

Carysil Surfaces Ltd



Management Accounts

**For The Month Ended
31 March 2024**

Prepared by

**Alextra Group Limited
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Crewe
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CARYSIL SURFACES 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										
Maia	53,124		61,140		673,140		582,900		653,179	
Metis	102,512		122,280		596,130		1,092,590		508,002	
Metzo	47,097		81,520		464,210		734,400		-	
Minerva	1,086,356		1,273,750		11,085,284		12,146,135		10,957,269	
Other	217,189		499,310		2,005,502		4,445,975		2,470,080	
		1,506,279		2,038,000		14,824,265		19,002,000		14,588,529
Cost of Sales										
Opening stock	2,514,376		2,654,567		2,930,282		2,654,567		2,400,294	
Purchases	572,424		1,059,760		6,763,048		9,881,040		8,194,974	
	3,086,799		3,714,327		9,693,330		12,535,607		10,595,268	
Closing stock	(2,323,576)		(2,654,567)		(2,323,576)		(2,654,567)		(2,930,282)	
		763,223		1,059,760		7,369,754		9,881,040		7,664,986
Contribution	49.33%	743,055	48.00%	978,240	50.29%	7,454,510	48.00%	9,120,960	47.46%	6,923,543
Direct expenses										
Production Wages & Salaries	6.92%	104,172	8.47%	172,646	7.68%	1,138,482	8.32%	1,581,459	9.25%	1,348,819
Other Production Expenses	1.71%	25,810	2.00%	40,799	2.28%	337,518	2.05%	389,237	1.88%	273,743
Carriage & Packing	7.45%	112,239	7.09%	144,467	7.31%	1,084,237	7.24%	1,375,252	5.25%	766,448
Storage Costs/Rent & Rates	2.12%	31,962	1.47%	30,016	2.59%	384,295	1.90%	360,196	2.18%	317,351
Sales Rebates	2.96%	44,547	3.08%	62,689	3.22%	477,354	3.29%	624,647	3.17%	462,451
		318,730		450,618		3,421,887		4,330,791		3,168,813
Gross Profit	28.17%	424,325	25.89%	527,622	27.20%	4,032,624	25.21%	4,790,169	25.74%	3,754,730
Operating expenses										
Directors Remuneration		17,263		17,263		207,150		207,156		238,405
Staff Salaries and Pension		66,068		61,985		757,885		743,820		686,636
Telephone		1,031		1,630		13,433		15,202		14,456
Printing & Stationery		2,774		2,749		25,268		25,903		20,390
Computer costs		6,099		4,400		65,229		52,800		41,481
Customer Service Costs		8,089		4,000		85,787		73,000		104,744
Advertising & Marketing		29,704		15,489		212,654		144,415		134,769
Motor Expenses		9,667		8,072		54,303		83,504		6,559
Travelling		14,445		11,201		105,827		104,466		20,598
Entertainment		752		3,668		25,616		34,204		15,038
Accountancy & Audit		5,141		5,141		61,695		61,690		57,120
Insurance		9,117		9,300		95,259		111,600		68,701
Legal and professional		3,841		3,500		46,381		42,000		24,295
Sundry Expenses		-		200		(7)		2,400		558
Bank Charges and Factoring Charges		2,249		3,465		23,820		32,303		46,593
		176,238		152,064		1,780,300		1,734,461		1,558,937
EBITDA	16.47%	248,088	18.43%	375,559	15.19%	2,252,324	16.08%	3,055,708	15.05%	2,195,794
Factoring Interest		9,053		6,549		72,143		92,672		22,946
Hire Purchase Interest		357		100		3,035		1,200		749
P&L on disposal		(3,000)		-		(28,685)		-		4,112
Plant and machinery Depreciation		6,660		8,050		75,974		96,600		(20,064)
Computer and Office Equipment Depreciation		3,162		3,300		35,835		39,600		110,794
Motor Vehicle Depreciation		7,970		8,800		87,546		105,600		77,190
		24,203		26,799		245,849		335,672		195,728
Net Profit		223,885		348,760		2,006,475		2,720,036		2,000,066
Less: Taxation		(96,632)		(87,163)		(557,949)		(679,861)		(425,287)
Retained Profit		127,253		261,597		1,448,526		2,040,175		1,574,779

