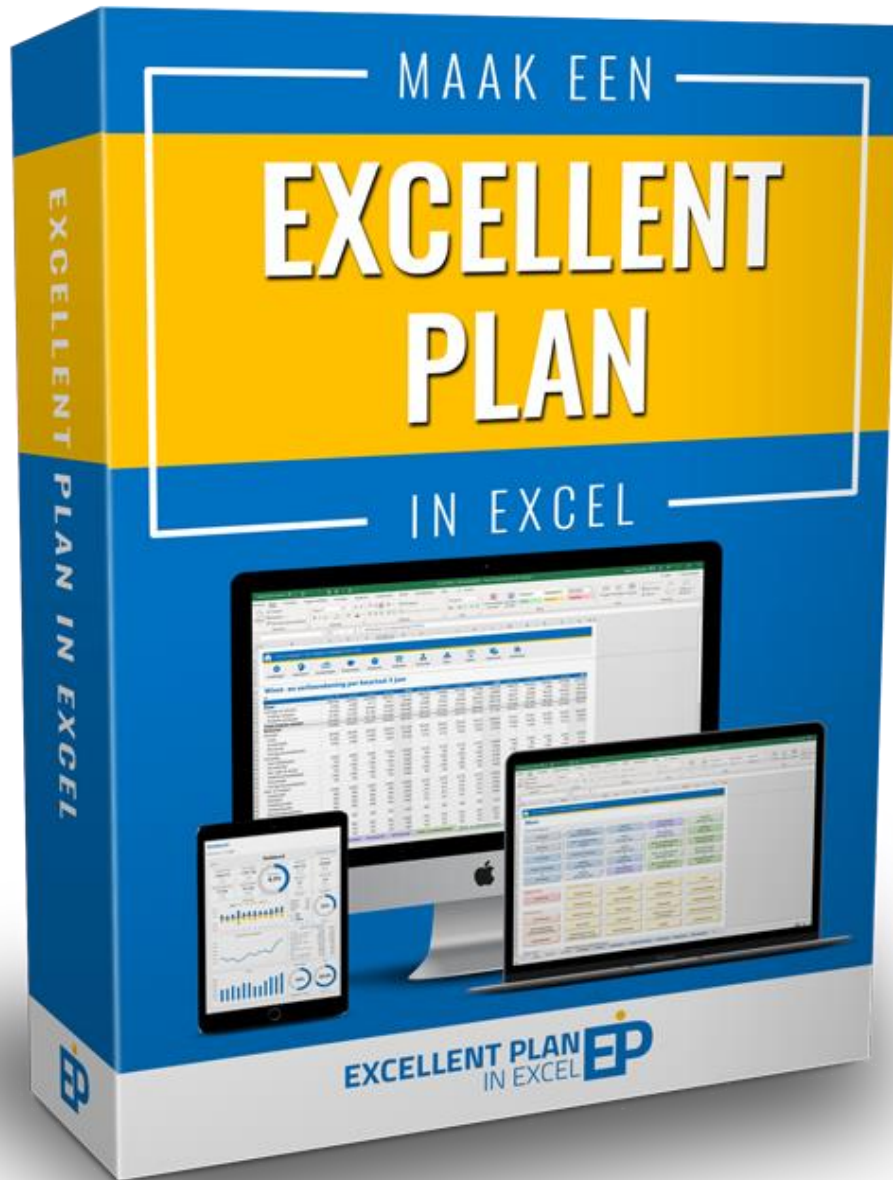
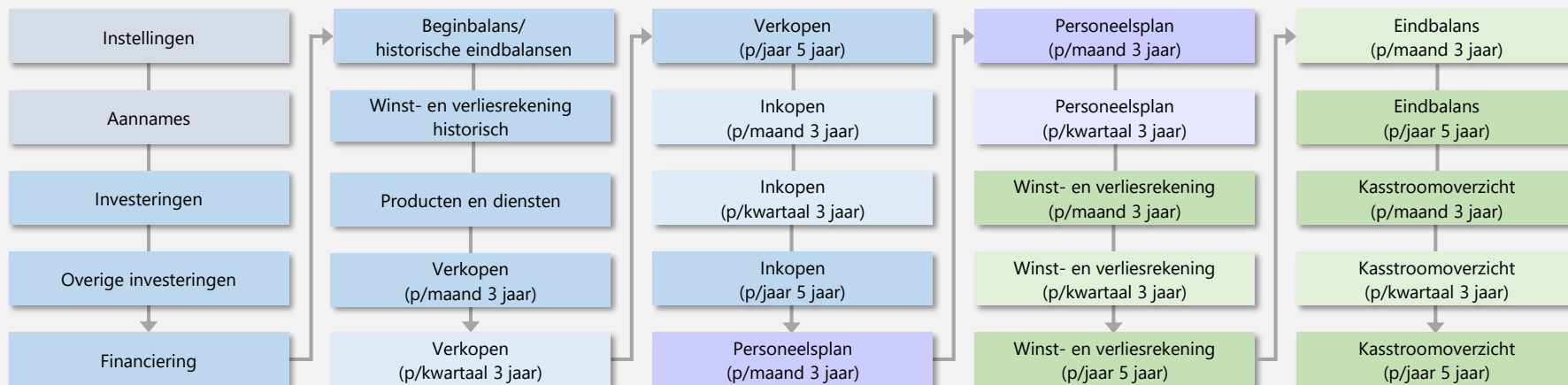


Planning



Menu

Stroomdiagram



Bottom line

Bottom line

Belastingen

Omzetbelasting

Inkomstenbelasting/
vennootschapsbelasting

Belastingtabellen

Financiële analyse

Dashboard 1 jaar

Dashboard 5 jaar

Financieel overzicht

Jaaroverzicht

Veranderingen in activa,
schulden en eigen vermogen

Kengetallen

Break-even analyse

What-if analyse

Dupont chart

Sensitiviteitsanalyse

Realisatieanalyse

Resultaatanalyse

Tienjarenplan

Common size analyse
en indexcijfers

Z-grafiek

Z-score

Dynamische grafieken

Vermogensaansluiting

Indirect kasstroomoverzicht

Boekhoudformule

Voorraden

Handelsvoorraden

Instructies en ondersteuning

Instructies

Toelichting

Support

EXCELLENT PLAN
IN EXCEL **EP**

Overige investeringen

2019

(€)

Croco Company

| Omschrijving | Bestaand | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|--------------------------------------|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Allocatie van reserves | | | | | | | | | | | | | | - |
| Overdrachten (opnamen) | | | | | | | | | | | | | | - |
| Korte termijn investeringen | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rente inkomsten | | | | | | | | | | | | | | - |
| Rente % | | | | | | | | | | | | | | |
| Aankoop | | | | | | | | | | | | | | - |
| Verkoop | | | | | | | | | | | | | | - |
| Obligaties en effecten | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dividend/rente inkomsten | | | | | | | | | | | | | | - |
| Rente-/transactiekosten | | | | | | | | | | | | | | - |
| Niet-operationele inkomsten (kosten) | | - | - | - | - | - | - | - | - | - | - | - | - | - |

2020

(€)

Croco Company

| Omschrijving | Bestaand | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|--------------------------------------|----------|-----|-----|-----|-----|-----|-----|--------|--------|--------|--------|--------|--------|--------|
| Allocatie van reserves | | | | | | | | | | | | | | - |
| Overdrachten (opnamen) | | | | | | | | | | | | | | - |
| Korte termijn investeringen | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rente inkomsten | | | | | | | | | | | | | | - |
| Rente % | | | | | | | | | | | | | | |
| Aankoop | | | | | | | | 10.000 | | | | | | 10.000 |
| Verkoop | | | | | | | | | | | | | | - |
| Obligaties en effecten | - | - | - | - | - | - | - | 10.000 | 10.000 | 10.000 | 10.000 | 10.000 | 10.000 | 10.000 |
| Dividend/rente inkomsten | | | | | | | | | | | | | 100 | 100 |
| Rente-/transactiekosten | | | | | | | | | | | | | | - |
| Niet-operationele inkomsten (kosten) | | - | - | - | - | - | - | - | - | - | - | - | 100 | 100 |

Overige investeringen

2021

(€)

Croco Company

| Omschrijving | Bestaand | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|--------------------------------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Allocatie van reserves | | | | | | | | | | | | | | - |
| Overdrachten (opnamen) | | | | | | | | | | | | | | - |
| Korte termijn investeringen | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rente inkomsten | | | | | | | | | | | | | | - |
| Rente % | | | | | | | | | | | | | | |
| Aankoop | | | | | | | | | | | | | | - |
| Verkoop | | 5.000 | | | | | | | | | | | | 5.000 |
| Obligaties en effecten | 10.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 | 5.000 |
| Dividend/rente inkomsten | | | | | | | | | | | | | 50 | 50 |
| Rente-/transactiekosten | | | | | | | | | | | | | | - |
| Niet-operationele inkomsten (kosten) | | - | - | - | - | - | - | - | - | - | - | - | 50 | 50 |

Overige investeringen 5 jaar

(€)

Croco Company

| Omschrijving | Bestaand | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|--------------------------------------|----------|------|--------|-------|-------|-------|--------|
| Allocatie van reserves | | - | - | - | | | - |
| Overdrachten (opnamen) | | - | - | - | | | - |
| Korte termijn investeringen | - | - | - | - | - | - | - |
| Rente inkomsten | | - | - | - | | | - |
| Rente % | | | | | | | |
| Aankoop | | - | 10.000 | - | | | 10.000 |
| Verkoop | | - | - | 5.000 | | | 5.000 |
| Obligaties en effecten | - | - | 10.000 | 5.000 | 5.000 | 5.000 | 5.000 |
| Dividend/rente inkomsten | | - | 100 | 50 | | | 150 |
| Rente-/transactiekosten | | - | - | - | | | - |
| Niet-operationele inkomsten (kosten) | | - | 100 | 50 | - | - | 150 |

