

Lumme-Adama Farmers Cooperative Union
Financial Ratio Analysis Over a Five Year Period

(Based on NCBA, CHF, ACDI/VOCA, NTCA, AAC/MIS)

Ratio	Target	Year					Average	Standard Deviation
		1998	1999	2000	2001	2002		
Liquidity								
Working Capital to sales	>8%	0.1%	-0.6%	-0.1%	0.1%	2.0%	0.3%	0.9%
Debt Service Coverage	>2.0	13.5	11.1	4.3	3.9	13.6	9.3	4.3
Current Ratio	>1.8	1.0	0.9	1.0	1.0	1.1	1.0	0.0
Interest Cover Ratio	>3.0	9.4	7.8	2.6	2.0	8.2	6.0	3.1
Days' Sales in Receivables	N/A	0	5	9	11	38	13	13
Solvency								
Term Debt to Total Fixed Assets	<50%	0.0%	27.4%	11.5%	11.2%	0.0%	10.0%	10.1%
Local Leverage Ratio	<50%	0.0%	65.3%	21.6%	28.8%	0.0%	23.1%	24.0%
Ownership Percentage	>50%	38.6%	37.7%	49.3%	34.1%	18.6%	35.7%	9.9%
Total Debt to EBITDA	<3	2.4	3.5	1.4	3.9	13.0	4.8	4.2
EBITDA/Interest	>5	13.5	11.1	4.3	3.9	13.6	9.3	4.3
Days' Sales in Payables	N/A	16	22	8	26	118	38	40
Write-offs as % Revenue	<5%	NA	NA	NA	NA	NA	NA	NA
Profitability								
Return on Sales	>2.5%	1.6%	1.9%	1.8%	1.2%	1.6%	1.6%	0.2%
Return on Sales Assets	>8%	21.6%	12.2%	20.9%	8.7%	3.8%	13.4%	6.9%
Productivity Ratio	<10%	1.6%	4.0%	4.0%	3.7%	4.5%	3.6%	1.0%
Labour to Gross Income Ratio	<30%-40%	0.2%	0.6%	0.5%	0.5%	0.7%	0.5%	0.2%
Days' Sales in Inventory	N/A	0	1	0	5	1	1	2

This sheet to be filled out in local currency
Operating Statement for Cooperative: Lumme Adama Farmers Cooperative Union
For the Period October 1 through September 30
(In Ethiopian Birr)

		Year	Year	Year	Year	Year
Line	Item	1998	1999	2000	2001	2002
Operating Income						
1	Exchange Rate Local Currency per US\$ as of 12/31	7,5405	8,1747	8,3556	8,6135	8,6237
2	Income from Sales of Goods	6,919,497	5,698,465	11,514,576	18,006,282	14,806,981
3	Income from Sales of Services	17,669	89,495	173,292	252,663	162,811
4	Income from Rents of Assets	-	-	-	4,500	790
5	Income from Loans Net	-	-	-	-	-
	Total Operating Income	6,937,166	5,787,960	11,687,868	18,263,445	14,970,582
Non-Operating Income						
6	Interest Income on Short Term Investments	23,022	6,877	61,453	74,368	22,671
7	Interest Income from Long Term Investments					
8	Income from Sales of Assets-Net					
9	Patronage Income from associated Organizations					
10	Income (Loss) from Equity Investments					
11	Income from Grants					
12	Other Non-Operating Income-Net	7,470	4,335	6,779	31,418	9,071
13	Total Non-Operating Income	30,492	11,212	68,232	105,785	31,743
Cost of Operations						
14	Cost of Goods Sold	6,750,097	5,459,236	11,078,402	17,477,343	14,093,034
15	Personnel Costs-Salaries plus cash cost of benefits	13,886	37,363	53,217	91,899	100,807
16	Fixed Costs of Operations					
17	Interest on Long Term Debt					
18	Depreciation	8,074	37,821	70,944	99,559	119,112
19	Property Taxes on Assets					
20	Insurance Costs					
21	Rents and Utilities	453	814	944	3,927	4,721
22	Other Fixed Costs	343	-	245	6,344	769
23	Total Fixed Costs of Operations	8,871	38,635	72,133	109,830	124,602
24	Variable Costs of Operations					
25	Interest on Short Term Debt (less than 12mo.)	9,299	14,706	85,964	108,310	28,037
26	Interest on Deposits					
27	Supplies and Materials	2,016	1,000	7,222	8,197	10,295
28	Taxes on Sales (if included in Income)					
29	Costs of Contracted Services	72,282	116,155	189,061	247,411	278,180
30	Commissions Paid					
31	Income Taxes Paid	-	-	-	-	-
32	Other Variable Costs	2,885	21,480	61,123	110,439	132,651
33	Total Variable Costs of Operations	86,482	153,340	343,370	474,357	449,163
34	Total Cost of Operations	6,859,336	5,688,575	11,547,122	18,153,428	14,767,605
Annual Margin						
35	Total Operating Margin	77,831	99,385	140,745	110,016	202,977
36	Total Non-Operating Margin	30,492	11,212	68,232	105,785	31,743
37	Total Operating and Non-Operating Margin	108,323	110,598	208,977	215,802	234,719
Other Information						
38	Amounts Billed for Sales (anticipated operating income)	-	-	-	-	-
39	Amount held in reserve for bad debts-total	-	-	-	-	-
40	Amount of Receivables written off	-	-	-	-	-
41	Percentage of purchased goods lost or spoiled					
42	Principal Payments on Debt made during period	-	-	-	900,000	1,150,000

