

Private & Confidential

DEMO COMPANY

MANAGEMENT ACCOUNTS

FOR THE MONTH OF

APRIL 2012

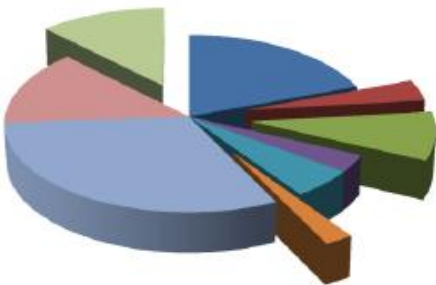
These unaudited management accounts are prepared solely for the confidential use of DEMO COMPANY for the purpose of providing management information. They have been prepared in accordance with the engagement letter issued on 22nd March 2012.

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DEMO COMPANY
MANAGEMENT ACCOUNTS

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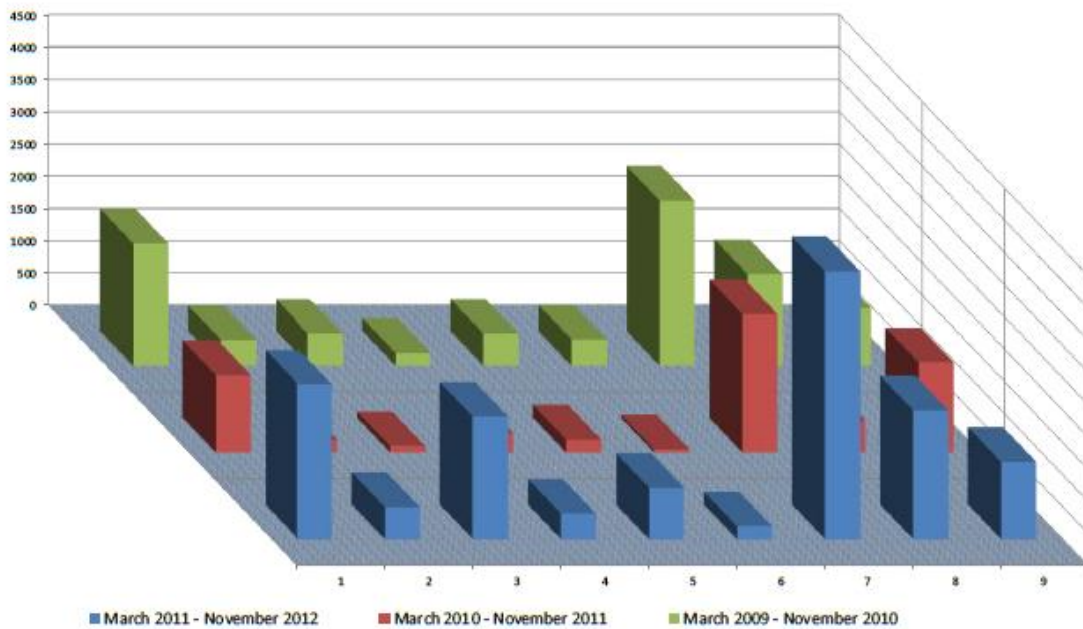
**DEMO COMPANY
STATISTICS
APRIL 2012**



Statistical analysis

March 2011 - November 2012
 March 2010 - November 2011
 March 2009 - November 2010

2400	500	1900	400	800	200	4155	2000	1200
1200	200	100	300	200	50	2150	500	1400
1900	400	500	200	500	410	2562	1421	900
1833	367	833	300	500	220	2956	1307	1167



Summary

The statistical analysis provided here has been generated By Robinson Reed Layton to relay the possibilities from integrating Sage data with Excel. The output is only limited by the users imagination, any layout wanted to show off the information can be setup and have figures from Sage automatically pulling through to populate graphs and tables. To minimize errors and maximize computational efficiency all integrated spreadsheets created by Robinson Reed Layton are stringently tested and have checks put in place to highlight any potential areas for concern.