Financiering

Samenvatting

(€) Croco Company

| Aandelen | | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------|--------|--------|--------|--------|--------|--------|
| Kapitaal | 18.000 | 68.000 | 68.000 | 68.000 | 68.000 | 68.000 |
| # aandelen | 1.000 | 51.000 | 51.000 | 51.000 | 51.000 | 51.000 |

(€) Croco Company

| Leningen | | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|--------------------|---------|--------|--------|---------|---------|----------|----------|
| Geleend | 300.000 | 63.000 | 19.000 | - | - | - | 82.000 |
| Rente | | 15.930 | 15.749 | 13.518 | 11.218 | 8.867 | 65.280 |
| Aflossing | | 38.384 | 24.834 | 65.961 | 46.861 | 47.812 | 223.853 |
| Rentebetaling | | 15.929 | 8.549 | 20.719 | 11.217 | 8.866 | 65.280 |
| Gecumuleerde rente | | 0 | 7.200 | -0 | - | 0 | 0 |
| Restschuld | | 24.616 | 18.782 | -47.179 | -94.040 | -141.853 | -141.853 |

Beginbalans en historische eindbalansen

| (€) | Croco Company | | | |
|------------------------------------|---------------|------------|------------|------------|
| | 1-1-2019 | 31-12-2018 | 31-12-2017 | 31-12-2016 |
| ACTIVA | | | | |
| Liquide middelen | 24.000 | | | |
| Debiteuren | 56.000 | | | |
| Voorraden | 2.800 | | | |
| Korte termijn investeringen | - | | | |
| Overige vlottende activa | | | | |
| Vlottende activa | 82.800 | - | - | - |
| Obligaties en effecten | - | | | |
| Goodwill | - | | | |
| Gebouwen en terreinen | 229.785 | | | |
| Inventaris en inrichting | 12.550 | | | |
| Machines en installaties | 73.750 | | | |
| Vervoermiddelen | 12.240 | | | |
| Overige vaste activa | - | | | |
| Vaste activa | 328.325 | - | - | - |
| TOTAAL ACTIVA | 411.125 | - | - | - |
| PASSIVA | | | | |
| Crediteuren | 8.000 | | | |
| Leverancierskrediet | 15.000 | | | |
| Omzetbelasting | 7.000 | | | |
| Vennootschapsbelasting | 5.400 | | | |
| Kortlopende leningen | - | | | |
| Overige kortlopende verplichtingen | | | | |
| Kort vreemd vermogen | 35.400 | - | - | - |
| Langlopende leningen | 300.000 | | | |
| Overige langlopende verplichtingen | | | | |
| Lang vreemd vermogen | 300.000 | - | - | - |
| Kapitaal | 18.000 | | | |
| Behouden winsten | 57.725 | | | |
| Eigen vermogen | 75.725 | - | - | - |
| TOTAAL PASSIVA | 411.125 | - | - | - |
| Controle | - | - | - | - |

Winst- en verliesrekening historisch

(€)

| | 2018 | 2017 | 2016 |
|---|------|------|------|
| Omzet | | | |
| Kortingen en retouren | | | |
| Kostprijs verkopen | | | |
| Productie loonkosten | | | |
| Totale kostprijs verkopen | - | - | - |
| Brutowinst | - | - | - |
| <i>Personeel</i> | | | |
| Lonen | | | |
| Sociale lasten | | | |
| Pensioenen | | | |
| Overige personeelskosten | | | |
| <i>Huisvesting</i> | | | |
| Huur bedrijfspand | | | |
| Servicekosten | | | |
| Gas, water en electra | | | |
| Onderhoud bedrijfspand | | | |
| Schoonmaak | | | |
| Overige huisvestingskosten | | | |
| <i>Auto- en transport</i> | | | |
| Leasekosten | | | |
| Brandstof | | | |
| Onderhoud auto | | | |
| Verzekering auto | | | |
| Motorrijtuigenbelasting | | | |
| Distributie en vervoer | | | |
| Overige auto- en transportkosten | | | |
| <i>Onderhoud</i> | | | |
| Machines en installaties | | | |
| Inventaris en interieur | | | |
| Computers | | | |
| Overige onderhoudskosten | | | |
| <i>Verkoopkosten</i> | | | |
| Advertenties en reclame | | | |
| Sponsoring | | | |
| Representatie | | | |
| Reis en verblijf | | | |
| Voedsel en drank | | | |
| Overige verkoopkosten | | | |
| <i>Algemene kosten</i> | | | |
| Dubieuze debiteuren | | | |
| Diefstal en verliezen | | | |
| Communicatie | | | |
| Abonnementen | | | |
| Licenties | | | |
| Verzekeringen | | | |
| Advies | | | |
| Administratie | | | |
| Kantoor | | | |
| Drukwerk | | | |
| Branche-organisatie | | | |
| Bankkosten | | | |
| Onderzoek en ontwikkeling | | | |
| Overige algemene kosten | | | |
| Operationele kosten | - | - | - |
| Winst vóór belastingen (EBITDA) | - | - | - |
| Afschrijvingen | | | |
| Amortisatie | | | |
| Winst vóór fin. resultaat (EBIT) | - | - | - |
| Financiële baten | | | |
| Financiële lasten | | | |
| Resultaat gewone bedrijfsvoering | - | - | - |
| Buitengewone baten | | | |
| Buitengewone lasten | | | |
| Resultaat voor belastingen (EBT) | - | - | - |
| Vennootschapsbelasting | | | |
| Netto bedrijfsresultaat (EAT) | - | - | - |

Producten en diensten

2019

(€)

Croco Company

| Product/dienst | Verkoop prijs | Inkoop prijs (grondstof) | Overige verkoop kosten | Kostprijs verkopen € | Kostprijs verkopen % | Min. voorraad # | Min. voorraad € | Btw-tarief verkoop | Btw-tarief grondstof | Btw-tarief verkoop kosten |
|----------------|---------------|--------------------------|------------------------|----------------------|----------------------|-----------------|-----------------|--------------------|----------------------|---------------------------|
| Croco One | 82,60 | 30,00 | 10,00 | 40,00 | 48,4% | 20 | 600 | 21% | 21% | 21% |
| Croco + | 165,25 | 50,00 | 15,00 | 65,00 | 39,3% | 20 | 1.000 | 21% | 21% | 21% |
| Croco XL | 247,89 | 60,00 | 20,00 | 80,00 | 32,3% | 20 | 1.200 | 21% | 21% | 21% |
| Croco Power | 330,54 | 50,00 | 4,00 | 54,00 | 16,3% | 20 | 1.000 | 21% | 21% | 21% |
| Accessoires | 60,00 | 18,00 | 2,00 | 20,00 | 33,3% | 50 | 900 | 21% | 21% | 21% |
| Trainingen | 165,25 | | 16,52 | 16,52 | 10,0% | | - | 21% | 0% | 21% |
| Services | 60,00 | | | - | 0,0% | | - | 21% | 0% | 21% |
| | | | | - | 0,0% | | - | | | |
| | | | | - | 0,0% | | - | | | |
| | | | | - | 0,0% | | - | | | |
| | | | | - | 0,0% | | - | | | |
| | | | | | | | 4.700 | | | |

2020

| Product/dienst | Verkoop prijs | Inkoop prijs (grondstof) | Overige verkoop kosten | Kostprijs verkopen € | Kostprijs verkopen % | Min. voorraad # | Min. voorraad € | Herw. voorraad € |
|----------------|---------------|--------------------------|------------------------|----------------------|----------------------|-----------------|-----------------|------------------|
| Croco One | 85,08 | 30,60 | 10,10 | 40,70 | 47,8% | 20 | 612 | 12 |
| Croco + | 170,21 | 51,00 | 15,15 | 66,15 | 38,9% | 20 | 1.020 | 20 |
| Croco XL | 255,33 | 61,20 | 20,20 | 81,40 | 31,9% | 20 | 1.224 | 24 |
| Croco Power | 340,46 | 51,00 | 4,04 | 55,04 | 16,2% | 20 | 1.020 | 20 |
| Accessoires | 61,80 | 18,36 | 2,02 | 20,38 | 33,0% | 50 | 918 | 18 |
| Trainingen | 170,21 | - | 16,69 | 16,69 | 9,8% | - | - | - |
| Services | 61,80 | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | | | | | | | 4.794 | 94 |

2021

| Product/dienst | Verkoop prijs | Inkoop prijs (grondstof) | Overige verkoop kosten | Kostprijs verkopen € | Kostprijs verkopen % | Min. voorraad # | Min. voorraad € | Herw. voorraad € |
|----------------|---------------|--------------------------|------------------------|----------------------|----------------------|-----------------|-----------------|------------------|
| Croco One | 87,63 | 31,21 | 10,20 | 41,41 | 47,3% | 20 | 624 | 12 |
| Croco + | 175,31 | 52,02 | 15,30 | 67,32 | 38,4% | 20 | 1.040 | 20 |
| Croco XL | 262,99 | 62,42 | 20,40 | 82,83 | 31,5% | 20 | 1.248 | 24 |
| Croco Power | 350,67 | 52,02 | 4,08 | 56,10 | 16,0% | 20 | 1.040 | 20 |
| Accessoires | 63,65 | 18,73 | 2,04 | 20,77 | 32,6% | 50 | 936 | 18 |
| Trainingen | 175,31 | - | 16,85 | 16,85 | 9,6% | - | - | - |
| Services | 63,65 | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | - | - | - | - | 0,0% | - | - | - |
| | | | | | | | 4.890 | 96 |

