

**Carysil Products Ltd**



**Management Accounts**

**For The Month Ended  
31 March 2024**

**Prepared by**

**Alextra Group Limited  
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**CARYSIL PRODUCTS LTD**  
**Profit & Loss for the Month to 31 March 2024**

	ACTUAL Month Ended 31 March 2024		BUDGETED Month Ended 31 March 2024		ACTUAL Period Ended 31 March 2024		BUDGETED Period Ended 31 March 2024		ACTUAL Period Ended 31 March 2023	
	£	£	£	£	£	£	£	£	£	£
Sales										
Steel inset sinks	88,382		122,476		1,314,318		1,316,114		1,279,188	
Steel undermount sink pressed	92,049		127,379		1,121,549		1,532,303		1,269,465	
Steel undermount sink fabricated	33,162		46,547		283,825		440,942		309,504	
PVD undermount sink pressed	-		29,488		-		253,137		-	
Granite inset sinks	389,074		555,692		3,999,150		3,995,639		3,303,609	
Granite undermount sinks	44,010		194,301		573,078		1,637,713		716,396	
Taps	48,789		57,757		890,312		1,091,865		858,018	
Accessories	25,267		6,814		200,784		185,311		163,327	
Ceramic sinks	43,934		57,974		931,826		546,975		810,693	
Distribution and carriage	3,241		-		24,744.55		-		15,351	
		767,907		1,198,429		9,339,585		11,000,001		8,725,550
Cost of Sales										
Opening stock	1,043,723		1,123,362		1,274,160		1,123,362		12,668,784	
Purchases	852,531		755,011		3,958,404		6,930,000		3,429,650	
Direct purchases	186,398		-		2,276,359		-		1,964,170	
	2,082,652		1,878,373		7,508,923		8,053,362		18,062,604	
Closing stock	(1,683,761)		(1,123,362)		(1,683,761)		(1,123,362)		(12,610,559)	
		398,891		755,011		5,825,162		6,930,000		5,452,046
Contribution	48.05%	369,016	37.00%	443,418	37.63%	3,514,423	37.00%	4,070,000	37.52%	3,273,504
Direct expenses										
Import Freight & Duty	32,906		31,998		154,099		293,700		213,554	
Premises Expenses	2.51% 9,263		4.19% 18,576		3.81% 133,823		4.19% 170,500		3.98% 130,396	
Carriage	1.22% 9,373		1.77% 21,212		1.63% 152,085		1.77% 194,700		1.72% 150,062	
Sales Rebates	27,627		10,306		105,735		94,600		68,757	
		79,169		82,092		545,742		753,500		562,769
Gross Profit	37.75%	289,847	30.15%	361,326	31.79%	2,968,681	30.15%	3,316,500	31.07%	2,710,735
Operating expenses										
Directors Remuneration	4,133		5,800		51,264		69,600		69,598	
Directors Pension	5,000		3,333		58,333		40,000		40,000	
Directors ESOP Costs	455		455		7,862		7,137		23,947	
Rent & Rates	7,920		5,584		79,304		67,004		91,162	
Insurance	3,307		3,297		40,592		39,567		37,527	
Heat, Light and Power	1,847		678		9,134		8,136		4,276	
Staff Salaries and Pension	48,485		41,625		538,522		499,498		459,627	
Telephone	876		551		12,205		6,610		6,994	
Printing & Stationery	793		691		10,384		8,294		7,781	
Advertising & Marketing	13,190		6,500		62,570		78,000		32,298	
Travelling	7,207		4,034		74,466		48,406		44,385	
Motor Expenses	3,189		4,000		41,235		48,000		42,781	
Computer Costs	3,203		3,302		43,275		39,619		39,246	
Repairs & Renewals	1,962		2,000		24,058		24,000		25,845	
Sundry Expenses	880		200		5,419		2,400		1,962	
Accountancy & Audit	5,152		5,152		61,820		61,819		57,031	
Legal and professional	8,060		4,930		42,083		59,161		35,763	
Entertainment	11,614		2,840		59,680		34,085		30,624	
Bank Charges and Factoring Charges	1,368		5,843		35,773		70,114		63,785	
		128,640		100,814		1,257,977		1,211,449		1,114,632
EBITDA	20.99%	161,207	21.74%	260,512	18.32%	1,710,704	19.14%	2,105,051	18.29%	1,596,103
Factoring Interest	1,966		2,428		28,067		43,532		-	
Bank & Other Interest	2,740		-		4,888		-		-	
Plant and machinery Depreciation	1,414		701		10,270		8,412		8,882	
Fixtures and fittings Depreciation	705		361		8,428		4,332		5,075	
Computer equipment Depreciation	659		507		6,688		6,084		6,232	
		7,485		3,997		58,342		62,360		20,190
Net Profit		153,722		256,515		1,652,363		2,042,691		1,575,913
Less: Taxation		109,668		(64,129)		(248,700)		(510,673)		(250,423)
Retained Profit		263,390		192,386		1,403,662		1,532,018		1,325,490

