Board Memo
TITLE: September Financial Memo
Type of Paper: For Information
Date: 26/10/2026

Attached:

- **Balance Sheet**
- **Profit and Loss**
- **Debtors**
- **Cash Flow Analysis**
- **Financial Forecast**

Profit and Loss Summary

	September 2026			
	Actual	Budget	Variance	
Total Income	$182,228	$148,622	$33,607	22%
Total Expenditure	$170,473	$181,001	$10,528	5%
Operating Profit/(Loss)	$11,756	($32,379)	$44,135	
Net Income/(Loss)	$3,911	($53,455)	$57,366	

	September 2026/2027 YTD				2025/2026		
	YTD	Budget	Variance	%	YTD	Variance	%
Total Income	$631,366	$622,754	$8,612	1%	$645,187	($13,821)	(2%)
Total Expenditure	$485,019	$507,363	$22,345	4%	$595,667	$110,648	18%
Operating Profit/(Loss)	$146,348	$115,391	$30,957		$49,521	$96,827	
Net Income/(Loss)	$123,152	$52,164	$70,988		$77,986	$45,166	

Summary
We had a $4k profit for the month, which was a pleasing result compared to a budgeted loss of $53k. The gain was driven by both higher than budgeted income, and lower than budgeted expenses.

Export Charges, Registrations, Classification and Technical Services income were all over budget for the month which was a great result.

Income

Export
Export charges income was $14k over budget for the month due to a China shipment.

Classification
Overall, classification income was $12k over budget for the month. In particular, Export Inspection income was $16k over budget due to a China shipment.

Holstein and Other Breeds classification income was on budget for the month, however GINFO income was $3k below budget with fewer herds done.

Registrations
Registration income was $7k over budget for the month, with an increase in members submitting registrations, and some registrations related to Export.

Technical Services
Technical Services income was $2k over budget for the month due to export charges in relation to a China shipment.

Expenses

Recruitment Expenses – Administration & Registration
We paid an initial invoice of $14k for CEO recruitment, however we had budgeted $40k for the month.

HA Awards
We spent $10k in relation to the function held at Serafino McLaren Vale, however we had budgeted to incur this expense during November.

Forecast Cashflow and Debtors
Forecast
Forecast figures remain stable against the previous forecast.

Cashflow and Debtors
Cashflow for the month was a gain of $57k, which was driven by higher than forecast cash receipts and lower than forecast cash payments.

A review of the debtors shows a $27k decrease in overall debtors compared to August. This is inclusive of amounts owed by Exporters, AI Companies and DataGene which also decreased by $53k from the August figures.

HOLSTEIN FRIESIAN ASSOC OF AUSTRALIA
5 Ring Road
Bundoora VIC 3083
ABN: 87 455 118 302

Balance Sheet [Last Year Analysis]

September 2026

	This Year	Last Year	$ Difference	% Difference
ASSETS				
CASH AND TERM DEPOSITS				
Cash and Bank	$533,362	$214,063	$319,299	149.2%
Term Deposits	$461,999	$510,904	-$48,905	(9.6)%
Total CASH AND TERM DEPOSITS	$995,361	$724,967	$270,393	37.3%
RECEIVABLES				
Membership Debtors - HFAA	$347,880	$375,373	-$27,492	(7.3)%
Membership Debtors-BRSW	$10,142	$9,182	$960	10.5%
Members Cash Receipts Clearing	$3,176	-$85,351	$88,526	103.7%
Membership Debtors - Aus Red	$1,299	$1,731	-$433	(25.0)%
Membership Debtors - Goats	$566	$726	-$160	(22.0)%
Dairy House Receivables (incl GST)	$2,583	$2,024	$560	27.7%
Dairy House Receivables (no GST)	$107	$53	$53	99.7%
Total RECEIVABLES	$365,753	$303,739	$62,015	20.4%
OTHER CURRENT ASSETS				
Prepayments - Insurance	$10,674	$11,474	-$799	(7.0)%
Total OTHER CURRENT ASSETS	$10,674	$11,474	-$799	(7.0)%
NON-CURRENT ASSETS				
Perpetual Trustee - Investment	$3,263,273	$3,280,790	-$17,516	(0.5)%
Portfolio Cash	$175,017	$16,231	$158,786	978.3%
Total NON-CURRENT ASSETS	$3,438,291	$3,297,021	$141,270	4.3%
FIXED ASSETS				
Office Fitouts	$38,842	$56,292	-$17,451	(31.0)%
Office Equipment	$0	$194	-$194	(100.0)%
Computer Equipment	$11,466	$6,257	$5,209	83.3%
Motor Vehicles	$62,351	$92,450	-$30,098	(32.6)%
Total FIXED ASSETS	$112,659	$155,193	-$42,534	(27.4)%
Right of Use - Building				
Right-Of-Use Asset - Building	$366,688	$366,688	$0	0.0%
Accum Dep ROU Asset - Building	-$287,404	-$247,762	-$39,642	(16.0)%
Total Right of Use - Building	$79,284	$118,926	-$39,642	(33.3)%
INTANGIBLES				
Intangible Asset-ILR2/Mateplus	$486,285	$486,285	$0	0.0%
ILR2 Accumulated Amortization	-$486,285	-$486,285	$0	0.0%
Smartphone Registration App.	$52,126	$52,126	$0	0.0%
Smartphone Accum Amortization	-$52,126	-$52,126	$0	0.0%
Website Development	$8,246	$8,246	$0	0.0%
Website Devt Accum Amortizatio	-$8,246	-$8,246	$0	0.0%
Parentage Plus Development	$160,513	$160,513	$0	0.0%
Parentage Plus Amortization	-$151,944	-$134,989	-$16,955	(12.6)%
Total INTANGIBLES	$8,569	$25,525	-$16,955	(66.4)%
Total ASSETS	$5,010,591	$4,636,844	$373,748	8.1%
LIABILITIES				
CREDIT CARDS				
J Crowther	$0	-$148	$148	100.0%
S Millar	$0	-$87	$87	100.0%
Total CREDIT CARDS	$0	-$235	$235	100.0%
PAYABLES				