DO NOT Enter Information on this sheet

Operating Statement for Cooperative: Lumme Adama Farmers Cooperative Union

For the Period October 1 through September 30

(In USD)

Line	Item	Year 1998	Year 1999	Year 2000	Year 2001	Year 2002
Operating Income						
	Exchange Rate Local Currency per US\$ as of 12/31	7,5405	8,1747	8,3556	8,6135	8,6237
1	Income from Sales of Goods	917,644	697,090	1,378,075	2,090,484	1,717,010
2	Income from Sales of Services	2,343	10,948	20,740	29,334	18,880
3	Income from Rents of Assets	-	-	-	522	92
4	Income from Loans Net	-	-	-	-	-
5	Total Operating Income	919,988	708,038	1,398,815	2,120,340	1,735,981
Non-Operating Income						
6	Interest Income on Short Term Investments	3,053	841	7,355	8,634	2,629
7	Interest Income from Long Term Investments	-	-	-	-	-
8	Income from Sales of Assets-Net	-	-	-	-	-
9	Patronage Income from associated Organizations	-	-	-	-	-
10	Income (Loss) from Equity Investments	-	-	-	-	-
11	Income from Grants	-	-	-	-	-
12	Other Non-Operating Income-Net	991	530	811	3,648	1,052
13	Total Non-Operating Income	4,044	1,372	8,166	12,281	3,681
Cost of Operations						
14	Cost of Goods Sold	895,179	667,825	1,325,874	2,029,076	1,634,221
15	Personnel Costs-Salaries plus cash cost of benefits	1,842	4,571	6,369	10,669	11,690
16	<i>Fixed Costs of Operations</i>					
17	Interest on Long Term Debt	-	-	-	-	-
18	Depreciation	1,071	4,627	8,491	11,559	13,812
19	Property Taxes on Assets	-	-	-	-	-
20	Insurance Costs	-	-	-	-	-
21	Rents and Utilities	60	100	113	456	547
22	Other Fixed Costs	46	-	29	737	89
23	Total Fixed Costs of Operations	1,176	4,726	8,633	12,751	14,449
24	<i>Variable Costs of Operations</i>					
25	Interest on Short Term Debt (less than 12mo.)	1,233	1,799	10,288	12,574	3,251
26	Interest on Deposits	-	-	-	-	-
27	Supplies and Materials	267	122	864	952	1,194
28	Taxes on Sales (if included in Income)	-	-	-	-	-
29	Costs of Contracted Services	9,586	14,209	22,627	28,724	32,258
30	Commissions Paid	-	-	-	-	-
31	Income Taxes Paid	-	-	-	-	-
32	Other Variable Costs	383	2,628	7,315	12,822	15,382
33	Total Variable Costs of Operations	11,469	18,758	41,095	55,072	52,085
34	Total Cost of Operations	909,666	695,880	1,381,970	2,107,568	1,712,444
Annual Margin						
35	Total Operating Margin	10,322	12,158	16,845	12,773	23,537
36	Total Non-Operating Margin	4,044	1,372	8,166	12,281	3,681
37	Total Operating and Non-Operating Margin	14,365	13,529	25,011	25,054	27,218
Other Information						
38	Amounts Billed for Sales (anticipated operating income)	-	-	-	-	-
39	Amount held in reserve for bad debts-total	-	-	-	-	-
40	Amount of Receivables written off	-	-	-	-	-
41	Percentage of purchased goods lost or spoiled	-	-	-	-	-
42	Principal Payments on Long Term Debt during period	-	-	-	119,355	152,510

