	279,285.89	272,798.03	6,487.86	2.4%
General and Admin Expenses	293,242.57	263,043.00	30,199.57	11.5%
LESS OPERATING EXPENSES	1,272,077.79	1,234,622.71	37,455.08	3.0%
NET PROFIT (LOSS) BEFORE TAX	183,990.27	-11,105.88	195,096.15	-1756.7%
COMPANY TAX EXPENSE	8,170.00	0.00	8,170.00	0.0%