

# Management reporting pack

## XYZ LTD

Aug 21

in £	EBITDA	YTD EBITDA
<u>Profit/(Loss)</u>	94,517	849,046
<u>Head office costs</u>	(66,172)	(560,493)

**XYZ LTD**  
**PROFIT AND LOSS STATEMENT**  
**DEPARTMENT**  
**DATE**

**(All)**  
**August-21**

<i>in £</i>	Period			YTD		
Description	Actual	Budget	Variance	Actual	Budget	Variance
<b>SALES</b>						
Sales	818,162	600,000	218,162	6,397,344	4,750,000	1,647,344
<b>COGS</b>	(511,515)	(390,000)	(121,515)	(4,078,751)	(3,087,500)	(991,251)
<b>GROSS PROFIT</b>	<b>306,647</b>	<b>210,000</b>	<b>96,647</b>	<b>2,318,593</b>	<b>1,662,500</b>	<b>656,093</b>
Government grant	-	-	-	-	-	-
OTHER INCOME	5,833	-	5,833	46,667	-	46,667
<b>TOTAL INCOME</b>	<b>5,833</b>	<b>-</b>	<b>5,833</b>	<b>46,667</b>	<b>-</b>	<b>46,667</b>
GP, %	37%	35%		36%	35%	
<b>Expenses</b>						
Staff Salaries	(102,557)	(80,213)	(22,344)	(747,333)	(614,999)	(132,334)
Rent	(18,985)	(18,535)	(449)	(149,278)	(148,284)	(994)
Lease Payments	(16,990)	(12,586)	(4,404)	(114,467)	(107,582)	(6,885)
Fuel	(9,085)	(6,000)	(3,085)	(69,183)	(45,500)	(23,683)
Shop/Warehouse Expenses	(20,667)	(200)	(20,467)	(51,934)	(1,600)	(50,334)
Import Tax	-	-	-	(25,976)	-	(25,976)
Other Tax -Stamp Duty Land Tax	-	-	-	(12,525)	-	(12,525)
Card Terminal Expenses	(7,858)	(5,000)	(2,858)	(55,386)	(40,000)	(15,386)
Insurance	(7,242)	(2,334)	(4,908)	(21,524)	(18,676)	(2,849)
Advertising & Marketing	(8,986)	(2,008)	(6,978)	(69,840)	(15,466)	(54,374)
Professional Fees	(2,545)	(500)	(2,045)	(35,887)	(4,000)	(31,887)
Office Expenses	(60)	(40)	(20)	(4,234)	(320)	(3,914)
Bank Charges	(1,708)	(1,200)	(508)	(12,711)	(9,600)	(3,111)
Vehicle Repairs & Maintenance	(1,283)	(500)	(783)	(17,985)	(4,000)	(13,985)
Telephone & Mobiles	(1,910)	(1,510)	(400)	(12,446)	(11,840)	(606)
Memberships & Subscriptions	(1,897)	(1,352)	(545)	(14,211)	(10,016)	(4,195)
Stripe Fees	(492)	(200)	(292)	(4,484)	(1,490)	(2,994)
Fines & Penalties	(686)	(50)	(636)	(2,212)	(400)	(1,812)
Sundry Expenditure	(230)	(600)	370	(3,960)	(4,800)	840
Road Tax	(24)	(95)	71	(754)	(760)	6
<b>TOTAL EXPENSES</b>	<b>(217,963)</b>	<b>(143,167)</b>	<b>(74,796)</b>	<b>(1,516,213)</b>	<b>(1,111,855)</b>	<b>(404,358)</b>
<b>EBITDA</b>	<b>94,517</b>	<b>66,833</b>	<b>27,685</b>	<b>849,046</b>	<b>550,645</b>	<b>298,401</b>
Depreciation	(3,127)	-	(3,127)	(12,340)	-	(12,340)
Bank Interest	(102)	(103)		(181)	(207)	26
Exceptional Costs	-	-	-	-	-	-
Loan Interest	-	-	-	-	-	-
<b>PROFIT BEFORE TAX</b>	<b>91,288</b>	<b>66,730</b>	<b>24,558</b>	<b>836,526</b>	<b>550,439</b>	<b>286,087</b>