This Sheet to be filled out in Local Currency
(In Ethiopian Birr)

Summarized Balance Sheet for Cooperative: Lumme-Adama Farmers Cooperative Union						
Line	Item	As at September 30,				
General Information		1998	1999	2000	2001	2002
1	Number of Members					
2	Number of Employees					
3	Exchange Rate Local Currency to US\$ at 12/31	7.5405	8.1747	8.3556	8.6135	8.6237
Current Assets						
4	Cash	311,823	292,082	127,555	601,709	3,503,473
5	Special Deposits in Other Institutions					
6	Short Term Investments					
7	Accounts Receivable (less than one year)-Net	760	79,740	293,512	534,342	1,570,325
8	Inventory valued at lesser of Cost or Market	-	14,510	2,259	248,518	44,031
9	Goods in transit	-	-	-	-	-
10	Prepayments	1,009	2,851	2,905	6,110	6,087
11	Other Current Assets	-	-	-	165,034	160,529
12	Total Current Assets	313,592	389,184	426,231	1,555,714	5,284,445
Long Term Assets						
13	Total Fixed Assets in Service	195,589	566,535	689,979	1,146,517	1,171,899
14	Construction Work in Progress	-	-	-	-	-
15	Total Fixed Assets	195,589	566,535	689,979	1,146,517	1,171,899
16	Accumulated Provision for Depreciation	8,074	45,894	116,838	216,397	335,510
17	Net Fixed Assets	187,515	520,641	573,140	930,120	836,389
18	Equity in Associated Organizations	-	-	-	-	-
19	Long Term Receivables (over 1 year)-Net	-	-	-	-	-
20	Long Term Deposits	-	-	-	-	-
21	Long Term Loans	-	-	-	-	-
22	Other Assets	-	-	-	-	-
23	Total Long Term Assets	187,515	520,641	573,140	930,120	836,389
Total Assets						
24	Sum of Current and Long Term Assets	501,107	909,825	999,371	2,485,834	6,120,834
Current Liabilities						
25	Short Term Debt	-	-	-	-	-
26	Accounts Payable (less than 1 year maturity)	307,777	354,182	261,378	1,284,676	4,822,215
27	Obligations under Short Term Leases	-	-	-	-	-
28	Consumer Deposits	-	-	-	-	-
29	Other Current Liabilities	-	69,569	179,529	249,771	158,459
30	Total Current Liabilities	307,777	423,752	440,907	1,534,447	4,980,674
Long Term Liabilities						
31	Long Term Debt	-	142,912	66,066	103,927	-
32	Accounts Payable (more than 1 yr maturity)	-	-	-	-	-
33	Obligations under Long Term Leases	-	-	-	-	-
34	Other Long Term Liabilities	-	-	-	-	-
35	Total Long Term Liabilities	-	142,912	66,066	103,927	-
Margins and Equities						
36	Memberships	150,000	219,012	305,555	360,555	445,555
37	Patronage Capital-Net	-	-	-	-	-
38	Accumulated Operating Margins Prior Years-Net	-	31,132	68,651	110,875	143,880
39	Operating Margin-Current Year	31,132	37,519	42,224	33,005	60,893
40	Accumulated Non Operating Margin Prior Years	-	12,197	15,707	36,176	67,912
41	Non Operating Margin Current Year	12,197	3,510	20,469	31,736	9,523
42	Other Margins and Equities	0	39,792	39,792	275,113	412,397
43	Total Margins and Equities	193,330	343,161	492,398	847,460	1,140,159
Total Liabilities and Member Equity						
44	Sum of Liabilities, Margins and Equities	501,107	909,825	999,371	2,485,834	6,120,834

DO NOT Enter Information on this Sheet
(In US\$)

