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## YOGA ON THE LAKE INCOME STATEMENT BY MONTH 2023 (US DOLLARS)

	JAN % 2023 OF	FEB % 2023 OF	MAR % 2023 OF ACTUAL N.S	APR % 2023 OF ACTUAL N.S	MAY % 2023 OF	JUN % 2023 OF ACTUAL N.S	JUL % 2023 OF	AUG % 2023 OF ACTUAL N.S	SEP % 2023 OF ACTUAL N.S	OCT % 2023 OF	NOV % 2023 OF	DEC % 2023 OF ACTUAL N.S.	P13 2023	YEAR 2023	% % OF CHG	YEAR % 2023 OF	% CHG
NET SALES	ACTUAL N.S. 59,273 100.0	ACTUAL N.S. 65.865 100.0	68.894 100.0	ACTUAL N.S. 68.601 100.0	ACTUAL N.S. 56.317 100.0	62.100 100.0	ACTUAL N.S. 64.772 100.0	60.563 100.0	ACTUAL N.S. 60.473 100.0	62.822 100.0	ACTUAL N.S. 69.403 100.0	ACTUAL N.S. 67,475 100.0	ACTUAL	766,556	N.S. 2022 100.0 16.6	PLAN N.S. 720,886 100,0	PLAN 6.3
COST OF SALES	8,405 14.2	4,415 6.7	11,002 16.0	9,663 14.1	8,202 14.6	8,000 12.9	11,783 18.2	8,795 14.5	8,958 14.8	9,931 15.8	15,494 22.3	11,451 17.0	(1,957)	114,141	14.9 0.8	97,704 13.6	16.8
GROSS INCOME	50,868 85.8	61,450 93.3	57,892 84.0	58,939 85.9	48,114 85.4	54,100 87.1	52,989 81.8	51,768 85.5	51,515 85.2	52,891 84.2	53,909 77.7	56,024 83.0	1,957	652,416	85.1 19.9	623,182 86.4	4.7
SALARIES & WAGES	18,779 31.7	24,019 36.5 3.234 4.9	16,282 23.6 3.204 4.7	17,845 26.0 3.272 4.8	17,355 30.8 3.182 5.6	18,693 30.1	18,010 27.8 3.100 4.8	19,263 31.8	16,927 28.0	21,133 33.6 3.845 6.1	19,367 27.9	19,608 29.1	0	227,280 43.022	29.6 19.7 5.6 38.6	249,185 34.6 51.149 7.1	(8.8)
FRINGE BENEFITS REPAIRS & MAINTENANCE	3,592 6.1 950 1.6	3,234 4.9 1.798 2.7	3,204 4.7 1,240 1.8	3,272 4.8 1.011 1.5	3,182 5.6 1,558 2.8	3,377 5.4 846 1.4	3,100 4.8 561 0.9	4,421 7.3 382 0.6	3,816 6.3 383 0.6	3,845 6.1 751 1.2	4,089 5.9 11 0.0	3,884 5.8 473 0.7	,	9,973	5.6 38.6 1.3 3.9	51,149 7.1 10.885 1.5	(15.9)
UTILITIES	2,280 3.8	2,192 3.3	2,051 3.0	2,135 3.1	1,504 2.7	1,557 2.5	1,386 2.1	1,275 2.1	1,352 2.2	1,365 2.2	1,283 1.8	1,860 2.8	0	20,240	2.6 3.1	23,556 3.3	V/
SUPPLIES	3,223 5.4	468 0.7	906 1.3	706 1.0	1,047 1.9	1,605 2.6	913 1.4	1,468 2.4	1,282 2.1	1,395 2.2	620 0.9	1,728 2.6	444	15,805	2.1 23.7	9,846 1.4	
ADVERTISING	1,463 2.5	2,091 3.2	908 1.3	1,196 1.7	1,216 2.2	1,503 2.4	1,233 1.9	1,638 2.7	1,728 2.9	2,801 4.5	2,565 3.7	2,302 3.4	(3)	20,642	2.7 10.5	17,966 2.5	14.9
MARKETING	529 0.9	559 0.8	608 0.9	538 0.8	596 1.1	666 1.1	717 1.1	617 1.0	887 1.5	986 1.6	1,101 1.6	815 1.2	31	8,649	1.1 84.3	7,059 1.0	
