

**Club Jervis Bay Ltd - Members Report**  
**September 2018 Quarter**

	Actual (QTR)
<b>DIRECT TRADING</b>	
<b>BULK BEER</b>	
SALES	184,756
LESS: Cost of sales	76,319
<b>GROSS MARGIN</b>	<b>108,436</b>
<b>BOTTLES AND CANS</b>	
SALES	15,643
LESS: Cost of sales	7,312
<b>GROSS MARGIN</b>	<b>8,331</b>
<b>WINES AND SPIRITS</b>	
SALES	128,927
LESS: Cost of sales	41,290
<b>GROSS MARGIN</b>	<b>87,637</b>
<b>LESS DIRECT EXPENSES</b>	
BAR REQUISITES	29
BAR WAGES	67,906
	67,935
<b>NET BAR CONTRIBUTION</b>	<b>136,469</b>
<b>POKER MACHINES</b>	
NET MACHINE REVENUE	713,722
CMS PM MONITORING	12,409
REPAIRS & MAINTENANCE	6,628
WAGES	71,269
STATE DUTY	118,750
PM GST OFFSET	-17,180
	230,272
<b>POKER MACHINE NET PROFIT</b>	<b>483,450</b>
<b>CATERING</b>	
SALES	456,330
LESS COST OF SALES	178,120
<b>GROSS MARGIN</b>	<b>278,210</b>
<b>LESS DIRECT EXPENSES</b>	
WAGES	222,501
LIGHTING AND HEATING	12,697
ANCILLIARY FUNCTION ITEMS	
SUNDRY EXPENSES	274
REPAIRS AND MAINTENANCE	2,432
	239,078
<b>NET CATERING CONTRIBUTION</b>	<b>39,133</b>

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	<b>Actual (QTR)</b>
CLUBROOM EXPENSES	64,101
MEMBERS AMENITIES	34,122
ENTERTAINMENT	51,153
<b>SOCIAL ACTIVITIES</b>	
RECEIPTS	51,954
PAYMENTS	92,769
NET INCREASE/DECREASE	-40,815
<b>SUB CLUBS</b>	
RECEIPTS	10,072
PAYMENTS	6,415
NET INCREASE/DECREASE	3,657
KENO	-747
TAB	3,288
<b>BAR PROFIT</b>	<b>136,469</b>
<b>POKER MACHINE PROFIT</b>	<b>483,450</b>
<b>CATERING PROFIT</b>	<b>39,133</b>
	659,051
PROFIT/(LOSS)	659,051
OTHER INCOME	61,250
SUBSIDIARY ACCOUNTS	26,633
INCOME AFTER DIRECT COSTS	685,684
LESS OVERHEAD EXPENSES	634,907
TOTAL CASH INFLOWS	685,684
TOTAL CASH OUTFLOWS	634,907
NET PROFIT	50,777
EBITA (EARNING BEFORE INTEREST TAX & AMORTISATION)	135,077