

# Board Report For Growing Your Numbers



The following report has been designed to provide you with insight into performance in the current financial year compared to the previous 2 years (where the information is available). We have analysed every transaction within your accounts to identify the drivers of profitability within your business.

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The points below provide an overview of the performance of your business in the current financial year, compared to the same period last year.

### What worked well (this financial year)

The average value of invoices this year has increased by 4.9% compared to last year (up from 781 to 819). The average value of invoices over the past 3 months was also 20.1% up on the same period last year.

The average customer purchase value this year has increased by 23.8% compared to last year (up from 2,045 to 2,532). Average customer purchase value over the past 3 months was also 39.5% up on the same period last year.

The balance of cash & cash equivalents has increased by £13,123 compared to the same time last year (up from £66,869 to £53,746).

### What didn't work so well (this financial year)

Revenue this financial year has decreased by 3.3% compared to last year (down from £570,566 to £551,925). However, over the past 3 months, revenue was 7.0% up on the same period last year.

Invoices raised this financial year have decreased by 7.8% compared to last year (down from 731 to 674). The number raised over the past 3 months was also 10.9% down on the same period last year.

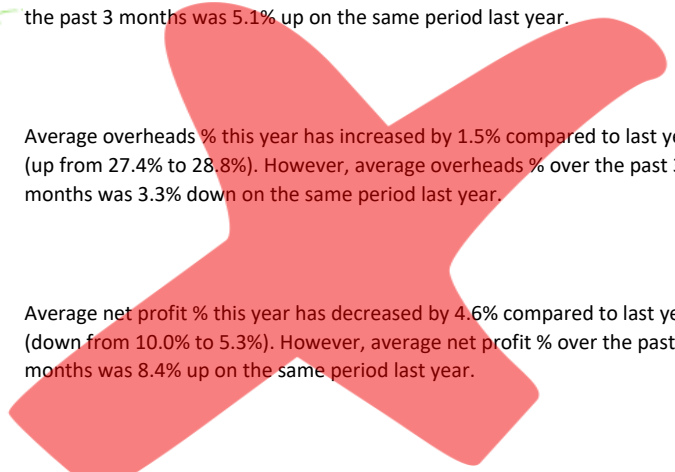
The number of unique customer purchases this year has decreased by 21.0% compared to last year (down from 138 to 109). Over the past 3 months they were also 26.1% down on the same period last year.

Average gross margin % this year has decreased by 3.2% compared to last year (down from 37.3% to 34.2%). However, average gross margin % over the past 3 months was 5.1% up on the same period last year.

Average overheads % this year has increased by 1.5% compared to last year (up from 27.4% to 28.8%). However, average overheads % over the past 3 months was 3.3% down on the same period last year.

Average net profit % this year has decreased by 4.6% compared to last year (down from 10.0% to 5.3%). However, average net profit % over the past 3 months was 8.4% up on the same period last year.

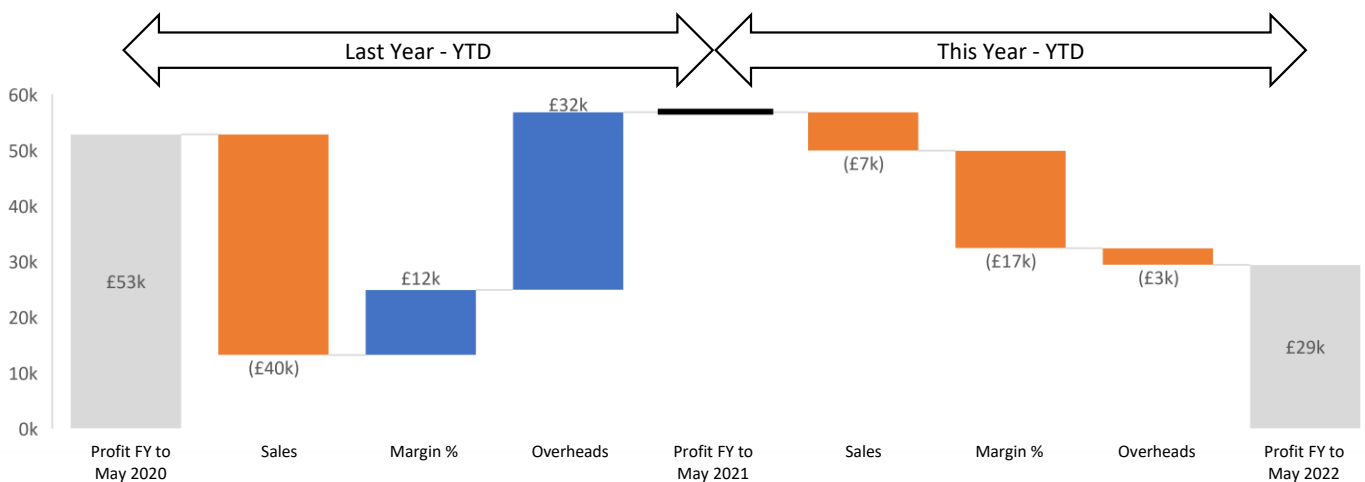
The business' current ratio has decreased by 0.2 compared to the same time last year (down from 1.2 to 1.0).



**EXECUTIVE SUMMARY**

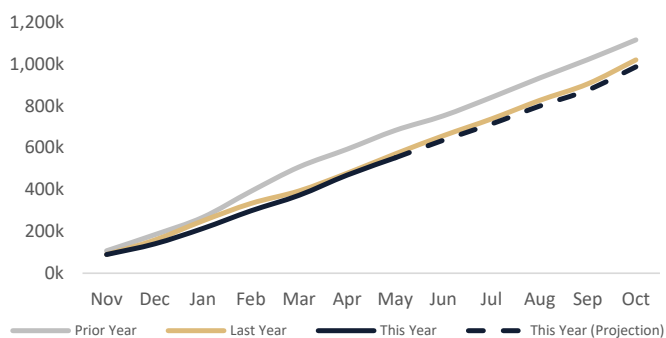
So far this financial year, profit has reduced compared to the previous year by £27.5k. An adverse sales variance decreased profit by £7.0k, margin % reduced by 3.2% points which in turn decreased profit by £17.5k, overheads have increased compared to last year which has reduced profit by £3.0k.

		YTD to May	Mvmt	Mvmt %		
<b>Revenue</b>	Revenue movement (past 12 months)	£551.9k	(£18.6k)	(3.3%)	<b>Profit Impact</b>	(£7.0k)
	Invoice movement (past 12 months)	674	(57)	(7.8%)		
	Revenue impact		(£43.0k)			
	Avg Invoice Value movement (past 12 months)	£819	£38	4.9%		
	Revenue impact		£24.3k			
<b>Gross Margin</b>	Gross Margin £ movement (past 12 months)	£188.6k	(£24.5k)	(11.5%)	<b>Profit Impact</b>	(£17.5k)
	Gross Margin % movement (past 12 months)	34.2%		(3.2%)		
<b>Overheads</b>	Overheads £ movement (past 12 months)	£159.2k	£3.0k	1.9%	<b>Profit Impact</b>	(£3.0k)
	Overheads % movement (past 12 months)	28.8%		1.5%		
<b>Net Profit</b>	Net Profit £ movement (past 12 months)	£29.4k	(£27.5k)	(48.3%)		
	Net Profit % movement (past 12 months)	5.3%		(4.6%)		



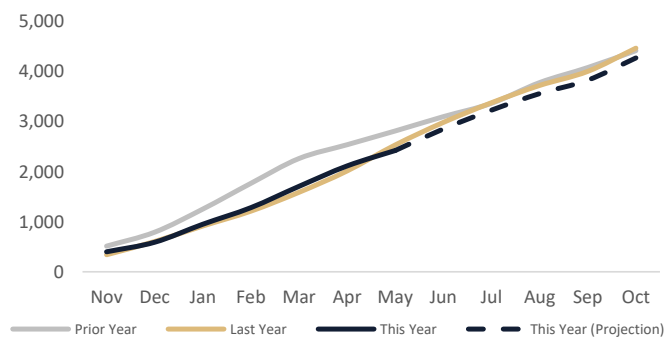
Revenue in May of £82.8k was £9.8k lower than the same month last year. Revenue achieved so far this financial year of £551.9k is £18.6k below the level achieved last year and £131.1k below the level in the previous year. If we were to project the current financial year to date performance against last year forward, revenue for the full year would be £986.5k, £33.3k or 3.3% lower than the revenue achieved last year.

