

ABC Limited
Management Accounts
Jan-08

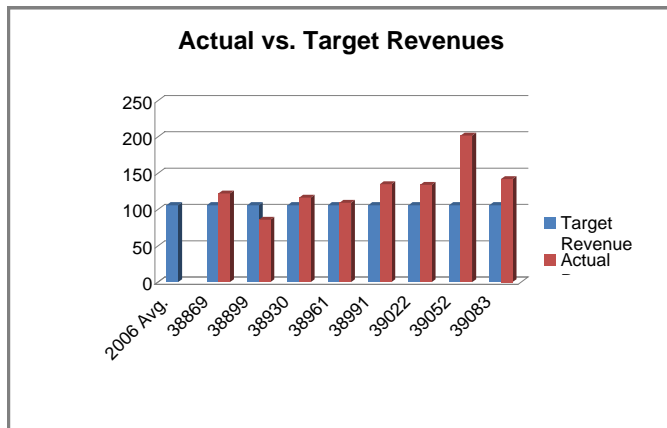
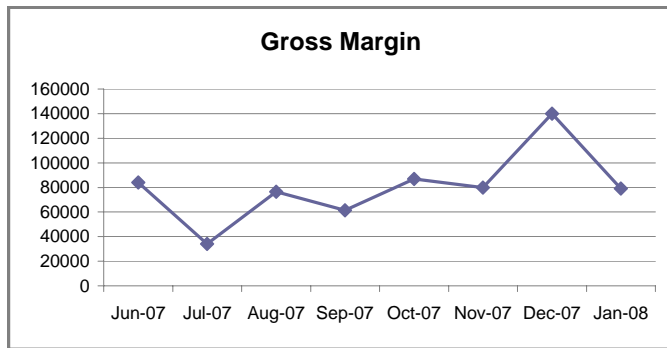
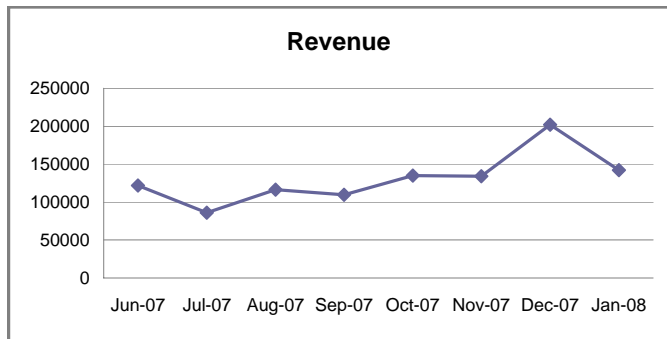
KDA ACCOUNTANTS
CORNERHOUSE
MAIN STREET
BLANCHARDSTOWN
DUBLIN 15

CONTENTS

Page 1	Contents
Page 2	Profit & Loss Account
Page 3	Gross Margin & Revenue Analysis
Page 4	Profitability & Overhead Analysis
Page 5	Staff Analysis
Page 6	Balance Sheet
Page 7	Cashflow Statement
Page 8	Taxes Statement
Page 9	Detailed Profit & Loss

Monthly Dashboard

January 2008



Profit & Loss A/C	Jan 08	Budget	Variance
Sales	142,000	150,000	-8,000
Payroll	63,000	60,000	3,000
Gross Margin	79,000	90,000	-11,000
Overhead			
Fixed Overhead	32,400	30,000	2,400
Direct Costs	16,164	15,000	1,164
Other	15,940	16,000	-60
Total Cost	64,503	61,000	3,503
Net Profit	14,497	29,000	-14,503

