

## Appendix B

### HTS (Property & Environment) Ltd Summary of Management Accounts

Month: March-19

	*Month Actual			*12 Months Actual to		
	Mar 2019			Mar 2019		
	Actual £000's	Business Plan £000's	Variance £000's	Actual £000's	Business Plan £000's	Variance £000's
<b>1/ Total (All Activities)</b>						
Sales	1,851	2,539	(688)	23,453	24,171	(719)
Cost of Sales	(1,855)	(1,712)	(143)	(20,125)	(20,545)	420
Gross Profit	(4)	827	(831)	3,328	3,626	(299)
Overheads	(396)	(206)	(190)	(2,760)	(2,470)	(290)
Net Profit	(400)	621	(1,021)	566	1,156	(589)
Interest	(2)	(4)	2	(34)	(44)	10
Net Profit before Tax	(402)	617	(1,019)	533	1,112	(579)
Taxation	76	(123)	200	(106)	(128)	22
Retained Profit	(326)	494	(819)	427	984	(557)
<b>2/ H.D.C.- Annual Service Charge</b>						
Sales	1,253	2,014	(762)	17,248	17,871	(623)
Cost of Sales	(1,303)	(1,225)	(78)	(14,357)	(14,697)	340
Gross Profit	(50)	790	(840)	2,889	3,174	(284)
Overheads	(383)	(192)	(191)	(2,604)	(2,299)	(305)
Net Profit	(434)	598	(1,031)	285	875	(588)
<b>3/ H.D.C. - Capital Works</b>						
Sales	581	483	98	6,068	5,800	268
Cost of Sales	(550)	(448)	(102)	(5,750)	(5,380)	(370)
Gross Profit	31	35	(4)	318	420	(102)
Overheads	(13)	(13)	0	(156)	(159)	3
Net Profit	18	22	(3)	162	261	(99)
<b>4/ Non HDC Trading</b>						
Sales	17	42	(25)	135	500	(365)
Cost of Sales	(2)	(39)	37	(15)	(468)	453
Gross Profit	15	3	12	120	32	88
Overheads	-	(1)	1	-	(12)	12
Net Profit	15	2	13	120	20	100

Please Note:

\*March 2019 and the 12 months to March 2019 include the following exceptional items: £579k return to Harlow District Council in the form of Management Charges and ASC rebates and £20.5k councilor directors' pay.