This report includes Year-End Adjustments.

HOLSTEIN FRIESIAN ASSOC OF AUSTRALIA
5 Ring Road
Bundoora VIC 3083
ABN: 87 455 118 302

Balance Sheet [Last Year Analysis]

September 2026

	This Year	Last Year	$ Difference	% Difference
PAYG Income Tax	$12,090	$0	$12,090	NA
Trade Creditors	$60,995	$59,250	$1,745	2.9%
Accruals	$30,868	$26,538	$4,330	16.3%
Accruals - Other Society Rebates	$11,711	$11,698	$13	0.1%
Accruals - Superannuation	$320	$8,894	-$8,574	(96.4)%
Members' Fees in Advance	$9,966	$12,902	-$2,936	(22.8)%
Total PAYABLES	$125,951	$119,282	$6,669	5.6%
GST LIABILITIES				
GST Collected	$64,110	$0	$64,110	NA
GST Paid	-$27,815	-$66	-$27,749	(42,012.7)%
Total GST LIABILITIES	$36,295	-$66	$36,361	55,050.4%
SHORT TERM PROVISIONS				
Provision - Annual Leave	$56,175	$71,648	-$15,473	(21.6)%
Provision LSL - Current	$59,224	$50,982	$8,242	16.2%
Building Lease Liability - Current	$41,493	$16,396	$25,097	153.1%
Motor Vehicle Lease Liability - Current	$29,871	$27,802	$2,069	7.4%
Total SHORT TERM PROVISIONS	$186,763	$166,828	$19,935	11.9%
LONG TERM PROVISIONS				
Provision LSL - Non current	$27,993	$21,927	$6,066	27.7%
Building Lease Liability - Non current	$47,374	$92,667	-$45,293	(48.9)%
Motor Vehicle Lease Liabiliity - Non-Current	$60,656	$90,527	-$29,871	(33.0)%
Total LONG TERM PROVISIONS	$136,023	$205,121	-$69,098	(33.7)%
Total LIABILITIES	$485,031	$490,929	-$5,898	(1.2)%
Net Assets	$4,525,560	$4,145,914	$379,646	9.2%
MEMBERS FUNDS				
Balance Brought Forward	$4,402,408	$4,067,928	$334,480	8.2%
Net Surplus (Loss)	$123,152	$77,986	$45,166	57.9%
Total MEMBERS FUNDS	$4,525,560	$4,145,914	$379,646	9.2%

This report includes Year-End Adjustments.