RESORT SELLING	0 0.0 1.879 3.2	0 0.0 1.383 2.1	0 0.0 1.799 2.6	0 0.0 1.676 2.4	0 0.0 1.561 2.8	0 0.0 1.674 2.7	0 0.0 1.774 2.7	0 0.0 1.477 2.4	0 0.0 1.450 2.4	0 0.0 1.887 3.0	0 0.0 2.057 3.0	0 0.0 1.907 2.8	0	0 20,521	0.0 0.0 2.7 1.2	0 0.0 21.287 3.0	
CREDIT CARD SERVICE FEE OTHER	1,879 3.2 9,988 16.9	1,383 2.1 10,814 16.4	1,799 2.6 9,466 13.7	1,676 2.4 9,412 13.7	1,561 2.8 13,570 24.1	1,674 2.7 9,653 15.5	1,774 2.7	1,477 2.4 8,733 14.4	1,450 2.4 9,018 14.9	1,887 3.0 12,610 20.1	2,057 3.0 9,409 13.6	1,907 2.8 11,791 17.5	832	127,390	2.7 1.2 16.6 33.9	21,287 3.0 90,540 12.6	
DIRECT OPERATING EXPENSE	42,684 72.0	46,558 70.7	36,464 52.9	37,791 55.1	41,588 73.8	39,574 63.7	39,786 61.4	39.274 64.8	36,842 60.9	46,772 74.5	40,502 58.4	44,366 65.8	1,320	493.522	64.4 22.8	481,472 66.8	
DIRECT OPERATING INCOME (LOSS)	8,184 13.8	14.892 22.6	21.428 31.1	21.148 30.8	6.526 11.6	14.526 23.4	13,203 20.4	12.494 20.6	14,674 24.3	6.119 9.7	13.407 19.3	11.658 17.3	637	158.894	20.7 11.6	141.710 19.7	12.1
DEPRECIATION	1.242 2.1	1.240 1.9	1.245 1.8	1.254 1.8	1.247 2.2	1248 20	1.250 1.9	1.248 2.1	1.246 2.1	1 247 2 0	1 249 18	1.248 1.8	007	14.964	20.7 11.0	17,425 2.4	(14.1)
PROPERTY TAX	228 0.4	(417) (0.6)	216 0.3	216 0.3	216 0.4	216 0.3	216 0.3	216 0.4	216 0.4	216 0.3	216 0.3	216 0.3	116	2,086	0.3 (22.5)	2,716 0.4	(23.2)
SYSTEMS COSTS	803 1.4	835 1.3	796 1.2	813 1.2	837 1.5	808 1.3	814 1.3	726 1.2	732 1.2	740 1.2	553 0.8	497 0.7	8	8,961	1.2 2.5	9,823 1.4	
GROUP ADMINISTRATIVE	1,522 2.6	1,414 2.1	1,500 2.2	1,460 2.1	1,520 2.7	1,590 2.6	1,525 2.4	1,810 3.0	1,749 2.9	1,955 3.1	1,787 2.6	2,255 3.3	184	20,269	2.6 4.9	20,121 2.8	0.7
INDIRECT OPERATING EXPENSE	3,795 6.4	3,071 4.7	3,757 5.5	3,743 5.5	3,821 6.8	3,862 6.2	3,805 5.9	3,999 6.6	3,943 6.5	4,157 6.6	3,805 5.5	4,216 6.2	307	46,281	6.0 3.7	50,085 6.9	(7.6)
TOTAL OPERATING EXPENSE	46,479 78.4	49,629 75.3	40,221 58.4	41,534 60.5	45,409 80.6	43,436 69.9	43,591 67.3	43,273 71.5	40,784 67.4	50,929 81.1	44,307 63.8	48,582 72.0	1,628	539,803	70.4 20.9	531,557 73.7	1.6
OPERATING INCOME (LOSS)	4,389 7.4	11,821 17.9	17,671 25.6	17,405 25.4	2,705 4.8	10,664 17.2	9,399 14.5	8,494 14.0	10,731 17.7	1,961 3.1	9,602 13.8	7,442 11.0	329	112,613	14.7 15.2	91,625 12.7	