## MONTHLY CONTRIBUTION STATEMENT FOR THE MONTH OF MARCH 2024

PART I						
PARTICULARS	VALUE	ADDITION	REPORT OVERALL			
	THIS MONTH	YEAR TILL THIS MONTH	LAST YEAR TILL DATE	ANNU. RATE	BUDG. 3*	ANNU RT/ BUDG. % AGE
<b>(A) SALES</b>						
A.1 Steel inset sinks	88,382	1,314,318	1,279,188	1,314,318	1,328,765	98.91%
A.2 PVD undermount sink pressed	-	-	-	-	253,000	-
A.3 Steel undermount sink pressed	92,049	1,121,549	1,269,465	1,121,549	1,534,450	73.09%
A.4 Steel undermount sink fabricated	33,162	283,825	309,504	283,825	437,937	64.81%
A.5 Granite sinks	433,084	4,572,228	4,020,005	4,572,228	5,607,360	81.54%
A.6 Taps	48,789	890,312	858,018	890,312	1,100,733	80.88%
A.7 Accessories	25,267	200,784	163,327	200,784	187,755	106.94%
A.8a New product sales	-	-	-	-	-	-
A.8b Low margin sales	-	-	-	-	-	-
A.9 Ceramic Sinks	43,934	931,826	810,693	931,826	550,000	169.42%
<b>SALES Ex-Works</b>	<b>764,666</b>	<b>9,314,841</b>	<b>8,710,199</b>	<b>9,314,841</b>	<b>11,000,000</b>	<b>84.68%</b>
A.4 Commission	-	-	-	-	-	-
A.5 Distribution and carriage	3,241	24,745	15,351	24,745	-	-
A.5 Other income	-	-	-	-	-	-
<b>SALES</b>	<b>767,907</b>	<b>9,339,585</b>	<b>8,725,550</b>	<b>9,339,585</b>	<b>11,000,000</b>	<b>84.91%</b>
A.6 Incr in Stock[Other than Acces]	-	-	-	-	-	-
<b>(B) V. O. P.</b>	<b>767,907</b>	<b>9,339,585</b>	<b>8,725,550</b>	<b>9,339,585</b>	<b>11,000,000</b>	<b>84.91%</b>
<b>(C) VARIABLE EXPEN.</b>						
C.1 Opening stock	1,043,723	1,274,160	12,668,784	1,274,160	1,274,160	100.00%
C.2 Purchases	852,531	3,958,404	3,429,650	3,958,404	5,130,000	77.16%
C.3 Direct purchases	186,398	2,276,359	1,964,170	2,276,359	1,800,000	126.46%
C.4 Closing stock	(1,683,761)	(1,683,761)	(12,610,559)	(1,683,761)	(1,274,160)	132.15%
C.6 Import freight & duty	32,906	154,099	213,554	154,099	293,700	52.47%
C.7 UK premises expenses	9,263	133,823	130,396	133,823	170,500	78.49%
C.8 UK carriage	9,373	152,085	150,062	152,085	194,700	78.11%
C.9 Sales commissions	27,627	105,735	68,757	105,735	94,600	111.77%
<b>C.10 Total of (C.1-C.9)</b>	<b>478,059</b>	<b>6,370,905</b>	<b>6,014,815</b>	<b>6,370,905</b>	<b>7,683,500</b>	<b>82.92%</b>
<b>(D) VALUE ADDITN. (B-C)</b>	<b>289,848</b>	<b>2,968,681</b>	<b>2,710,735</b>	<b>2,968,681</b>	<b>3,316,500</b>	<b>89.51%</b>
RATIOS :						
(A) V. A. / V. O. P. %	37.75	31.79	31.07	31.79	30.15	XXXX
(B) VAR. COST / V O P %	62.25	68.21	68.93	68.21	69.85	XXXX
(C) E R E / V O P. %	7.56	7.02	6.80	7.02	5.60	XXXX
(D) E. R. E. / V. A. %	20.04	22.10	21.88	22.10	18.58	XXXX
(E) MAT. COST / VOP %	51.95	62.37	62.48	62.37	63.00	XXXX
(F) Export Freight / Sales %	-	-	-	-	19.04	XXXX
PART II						
PARTICULARS	VALUE	ADDITION	REPORT OVERALL			
	THIS MONTH	YEAR TILL THIS MONTH	LAST YEAR TILL DATE	ANNU. RATE	BUDG. 3* Prog.	ANNU RT/ BUDG. % AGE
<b>(E) FIXED EXPENSES</b> (excluding Depreciation)						
E.1 Staff costs						
1.1 Directors remuneration	9,588	117,459	133,546	117,459	69,600	168.76%