**Revenue Trends - Last 3 Years**



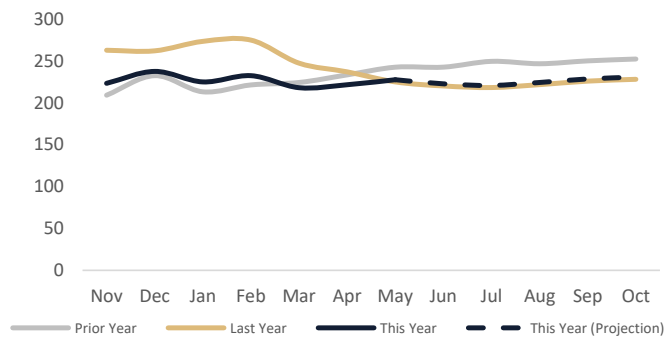
	May	vs Last Year		
	£82.8k	▶ (10.6%)		
	This Year	Last Year	Variance	Variance %
Nov to Jan	£213.9k	£250.4k	▶ (£36.5k)	(14.6%)
Feb to Apr	£255.2k	£227.5k	▶ £27.7k	12.2%
May to Jul	£82.8k	£92.6k	▶ (£9.8k)	(10.6%)
Aug to Oct				
<b>Total</b>	<b>£551.9k</b>	<b>£570.6k</b>	▶ <b>(£18.6k)</b>	<b>(3.3%)</b>

**Transaction Trends - Last 3 Years**



	May	vs Last Year		
	308	▶ (40.7%)		
	This Year	Last Year	Variance	Variance %
Nov to Jan	951	916	▶ 35	3.8%
Feb to Apr	1,166	1,101	▶ 65	5.9%
May to Jul	308	519	▶ (211)	(40.7%)
Aug to Oct				
<b>Total</b>	<b>2,425</b>	<b>2,536</b>	▶ <b>(111)</b>	<b>(4.4%)</b>

**Average Spend Trends - Last 3 Years**



	May	vs Last Year		
	£269	▶ 50.6%		
	This Year	Last Year	Variance	Variance %
Nov to Jan	£695	£819	▶ (£124)	(15.2%)
Feb to Apr	£665	£637	▶ £29	4.5%
May to Jul	£269	£178	▶ £90	50.6%
Aug to Oct				
<b>Total</b>	<b>£228</b>	<b>£225</b>	▶ <b>£3</b>	<b>1.2%</b>

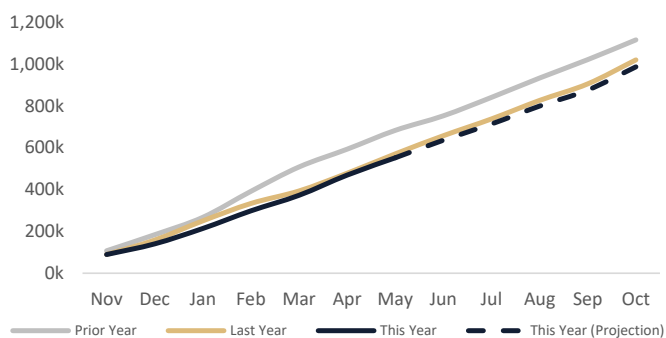
Total transactions recorded within the accounts for the current financial year is 2.4k, which is 4.4% below the previous financial year and generated £25.3k less revenue. Average spend was £228, this was 1.2% above last year and drove £6.6k more revenue.

**Impact of Transactions & Average Spend Movements**

	Trans Impact	Spend Impact	Variance	Variance %
Nov to Jan	£24.3k	(£114.0k)	▶ (£89.7k)	(14.6%)
Feb to Apr	£43.2k	£31.4k	▶ £74.7k	12.2%
May to Jul	(£56.7k)	£46.9k	▶ (£9.8k)	(10.6%)
Aug to Oct				
<b>Total</b>	<b>(£25.3k)</b>	<b>£6.6k</b>	▶ <b>(£18.6k)</b>	<b>(3.3%)</b>

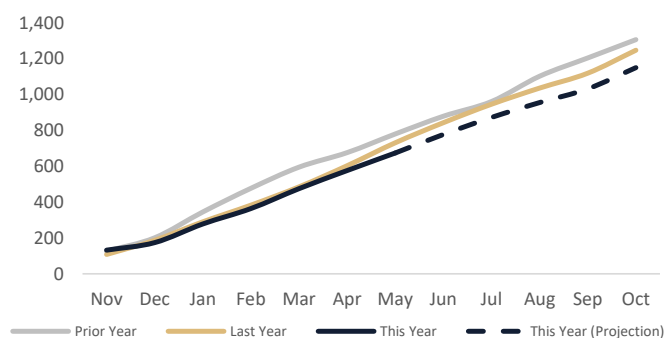
Total invoices raised in May of 98 was 30 lower than the same month last year. Total invoices raised so far this financial year of 674 is 57 below the level achieved last year and 106 below the level in the previous year. If we were to project the current financial year to date performance against last year forward, invoices raised in the year would be 1,150, 97 or 7.8% lower than the invoices raised last year.

**Revenue Trends - Last 3 Years**



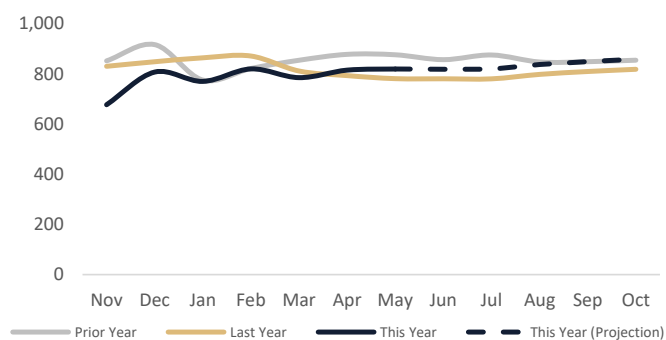
	May	vs Last Year		
	£82.8k	▶ (10.6%)		
	This Year	Last Year	Variance	Variance %
Nov to Jan	£213.9k	£250.4k	▶ (£36.5k)	(14.6%)
Feb to Apr	£255.2k	£227.5k	▶ £27.7k	12.2%
May to Jul	£82.8k	£92.6k	▶ (£9.8k)	(10.6%)
Aug to Oct				
<b>Total</b>	<b>£551.9k</b>	<b>£570.6k</b>	<b>▶ (£18.6k)</b>	<b>(3.3%)</b>

**Invoice Trends - Last 3 Years**



	May	vs Last Year		
	98	▶ (23.4%)		
	This Year	Last Year	Variance	Variance %
Nov to Jan	278	290	▶ (12)	(4.1%)
Feb to Apr	298	313	▶ (15)	(4.8%)
May to Jul	98	128	▶ (30)	(23.4%)
Aug to Oct				
<b>Total</b>	<b>674</b>	<b>731</b>	<b>▶ (57)</b>	<b>(7.8%)</b>

**Average Invoice Value Trends - Last 3 Years**



	May	vs Last Year		
	£844	▶ 16.8%		
	This Year	Last Year	Variance	Variance %
Nov to Jan	£770	£864	▶ (£94)	(10.9%)
Feb to Apr	£856	£727	▶ £129	17.8%
May to Jul	£844	£723	▶ £121	16.8%
Aug to Oct				
<b>Total</b>	<b>£819</b>	<b>£781</b>	<b>▶ £38</b>	<b>4.9%</b>

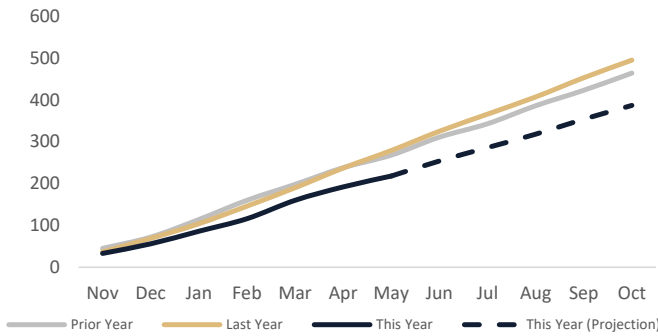
Total invoices raised within the accounts for the current financial year is 674, which is 7.8% below the previous financial year and generated £43.0k less revenue. Average invoice value was £819, this was 4.9% more last year and drove £24.3k more revenue.

