

DiscovaCam Quantity

| Variations | Seasonal | | | | | | |
|---------------------|-----------------------|------------|-------|------------|---------|-----------|-----------|
| Monthly | (All values are NZ\$) | | max | rate/month | End Mth | Start Mth | Growth PA |
| Quantities | | | | | | | |
| FLU | | Annual qty | | | | | |
| | New qty | 13,000 | 1,084 | 8.33% | 16 | 4 | 9.00% |
| | Total Qty | | | | | | |
| Annunciator | | Annual qty | | | | | |
| | New qty | 26,000 | 2,167 | 8.33% | 16 | 4 | 9.00% |
| | Total Qty | | | | | | |
| Handheld | | Annual qty | | | | | |
| | New qty | 26,000 | 2,167 | 8.33% | 17 | 5 | 9.00% |
| | Total Qty | | | | | | |
| Personal | | Annual qty | | | | | |
| | New qty | 52,000 | 4,334 | 8.33% | 15 | 3 | 9.00% |
| | Total Qty | | | | | | |
| Professional | | Annual qty | | | | | |
| | New qty | 750 | 63 | 8.33% | 18 | 6 | 4.50% |
| | Total Qty | | | | | | |

| | | USD | NZD | | |
|-----------------------|----------|-------------|----------|---------|-----------|
| Sales Prices (reduce) | reducing | Start price | 0.685 | Min NZD | USD equiv |
| FLU | 0.75% | 1,800 | \$2,628 | \$1,050 | 719 |
| Annunciator | 0.75% | 2,100 | \$3,066 | \$1,350 | 925 |
| Handheld | 0.75% | 2,700 | \$3,942 | \$1,200 | 822 |
| Personal | 0.75% | 1,800 | \$2,628 | \$880 | 603 |
| Professional | 0.75% | 7,500 | \$10,949 | \$2,350 | 1,610 |

Total income

Expenditure

| | | | |
|---------------|--------------|----------|-------------------------------|
| to DevMan | | NZ\$ | |
| | FLU | \$550 | |
| | Annunciator | \$850 | |
| | Handheld | \$700 | |
| | Personal | \$380 | |
| | Professional | \$1,850 | |
| to DevSys | \$850,000 | | 25% :per cent of Income (Max) |
| R&D Surcharge | 1% | | |
| Freight | \$75.00 | per unit | |
| Running costs | \$150.00 | per unit | 1,000,000 :Max per month |

Total Outgoings

| | |
|------------------------------|---------|
| Return to shareholders | |
| return per share | 100,000 |
| cumulative per share | |
| Dividend due | |
| Tax PAYE | 39% |
| Per Share return (after Tax) | |

| DiscovaCam Quan | 1 | 2 | 3 | 4 | 5 | 6 |
|-----------------------------|--------|--------|--------|--------|--------|--------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jan-04 | Feb-04 | Mar-04 | Apr-04 | May-04 | Jun-04 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | - | - | - | 16 | 64 | 142 |
| Total Qty | - | - | - | 16 | 80 | 222 |
| <i>Annunciator</i> | | | | | | |
| New qty | - | - | - | 32 | 129 | 285 |
| Total Qty | - | - | - | 32 | 161 | 446 |
| <i>Handheld</i> | | | | | | |
| New qty | - | - | - | - | 33 | 130 |
| Total Qty | - | - | - | - | 33 | 163 |
| <i>Personal</i> | | | | | | |
| New qty | - | - | 64 | 256 | 565 | 978 |
| Total Qty | - | - | 64 | 320 | 885 | 1,863 |
| <i>Professional</i> | | | | | | |
| New qty | - | - | - | - | - | 1 |
| Total Qty | - | - | - | - | - | 1 |

| Sales Prices (reduce) | | | | | | |
|------------------------------|--------|--------|----------------|----------------|------------------|------------------|
| FLU | 2,628 | 2,608 | 2,588 | 2,569 | 2,550 | 2,531 |
| Annunciator | 3,066 | 3,043 | 3,020 | 2,997 | 2,975 | 2,952 |
| Handheld | 3,942 | 3,912 | 3,883 | 3,854 | 3,825 | 3,796 |
| Personal | 2,628 | 2,608 | 2,588 | 2,569 | 2,550 | 2,531 |
| Professional | 10,949 | 10,867 | 10,785 | 10,704 | 10,624 | 10,544 |
| Total income | - | - | 165,662 | 794,694 | 2,113,774 | 4,179,814 |

| Expenditure | | | | | | |
|------------------------|---|---|---------------|----------------|------------------|------------------|
| to DevMan | - | - | - | 8,800 | 35,200 | 78,100 |
| | - | - | - | 27,200 | 109,650 | 242,250 |
| | - | - | - | - | 23,100 | 91,000 |
| | - | - | 24,320 | 97,280 | 214,700 | 371,640 |
| | - | - | - | - | - | 1,850 |
| to DevSys | - | - | 41,416 | 198,674 | 528,443 | 81,467 |
| R&D Surcharge | - | - | 1,657 | 7,947 | 21,138 | 41,798 |
| Freight | - | - | 4,800 | 22,800 | 59,325 | 115,200 |
| Running costs | - | - | 9,600 | 45,600 | 118,650 | 230,400 |
| Total Outgoings | - | - | 81,792 | 408,301 | 1,110,206 | 1,253,706 |