Verkopen

2019

Aantallen

Croco Company

| Product/dienst | Btw-tarief | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|------------|------------|------------|------------|------------|--------------|--------------|------------|------------|------------|--------------|--------------|--------------|---------------|
| Croco One | 21% | 100 | 90 | 105 | 100 | 110 | 115 | 85 | 70 | 100 | 115 | 120 | 130 | 1.240 |
| Croco + | 21% | 110 | 95 | 110 | 95 | 120 | 130 | 95 | 95 | 110 | 135 | 140 | 150 | 1.385 |
| Croco XL | 21% | 10 | 20 | 30 | 25 | 40 | 30 | 20 | 35 | 40 | 50 | 60 | 70 | 430 |
| Croco Power | 21% | 70 | 80 | 90 | 75 | 90 | 80 | 60 | 50 | 90 | 110 | 100 | 120 | 1.015 |
| Accessoires | 21% | 200 | 200 | 250 | 200 | 300 | 300 | 150 | 150 | 300 | 350 | 350 | 400 | 3.150 |
| Trainingen | 21% | 5 | 5 | 5 | 5 | 5 | 10 | 20 | 20 | 10 | 5 | 5 | 5 | 100 |
| Services | 21% | 290 | 285 | 335 | 295 | 360 | 355 | 260 | 250 | 340 | 410 | 420 | 470 | 4.070 |
| | 0% | | | | | | | | | | | | | - |
| | 0% | | | | | | | | | | | | | - |
| | 0% | | | | | | | | | | | | | - |
| Totaal | | 785 | 775 | 925 | 795 | 1.025 | 1.020 | 690 | 670 | 990 | 1.175 | 1.195 | 1.345 | 11.390 |

| | | | | | | | | | | | | | | |
|---------------------------|--|--------|---------|---------|---------|---------|---------|--------|--------|---------|---------|---------|---------|-----------|
| Netto omzet | | 82.280 | 84.460 | 99.962 | 85.473 | 109.006 | 105.814 | 75.415 | 73.989 | 106.154 | 126.988 | 128.001 | 145.569 | 1.223.111 |
| Inkooprijds/grondstof | | 16.200 | 16.250 | 19.450 | 16.600 | 21.600 | 21.150 | 14.200 | 14.150 | 20.800 | 25.000 | 25.500 | 28.800 | 239.700 |
| Overige verkoopkosten | | 3.613 | 3.528 | 4.243 | 3.708 | 4.743 | 4.785 | 3.545 | 3.655 | 4.575 | 5.398 | 5.683 | 6.313 | 53.787 |
| Kostprijs verkopen | | 19.813 | 19.778 | 23.693 | 20.308 | 26.343 | 25.935 | 17.745 | 17.805 | 25.375 | 30.398 | 31.183 | 35.113 | 293.487 |
| Bruto winst | | 62.468 | 64.682 | 76.269 | 65.165 | 82.664 | 79.879 | 57.670 | 56.184 | 80.779 | 96.590 | 96.818 | 110.456 | 929.624 |
| Btw | | 17.279 | 17.737 | 20.992 | 17.949 | 22.891 | 22.221 | 15.837 | 15.538 | 22.292 | 26.667 | 26.880 | 30.569 | 256.853 |
| Verkopen incl. btw | | 99.559 | 102.197 | 120.954 | 103.422 | 131.898 | 128.035 | 91.252 | 89.527 | 128.447 | 153.655 | 154.881 | 176.138 | 1.479.964 |
| Debiteuren | | | | | | | | | | 2.569 | 7.683 | 30.976 | 158.524 | 199.752 |
| Brutowinst % | | 75,9% | 76,6% | 76,3% | 76,2% | 75,8% | 75,5% | 76,5% | 75,9% | 76,1% | 76,1% | 75,6% | 75,9% | 76,0% |

Verkopen

2020

Aantallen

Croco Company

| Product/dienst | Groei % | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|---------|-----|-----|-----|-----|-------|-------|-----|-----|-------|-------|-------|-------|--------|
| Croco One | -5,0% | 95 | 86 | 100 | 95 | 105 | 109 | 81 | 67 | 95 | 109 | 114 | 124 | 1.178 |
| Croco + | 2,5% | 113 | 97 | 113 | 97 | 123 | 133 | 97 | 97 | 113 | 138 | 144 | 154 | 1.420 |
| Croco XL | 2,5% | 10 | 21 | 31 | 26 | 41 | 31 | 21 | 36 | 41 | 51 | 62 | 72 | 441 |
| Croco Power | 5,0% | 74 | 84 | 95 | 79 | 95 | 84 | 63 | 53 | 95 | 116 | 105 | 126 | 1.066 |
| Accessoires | 5,0% | 210 | 210 | 263 | 210 | 315 | 315 | 158 | 158 | 315 | 368 | 368 | 420 | 3.308 |
| Trainingen | 3,0% | 5 | 5 | 5 | 5 | 5 | 10 | 21 | 21 | 10 | 5 | 5 | 5 | 103 |
| Services | 5,0% | 305 | 299 | 352 | 310 | 378 | 373 | 273 | 263 | 357 | 431 | 441 | 494 | 4.274 |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Totaal | | 811 | 802 | 957 | 822 | 1.061 | 1.055 | 713 | 693 | 1.026 | 1.218 | 1.238 | 1.394 | 11.788 |

| | | | | | | | | | | | | | | |
|---------------------------|--|---------|---------|---------|---------|---------|---------|--------|--------|---------|---------|---------|---------|-----------|
| Netto omzet | | 87.587 | 90.029 | 106.539 | 91.007 | 116.172 | 112.681 | 80.238 | 78.728 | 113.198 | 135.448 | 136.416 | 155.225 | 1.303.266 |
| Inkooprijis/grondstof | | 16.889 | 16.977 | 20.324 | 17.313 | 22.583 | 22.088 | 14.796 | 14.766 | 21.769 | 26.174 | 26.673 | 30.149 | 250.501 |
| Overige verkoopkosten | | 3.682 | 3.602 | 4.335 | 3.781 | 4.851 | 4.891 | 3.621 | 3.746 | 4.686 | 5.530 | 5.820 | 6.469 | 55.014 |
| Kostprijs verkopen | | 20.570 | 20.579 | 24.658 | 21.094 | 27.434 | 26.979 | 18.418 | 18.511 | 26.455 | 31.704 | 32.493 | 36.618 | 305.514 |
| Bruto winst | | 67.016 | 69.450 | 81.881 | 69.913 | 88.738 | 85.702 | 61.820 | 60.216 | 86.742 | 103.744 | 103.923 | 118.607 | 997.752 |
| Btw | | 18.393 | 18.906 | 22.373 | 19.112 | 24.396 | 23.663 | 16.850 | 16.533 | 23.771 | 28.444 | 28.647 | 32.597 | 273.686 |
| Verkopen incl. btw | | 105.980 | 108.935 | 128.912 | 110.119 | 140.568 | 136.344 | 97.088 | 95.261 | 136.969 | 163.893 | 165.063 | 187.822 | 1.576.952 |
| Debiteuren | | | | | | | | | | 2.739 | 8.195 | 33.013 | 169.040 | 212.986 |
| Brutowinst % | | 76,5% | 77,1% | 76,9% | 76,8% | 76,4% | 76,1% | 77,0% | 76,5% | 76,6% | 76,6% | 76,2% | 76,4% | 76,6% |

Verkopen

2021

Aantallen

Croco Company

| Product/dienst | Groei % | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|---------|-----|-----|-------|-----|-------|-------|-----|-----|-------|-------|-------|-------|--------|
| Croco One | -10,0% | 86 | 77 | 90 | 86 | 94 | 98 | 73 | 60 | 86 | 98 | 103 | 111 | 1.060 |
| Croco + | 5,0% | 118 | 102 | 118 | 102 | 129 | 140 | 102 | 102 | 118 | 145 | 151 | 161 | 1.491 |
| Croco XL | 5,0% | 11 | 22 | 32 | 27 | 43 | 32 | 22 | 38 | 43 | 54 | 65 | 75 | 463 |
| Croco Power | 5,0% | 77 | 88 | 99 | 83 | 99 | 88 | 66 | 55 | 99 | 121 | 110 | 132 | 1.119 |
| Accessoires | 5,0% | 221 | 221 | 276 | 221 | 331 | 331 | 165 | 165 | 331 | 386 | 386 | 441 | 3.473 |
| Trainingen | 5,0% | 5 | 5 | 5 | 5 | 5 | 11 | 22 | 22 | 11 | 5 | 5 | 5 | 108 |
| Services | 10,0% | 335 | 329 | 387 | 341 | 416 | 410 | 300 | 289 | 393 | 474 | 485 | 543 | 4.701 |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Totaal | | 853 | 844 | 1.008 | 864 | 1.117 | 1.110 | 750 | 731 | 1.080 | 1.284 | 1.304 | 1.469 | 12.415 |

