



Entity 1 Finance & Operations Review

For Reference - Sample Only

Inventory – Big Decreases, but More Work Required

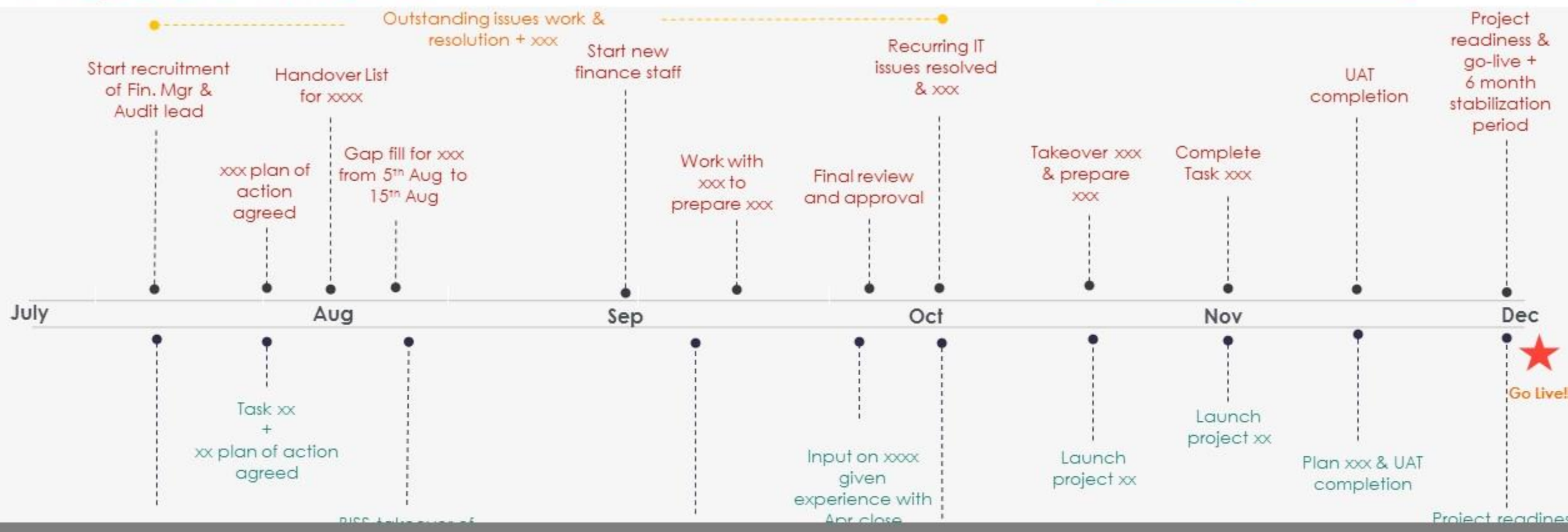
SoH Comparison

Line of Business	NOV		MAY	
	Qty	Value (millions)	Qty	Value (millions)
Project 1 inventory	334	\$0.19	1,959	\$0.98
Main product position	83,003	\$11.29	112,157	\$14.43
Other	64,383	\$11.05	84,575	\$12.99
▪ Type 1	31,054	\$6.67	32,260	\$6.20
▪ Type 2	15,408	\$1.83	12,902	\$1.61
▪ Type 3	14,995	\$1.88	33,630	\$4.11
▪ Type 4	2,926	\$0.65	5,783	\$1.06
Special Programs	23,875	\$1.19	23,524	\$1.08
Total	171,595	\$23.72	222,215	\$29.49

- Note: Peak holding = end of Feb SoH of 383k units & \$58.8M value
- July 1st Update: 145k units and \$20M USD value