| | | | | | | |
|------------------------|---|---|--------|------------------------|-----------|--------------|
| Return to shareholders | - | - | 83,870 | 386,394 | 1,003,568 | 2,926,108 |
| return per share | - | - | 0.84 | 3.86 | 10.04 | 29.26 |
| cumulative | - | - | 0.84 | 4.70 | 14.74 | 44.00 |
| Dividend c | | | | special 4 mth dividend | | 44.00 |
| Tax | | | | | | 17.16 |
| Per Share | | | | | | 26.84 |

| DiscovaCam Quan | 7 | 8 | 9 | 10 | 11 | 12 |
|------------------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jul-04 | Aug-04 | Sep-04 | Oct-04 | Nov-04 | Dec-04 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 246 | 371 | 509 | 653 | 795 | 926 |
| Total Qty | 468 | 839 | 1,348 | 2,001 | 2,796 | 3,722 |
| <i>Annunciator</i> | | | | | | |
| New qty | 493 | 741 | 1,017 | 1,305 | 1,589 | 1,852 |
| Total Qty | 939 | 1,680 | 2,697 | 4,002 | 5,591 | 7,443 |
| <i>Handheld</i> | | | | | | |
| New qty | 287 | 496 | 746 | 1,024 | 1,314 | 1,600 |
| Total Qty | 450 | 946 | 1,692 | 2,716 | 4,030 | 5,630 |
| <i>Personal</i> | | | | | | |
| New qty | 1,472 | 2,020 | 2,592 | 3,156 | 3,678 | 4,130 |
| Total Qty | 3,335 | 5,355 | 7,947 | 11,103 | 14,781 | 18,911 |
| <i>Professional</i> | | | | | | |
| New qty | 4 | 8 | 14 | 21 | 29 | 37 |
| Total Qty | 5 | 13 | 27 | 48 | 77 | 114 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,512 | 2,493 | 2,474 | 2,456 | 2,437 | 2,419 |
| Annunciator | 2,930 | 2,908 | 2,887 | 2,865 | 2,843 | 2,822 |
| Handheld | 3,768 | 3,739 | 3,711 | 3,683 | 3,656 | 3,628 |
| Personal | 2,512 | 2,493 | 2,474 | 2,456 | 2,437 | 2,419 |
| Professional | 10,465 | 10,387 | 10,309 | 10,232 | 10,155 | 10,079 |
| Total income | 6,882,852 | 10,053,235 | 13,520,818 | 17,078,657 | 20,517,782 | 23,634,652 |
| Expenditure | | | | | | |
| to DevMan | 135,300 | 204,050 | 279,950 | 359,150 | 437,250 | 509,300 |
| | 419,050 | 629,850 | 864,450 | 1,109,250 | 1,350,650 | 1,574,200 |
| | 200,900 | 347,200 | 522,200 | 716,800 | 919,800 | 1,120,000 |
| | 559,360 | 767,600 | 984,960 | 1,199,280 | 1,397,640 | 1,569,400 |
| | 7,400 | 14,800 | 25,900 | 38,850 | 53,650 | 68,450 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 68,829 | 100,532 | 135,208 | 170,787 | 205,178 | 236,347 |
| Freight | 187,650 | 272,700 | 365,850 | 461,925 | 555,375 | 640,875 |
| Running costs | 375,300 | 545,400 | 731,700 | 923,850 | 1,000,000 | 1,000,000 |
| Total Outgoings | 1,953,789 | 2,882,132 | 3,910,218 | 4,979,892 | 5,919,543 | 6,718,572 |
| Return to shareholders | 4,929,063 | 7,171,102 | 9,610,600 | 12,098,765 | 14,598,239 | 16,916,080 |
| return per share | 49.29 | 71.71 | 96.11 | 120.99 | 145.98 | 169.16 |
| cumulative | 93.29 | 165.00 | 261.11 | 382.09 | 528.08 | 697.24 |
| Dividend c | | | 217.11 | | | 436.13 |
| Tax | | | 84.67 | | | 170.09 |
| Per Share | | | 132.44 | | | 266.04 |

