

HTS (Property & Environment) Ltd
Summary of Management Accounts

Appendix B

Month: **November-18**

	<u>Actual</u>			<u>Month Actual</u>			<u>8 Months Actual to</u>			<u>Forecast</u>		
	<u>14 Months Actual to March 2018</u>			<u>Nov 2018</u>			<u>Nov 2018</u>			<u>Year to 31 March 2019</u>		
	<u>Actual</u> <u>£000's</u>	<u>Business</u> <u>Plan</u> <u>£000's</u>	<u>Variance</u> <u>£000's</u>	<u>Actual</u> <u>£000's</u>	<u>Business</u> <u>s Plan</u> <u>£000's</u>	<u>Variance</u> <u>£000's</u>	<u>Actual</u> <u>£000's</u>	<u>Business</u> <u>s Plan</u> <u>£000's</u>	<u>Variance</u> <u>£000's</u>	<u>Latest</u> <u>Forecast</u> <u>£000's</u>	<u>Business</u> <u>Plan</u> <u>£000's</u>	<u>Variance</u> <u>£000's</u>
1/ Total (All Activities)												
Sales	23,843	26,159	(2,316)	2,239	2,014	225	15,375	16,114	(739)	23,400	24,171	(771)
Cost of Sales	(19,999)	(22,095)	2,096	(1,943)	(1,712)	(231)	(13,029)	(13,697)	668	(20,081)	(20,545)	464
Gross Profit	3,844	4,064	(220)	296	302	(6)	2,346	2,417	(71)	3,319	3,626	(307)
Overheads	(3,279)	(2,805)	(474)	(236)	(206)	(30)	(1,721)	(1,647)	(74)	(2,229)	(2,470)	241
Net Profit	565	1,259	(694)	60	96	(36)	625	771	(146)	1,090	1,156	(66)
Interest	(55)	(65)	10	(4)	(4)	-	(26)	(32)	6	(60)	(52)	(8)
Net Profit before 1	510	1,194	(684)	56	92	(36)	599	739	(140)	1,030	1,104	(74)
Taxation	(98)	(239)	141	(11)	(18)	8	(114)	(128)	15	(206)	(221)	15
Retained Profit	412	955	(543)	45	74	(29)	485	610	(125)	824	883	(59)
2/ H.D.C.- Annual Service Charge												
Sales	20,143	20,359	(216)	1,452	1,489	(37)	11,669	11,914	(245)	17,472	17,871	(399)
Cost of Sales	(16,599)	(16,738)	139	(1,203)	(1,225)	22	(9,597)	(9,798)	201	(14,528)	(14,697)	169
Gross Profit	3,544	3,621	(77)	249	265	(16)	2,072	2,116	(44)	2,944	3,174	(230)
Overheads	(3,097)	(2,623)	(474)	(223)	(192)	(31)	(1,617)	(1,533)	(84)	(2,063)	(2,299)	236
Net Profit	447	998	(551)	26	73	(47)	455	583	(128)	881	875	6
3/ H.D.C. - Capital Works												
Sales	3,613	5,800	(2,187)	778	483	295	3,617	3,867	(250)	5,419	5,800	(381)
Cost of Sales	(3,400)	(5,357)	1,957	(739)	(448)	(291)	(3,422)	(3,587)	165	(5,164)	(5,380)	216
Gross Profit	213	443	(230)	39	35	4	195	280	(85)	255	420	(165)
Overheads	(182)	(182)	-	(13)	(13)	0	(104)	(106)	2	(156)	(159)	3
Net Profit	31	261	(230)	26	22	4	91	174	(83)	99	261	(162)
4/ Non HDC Trading												
Sales	87	-	87	9	42	(33)	89	333	(244)	509	500	9
Cost of Sales	-	-	-	(1)	(39)	38	(10)	(312)	302	(389)	(468)	79
Gross Profit	87	-	87	8	3	5	79	21	58	120	32	88
Overheads	-	-	-	-	(1)	1	-	(8)	8	(10)	(12)	2
Net Profit	87	-	87	8	2	6	79	13	66	110	20	90