

	Total LOBS ACT 2021	ACT M6 2022	BUD 2022	FC 2022	PLAN 2023	PLAN 2024	PLAN 2025
Metric Tons							
Sales in MT	72,984	34,237	80,800	72,196	76,488	82,453	93,179
Transit in MT	-	-	-	-	-	-	-
Throughput in MT (1st billing)	-	-	-	-	-	-	-
Second billing in MT	-	-	-	-	-	-	-
Jetty / Quay in MT	-	-	-	-	-	-	-
Blending in MT	-	-	-	-	-	-	-
Margins							
Gross Margin distribution	48,586,352	18,730,460	57,376,506	47,023,060	51,497,739	55,503,837	60,421,826
<i>Per MT</i>	665,711	547,081	710,104	651,324	673,275	673,158	648,447
Gross Margin Transit	-	-	-	-	-	-	-
<i>Per MT</i>	-	-	-	-	-	-	-
Storage income	-	-	-	-	-	-	-
<i>Storage income per MT</i>	-	-	-	-	-	-	-
Jetty / Quay fees	-	-	-	-	-	-	-
<i>Jetty/quay fees per MT</i>	-	-	-	-	-	-	-
Blending fees	-	-	-	-	-	-	-
<i>Blending fees per MT</i>	-	-	-	-	-	-	-
Service stations - non fuel revenues	-	-	-	-	-	-	-
Demurrage income (third)	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	-
Transport income	10,401,236	4,645,944	11,514,226	9,217,282	11,462,982	12,253,616	13,973,095
Secondary transport - cost	(10,595,149)	(4,646,509)	(11,514,226)	(9,210,096)	(11,462,982)	(12,253,616)	(13,973,095)
Transport equalization	-	-	-	-	-	-	-
Storage	(9,211)	-	-	-	-	-	-
Internal storage margin transfer	-	-	-	-	-	-	-
Internal retail distribution fee	-	-	-	-	-	-	-
Stock gains and losses	1,262,395	835,247	980,976	1,637,396	896,803	993,971	1,153,224
Other Variable Expenses	(888,909)	(381,993)	(951,705)	(758,219)	(803,297)	(865,937)	(978,588)
Gross profit	48,756,714	19,183,147	57,405,777	47,909,424	51,591,246	55,631,870	60,596,462
<i>GP per MT (excl. Transit)</i>	668,045	560,303	710,467	663,601	674,497	674,711	650,322
<i>Transit GP per MT</i>	-	-	-	-	-	-	-
Direct Operating expenses	(9,401,963)	(4,572,722)	(9,995,305)	(9,193,998)	(9,224,876)	(9,621,933)	(9,965,822)
Shared Operating expenses	-	-	-	-	-	-	-
Direct Commercial expenses	(4,409,684)	(2,373,355)	(4,742,914)	(5,324,526)	(5,430,284)	(5,650,706)	(5,880,316)
Shared Commercial expenses	(549,035)	(168,398)	(7,073)	-	-	-	-
Shared Administrative expenses	(4,710,355)	(2,618,081)	(5,443,495)	(6,117,904)	(6,370,154)	(6,684,197)	(6,979,909)
Total fixed expenses	(19,071,037)	(9,732,556)	(20,188,787)	(20,636,428)	(21,025,314)	(21,956,837)	(22,826,046)
Direct Depreciation	(19,214,924)	(10,364,171)	(21,636,997)	(21,145,732)	(23,393,781)	(24,450,857)	(26,610,207)
Shared Depreciation	(56,793)	(67,647)	(140,344)	(136,604)	(136,604)	(136,604)	(136,604)
Cylinders Deposits	6,785,110	3,378,898	7,124,737	6,781,812	6,874,738	6,910,342	6,876,966
POSA/LOSA	6,150	321,327	-	466,187	-	-	-
Direct Other income/expense	394,184	162,718	-	452,988	283,864	283,864	283,864
Shared Other income/expense	-	-	-	-	-	-	-
Direct Provisions	-	(32,833)	-	(32,833)	-	-	-
Shared Provisions	-	-	-	-	-	-	-
EBIT	17,599,404	2,848,883	22,564,385	13,658,814	14,194,149	16,281,779	18,184,435
Direct Forex	(727,777)	(1,153,173)	-	(2,420,996)	(1,336,131)	(1,360,210)	(1,442,673)
Shared Forex	-	-	-	-	-	-	-
Direct Financial Result	(1,397,076)	(443,173)	(3,064,108)	(1,763,501)	(2,037,291)	(2,348,516)	(2,765,968)
Shared Financial Result	-	-	-	-	-	-	-
Earnings before tax	15,474,550	1,252,537	19,500,278	9,474,318	10,820,728	12,573,052	13,975,794
Income tax	(4,678,774)	(1,201,654)	(5,850,083)	(3,820,644)	(3,254,028)	(3,779,788)	(4,189,425)
Net Profit (Loss) before MI	10,795,777	50,884	13,650,194	5,653,673	7,566,700	8,793,265	9,786,369
Total Gross Profit Allocation	-	-	-	-	-	-	-
Total Expenses Allocation	-	-	-	-	-	-	-
Net Direct Contribution	10,795,777	50,884	13,650,194	5,653,673	7,566,700	8,793,265	9,786,369
EBITDA	30,086,011	9,901,803	37,216,989	28,159,338	30,849,795	33,958,897	38,054,280