| | | | | | | | | | | | | | | |
|---------------------------|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
| Netto omzet | | 94.445 | 97.195 | 115.030 | 98.161 | 125.469 | 121.614 | 86.585 | 85.105 | 122.311 | 146.422 | 147.439 | 167.823 | 1.407.600 |
| Inkooprijds/grondstof | | 17.643 | 17.782 | 21.299 | 18.098 | 23.697 | 23.145 | 15.469 | 15.503 | 22.870 | 27.521 | 28.033 | 31.711 | 262.771 |
| Overige verkoopkosten | | 3.759 | 3.689 | 4.444 | 3.864 | 4.985 | 5.020 | 3.717 | 3.870 | 4.824 | 5.697 | 5.998 | 6.672 | 56.539 |
| Kostprijs verkopen | | 21.402 | 21.471 | 25.744 | 21.962 | 28.682 | 28.164 | 19.186 | 19.373 | 27.694 | 33.219 | 34.031 | 38.383 | 319.310 |
| Bruto winst | | 73.043 | 75.724 | 89.287 | 76.200 | 96.787 | 93.450 | 67.399 | 65.732 | 94.617 | 113.203 | 113.408 | 129.440 | 1.088.289 |
| Btw | | 19.834 | 20.411 | 24.156 | 20.614 | 26.349 | 25.539 | 18.183 | 17.872 | 25.685 | 30.749 | 30.962 | 35.243 | 295.596 |
| Verkopen incl. btw | | 114.279 | 117.606 | 139.187 | 118.775 | 151.818 | 147.153 | 104.768 | 102.977 | 147.996 | 177.170 | 178.401 | 203.065 | 1.703.195 |
| Debiteuren | | | | | | | | | | 2.960 | 8.859 | 35.680 | 182.759 | 230.258 |
| Brutowinst % | | 77,3% | 77,9% | 77,6% | 77,6% | 77,1% | 76,8% | 77,8% | 77,2% | 77,4% | 77,3% | 76,9% | 77,1% | 77,3% |

Verkopen per kwartaal 3 jaar

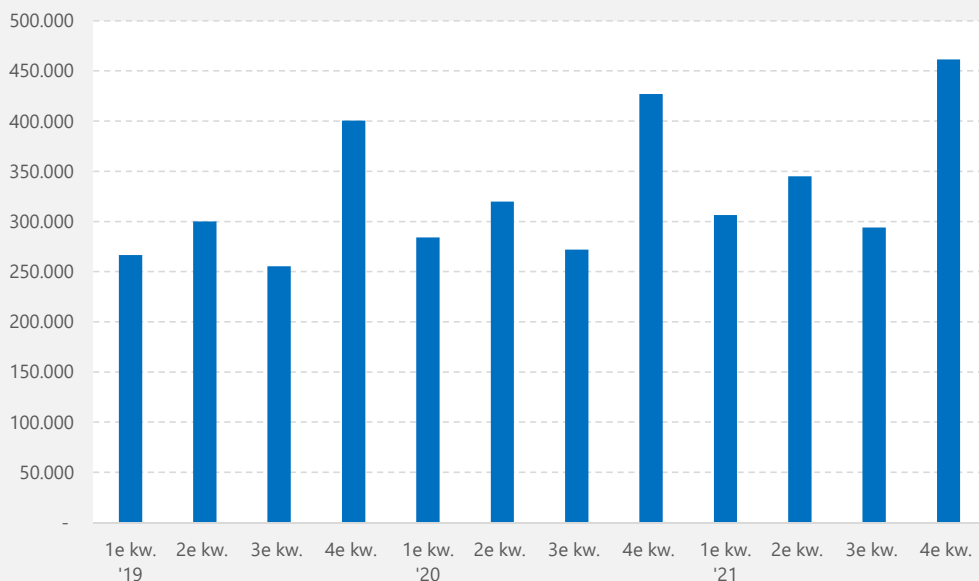
(€)

Croco Company

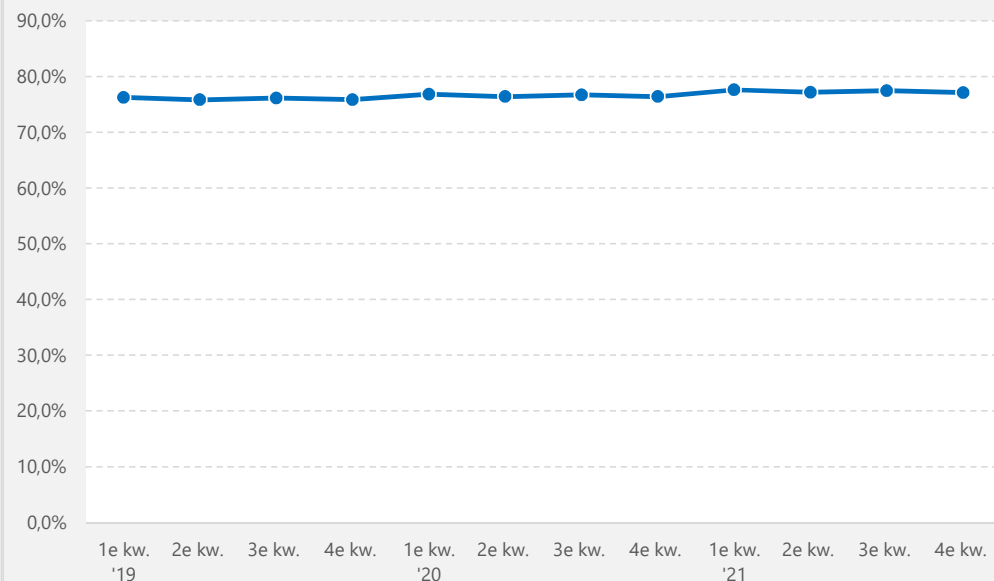
| Product/dienst | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|---------------------------|------------|---------|---------|---------|-----------|------------|---------|---------|---------|-----------|------------|---------|---------|---------|-----------|
| Croco One | 24.367 | 26.845 | 21.063 | 30.149 | 102.424 | 23.843 | 26.268 | 20.610 | 29.501 | 100.222 | 22.103 | 24.350 | 19.106 | 27.347 | 92.906 |
| Croco + | 52.054 | 57.011 | 49.575 | 70.231 | 228.871 | 54.956 | 60.190 | 52.339 | 74.147 | 241.631 | 59.435 | 65.095 | 56.604 | 80.190 | 261.324 |
| Croco XL | 14.873 | 23.550 | 23.550 | 44.620 | 106.593 | 15.703 | 24.862 | 24.862 | 47.108 | 112.535 | 16.982 | 26.889 | 26.889 | 50.947 | 121.707 |
| Croco Power | 79.330 | 80.982 | 66.108 | 109.078 | 335.498 | 85.795 | 87.582 | 71.496 | 117.968 | 362.841 | 92.787 | 94.720 | 77.323 | 127.582 | 392.413 |
| Accessoires | 39.000 | 48.000 | 36.000 | 66.000 | 189.000 | 42.179 | 51.912 | 38.934 | 71.379 | 204.404 | 45.616 | 56.143 | 42.107 | 77.196 | 221.062 |
| Trainingen | 2.479 | 3.305 | 8.263 | 2.479 | 16.525 | 2.630 | 3.506 | 8.766 | 2.630 | 17.531 | 2.844 | 3.792 | 9.480 | 2.844 | 18.960 |
| Services | 54.600 | 60.600 | 51.000 | 78.000 | 244.200 | 59.050 | 65.539 | 55.157 | 84.357 | 264.102 | 66.904 | 74.256 | 62.492 | 95.576 | 299.228 |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Netto omzet | 266.703 | 300.293 | 255.558 | 400.557 | 1.223.111 | 284.155 | 319.859 | 272.163 | 427.089 | 1.303.266 | 306.670 | 345.245 | 294.001 | 461.683 | 1.407.600 |
| Inkoopprijs/grondstof | 51.900 | 59.350 | 49.150 | 79.300 | 239.700 | 54.189 | 61.984 | 51.332 | 82.996 | 250.501 | 56.724 | 64.939 | 53.842 | 87.265 | 262.771 |
| Overige verkoopkosten | 11.383 | 13.235 | 11.776 | 17.393 | 53.787 | 11.619 | 13.523 | 12.053 | 17.820 | 55.014 | 11.893 | 13.868 | 12.411 | 18.367 | 56.539 |
| Kostprijs verkopen | 63.283 | 72.585 | 60.926 | 96.693 | 293.487 | 65.808 | 75.507 | 63.384 | 100.816 | 305.514 | 68.617 | 78.808 | 66.253 | 105.632 | 319.310 |
| Bruto winst | 203.420 | 227.708 | 194.632 | 303.865 | 929.624 | 218.347 | 244.353 | 208.779 | 326.273 | 997.752 | 238.053 | 266.437 | 227.748 | 356.051 | 1.088.289 |
| Btw | 56.008 | 63.062 | 53.667 | 84.117 | 256.853 | 59.672 | 67.170 | 57.154 | 89.689 | 273.686 | 64.401 | 72.501 | 61.740 | 96.953 | 295.596 |
| Verkopen incl. btw | 322.710 | 363.355 | 309.225 | 484.674 | 1.479.964 | 343.827 | 387.030 | 329.318 | 516.778 | 1.576.952 | 371.071 | 417.746 | 355.741 | 558.637 | 1.703.195 |

| | | | | | | | | | | | | | | | |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Brutowinst % | 76,3% | 75,8% | 76,2% | 75,9% | 76,0% | 76,8% | 76,4% | 76,7% | 76,4% | 76,6% | 77,6% | 77,2% | 77,5% | 77,1% | 77,3% |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

