



# **EXAMPLE LTD**

## **INSIGHT REPORT - JUNE 2017**

Prepared 13 August 2017

---

## Highlights

### 1. Revenue

The Revenue for Jun 2017 was £27,451, compared to £21,159 last month. This represents an increase of £6,292, or 29.74%.

### 2. Gross Profit

The Gross Profit for Jun 2017 was £9,300, compared to £2,325 last month. This represents an increase of £6,975, or 300%.

### 3. Overheads

The Overheads for Jun 2017 was £6,371, compared to £9,229 last month. This represents a decrease of £2,858, or -30.97%.

### 4. Profit

The Net Profit for Jun 2017 was £3,080, compared to £-6,759 last month. This represents an increase of £9,839, or 145.57%.

### 5. Bank

The Bank for Jun 2017 was £34,824, compared to £21,156 last month. This represents an increase of £13,668, or 64.61%.

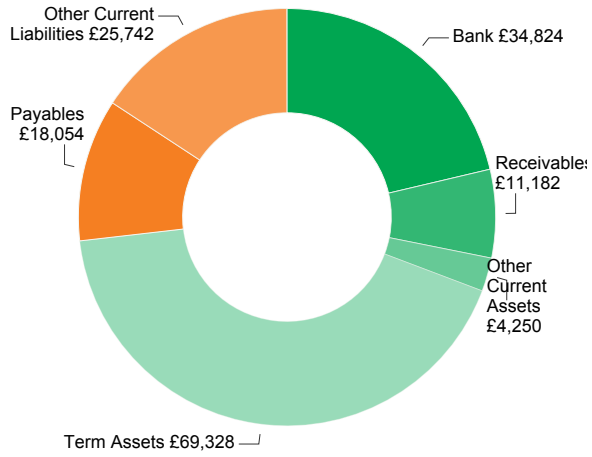
	YTD	Jun 17 Plus Last 3 Months			
	Actual	Jun 17	May 17	Apr 17	Mar 17
Dry Sales	51,720	18,371	13,942	13,494	5,913
Rent Received	1,100	400	400	300	0
wet Sales	24,355	8,680	6,817	5,772	3,086
<b>Total Revenue</b>	<b>77,175</b>	<b>27,451</b>	<b>21,159</b>	<b>19,566</b>	<b>8,999</b>
<b>Total Cost of Sales</b>	<b>69,431</b>	<b>18,151</b>	<b>18,834</b>	<b>15,628</b>	<b>16,050</b>
<b>Gross Profit</b>	<b>7,744</b>	<b>9,300</b>	<b>2,325</b>	<b>3,938</b>	<b>-7,051</b>
GP%	10.0%	33.9%	11.0%	20.1%	-78.4%
<b>Total OPEX</b>	<b>42,418</b>	<b>6,371</b>	<b>9,229</b>	<b>9,835</b>	<b>6,813</b>
<b>NOPBT</b>	<b>-34,674</b>	<b>2,929</b>	<b>-6,904</b>	<b>-5,897</b>	<b>-13,864</b>
Total Other Revenue	366	151	145	70	0
<b>Net Profit Before Tax</b>	<b>-34,308</b>	<b>3,080</b>	<b>-6,759</b>	<b>-5,827</b>	<b>-13,864</b>