MONTHLY CONTRIBUTION STATEMENT FOR THE MONTH OF MARCH 2024

PART I VALUE ADDITION REPORT OVERALL						
PARTICULARS	THIS MONTH	YEAR TILL THIS MONTH	LAST YEAR TILL DATE	ANNU. RATE	BUDG. 3*	ANNU RT/ BUDG. % AGE
(A) SALES						
SALES	1,506,279	14,824,265	14,588,529	14,824,265	19,002,000	78.01%
A.6 Incr in Stock[Other than Acces]						
(B) V. O. P.	1,506,279	14,824,265	14,588,529	14,824,265	19,002,000	78.01%
(C) VARIABLE EXPEN.						
C.1 Opening stock	2,514,376	2,930,282	2,400,294	2,930,282	2,654,567	110.39%
C.2 Purchases	572,424	6,763,048	8,194,974	6,763,048	9,881,040	68.44%
C.4 Closing stock	(2,323,576)	(2,323,576)	(2,930,282)	(2,323,576)	(2,654,567)	87.53%
C.5 Production Wages & Salaries	104,172	1,138,482	1,348,819	1,138,482	1,581,459	71.99%
C.6 Other Production Expenses	25,810	337,518	273,743	337,518	389,237	86.71%
C.7 Carriage & Packing	112,239	1,084,237	766,448	1,084,237	1,375,252	78.84%
C.8 Storage Costs/Rent & Rates	31,962	384,295	317,351	384,295	360,196	106.69%
C.9 Sales rebates	44,547	477,354	462,451	477,354	624,647	76.42%
C.10 Total of (C.1-C.9)	1,081,954	10,791,641	10,833,799	10,791,641	14,211,831	75.93%
(D) VALUE ADDITN. (B-C)	424,325	4,032,624	3,754,730	4,032,624	4,790,169	84.19%
RATIOS :						
(A) V. A. / V. O. P. %	28.17	27.20	25.74	27	25.21	XXXX
(B) VAR. COST / V O P %	71.83	72.80	74.26	73	74.79	XXXX
(C) E R E / V O P. %	5.53	6.51	6.34	7	5.00	XXXX
(D) E. R. E. / V. A. %	19.64	23.93	24.64	24	19.85	XXXX
(E) MAT. COST / VOP %	38.00	45.62	56.17	46	52.00	XXXX
(F) Export Freight / Sales %	-	-	-	-	-	XXXX
PART II VALUE ADDITION REPORT OVERALL						
PARTICULARS	THIS MONTH	YEAR TILL THIS MONTH	LAST YEAR TILL DATE	ANNU. RATE	BUDG. 3* Prog.	ANNU RT/ BUDG. % AGE
(E) FIXED EXPENSES (excluding Depreciation)						
E.1 Staff costs						
1.1 Directors remuneration	17,263	207,150	238,405	207,150	207,156	100.00%
1.2 Salary & Wages	66,068	757,885	686,636	757,885	743,820	101.89%
Total E.1	83,330	965,035	925,041	965,035	950,976	101.48%
E.2 Marketing and sales						
a. Advertisement & Promotion	29,704	212,654	134,769	212,654	144,415	147.25%
a. Entertainment	752	25,616	15,038	25,616	34,204	74.89%
Total E.2	30,456	238,270	149,807	238,270	178,619	133.40%
E.3 Admin Expenses						
- Telephone	1,031	13,433	14,456	13,433	15,202	88.37%
- Printing, Postage & Stationery	2,774	25,268	20,390	25,268	25,903	97.55%
- Computer costs	6,099	65,229	41,481	65,229	52,800	123.54%
- Sales Field Expenses	-	-	78,593	-	-	#DIV/0!
- Customer Service Costs	8,089	85,787	104,744	85,787	73,000	117.52%
- Motor	9,667	54,303	6,559	54,303	83,504	65.03%
- Travel	14,445	105,827	20,598	105,827	104,466	101.30%
- Accountancy & Audit	5,141	61,695	57,120	61,695	61,690	100.01%
- Insurance	9,117	95,259	68,701	95,259	111,600	85.36%
- Legal and professional	3,841	46,381	24,295	46,381	42,000	110.43%
- Sundry Expenses	(3,000)	(28,692)	4,670	28,692	2,400	-1195.51%
- Factoring Charges & Debtor Insuranc	2,249	23,820	46,593	23,820	32,303	73.74%
Total E.3	59,451	548,309	488,201	548,309	604,866	90.65%
E.4 Plant Expenses						
						0.00%
Total Fixed Exp.	173,238	1,751,615	1,563,049	1,751,615	1,734,461	100.99%
F EBIDTA (D-E)	251,088	2,281,009	2,191,682	2,281,009	3,055,708	74.65%
EBIDTA in %	16.67%	15.39%	15.02%	0	16.08%	95.68%
G Interest Charges						
Factoring Interest	9,053	72,143	22,946	72,143	92,672.08	77.85%
Other Interest	357	3,035	749	3,035	1,200.00	
H Depreciation	17,792	199,355	167,920	199,355	241,800	82.45%
I Taxation	96,632	557,949	425,287	557,949	679,861	
(J) Total Overhead (E+G+H+I)	297,073	2,584,098	2,179,951	2,584,098	2,749,994	93.97%
(K) CONTRIBUTION (D- E-G-H-I)	127,253	1,448,526	1,574,779	1,448,526	2,040,175	71.00%
NET CONTRI. % TO VOP	8	10	11	10	11	91.01%
Profit from SS/FWD/Faucet						
Net Contribution	127,253	1,448,526	1,574,779	1,448,526	2,040,175	71.00%
NET CONTRI. % TO VOP	8	10	11	10	11	91.01%
Profit on sales of assets/ Other income	-	-				
Total Contribution	127,253	1,448,526	1,574,779	1,448,526	2,040,175	71.00%
Less : CN Issued	-					0.00%
NET CONTRI.	127,253	1,448,526	1,574,779	1,448,526	2,040,175	71.00%
NET CONTRI. % TO VOP	8.45%	9.77%	10.79%	9.77%	10.74%	91.01%

