|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Profit and Loss Report** | **Arranged according to Company’s unaudited ledger accounts** | | | |
|  |  | **Signed by our office stamp for identification purposes only** | | |
|  |  | **For the year that ended on December 31, 2020** | **For Q4**  **From October 1 until December 31, 2020** | |
|  |  |
|  | **Note №** |  |
|  |  |  |  |  |
| Income | 1 | 192,802,014 \* | 107,975,064 |  |
| Sales Cost | 2 | 177,452,492 | 103,371,456 |  |
| **Gross profit** |  | **15,349,522** | **4,603,608** |  |
| Research and Development expenses | 3 | 1,650,592 | 717,663 |  |
| Operating Costs | 4 | 1,535,598 | 931,848 |  |
| **Operating profit** |  | **12,163,332** | **2,954,097** |  |
| Sales expenses | 5 | 1,670,744 | 583,589 |  |
| Administrative and general expenses | 6 | 3,856,635 | 1,702,414 |  |
| Profit from normal operations |  | 6,635,953 | 668,094 |  |
| Financing expenses | 7 | 632,167 | 319,902 |  |
| **Pre-tax earnings on income** |  | **6,003,786** | **348,192** |  |
| Taxes on Income – Provision |  | 57,852 | 43,711 |  |
| **Net Earnings** |  | **5,945,934** | **304,481** |  |
| **\* Included in revenues, income of NIS 12,670,887 pending payment by clients.   Also, provision made for revenue of NIS 4,366,185** | | | | |
|
| Dotan Eliyahu, CPA | | | | |

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| --- | --- | --- |
| **Note № 1 – Income:** | **Year 2020** | **Q4 2020** |
| Revenue from services provided abroad | 2,987,028 | 1,510,956 |
| Revenue from services provided in Israel | 160,225,887 | 89,889,302 |
| Reimbursement of tax refund and VAT | 29,589,099 | 16,574,806 |
| Total | 192,802,014 | 107,975,064 |
| **Note № 2 – Sales Cost** |  |  |
| Tax and VAT costs | 28,015,727 | 15,640,989 |
| Customs brokerage, forwarding and shipping | 119,085,507 | 72,790,493 |
| Shipment to customers | 30,351,258 | 14,939,974 |
| Total Gross profit | 177,452,492 | 103,371,456 |
| **Note № 3 – Research and Development Expenses:** |  |  |
| R&D salaries & related expenses | 621,311 | 278,397 |
| R&D expenses | 1,029,281 | 439,266 |
| Total | 1,650,592 | 717,663 |
| **Note № 4 – Operating Costs:** |  |  |
| Outsourced customer service | 1,247,222 | 802,308 |
| Servers, storage and logistical services | 140,815 | 81,651 |
| Insurance | 23,507 | 17,935 |
| Rent | 124,054 | 29,954 |
| Total | 1,535,598 | 931,848 |
| **Note № 5 – Sales expenses:** |  |  |
| Advertising and sales promotion | 1,375,914 | 466,159 |
| Conferences & exhibitions abroad | 171,308 | 95,440 |
| Travel expenses abroad | 68,758 | 11,132 |
| Translation services | 20,045 | 10,857 |
| Surveys | 34,720 | 0 |
| Total | 1,670,744 | 583,589 |
| **Note № 6 – Administrative and general expenses:** |  |  |
| Salaries and related expenses | 2,419,082 | 970,955 |
| Manpower recruitment and placement | 28,695 | 28,300 |
| Consultation and management | 587,972 | 305,382 |
| Vehicle maintenance | 212,399 | 70,217 |
| Maintenance and office expenses | 93,298 | 36,158 |
| Professional wages | 127,770 | 49,766 |
| Legal expenses | 217,361 | 89,641 |
| Internet & communications | 123,879 | 117,439 |

|  |  |  |
| --- | --- | --- |
| Refreshments, subsistence allowance & gifts | 20,043 | 9,557 |
| Fees & membership dues | 1,137 | 0 |
| Depreciation expenses | 25,000 | 25,000 |
| Total: | 3,856,635 | 1,702,414 |
| **Note № 7 – Financing Expenses:** |  |  |
| Interest and bank fees | 153,385 | 53,673 |
| Costs for exchange differentials | 478,782 | 266,229 |
|  | 632,167 | 319,902 |