Netto omzet per kwartaal 3 jaar



Brutowinst % per kwartaal 3 jaar



Verkopen 5 jaar

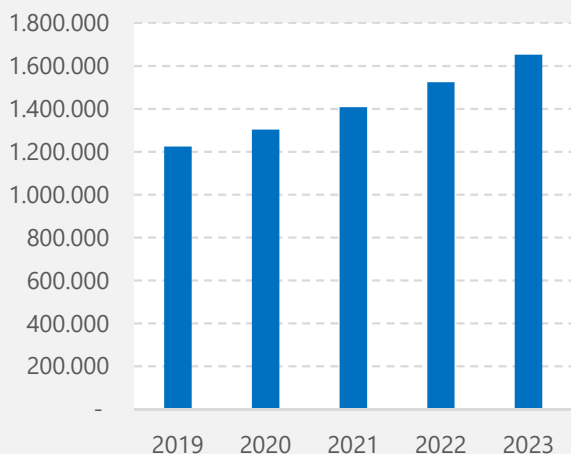
(€)

Croco Company

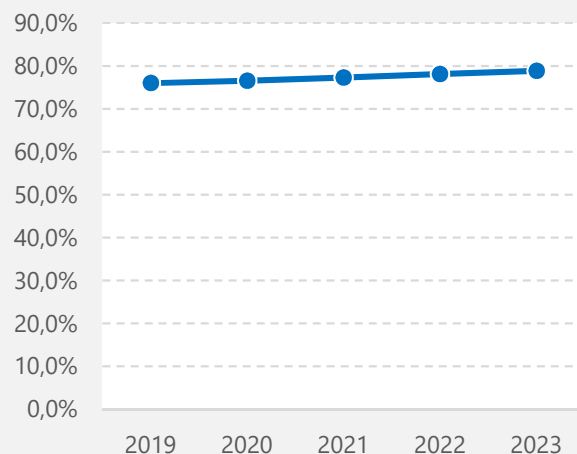
| Product/dienst | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Croco One | 102.424 | 100.222 | 92.906 | 86.124 | 79.837 | 461.512 |
| Croco + | 228.871 | 241.631 | 261.324 | 282.622 | 305.655 | 1.320.103 |
| Croco XL | 106.593 | 112.535 | 121.707 | 131.626 | 142.353 | 614.814 |
| Croco Power | 335.498 | 362.841 | 392.413 | 424.394 | 458.983 | 1.974.129 |
| Accessoires | 189.000 | 204.404 | 221.062 | 239.079 | 258.564 | 1.112.109 |
| Trainingen | 16.525 | 17.531 | 18.960 | 20.505 | 22.177 | 95.699 |
| Services | 244.200 | 264.102 | 299.228 | 339.025 | 384.116 | 1.530.671 |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| Netto omzet | 1.223.111 | 1.303.266 | 1.407.600 | 1.523.375 | 1.651.684 | 7.109.036 |
| Inkooprijds/grondstof | 239.700 | 250.501 | 262.771 | 275.642 | 289.144 | 1.317.758 |
| Overige verkoopkosten | 53.787 | 55.014 | 56.539 | 58.108 | 59.719 | 283.167 |
| Kostprijs verkopen | 293.487 | 305.514 | 319.310 | 333.750 | 348.863 | 1.600.925 |
| Bruto winst | 929.624 | 997.752 | 1.088.289 | 1.189.625 | 1.302.821 | 5.508.111 |
| Btw | 256.853 | 273.686 | 295.596 | 319.909 | 346.854 | 1.492.898 |
| Verkopen incl. btw | 1.479.964 | 1.576.952 | 1.703.195 | 1.843.284 | 1.998.538 | 8.601.934 |

| | | | | | | |
|--------------|-------|-------|-------|-------|-------|--------|
| Brutowinst % | 76,0% | 76,6% | 77,3% | 78,1% | 78,9% | 77,5% |
| Omzetgroei % | | 6,6% | 8,0% | 8,2% | 8,4% | 330,4% |

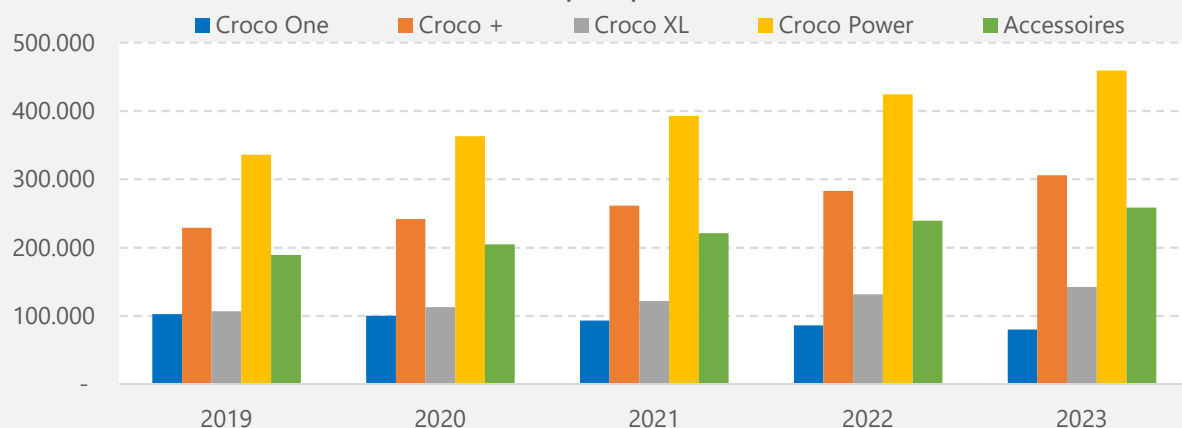
Netto omzet per jaar



Brutowinst % 5 jaar



Omzet per product



Inkopen

2019

Aantallen

Croco Company

| Product/dienst | Btw-tarief | Min. | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|------------|------|-----|-----|-----|-----|-------|-------|-----|-----|-------|-------|-------|-------|--------|
| Croco One | 21% | 20 | 121 | 91 | 106 | 101 | 111 | 116 | 86 | 71 | 101 | 116 | 121 | 131 | 1.272 |
| Croco + | 21% | 20 | 131 | 96 | 111 | 96 | 121 | 131 | 96 | 96 | 111 | 136 | 141 | 152 | 1.419 |
| Croco XL | 21% | 20 | 30 | 20 | 30 | 25 | 40 | 30 | 20 | 35 | 40 | 51 | 61 | 71 | 454 |
| Croco Power | 21% | 20 | 91 | 81 | 91 | 76 | 91 | 81 | 61 | 51 | 91 | 111 | 101 | 121 | 1.045 |
| Accessoires | 21% | 50 | 252 | 202 | 253 | 202 | 303 | 303 | 152 | 152 | 303 | 354 | 354 | 404 | 3.232 |
| Trainingen | 0% | - | 5 | 5 | 5 | 5 | 5 | 10 | 20 | 20 | 10 | 5 | 5 | 5 | 101 |
| Services | 0% | - | 293 | 288 | 338 | 298 | 364 | 359 | 263 | 253 | 343 | 414 | 424 | 475 | 4.111 |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Totaal | | 130 | 923 | 783 | 934 | 803 | 1.035 | 1.030 | 697 | 677 | 1.000 | 1.187 | 1.207 | 1.358 | 11.634 |

| | | | | | | | | | | | | | |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Inkopen excl. btw | 18.262 | 16.413 | 19.645 | 16.766 | 21.816 | 21.362 | 14.342 | 14.292 | 21.008 | 25.250 | 25.755 | 29.088 | 243.997 |
| Btw | 3.835 | 3.447 | 4.125 | 3.521 | 4.581 | 4.486 | 3.012 | 3.001 | 4.412 | 5.303 | 5.409 | 6.108 | 51.239 |
| Inkopen incl. btw | 22.097 | 19.859 | 23.770 | 20.287 | 26.397 | 25.847 | 17.354 | 17.293 | 25.420 | 30.553 | 31.164 | 35.196 | 295.236 |

| | | | | | | | | | | | | | |
|---------------------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Leverancierskrediet | Beginstand | 15.000 | 17.678 | 15.887 | 19.016 | 16.229 | 21.118 | 20.678 | 13.883 | 13.834 | 20.336 | 24.442 | 24.931 |
| | Inkopen | 22.097 | 19.859 | 23.770 | 20.287 | 26.397 | 25.847 | 17.354 | 17.293 | 25.420 | 30.553 | 31.164 | 35.196 |
| | Factuur betaald | - | 17.678 | 15.887 | 19.016 | 16.229 | 21.118 | 20.678 | 13.883 | 13.834 | 20.336 | 24.442 | 24.931 |
| | Contant betaald | 4.419 | 3.972 | 4.754 | 4.057 | 5.279 | 5.169 | 3.471 | 3.459 | 5.084 | 6.111 | 6.233 | 7.039 |
| | Eindstand | 17.678 | 15.887 | 19.016 | 16.229 | 21.118 | 20.678 | 13.883 | 13.834 | 20.336 | 24.442 | 24.931 | 28.157 |