| DiscovaCam Quan | 13 | 14 | 15 | 16 | 17 | 18 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jan-05 | Feb-05 | Mar-05 | Apr-05 | May-05 | Jun-05 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,040 | 1,129 | 1,188 | 1,214 | 1,222 | 1,230 |
| Total Qty | 4,762 | 5,891 | 7,079 | 8,293 | 9,515 | 10,745 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,079 | 2,257 | 2,376 | 2,427 | 2,443 | 2,460 |
| Total Qty | 9,522 | 11,779 | 14,155 | 16,582 | 19,025 | 21,485 |
| <i>Handheld</i> | | | | | | |
| New qty | 1,865 | 2,093 | 2,273 | 2,392 | 2,443 | 2,460 |
| Total Qty | 7,495 | 9,588 | 11,861 | 14,253 | 16,696 | 19,156 |
| <i>Personal</i> | | | | | | |
| New qty | 4,484 | 4,719 | 4,822 | 4,854 | 4,887 | 4,919 |
| Total Qty | 23,395 | 28,114 | 32,936 | 37,790 | 42,677 | 47,596 |
| <i>Professional</i> | | | | | | |
| New qty | 45 | 52 | 58 | 63 | 66 | 67 |
| Total Qty | 159 | 211 | 269 | 332 | 398 | 465 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,401 | 2,383 | 2,365 | 2,347 | 2,330 | 2,312 |
| Annunciator | 2,801 | 2,780 | 2,759 | 2,738 | 2,718 | 2,697 |
| Handheld | 3,601 | 3,574 | 3,547 | 3,521 | 3,494 | 3,468 |
| Personal | 2,401 | 2,383 | 2,365 | 2,347 | 2,330 | 2,312 |
| Professional | 10,003 | 9,928 | 9,854 | 9,780 | 9,706 | 9,634 |
| Total income | 26,251,072 | 28,205,416 | 29,402,950 | 29,926,081 | 30,047,961 | 30,029,531 |
| Expenditure | | | | | | |
| to DevMan | 572,000 | 620,950 | 653,400 | 667,700 | 672,100 | 676,500 |
| | 1,767,150 | 1,918,450 | 2,019,600 | 2,062,950 | 2,076,550 | 2,091,000 |
| | 1,305,500 | 1,465,100 | 1,591,100 | 1,674,400 | 1,710,100 | 1,722,000 |
| | 1,703,920 | 1,793,220 | 1,832,360 | 1,844,520 | 1,857,060 | 1,869,220 |
| | 83,250 | 96,200 | 107,300 | 116,550 | 122,100 | 123,950 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 262,511 | 282,054 | 294,029 | 299,261 | 300,480 | 300,295 |
| Freight | 713,475 | 768,750 | 803,775 | 821,250 | 829,575 | 835,200 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 7,407,806 | 7,944,724 | 8,301,564 | 8,486,631 | 8,567,965 | 8,618,165 |
| Return to shareholders | 18,843,267 | 20,260,692 | 21,101,385 | 21,439,450 | 21,479,996 | 21,411,366 |
| return per share | 188.43 | 202.61 | 211.01 | 214.39 | 214.80 | 214.11 |
| cumulative | 885.67 | 1,088.28 | 1,299.29 | 1,513.69 | 1,728.49 | 1,942.60 |
| Dividend c | | | 602.05 | | | 643.31 |
| Tax | | | 234.80 | | | 250.89 |
| Per Share | | | 367.25 | | | 392.42 |

| DiscovaCam Quan | 19 | 20 | 21 | 22 | 23 | 24 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jul-05 | Aug-05 | Sep-05 | Oct-05 | Nov-05 | Dec-05 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,238 | 1,247 | 1,255 | 1,263 | 1,271 | 1,279 |
| Total Qty | 11,983 | 13,230 | 14,485 | 15,748 | 17,019 | 18,298 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,476 | 2,492 | 2,508 | 2,525 | 2,541 | 2,557 |
| Total Qty | 23,961 | 26,453 | 28,961 | 31,486 | 34,027 | 36,584 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,476 | 2,492 | 2,508 | 2,525 | 2,541 | 2,557 |
| Total Qty | 21,632 | 24,124 | 26,632 | 29,157 | 31,698 | 34,255 |
| <i>Personal</i> | | | | | | |
| New qty | 4,952 | 4,984 | 5,017 | 5,049 | 5,082 | 5,114 |
| Total Qty | 52,548 | 57,532 | 62,549 | 67,598 | 72,680 | 77,794 |
| <i>Professional</i> | | | | | | |
| New qty | 67 | 68 | 68 | 68 | 68 | 69 |
| Total Qty | 532 | 600 | 668 | 736 | 804 | 873 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,295 | 2,278 | 2,260 | 2,243 | 2,227 | 2,210 |
| Annunciator | 2,677 | 2,657 | 2,637 | 2,617 | 2,598 | 2,578 |
| Handheld | 3,442 | 3,416 | 3,391 | 3,365 | 3,340 | 3,315 |
| Personal | 2,295 | 2,278 | 2,260 | 2,243 | 2,227 | 2,210 |
| Professional | 9,561 | 9,490 | 9,418 | 9,348 | 9,278 | 9,208 |
| Total income | 29,996,302 | 29,971,371 | 29,935,709 | 29,902,635 | 29,864,663 | 29,832,575 |
| Expenditure | | | | | | |
| to DevMan | 680,900 | 685,850 | 690,250 | 694,650 | 699,050 | 703,450 |
| | 2,104,600 | 2,118,200 | 2,131,800 | 2,146,250 | 2,159,850 | 2,173,450 |
| | 1,733,200 | 1,744,400 | 1,755,600 | 1,767,500 | 1,778,700 | 1,789,900 |
| | 1,881,760 | 1,893,920 | 1,906,460 | 1,918,620 | 1,931,160 | 1,943,320 |
| | 123,950 | 125,800 | 125,800 | 125,800 | 125,800 | 127,650 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 299,963 | 299,714 | 299,357 | 299,026 | 298,647 | 298,326 |
| Freight | 840,675 | 846,225 | 851,700 | 857,250 | 862,725 | 868,200 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 8,665,048 | 8,714,109 | 8,760,967 | 8,809,096 | 8,855,932 | 8,904,296 |
| Return to shareholders | 21,331,254 | 21,257,263 | 21,174,742 | 21,093,539 | 21,008,731 | 20,928,280 |
| return per share | 213.31 | 212.57 | 211.75 | 210.94 | 210.09 | 209.28 |
| cumulative | 2,155.91 | 2,368.48 | 2,580.23 | 2,791.17 | 3,001.25 | 3,210.54 |
| Dividend c | | | 637.63 | | | 630.31 |
| Tax | | | 248.68 | | | 245.82 |
| Per Share | | | 388.96 | | | 384.49 |