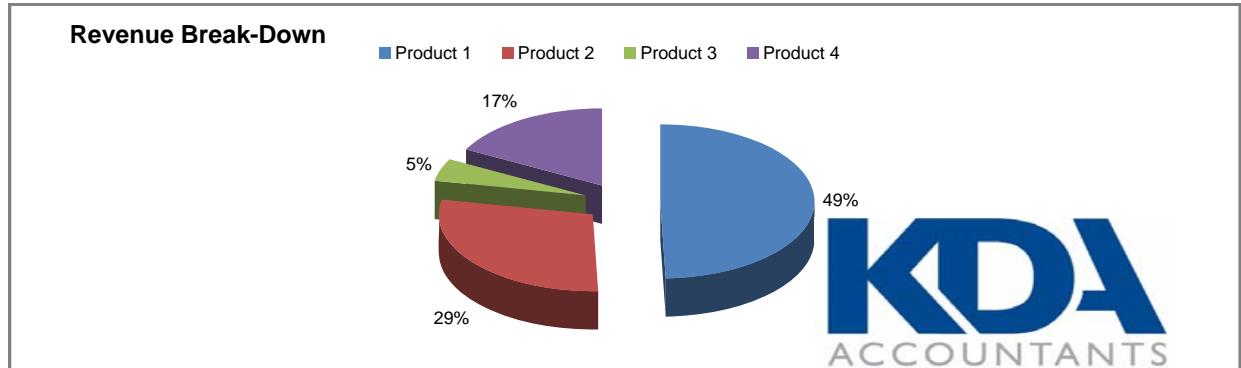
Profit & Loss A/C	YTD	Budget	Variance
Sales	1,014,115	1,015,000	-885
Payroll	557,326	562,625	-5,299
Gross Margin	456,789	452,375	4,414
Overhead			
Fixed Overhead	410,230	264,201	146,029
Direct Costs	106,563	47,831	58,732
Other	97,164	50,190	46,974
Total Cost	613,957	362,222	251,735
Net Profit	-157,168	90,153	-247,321

Business Ratios

Current Asset Ratio	2.6 times	Strong
Acid Test	2.4 times	Strong
Debtors Days	95 days	poor
Creditors Days	35 days	Strong
YTD Net Profit	<u>Current</u> 12%	<u>Prior Year</u> 11% Up
YTD Gross Profit	60%	60% No Change

Balance Sheet

Cash	74
Debtors	341
Stock	30
Other Current Assets	0
Current Assets	445
Fixed Assets	368
Total Assets	813
Creditors	87
Other	13
Taxes	70
Current Liabilities	170
Long Term	343
Total Liabilities	513