BES	57 0.1	56 0.1	56 0.1	56 0.1	56 0.1	56 0.1	56 0.1	56 0.1	56 0.1	55 0.1	67 0.1	55 0.1	0	686	0.1 7.0	398 0.1	72.6
CORPORATE ADMINISTRATIVE	296 0.5	329 0.5	344 0.5	343 0.5	282 0.5	311 0.5	324 0.5	303 0.5	302 0.5	314 0.5	347 0.5	337 0.5	0	3,833	0.5 16.6	3,604 0.5	
INTEREST EXPENSE	273 0.5	243 0.4	261 0.4	279 0.4	272 0.5	274 0.4	293 0.5	287 0.5	277 0.5	263 0.4	258 0.4	241 0.4	0	3,220	0.4 (4.8)	3,392 0.5	
INTEREST (INCOME) OTHER(INCOME) DEDUCTIONS	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 0.0	0 0.0	0 0.0	0	0	0.0 0.0	0 0.0	0.0
TOTAL CORPORATE EXPENSE	626 1.1	628 1.0	662 1.0	679 1.0	610 1.1	641 1.0	673 1.0	646 1.1	636 1.1	633 1.0	672 1.0	634 0.9	- 0	7,739	1.0 5.8	7.394 1.0	4.7
CORPORATE INCOME (LOSS)	3,764 6.4	11,192 17.0	17,009 24.7	16,726 24.4	2,095 3.7	10,023 16.1	8,726 13.5	7,848 13.0	10,095 16.7	1,328 2.1	8,930 12.9	6,808 10.1	329	104,874	13.7 15.9	84,230 11.7	24.5
CAPITAL PROJECT EXPENSE	(413) (0.7)	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 0.0	0 0.0	0	(413)	(0.1) (104.4)	2,000 0.3	
EXTRA. (INCOME) EXPENSE INCOME BEFORE TAX	0 0.0 4.177 7.0	0 0.0	17.009 24.7	0 0.0	2,095 3.7	10,023 16.1	0 0.0 8.726 13.5	7,848 13.0	0 0.0	1,328 2.1	0 0.0 8.930 12.9	6.808 10.1	329	105,287	13.7 29.8	0 0.0 82,230 11.4	
PROV FOR INCOME TAX	1,086 1.8	2,910 4.4	4,422 6.4	4,349 6.3	545 1.0	2,606 4.2	2,269 3.5	2,040 3.4	2,625 4.3	345 0.5	2,322 3.3	1,770 2.6	86	27,375	3.6 29.8	21,380 3.0	
NET INCOME	3,091 5.2	8,282 12.6	12,587 18.3	12,377 18.0	1,550 2.8	7,417 11.9	6,457 10.0	5,807 9.6	7,470 12.4	983 1.6	6,608 9.5	5,038 7.5	244	77,912	10.2 29.8	60,851 8.4	
TOTAL CAPITAL EMPLOYED	211,995	196,215	207,158	213,277	218,012	218,933	211,672	215,754	223,521	213,253	206,171	192,124		210,674		217,793	=
NOPAT	3,293 5.6	8,462 12.8	12,780 18.5	12,584 18.3	1,752 3.1	7,620 12.3	6,673 10.3	6,020 9.9	7,675 12.7	1,178 1.9	6,799 9.8	5,216 7.7	244	80,295	10.5	63,361 8.8	
LESS: CAPITAL CHARGE	1,943	1,799	1,899	1,955	1,998	2,007	1,940	1,978	2,049	1,955	1,890	1,761		23,174		23,957	
SVA	1,349	6,663	10,881	10,629	(247)	5,613	4,733	4,042	5,627	(777)	4,909	3,455	244	57,121		39,404	
TURNOVER RETURN ON CAPITAL EMPLOYED	3.36 18.6	4.03 51.8	3.99 74.0	3.86 70.8	3.10 9.6	3.40 41.8	3.67 37.8	3.37 33.5	3.25 41.2	3.54 6.6	4.04 39.6	4.21 32.6		3.64 38.1		3.31 29.1	
	10.0				1,550		6,457		7,470		6,608		044	77,912			