| DiscovaCam Quan | 25 | 26 | 27 | 28 | 29 | 30 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jan-06 | Feb-06 | Mar-06 | Apr-06 | May-06 | Jun-06 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,287 | 1,295 | 1,304 | 1,312 | 1,320 | 1,328 |
| Total Qty | 19,585 | 20,880 | 22,184 | 23,496 | 24,816 | 26,144 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,573 | 2,590 | 2,606 | 2,622 | 2,638 | 2,655 |
| Total Qty | 39,157 | 41,747 | 44,353 | 46,975 | 49,613 | 52,268 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,573 | 2,590 | 2,606 | 2,622 | 2,638 | 2,655 |
| Total Qty | 36,828 | 39,418 | 42,024 | 44,646 | 47,284 | 49,939 |
| <i>Personal</i> | | | | | | |
| New qty | 5,147 | 5,179 | 5,212 | 5,244 | 5,277 | 5,309 |
| Total Qty | 82,941 | 88,120 | 93,332 | 98,576 | 103,853 | 109,162 |
| <i>Professional</i> | | | | | | |
| New qty | 69 | 69 | 69 | 70 | 70 | 70 |
| Total Qty | 942 | 1,011 | 1,080 | 1,150 | 1,220 | 1,290 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,193 | 2,177 | 2,161 | 2,144 | 2,128 | 2,112 |
| Annunciator | 2,559 | 2,540 | 2,521 | 2,502 | 2,483 | 2,464 |
| Handheld | 3,290 | 3,265 | 3,241 | 3,217 | 3,192 | 3,169 |
| Personal | 2,193 | 2,177 | 2,161 | 2,144 | 2,128 | 2,112 |
| Professional | 9,139 | 9,071 | 9,003 | 8,935 | 8,868 | 8,801 |
| Total income | 29,792,344 | 29,754,666 | 29,714,438 | 29,677,785 | 29,633,271 | 29,591,275 |
| Expenditure | | | | | | |
| to DevMan | 707,850 | 712,250 | 717,200 | 721,600 | 726,000 | 730,400 |
| | 2,187,050 | 2,201,500 | 2,215,100 | 2,228,700 | 2,242,300 | 2,256,750 |
| | 1,801,100 | 1,813,000 | 1,824,200 | 1,835,400 | 1,846,600 | 1,858,500 |
| | 1,955,860 | 1,968,020 | 1,980,560 | 1,992,720 | 2,005,260 | 2,017,420 |
| | 127,650 | 127,650 | 127,650 | 129,500 | 129,500 | 129,500 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 297,923 | 297,547 | 297,144 | 296,778 | 296,333 | 295,913 |
| Freight | 873,675 | 879,225 | 884,775 | 890,250 | 895,725 | 901,275 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 8,951,108 | 8,999,192 | 9,046,629 | 9,094,948 | 9,141,718 | 9,189,758 |
| Return to shareholders | 20,841,236 | 20,755,475 | 20,667,808 | 20,582,837 | 20,491,553 | 20,401,518 |
| return per share | 208.41 | 207.55 | 206.68 | 205.83 | 204.92 | 204.02 |
| cumulative | 3,418.95 | 3,626.50 | 3,833.18 | 4,039.01 | 4,243.93 | 4,447.94 |
| Dividend c | | | 622.65 | | | 614.76 |
| Tax | | | 242.83 | | | 239.76 |
| Per Share | | | 379.81 | | | 375.00 |