CARYSIL SURFACES LTD
Balance Sheet As At 31 March 2024

	31 March 2024		31 March 2023	
	£	£	£	£
Fixed Assets				
Fixtures & fittings	66,422		84,734	
Plant and machinery	173,881		212,837	
Motor Vehicles	<u>117,671</u>		<u>138,292</u>	
		357,974		435,863
Current Assets				
Stock	2,323,576		2,930,282	
Trade debtors	2,564,241		3,187,829	
Prepayments	259,427		234,665	
Bank & cash in hand	362,949		48,162	
Related parties	<u>2,783,954</u>		<u>484,469</u>	
	8,294,147		6,885,407	
Current Liabilities				
Trade creditors	1,006,170		1,499,550	
Hire purchase	58,036		25,456	
Factoring accounts	1,375,390		1,271,195	
Other creditors	22,259		54,933	
VAT	522,480		432,632	
Taxation	542,085		367,409	
Accruals	174,089		177,265	
Social security & other taxes	<u>48,135</u>		<u>53,745</u>	
	(3,748,644)		(3,882,183)	
Net Current Assets		4,545,503		3,003,224
		<u>4,545,503</u>		<u>3,003,224</u>
Total Assets Less Current Liabilities		4,903,477		3,439,087
		<u>4,903,477</u>		<u>3,439,087</u>
Provisions for Liabilities and Charges				
Deferred taxation		(54,515)		(38,651)
		<u>(54,515)</u>		<u>(38,651)</u>
		<u>4,848,962</u>		<u>3,400,436</u>
Capital & Reserves				
Share capital	110		110	
Share premium	53,749		53,749	
Profit and loss account brought forward	3,346,577		3,321,798	
Profit and loss account year to date	<u>1,448,526</u>		<u>24,779</u>	
		<u>4,848,962</u>		<u>3,400,436</u>

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