	YTD	Jun 17 Plus Last 3 Months			
	Actual	Jun 17	May 17	Apr 17	Mar 17
Dry Sales	51,720	18,371	13,942	13,494	5,913
Rent Received	1,100	400	400	300	0
wet Sales	24,355	8,680	6,817	5,772	3,086
<b>Total Revenue</b>	<b>77,175</b>	<b>27,451</b>	<b>21,159</b>	<b>19,566</b>	<b>8,999</b>
Closing Stock - Dry	-7,400	-1,900	-1,900	-2,100	-1,500
Closing Stock - Wet	-9,200	-2,350	-2,350	-2,500	-2,000
Direct Expenses	287	9	0	62	216
Direct Wages	26,963	6,954	7,121	6,497	6,391
Directors Salary	14,584	2,917	2,917	2,917	5,564
Dry purchases	21,795	6,181	5,583	5,703	3,829
Opening Stock - Dry	5,500	1,900	2,100	1,500	0
Opening Stock - Wet	6,850	2,350	2,500	2,000	0
Vouchers	180	80	20	80	0
Wet purchases	9,872	2,010	2,843	1,469	3,550
<b>Total Cost of Sales</b>	<b>69,431</b>	<b>18,151</b>	<b>18,834</b>	<b>15,628</b>	<b>16,050</b>
<b>Gross Profit</b>	<b>7,744</b>	<b>9,300</b>	<b>2,325</b>	<b>3,938</b>	<b>-7,051</b>
GP%	10.0%	33.9%	11.0%	20.1%	-78.4%
Audit & Accountancy fees	4,399	309	1,770	1,000	1,320
Bank Fees	614	188	167	127	0
Car Parking	91	0	0	16	75
Cleaning	1,603	522	302	291	453
Consulting	550	0	0	0	0
Depreciation	3,960	990	990	990	990
General Expenses	352	0	352	0	0
Hire of Equipment	2,410	549	555	549	324
Insurance	763	162	165	162	-672
IT Software and Website Design	2,521	58	58	1,605	0
Legal Expenses	3,968	0	0	0	0
Licences	330	95	106	-195	324

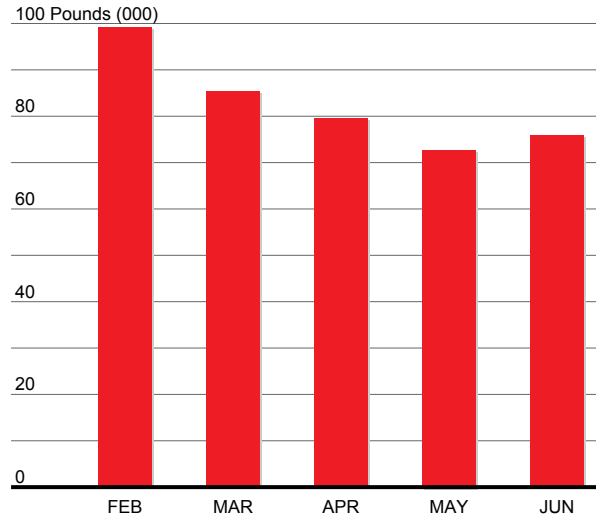
	YTD		Jun 17 Plus Last 3 Months			
	Actual		Jun 17	May 17	Apr 17	Mar 17
Light, Power, Heating	2,699		253	586	1,394	466
Printing & Stationery	530		36	27	42	425
Rates	421		144	0	277	0
Rent	12,174		2,853	2,948	2,853	571
Repairs & Maintenance	3,597		195	516	279	2,359
Staff Training	319		0	210	0	0
Subscriptions	29		17	0	12	0
Telephone & Internet	238		0	238	0	0
Travel	57		0	57	0	0
Waste Collection	793		0	182	433	178
<b>Total OPEX</b>	<b>42,418</b>		<b>6,371</b>	<b>9,229</b>	<b>9,835</b>	<b>6,813</b>
<b>NOPBT</b>	<b>-34,674</b>		<b>2,929</b>	<b>-6,904</b>	<b>-5,897</b>	<b>-13,864</b>
<b>NOP%</b>	<b>-44.9%</b>		<b>10.7%</b>	<b>-32.6%</b>	<b>-30.1%</b>	<b>-154.1%</b>
Total Other Revenue	366		151	145	70	0
<b>Net Profit Before Tax</b>	<b>-34,308</b>		<b>3,080</b>	<b>-6,759</b>	<b>-5,827</b>	<b>-13,864</b>