| DiscovaCam Quan | 31 | 32 | 33 | 34 | 35 | 36 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jul-06 | Aug-06 | Sep-06 | Oct-06 | Nov-06 | Dec-06 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,336 | 1,344 | 1,352 | 1,360 | 1,369 | 1,377 |
| Total Qty | 27,480 | 28,824 | 30,176 | 31,536 | 32,905 | 34,282 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,671 | 2,687 | 2,703 | 2,720 | 2,736 | 2,752 |
| Total Qty | 54,939 | 57,626 | 60,329 | 63,049 | 65,785 | 68,537 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,671 | 2,687 | 2,703 | 2,720 | 2,736 | 2,752 |
| Total Qty | 52,610 | 55,297 | 58,000 | 60,720 | 63,456 | 66,208 |
| <i>Personal</i> | | | | | | |
| New qty | 5,342 | 5,374 | 5,407 | 5,439 | 5,472 | 5,504 |
| Total Qty | 114,504 | 119,878 | 125,285 | 130,724 | 136,196 | 141,700 |
| <i>Professional</i> | | | | | | |
| New qty | 70 | 71 | 71 | 71 | 71 | 72 |
| Total Qty | 1,360 | 1,431 | 1,502 | 1,573 | 1,644 | 1,716 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,097 | 2,081 | 2,065 | 2,050 | 2,034 | 2,019 |
| Annunciator | 2,446 | 2,428 | 2,409 | 2,391 | 2,373 | 2,356 |
| Handheld | 3,145 | 3,121 | 3,098 | 3,075 | 3,051 | 3,029 |
| Personal | 2,097 | 2,081 | 2,065 | 2,050 | 2,034 | 2,019 |
| Professional | 8,735 | 8,670 | 8,605 | 8,540 | 8,476 | 8,413 |
| Total income | 29,544,749 | 29,503,845 | 29,455,353 | 29,409,345 | 29,361,014 | 29,316,129 |
| Expenditure | | | | | | |
| to DevMan | 734,800 | 739,200 | 743,600 | 748,000 | 752,950 | 757,350 |
| | 2,270,350 | 2,283,950 | 2,297,550 | 2,312,000 | 2,325,600 | 2,339,200 |
| | 1,869,700 | 1,880,900 | 1,892,100 | 1,904,000 | 1,915,200 | 1,926,400 |
| | 2,029,960 | 2,042,120 | 2,054,660 | 2,066,820 | 2,079,360 | 2,091,520 |
| | 129,500 | 131,350 | 131,350 | 131,350 | 131,350 | 133,200 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 295,447 | 295,038 | 294,554 | 294,093 | 293,610 | 293,161 |
| Freight | 906,750 | 912,225 | 917,700 | 923,250 | 928,800 | 934,275 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 9,236,507 | 9,284,783 | 9,331,514 | 9,379,513 | 9,426,870 | 9,475,106 |
| Return to shareholders | 20,308,241 | 20,219,062 | 20,123,840 | 20,029,832 | 19,934,144 | 19,841,022 |
| return per share | 203.08 | 202.19 | 201.24 | 200.30 | 199.34 | 198.41 |
| cumulative | 4,651.02 | 4,853.21 | 5,054.45 | 5,254.75 | 5,454.09 | 5,652.50 |
| Dividend c | | | 606.51 | | | 598.05 |
| Tax | | | 236.54 | | | 233.24 |
| Per Share | | | 369.97 | | | 364.81 |

| DiscovaCam Quan | 37 | 38 | 39 | 40 | 41 | 42 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jan-07 | Feb-07 | Mar-07 | Apr-07 | May-07 | Jun-07 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,385 | 1,393 | 1,401 | 1,409 | 1,417 | 1,425 |
| Total Qty | 35,667 | 37,060 | 38,461 | 39,870 | 41,287 | 42,712 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,768 | 2,785 | 2,801 | 2,817 | 2,833 | 2,850 |
| Total Qty | 71,305 | 74,090 | 76,891 | 79,708 | 82,541 | 85,391 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,768 | 2,785 | 2,801 | 2,817 | 2,833 | 2,850 |
| Total Qty | 68,976 | 71,761 | 74,562 | 77,379 | 80,212 | 83,062 |
| <i>Personal</i> | | | | | | |
| New qty | 5,537 | 5,569 | 5,602 | 5,634 | 5,667 | 5,699 |
| Total Qty | 147,237 | 152,806 | 158,408 | 164,042 | 169,709 | 175,408 |
| <i>Professional</i> | | | | | | |
| New qty | 72 | 72 | 72 | 72 | 73 | 73 |
| Total Qty | 1,788 | 1,860 | 1,932 | 2,004 | 2,077 | 2,150 |
| Sales Prices (reduce) | | | | | | |
| FLU | 2,004 | 1,989 | 1,974 | 1,959 | 1,944 | 1,930 |
| Annunciator | 2,338 | 2,320 | 2,303 | 2,286 | 2,269 | 2,252 |
| Handheld | 3,006 | 2,983 | 2,961 | 2,939 | 2,917 | 2,895 |
| Personal | 2,004 | 1,989 | 1,974 | 1,959 | 1,944 | 1,930 |
| Professional | 8,350 | 8,287 | 8,225 | 8,163 | 8,102 | 8,041 |
| Total income | 29,263,919 | 29,214,158 | 29,160,208 | 29,103,465 | 29,055,978 | 29,002,743 |
| Expenditure | | | | | | |
| to DevMan | 761,750 | 766,150 | 770,550 | 774,950 | 779,350 | 783,750 |
| | 2,352,800 | 2,367,250 | 2,380,850 | 2,394,450 | 2,408,050 | 2,422,500 |
| | 1,937,600 | 1,949,500 | 1,960,700 | 1,971,900 | 1,983,100 | 1,995,000 |
| | 2,104,060 | 2,116,220 | 2,128,760 | 2,140,920 | 2,153,460 | 2,165,620 |
| | 133,200 | 133,200 | 133,200 | 133,200 | 135,050 | 135,050 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 292,639 | 292,142 | 291,602 | 291,035 | 290,560 | 290,027 |
| Freight | 939,750 | 945,300 | 950,775 | 956,175 | 961,725 | 967,275 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 9,521,799 | 9,569,762 | 9,616,437 | 9,662,630 | 9,711,295 | 9,759,222 |
| Return to shareholders | 19,742,120 | 19,644,397 | 19,543,771 | 19,440,835 | 19,344,684 | 19,243,520 |
| return per share | 197.42 | 196.44 | 195.44 | 194.41 | 193.45 | 192.44 |
| cumulative | 5,849.92 | 6,046.37 | 6,241.81 | 6,436.21 | 6,629.66 | 6,822.10 |
| Dividend c | | | 589.30 | | | 580.29 |
| Tax | | | 229.83 | | | 226.31 |
| Per Share | | | 359.47 | | | 353.98 |

