

Balance Sheet [Last Year Analysis]

June 2020

	This Year	Last Year	\$ Difference	% Difference
Assets				
Cheque Account - Westpac	\$146,547.48	\$221,436.33	-\$74,888.85	(33.8)%
Cash on Hand	\$130.95	\$372.20	-\$241.25	(64.8)%
Trade Debtors	\$1,345,372.85	\$2,527,481.54	-\$1,182,108.69	(46.8)%
Plant & Equipment				
Leasehold Improvement - M'cave	\$2,171,708.05	\$2,078,367.50	\$93,340.55	4.5%
Less Provision for Depn	-\$166,864.00	-\$113,758.00	-\$53,106.00	(46.7)%
Plant & Equipment - at Cost	\$4,761,226.54	\$4,476,755.31	\$284,471.23	6.4%
Less Prov'n for Depreciation	-\$1,780,084.29	-\$1,471,088.33	-\$308,995.96	(21.0)%
Motor Vehicles	\$478,357.84	\$409,151.13	\$69,206.71	16.9%
Less Prov'n for Depreciation	-\$198,034.82	-\$194,432.41	-\$3,602.41	(1.9)%
Barrels - at Cost	\$1,898,622.35	\$1,735,184.84	\$163,437.51	9.4%
Less Prov'n for Depreciation	-\$1,301,028.41	-\$1,131,989.71	-\$169,038.70	(14.9)%
Office Equipment	\$57,054.51	\$53,990.31	\$3,064.20	5.7%
Less Prov for Depreciation	-\$28,738.17	-\$22,578.17	-\$6,160.00	(27.3)%
Low Value Pool	\$24,605.17	\$20,075.08	\$4,530.09	22.6%
Total Plant & Equipment	\$5,916,824.77	\$5,839,677.55	\$77,147.22	1.3%
Intangible Assets				
Label Design	\$77,548.34	\$70,202.09	\$7,346.25	10.5%
Less Prv for Amortisation	-\$77,548.34	-\$66,918.00	-\$10,630.34	(15.9)%
Trademarks	\$16,759.24	\$12,036.28	\$4,722.96	39.2%
Less Prv for Amortisation	-\$6,224.00	-\$3,674.00	-\$2,550.00	(69.4)%
Stock				
Stock on Hand at Cost	\$8,284,423.55	\$9,149,027.58	-\$864,604.03	(9.5)%
Total Stock	\$8,284,423.55	\$9,149,027.58	-\$864,604.03	(9.5)%
Prepayments - Insurance				
Prepayments - Insurance	\$36,294.86	\$28,136.65	\$8,158.21	29.0%
Loan Mancave Hldgs (2014)	\$63,233.42	\$123,262.97	-\$60,029.55	(48.7)%
Loan Mancave Hldgs (2015)	\$0.00	\$6,410.87	-\$6,410.87	(100.0)%
Loan Mancave Hldgs (Other)	-\$15,644.06	-\$26,434.50	\$10,790.44	40.8%
Loan Mancave Hldgs (2017)	\$205,840.42	\$250,926.27	-\$45,085.85	(18.0)%
Loan Mancave Hldgs (2018)	\$79,995.52	\$93,636.95	-\$13,641.43	(14.6)%
Loan Mancave Hldgs (2019)	\$971,991.36	\$1,106,383.97	-\$134,392.61	(12.1)%
Total Assets	\$17,045,546.36	\$19,331,964.75	-\$2,286,418.39	(11.8)%
Liabilities				
Trade Creditors	\$1,337,363.72	\$3,095,935.29	-\$1,758,571.57	(56.8)%
Current Liabilities				
Deposits for Wine Sold	\$21,600.00	\$10,197.00	\$11,403.00	111.8%
Kym's Westpac Bus Choice Visa	\$3,269.48	\$6,539.86	-\$3,270.38	(50.0)%
Mairead Westpac Visa	\$0.00	\$714.36	-\$714.36	(100.0)%
Total Current Liabilities	\$24,869.48	\$17,451.22	\$7,418.26	42.5%
BAS Liabilities				
GST Collected	\$193,804.49	\$361,332.05	-\$167,527.56	(46.4)%
GST Paid	-\$76,372.49	-\$79,591.00	\$3,218.51	4.0%
Wine Equalisation Tax Collecte	\$270,265.37	\$214,330.57	\$55,934.80	26.1%
PAYG Withheld Liability	\$18,395.00	\$21,427.00	-\$3,032.00	(14.2)%
Total BAS Liabilities	\$406,092.37	\$517,498.62	-\$111,406.25	(21.5)%
Superannuation Payable	\$21,964.01	\$0.00	\$21,964.01	NA
Provision for AL	\$63,607.98	\$68,967.98	-\$5,360.00	(7.8)%
Provision for Income Tax	\$0.00	\$146,850.70	-\$146,850.70	(100.0)%
Provision for LSL	\$114,681.62	\$83,084.53	\$31,597.09	38.0%
Institution Loans				