	Now	Last 3 Months		
	As at Jun 17	May 17	Apr 17	Mar 17
Accounts Receivable	11,182	14,396	17,716	23,300
Bank Accounts	34,824	21,156	15,540	4,499
Other Current Assets	4,250	4,250	4,600	3,500
Rounding	4	3	0	1
<b>Total Current Assets</b>	<b>50,260</b>	<b>39,805</b>	<b>37,856</b>	<b>31,300</b>
Term Assets	69,328	70,319	71,310	72,941
<b>Total Assets</b>	<b>119,588</b>	<b>110,124</b>	<b>109,166</b>	<b>104,241</b>
Accounts Payable	18,054	17,606	15,495	12,476
Other Current Liabilities	25,742	19,806	14,200	6,467
<b>Total Current Liabilities</b>	<b>43,796</b>	<b>37,412</b>	<b>29,695</b>	<b>18,943</b>
<b>Total Liabilities</b>	<b>43,796</b>	<b>37,412</b>	<b>29,695</b>	<b>18,943</b>
<b>Net Assets</b>	<b>75,792</b>	<b>72,712</b>	<b>79,471</b>	<b>85,298</b>
Equity	110,100	110,100	110,100	110,100
Current Year Earnings	-34,308	-37,388	-30,629	-24,802
<b>Total Equity</b>	<b>75,792</b>	<b>72,712</b>	<b>79,471</b>	<b>85,298</b>

