

HTS (Property & Environment) Ltd
 Summary of Management Accounts
 Month: August-18

	Actual			Month Actual			5 Months Actual to			Forecast		
	14 Months Actual to March 2018			Aug 2018			Aug 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	Actual £000's	Business Plan £000's	Variance £000's	Latest Forecast £000's	Business Plan £000's	Variance £000's
1/ Total (All Activities)												
Sales	23,843	26,159	(2,316)	1,767	2,014	(247)	9,087	10,071	(984)	23,350	24,171	(821)
Cost of Sales	(19,999)	(22,095)	2,096	(1,495)	(1,712)	217	(7,607)	(8,560)	953	(20,036)	(20,785)	749
Gross Profit	3,844	4,064	(220)	272	302	(30)	1,480	1,511	(31)	3,314	3,386	(72)
Overheads	(3,279)	(2,805)	(474)	(185)	(206)	21	(1,071)	(1,028)	(43)	(2,229)	(2,228)	(1)
Net Profit	565	1,259	(694)	87	97	(10)	409	483	(74)	1,085	1,158	(73)
Interest	(5)	(65)	10	(3)	(5)	2	(16)	(24)	8	(60)	(70)	10
Net Profit before Tax	510	1,194	(684)	84	92	(8)	393	459	(66)	1,025	1,088	(63)
Taxation	(98)	(239)	141	(16)	(18)	2	(75)	(87)	12	(205)	(207)	2
Retained Profit	412	955	(543)	68	73	(5)	318	371	(53)	820	881	(61)
2/ H.D.C. - Annual Service Charge												
Sales	20,143	20,359	(216)	1,455	1,489	(34)	7,303	7,446	(143)	17,472	17,871	(399)
Cost of Sales	(16,599)	(16,739)	139	(1,207)	(1,225)	18	(5,972)	(6,124)	152	(14,529)	(14,937)	409
Gross Profit	3,544	3,621	(77)	248	265	(17)	1,331	1,323	8	2,944	2,934	10
Overheads	(3,097)	(2,623)	(474)	(172)	(192)	20	(1,006)	(958)	(48)	(2,063)	(2,059)	(4)
Net Profit	447	998	(551)	76	73	3	325	365	(40)	881	875	6
3/ H.D.C. - Capital Works												
Sales	3,613	5,800	(2,187)	303	483	(180)	1,723	2,417	(694)	5,369	5,800	(431)
Cost of Sales	(3,400)	(5,357)	1,957	(288)	(448)	160	(1,635)	(2,242)	607	(5,119)	(5,380)	261
Gross Profit	213	443	(230)	15	35	(20)	88	175	(87)	250	420	(170)
Overheads	(182)	(182)	-	(13)	(13)	0	(65)	(66)	1	(156)	(159)	3
Net Profit	31	261	(230)	2	22	(20)	23	109	(86)	94	261	(167)
4/ Non HDC Trading												
Sales	87	-	87	9	42	(33)	61	208	(147)	509	500	9
Cost of Sales	-	-	-	-	(39)	39	-	(195)	195	(389)	(468)	79
Gross Profit	87	-	87	9	3	6	61	13	48	120	32	88
Overheads	-	-	-	-	(1)	1	-	(4)	4	(10)	(10)	-
Net Profit	87	-	87	9	2	7	61	9	52	110	22	88

Notes

March 2018 includes £540k exceptional charges of HDC Management Charge and ASC Rebate

ASC reduced by TUPE of Tech Services & Lift Contract Change Notice

Lifts taken out of Capital Works - £620k

Please Note:

^ The 14 months to March 2017 include a £542k return to Harlow District Council in the form of Management Charges and rebates