Detailed Profit and Loss Account

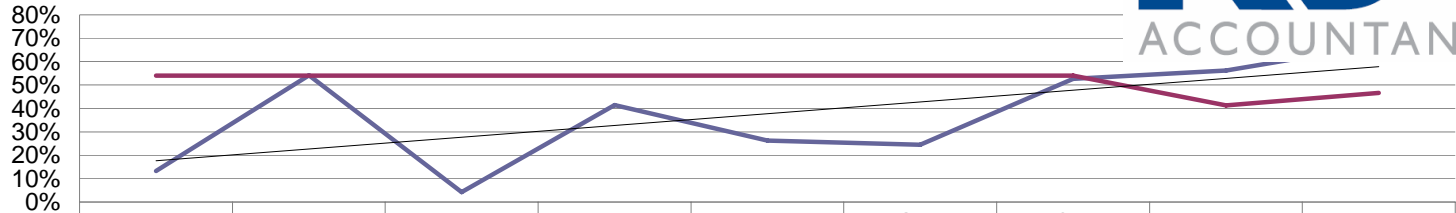
	Dec-07	Budget	Variance				
Sales							
Dublin Based	112,000	100,000	12,000	71:			
Cork Based	47,016	45,000	2,016	30:			
	<u>159,016</u>	<u>145,000</u>	<u>14,016</u>		<u>1,014,115</u>	<u>1,015,000</u>	<u>-885</u>
Direct Pay	49,163	50,000	-837		344,141	350,000	-5,859
Sub-Contract Labour (cork)	25,080	25,000	80		175,560	175,000	560
Pension	5,375	5,375	0		37,625	37,625	0
	<u>79,398</u>	<u>64,625</u>	<u>14,773</u>		<u>456,789</u>	<u>452,375</u>	<u>4,414</u>
	50%	45%	5%		40%	45%	-5%
Contribution(Gross Margin)							
	<u>18,348</u>	<u>18,348</u>	<u>0</u>		<u>128,436</u>	<u>128,436</u>	<u>0</u>
Fixed Overhead							
Dir's Salaries	226	226	0		1,582	1,582	0
Bank Charges	1,282	1,282	0		8,974	8,974	0
Leasing	17,887	17,887	0		125,209	125,209	0
Depreciation Charge	<u>37,743</u>	<u>37,743</u>	<u>0</u>		<u>410,230</u>	<u>264,201</u>	<u>0</u>
Direct Costs							
Hire of Equipment	0	0	0		0	0	0
Tools & Maintenance	883	883	0		6,181	6,181	0
Transport	0	0	0		0	0	0
Purchases	0	0	0		0	0	0
General Expenses	1,672	1,550	122		11,704	10,850	854
Fuel and Oil	3,065	3,000	65		21,455	21,000	455
Motor Costs	0	300	-300		0	2,100	-2,100
Health & Safety	0	600	-600		0	4,200	-4,200
Other Donations	500	500	0		3,500	3,500	0
	<u>6,120</u>	<u>6,833</u>	<u>-713</u>		<u>106,563</u>	<u>47,831</u>	<u>-4,991</u>
Administration							
Printing and Stationery	550	50	500		3,850	350	3,500
Software	500	500	0		3,500	3,500	0
PC/Printer Consumables	350	350	0		2,450	2,450	0
Telephone	1,500	500	1,000		10,500	3,500	7,000
Insurance	1,600	1,600	0		11,200	11,200	0
Bank Interest Payable	220	220	0		1,540	1,540	0
Audit/Accountancy Fees	2,100	2,100	0		14,700	14,700	0
Payroll Costs	550	550	0		3,850	3,850	0
Cleaning	600	600	0		4,200	4,200	0
Legal Fees	1,000	200	800		7,000	1,400	5,600
Professional Fees	320	500	-180		2,240	3,500	-1,260
	<u>9,290</u>	<u>7,170</u>	<u>2,120</u>		<u>97,164</u>	<u>50,190</u>	<u>14,840</u>
Totat Direct & Indirect Cost	<u>53,153</u>	<u>51,746</u>	<u>1,407</u>		<u>710,186</u>	<u>362,222</u>	<u>9,849</u>
Net Profit	<u>26,245</u>	<u>12,879</u>	<u>13,366</u>		<u>116,826</u>	<u>90,153</u>	<u>(5,435)</u>
	17%	9%			6%	9%	