DEMO COMPANY
BALANCE SHEET
APRIL 2012

	ACTUAL	
	£	£
Intangible Fixed Assets		
Investment		23,609
Fixed Assets		
Freehold Land & Buildings		525,924
Plant & Machinery		(6,491,098)
Motor Vehicles		(51,007)
		<u>(6,016,181)</u>
Current Assets		
Beverage Stock	-	
Wine Stock	(64,276)	
Total Beverage & Wine Stock	(64,276)	
Food Stock	5,100	
Other Stock	1,480	
		(57,697)
Trade Debtors	(249,572)	
Sundry Debtors & Prepayments	(799,809)	
		(1,049,381)
Cash in Hand		(219,190)
		<u>(1,326,268)</u>
Current Liabilities		
Bank Overdraft		17,702,911
Loans		629,887
Directors' Current Accounts		4,117,888
Trade Creditors		7,372,790
Taxation		-
Payroll Creditors		1,533,103
Vat Creditor		1,059,570
Deposits & Vouchers		726,625
Other Creditors & Accruals		445,003
		<u>33,587,776</u>
Net Current Assets/(Liabilities)		(40,906,616)
Long-Term Liabilities		
Other Loans		3,695,766
Net Assets/(Liabilities)		<u>(44,602,382)</u>
Capital		
Share Capital		675,622
Profit & Loss Account b/fwd		(589,653)
Profit & (Loss) Account last year		(95,778)
Profit & (Loss) Account this year		246,991
		<u>237,181</u>

DEMO COMPANY
SUMMARY PROFIT & LOSS ACCOUNT
APRIL 2012

	THIS PERIOD				YEAR TO DATE					
	ACTUAL		BUDGET		ACTUAL		BUDGET			
	£	%	£	%	£	%	£	%		
Sales	172,000	85.3%	(2,000)	28.6%	172,000	85.3%	(3,000)	42.9%		
Other Sales	29,666	14.7%	(5,000)	71.4%	29,666	14.7%	(5,000)	71.4%		
TOTAL SALES	201,667	100.0%	-	7,000	100.0%	201,667	100.0%	-	8,000	114.3%
Cost of Sales	(9,764)		1,000		(9,764)		1,000			
Other Cost of Sales	1,781		3,000		1,781		3,000			
TOTAL COST OF SALES	-	7,984	-4.0%	4,000	-57.1%	-	7,984	-4.0%	4,000	-50.0%
Gross Profit	181,765	105.7%	(3,000)	150.0%	181,765	105.7%	(4,000)	133.3%		
Other Gross Profit	27,886	94.0%	(8,000)	160.0%	27,886	94.0%	(8,000)	160.0%		
TOTAL GROSS PROFIT	209,650		(11,000)		209,650		(12,000)			
TOTAL PAYROLL & RELATED COSTS	34,750	17.2%	11,000	>100.0%	34,750	17.2%	11,000	>100.0%		
TOTAL OVERHEADS	(85,993)		56,000		(85,993)		75,000			
PROFIT BEFORE INTEREST & DEPRECIATION (EBITA)	260,893		(78,000)		260,893		(98,000)			
DEPRECIATION	5,702		1,000		5,702		1,000			
TOTAL INTEREST PAYABLE	8,199		4,000		8,199		4,000			
NET PROFIT / (LOSS)	246,991		(83,000)		246,991		(103,000)			

DEMO COMPANY

OTHER INCOME

APRIL 2012

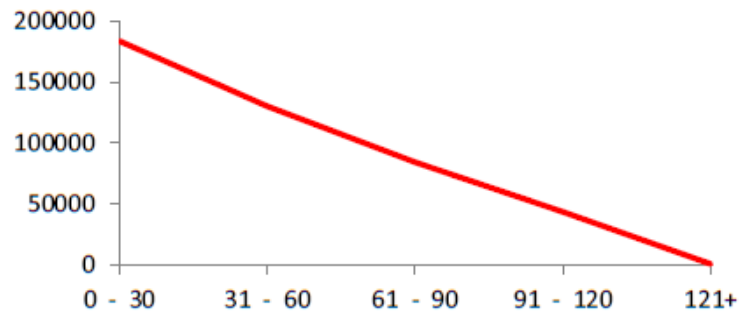
	THIS PERIOD				YEAR TO DATE			
	ACTUAL		BUDGET		ACTUAL		BUDGET	
	£	%	£	%	£	%	£	%
Telephone Sales	871		(1,000)		871		(1,000)	
Online Shop Sales	2,031		(1,000)		2,031		(1,000)	
Miscellaneous Sales	14,094		(2,000)		14,094		(2,000)	
Rent Received	12,670		(1,000)		12,670		(1,000)	
TOTAL OTHER SALES	29,666		(5,000)		29,666		(5,000)	
Other Purchases	1,781		3,000		1,781		3,000	
OTHER INCOME PROFIT	27,886	94.0%	(8,000)	160.0%	27,886	94.0%	(8,000)	160.0%