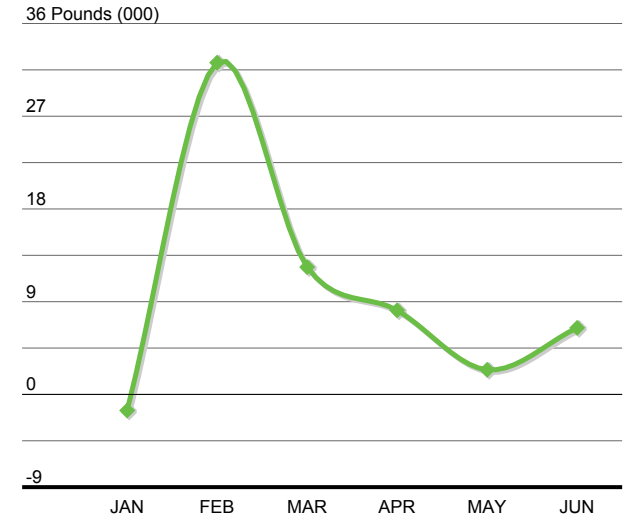
**BALANCE SHEET COMPONENTS**



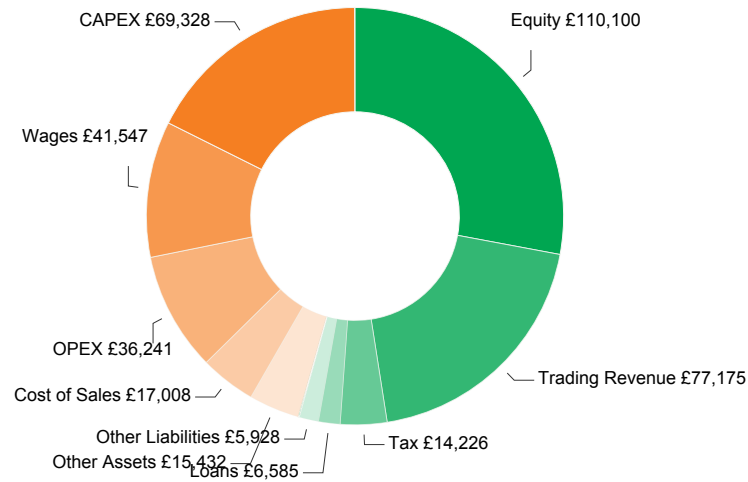
**EQUITY TREND**



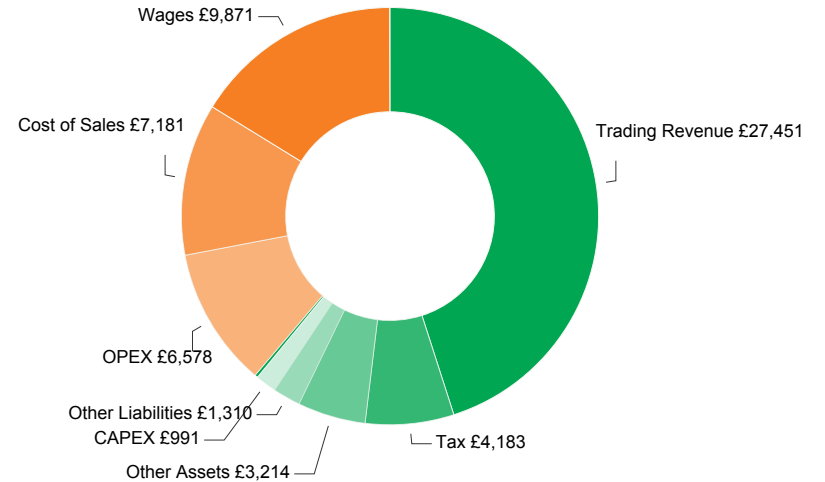
**LIQUIDITY MONITOR**



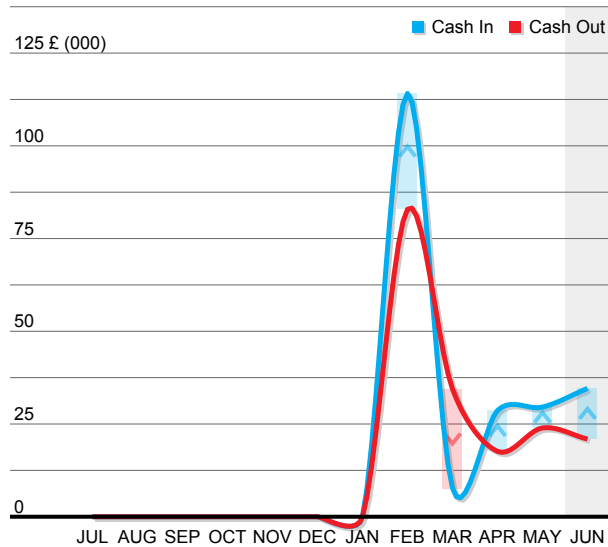
YTD CASH - excluding VAT



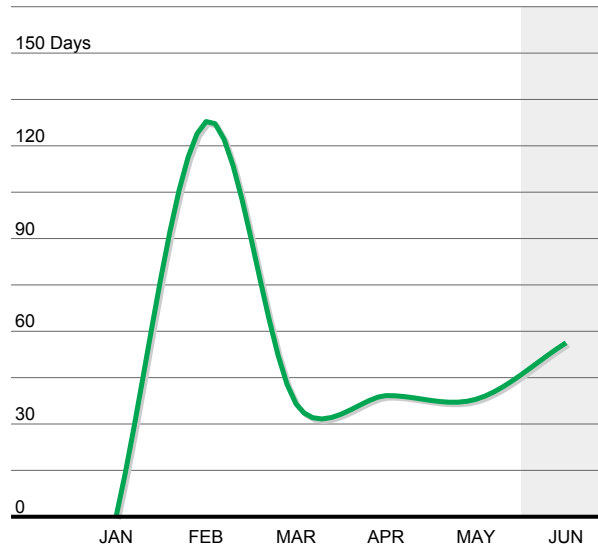
CASH - June 17 (excluding VAT)



