

Your company
Financial snapshot



Accountancy Champs

Chartered Certified Accountants & Business Advisers

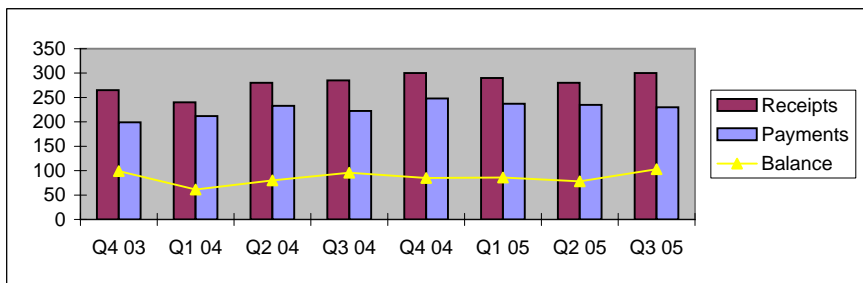
Quarterly results

	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q1 08	Q2 08	Q3 08
	Act	Act	Act	Act	Act	Bud	Bud	Bud
Income	<u>240</u>	<u>280</u>	<u>285</u>	<u>300</u>	<u>290</u>	<u>280</u>	<u>300</u>	<u>320</u>
Gross profit	<u>120</u>	<u>140</u>	<u>157</u>	<u>144</u>	<u>145</u>	<u>140</u>	<u>165</u>	<u>176</u>
Staff costs	77	78	78	77	78	80	80	82
Other costs	15	15	16	15	14	15	15	15
Profit before tax	<u>28</u>	<u>47</u>	<u>63</u>	<u>52</u>	<u>53</u>	<u>45</u>	<u>70</u>	<u>79</u>
	11.8%	16.8%	22.0%	17.3%	18.3%	16.1%	23.3%	24.7%

Aged debtors

	Current	>30	>60	>90	Total
This month	120	38	17	21	196
	61%	19%	9%	11%	100%
Last month	97	27	16	33	173
	56%	16%	9%	19%	100%

Cashflow



Issues and deadlines

- Oct-07
- Pay corporation tax for 2006
 - Begin budget process for next year
- To do
- Tighten up credit control - reduce debtor days to 45
 - Review gross profit by service to improve profitability
 - Review treasury management to reduce forex risk