DEMO COMPANY									
OVERHEADS									
APRIL 2012									
	THIS PERIOD				YEAR TO DATE				
	ACTUAL		BUDGET		ACTUAL		BUDGET		
	£	%	£	%	£	%	£	%	
Gross Pay & National Insurance	13,055		3,000		13,055		3,000		
Directors' Remuneration	-		-		-		-		
Ex Gratia & Redundancy Payments	-		-		-		-		
Staff Transport	-		-		-		-		
Staff Recruitment & Training	-		1,000		-		1,000		
Pension Contributions	59		1,000		59		1,000		
TOTAL PAYROLL & RELATED COSTS	13,114		5,000		13,114		5,000		
Water	4,472		1,000		4,472		1,000		
Oil	2,211		1,000		2,211		1,000		
Electricity	4,429		1,000		4,429		1,000		
	11,112		4,000		11,112		4,000		
Rates	10,164		1,000		10,164		1,000		
Insurance	509		1,000		509		1,000		
Repairs	(30,007)		6,000		(30,007)		6,000		
Telephone	(6,600)		1,000		(6,600)		1,000		
Computer Consumables	12		1,000		12		1,000		
Advertising & Promotional Costs	10,708		6,000		10,708		6,000		
Credit Card & Bartercard Charges	(8,718)		3,000		(8,718)		3,000		
Consumables	465		2,000		465		2,000		
Cleaning	890		1,000		890		1,000		
Industrial Waste Disposal	2,414		1,000		2,414		1,000		
China, Glass, Linen & Utensils	389		1,000		389		1,000		
Uniforms	846		1,000		846		1,000		
Maintenance Contracts & Equipment Hire	456		2,000		456		2,000		
Printing & Stationery	1,530		1,000		1,530		2,000		
Postage	225		1,000		225		1,000		
Website Costs	1,437		1,000		1,437		1,000		
Accountancy & Bookkeeping	8,557		2,000		8,557		2,000		
Legal & Professional Fees	67		1,000		67		2,000		
Trade Licences	1,012		1,000		1,012		1,000		
Trade Subscriptions	(102)		1,000		(102)		1,000		
Motor Expenses	136		1,000		136		1,000		
Motor Vehicle Rental	492		1,000		492		1,000		
Travel & Subsistence	525		1,000		525		1,000		
Music & Entertainment	103		1,000		103		1,000		
Entertaining Expenses	664		1,000		664		1,000		
Bank Charges	416		1,000		416		1,000		
Sundries	96		1,000		96		1,000		
Donations	-		-		-		-		
Cash Differences	147		1,000		147		1,000		
Bad Debts	-		-		-		-		
	20,766		24,000		20,766		43,000		
TOTAL OVERHEADS	7,944		47,000		7,944		66,000		
Depreciation	5,702		1,000		5,702		1,000		
(Profit)/Loss on Sale of Fixed Assets	-		-		-		-		
TOTAL DEPRECIATION	5,702		1,000		5,702		1,000		
Bank Overdraft Interest & Arrangement Fees	8,199		2,000		8,199		2,000		
Bank Loan Interest	-		1,000		-		1,000		
Other Interest	-		1,000		-		1,000		
TOTAL INTEREST PAYABLE	8,199		4,000		8,199		4,000		