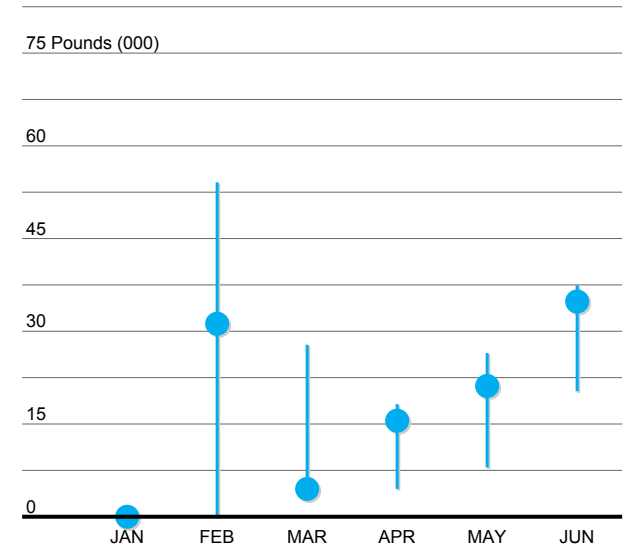
CASH IN AND OUT



EXPENSE COVER TREND



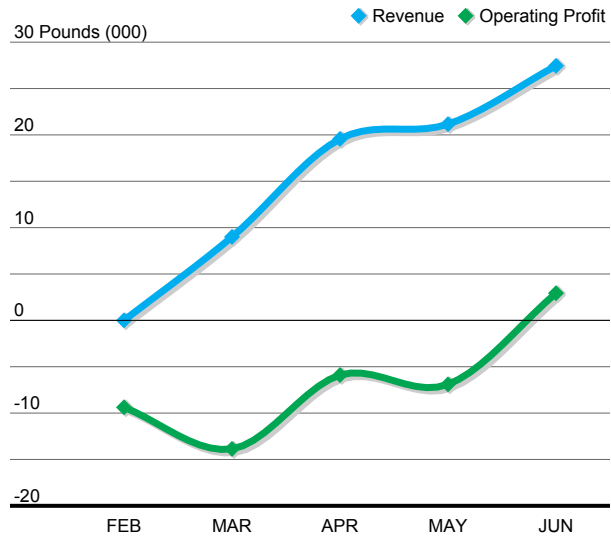
CASH ON HAND - With High and Low Balances



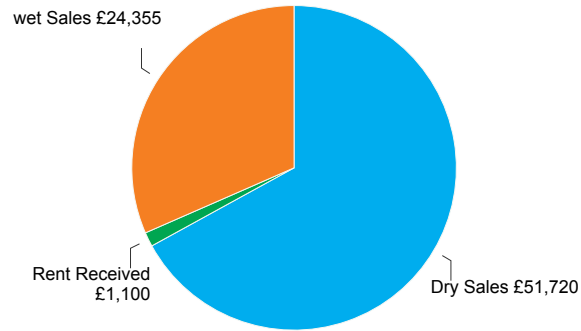


	Current Financial Year											
	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
<b>Operating profit / (loss)</b>	-1,559	-9,379	-13,864	-5,897	-6,904	2,929	0	0	0	0	0	0
Depreciation & amortisation	0	0	990	990	990	990	0	0	0	0	0	0
<b>EBITDA</b>	-1,559	-9,379	-12,874	-4,907	-5,914	3,919	0	0	0	0	0	0
(Increase)/decrease in other debtors	0	-8,750	-18,050	4,484	3,670	3,214	0	0	0	0	0	0
Increase/(decrease) in trade creditors	660	1,204	10,612	3,019	2,111	448	0	0	0	0	0	0
Increase/(decrease) in VAT	-152	-662	-1,962	3,481	5,216	4,636	0	0	0	0	0	0
Increase/(decrease) in other creditors	1,051	5,669	2,523	4,252	390	1,300	0	0	0	0	0	0
<b>Cash generated from operations</b>	<b>0</b>	<b>-11,918</b>	<b>-19,751</b>	<b>10,329</b>	<b>5,473</b>	<b>13,517</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Other revenue	0	0	0	70	145	151	0	0	0	0	0	0
<b>Net cash from operations</b>	<b>0</b>	<b>-11,918</b>	<b>-19,751</b>	<b>10,399</b>	<b>5,618</b>	<b>13,668</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net cash from investing activities</b>	<b>0</b>	<b>-66,962</b>	<b>-6,969</b>	<b>641</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Changes in equity	0	110,100	0	0	0	0	0	0	0	0	0	0
<b>Net cash from financing activities</b>	<b>0</b>	<b>110,100</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Change in cash &amp; cash equivalents</b>	<b>0</b>	<b>31,220</b>	<b>-26,720</b>	<b>11,040</b>	<b>5,619</b>	<b>13,669</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Opening cash & cash equivalents	0	0	31,220	4,499	15,540	21,156	0	0	0	0	0	0
<b>Closing cash &amp; cash equivalents</b>	<b>0</b>	<b>31,220</b>	<b>4,499</b>	<b>15,540</b>	<b>21,156</b>	<b>34,824</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

REVENUE AND OPERATING PROFIT TRENDS - Last 18 Months



YTD TOP REVENUE CONTRIBUTORS



GROSS PROFIT % (EFFICIENCY)