**Impact of Transactions & Average Spend Movements**

	Volume Impact	Value Impact	Variance	Variance %
Nov to Jan	(£10.4k)	(£26.1k)	▶ (£36.5k)	(14.6%)
Feb to Apr	(£10.9k)	£38.6k	▶ £27.7k	12.2%
May to Jul	(£21.7k)	£11.9k	▶ (£9.8k)	(10.6%)
Aug to Oct				
<b>Total</b>	<b>(£43.0k)</b>	<b>£24.3k</b>	<b>▶ (£18.6k)</b>	<b>(3.3%)</b>

In May, 26 customers made a purchase, this is 16 fewer than during the same month last year. Total customer purchases so far this financial year of 218 is 61 below last year's level and 50 below the level in the previous year. If we were to project the current financial year to date performance against last year forward, customer purchases in the year would be 387, 108 or 21.9% lower than the customer purchases last year.

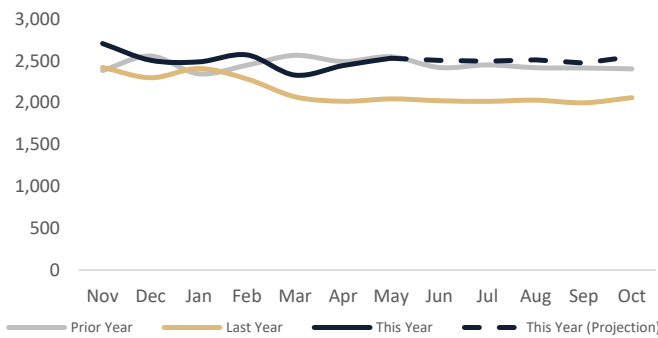
**Customer Purchase Trends - Last 3 Years**



May	vs Last Year
26	▶ (38.1%)

	This Year	Last Year	Variance	Variance %
Nov to Jan	86	104	▶ (18)	(17.3%)
Feb to Apr	106	133	▶ (27)	(20.3%)
May to Jul	26	42	▶ (16)	(38.1%)
Aug to Oct				
<b>Total</b>	<b>218</b>	<b>279</b>	▶ (61)	(21.9%)

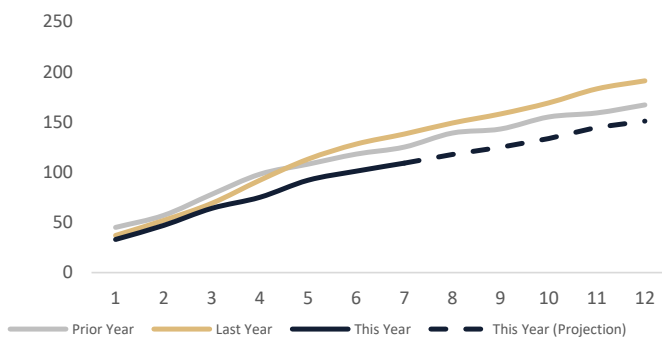
**Average Customer Purchase Value Trends - Last 3 Years**



May	vs Last Year
£3,183	▶ 44.4%

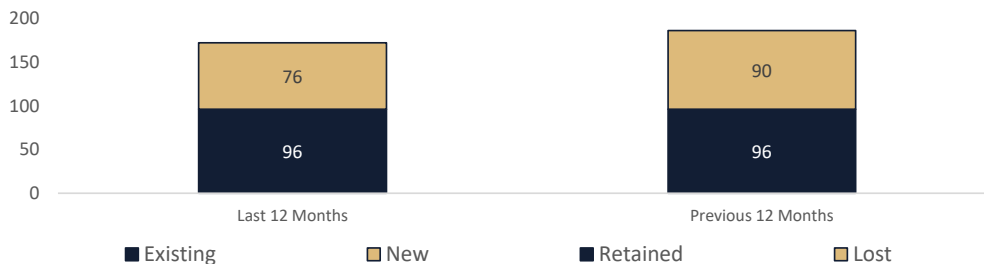
	This Year	Last Year	Variance	Variance %
Nov to Jan	£2,488	£2,408	▶ £80	3.3%
Feb to Apr	£2,408	£1,711	▶ £697	40.7%
May to Jul	£3,183	£2,204	▶ £979	44.4%
Aug to Oct				
<b>Total</b>	<b>£2,532</b>	<b>£2,045</b>	▶ £487	23.8%

**Unique Customer Purchase Trends - Last 3 Years**

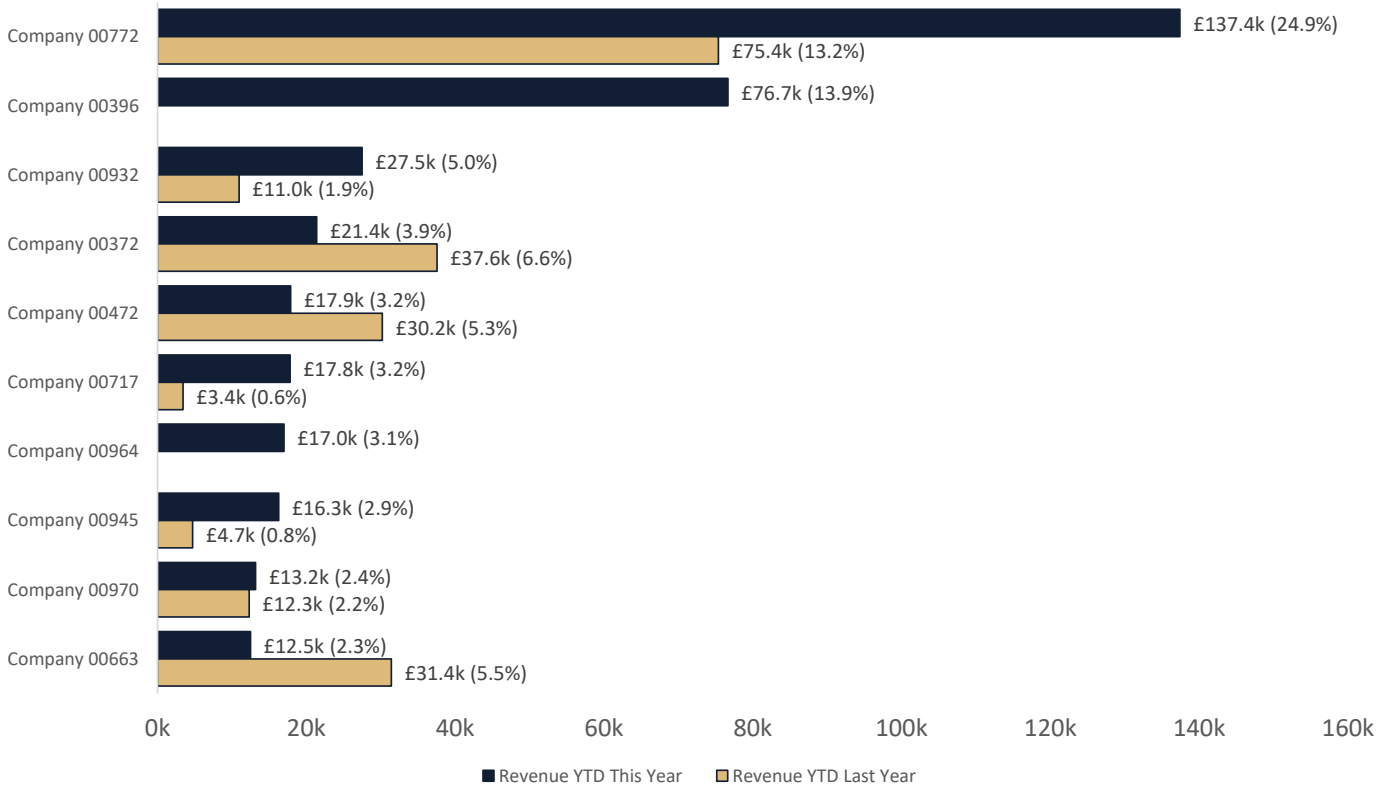
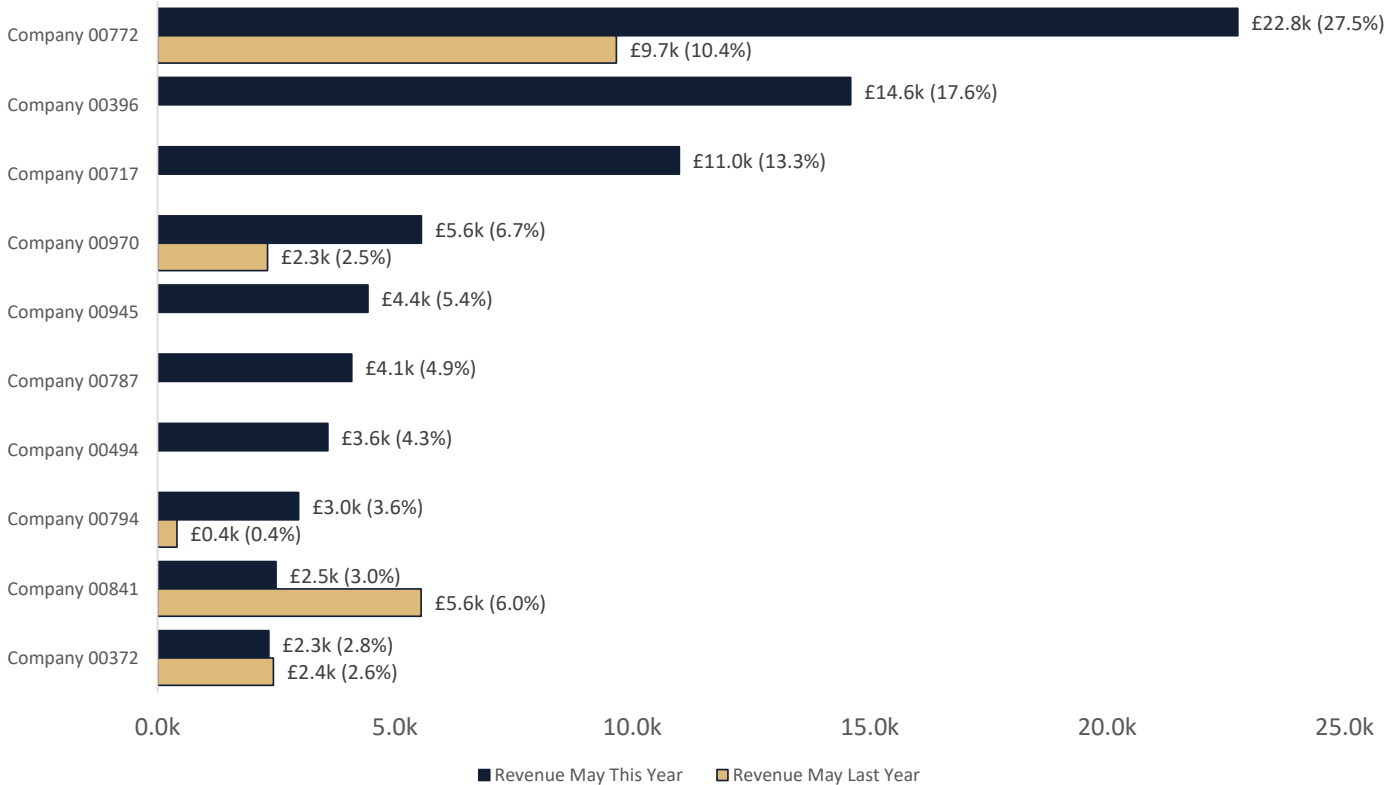