AGED DEBTORS ANALYSIS

Demo Company
Aged Debtors simulation
As at 30 April 2012

Created by Robinson Reed Layton
in conjunction with Sage



A/C Ref	Name	Current	Period 1	Period 2	Period 3	Older	Balance
AID001	AI Design Services	0	1173.07	3511.88	1432.17	0	6117.12
ABS001	ABS Garages Ltd	2533.31	1139.82	0	0	0	3673.13
BBS001	Bobs Building Supplies	4309.77	0	0	2684.26	0	6994.03
BRI001	Fred Briant	0	0	0	1204.57	0	1204.57
BRO001	Bronson Inc	0	12369.05	0	4176.2	230	16775.25
BUS001	Business Exhibitions	0	2066.62	0	3661.16	0	5727.78
CASH001	Cash and Credit Card Sales	14313.72	9227.11	12235.04	0	0	35775.87
CGS001	County Golf Supplies	0	2645.98	0	1946.18	0	4592.16
COM001	Compton Packaging	1160.42	1827.18	819.39	0	150	3956.99
DST001	Johnson Design & Build Partners	0	0	952.15	3669.91	0	4622.06
FGL001	F G Landscape & Design	11260.26	0	1513.25	0	550	13323.51
GRA001	Graham Electronics	4149.09	0	0	815.84	96	5060.93
HAU001	Hausser GMBH	1975.16	0	721.62	0	265	2961.78
JSS001	John Smith Studios	0	972.07	0	2549.33	0	3521.4
KIN001	Kinghorn & French	0	1077.95	-832.84	11218.33	-45	11418.44
MAC001	Macolm Hall Associates	3607.21	3319.95	0	4916.51	-0.05	11843.62
MIB001	Mikes Insurance Services	1412.75	832.41	1352	0	0	3597.16
MIL001	Mile Road Health Centre	1722.53	0	9057.34	0	0	10779.87
MOR001	Morley Solicitors	-1375	0	1767.67	0	125	517.67
PAT001	Patterson & Graham Garages	0	1137.66	0	1686.47	0	2824.13
PIC001	Picture Frame Ltd	-926.31	1344.09	0	0	26	443.78
ROB001	Robertson Joinery	823.19	2755.73	971.28	0	0	4550.2
SDE001	S D Enterprises	1239.68	0	3539.02	0	0	4778.7
SHO001	The Show Lodge	0	4151.77	2996.3	0	0	7148.07
STE001	Stevenson & Smith	1562.75	0	857.93	0	-487.5	1933.18
STU001	Edward Stuart	0	0	0	1770.15	0	1770.15
SWA001	Swan Leisure Centre	1598.83	0	0	0	0	1598.83
VID001	The Video Rental Company	2041.66	0	0	1025.86	0	3067.52
YOU001	Peter Young	2022.18	0	1057.16	0	0	3079.34

DEMO COMPANY**CASH FLOW****April 2012**

	Year 1 2006-07	Year 2 2007-08	Year 3 2008-09	Year 4 2009-10	Year 5 2010-11
	£000	£000	£000	£000	£000
Cash receipts					
Cash sales & accounts receivable (Note 1)	4,021	5,535	6,716	7,753	8,799
Proceeds of new stock issues	400				
Increases in longterm debt/notes	200				
Proceeds from disposals of fixed assets		35		35	
VAT recovered from State	7	11			
Miscellaneous income received	20	22	24	26	28
Interest received	3	2	1	1	1
Total cash receipts	4,651	5,604	6,740	7,815	8,828
Cash payments					
Materials/goods accounts payable (Note 2)	1,951	2,419	2,915	3,329	3,702
Total direct cost payments (Note 3)	979	1,191	1,441	1,711	1,997
Total overhead expenses payments (Note 4)	1,269	1,542	1,820	2,119	2,451
taxes paid	5	7	32	41	43
Dividends paid	10			50	60
Total capital expend. Payments (Note 5)	45	213	195	185	104
Operating lease payments	15	15	15	15	15
Longterm debt/note repayments		50	50	50	50
VAT related to o/h expenses	195	264	297	327	351
VAT paid			3	24	56
Changes in prepaid expenses	10	10	10	10	10
Changes in accrued expenses	(60)	(65)	(70)	(75)	(80)
Interest paid	46	44	42	41	40
Total cash payments	4,489	5,707	6,771	7,854	8,833
Net cashflow	162	(103)	(31)	(40)	(5)
Closing net cash balance (deficit)	52	(51)	(82)	(121)	(126)