Inkopen

2020

Aantallen

Croco Company

| Product/dienst | Btw-tarief | Min. | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|------------|------------|------------|------------|------------|------------|--------------|--------------|------------|------------|--------------|--------------|--------------|--------------|---------------|
| Croco One | 21% | 20 | 96 | 86 | 101 | 96 | 106 | 110 | 82 | 67 | 96 | 110 | 115 | 125 | 1.190 |
| Croco + | 21% | 20 | 114 | 98 | 114 | 98 | 124 | 135 | 98 | 98 | 114 | 140 | 145 | 155 | 1.434 |
| Croco XL | 21% | 20 | 10 | 21 | 31 | 26 | 41 | 31 | 21 | 36 | 41 | 52 | 62 | 72 | 445 |
| Croco Power | 21% | 20 | 74 | 85 | 95 | 80 | 95 | 85 | 64 | 53 | 95 | 117 | 106 | 127 | 1.076 |
| Accessoires | 21% | 50 | 212 | 212 | 265 | 212 | 318 | 318 | 159 | 159 | 318 | 371 | 371 | 424 | 3.341 |
| Trainingen | 0% | - | 5 | 5 | 5 | 5 | 5 | 10 | 21 | 21 | 10 | 5 | 5 | 5 | 104 |
| Services | 0% | - | 308 | 302 | 355 | 313 | 382 | 376 | 276 | 265 | 361 | 435 | 445 | 498 | 4.316 |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Totaal | | 130 | 819 | 810 | 967 | 830 | 1.072 | 1.066 | 720 | 700 | 1.036 | 1.230 | 1.250 | 1.408 | 11.906 |

| | | | | | | | | | | | | | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| Inkopen excl. btw | 17.058 | 17.146 | 20.527 | 17.486 | 22.809 | 22.309 | 14.944 | 14.913 | 21.987 | 26.436 | 26.940 | 30.450 | 253.006 |
| Btw | 3.582 | 3.601 | 4.311 | 3.672 | 4.790 | 4.685 | 3.138 | 3.132 | 4.617 | 5.552 | 5.657 | 6.395 | 53.131 |
| Inkopen incl. btw | 20.640 | 20.747 | 24.837 | 21.158 | 27.598 | 26.994 | 18.083 | 18.045 | 26.604 | 31.988 | 32.597 | 36.845 | 306.137 |

| | | | | | | | | | | | | | |
|---------------------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Leverancierskrediet | Beginstand | 28.157 | 16.512 | 16.598 | 19.870 | 16.927 | 22.079 | 21.595 | 14.466 | 14.436 | 21.283 | 25.590 | 26.078 |
| | Inkopen | 20.640 | 20.747 | 24.837 | 21.158 | 27.598 | 26.994 | 18.083 | 18.045 | 26.604 | 31.988 | 32.597 | 36.845 |
| | Factuur betaald | 28.157 | 16.512 | 16.598 | 19.870 | 16.927 | 22.079 | 21.595 | 14.466 | 14.436 | 21.283 | 25.590 | 26.078 |
| | Contant betaald | 4.128 | 4.149 | 4.967 | 4.232 | 5.520 | 5.399 | 3.617 | 3.609 | 5.321 | 6.398 | 6.519 | 7.369 |
| | Eindstand | 16.512 | 16.598 | 19.870 | 16.927 | 22.079 | 21.595 | 14.466 | 14.436 | 21.283 | 25.590 | 26.078 | 29.476 |

Inkopen

2021

Aantallen

Croco Company

| Product/dienst | Btw-tarief | Min. | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|----------------|------------|------------|------------|------------|--------------|------------|--------------|--------------|------------|------------|--------------|--------------|--------------|--------------|---------------|
| Croco One | 21% | 20 | 86 | 78 | 91 | 86 | 95 | 99 | 73 | 60 | 86 | 99 | 104 | 112 | 1.071 |
| Croco + | 21% | 20 | 120 | 103 | 120 | 103 | 130 | 141 | 103 | 103 | 120 | 147 | 152 | 163 | 1.506 |
| Croco XL | 21% | 20 | 11 | 22 | 33 | 27 | 43 | 33 | 22 | 38 | 43 | 54 | 65 | 76 | 467 |
| Croco Power | 21% | 20 | 78 | 89 | 100 | 84 | 100 | 89 | 67 | 56 | 100 | 122 | 111 | 134 | 1.130 |
| Accessoires | 21% | 50 | 223 | 223 | 278 | 223 | 334 | 334 | 167 | 167 | 334 | 390 | 390 | 445 | 3.508 |
| Trainingen | 0% | - | 5 | 5 | 5 | 5 | 5 | 11 | 22 | 22 | 11 | 5 | 5 | 5 | 109 |
| Services | 0% | - | 338 | 332 | 391 | 344 | 420 | 414 | 303 | 292 | 397 | 478 | 490 | 548 | 4.748 |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Totaal | | 130 | 861 | 852 | 1.018 | 873 | 1.129 | 1.121 | 757 | 738 | 1.091 | 1.296 | 1.318 | 1.484 | 12.539 |

| | | | | | | | | | | | | | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| Inkopen excl. btw | 17.819 | 17.959 | 21.512 | 18.279 | 23.934 | 23.376 | 15.624 | 15.658 | 23.099 | 27.797 | 28.313 | 32.028 | 265.399 |
| Btw | 3.742 | 3.771 | 4.518 | 3.839 | 5.026 | 4.909 | 3.281 | 3.288 | 4.851 | 5.837 | 5.946 | 6.726 | 55.734 |
| Inkopen incl. btw | 21.561 | 21.731 | 26.030 | 22.117 | 28.960 | 28.285 | 18.904 | 18.946 | 27.950 | 33.634 | 34.259 | 38.754 | 321.132 |

| | | | | | | | | | | | | | |
|---------------------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Leverancierskrediet | Beginstand | 29.476 | 17.249 | 17.385 | 20.824 | 17.694 | 23.168 | 22.628 | 15.124 | 15.157 | 22.360 | 26.907 | 27.407 |
| | Inkopen | 21.561 | 21.731 | 26.030 | 22.117 | 28.960 | 28.285 | 18.904 | 18.946 | 27.950 | 33.634 | 34.259 | 38.754 |
| | Factuur betaald | 29.476 | 17.249 | 17.385 | 20.824 | 17.694 | 23.168 | 22.628 | 15.124 | 15.157 | 22.360 | 26.907 | 27.407 |
| | Contant betaald | 4.312 | 4.346 | 5.206 | 4.423 | 5.792 | 5.657 | 3.781 | 3.789 | 5.590 | 6.727 | 6.852 | 7.751 |
| | Eindstand | 17.249 | 17.385 | 20.824 | 17.694 | 23.168 | 22.628 | 15.124 | 15.157 | 22.360 | 26.907 | 27.407 | 31.003 |

Inkopen

2022

(€)

Croco Company

| | | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|---------------------|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Leverancierskrediet | Beginstand | 31.003 | 18.102 | 18.245 | 21.854 | 18.569 | 24.314 | 23.747 | 15.872 | 15.906 | 23.465 | 28.238 | 28.763 | 31.003 |
| | Inkopen incl. btw | 22.628 | 22.806 | 27.317 | 23.211 | 30.392 | 29.684 | 19.839 | 19.883 | 29.332 | 35.297 | 35.953 | 40.671 | 337.013 |
| | Factuur betaald | 31.003 | 18.102 | 18.245 | 21.854 | 18.569 | 24.314 | 23.747 | 15.872 | 15.906 | 23.465 | 28.238 | 28.763 | 268.077 |
| | Contant betaald | 4.526 | 4.561 | 5.463 | 4.642 | 6.078 | 5.937 | 3.968 | 3.977 | 5.866 | 7.059 | 7.191 | 8.134 | 67.403 |
| | Eindstand | 18.102 | 18.245 | 21.854 | 18.569 | 24.314 | 23.747 | 15.872 | 15.906 | 23.465 | 28.238 | 28.763 | 32.536 | 32.536 |
| Btw | | 3.927 | 3.958 | 4.741 | 4.028 | 5.275 | 5.152 | 3.443 | 3.451 | 5.091 | 6.126 | 6.240 | 7.059 | 58.490 |

2023

(€)