May	vs Last Year
8	▶ (20.0%)

	This Year	Last Year	Variance	Variance %
Nov to Jan	64	69	▶ (5)	(7.2%)
Feb to Apr	37	59	▶ (22)	(37.3%)
May to Jul	8	10	▶ (2)	(20.0%)
Aug to Oct				
<b>Total</b>	<b>109</b>	<b>138</b>	▶ (29)	(21.0%)



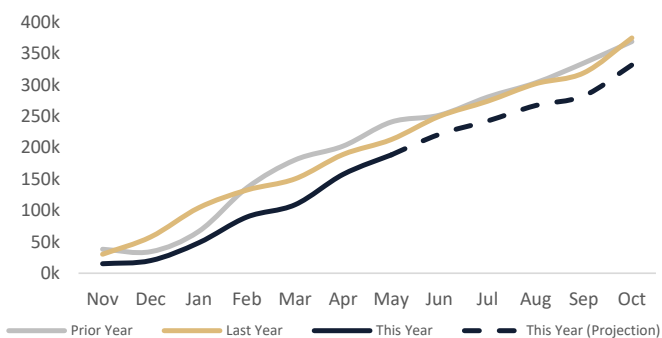
The top 10 customers in May accounted for 89.2% of total revenue, the largest proportion of which came from Company 00772 (£22.8k or 27.5% of total revenue). 6 of your top 10 customers in May also appear in your top 10 customers year to date. Year to date your top 10 customers accounted for 64.8% of total revenue, again the largest proportion of which came from Company 00772 (£137.4k or 24.9% of total revenue).





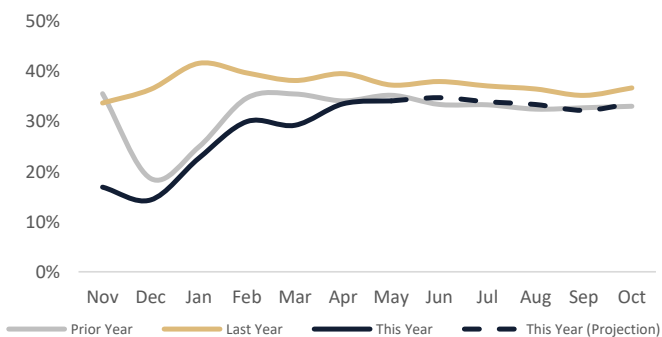
Gross margin in May of £30.9k was £7.3k higher than the same month last year. So far this financial year, gross margin achieved of £188.6k is (£24.5k) below the level achieved last year and £52.4k below the level in the previous year. If we were to project the current financial year to date performance against last year forward, gross margin for the full year would be £331.9k, £43.0k or 11.5% lower than the gross margin achieved last year.

**Gross Margin Trends - Last 3 Years**



	May	vs Last Year		
	£30.9k	▶	30.6%	
	This Year	Last Year	Variance	Variance %
Nov to Jan	£48.6k	£104.4k	▶ (£55.8k)	(53.5%)
Feb to Apr	£109.0k	£84.9k	▶ £24.1k	28.4%
May to Jul	£30.9k	£23.7k	▶ £7.3k	30.6%
Aug to Oct				
<b>Total</b>	<b>£188.6k</b>	<b>£213.0k</b>	▶ (£24.5k)	(11.5%)

**Gross Margin % Trends - Last 3 Years**



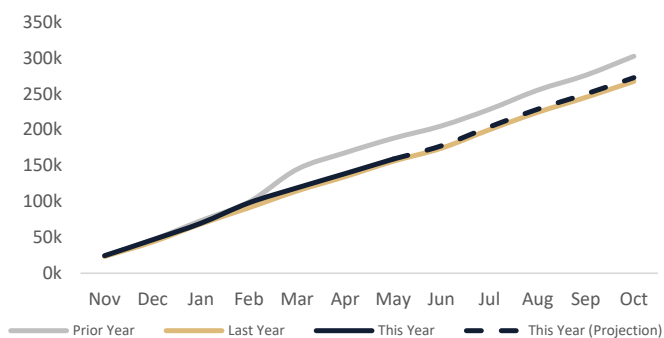
	May	vs Last Year	
	37.4%	▶	11.8%
	This Year	Last Year	Variance %
Nov to Jan	22.7%	41.7%	▶ (19.0%)
Feb to Apr	42.7%	37.3%	▶ 5.4%
May to Jul	37.4%	25.6%	▶ 11.8%
Aug to Oct			
<b>Total</b>	<b>34.2%</b>	<b>37.3%</b>	▶ (3.2%)