Staff Productivity



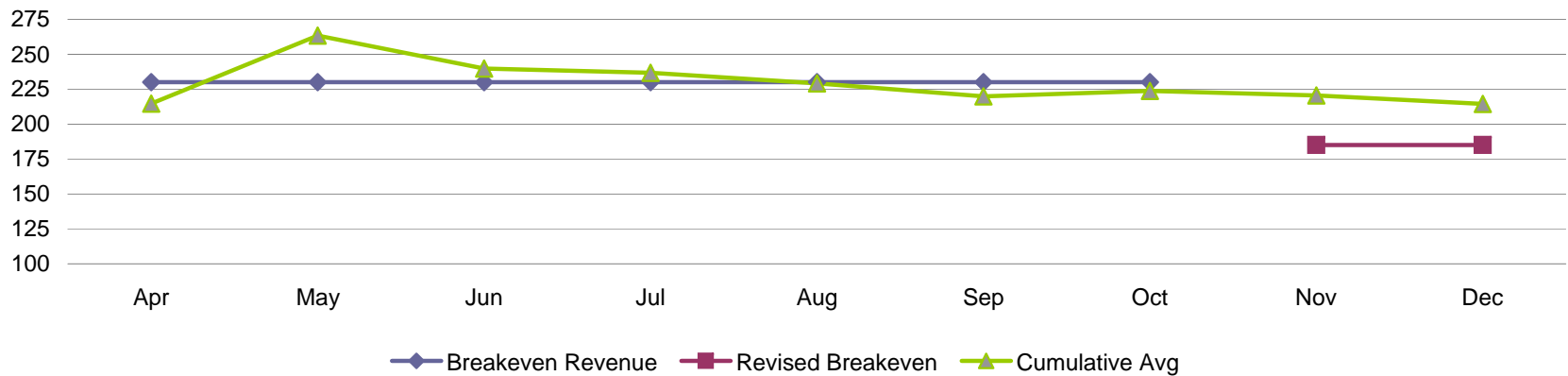
Gross Margin %



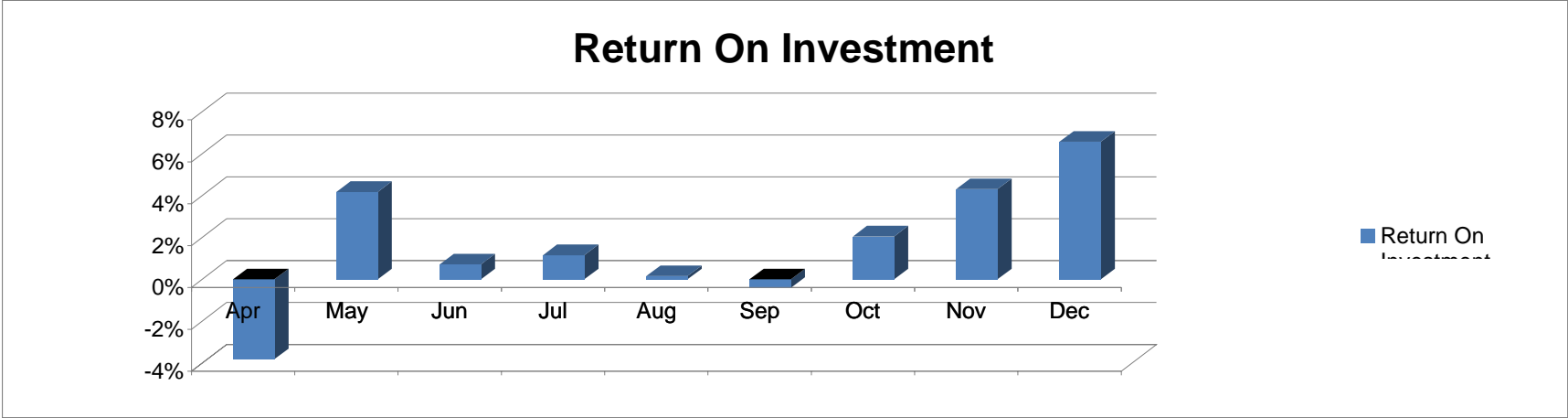
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Gross Margin - Dublin %	13%	54%	4%	41%	26%	25%	53%	56%	67%
Gross Margin - Cork %	54%	54%	54%	54%	54%	54%	54%	41%	47%