This report includes Year-End Adjustments.

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Dividend ?

Balance Sheet [Last Year Analysis]

June 2020

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	This Year	Last Year	\$ Difference	% Difference
Loan - 5*45kl Tanks 2015	\$0.00	\$8,711.55	-\$8,711.55	(100.0)%
Loan - Acco Truck	\$0.00	\$3,710.94	-\$3,710.94	(100.0)%
Loan - Toyota Forklift	\$5,286.40	\$14,007.25	-\$8,720.85	(62.3)%
Loan - 2016 Barrels	\$0.00	\$70,460.14	-\$70,460.14	(100.0)%
Loan Audi A6	\$0.00	\$56,324.47	-\$56,324.47	(100.0)%
Loan - 7t Forklift	\$8,611.80	\$15,256.18	-\$6,644.38	(43.6)%
Loan - Press	\$58,888.96	\$95,904.86	-\$37,015.90	(38.6)%
Loan - China Tanks 2017	\$215,304.16	\$343,375.50	-\$128,071.34	(37.3)%
Loan - Chiller Mar 17	\$34,571.68	\$53,997.31	-\$19,425.63	(36.0)%
Loan - 2017 Ranger	\$22,288.86	\$33,556.85	-\$11,267.99	(33.6)%
Loan - Compressors	\$18,795.34	\$28,313.15	-\$9,517.81	(33.6)%
Loan - JMA SEAM Tanks	\$36,068.07	\$55,176.16	-\$19,108.09	(34.6)%
Loan - 2017 Barrels	\$97,486.25	\$142,685.95	-\$45,199.70	(31.7)%
Loan - Tipping Bin 2017	\$63,394.37	\$89,365.13	-\$25,970.76	(29.1)%
Loan - 200kl and 90kl tanks	\$22,108.41	\$29,859.20	-\$7,750.79	(26.0)%
Loan - 2018 Hino	\$58,243.15	\$78,795.94	-\$20,552.79	(26.1)%
Loan - 2018 Barrel	\$171,507.88	\$254,663.02	-\$83,155.14	(32.7)%
Loan - 2018 China Tanks and Fe	\$328,359.99	\$416,695.54	-\$88,335.55	(21.2)%
Loan - Conveyor Belts	\$78,358.97	\$99,269.95	-\$20,910.98	(21.1)%
Loan - Forklift	\$30,442.33	\$38,519.63	-\$8,077.30	(21.0)%
Loan - 2018 JMA Tanks	\$172,081.33	\$211,877.57	-\$39,796.24	(18.8)%
Loan - 2019 Barrels	\$308,892.30	\$379,091.71	-\$70,199.41	(18.5)%
Loan - 2019 Insulation	\$151,597.67	\$186,013.11	-\$34,415.44	(18.5)%
Loan - China tanks 2019	\$173,200.66	\$0.00	\$173,200.66	NA
Loan - 2019 Merc	\$157,174.88	\$0.00	\$157,174.88	NA
Westpac Loan Account	\$3,078.43	\$281,014.63	-\$277,936.20	(98.9)%
Westpac Loan Account #2	\$164,554.29	\$1,270,796.03	-\$1,106,241.74	(87.1)%
Total Institution Loans	\$2,380,296.18	\$4,257,441.77	-\$1,877,145.59	(44.1)%
Shareholders/Related Loans				
Loan Terramoll Holdings Pty Ltd	\$16,355.53	\$0.00	\$16,355.53	NA
Loan - Teusner Family Trust	\$3,301.59	\$0.00	\$3,301.59	NA
Total Shareholders/Related Loans	\$19,657.12	\$0.00	\$19,657.12	NA
Total Liabilities	\$4,368,532.48	\$8,187,230.11	-\$3,818,697.63	(46.6)%
Net Assets	\$12,677,013.88	\$11,144,734.64	\$1,532,279.24	13.7%
Equity				
Retained Earnings	\$11,544,722.64	\$9,720,938.76	\$1,823,783.88	18.8%
Dividends Paid	-\$400,000.00	-\$400,000.00	\$0.00	0.0%
Current Year Earnings	\$1,532,279.24	\$1,823,783.88	-\$291,504.64	(16.0)%
Ordinary Shares of \$1	\$12.00	\$12.00	\$0.00	0.0%
Total Equity	\$12,677,013.88	\$11,144,734.64	\$1,532,279.24	13.7%