Top 10 Cost of Sales Lines (ranked by spend Last 12 months)	TY	% Rev	LY	% Rev	Var	Var % Rev
Cost of Sales 8	£240.3k	43.5%	£231.5k	40.6%	▶ £8.8k	3.0%
Cost of Sales 5	£93.0k	16.8%	£84.1k	14.7%	▶ £8.8k	2.1%
Cost of Sales 7	£9.3k	1.7%	£15.9k	2.8%	▶ (£6.6k)	(1.1%)
Cost of Sales 4	£6.1k	1.1%	£11.6k	2.0%	▶ (£5.5k)	(0.9%)
Cost of Sales 2	£6.0k	1.1%	£5.1k	0.9%	▶ £0.9k	0.2%
Cost of Sales 3	£3.1k	0.6%	£1.4k	0.2%	▶ £1.7k	0.3%
Cost of Sales 6	£2.8k	0.5%	£4.2k	0.7%	▶ (£1.4k)	(0.2%)
Cost of Sales 1	£2.4k	0.4%	£2.5k	0.4%	▶ (£0.1k)	0.0%
Cost of Sales 9	£0.4k	0.1%	£1.1k	0.2%	▶ (£0.8k)	(0.1%)
Others	£0k	0.0%	£0k	0.0%	£0k	0.0%
<b>Total</b>	<b>£363.4k</b>	<b>65.8%</b>	<b>£357.6k</b>	<b>62.7%</b>	▶ <b>£5.8k</b>	<b>3.2%</b>

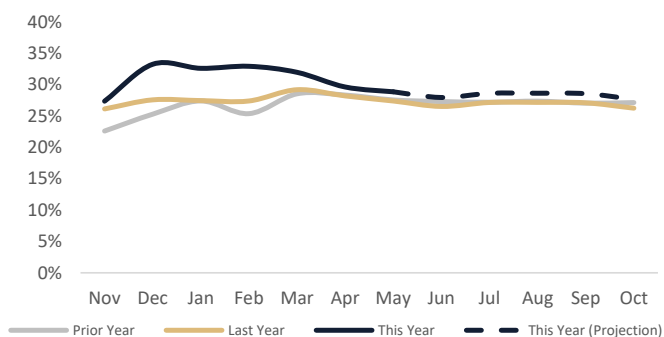
Overheads in May of £20.3k were £1.2k lower than the same month last year. So far this financial year, overhead expenditure of £159.2k is £3.0k above last year's expenditure and £29.0k below expenditure in the previous year. If we were to project the current financial year to date performance against last year forward, overheads for the full year would be £272.7k, £5.1k or 1.9% higher than last year's expenditure.

Overheads Trends - Last 3 Years

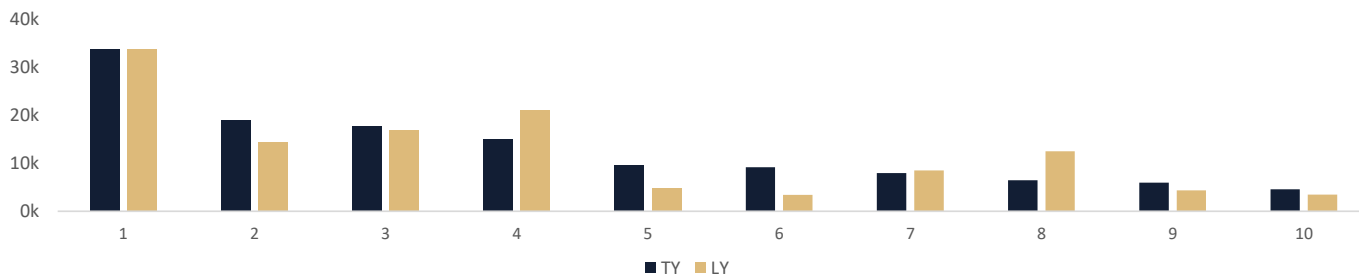


	<b>May</b>	<b>vs Last Year</b>		
	<b>£20.3k</b>	<b>▶ (5.5%)</b>		
	<b>This Year</b>	<b>Last Year</b>	<b>Variance</b>	<b>Variance %</b>
Nov to Jan	£69.7k	£68.7k	▶ £1.0k	1.4%
Feb to Apr	£69.2k	£66.0k	▶ £3.2k	4.8%
May to Jul	£20.3k	£21.5k	▶ (£1.2k)	(5.5%)
Aug to Oct				
<b>Total</b>	<b>£159.2k</b>	<b>£156.2k</b>	▶ <b>£3.0k</b>	<b>1.9%</b>

Overheads % Trends - Last 3 Years



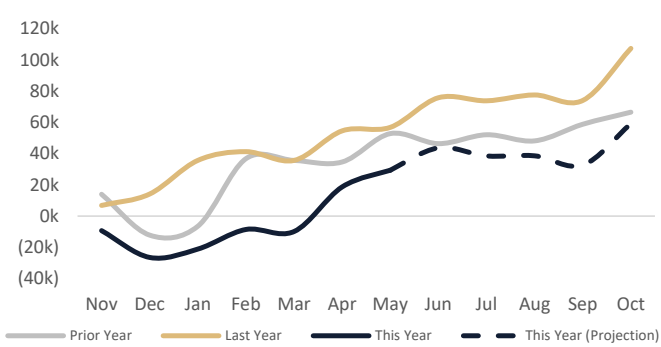
	<b>May</b>	<b>vs Last Year</b>		
	<b>24.5%</b>	<b>▶ 1.3%</b>		
	<b>This Year</b>	<b>Last Year</b>	<b>Variance %</b>	
Nov to Jan	32.6%	27.4%	▶	5.1%
Feb to Apr	27.1%	29.0%	▶	(1.9%)
May to Jul	24.5%	23.2%	▶	1.3%
Aug to Oct				
<b>Total</b>	<b>28.8%</b>	<b>27.4%</b>	▶	<b>1.5%</b>



Top 10 Overhead Lines (ranked by spend Last 12 months)	TY	% Rev	LY	% Rev	Var	Var % Rev
Rent	£33.7k	6.1%	£33.7k	5.9%	£0k	▶ 0.2%
Salaries	£19.0k	3.4%	£14.3k	2.5%	£4.7k	▶ 0.9%
Depreciation	£17.6k	3.2%	£16.8k	2.9%	£0.8k	▶ 0.2%
Heat & Light	£15.1k	2.7%	£21.1k	3.7%	(£6.0k)	▶ (1.0%)
Advertising	£9.6k	1.7%	£4.7k	0.8%	£4.9k	▶ 0.9%
Marketing	£9.1k	1.7%	£3.4k	0.6%	£5.7k	▶ 1.1%
Insurance	£7.9k	1.4%	£8.5k	1.5%	(£0.6k)	▶ (0.1%)
Motor Vehicle	£6.5k	1.2%	£12.5k	2.2%	(£6.0k)	▶ (1.0%)
Temp Costs	£5.9k	1.1%	£4.4k	0.8%	£1.6k	▶ 0.3%
Overheads 18	£4.6k	0.8%	£3.5k	0.6%	£1.1k	▶ 0.2%
Others	£30.1k	5.5%	£33.3k	5.8%	(£3.2k)	▶ (0.4%)
<b>Total</b>	<b>£159.2k</b>	<b>28.8%</b>	<b>£156.2k</b>	<b>27.4%</b>	<b>£3.0k</b>	<b>▶ 1.5%</b>

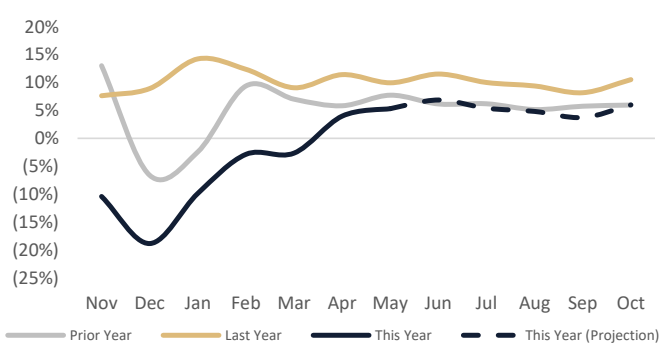
Net Profit in May of £10.7k was £8.4k higher than the same month last year. So far this financial year, net profit of £29.4k is £27.5k below the level achieved last year and £23.5k below net profit in the previous year. If we were to consolidate the above projections, net profit for the full year would be £59.2k, £48.2k or 44.9% lower than last year's net profit.