Holstein

for 01 09 2026

	Current Month							Year to date						
	Actual	%	Budget	Variance	%	Last Yr	Variance	%	Actual	%	Budget	Variance	%	Last Yr	Variance	%
INCOME																
OPERATING INCOME																
PACKAGE FEES AGGREGATED	18,117	10 %	16,667	1,451	8 %	17,485	633	3 %	53,610	8 %	50,000	3,610	7 %	53,210	400	0 %
Total PACKAGE FEES AGGREGA	**18,117**	10 %	**16,667**	**1,451**	**8 %**	**17,485**	**633**	**3 %**	**53,610**	**8 %**	**50,000**	**3,610**	**7 %**	**53,210**	**400**	**0 %**
SUBSCRIPTIONS	-1,040	-0 %		-1,040		150	-1,190	-792	132,964	21 %	136,889	-3,925	-2 %	139,235	-6,271	-4 %
REGISTRATIONS	53,610	29 %	46,998	6,612	14 %	72,701	-19,091	-26 %	134,325	21 %	140,995	-6,670	-4 %	145,376	-11,051	-7 %
TRANSFERS	4,916	3 %	4,750	166	3 %	5,983	-1,067	-17 %	9,406	1 %	14,250	-4,844	-33 %	18,926	-9,519	-50 %
EXPORT CHARGES	38,208	21 %	24,595	13,614	55 %	1,348	36,861	2735	83,787	13 %	73,784	10,003	13 %	89,155	-5,368	-6 %
Total OPERATING INCOME	**113,812**	62 %	**93,010**	**20,802**	22 %	**97,667**	16,145	16 %	414,092	66 %	415,919	-1,826	0 %	445,902	-31,810	-7 %
CLASSIFICATION INCOME																
CLASSIFICATION - HOLSTEIN	32,036	18 %	33,348	-1,312	-3 %	21,105	10,931	51 %	74,227	12 %	100,043	-25,816	-25 %	47,792	26,435	55 %
CLASSIFICATION - OTHER BREEDS	4,623	3 %	4,020	603	14 %	5,233	-610	-11 %	11,021	2 %	12,061	-1,040	-8 %	8,313	2,708	32 %
CLASSIFICATION - OTHER INCOM	25,580	14 %	12,869	12,711	98 %	18,571	7,010	37 %	61,568	10 %	38,607	22,961	59 %	42,471	19,097	44 %
LINEAR TYPE EVALUATION									665	0 %		665		1,000	-335	-33 %
Total CLASSIFICATION INCOME	**62,239**	34 %	**50,237**	**12,002**	23 %	**44,909**	17,331	38 %	147,481	23 %	150,711	-3,230	-2 %	99,576	47,905	48 %
TECHNICAL SERVICES INCOME																
TECHNICAL SERVICES	5,692	3 %	292	5,400	1851	1,037	4,655	448	5,700	1 %	875	4,825	551 %	1,901	3,799	199
GENETIC TESTING	390	0 %	4,167	-3,777	-90 %	14,047	-13,657	-97 %	23,180	4 %	12,500	10,680	85 %	48,957	-25,777	-52 %
AWARDS SERVICES						676	-676		250	0 %		250		676	-426	-63 %
Total TECHNICAL SERVICES INC	**6,082**	3 %	**4,458**	**1,624**	36 %	**15,760**	-9,678	-61 %	29,130	5 %	13,375	15,755	117 %	51,534	-22,404	-43 %
OTHER OPERATING INCOME																
SALES & SUNDRY INCOME	396	0 %	917	-521	-56 %	834	-438	-52 %	1,540	0 %	2,750	-1,210	-44 %	1,037	503	48 %
MARKETING & JOURNAL INCOME	-300	-0 %		-300		-948	648	-68 %	39,123	6 %	40,000	-877	-2 %	45,274	-6,151	-13 %
SPONSORSHIPS						1,864	-1,864							1,864	-1,864	
Total OTHER OPERATING INCO	**96**	0 %	**917**	**-821**	-89 %	**1,749**	-1,654	-94 %	40,663	6 %	42,750	-2,087	-4 %	48,175	-7,512	-15 %
Total INCOME	**182,228**	100 %	148,622	33,607	22 %	160,085	22,143	13 %	631,366	100 %	622,754	8,612	1 %	645,187	-13,821	-2 %