Summarized Balance Sheet for Cooperative:		Lumme-Adama Farmers Cooperative Union				
Line	Item	As at September 30,				
General Information		1998	1999	2000	2001	2002
1	Number of Members	0	0	0	0	0
2	Number of Employees	0	0	0	0	0
3	Exchange Rate Local Currency to US\$ at 12/31	7.5405	8.1747	8.3556	8.6135	8.6237
Current Assets						
4	Cash	41,353	35,730	15,266	69,857	406,261
5	Special Deposits in Other Institutions	-	-	-	-	-
6	Short Term Investments	-	-	-	-	-
7	Accounts Receivable (less than one year)-Net	101	9,755	35,128	62,036	182,094
8	Inventory, valued at lesser of Cost or Market	-	1,775	270	28,852	5,106
9	Goods in transit	-	-	-	-	-
10	Prepayments	134	349	348	709	706
11	Other Current Assets	-	-	-	19,160	18,615
12	Total Current Assets	41,588	47,609	51,012	180,615	612,782
Long Term Assets						
13	Total Fixed Assets in Service	25,938	69,304	82,577	133,108	135,893
14	Construction Work in Progress	-	-	-	-	-
15	Total Fixed Assets	25,938	69,304	82,577	133,108	135,893
16	Accumulated Provision for Depreciation	1,071	5,614	13,983	25,123	38,906
17	Net Fixed Assets	24,868	63,690	68,594	107,985	96,987
18	Equity in Associated Organizations	-	-	-	-	-
19	Long Term Receivables (over 1 year)-Net	-	-	-	-	-
20	Long Term Deposits	-	-	-	-	-
21	Long Term Loans	-	-	-	-	-
22	Other Assets	-	-	-	-	-
23	Total Long Term Assets	24,868	63,690	68,594	107,985	96,987
Total Assets						
24	Sum of Current and Long Term Assets	66,455	111,298	119,606	288,599	709,769
Current Liabilities						
25	Short Term Debt	-	-	-	-	-
26	Accounts Payable (less than 1 year maturity)	40,817	43,327	31,282	149,148	559,182
27	Obligations under Short Term Leases	-	-	-	-	-
28	Consumer Deposits	-	-	-	-	-
29	Other Current Liabilities	-	8,510	21,486	28,998	18,375
30	Total Current Liabilities	40,817	51,837	52,768	178,145	577,557
Long Term Liabilities						
31	Long Term Debt	-	17,482	7,907	12,066	-
32	Accounts Payable (more than 1 yr maturity)	-	-	-	-	-
33	Obligations under Long Term Leases	-	-	-	-	-
34	Other Long Term Liabilities	-	-	-	-	-
35	Total Long Term Liabilities	-	17,482	7,907	12,066	-
Margins and Equities						
36	Memberships	19,893	26,792	36,569	41,860	51,666
37	Patronage Capital-Net	-	-	-	-	-
38	Accumulated Operating Margins Prior Years-Net	-	3,808	8,216	12,872	16,684
39	Operating Margin-Current Year	4,129	4,590	5,053	3,832	7,061
40	Accumulated Non Operating Margin Prior Years	-	1,492	1,880	4,200	7,875
41	Non Operating Margin Current Year	1,618	429	2,450	3,684	1,104
42	Other Margins and Equities	0	4,868	4,762	31,940	47,821
43	Total Margins and Equities	25,639	41,979	58,931	98,388	132,212
Total Liabilities and Member Equity						
44	Sum of Liabilities, Margins and Equities	66,455	111,298	119,606	288,599	709,769

Lumme Adama Farmers Cooperative Union
Comparative Income Statement
For the Period October 1 through September 30
(In Ethiopian Birr)

