

HTS (Property & Environment) Ltd
Summary of Management Accounts

Appendix B

Month: September-19

	Actual			Actual			Actual Month			Actual Year to Date			Forecast		
	14 Months to March 2018			12 Months to Mar 2019			Sep 2019			6 Months to 30 Sep 2019			Year to 31 March 2020		
	Actual £000's	Business Plan £000's	Variance £000's	Actual £000's	Business Plan £000's	Variance £000's	Actual £000's	Budget £000's	Variance £000's	Latest Forecast £000's	Budget £000's	Variance £000's	Latest Forecast £000's	Budget £000's	Variance £000's
1/ Total (All Activities)															
Sales	23,843	26,159	(2,316)	23,453	24,171	(719)	2,214	2,627	(413)	12,857	13,806	(949)	26,429	27,296	(867)
Cost of Sales	(19,999)	(22,095)	2,096	(20,125)	(20,545)	420	(1,875)	(2,275)	400	(10,872)	(11,725)	853	(22,349)	(23,121)	772
Gross Profit	3,844	4,064	(220)	3,328	3,626	(299)	339	353	(13)	1,985	2,081	(96)	4,080	4,175	(95)
Overheads	(3,279)	(2,805)	(474)	(2,763)	(2,470)	(293)	(225)	(227)	2	(1,361)	(1,362)	1	(2,737)	(2,739)	2
Net Profit	565	1,259	(694)	563	1,156	(592)	113	126	(11)	624	719	(95)	1,343	1,436	(93)
Interest	(55)	(65)	10	(50)	(44)	(6)	(2)	(2)	-	(15)	(15)	(0)	(48)	(53)	5
Net Profit before Tax	510	1,194	(684)	515	1,112	(598)	111	124	(11)	609	704	(95)	1,295	1,383	(88)
Taxation	(98)	(239)	141	(102)	(128)	27	(21)	(24)	3	(116)	(110)	(6)	(230)	(262)	31
Retained Profit	412	955	(543)	413	984	(571)	90	101	(9)	493	594	(101)	1,064	1,121	(57)
2/ H.D.C.- Annual Service Charge															
Sales	20,143	20,359	(216)	17,248	17,871	(623)	1,519	1,523	(4)	9,149	9,138	11	18,288	18,276	12
Cost of Sales	(16,599)	(16,738)	139	(14,357)	(14,697)	340	(1,232)	(1,244)	12	(7,422)	(7,383)	(39)	(14,779)	(14,740)	(39)
Gross Profit	3,544	3,621	(77)	2,889	3,174	(284)	287	279	8	1,727	1,755	(28)	3,509	3,536	(27)
Overheads	(3,097)	(2,623)	(474)	(2,607)	(2,299)	(308)	(212)	(215)	3	(1,283)	(1,284)	1	(2,581)	(2,583)	2
Net Profit	447	998	(551)	282	875	(591)	75	64	11	444	471	(27)	928	953	(25)
3/ H.D.C. - Capital Works															
Sales	3,613	5,800	(2,187)	6,068	5,800	268	683	1,093	(410)	3,601	4,601	(1,000)	7,967	8,885	(918)
Cost of Sales	(3,400)	(5,357)	1,957	(5,750)	(5,380)	(370)	(638)	(1,028)	390	(3,397)	(4,328)	931	(7,506)	(8,355)	849
Gross Profit	213	443	(230)	318	420	(102)	45	65	(20)	204	273	(69)	461	530	(69)
Overheads	(182)	(182)	-	(156)	(159)	3	(13)	(13)	-	(78)	(78)	-	(156)	(156)	-
Net Profit	31	261	(230)	162	261	(99)	32	52	(20)	126	195	(69)	305	374	(69)
4/ Non HDC Trading															
Sales	87	-	87	135	500	(365)	12	11	1	107	67	40	173	135	38
Cost of Sales	-	-	-	(15)	(468)	453	(5)	(3)	(2)	(53)	(14)	(39)	(64)	(26)	(38)
Gross Profit	87	-	87	120	32	88	7	8	(1)	54	53	1	109	109	-
Overheads	-	-	-	-	(12)	12	-	-	-	-	-	-	-	-	-
Net Profit	87	-	87	120	20	100	7	8	(1)	54	53	1	109	109	-

** The March 2018 & 2019 Results include the following exceptional items:

1/ Return to Harlow District Council	£'000s	£'000s
Management Charge	285	227
Annual Service Charge Rebate	257	352
Total Return to Harlow District Council	542	579
2/ Other Non Budgeted Spends		
Councillor Director Salaries		27