This report includes Year-End Adjustments.

Profit & Loss [Last Year Analysis]

July 2019 To June 2020

	This Year	Last Year	\$ Difference	% Difference
Income				
Wine Sales				
Teusner Label Sales	\$3,271,463.08	\$3,242,852.50	\$28,610.58	0.9%
BOB Sales	\$2,646,367.32	\$2,147,818.99	\$498,548.33	23.2%
WET Rebates - State and Fed	\$350,000.00	\$350,000.00	\$0.00	0.0%
Freight Collected	\$5,708.15	\$3,679.69	\$2,028.46	55.1%
Processing	\$368,700.29	\$571,409.63	-\$202,709.34	(35.5)%
Storage Income	\$19,702.36	\$10,196.64	\$9,505.72	93.2%
Bulk Wine Sales	\$1,822,884.30	\$3,494,810.38	-\$1,671,926.08	(47.8)%
Insurance Claim	\$0.00	\$29,500.00	-\$29,500.00	(100.0)%
Rebates Received	\$23,795.60	\$6,799.55	\$16,996.05	250.0%
Jobkeeper Subsidy (No GST)	\$81,000.00	\$0.00	\$81,000.00	NA
Employee Contributions	\$0.00	\$11,632.00	-\$11,632.00	(100.0)%
Sundry Income	\$50,914.00	\$0.00	\$50,914.00	NA
Total Income	\$8,640,535.10	\$9,868,699.38	-\$1,228,164.28	(12.4)%
Cost Of Sales				
Opening Stock	\$9,149,027.58	\$8,731,031.09	\$417,996.49	4.8%
Cost of Goods	\$4,202,553.82	\$6,416,350.67	-\$2,213,796.85	(34.5)%
Closing Stock	-\$8,284,423.55	-\$9,149,027.58	\$864,604.03	9.5%
Total Cost Of Sales	\$5,067,157.85	\$5,998,354.18	-\$931,196.33	(15.5)%
Gross Profit	\$3,573,377.25	\$3,870,345.20	-\$296,967.95	(7.7)%
Expenses				
Accounting Fees	\$11,890.00	\$28,929.04	-\$17,039.04	(58.9)%
Audit Fees	\$10,000.00	\$0.00	\$10,000.00	NA
Advertising	\$42,474.55	\$38,889.10	\$3,585.45	9.2%
Amortisation of setup costs	\$13,180.34	\$15,629.00	-\$2,448.66	(15.7)%
Bad Debt	\$0.00	\$6,432.07	-\$6,432.07	(100.0)%
Bank Charges	\$2,162.69	\$2,503.26	-\$340.57	(13.6)%
Bank Merchant Charges	\$2,606.13	\$831.16	\$1,774.97	213.6%
Cleaning Expenses	\$7,290.24	\$3,906.87	\$3,383.37	86.6%
Commissions Paid	\$97,505.70	\$69,518.63	\$27,987.07	40.3%
Computer Expenses	\$15,268.63	\$13,015.10	\$2,253.53	17.3%
Consulting	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Depreciation	\$126,771.00	\$121,359.55	\$5,411.45	4.5%
Donations	\$5,161.82	\$384.00	\$4,777.82	1,244.2%
Electricity	\$22,533.68	\$20,740.54	\$1,793.14	8.6%
FBT Expense	\$4,603.65	\$1,455.59	\$3,148.06	216.3%
Filing Fees	\$267.00	\$263.00	\$4.00	1.5%
Freight Paid - Packaged	\$182,036.18	\$172,478.91	\$9,557.27	5.5%
Gas & Cylinder Hire	\$22,320.72	\$21,211.52	\$1,109.20	5.2%
Grape Levy	\$5,633.93	\$27,181.97	-\$21,548.04	(79.3)%
Hire of Plant & Equipment	\$8,703.00	\$18,441.23	-\$9,738.23	(52.8)%
Insurance - General	\$71,272.77	\$54,961.34	\$16,311.43	29.7%
Interest Paid				
Westpac Interest	\$44,181.72	\$57,166.34	-\$12,984.62	(22.7)%
Bank Overdraft Interest	\$880.85	\$2,541.40	-\$1,660.55	(65.3)%
Hire Purchase Interest	\$121,271.68	\$99,734.51	\$21,537.17	21.6%
Total Interest Paid	\$166,334.25	\$159,442.25	\$6,892.00	4.3%
Legal Fees	\$330.00	\$34,519.57	-\$34,189.57	(99.0)%
Licences, Fees & Registration	\$14,165.57	\$16,960.38	-\$2,794.81	(16.5)%