1.2 Salary & Wages	48,485	538,522	459,627	538,522	546,635	98.52%
<b>Total E.1</b>	<b>58,073</b>	<b>655,982</b>	<b>593,172</b>	<b>655,982</b>	<b>616,235</b>	<b>106.45%</b>
E.2 Marketing and sales						
a. Advertisement & Promotion	13,190	62,570	32,298	62,570	78,000	80.22%
a. Entertainment	11,614	59,680	30,624	59,680	34,085	175.09%
<b>Total E.2</b>	<b>24,804</b>	<b>122,249</b>	<b>62,922</b>	<b>122,249</b>	<b>112,085</b>	<b>109.07%</b>
E.3 Admin Expenses						
- Rent and rates	7,920	79,304	91,162	79,304	67,004	118.36%
- Insurance	3,307	40,592	37,527	40,592	39,567	102.59%
- Heat and light	1,847	9,134	4,276	9,134	8,136	112.26%
- Telephone	876	12,205	6,994	12,205	6,610	184.64%
- Printing and stationery	793	10,384	7,781	10,384	8,294	125.19%
- Travelling	7,207	74,466	44,385	74,466	48,406	153.84%
- Motor expenses	3,189	41,235	42,781	41,235	48,000	85.91%
- Computer costs	3,203	43,275	39,246	43,275	39,619	109.23%
- Repairs and renewals	1,962	24,058	25,845	24,058	24,000	100.24%
- Sundry expenses	880	5,419	1,962	5,419	2,400	225.78%
- Accountancy and audit	5,152	61,820	57,031	61,820	61,819	100.00%
- Legal and professional fees	8,060	42,083	35,763	42,083	59,161	71.13%
- Exchange rate variance	-	-	-	-	-	-
- Bad Debt	-	-	-	-	-	-
- Bank charges	1,368	35,773	63,785	35,773	70,114	51.02%
<b>Total E.3</b>	<b>45,764</b>	<b>479,746</b>	<b>458,538</b>	<b>479,746</b>	<b>483,130</b>	<b>99.30%</b>
E.4 Plant Expenses						
<b>Total Fixed Exp.</b>	<b>128,640</b>	<b>1,257,977</b>	<b>1,114,632</b>	<b>1,257,977</b>	<b>1,211,450</b>	<b>103.84%</b>
<b>F EBITDA (D-E)</b>	<b>161,208</b>	<b>1,710,704</b>	<b>1,596,103</b>	<b>1,710,704</b>	<b>2,105,050</b>	<b>81.27%</b>
<b>EBITDA in %</b>	<b>20.99%</b>	<b>18.32%</b>	<b>18.29%</b>	<b>18.32%</b>	<b>19.14%</b>	<b>95.71%</b>
G Interest Charges	2,740	4,888	-	4,888	-	-
Hire Purchase Interest	-	-	-	-	-	-
Other Interest	1,966	28,067	-	28,067	43,532.00	-
H Depreciation	2,778	25,386	20,190	25,386	18,828	134.83%
I Taxation	(109,668)	248,700	250,423	248,700	510,673	-
<b>(J) Total Overhead (E+G+H+I)</b>	<b>26,457</b>	<b>1,565,018</b>	<b>1,385,245</b>	<b>1,565,018</b>	<b>1,784,483</b>	<b>87.70%</b>
<b>(K) CONTRIBUTION (D- E-G-H-I)</b>	<b>263,391</b>	<b>1,403,662</b>	<b>1,325,489</b>	<b>1,403,662</b>	<b>1,532,017</b>	<b>91.62%</b>
NET CONTRI. % TO VOP	34	15	15	15	14	107.91%
<b>Profit from SS/FWD/Faucet</b>						
<b>Net Contribution</b>	<b>263,391</b>	<b>1,403,662</b>	<b>1,325,489</b>	<b>1,403,662</b>	<b>1,532,017</b>	<b>91.62%</b>
NET CONTRI. % TO VOP	34	15	15	15	14	107.91%
<b>Profit on sales of assets/ Other income</b>						
<b>Total Contribution</b>	<b>263,391</b>	<b>1,403,662</b>	<b>1,325,489</b>	<b>1,403,662</b>	<b>1,532,017</b>	<b>91.62%</b>
<b>Less : CN Issued</b>						
<b>NET CONTRI.</b>	<b>263,391</b>	<b>1,403,662</b>	<b>1,325,489</b>	<b>1,403,662</b>	<b>1,532,017</b>	<b>92%</b>
<b>NET CONTRI. % TO VOP</b>	<b>34.30%</b>	<b>15.03%</b>	<b>15.19%</b>	<b>15.03%</b>	<b>13.93%</b>	<b>107.91%</b>

