

INCOME STATEMENT	1 Feb-19	% Allocation Of Revenue	2 Feb-20	% Increase Prior Year	% Allocation Of Revenue	3 Feb-21	% Increase Prior Year	% Allocation Of Revenue	4 Feb-22	% Increase Prior Year	% Allocation Of Revenue	5 Feb-23	% Increase Prior Year	% Allocation Of Revenue
Revenue	11,488,000	98.71%	26,867,800	133.88%	99.43%	33,014,380	22.88%	99.52%	40,124,098	21.54%	99.59%	48,328,116	20.45%	99.65%
Membership Levies: Growers	11,040,000	94.86%	26,400,000	139.13%	97.70%	32,524,800	23.20%	98.04%	39,610,560	21.79%	98.32%	47,788,224	20.65%	98.54%
Membership Fees: Associate	72,000	0.62%	79,200	10.00%	0.29%	87,120	10.00%	0.26%	95,832	10.00%	0.24%	105,415	10.00%	0.22%
Membership Fees: Growers	250,000	2.15%	250,000	0.00%	0.93%	250,000	0.00%	0.75%	250,000	0.00%	0.62%	250,000	0.00%	0.52%
Membership Fees: Handlers	102,000	0.88%	112,200	10.00%	0.42%	123,420	10.00%	0.37%	135,762	10.00%	0.34%	149,338	10.00%	0.31%
Membership Fees: Nurseries	24,000	0.21%	26,400	10.00%	0.10%	29,040	10.00%	0.09%	31,944	10.00%	0.08%	35,138	10.00%	0.07%
Other income	150,000	1.29%	154,500	3.00%	0.57%	159,135	3.00%	0.48%	163,909	3.00%	0.41%	168,826	3.00%	0.35%
Interest Received	150,000	1.29%	154,500	3.00%	0.57%	159,135	3.00%	0.48%	163,909	3.00%	0.41%	168,826	3.00%	0.35%
TOTAL INCOME	11,638,000	100.00%	27,022,300	132.19%	100.00%	33,173,515	22.76%	100.00%	40,288,007	21.45%	100.00%	48,496,942	20.38%	100.00%
TOTAL EXPENSES	11,568,037	99.40%	26,514,693	129.21%	98.12%	32,599,452	22.95%	98.27%	39,786,664	22.05%	98.76%	47,994,196	20.63%	98.96%
Administration Expenses	2,337,037	20.08%	2,897,472	23.98%	10.72%	3,658,543	26.27%	11.03%	4,501,071	23.03%	11.17%	5,440,102	20.86%	11.22%
-Advertising, Branding and Promotional Expenses	725,000	6.23%	942,500	30.00%	3.49%	1,225,250	30.00%	3.69%	1,592,825	30.00%	3.95%	2,070,673	30.00%	4.27%
-Audit Fees	32,003	0.27%	34,243	7.00%	0.13%	36,640	7.00%	0.11%	39,205	7.00%	0.10%	41,950	7.00%	0.09%
-Bad Debts	12,000	0.10%	12,840	7.00%	0.05%	13,739	7.00%	0.04%	14,701	7.00%	0.04%	15,730	7.00%	0.03%
-Bank Charges	7,810	0.07%	8,357	7.00%	0.03%	8,942	7.00%	0.03%	9,568	7.00%	0.02%	10,237	7.00%	0.02%
-Collection Admin Fees	110,400	0.95%	264,000	139.13%	0.98%	325,248	23.20%	0.98%	396,106	21.79%	0.98%	477,882	20.65%	0.99%
-Courier & Postage Fees	4,000	0.03%	4,280	7.00%	0.02%	4,580	7.00%	0.01%	4,900	7.00%	0.01%	5,243	7.00%	0.01%
-Entertainment	4,000	0.03%	4,280	7.00%	0.02%	4,580	7.00%	0.01%	4,900	7.00%	0.01%	5,243	7.00%	0.01%