	Current Month								Year to date							
	Actual	%	Budget	Variance	%	Last Yr	Variance	%	Actual	%	Budget	Variance	%	Last Yr	Variance	%
Operating Profit	182,228	100 %	148,622	33,607	22 %	160,085	22,143	13 %	631,366	100 %	622,754	8,612	1 %	645,187	-13,821	-2 %
EXPENDITURE																
CLASSIFICATION EXPENSES																
CLASS MEALS	2,499	1 %	2,001	498	24 %	2,289	210	9 %	6,302	1 %	6,003	299	4 %	6,399	-97	-1 %
CLASS TRAVEL	7,622	4 %	6,584	1,038	15 %	8,770	-1,148	-13 %	16,257	3 %	19,752	-3,495	-17 %	15,315	943	6 %
CLASS VEHICLE EXPENSES	1,942	1 %	2,476	-534	-21 %	2,286	-344	-15 %	6,490	1 %	7,428	-938	-12 %	6,944	-455	-6 %
CLASS PHONES	387	0 %	302	85	28 %	277	110	39 %	1,162	0 %	906	256	28 %	817	345	42 %
CLASS EMPLOYMENT EXPENSES	26,151	14 %	25,088	1,063	4 %	25,067	1,084	4 %	80,051	13 %	78,264	1,787	2 %	113,450	-33,399	-29 %
OTHER CLASS EXPENSES	139	0 %	583	-444	-76 %	2,580	-2,441	-94 %	19,797	3 %	22,999	-3,202	-13 %	25,634	-5,837	-22 %
Total CLASSIFICATION EXPENSE	**38,741**	21 %	**37,034**	**1,707**	4 %	**41,269**	-2,528	-6 %	130,059	21 %	135,352	-5,293	-3 %	168,559	-38,500	-22 %
TECHNICAL SERVICES																
GENOMIC EXPENSES	8,301	5 %	5,417	2,884	53 %	8,598	-298	-3 %	32,881	5 %	16,251	16,630	102 %	53,905	-21,024	-39 %
TECHNICAL EMPLOYMENT EXP'S			2,444	-2,444		6,164	-6,164		5,129	1 %	7,932	-2,803	-35 %	23,306	-18,178	-77 %
TECHNICAL SERVICES EXP'S	13,033	7 %	13,357	-324	-2 %	12,065	968	8 %	39,028	6 %	40,071	-1,043	-2 %	38,639	389	1 %
Total TECHNICAL SERVICES	**21,334**	12 %	**21,218**	**116**	0 %	**26,828**	-5,494	-20 %	77,037	12 %	64,254	12,783	19 %	115,850	-38,813	-33 %
EXPORT SERVICES																
EXPORT SERVICES EXPENSES	18,279	10 %	10,841	7,438	68 %	2,858	15,421	539	41,948	7 %	32,523	9,424	28 %	43,316	-1,369	-3 %
Total EXPORT SERVICES	**18,279**	10 %	**10,841**	**7,438**	68 %	**2,858**	15,421	539	41,948	7 %	32,523	9,424	28 %	43,316	-1,369	-3 %
MEMBER SERVICES																
MEMBER SERVICES EXPENSES	7,704	4 %	6,892	812	11 %	2,272	5,432	239	24,498	4 %	20,676	3,822	18 %	10,158	14,340	141
Total MEMBER SERVICES	**7,704**	4 %	**6,892**	**812**	11 %	**2,272**	5,432	239	24,498	4 %	20,676	3,822	18 %	10,158	14,340	141
OFFICE EMPLOYMENT EXP'S																
Salaries - Administration	15,649	9 %	15,649	0	0 %	44,800	-29,151	-65 %	46,948	7 %	46,947	1	0 %	89,869	-42,922	-47 %
Salaries - Registration	15,843	9 %	16,292	-449	-2 %	14,548	1,296	8 %	49,223	8 %	48,876	347	0 %	43,643	5,580	12 %
Superannuation - Admin	1,878	1 %	1,878	0	0 %	3,147	-1,269	-40 %	5,634	1 %	5,634	0	0 %	8,555	-2,922	-34 %
Superannuation - Registration	1,901	1 %	1,955	-54	-2 %	1,746	155	8 %	5,437	1 %	5,865	-428	-7 %	5,237	200	3 %
Payroll Tax - Admin						540	-540							837	-837	
Payroll Tax - Registration						175	-175							373	-373	
Workcover - Admin									1,821	0 %	2,500	-679	-27 %	2,614	-793	-30 %