Proposed Timeline

Scenarios: **Ideal** **Rushed**

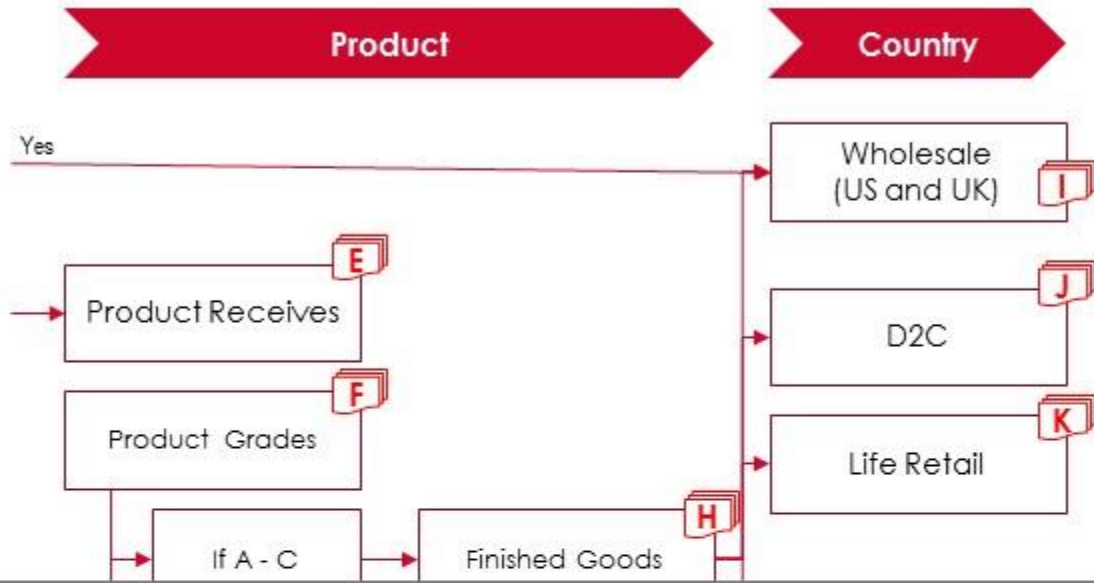


6-Month Stabilization Period Timeline & Requirements



- **Point 1** – The ideal scenario coming into this period is that we have (i) handed over to Mr.A in orderly fashion and (ii) been given an extended timeline on project implementation. Doing this will allow staff the time they need to sort through current challenges and impending understaffing.
- **Point 2**- We propose a xxxxxx to staff who stay through 31st Jan *and* are supportive of transfer and project go live.
- **Point 3**- If the company wishes to make xxxxxxxx to staff who stay through 31st Jan 199

Operational flow



Category	Lead Time	Costing	Notes
E	1 day	Included in service	Same day
F	6 days	Service fee = \$15.30 Components Grading = 0.80 c Freight = \$1.50 Diagnostic cost = 0.40 c	8k per day
G	14-21 days	U,B&P = \$17 Repair = \$25	Dependent on demand
H	2 days	N/A	Reporting from xxx Conversion in ERP
US - UK	Transit 2 days	See point F Service fee	

Operational Flow with Costing

Category	Lead Time	Costing	Notes
A - C	One month	N/A	Account manger UK
D	1 day	N/A	Arrives before stock
US - UK	Transit 1-3 days	\$5.00	Friday - Monday
E	1 day	Included in service	Same day
F	6 days	Service fee = \$15.30 Components Grading = 0.72 c	8k per day

Charge Item	UOM	Rate (USD)
Handling IN	Pallet	5.40
	Carton	0.65
Handling OUT	Pallet	5.40
	Carton	0.65
	Unit	0.12



FY P&L Forecast

RP P&L Expanded

Company xx

USD

	2019					
	YTD Dec '18	Q1	Q2	Q3	Q4	Year to Date Total
Net_Revenue Net Revenue	432,358,460	89,120,141	82,403,063	16,136,605	43,904,551	231,564,360
Cost of Revenue	456,323,249	97,767,959	83,002,611	15,765,287	41,388,511	237,924,369
Gross Profit	(23,964,789)	(8,647,817)	(599,549)	371,318	2,516,040	(6,360,008)