Croco Company

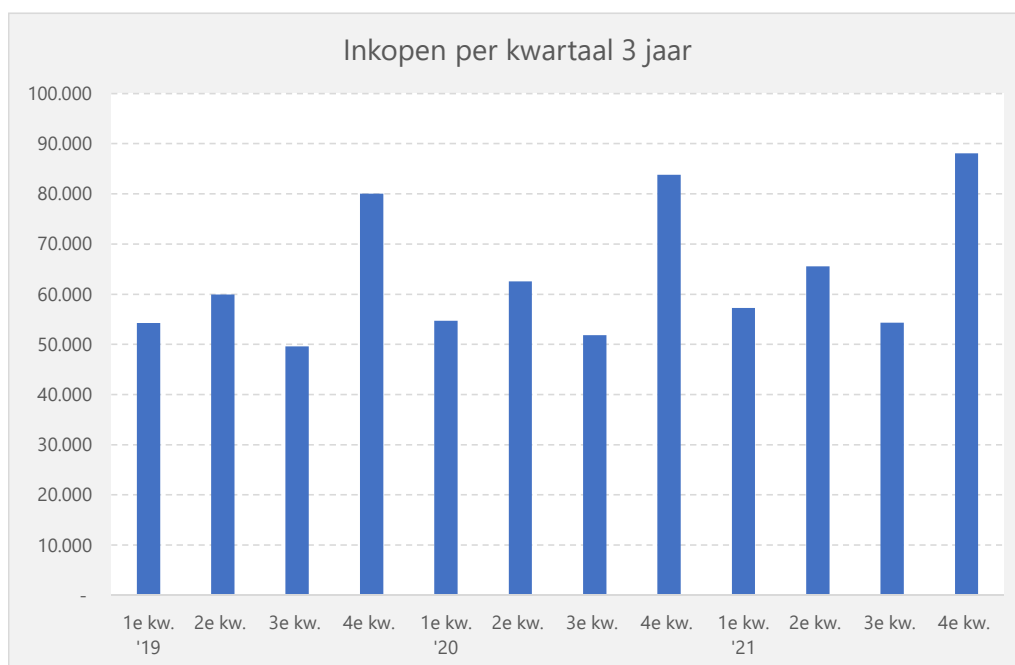
| | | Jan | Feb | Mrt | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Dec | Totaal |
|---------------------|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Leverancierskrediet | Beginstand | 32.536 | 19.067 | 19.217 | 23.018 | 19.558 | 25.609 | 25.013 | 16.717 | 16.754 | 24.716 | 29.743 | 30.295 | 32.536 |
| | Inkopen incl. btw | 23.834 | 24.021 | 28.773 | 24.448 | 32.012 | 31.266 | 20.897 | 20.942 | 30.895 | 37.178 | 37.869 | 42.838 | 354.973 |
| | Factuur betaald | 32.536 | 19.067 | 19.217 | 23.018 | 19.558 | 25.609 | 25.013 | 16.717 | 16.754 | 24.716 | 29.743 | 30.295 | 282.244 |
| | Contant betaald | 4.767 | 4.804 | 5.755 | 4.890 | 6.402 | 6.253 | 4.179 | 4.188 | 6.179 | 7.436 | 7.574 | 8.568 | 70.995 |
| | Eindstand | 19.067 | 19.217 | 23.018 | 19.558 | 25.609 | 25.013 | 16.717 | 16.754 | 24.716 | 29.743 | 30.295 | 34.270 | 34.270 |
| Btw | | 4.136 | 4.169 | 4.994 | 4.243 | 5.556 | 5.426 | 3.627 | 3.635 | 5.362 | 6.452 | 6.572 | 7.435 | 61.607 |

Inkopen per kwartaal 3 jaar

(€)

Croco Company

| Product/dienst | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|--------------------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|----------------|----------------|
| Croco One | 8.939 | 9.848 | 7.727 | 11.060 | 37.572 | 8.661 | 9.542 | 7.487 | 10.717 | 36.407 | 7.951 | 8.760 | 6.873 | 9.838 | 33.422 |
| Croco + | 16.108 | 17.423 | 15.150 | 21.463 | 70.143 | 16.631 | 18.215 | 15.839 | 22.439 | 73.125 | 17.812 | 19.509 | 16.964 | 24.032 | 78.317 |
| Croco XL | 4.136 | 5.757 | 5.757 | 10.908 | 26.558 | 3.801 | 6.019 | 6.019 | 11.404 | 27.244 | 4.071 | 6.446 | 6.446 | 12.214 | 29.178 |
| Croco Power | 12.820 | 12.373 | 10.100 | 16.665 | 51.958 | 12.981 | 13.251 | 10.817 | 17.848 | 54.897 | 13.902 | 14.192 | 11.585 | 19.115 | 58.794 |
| Accessoires | 12.317 | 14.544 | 10.908 | 19.998 | 57.767 | 12.656 | 15.577 | 11.682 | 21.418 | 61.333 | 13.555 | 16.683 | 12.512 | 22.939 | 65.688 |
| Trainingen | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Services | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Inkopen excl. btw | 54.319 | 59.944 | 49.642 | 80.093 | 243.997 | 54.731 | 62.604 | 51.845 | 83.826 | 253.006 | 57.291 | 65.589 | 54.380 | 88.138 | 265.399 |
| Btw | 11.407 | 12.588 | 10.425 | 16.820 | 51.239 | 11.493 | 13.147 | 10.887 | 17.603 | 53.131 | 12.031 | 13.774 | 11.420 | 18.509 | 55.734 |
| Inkopen incl. btw | 65.726 | 72.532 | 60.066 | 96.913 | 295.236 | 66.224 | 75.751 | 62.732 | 101.430 | 306.137 | 69.323 | 79.363 | 65.800 | 106.647 | 321.132 |

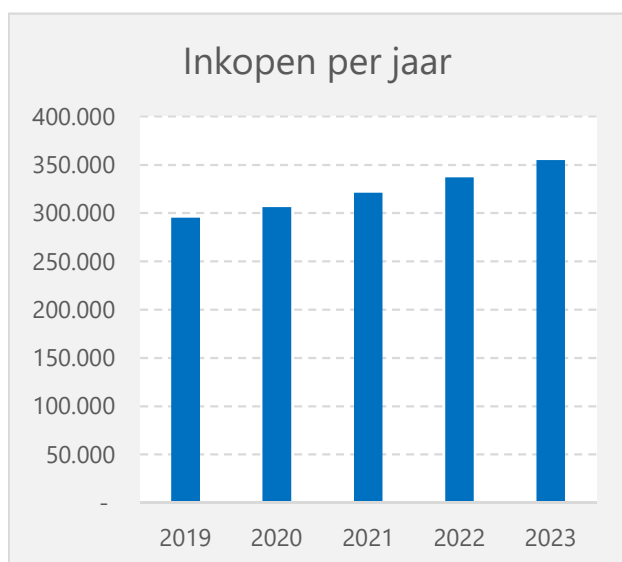


Inkopen 5 jaar

(€) Croco Company

| Product/dienst | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|--------------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Croco One | 37.572 | 36.407 | 33.422 | 30.681 | 28.165 | 166.248 |
| Croco + | 70.143 | 73.125 | 78.317 | 83.877 | 89.833 | 395.294 |
| Croco XL | 26.558 | 27.244 | 29.178 | 31.250 | 33.468 | 147.697 |
| Croco Power | 51.958 | 54.897 | 58.794 | 62.969 | 67.440 | 296.057 |
| Accessoires | 57.767 | 61.333 | 65.688 | 70.351 | 75.346 | 330.485 |
| Trainingen | - | - | - | - | - | - |
| Services | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| Inkopen excl. btw | 243.997 | 253.006 | 265.399 | 279.128 | 294.252 | 1.335.782 |
| Btw | 51.239 | 53.131 | 55.734 | 57.885 | 60.720 | 278.709 |
| Inkopen incl. btw | 295.236 | 306.137 | 321.132 | 337.013 | 354.973 | 1.614.491 |

| | | | | | | |
|---------|--|------|------|------|------|--------|
| Groei % | | 3,7% | 4,9% | 5,2% | 5,4% | 354,0% |
|---------|--|------|------|------|------|--------|



Personeelsplan per kwartaal 3 jaar

(€)

Croco Company

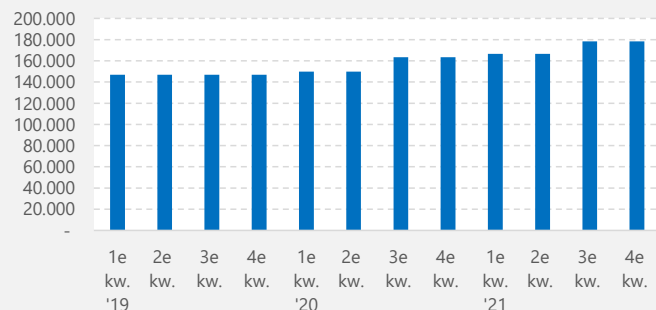
| Productie | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|---------------------------------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|
| Gem. aantal personeelsleden | 6,00 | 6,00 | 6,00 | 6,00 | 6,00 | 6,00 | 6,00 | 6,00 | 6,50 | 6,13 | 6,50 | 6,50 | 7,00 | 7,00 | 6,75 |
| Lonen en salarissen | 45.000 | 45.000 | 45.000 | 45.000 | 180.000 | 45.900 | 45.900 | 49.725 | 49.725 | 191.250 | 50.720 | 50.720 | 54.621 | 54.621 | 210.681 |
| Reservering vakantiegeld | 3.600 | 3.600 | 3.600 | 3.600 | 14.400 | 3.672 | 3.672 | 3.978 | 3.978 | 15.300 | 4.058 | 4.058 | 4.370 | 4.370 | 16.854 |
| Sociale lasten (werkgeversdeel) | 9.000 | 9.000 | 9.000 | 9.000 | 36.000 | 9.180 | 9.180 | 9.945 | 9.945 | 38.250 | 10.144 | 10.144 | 10.924 | 10.924 | 42.136 |
| Pensioenlasten | 3.600 | 3.600 | 3.600 | 3.600 | 14.400 | 3.672 | 3.672 | 3.978 | 3.978 | 15.300 | 4.058 | 4.058 | 4.370 | 4.370 | 16.854 |
| Totaal personeelskosten | 61.200 | 61.200 | 61.200 | 61.200 | 244.800 | 62.424 | 62.424 | 67.626 | 67.626 | 260.100 | 68.979 | 68.979 | 74.285 | 74.285 | 286.526 |

| Verkoop & marketing | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|---------------------------------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|
| Aantal personeelsleden | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,50 | 3,13 | 3,50 | 3,50 | 3,50 | 3,50 | 3,50 |
| Lonen en salarissen | 36.000 | 36.000 | 36.000 | 36.000 | 144.000 | 36.720 | 36.720 | 42.840 | 42.840 | 159.120 | 43.697 | 43.697 | 43.697 | 43.697 | 174.787 |
| Reservering vakantiegeld | 2.880 | 2.880 | 2.880 | 2.880 | 11.520 | 2.938 | 2.938 | 3.427 | 3.427 | 12.730 | 3.496 | 3.496 | 3.496 | 3.496 | 13.983 |
| Sociale lasten (werkgeversdeel) | 7.200 | 7.200 | 7.200 | 7.200 | 28.800 | 7.344 | 7.344 | 8.568 | 8.568 | 31.824 | 8.739 | 8.739 | 8.739 | 8.739 | 34.957 |
| Pensioenlasten | 2.880 | 2.880 | 2.880 | 2.880 | 11.520 | 2.938 | 2.938 | 3.427 | 3.427 | 12.730 | 3.496 | 3.496 | 3.496 | 3.496 | 13.983 |
| Totaal personeelskosten | 48.960 | 48.960 | 48.960 | 48.960 | 195.840 | 49.939 | 49.939 | 58.262 | 58.262 | 216.403 | 59.428 | 59.428 | 59.428 | 59.428 | 237.711 |