	Current Month							Year to date							
	Actual	%	Budget	Variance	%	Last Yr	Variance	%	Actual	%	Budget	Variance	%	Last Yr	Variance	%
Workcover - Registration									2,053	0 %	1,800	253	14 %	1,879	175	9 %
FBT Car Parking Benefit																
Recruitment Exp - Admin & Reg	14,023	8 %	40,000	-25,977	-64 %		14,023		14,998	2 %	40,000	-25,002	-62 %		14,998	
Training Exp - Admin & Reg			83	-83							249	-249				
Staff Uniform Expenses			83	-83							249	-249				
Total OFFICE EMPLOYMENT EX	**49,295**	27 %	**75,940**	**-26,645**	-35 %	**64,955**	-15,660	-24 %	126,115	20 %	152,120	-26,005	-17 %	153,007	-26,893	-17 %
STATIONERY/COPYING CHARGES																
Stationery - Registration			667	-667							2,001	-2,001				
Stationery - Office	26	0 %	125	-99	-79 %		26		199	0 %	375	-176	-46 %	884	-685	-77 %
Copying Charges																
Subscription WHFF & Hol Int'l									303	0 %	300	3	1 %	792	-489	-61 %
Subscriptions Local	1,814	1 %	833	981	117 %	2,583	-769	-29 %	4,603	1 %	2,499	2,104	84 %	3,235	1,367	42 %
Total STATIONERY/COPYING C	**1,840**	1 %	**1,625**	**215**	13 %	**2,583**	-743	-28 %	5,105	1 %	5,175	-70	-1 %	4,911	194	3 %
OFFICE VEHICLES & EXPENSES																
Office Reg & Expenses 1EX4YU	794	0 %	175	619	353 %	172	622	360	1,340	0 %	525	815	155 %	433	907	209
Total OFFICE VEHICLES & EXPE	**794**	0 %	**175**	**619**	353 %	**172**	622	360	1,340	0 %	525	815	155 %	433	907	209
BUILDING EXPENSES																
BUILDING EXPENSES	1,233	1 %	1,717	-484	-28 %	1,410	-177	-12 %	3,700	0 %	5,151	-1,451	-28 %	3,803	-103	-2 %
Total BUILDING EXPENSES	**1,233**	1 %	**1,717**	**-484**	-28 %	**1,410**	-177	-12 %	3,700	0 %	5,151	-1,451	-28 %	3,803	-103	-2 %
ADMIN & OFFICE OVERHEADS																
MANAGEMENT TRAVEL & ENTERT	29	0 %	708	-679	-95 %	148	-119	-80 %	29	0 %	2,124	-2,095	-98 %	191	-162	-84 %
IDW														640	-640	
MEETINGS & CONFERENCES	10,066	6 %	3,600	6,466	179 %	37	10,029	2723	16,699	3 %	3,600	13,099	363 %	2,037	14,662	719
OVERHEAD EXPENSES	2,616	1 %	1,615	1,001	61 %	1,731	885	51 %	11,080	2 %	10,753	327	3 %	11,813	-733	-6 %
ACCOUNTING & AUDIT	162	0 %		162		1,496	-1,334	-89 %	325	0 %		325		4,498	-4,174	-92 %
TELEPHONE - OFFICE	904	0 %	1,067	-163	-15 %	1,190	-286	-24 %	2,619	0 %	3,201	-582	-18 %	3,204	-585	-18 %
BDCC											2,332	-2,332		1,100	-1,100	
BOARD EXPENSES	1,076	0 %	3,627	-2,551	-70 %	1,685	-610	-36 %	2,100	0 %	10,881	-8,781	-80 %	10,835	-8,735	-80 %
REGIONAL SUPPORT						1,300	-1,300		7,136	1 %	30,800	-23,664	-76 %	4,900	2,236	45 %
SPECIAL PROJECTS	400	0 %	933	-533	-57 %	400		0 %	6,200	1 %	2,799	3,401	121 %	3,550	2,650	74 %
ADVERTISING & PROMOTION	7,282	4 %	9,627	-2,345	-24 %	7,319	-37	0 %	16,577	3 %	16,501	76	0 %	12,842	3,735	29 %

	Current Month								Year to date							
	Actual	%	Budget	Variance	%	Last Yr	Variance	%	Actual	%	Budget	Variance	%	Last Yr	Variance	%
Total ADMIN & OFFICE OVERHE	**22,535**	12 %	**21,177**	**1,358**	6 %	**15,307**	7,229	47 %	62,765	10 %	82,991	-20,226	-24 %	55,609	7,156	12 %
MARKETING & JOURNAL EXP'S																
MARKETING EMPLOYMENT EXP's	2,142	1 %	941	1,201	127 %	10,404	-8,262	-79 %	2,142	0 %	2,823	-681	-24 %	33,413	-31,271	-93 %
JOURNAL EXPENSES	6,574	4 %	2,525	4,049	160 %	1,630	4,944	303	10,148	2 %	3,025	7,123	235 %	1,630	8,518	522
MARKETING EXPENSES			916	-916		4,976	-4,976		160	0 %	2,748	-2,588	-94 %	4,976	-4,816	-96 %
Total MARKETING & JOURNAL	**8,716**	5 %	**4,382**	**4,334**	98 %	**17,011**	-8,294	-48 %	12,450	2 %	8,596	3,854	44 %	40,019	-27,569	-68 %
Total EXPENDITURE	**170,473**	94 %	181,001	-10,528	-5 %	174,665	-4,192	-2 %	485,019	77 %	507,363	-22,345	-4 %	595,667	-110,648	-18 %
Net Income\Loss	11,756	6 %	-32,379	44,135	-136	-14,580	26,335	-180	146,348	23 %	115,391	30,957	26 %	49,521	96,827	195
OTHER INCOME																
NON OPERATING INCOME																
INTEREST RECEIVED	6,194	3 %	5,875	319	5 %	956	5,238	548	14,300	2 %	17,625	-3,325	-18 %	2,728	11,571	424
MISCELLANEOUS INCOME						9,938	-9,938							9,938	-9,938	
Total NON OPERATING INCOME	**6,194**	3 %	**5,875**	**319**	5 %	**10,894**	-4,700	-43 %	14,300	2 %	17,625	-3,325	-18 %	12,667	1,633	12 %
Total OTHER INCOME	**6,194**	3 %	5,875	319	5 %	10,894	-4,700	-43 %	14,300	2 %	17,625	-3,325	-18 %	12,667	1,633	12 %
OTHER EXPENSES																
PROJECTS & CONTRACT SERVICES																
Project Novare - Holstein Austra			16,667	-16,667					22,111	4 %	50,000	-27,889	-55 %		22,111	
Total PROJECTS & CONTRACT			**16,667**	**-16,667**					22,111	4 %	50,000	-27,889	-55 %		22,111	
NON-OPERATING EXPENSES																
MISCELLANEOUS EXPENSES	919	0 %	1,167	-248	-21 %	1,246	-328	-26 %	2,840	0 %	3,501	-661	-18 %	4,183	-1,342	-32 %
DEPRECIATION	7,788	4 %	7,917	-129	-1 %	7,931	-144	-1 %	23,363	4 %	23,751	-388	-1 %	24,786	-1,423	-5 %
PROVISIONS	4,136	2 %		4,136		-26,473	30,609	-115	-15,586	-2 %		-15,586		-48,830	33,244	-68 %
AMORTIZATION	1,195	1 %	1,200	-5	0 %	1,354	-159	-11 %	4,767	1 %	3,600	1,167	32 %	4,063	704	17 %
Total NON-OPERATING EXPENS	**12,843**	7 %	**9,084**	**3,759**	36 %	**-17,295**	30,138	-188	10,617	2 %	27,252	-16,635	-50 %	-19,862	30,479	-197
Total OTHER EXPENSES	**14,038**	8 %	25,751	-12,908	-47 %	-17,295	30,138	-188	32,729	5 %	77,252	-44,523	-53 %	-19,862	52,590	-337
Net Income\Loss	3,911	2 %	-53,455	57,366	-107	12,255	-8,344	-68 %	123,152	20 %	52,164	70,988	136 %	77,986	45,166	57 %