| DiscovaCam Quan | 43 | 44 | 45 | 46 | 47 | 48 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jul-07 | Aug-07 | Sep-07 | Oct-07 | Nov-07 | Dec-07 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,434 | 1,442 | 1,450 | 1,458 | 1,466 | 1,474 |
| Total Qty | 44,146 | 45,588 | 47,038 | 48,496 | 49,962 | 51,436 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,866 | 2,882 | 2,898 | 2,915 | 2,931 | 2,947 |
| Total Qty | 88,257 | 91,139 | 94,037 | 96,952 | 99,883 | 102,830 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,866 | 2,882 | 2,898 | 2,915 | 2,931 | 2,947 |
| Total Qty | 85,928 | 88,810 | 91,708 | 94,623 | 97,554 | 100,501 |
| <i>Personal</i> | | | | | | |
| New qty | 5,732 | 5,764 | 5,797 | 5,829 | 5,862 | 5,894 |
| Total Qty | 181,140 | 186,904 | 192,701 | 198,530 | 204,392 | 210,286 |
| <i>Professional</i> | | | | | | |
| New qty | 73 | 73 | 74 | 74 | 74 | 74 |
| Total Qty | 2,223 | 2,296 | 2,370 | 2,444 | 2,518 | 2,592 |
| Sales Prices (reduce) | | | | | | |
| FLU | 1,915 | 1,901 | 1,887 | 1,873 | 1,859 | 1,845 |
| Annunciator | 2,235 | 2,218 | 2,201 | 2,185 | 2,168 | 2,152 |
| Handheld | 2,873 | 2,852 | 2,830 | 2,809 | 2,788 | 2,767 |
| Personal | 1,915 | 1,901 | 1,887 | 1,873 | 1,859 | 1,845 |
| Professional | 7,981 | 7,921 | 7,862 | 7,803 | 7,744 | 7,686 |
| Total income | 28,947,394 | 28,887,442 | 28,836,510 | 28,780,035 | 28,719,688 | 28,656,782 |
| Expenditure | | | | | | |
| to DevMan | 788,700 | 793,100 | 797,500 | 801,900 | 806,300 | 810,700 |
| | 2,436,100 | 2,449,700 | 2,463,300 | 2,477,750 | 2,491,350 | 2,504,950 |
| | 2,006,200 | 2,017,400 | 2,028,600 | 2,040,500 | 2,051,700 | 2,062,900 |
| | 2,178,160 | 2,190,320 | 2,202,860 | 2,215,020 | 2,227,560 | 2,239,720 |
| | 135,050 | 135,050 | 136,900 | 136,900 | 136,900 | 136,900 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 289,474 | 288,874 | 288,365 | 287,800 | 287,197 | 286,568 |
| Freight | 972,825 | 978,225 | 983,775 | 989,325 | 994,800 | 1,000,200 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 9,806,509 | 9,852,669 | 9,901,300 | 9,949,195 | 9,995,807 | 10,041,938 |
| Return to shareholders | 19,140,885 | 19,034,773 | 18,935,210 | 18,830,840 | 18,723,881 | 18,614,844 |
| return per share | 191.41 | 190.35 | 189.35 | 188.31 | 187.24 | 186.15 |
| cumulative | 7,013.51 | 7,203.85 | 7,393.21 | 7,581.51 | 7,768.75 | 7,954.90 |
| Dividend c | | | 571.11 | | | 561.70 |
| Tax | | | 222.73 | | | 219.06 |
| Per Share | | | 348.38 | | | 342.63 |