**Company**  
BALANCE SHEET  
**Period**

**XYZ LTD**  
**31-Aug-21**

**Balance Sheet Statement**

<i>In £</i>	<b>31/08/2021</b>	<b>31/07/2021</b>
<b>NON-CURRENT ASSETS</b>		
Fixed Assets	£156,942	£116,359
Intangible assets	£12,241	£12,467
<b>TOTAL NON-CURRENT ASSETS</b>	<b>£169,184</b>	<b>£128,826</b>
<b>CURRENT ASSETS</b>	-	-
Stock	£943,698	£990,792
Debtors	(£56,820)	(£8,703)
Prepayments	£33,501	£45,660
Deposits	£152,622	£152,622
Director'S Loan	£35,253	£27,253
Other Debtors	£1,684	£632
Cash And Cash Equivalents	£142,152	£59,818
<b>Total Current Assets</b>	<b>1,252,090</b>	<b>1,268,074</b>
<b>Current liabilities</b>		
Trade Creditors	(£356,983)	(£201,634)
Vat Payable	(£196,793)	(£204,372)
Wages Payable	(£75,597)	(£77,025)
PAYE&NIC PAYBLE	(£29,907)	(£32,541)
Pension Control Account	(£1,497)	(£1,381)
Student Loan Payable	(£106)	(£97)
Accrual	(£1,626)	(£2,314)
Corporation Tax	-	-
<b>Total Current Liabilities</b>	<b>(£662,510)</b>	<b>(£519,363)</b>
<b>Net current assets/(liabilities)</b>	<b>£758,764</b>	<b>£877,538</b>
<b>Non-current liabilities</b>		
Bounce Back Loans	(£48,432)	(£49,217)
BMW LTD LOAN	(£224,553)	(£181,160)
Shareholders Loan	£11,474	£11,474
Lease	(£67,679)	(£45,859)
Mgn Assets Buyoff	-	-
<b>Total Non-Current Liabilities</b>	<b>(£329,189)</b>	<b>(£264,761)</b>
<b>Net assets/(liabilities)</b>	<b>£429,574</b>	<b>£612,777</b>
<b>Financed by:</b>		
Share Capital	(£20,000)	£20,000
Retained Earnings	£84,279	£84,279
Profit and Loss Account	£365,295	£508,498
Dividends	-	-
<b>Net Equity</b>	<b>£429,574</b>	<b>£612,777</b>

XYZ LTD  
CASH FLOW STATEMENT

<i>in £</i>	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21
<b>Cash flows from operating activities</b>								
(Loss)/profit for the financial year	(7,034)	54,119	119,245	134,596	161,609	187,777	150,730	85,454
<b>Adjustments for:</b>								
Amortisation and depreciation of intangible assets	934	974	974	1,095	1,266	1,938	2,032	3,127
Interest paid	-	-	-	-	-	-	-	-
Stock provision	(57,302)	-	-	-	-	-	-	-
Directors loan (dividend)	-	-	-	-	-	(220,000)	-	-
(Increase)/Decrease in stock	(26,578)	(30,951)	(39,793)	(96,296)	10,477	(180,464)	(274,518)	(227,424)
(Increase)/Decrease in trade and other debtors	(16,691)	3,841	211,475	(150,540)	(6,387)	13,293	(32,083)	48,118
Increase (Decrease) in Trade Creditors	74,811	4,122	(3,152)	36,143	(23,173)	24,814	99,122	155,349
Increase/Decrease from other debtors/creditors	50,141	(28,757)	(69,391)	(4,056)	(34,301)	1,619	(1,828)	4,344
Corporation tax (paid)	-	-	-	-	-	-	-	-
VAT	(2,623)	15,621	34,961	23,186	55,494	(68,350)	(7,317)	(7,579)
<b>Net cash generated from operating activities</b>	<b>15,657</b>	<b>18,970</b>	<b>254,320</b>	<b>(55,872)</b>	<b>164,983</b>	<b>(239,373)</b>	<b>(63,862)</b>	<b>61,389</b>
<b>Cash flows from investing activities</b>								
Purchase of Fixed and intangible assets		(2,408)	(7,259)	(21,750)	(3,759)	(30,678)	(23,253)	(43,485)
MGN asset buy-off	(6,750)	(2,950)	-	-	-	-	-	-
<b>Net cash from investing activities</b>	<b>(6,750)</b>	<b>(5,358)</b>	<b>(7,259)</b>	<b>(21,750)</b>	<b>(3,759)</b>	<b>(30,678)</b>	<b>(23,253)</b>	<b>(43,485)</b>
<b>Cash flows from financing activities</b>								
Repayment of Bounce Back Loans	-	-	-	-	-	-	(783)	(785)
Repayment of other loans	-	-	-	135	-	(5,000)	57,519	43,393
Leases	(695)	(964)	(1,232)	(964)	(964)	21,223	(1,340)	21,821
Increase/(Decrease) in loans from shareholder	(7,567)	-	-	40,180	(89,440)	(11,474)	-	-
<b>Net cash used in financing activities</b>	<b>(8,263)</b>	<b>(964)</b>	<b>(1,232)</b>	<b>39,351</b>	<b>(90,404)</b>	<b>4,749</b>	<b>55,396</b>	<b>64,429</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>644</b>	<b>12,648</b>	<b>245,830</b>	<b>(38,271)</b>	<b>70,821</b>	<b>(265,302)</b>	<b>(31,720)</b>	<b>82,333</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>65,167</b>	<b>65,811</b>	<b>78,459</b>	<b>324,289</b>	<b>286,019</b>	<b>356,840</b>	<b>91,538</b>	<b>59,818</b>
<b>Cash and cash equivalents at the end of period</b>	<b>65,811</b>	<b>78,459</b>	<b>324,289</b>	<b>286,019</b>	<b>356,840</b>	<b>91,538</b>	<b>59,818</b>	<b>142,151</b>