This report includes Year-End Adjustments.

Profit & Loss [Last Year Analysis]

July 2019 To June 2020

	This Year	Last Year	\$ Difference	% Difference
Loss on disposal - fixed asset	\$7,191.85	\$0.00	\$7,191.85	NA
Motor Vehicle Expenses				
MV - Fuel & Oil	\$13,937.52	\$15,935.75	-\$1,998.23	(12.5)%
MV - Registration	\$4,665.48	\$5,380.03	-\$714.55	(13.3)%
MV - Repairs & Maintenance	\$10,858.12	\$19,975.02	-\$9,116.90	(45.6)%
Total Motor Vehicle Expenses	\$29,461.12	\$41,290.80	-\$11,829.68	(28.6)%
Payroll Tax	\$20,845.37	\$32,498.11	-\$11,652.74	(35.9)%
Printing, Postage & Stationery	\$4,806.17	\$2,977.55	\$1,828.62	61.4%
Rent - Business Premises	\$384,999.96	\$40,000.00	\$344,999.96	862.5%
Repairs & Main - Plant & Equip	\$83,891.44	\$58,332.14	\$25,559.30	43.8%
Salaries & Wages	\$356,130.47	\$427,679.94	-\$71,549.47	(16.7)%
Salaries and Wages - Sales	\$94,691.66	\$0.00	\$94,691.66	NA
Salaries and Wages - Geoff	\$33,625.00	\$0.00	\$33,625.00	NA
Salaries - LSL and AL	\$26,237.09	\$17,587.91	\$8,649.18	49.2%
Staff Amenities & OHS	\$14,595.62	\$13,705.92	\$889.70	6.5%
Staff Training	\$3,110.16	\$0.00	\$3,110.16	NA
Storage	\$57,992.05	\$81,812.87	-\$23,820.82	(29.1)%
Superannuation	\$51,992.29	\$57,770.32	-\$5,778.03	(10.0)%
Telephone	\$9,019.21	\$9,352.41	-\$333.20	(3.6)%
Travelling Expenses - Local	\$22,753.71	\$22,650.83	\$102.88	0.5%
Travelling Expenses - Internat	\$27,343.25	\$8,887.70	\$18,455.55	207.7%
Wine Purchases - Compare Taste	\$4,230.76	\$0.00	\$4,230.76	NA
Workcover	\$10,723.49	\$11,019.13	-\$295.64	(2.7)%
Total Expenses	\$2,076,152.52	\$1,655,619.71	\$420,532.81	25.4%
Operating Profit	\$1,497,224.73	\$2,214,725.49	-\$717,500.76	(32.4)%
Other Income				
Interest Received	\$84,849.02	\$27,335.09	\$57,513.93	210.4%
Profit on Sale of Asset	\$22,411.29	\$42,874.00	-\$20,462.71	(47.7)%
Total Other Income	\$107,260.31	\$70,209.09	\$37,051.22	52.8%
Other Expenses				
Income Tax Expense	\$72,205.80	\$461,150.70	-\$388,944.90	(84.3)%
Total Other Expenses	\$72,205.80	\$461,150.70	-\$388,944.90	(84.3)%
Net Profit/(Loss)	\$1,532,279.24	\$1,823,783.88	-\$291,504.64	(16.0)%

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