

Actual / Forecast	Fact 2014												Annual budget FY 2015				Fact 2013				Modeling test						
	FY Months:	Apr/2014	May/2014	Jun/2014	Jul/2014	Aug/2014	Sep/2014	Oct/2014	Nov/2014	Dec/2014	Jan/2015	Feb/2015	Mar/2015	FY	% to NTS	FY	% to NTS	var abs	var %	FY	% to NTS	var abs	var %	FY	% to NTS	var abs	var %
Volume (sell out)	0	0	0	0	0	0	0	0	0	0	2 861	2 538	1827	7 226	0.00%	41 771 456	100.00%	41 771 456	100%	0	0.00%	0	0%	53 750	126.3%	53 750	126.3%
Revenue	0	0	0	0	0	0	0	0	0	0	2 861	2 538	1 827	7 226	0.00%	41 771 456	100.00%	41 771 456	100%	0	0.00%	0	0%	53 750	126.3%	53 750	126.3%
Wholesale of vehicles	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	36 977 080	88.52%	36 977 080	88.52%	0	0.00%	0	0%	0	0.00%	0	0%
Revenue, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	31 759 674	75.81%	31 759 674	75.81%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Revenue, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	969 191	2.32%	969 191	2.32%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Revenue, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	4 853 143	11.61%	4 853 143	11.61%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Revenue, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Price concession (Credit program)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(548 968)	-1.31%	(548 968)	-1.31%	0	0.00%	0	0%	0	0.00%	0	0%
Return of new vehicles	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(65 963)	-0.16%	(65 963)	-0.16%	0	0.00%	0	0%	0	0.00%	0	0%
Wholesale of spare parts	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	1 794 376	4.29%	1 794 376	4.29%	0	0.00%	0	0%	0	0.00%	0	0%
Revenue, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	1 794 376	4.29%	1 794 376	4.29%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Revenue, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	418 969	1.00%	418 969	1.00%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0%	0	0%
Revenue, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	572 501	1.37%	572 501	1.37%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	80 000	0.19%	80 000	0.19%	0	0.00%	0	0%	0	0.00%	0	0%
Revenue, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Discount, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Price concession (Credit program)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(11 145)	-0.03%	(11 145)	-0.03%	0	0.00%	0	0%	0	0.00%	0	0%
Return of new vehicles	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(34 338 920)	-82.24%	(34 338 920)	-82.24%	0	0.00%	0	0%	0	0.00%	0	0%
Wholesale of spare parts (COGS)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(31 748 965)	-75.80%	(31 748 965)	-75.80%	0	0.00%	0	0%	6 627	15.5%		
CF EDV, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(25 053 468)	-60.00%	(25 053 468)	-60.00%	0	0.00%	0	0%	0	0.00%	0	0%
Duty, standard	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(1 786 188)	-4.28%	(1 786 188)	-4.28%	0	0.00%	0	0%	0	0.00%	0	0%
CF EDV, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(765 718)	-1.83%	(765 718)	-1.83%	0	0.00%	0	0%	0	0.00%	0	0%
Duty, demo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(460 809)	-1.10%	(460 809)	-1.10%	0	0.00%	0	0%	0	0.00%	0	0%
CF EDV, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(3 242 392)	-7.76%	(3 242 392)	-7.76%	0	0.00%	0	0%	0	0.00%	0	0%
Duty, fleet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(303 272)	-0.73%	(303 272)	-0.73%	0	0.00%	0	0%	0	0.00%	0	0%
CF EDV, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Duty, courtesy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Price concession (Credit program)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Return of new vehicles	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0	0.00%	0	0%	0	0.00%	0	0%
Wholesale of spare parts (COGS)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(2 588 970)	-6.20%	(2 588 970)	-6.20%	0	0.00%	0	0%	0	0.00%	0	0%
COGS, accessories	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(1 018 612)	-2.44%	(1 018 612)	-2.44%	0	0.00%	0	0%	0	0.00%	0	0%
COGS, cl	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(284 674)	-0.68%	(284 674)	-0.68%	0	0.00%	0	0%	0	0.00%	0	0%
COGS, other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(307 675)	-0.74%	(307 675)	-0.74%	0	0.00%	0	0%	0	0.00%	0	0%
Wholesale of spare parts returns (COGS)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(21 911)	-0.05%	(21 911)	-0.05%	0	0.00%	0	0%	0	0.00%	0	0%
Cost of goods sold, %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00%	6.7%	16.20%	6.7%	16.20%	0.0%	0.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GM1 (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	5 227 130	12.51%	5 227 130	12.51%	0	0.00%	0	0%	0	0.00%	0	0%
GM1 (spare parts)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	2 205 406	5.28%	2 205 406	5.28%	0	0.00%	0	0%	0	0.00%	0	0%
GM1 (spare parts), %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00%	46.0%	109.8%	46.0%	109.8%	0.0%	0.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GM1, %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00%	7.43%	17.79%	7.43%	17.79%	0.0%	0.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Direct expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(3 933 382)	-9.42%	(3 933 382)	-9.42%	0	0.00%	0	0%	0	0.00%	0	0%
Direct employee expenses (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(89 581)	-0.21%	(89 581)	-0.21%	0	0.00%	0	0%	0	0.00%	0	0%
Wages and salaries (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(51 167)	-0.12%	(51 167)	-0.12%	0	0.00%	0	0%	0	0.00%	0	0%
Business (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(8 345)	-0.02%	(8 345)	-0.02%	0	0.00%	0	0%	0	0.00%	0	0%
LIST (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(9 528)	-0.02%	(9 528)	-0.02%	0	0.00%	0	0%	0	0.00%	0	0%
Medical insurance (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(1 918)	-0.00%	(1 918)	-0.00%	0	0.00%	0	0%	0	0.00%	0	0%
Insurance against accidents (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(1 288)	-0.00%	(1 288)	-0.00%	0	0.00%	0	0%	0	0.00%	0	0%
Meals (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	(1 981)	-0.00%	(1 981)	-0.00%	0	0.00%	0	0%	0	0.00%	0	0%
Financial aid (vehicles)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0	0.00%	0	0%	0							