	Current Month							Year to date						
	Actual	%	Budget	Variance	%	Last Yr	Variance	%	Actual	%	Budget	Variance	%	Last Yr	Variance	%

Number of Rows: 66

MONTHLY CASHFLOW 2026 - 2027

		July ACTUAL	August ACTUAL	September ACTUAL	October BUDGET	November BUDGET	December BUDGET	January BUDGET	February BUDGET	March BUDGET	April BUDGET	May BUDGET	June BUDGET
	Cash on hand at beginning of the period	$ 614,715	$ 717,323	$ 695,151	$ 751,696	$ 729,196	$ 706,696	$ 684,196	$ 661,696	$ 639,196	$ 616,696	$ 594,196	$ 571,696
	Cash flow from operating activities												
	Receipts from clients												
1-2103	Accounts receivable (credits CASH receipts)	222,164	214,359	196,268	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000
6-3706	WorkCover reimbursement												
	Non-trading income - WFI, refunds, etc	14,588	6,550	5,608									
	GST received	22,216	21,436	19,627	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000
	Payments to suppliers and employees												
	Salaries	63,662	84,007	61,030	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000
	Accounts payable - operating	84,376	164,208	94,589	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000
	GST paid	8,438	16,421	9,459	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500
	Net cash provided by operating activities	**$102,492**	**-$22,291**	**$56,425**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**	**-$22,500**
	Cash flow from investing activities												
8-3010	Interest received	115	119	119									
	Transferred in from / out to Perpetual Investment												
	Net increase / (decrease) in cash held	**102,608**	**-22,172**	**56,545**	**-22,500**	**-22,500**	**-22,500**	**-22,500**	**-22,500**	**-22,500**	**-22,500**	**-22,500**	**-22,500**
	Cash at end of the period	$ 717,323	$ 695,151	$ 751,696	$ 729,196	$ 706,696	$ 684,196	$ 661,696	$ 639,196	$ 616,696	$ 594,196	$ 571,696	$ 549,196

Cash on Hand:

Bank Statement as @:	1-Jul	1-Aug	1-Sep	1-Oct	1-Nov	1-Dec	1-Jan	1-Feb	1-Mar	1-Apr	1-May	1-Jun	1-Jul
Business Acc	414,012	516,504	494,214	550,639									
Online Saver	200,703	200,818	200,938	201,057									
Opening balance	614,715	717,323	695,151	751,696	-	-	-	-	-	-	-	-	-
Cash credits	259,084	242,464	221,622										
Cash debits	- 156,476	- 264,635	- 165,077										
Cash held net increase / (decrease)	102,608	- 22,172	56,545	-	-	-	-	-	-	-	-	-	
Closing balance @ end of month	717,323	695,151	751,696	751,696	-	-	-	-	-	-	-	-	