| DiscovaCam Quan | 49 | 50 | 51 | 52 | 53 | 54 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jan-08 | Feb-08 | Mar-08 | Apr-08 | May-08 | Jun-08 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,482 | 1,491 | 1,499 | 1,507 | 1,515 | 1,523 |
| Total Qty | 52,918 | 54,409 | 55,908 | 57,415 | 58,930 | 60,453 |
| <i>Annunciator</i> | | | | | | |
| New qty | 2,963 | 2,980 | 2,996 | 3,012 | 3,028 | 3,045 |
| Total Qty | 105,793 | 108,773 | 111,769 | 114,781 | 117,809 | 120,854 |
| <i>Handheld</i> | | | | | | |
| New qty | 2,963 | 2,980 | 2,996 | 3,012 | 3,028 | 3,045 |
| Total Qty | 103,464 | 106,444 | 109,440 | 112,452 | 115,480 | 118,525 |
| <i>Personal</i> | | | | | | |
| New qty | 5,927 | 5,959 | 5,992 | 6,024 | 6,057 | 6,089 |
| Total Qty | 216,213 | 222,172 | 228,164 | 234,188 | 240,245 | 246,334 |
| <i>Professional</i> | | | | | | |
| New qty | 75 | 75 | 75 | 75 | 76 | 76 |
| Total Qty | 2,667 | 2,742 | 2,817 | 2,892 | 2,968 | 3,044 |
| Sales Prices (reduce) | | | | | | |
| FLU | 1,831 | 1,817 | 1,803 | 1,790 | 1,777 | 1,763 |
| Annunciator | 2,136 | 2,120 | 2,104 | 2,088 | 2,073 | 2,057 |
| Handheld | 2,746 | 2,726 | 2,705 | 2,685 | 2,665 | 2,645 |
| Personal | 1,831 | 1,817 | 1,803 | 1,790 | 1,777 | 1,763 |
| Professional | 7,628 | 7,571 | 7,514 | 7,458 | 7,402 | 7,347 |
| Total income | 28,602,663 | 28,545,019 | 28,481,821 | 28,416,176 | 28,359,092 | 28,296,858 |
| Expenditure | | | | | | |
| to DevMan | 815,100 | 820,050 | 824,450 | 828,850 | 833,250 | 837,650 |
| | 2,518,550 | 2,533,000 | 2,546,600 | 2,560,200 | 2,573,800 | 2,588,250 |
| | 2,074,100 | 2,086,000 | 2,097,200 | 2,108,400 | 2,119,600 | 2,131,500 |
| | 2,252,260 | 2,264,420 | 2,276,960 | 2,289,120 | 2,301,660 | 2,313,820 |
| | 138,750 | 138,750 | 138,750 | 138,750 | 140,600 | 140,600 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 286,027 | 285,450 | 284,818 | 284,162 | 283,591 | 282,969 |
| Freight | 1,005,750 | 1,011,375 | 1,016,850 | 1,022,250 | 1,027,800 | 1,033,350 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 10,090,537 | 10,139,045 | 10,185,628 | 10,231,732 | 10,280,301 | 10,328,139 |
| Return to shareholders | 18,512,127 | 18,405,974 | 18,296,193 | 18,184,444 | 18,078,791 | 17,968,719 |
| return per share | 185.12 | 184.06 | 182.96 | 181.84 | 180.79 | 179.69 |
| cumulative | 8,140.02 | 8,324.08 | 8,507.04 | 8,688.89 | 8,869.68 | 9,049.36 |
| Dividend c | | | 552.14 | | | 542.32 |
| Tax | | | 215.34 | | | 211.50 |
| Per Share | | | 336.81 | | | 330.81 |

| DiscovaCam Quan | 55 | 56 | 57 | 58 | 59 | 60 |
|------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Variations | 100% | 100% | 100% | 100% | 100% | 100% |
| Monthly (All values) | Jul-08 | Aug-08 | Sep-08 | Oct-08 | Nov-08 | Dec-08 |
| Quantities | | | | | | |
| <i>FLU</i> | | | | | | |
| New qty | 1,531 | 1,539 | 1,547 | 1,556 | 1,564 | 1,572 |
| Total Qty | 61,984 | 63,523 | 65,070 | 66,626 | 68,190 | 69,762 |
| <i>Annunciator</i> | | | | | | |
| New qty | 3,061 | 3,077 | 3,093 | 3,110 | 3,126 | 3,142 |
| Total Qty | 123,915 | 126,992 | 130,085 | 133,195 | 136,321 | 139,463 |
| <i>Handheld</i> | | | | | | |
| New qty | 3,061 | 3,077 | 3,093 | 3,110 | 3,126 | 3,142 |
| Total Qty | 121,586 | 124,663 | 127,756 | 130,866 | 133,992 | 137,134 |
| <i>Personal</i> | | | | | | |
| New qty | 6,122 | 6,154 | 6,187 | 6,219 | 6,252 | 6,284 |
| Total Qty | 252,456 | 258,610 | 264,797 | 271,016 | 277,268 | 283,552 |
| <i>Professional</i> | | | | | | |
| New qty | 76 | 76 | 76 | 77 | 77 | 77 |
| Total Qty | 3,120 | 3,196 | 3,272 | 3,349 | 3,426 | 3,503 |
| Sales Prices (reduce) | | | | | | |
| FLU | 1,750 | 1,737 | 1,724 | 1,711 | 1,698 | 1,685 |
| Annunciator | 2,042 | 2,026 | 2,011 | 1,996 | 1,981 | 1,966 |
| Handheld | 2,625 | 2,605 | 2,586 | 2,566 | 2,547 | 2,528 |
| Personal | 1,750 | 1,737 | 1,724 | 1,711 | 1,698 | 1,685 |
| Professional | 7,292 | 7,237 | 7,183 | 7,129 | 7,075 | 7,022 |
| Total income | 28,231,045 | 28,162,891 | 28,095,895 | 28,040,011 | 27,971,782 | 27,901,313 |
| Expenditure | | | | | | |
| to DevMan | 842,050 | 846,450 | 850,850 | 855,800 | 860,200 | 864,600 |
| | 2,601,850 | 2,615,450 | 2,629,050 | 2,643,500 | 2,657,100 | 2,670,700 |
| | 2,142,700 | 2,153,900 | 2,165,100 | 2,177,000 | 2,188,200 | 2,199,400 |
| | 2,326,360 | 2,338,520 | 2,351,060 | 2,363,220 | 2,375,760 | 2,387,920 |
| | 140,600 | 140,600 | 140,600 | 142,450 | 142,450 | 142,450 |
| to DevSys | - | - | - | - | - | - |
| R&D Surcharge | 282,310 | 281,629 | 280,959 | 280,400 | 279,718 | 279,013 |
| Freight | 1,038,825 | 1,044,225 | 1,049,700 | 1,055,400 | 1,060,875 | 1,066,275 |
| Running costs | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Total Outgoings | 10,374,695 | 10,420,774 | 10,467,319 | 10,517,770 | 10,564,303 | 10,610,358 |
| Return to shareholders | 17,856,350 | 17,742,117 | 17,628,576 | 17,522,241 | 17,407,479 | 17,290,955 |
| return per share | 178.56 | 177.42 | 176.29 | 175.22 | 174.07 | 172.91 |
| cumulative | 9,227.93 | 9,405.35 | 9,581.63 | 9,756.86 | 9,930.93 | 10,103.84 |
| Dividend c | | | 532.27 | | | 522.21 |
| Tax | | | 207.59 | | | 203.66 |
| Per Share | | | 324.68 | | | 318.55 |