**Net Profit Trends - Last 3 Years**



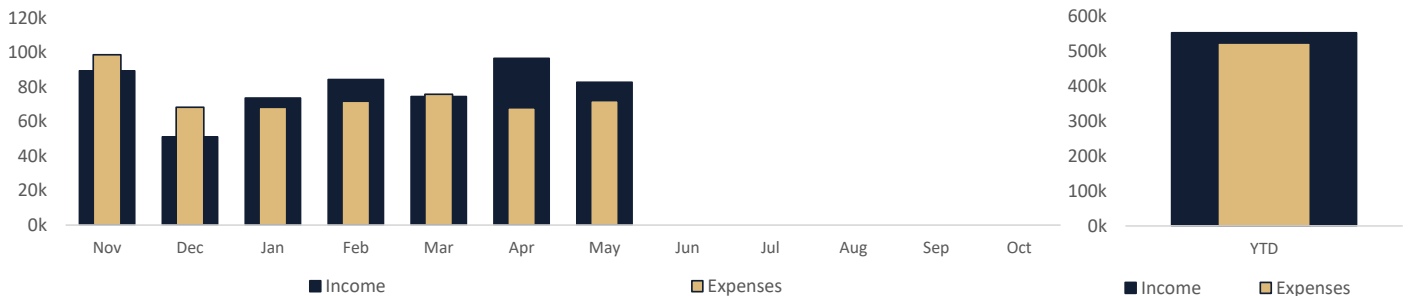
	<b>May</b>	<b>vs Last Year</b>	
	<b>£10.7k</b>	▶ <b>376.8%</b>	
	<b>This Year</b>	<b>Last Year</b>	<b>Variance</b> <b>Variance %</b>
Nov to Jan	(£21.1k)	£35.7k	▶ (£56.8k)   (159.2%)
Feb to Apr	£39.8k	£18.9k	▶ £20.9k   110.5%
May to Jul	£10.7k	£2.2k	▶ £8.4k   376.8%
Aug to Oct			
<b>Total</b>	<b>£29.4k</b>	<b>£56.8k</b>	▶ <b>(£27.5k)</b> <b>(48.3%)</b>

**Net Profit % Trends - Last 3 Years**



	<b>May</b>	<b>vs Last Year</b>	
	<b>12.9%</b>	▶ <b>10.5%</b>	
	<b>This Year</b>	<b>Last Year</b>	<b>Variance %</b>
Nov to Jan	(9.9%)	14.2%	▶ (24.1%)
Feb to Apr	15.6%	8.3%	▶ 7.3%
May to Jul	12.9%	2.4%	▶ 10.5%
Aug to Oct			
<b>Total</b>	<b>5.3%</b>	<b>10.0%</b>	▶ <b>(4.6%)</b>

**Income Compared to Expenses**



		<b>Margin % variance</b> (break-even margin % = 28.8%)				
		28.8%	31.5%	34.2%	36.8%	39.5%
<b>Sales variance</b> (break-even sales = £466k)	£466.0k	(£24.8k)	(£12.4k)	£0k	£12.4k	£24.8k
	£509.0k	(£12.4k)	£1.1k	£14.7k	£28.2k	£41.8k
	£551.9k	£0k	£14.7k	£29.4k	£44.0k	£58.7k
	£594.9k	£12.4k	£28.2k	£44.0k	£59.9k	£75.7k
	£637.9k	£24.8k	£41.8k	£58.7k	£75.7k	£92.7k

So far this financial year, profit has reduced compared to the previous year by £27.5k. An adverse sales variance decreased profit by £7.0k, margin % reduced by 3.2% points which in turn decreased profit by £17.5k, overheads have increased compared to last year which has reduced profit by £3.0k.

Break-even revenue at the existing margin % of 34.2% is £466.0k (£66.6k per month) with break-even margin % at the current revenue of 28.8%.

	This Year May	Last Year May	Var	Var %	This Year YTD	Last Year YTD	Var	Var %
<b>Revenue</b>								
Sales 4	£61.2k	£69.6k	(£8.4k)	(12.1%)	£389.9k	£387.7k	£2.2k	0.6%
Sales 8	£13.1k	£12.8k	£0.3k	2.0%	£105.0k	£104.6k	£0.5k	0.4%
Sales 9	£2.4k	(£0.4k)	£2.8k	(714.3%)	£19.2k	£17.6k	£1.6k	9.4%
Sales 6	£2.4k	£3.1k	(£0.7k)	(24.0%)	£13.7k	£18.7k	(£5.0k)	(26.8%)
Sales 5	£2.2k	£6.2k	(£4.0k)	(64.0%)	£13.3k	£32.3k	(£19.0k)	(58.8%)
Sales 10	£0.8k	£0.2k	£0.6k	254.1%	£4.8k	£2.1k	£2.6k	122.4%
Sales 2	£0.5k	£0.8k	(£0.3k)	(34.5%)	£2.9k	£3.4k	(£0.5k)	(14.3%)
Sales 1	£0.1k	£0.2k	(£0.1k)	(51.4%)	£2.7k	£4.1k	(£1.4k)	(34.9%)
Sales 7	£0k	£0k	£0k		£0.4k	£0k	£0.4k	
Sales 3	£0k	£0k	£0k		£0.0k	£0.0k	£0.0k	n/a
The Rest					£0k	£0.0k	(£0.0k)	(100.0%)
<b>Total</b>	<b>£82.8k</b>	<b>£92.6k</b>	<b>(£9.8k)</b>	<b>(10.6%)</b>	<b>£551.9k</b>	<b>£570.6k</b>	<b>(£18.6k)</b>	<b>(3.3%)</b>
<b>Cost of Sales</b>								
Cost of Sales 8	£35.7k	£41.8k	(£6.1k)	(14.6%)	£240.3k	£231.5k	£8.8k	3.8%
Cost of Sales 5	£9.1k	£19.2k	(£10.1k)	(52.8%)	£93.0k	£84.1k	£8.8k	10.5%
Cost of Sales 7	£0.8k	£2.5k	(£1.7k)	(66.7%)	£9.3k	£15.9k	(£6.6k)	(41.5%)
Cost of Sales 4	£1.4k	£4.3k	(£2.9k)	(68.3%)	£6.1k	£11.6k	(£5.5k)	(47.6%)
Cost of Sales 2	£0.5k	£0.6k	(£0.0k)	(1.4%)	£6.0k	£5.1k	£0.9k	18.0%
The Rest	£4.3k	£0.5k	£3.8k	842.8%	£8.7k	£9.3k	(£0.6k)	(6.6%)
<b>Total</b>	<b>£51.8k</b>	<b>£68.9k</b>	<b>(£17.1k)</b>	<b>(24.8%)</b>	<b>£363.4k</b>	<b>£357.6k</b>	<b>£5.8k</b>	<b>1.6%</b>
<b>Gross Margin</b>	<b>£30.9k</b>	<b>£23.7k</b>	<b>£7.3k</b>	<b>30.6%</b>	<b>£188.6k</b>	<b>£213.0k</b>	<b>(£24.5k)</b>	<b>(11.5%)</b>
<b>Gross Margin %</b>	<b>37.4%</b>	<b>25.6%</b>		<b>11.8%</b>	<b>34.2%</b>	<b>37.3%</b>		<b>(3.2%)</b>
<b>Overheads</b>								
Rent	£4.8k	£4.8k	£0k	0.0%	£33.7k	£33.7k	£0k	0.0%
Salaries	£0k	£0k	£0k		£19.0k	£14.3k	£4.7k	32.5%
Depreciation	£2.6k	£2.4k	£0.1k	5.5%	£17.6k	£16.8k	£0.8k	4.8%
Heat & Light	£1.9k	£4.3k	(£2.4k)	(56.0%)	£15.1k	£21.1k	(£6.0k)	(28.4%)
Advertising	£1.0k	(£0.3k)	£1.3k	(380.9%)	£9.6k	£4.7k	£4.9k	102.6%
Marketing	£1.8k	£1.1k	£0.7k	65.2%	£9.1k	£3.4k	£5.7k	169.2%
Insurance	£1.1k	£1.1k	£0k	0.0%	£7.9k	£8.5k	(£0.6k)	(7.0%)
Motor Vehicle	£1.4k	£4.2k	(£2.8k)	(67.7%)	£6.5k	£12.5k	(£6.0k)	(48.2%)
Temp Costs	£0.8k	£0.6k	£0.2k	25.7%	£5.9k	£4.4k	£1.6k	36.5%
Overheads 18	£1.3k	£0.1k	£1.2k	n/a	£4.6k	£3.5k	£1.1k	31.5%
Promotion	(£0.1k)	£0.1k	(£0.2k)	(145.8%)	£4.5k	£5.6k	(£1.1k)	(20.2%)
Credit Card Fees	£0.6k	£0.6k	£0k	0.0%	£4.2k	£5.5k	(£1.3k)	(23.0%)
Overheads 1	£0.6k	£0.8k	(£0.3k)	(33.2%)	£3.6k	£3.8k	(£0.2k)	(4.9%)
Overheads 5	£0.4k	£0k	£0.4k		£2.4k	£1.7k	£0.6k	36.1%
Overheads 24	£0.2k	£0.0k	£0.2k	n/a	£2.2k	£1.1k	£1.1k	98.0%
Overheads 36	£0.3k	£0.3k	£0.0k	15.9%	£2.1k	£1.7k	£0.4k	24.8%
Overheads 40	£0.3k	£0.3k	£0.0k	4.1%	£2.1k	£2.2k	(£0.1k)	(6.5%)
Overheads 17	£0.1k	£0k	£0.1k		£2.0k	£1.3k	£0.7k	53.5%
Overheads 33	£0.1k	£0.1k	£0.0k	57.3%	£1.7k	£1.6k	£0.1k	8.8%
Overheads 42	£0.3k	£0.2k	£0.1k	48.1%	£1.5k	£0.9k	£0.6k	67.9%
Overheads 28	£0.4k	£0.4k	£0.0k	8.9%	£0.8k	£0.6k	£0.2k	39.3%
Overheads 7	£0.1k	£0.0k	£0.1k	130.6%	£0.5k	£0.5k	£0.1k	22.0%
Motor Insurance	£0.1k	£0.1k	£0.0k	22.5%	£0.5k	£0.3k	£0.3k	102.6%
Overheads 2	£0.2k	£0k	£0.2k		£0.5k	£0.5k	£0.0k	0.2%
Overheads 4	£0.1k	(£0.0k)	£0.1k	n/a	£0.5k	£1.0k	(£0.6k)	(54.9%)
The Rest	£0.0k	£0.3k	(£0.2k)	(91.2%)	£1.0k	£5.1k	(£4.1k)	(80.2%)
<b>Total</b>	<b>£20.3k</b>	<b>£21.5k</b>	<b>(£1.2k)</b>	<b>(5.5%)</b>	<b>£159.2k</b>	<b>£156.2k</b>	<b>£3.0k</b>	<b>1.9%</b>
<b>Net Profit</b>	<b>£10.7k</b>	<b>£2.2k</b>	<b>£8.4k</b>	<b>376.8%</b>	<b>£29.4k</b>	<b>£56.8k</b>	<b>(£27.5k)</b>	<b>(48.3%)</b>
<b>Net Profit %</b>	<b>12.9%</b>	<b>2.4%</b>		<b>10.5%</b>	<b>5.3%</b>	<b>10.0%</b>		<b>(4.6%)</b>