**CARYSIL PRODUCTS LTD**  
**Balance Sheet As At 31 March 2024**

	<b>31 March 2024</b>		<b>31 March 2023</b>	
	£	£	£	£
<b>Fixed Assets</b>				
Fixtures & fittings	25,484		31,682	
Plant and machinery	57,633		36,184	
Computer equipment	25,115		22,028	
		108,231		89,895
<b>Current Assets</b>				
Stock	1,683,761		1,274,160	
Trade debtors	1,549,233		1,564,752	
Prepayments	163,287		80,982	
Bank & cash in hand	88,514		139,212	
Related parties	4,110,778		2,905,398	
	7,595,573		5,964,505	
<b>Current Liabilities</b>				
Trade creditors	241,465		386,402	
Factoring accounts	823,786		469,964	
Related parties	952,386		828,772	
VAT	197,289		252,257	
Taxation	48,366		155,943	
Accruals	204,103		133,078	
Social security & other taxes	15,319		15,143	
	(2,482,715)		(2,241,557)	
<b>Net Current Assets</b>		5,112,858		3,722,947
<b>Total Assets Less Current Liabilities</b>		5,221,090		3,812,842
<b>Provisions for Liabilities and Charges</b>				
Deferred taxation		(27,058)		(22,473)
		<b>5,194,032</b>		<b>3,790,369</b>
<b>Capital &amp; Reserves</b>				
Share capital	110		110	
Profit and loss account brought forward	3,790,259		3,764,768	
Profit and loss account year to date	1,403,662		25,491	
		<b>5,194,032</b>		<b>3,790,369</b>

The above Balance Sheet has been produced for internal management purposes only. The Balance Sheet has been prepared without carrying out an audit from the company's accounting records and explanations provided to us.

**Alextra Group Limited**  
**16 April 2024**