Debtors at 30 September 2026

Debtors 30 September 2025

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 164,346	$ 132,948	$ 50,079	$ 6,217	$ 8,881	$ 362,471
% over 60 Days +					**$ 65,177**	**18%**
Less LTE/AB Co/Export/DataGene	$ 95,959	$ -	$ -	$ -	$ -	**$ 95,959**
			$ 50,079	**$ 6,217**	**$ 8,881**	**$ 266,512**
					$ 65,177	**24%**

Debtors 31 October 2025

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 190,874	$ 79,498	$ 14,951	$ 7,692	$ 7,154	$ 300,169
% over 60 Days +					**$ 29,797**	**10%**
Less LTE/AB Co/Export/DataGene	$ 19,282	$ -	$ -	$ -	$ -	**$ 19,282**
			$ 14,951	**$ 7,692**	**$ 7,154**	**$ 280,887**
					$ 29,797	**11%**

Debtors 30 November 2025

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 175,304	$ 104,187	$ 50,145	$ 9,057	$ 11,608	$ 350,301
% over 60 Days +					**$ 70,810**	**20%**
Less LTE/AB Co/Export/DataGene	$ 35,005	$ 19,022	$ -	$ -	$ -	**$ 54,027**
		$ 31,123	**$ 9,057**		**$ 11,608**	**$ 296,274**
					$ 51,788	**17%**

Debtors 31 December 2025

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 310,962	$ 85,912	$ 20,100	$ 29,471	$ 12,898	$ 459,343
% over 60 Days +					**$ 62,469**	**14%**
Less LTE/AB Co/Export/DataGene	$ 34,404	$ -	$ -	$ 19,022	$ -	**$ 53,426**
		$ 20,100	**$ 10,449**		**$ 12,898**	**$ 405,917**
					$ 43,447	**11%**

Debtors 31 January 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 207,465	$ 55,762	$ 62,075	$ 6,733	$ 16,326	$ 348,361
% over 60 Days +					**$ 85,134**	**24%**
Less LTE/AB Co/Export/DataGene	$ 316	$ 34,404	$ -	$ -	$ 20	**$ 34,740**
		$ 27,671	**$ 6,733**		**$ 16,306**	**$ 313,621**
					$ 50,710	**16%**

Debtors 28 February 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 116,390	$ 145,089	$ 24,021	$ 42,653	$ 8,883	$ 337,036
% over 60 Days +					**$ 75,557**	**22%**
Less LTE/AB Co/Export/DataGene	$ 75,577	$ -	$ 34,138		$ 20	**$ 109,735**
		$ 24,021	**$ 8,515**		**$ 8,863**	**$ 227,301**
					$ 41,399	**18%**

Debtors 31 March 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 147,211	$ 37,378	$ 47,099	$ 8,520	$ 10,123	$ 250,331
% over 60 Days +					**$ 65,742**	**26%**
Less LTE/AB Co/Export/DataGene	$ 25	$ 29,753	$ -		$ -	**$ 29,778**
		$ 17,346	**$ 8,520**		**$ 10,123**	**$ 220,553**
					$ 35,989	**16%**

Debtors 30 April 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 168,686	$ 61,382	$ 17,726	$ 42,253	$ 9,309	$ 299,356
% over 60 Days +					**$ 69,288**	**23%**
Less LTE/AB Co/Export/DataGene	$ 198			$ 29,951	$ 20	**$ 30,169**
			$ 17,726	**$ 12,302**	**$ 9,289**	**$ 269,187**
					$ 39,317	**15%**

Debtors 31 May 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 218,733	$ 62,571	$ 33,485	$ 11,482	$ 43,857	$ 370,128
% over 60 Days +					**$ 88,824**	**24%**
Less LTE/AB Co/Export/DataGene	$ 8,964	$ 198			$ 29,773	**$ 38,935**
			$ 33,287	**$ 11,482**	**$ 14,084**	**$ 331,193**
					$ 58,853	**18%**

Debtors 30 June 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 128,908	$ 105,573	$ 46,566	$ 25,674	$ 42,337	$ 349,058
% over 60 Days +					**$ 114,577**	**33%**
Less LTE/AB Co/Export/DataGene	$ 65,618	$ 8,078	$ 198		$ 29,774	**$ 103,668**
		$ 38,488	**$ 25,476**		**$ 12,563**	**$ 245,390**
					$ 76,527	**31%**

Debtors 31 July 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 237,240	$ 43,615	$ 85,646	$ 11,396	$ 54,320	$ 432,217
% over 60 Days +					**$ 151,362**	**35%**
Less LTE/AB Co/Export/DataGene	$ 5,220	$ 65,172	$ 8,078		$ 29,753	**$ 108,223**
		$ 20,474	**$ 3,318**		**$ 24,567**	**$ 323,994**
					$ 48,359	**15%**