**BALANCE SHEET ANALYSIS**

The company's Net Worth has decreased since this month last year by £10.9k, (from £44.4k to £33.5k). This has been driven by a £21.6k reduction in Fixed Assets, a £20.6k increase in Current Assets, a £39.5k increase in Current Liabilities and a £29.6k reduction in Long Term Liabilities. The Current Ratio (the number of times current assets covers short term obligations) has reduced from 1.19 to 1.03, the minimum we would expect a business to operate at is 1.00. The Cash Ratio represents the company's immediate ability to cover its' short term obligations, this has improved from (0.41) to (0.33). The Total Debt to Equity ratio measures the degree to which operations are funded by borrowed money or unpaid debt, a high ratio means a greater risk of bankruptcy if business declines. The company's Debt to Equity ratio has increased from 4.48 to 6.23.

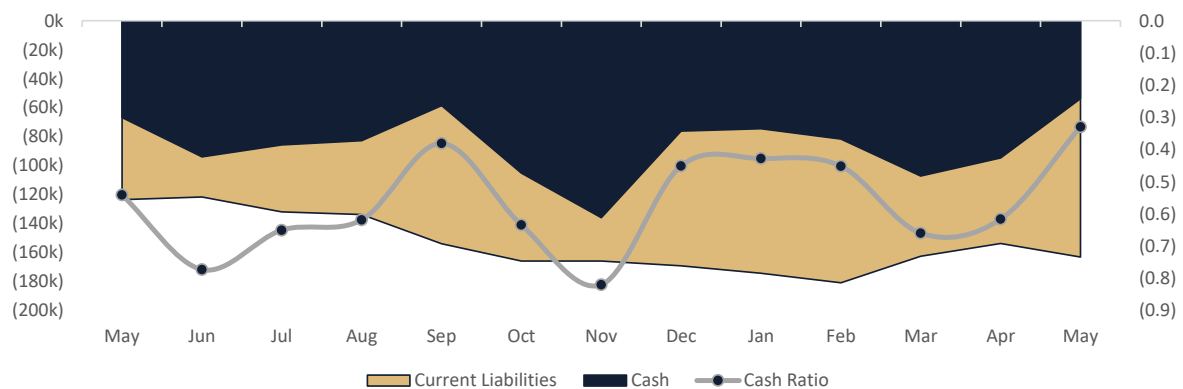
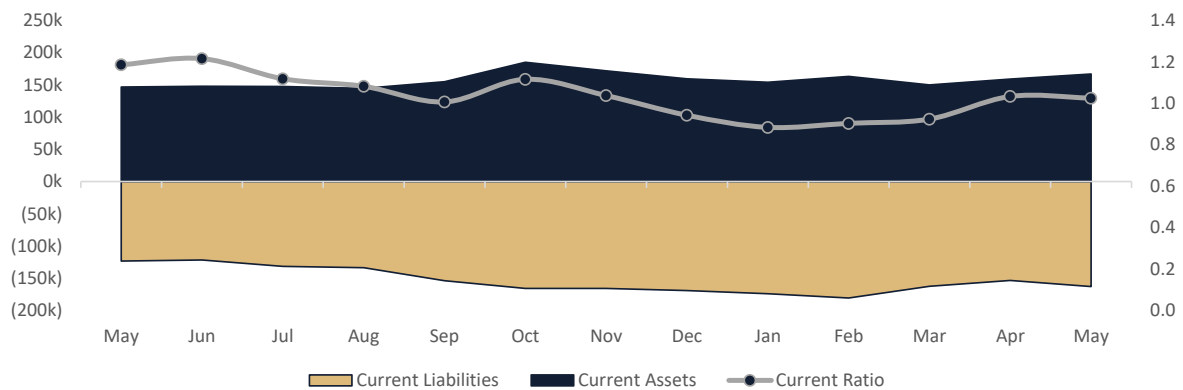
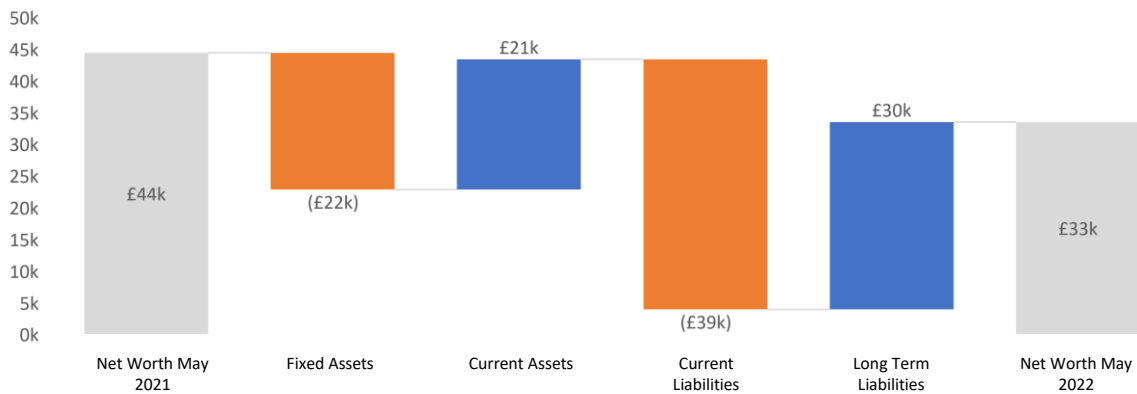
Net Worth	
£33.5k	✗