Particulars	1998	1999	2000	2001	2002
Sales					
Fertilizer Sales	6,919,497	5,289,690	10,846,001	17,084,235	13,546,360
Selected Seeds Sales			233,689	327,265	245,631
Food Grain Sales		391,730	419,027	354,310	773,793
Chemicals Sales		17,045	15,860	240,472	240,247
Herbicides Sales					950
Tractor Services	17,669	89,495	173,292	252,663	162,811
Total Sales	6,937,166	5,787,960	11,687,868	18,258,945	14,969,792
Cost of Goods Sold					
Beginning Inventory			14,510	2,259	248,518
Purchases					
Fertilizer	6,743,573	5,068,570	10,413,206	16,538,205	12,859,706
Selected Seed		30,360	201,557	502,032	36,096
Food Grain		345,774	393,153	355,471	679,759
Chemicals				229,169	219,966
Herbicides					5,730
Fuel and Lubricants	6,523	29,042	58,235	98,725	85,540
Goods Available for Sale	6,750,097	5,473,746	11,080,662	17,725,861	14,135,315
Ending Inventory		14,510	2,259	248,518	42,281
Cost of Goods Sold	6,750,097	5,459,236	11,078,402	17,477,343	14,093,034
Gross Profit	187,070	328,724	609,466	781,602	876,758
Other Income					
Secretarial Services		2,714	3,469	4,520	2,619
Machine Rental Income				4,500	790
Interest Income	23,022	6,877	61,453	74,368	22,671
Other Income	7,470	1,621	3,310	26,898	6,452
Total Other Income	30,492	11,212	68,232	110,285	32,533
Total Income	217,562	339,936	677,697	891,887	909,291
Operating Expenses					
Fuel and Lubricants			10,896	20,282	18,423
Repair and Maintenance	638			18,492	25,854
Spare Parts				227,129	259,757
Transportation Expense	71,644	116,155	178,165	50,940	64,023
Loading and Unloading			28,516	49,786	55,371
Travel and Per diem	9,902	20,908	27,650	42,112	45,436
Salaries and Wages	3,984	16,455	7,222	8,197	10,295
Stationery	2,016	1,000	944	3,927	4,721
Utilities	453	814	245	6,344	769
Bank Charges	343			108,310	28,037
Interest	9,299	14,706	85,964	41,008	42,773
Miscellaneous Expenses	2,885	21,480	32,607		
Total Operating Expenses	101,165	191,518	397,776	576,527	555,459
Net Income Before Depreciation and Tax	116,396	148,418	279,921	315,360	353,832
Income Tax					
Depreciation	8,074	37,821	70,944	99,559	119,112
Net Income	108,323	110,598	208,977	215,802	234,719

Lumme-Adama Farmers' Cooperative Union
Comparative Balance Sheet
As at September 30, 2003
(In Ethiopian Birr)

	1998	1999	2000	2001	2002
Assets					
Current Assets					
Cash in Hand	513	14,289	13,568	5,287	5,881
Cash in Bank	311,310	277,793	113,987	596,423	3,497,592
Receivables	760	79,740	293,512	534,342	1,570,325
Merchandize Inventory		14,510	2,259	248,518	44,031
Pre-payments					
Telephone	1,009	1,009	1,009	1,009	1,009
Electric				3,611	3,611
Insurance		1,843	1,896	1,491	1,467
Tractor Spare Parts				165,034	160,529
Total Current Assets	313,592	389,184	426,231	1,555,714	5,284,445
Fixed Assets					
Total Fixed Assets	195,589	566,535	689,979	1,146,517	1,171,899
Less: Accumulated Depreciation	8,074	45,894	116,838	216,397	335,510
Net Fixed Assets	187,515	520,641	573,140	930,120	836,389
Total Assets	501,107	909,825	999,371	2,485,834	6,120,834
Liabilities					
Accounts Payable (Primary Cooperative)	80,660	48,199	43,461	99,975	3,259,253
Accounts Payable to Suppliers (Fertilizer)	101,625	305,984	217,063		1,075,070
Accounts Payable to AISCO	125,492			138,205	105,819
Accounts Payable to Seed Enterprise				294,000	171,500
Accounts Payable to RCPB's				100,000	100,000
Accounts Payable to Tractor Plant				151,641	101,641
Accounts Payable to MOA					8,077
Accounts Payable to MOF			855	855	855
Dividend Payable		69,569	179,529	238,981	145,813
Bonus Payable				10,790	12,646
Bank Loan Payable (Medium-Term)		142,912	66,066	603,927	
Total Liabilities	307,777	566,664	506,973	1,638,374	4,980,674
Capital					
Share Capital	150,000	219,012	305,555	360,555	445,555
Donation		9,226	9,226	248,968	248,968
Reserve (General)	16,248	114,924	177,617	196,934	360,037
Expansion (Reserve)	16,248			30,752	64,199
Social Services (Reserve)	10,833			10,251	21,400
Total Capital	193,330	343,161	492,398	847,460	1,140,159
Total Liabilities and Capital	501,107	909,825	999,371	2,485,834	6,120,834