Maximisation Of Revenue Collections

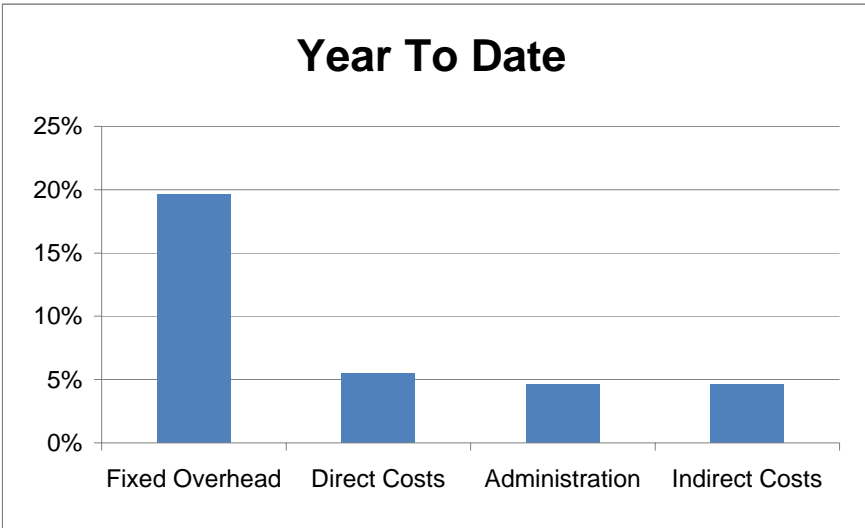
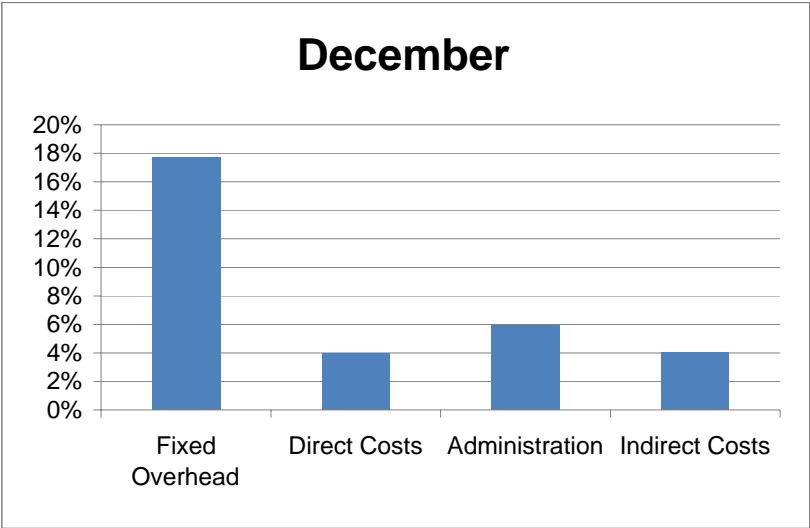
Actual Revenue Vs. Breakeven Revenue



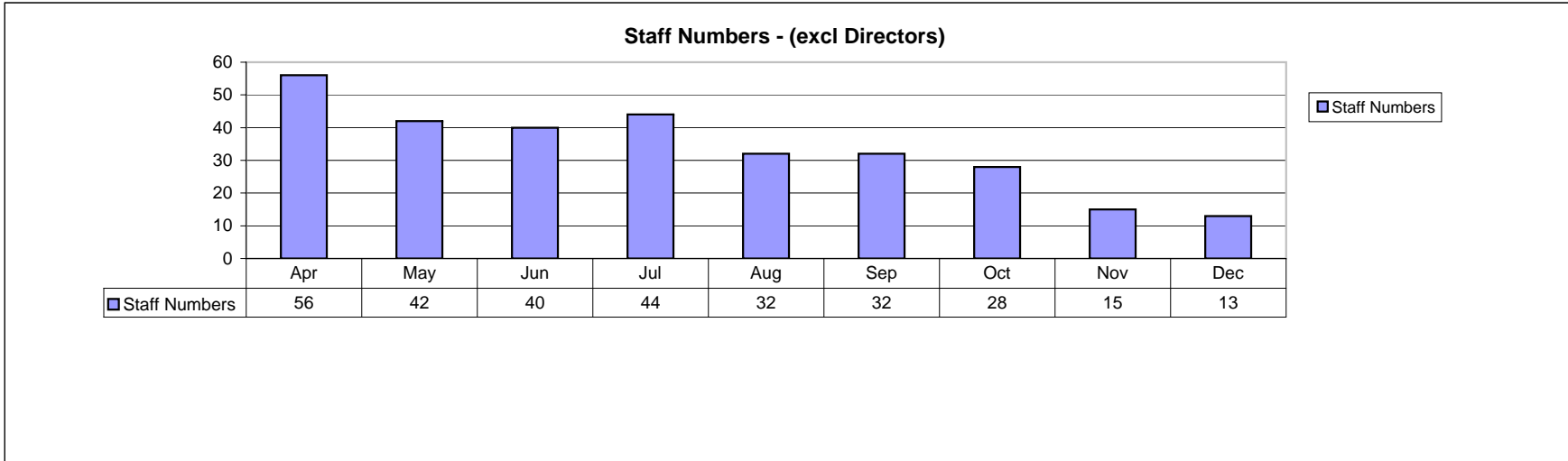
Asset Utilisation



Cost Management



Staff Analysis



ABC Limited - Balance Sheet



FIXED ASSETS

Cost

Depreciation

Total Fixed Assets

765,136

CURRENT ASSETS

Stock

450,000

Other Debtors

28,021

Relevants Contracts Tax

4,438

Prepayments

7,750

Debtors Control

-1,438

Directors Loan

-13,843

Ulster Bank Euro

277,349

Sterling Account

2,619

Cash in Transit

-9,530

Total Current Assets:

745,367

CURRENT LIABILITIES

Visa Account

3,854

Purchase Ledger Control

80,812

VAT Control A/c

1,179

Relevant Contracts Tax

4,004

Lease 1

33,022

Lease 2

29,360

Lease 3

4,213

Lease 4

6,174

Lease 5

80,246

Lease 6

57,061

Lease 7

12,105

Other

33,300

IR: PAYE & PRSI Payable

-92,647

Staff Wages Payable (Net)

8,705

Corporation Tax

4,439

Accruals

19800

Total Current Liabilities

285628.37

Net Current Assets/(Liab)

459,739

TOTAL NET ASSETS:

1,224,875

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CAPITAL & RESERVES

Share Capital b/fwd

2

Retained Profit

671,606

Profit Brought Forward

1,110,496

TOTAL CAPITAL & RESERVES

1,782,104

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Cash flow forecast

ABC Limited



	Opening Cash Position	Sep-07	Oct-07	Nov-07	Dec-07			
Cash & Bank on Hand (beginning of month)		155,989	100,439	133,990	210,340	277,349	95,341	95,341
CASH RECEIPTS								
Cash Sales								
Collections from CR accounts		223,463	307,867	256,087	254,374			
Loan/ other cash inj.		700			8,195			
TOTAL CASH RECEIPTS	0	224,163	307,867	256,087	262,569	0	0	0
Total Cash Available (before cash out)	0	380,152	408,306	390,077	472,910	277,349	95,341	95,341
CASH PAID OUT								
Suppliers		18,022	29,863	30,532	36,577	25,000	25,000	
Net wages		104,351	99,685	80,075	57,841	60,000	60,000	
Insurance								
Taxes		126,000	92,000	42,009	71,141	70,000	70,000	
Bank charges & interest		19	19	149	209			
Mileage & subsistence			31,007		7,363	5,000	5,000	
Misc expenses				2,000	521			
SUBTOTAL	0	248,392	252,574	154,765	173,652	160,000	160,000	0
Leasing		19,009	19,009	19,009	19,009	19,009	19,009	
Capital expenditure		9,000						
Credit card		3,312	2,233	2,979	2,900	3,000	3,000	
Cash withdrawal			500	2,984				
TOTAL CASH PAID OUT	0	279,713	274,316	179,737	195,560	182,009	182,009	0
Cash & Bank Position (end of month)	0	100,439	133,990	210,340	277,349	95,341	-86,668	95,341

Taxes Reconciliation at 31st December 2007



VAT

		Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07
Opening Balance	12,545									
VAT on Sales		48,699	68,915	43,569	50,649	44,266	38,809	54,125	44,718	44,679
VAT on Purchases		-6,551	-5,850	-5,018	-6,206	-10,011	-6,104	-13,691	-4,998	-6,236
DD to Revenue		-45,000	-45,000	-45,000	-45,000	-45,000	-45,000	-45,000	-45,000	-45,000
Difference		-2,852	18,065	-6,449	-557	-10,745	-12,295	-4,566	-5,281	-6,557
Cumulative Balance (refund)		9,693	27,758	21,310	20,752	10,007	-2,288	-6,854	-12,134	-18,691

PAYE / PRSI

		Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07
Opening Balance	18,521									
Liability		51,245	40,585	49,712	39,417	41,123	37,877	35,411	27,071	17,553
DD to Revenue		-45,000	-45,000	-45,000	-35,000	-35,000	-45,000	-20,000	-20,000	-20,000
Difference		6,245	-4,415	4,712	4,417	6,123	-7,123	15,411	7,071	-2,447
Cumulative Balance (refund)		24,766	20,351	25,063	29,481	35,604	28,481	43,892	50,963	48,516