Current Ratio	
1.0	✗

Cash Ratio	
(0.3)	✓

Total Debt to Equity	
6.2	✗

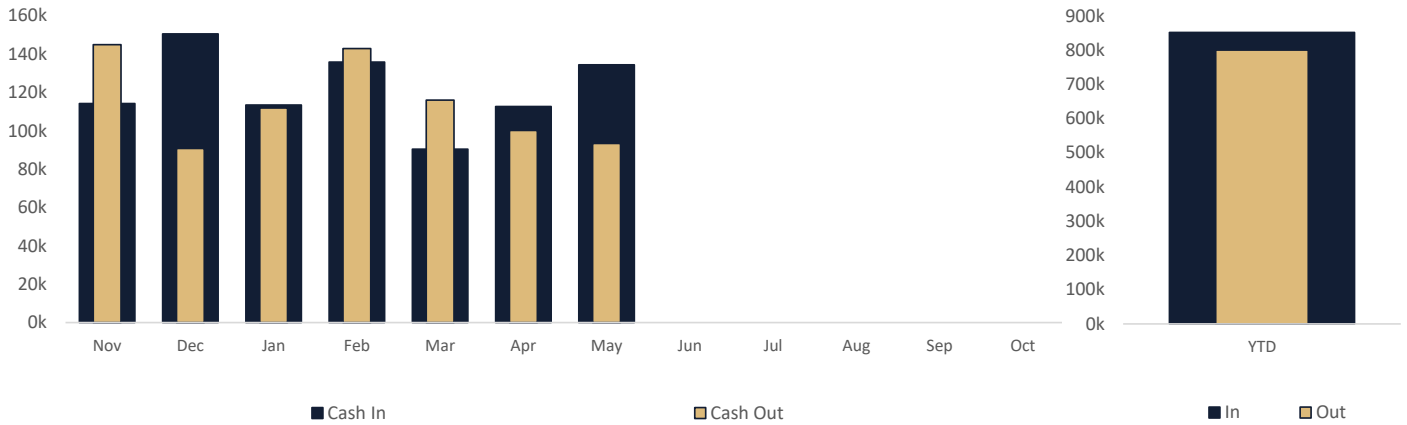
indicators display the movement compared to this time last year



Net cash & cash equivalents for May was £41.0k, with £134.4k coming in and £93.4k being paid out. Since the start of the financial year £851.7k has been received and £800.2k paid out, a net increase of £51.5k.

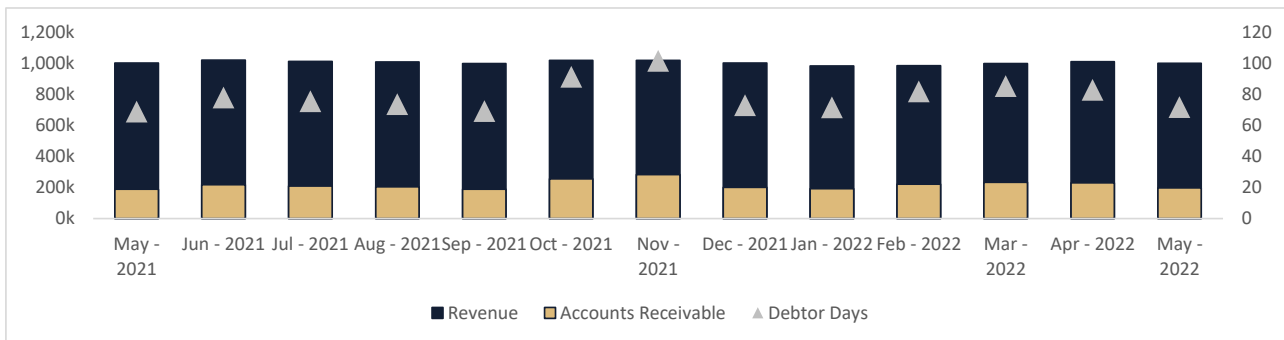
Over the past 3 months the average amount of cash received has exceeded the average amount of cash paid out by £9,311 per month. Over the past 6 months the average amount of cash received has exceeded the average amount of cash paid out by £13,699 per month.

On average this financial year, cash received has exceeded cash paid by £7.4k in each month with average receipts of £121.7k and average payments of £114.3k.

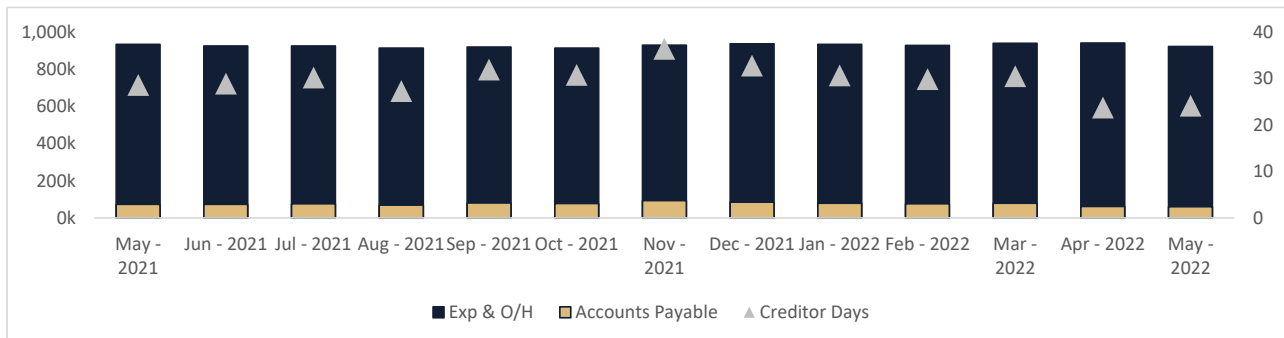


Accounts receivable currently sits at £197k which is an increase on the same time last year (£189k). The average number of days it takes to receive payment has increased from 68.9 to 71.8. The increase in debtor days compared to this time last year has led to £7,836 less cash in your bank.

Accounts payable currently sits at £61k which is a decrease on the same time last year (£73k). The average number of days it takes to pay suppliers has decreased from 28.5 to 24.1. The decrease in creditor days compared to this time last year has led to £11,162 less cash in your bank.



$$\text{Debtor Days} = (\text{Accounts Receivable } (\pounds196.9\text{k}) / \text{Sales } (\pounds1,001.2\text{k}) \times 365 \text{ Days}) = 71.8 \text{ days}$$



$$\text{Creditor Days} = (\text{Accounts Payable } (\pounds60.9\text{k}) / (\text{Cost of Sales } (\pounds650.8\text{k}) \text{ plus Expenses } (\pounds270.5\text{k})) \times 365 \text{ Days}) = 24.1 \text{ days}$$

<b>Fixed Assets</b>	<b>TY</b>	<b>LY</b>
Tangible Assets	£288.2k	£279.8k
Depreciation	(£222.2k)	(£192.3k)
Goodwill / Intangible Assets	£9.1k	£9.1k
<b>Total Fixed Assets</b>	<b>£75.0k</b>	<b>£96.6k</b>

<b>Long Term Liabilities</b>	<b>TY</b>	<b>LY</b>
Long term liabilities 3	£29.4k	£59.0k
Long term liabilities 2	£16.2k	£16.2k
<b>Total Long Term Liabilities</b>	<b>£45.7k</b>	<b>£75.2k</b>

<b>Current Assets</b>	<b>TY</b>	<b>LY</b>
Accounts Receivable	£196.9k	£189.4k
Stock	£24.0k	£23.8k
Current assets 4	£0.0k	£0.2k
Bank Account	(£53.7k)	(£66.9k)
<b>Total Current Assets</b>	<b>£167.2k</b>	<b>£146.6k</b>

<b>Current Liabilities</b>	<b>TY</b>	<b>LY</b>
Accounts Payable	£60.9k	£72.9k
Current liabilities 13	£57.2k	£43.4k
VAT	£35.7k	(£21.0k)
Corporation Tax	£7.9k	£8.3k
Current liabilities 2	£1.4k	£1.4k
Current liabilities 9	(£0.0k)	£0.0k
The Rest		£18.5k
<b>Total Current Liabilities</b>	<b>£163.0k</b>	<b>£123.6k</b>

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