-Events, Functions and Meetings	35,000	0.30%	37,450	7.00%	0.14%	40,072	7.00%	0.12%	42,877	7.00%	0.11%	45,878	7.00%	0.09%
-General Expenses	12,000	0.10%	12,840	7.00%	0.05%	13,739	7.00%	0.04%	14,701	7.00%	0.04%	15,730	7.00%	0.03%
-Insurance	26,000	0.22%	27,820	7.00%	0.10%	29,767	7.00%	0.09%	31,851	7.00%	0.08%	34,081	7.00%	0.07%
-Legal Fees	140,000	1.20%	149,800	7.00%	0.55%	160,286	7.00%	0.48%	171,506	7.00%	0.43%	183,511	7.00%	0.38%
-Membership Fees	188,384	1.62%	234,940	24.71%	0.87%	491,612	109.25%	1.48%	708,196	44.06%	1.76%	883,989	24.82%	1.82%
-Publications and Media	250,300	2.15%	267,821	7.00%	0.99%	286,568	7.00%	0.86%	306,628	7.00%	0.76%	328,092	7.00%	0.68%
-Repairs & Maintenance: General	4,000	0.03%	4,280	7.00%	0.02%	4,580	7.00%	0.01%	4,900	7.00%	0.01%	5,243	7.00%	0.01%
-Shared Services: Outsourced	635,640	5.46%	730,986	15.00%	2.71%	840,634	15.00%	2.53%	966,729	15.00%	2.40%	1,111,738	15.00%	2.29%
-Staff Benefits & Welfare	12,000	0.10%	12,840	7.00%	0.05%	13,739	7.00%	0.04%	14,701	7.00%	0.04%	15,730	7.00%	0.03%
-Staff and Other Refreshments	16,000	0.14%	17,120	7.00%	0.06%	18,318	7.00%	0.06%	19,601	7.00%	0.05%	20,973	7.00%	0.04%
-Staff Training	60,000	0.52%	64,200	7.00%	0.24%	68,694	7.00%	0.21%	73,503	7.00%	0.18%	78,648	7.00%	0.16%
-Stationery & Printing	5,500	0.05%	5,885	7.00%	0.02%	6,297	7.00%	0.02%	6,738	7.00%	0.02%	7,209	7.00%	0.01%
-Subscriptions	30,000	0.26%	32,100	7.00%	0.12%	34,347	7.00%	0.10%	36,751	7.00%	0.09%	39,324	7.00%	0.08%
-Telephone & Telefax	27,000	0.23%	28,890	7.00%	0.11%	30,912	7.00%	0.09%	40,186	30.00%	0.10%	42,999	7.00%	0.09%
Employee and Director Compensation Expenses	3,858,000	33.15%	4,173,350	8.17%	15.44%	4,485,103	7.47%	13.52%	5,452,855	21.58%	13.53%	5,834,555	7.00%	12.03%
Special Projects	1,273,000	10.94%	1,362,110	7.00%	5.04%	1,457,458	7.00%	4.39%	1,559,480	7.00%	3.87%	1,668,643	7.00%	3.44%
Research and Development Expenses	1,316,000	11.31%	12,182,561	825.73%	45.08%	15,827,747	29.92%	47.71%	19,552,378	23.53%	48.53%	24,634,575	25.99%	50.80%
Transformation Expenses	2,208,000	18.97%	5,280,000	139.13%	19.54%	6,504,960	23.20%	19.61%	7,922,112	21.79%	19.66%	9,557,645	20.65%	19.71%
Travel and Accommodation Expenses	576,000	4.95%	619,200	7.50%	2.29%	665,640	7.50%	2.01%	798,768	20.00%	1.98%	858,676	7.50%	1.77%
NET SURPLUS / (DEFICIT) FOR THE PERIOD	69,963	0.60%	507,607	625.54%	1.88%	574,063	13.09%	1.73%	501,343	-12.67%	1.24%	502,746	0.28%	1.04%