Debtors 31 August 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 134,534	$ 155,457	$ 18,698	$ 10,561	$ 45,617	$ 364,867
% over 60 Days +					**$ 74,876**	**21%**
Less LTE/AB Co/Export/DataGene	$ 53,008			$ 446	$ 29,753	**$ 83,207**
			$ 18,698	**$ 10,115**	**$ 15,864**	**$ 281,660**
					$ 44,677	**16%**

Debtors 30 September 2026

	Current	30 Days	60 Days	90 Days	120 Days	Total
	$ 184,371	$ 46,474	$ 50,542	$ 9,231	$ 47,021	$ 337,639
% over 60 Days +					**$ 106,794**	**32%**
Less LTE/AB Co/Export/DataGene			$ 440		$ 30,199	**$ 30,639**
			$ 50,102	**$ 9,231**	**$ 16,822**	**$ 307,000**
					$ 76,155	**25%**

Holstein Australia
2026/2027 Financial Forecast

as @ 15/10/2026

	Actual 2023/2024	Actual 2024/2025	Actual 2025/2026	2026/2027 Budget	2026/2027 YTD	YTD % Budget	2026/2027 Forecast
INCOME							
PACKAGE FEES AGGREGATED	$201,022	$213,037	$212,364	$205,700	$53,610	26%	$209,310
SUBSCRIPTIONS	$128,068	$126,539	$136,889	$136,889	$132,964	97%	$132,964
REGISTRATIONS	$572,877	$502,426	$474,269	$577,108	$134,325	23%	$570,438
TRANSFERS	$56,292	$50,293	$211,021	$58,567	$9,406	16%	$53,724
TECHNICAL SERVICES	$493,225	$396,013	$120,080	$55,025	$29,130	53%	$70,780
CLASSIFICATION	$371,739	$493,540	$580,896	$599,137	$114,019	19%	$569,945
JOURNAL INCOME	$65,255	$63,635	$43,908	$40,000	$39,123	98%	$39,123
OTHER OPERATING INCOME	$52,503	$37,996	$36,071	$30,228	$1,540	5%	$29,018
TOTAL INCOME	**$1,940,983**	**$1,883,479**	**$1,815,497**	**$1,702,654**	**$514,117**	**30%**	**$1,675,302**
EXPENDITURE							
CLASSIFICATION EXPENSES	$642,223	$689,283	$555,242	$537,181	$128,459	24%	$531,038
TECHNICAL SERVICES EXP'S	$737,179	$624,988	$367,817	$255,201	$77,037	30%	$267,985
MEMBER SERVICES	$583,543	$656,576	$556,125	$695,685	$157,058	23%	$674,248
BUILDING EXPENSES	$13,891	$15,468	$52,991	$20,600	$3,700	18%	$19,149
ADMIN & OFFICE OVERHEADS	$415,104	$397,554	$228,979	$305,102	$62,765	21%	$284,876
MARKET'N & JOURNAL EXP'S	$328,030	$216,725	$62,520	$34,400	$12,450	36%	$38,254
TOTAL EXPENDITURE	**$2,719,970**	**$2,600,593**	**$1,823,674**	**$1,848,169**	**$441,471**	**24%**	**$1,815,550**
OPERATING PROFIT	**-$778,987**	**-$717,115**	**-$8,177**	**-$145,515**	**$72,646**	**-50%**	**-$140,249**
OTHER INCOME							
PROJECT & CONTRACT	$65,461	$0	$9,938	$0	$0	0%	$0
INT. RECEIVED/DIVIDEND	$122,381	$172,829	$181,789	$10,500	$3,347	32%	$11,222
OTHER INCOME/WFI	$69,415	$72,567	$68,859	$60,000	$10,953	18%	$55,953
EXPORT CERTS	$582,703	$111,551	$359,147	$295,138	$83,787	28%	$305,140
EXPORT INSPECTIONS	$231,579	$50,068	$23,703	$30,000	$33,462	112%	$55,962
OTHER EXPENSES							
EXPORT & CONTRACT	$304,619	$122,234	$173,958	$126,372	$43,548	34%	$136,646
DEP'N, PROV & AMMORT'N	$122,499	$62,311	$75,891	$109,400	$12,544	11%	$94,592
PROJECTS	$242,039	$5,000	$7,197	$200,000	$22,111		$172,111
INT. EXPENSE	$12,120	$15,805	$13,825	$14,000	$2,840	20%	$13,339
OTHER EXPENSES	$3,438	$588	$364	$0	$0		$0
FAIR VALUE (GAINS) LOSSES	-$162,241	-$174,157	$29,544				
NET PROFIT/LOSS	**-$229,923**	**-$341,881**	**$334,480**	**-$199,649**	**$123,152**	-62%	**-$128,661**