Lumme-Adama Copperative Union
Breakdown of Profit/Loss Statement for the Period October 1,2001 - September 30,2002

by Enterprise/Activities
(In Ethiopian Birr, Except Percents)

	Fertilizer	Selected Seed	Grain Marketing	Chemicals	Tractor Services	Others	Total
Sales	13,546,360	245,631	773,793	240,247	163,761		14,969,792
Cost of goods sold/fuel	12,843,031	248,014	710,910	221,688	69,391		14,093,034
Gross Profit	703,329	(2,383)	62,882	18,559	94,370		876,758
Other Income						32,533	32,533
Direct operational expense	353,521		55,613		240,630	24,807	674,571
Operational Income	349,807	(2,383)	7,269	18,559	(146,260)	7,726	234,720
Percentage of Contribution	91%		2%	5%		2%	100%
Loss on Projects		(2,383)			(146,260)		(148,642)
Proration (Absorption) of Loss on G.Profit	135,632		2,818	7,196		2,996	148,642
Other Indirect Expense							
NI before Bonus	214,176	-	4,451	11,363	-	4,731	234,720
% Contribution of NI	91%		2%	5%		2%	100%

October 1, 2000 - September 30, 2001

Sales	17,084,235	327,265	354,310	240,472	252,663		18,258,945
Cost of goods sold/fuel	16,558,796	289,950	324,290	226,173	78,134		17,477,343
Gross Profit	525,440	37,315	30,021	14,298	174,529		781,603
Other Income						110,285	110,285
Direct operational expense	213,787	15,446	17,207	1,218	321,593	106,835	676,086
Operational Income	311,653	21,869	12,814	13,081	(147,064)	3,450	215,802
Contribution Percentage	86%	6%	4%	4%		1%	100%
Loss on Projects					(147,064)		(147,064)
Proration (Absorption) of Loss on G.Profit	126,308	8,863	5,193	5,301		1,398	147,064
Other Indirect Expense							
NI before Bonus	185,345	13,006	7,621	7,779	-	2,052	215,802
% Contribution	86%	6%	4%	4%	0%	1%	100%

Lumme Adama Copperative Union
Break-down of Profit/Loss Statement for the Period October 1,2001 - September 30,2002

by Enterprise/Activities
(In US \$, Except Percents)

	Fertilizer	Selected Seed	Grain Marketing	Chemicals	Tractor Services	Others	Total
Exchange Rate Local Currency per US\$ as of 12/31							8,6237
Sales	1,570,829	28,483	89,729	27,859	18,990	-	1,735,890
Cost of goods sold/fuel	1,489,272	28,760	82,437	25,707	8,047	-	1,634,221
Gross Profit	81,558	(276)	7,292	2,152	10,943	-	101,668
Other Income						3,773	3,773
Direct operational expense	40,994	-	6,449	-	27,903	2,877	78,223
Operational Income	40,563	(276)	843	2,152	(16,960)	896	27,218
Percentage of Contribution	91%		2%	5%		2%	100%
Loss on Projects		(276)			(16,960)		(17,236)
Proration (Absorption) of Loss on G.Profit	15,728		327	834		347	17,236
Other Indirect Expense							
NI before Bonus	24,836		516	1,318		549	27,218
% Contribution of NI	91%		2%	5%		2%	100%

October 1, 2000 - September 30, 2001

Exchange Rate Local Currency per US\$ as of 12/31							8,61345
Sales	1,983,437	37,995	41,135	27,918	29,334	-	2,119,818
Cost of goods sold/fuel	1,922,435	33,662	37,649	26,258	9,071	-	2,029,076
Gross Profit	61,002	4,332	3,485	1,660	20,262	-	90,742
Other Income						12,804	12,804
Direct operational expense	24,820	1,793	1,998	141	37,336	12,403	78,492
Operational Income	36,182	2,539	1,488	1,519	(17,074)	401	25,054
Contribution Percentage	86%	6%	4%	4%		1%	100%
Loss on Projects					(17,074)		(17,074)
Proration (Absorption) of Loss on G.Profit	14,664	1,029	603	615	-	162	17,074
Other Indirect Expense							
NI before	21,518	1,510	885	903	-	238	25,054
% Contribution	86%	6%	4%	4%	0%	1%	100%