DiscovaCam Quan

Totals for complete trading year

| Variations | | | | | | | |
|--|------------------------|-------------------|--------------------|--------------------|--------------------|--------------------|----------------------|
| Monthly | (All values) | 1st Year | 2nd Year | 3rd Year | 4th Year | 5th Year | Total 5 Yrs |
| Quantities | | | | | | | |
| <i>FLU</i> | | | | | | | |
| | New qty | 3,722 | 14,576 | 15,984 | 17,154 | 18,326 | 69,762 |
| | Total Qty | | | | | | |
| <i>Annunciator</i> | | | | | | | |
| | New qty | 7,443 | 29,141 | 31,953 | 34,293 | 36,633 | 139,463 |
| | Total Qty | | | | | | |
| <i>Handheld</i> | | | | | | | |
| | New qty | 5,630 | 28,625 | 31,953 | 34,293 | 36,633 | 137,134 |
| | Total Qty | | | | | | |
| <i>Personal</i> | | | | | | | |
| | New qty | 18,911 | 58,883 | 63,906 | 68,586 | 73,266 | 283,552 |
| | Total Qty | | | | | | |
| <i>Professional</i> | | | | | | | |
| | New qty | 114 | 759 | 843 | 876 | 911 | 3,503 |
| | Total Qty | | | | | | |
| Sales Prices (reduce) Prices at end of Year | | | | | | | |
| | FLU | 2,419 | 2,210 | 2,019 | 1,845 | 1,685 | 10,178 |
| | Annunciator | 2,822 | 2,578 | 2,356 | 2,152 | 1,966 | 11,874 |
| | Handheld | 3,628 | 3,315 | 3,029 | 2,767 | 2,528 | 15,267 |
| | Personal | 2,419 | 2,210 | 2,019 | 1,845 | 1,685 | 10,178 |
| | Professional | 10,079 | 9,208 | 8,413 | 7,686 | 7,022 | 42,408 |
| | Income PA | | | | | | |
| | Total income | 98,941,939 | 353,366,267 | 354,754,214 | 347,628,322 | 339,104,567 | 1,493,795,309 |
| Expenditure | | | | | | | |
| | to DevMan | | | | | | |
| | | 2,047,100 | 8,016,800 | 8,791,200 | 9,434,700 | 10,079,300 | 38,369,100 |
| | | 6,326,550 | 24,769,850 | 27,160,050 | 29,149,050 | 31,138,050 | 118,543,550 |
| | | 3,941,000 | 20,037,500 | 22,367,100 | 24,005,100 | 25,643,100 | 95,993,800 |
| | | 7,186,180 | 22,375,540 | 24,284,280 | 26,062,680 | 27,841,080 | 107,749,760 |
| | | 210,900 | 1,404,150 | 1,559,550 | 1,620,600 | 1,685,350 | 6,480,550 |
| | to DevSys | 850,000 | - | - | - | - | 850,000 |
| | R&D Surcharge | 989,419 | 3,533,663 | 3,547,542 | 3,476,283 | 3,391,046 | 14,937,953 |
| | Freight | 2,686,500 | 9,898,800 | 10,847,925 | 11,640,150 | 12,432,675 | 47,506,050 |
| | Running costs | 4,980,500 | 12,000,000 | 12,000,000 | 12,000,000 | 12,000,000 | 52,980,500 |
| | Total Outgoings | 29,218,149 | 102,036,303 | 110,557,647 | 117,388,563 | 124,210,601 | 483,411,263 |
| | Return to shareholders | 69,723,789 | 251,329,964 | 244,196,567 | 230,239,759 | 214,893,966 | 1,010,384,046 |
| | return per share | 697 | 2,513 | 2,442 | 2,302 | 2,149 | 10,104 |
| | cumulative | 697 | 3,211 | 5,653 | 7,955 | 10,104 | |
| | Dividend c | 697 | 2,513 | 2,442 | 2,302 | 2,149 | 10,104 |
| | Tax | 272 | 980 | 952 | 898 | 838 | 3,940 |
| | Per Share | 425 | 1,533 | 1,490 | 1,404 | 1,311 | 6,163 |