

HTS (Property & Environment) Ltd  
Summary of Management Accounts

November 2017

	Actual			Actual			Forecast			Forecast		
	November 2017			10 Months Actual to November 2017			14 Months to 31 March 2018			Year to 31 March 2019		
	Actual £000's	Business Plan £000's	Variance £000's	Actual £000's	Business Plan £000's	Variance £000's	Latest Forecast £000's	Business Plan £000's	Variance £000's	Latest Forecast £000's	Business Plan £000's	Variance £000's
<b>1/ Total (All Activities)</b>												
Sales	1,658	1,691	(33)	16,329	16,516	(186)	24,705	26,159	(1,454)	25,770	24,171	1,599
Cost of Sales	(1,334)	(1,437)	103	(13,481)	(13,734)	253	(21,031)	(22,375)	1,344	(22,077)	(20,790)	(1,287)
Gross Profit	324	254	70	2,848	2,781	67	3,674	3,784	(110)	3,693	3,381	312
Overheads	(209)	(186)	(23)	(2,044)	(1,977)	(67)	(2,533)	(2,525)	(8)	(2,229)	(2,223)	(6)
Net Profit	115	68	47	804	804	(0)	1,141	1,259	(118)	1,464	1,158	306
Interest	(4)	(6)	2	(41)	(59)	18	(74)	(82)	8	(60)	(70)	10
Net Profit before Tax	111	62	49	763	745	18	1,067	1,177	(110)	1,404	1,088	316
Taxation	(21)	(12)	(9)	(147)	(149)	2	(213)	(235)	22	(281)	(218)	(63)
Retained Profit	90	50	40	615	596	19	854	942	(88)	1,123	870	252
<b>2/ H.D.C.- Annual Service Charge</b>												
Sales	1,463	1,465	(2)	14,560	14,523	27	20,401	20,359	42	17,890	17,871	19
Cost of Sales	(1,172)	(1,221)	49	(11,943)	(11,976)	33	(17,060)	(17,018)	(42)	(14,941)	(14,942)	1
Gross Profit	291	244	47	2,607	2,547	60	3,341	3,341	-	2,949	2,929	20
Overheads	(196)	(173)	(23)	(1,914)	(1,847)	(67)	(2,351)	(2,343)	(8)	(2,060)	(2,054)	(6)
Net Profit	95	71	24	693	700	(7)	990	998	(8)	889	875	14
<b>3/ H.D.C. - Planned Works</b>												
Sales	181	226	(45)	1,724	1,992	(268)	4,219	5,800	(1,581)	7,380	5,800	1,580
Cost of Sales	(162)	(216)	54	(1,538)	(1,758)	220	(3,971)	(5,357)	1,386	(6,765)	(5,380)	(1,385)
Gross Profit	19	10	9	186	234	(48)	248	443	(196)	615	420	195
Overheads	(13)	(13)	-	(130)	(130)	-	(182)	(182)	-	(159)	(159)	-
Net Profit	6	(3)	9	56	104	(48)	66	261	(195)	456	261	195
<b>4/ Non HDC Trading</b>												
Sales	14	-	14	55	-	55	85	-	85	500	500	-
Cost of Sales	-	-	-	-	-	-	-	-	-	(371)	(468)	97
Gross Profit	14	-	14	55	-	55	85	-	85	129	32	97
Overheads	-	-	-	-	-	-	-	-	-	(10)	(10)	-
Net Profit	14	-	14	55	-	55	85	-	85	119	22	97