NET INCOME EXP NOT REQ USE OF CASH	3,091	8,282	12,587	12,377		7,417		5,807		983		5,038	244			60,851	
PROVISION FOR DEPRECIATION	1,242	1,240	1,245	1,254	1,247	1,248	1,250	1,248	1,246	1,247	1,249	1,248	0	14,964		17,425	
AMORT OF INTANGIBLES RESTRUCTURING	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
INCOME TAX ACCRUAL	1,086	2,910	4,422	4,349	545	2,606	2,269	2,040	2,625	345	2,322	1,770	86	27,375		21,380	
ACCOUNTS PAYABLE	(1,458)	1.615	4,171	(899)	(1,825)	(670)	2,250	(3,402)	(485)	(1,094)	2,639	(749)	0	93		0	
CUSTOMER DEPOSITS	6,823	(17,711)	(12,453)	(5,438)	(813)	1,096	(470)	5,162	1,073	2,575	433	1,626	0	(18,097)		0	
PAYROLL AND PAYROLL TAXES	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
OTHER NONCASH ITEMS	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
INTEREST EXPENSE ACCRUED	273	243	261	279	272	274	293	287	277	263	258	241	0	3,220		3,392	
ACCRUED EXP & OTHER RES	(8,529)	3,779	8,479	(10,079)	0	22,452	(8,482)	(15,596)	(891)	2,451	952	84	0	(5,380)	_	(6,350)	
FUNDS PROVIDED BY OPERATIONS	2,528	357	18,712	1,844	976	34,423	3,566	(4,453)	11,315	6,771	14,461	9,258	329	100,087		96,697	
ACCOUNTS RECEIVABLE	762	3,693	3,792	1,235	(1,723)	75	(1,939)	(2,572)	1,518	(21)	3,576	95	0	8,491		0	
INVENTORIES INCOME TAX PAYMENTS	15,419	(3,525)	(11,386)	10,697	1,786	(16,965)	3,288	7,389	7,808	1,918	5,197 (2,322)	(1,403)	(9,432)	10,790 (27,375)		(21.380)	
INCOME TAX PAYMENTS INTEREST PAYMENTS	(1,086)	(2,910)	(4,422)	(4,349)	(545)	(2,606)	(2,269)	(2,040)	(2,625)	(345)	(2,322)	(1,770) (241)	(86)	(3,220)		(21,380)	
PENSION TRUST CONTRIBUTION	(273)	(243)	(261)	(279)	(272)	(274)	(293)	(287)	(277)	(263)	(200)	(241)	0	0		(3,382)	
PREPAID EXP AND OTHER ASSETS	273	(17)	50	(474)	408	9	38	(13)	16	(16)	16	(328)	0	(38)	_	0	
FUNDS (REQUIRED) BY OPERATIONS	15,095	(3,002)	(12,228)	6,829	(346)	(19,761)	(1,174)	2,476	6,441	1,272	6,210	(3,648)	(9,518)	(11,352)		(24,772)	
NET FUNDS PROV (REQ'D) BY OPERATIONS	17,623	(2,645)	6,484	8,673	629	14,662	2,392	(1,977)	17,755	8,044	20,671	5,611	(9,188)	88,735		71,925	
FUNDS (INVESTED) IN PPE	1,248 0	0	0	(1,047) 0	0	0	0	0	0	5 0	0	0	0	206 0		(17,000) 0	
DISPOSAL OF PPE NET FUNDS (INVESTED) IN PPE	1,248			(1,047)	0 -		0 -	0 -	0	5	0 -	0 -	0	206	_	(17,000)	
FREE CASH FLOW	18,871	(2,645)	6,484	7,626	629	14,662	2,392	(1,977)	17,755	8,048	20,671	5,611	(9,188)	88,940	-	54,925	