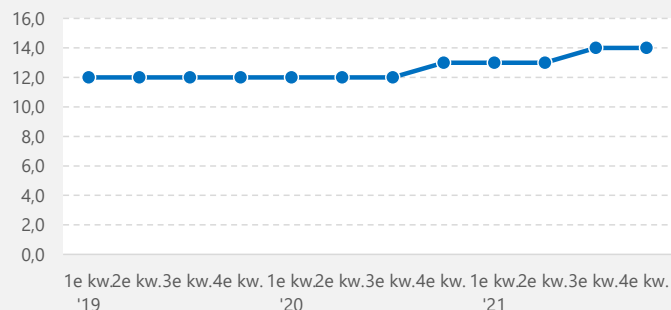
| Algemeen & administratief | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|---------------------------------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|------------|--------|--------|--------|---------|
| Aantal personeelsleden | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,00 | 3,50 | 3,50 | 3,25 |
| Lonen en salarissen | 27.000 | 27.000 | 27.000 | 27.000 | 108.000 | 27.540 | 27.540 | 27.540 | 27.540 | 110.160 | 28.091 | 28.091 | 32.773 | 32.773 | 121.727 |
| Reservering vakantiegeld | 2.160 | 2.160 | 2.160 | 2.160 | 8.640 | 2.203 | 2.203 | 2.203 | 2.203 | 8.813 | 2.247 | 2.247 | 2.622 | 2.622 | 9.738 |
| Sociale lasten (werkgeversdeel) | 5.400 | 5.400 | 5.400 | 5.400 | 21.600 | 5.508 | 5.508 | 5.508 | 5.508 | 22.032 | 5.618 | 5.618 | 6.555 | 6.555 | 24.345 |
| Pensioenlasten | 2.160 | 2.160 | 2.160 | 2.160 | 8.640 | 2.203 | 2.203 | 2.203 | 2.203 | 8.813 | 2.247 | 2.247 | 2.622 | 2.622 | 9.738 |
| Totaal personeelskosten | 36.720 | 36.720 | 36.720 | 36.720 | 146.880 | 37.454 | 37.454 | 37.454 | 37.454 | 149.818 | 38.203 | 38.203 | 44.571 | 44.571 | 165.548 |

| Totaal | 1e kw. '19 | 2e kw. | 3e kw. | 4e kw. | 2019 | 1e kw. '20 | 2e kw. | 3e kw. | 4e kw. | 2020 | 1e kw. '21 | 2e kw. | 3e kw. | 4e kw. | 2021 |
|---------------------------------|------------|---------|---------|---------|---------|------------|---------|---------|---------|---------|------------|---------|---------|---------|---------|
| Aantal personeelsleden | 12,00 | 12,00 | 12,00 | 12,00 | 12,00 | 12,00 | 12,00 | 12,00 | 13,00 | 12,25 | 13,00 | 13,00 | 14,00 | 14,00 | 13,50 |
| Lonen en salarissen | 108.000 | 108.000 | 108.000 | 108.000 | 432.000 | 110.160 | 110.160 | 120.105 | 120.105 | 460.530 | 122.507 | 122.507 | 131.090 | 131.090 | 507.195 |
| Reservering vakantiegeld | 8.640 | 8.640 | 8.640 | 8.640 | 34.560 | 8.813 | 8.813 | 9.608 | 9.608 | 36.842 | 9.801 | 9.801 | 10.487 | 10.487 | 40.576 |
| Sociale lasten (werkgeversdeel) | 21.600 | 21.600 | 21.600 | 21.600 | 86.400 | 22.032 | 22.032 | 24.021 | 24.021 | 92.106 | 24.501 | 24.501 | 26.218 | 26.218 | 101.439 |
| Pensioenlasten | 8.640 | 8.640 | 8.640 | 8.640 | 34.560 | 8.813 | 8.813 | 9.608 | 9.608 | 36.842 | 9.801 | 9.801 | 10.487 | 10.487 | 40.576 |
| Totaal personeelskosten | 146.880 | 146.880 | 146.880 | 146.880 | 587.520 | 149.818 | 149.818 | 163.343 | 163.343 | 626.321 | 166.610 | 166.610 | 178.283 | 178.283 | 689.785 |

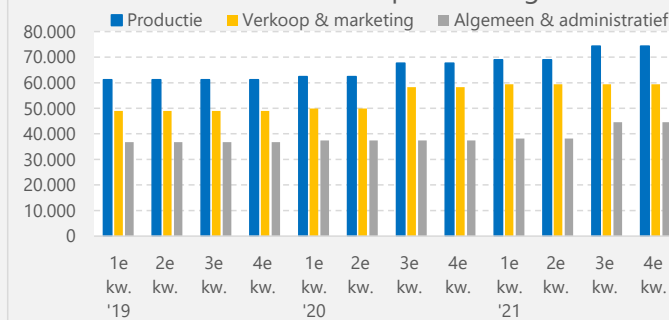
Personeelskosten per kwartaal 3 jaar



Aantal personeelsleden per kwartaal 3 jaar



Personeelskosten per afdeling



Personeelsplan 5 jaar

(€)

Croco Company

| Productie | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|---------------------------------|---------|---------|---------|---------|---------|-----------|
| Gem. aantal personeelsleden | 6,00 | 6,25 | 6,75 | 7,29 | 7,87 | 6,83 |
| Lonen en salarissen | 180.000 | 191.250 | 210.681 | 232.086 | 255.666 | 1.069.683 |
| Reservering vakantiegeld | 14.400 | 15.300 | 16.854 | 18.567 | 20.453 | 85.575 |
| Sociale lasten (werkgeversdeel) | 36.000 | 38.250 | 42.136 | 46.417 | 51.133 | 213.937 |
| Pensioenlasten | 14.400 | 15.300 | 16.854 | 18.567 | 20.453 | 85.575 |
| Totaal personeelskosten | 244.800 | 260.100 | 286.526 | 315.637 | 347.706 | 1.454.769 |

| Verkoop & marketing | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|---------------------------------|---------|---------|---------|---------|---------|-----------|
| Gem. aantal personeelsleden | 3,00 | 3,25 | 3,50 | 3,77 | 4,06 | 3,52 |
| Lonen en salarissen | 144.000 | 159.120 | 174.787 | 191.997 | 210.901 | 880.806 |
| Reservering vakantiegeld | 11.520 | 12.730 | 13.983 | 15.360 | 16.872 | 70.464 |
| Sociale lasten (werkgeversdeel) | 28.800 | 31.824 | 34.957 | 38.399 | 42.180 | 176.161 |
| Pensioenlasten | 11.520 | 12.730 | 13.983 | 15.360 | 16.872 | 70.464 |
| Totaal personeelskosten | 195.840 | 216.403 | 237.711 | 261.116 | 286.826 | 1.197.896 |

| Algemeen & administratief | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|---------------------------------|---------|---------|---------|---------|---------|---------|
| Gem. aantal personeelsleden | 3,00 | 3,00 | 3,25 | 3,52 | 3,81 | 3,32 |
| Lonen en salarissen | 108.000 | 110.160 | 121.727 | 134.508 | 148.631 | 623.026 |
| Reservering vakantiegeld | 8.640 | 8.813 | 9.738 | 10.761 | 11.891 | 49.842 |
| Sociale lasten (werkgeversdeel) | 21.600 | 22.032 | 24.345 | 26.902 | 29.726 | 124.605 |
| Pensioenlasten | 8.640 | 8.813 | 9.738 | 10.761 | 11.891 | 49.842 |
| Totaal personeelskosten | 146.880 | 149.818 | 165.548 | 182.931 | 202.139 | 847.316 |

| Totaal | 2019 | 2020 | 2021 | 2022 | 2023 | Totaal |
|---------------------------------|---------|---------|---------|---------|---------|-----------|
| Gem. aantal personeelsleden | 12,00 | 12,50 | 13,50 | 14,58 | 15,75 | 13,67 |
| Lonen en salarissen | 432.000 | 460.530 | 507.195 | 558.591 | 615.199 | 2.573.515 |
| Reservering vakantiegeld | 34.560 | 36.842 | 40.576 | 44.687 | 49.216 | 205.881 |
| Sociale lasten (werkgeversdeel) | 86.400 | 92.106 | 101.439 | 111.718 | 123.040 | 514.703 |
| Pensioenlasten | 34.560 | 36.842 | 40.576 | 44.687 | 49.216 | 205.881 |
| Totaal personeelskosten | 587.520 | 626.321 | 689.785 | 759.684 | 836.671 | 3.499.981 |

