

	CURRENT PERIOD						YEAR TO DATE									
	ACTUAL	BUDGET	VARIANCE	% OF	% OF SALES		LAST YEAR	VARIANCE	ACTUAL	BUDGET	VARIANCE	% OF	% OF SALES		LAST YEAR	VARIANCE
				BUDGET	ACTUAL	BUDGET						BUDGET	ACTUAL	BUDGET		
Gross Revenue	241,642	0	241,642	#DIV/0!	100.00%	#DIV/0!	202,510	39,133	2,468,539	0	2,468,539	#DIV/0!	100.00%	#DIV/0!	1,657,290	811,250
Cost Of Sales	(104,529)	0	(104,529)	#DIV/0!	-43.26%	#DIV/0!	(109,620)	5,091	(1,221,485)	0	(1,221,485)	#DIV/0!	-49.48%	#DIV/0!	(885,887)	(335,598)
Gross Profit	137,113	0	137,113	#DIV/0!	56.74%	#DIV/0!	92,890	44,224	1,247,054	0	1,247,054	#DIV/0!	50.52%	#DIV/0!	771,403	475,652
Overheads	(91,312)	0	(91,312)	#DIV/0!	-37.79%	#DIV/0!	(59,798)	(31,514)	(813,742)	0	(813,742)	#DIV/0!	-32.96%	#DIV/0!	(565,007)	(248,734)
Operating Profit	45,802	0	45,802	#DIV/0!	18.95%	#DIV/0!	33,092	12,710	433,313	0	433,313	#DIV/0!	17.55%	#DIV/0!	206,395	226,918
Other Income	0	0	0	0.00%	0.00%	#DIV/0!	0	0	0	0	0	0.00%	0.00%	#DIV/0!	0	0
Profit Before Interest	45,802	0	45,802	#DIV/0!	18.95%	#DIV/0!	33,092	12,710	433,313	0	433,313	#DIV/0!	17.55%	#DIV/0!	206,395	226,918
Interest	(839)	0	(839)	#DIV/0!	-0.35%	#DIV/0!	(127)	(712)	(12,449)	0	(12,449)	#DIV/0!	-0.50%	#DIV/0!	(1,845)	(10,604)
Profit before tax	44,962	0	44,962	#DIV/0!	18.61%	#DIV/0!	32,964	11,998	420,864	0	420,864	#DIV/0!	17.05%	#DIV/0!	204,551	216,313
Move costs	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0	(6,185)	0	(6,185)	#DIV/0!	-0.25%	#DIV/0!	0	(6,185)
Profit retained	44,962	0	44,962	#DIV/0!	18.61%	#DIV/0!	32,964	11,998	414,679	0	414,679	#DIV/0!	16.80%	#DIV/0!	204,551	210,128

OVERHEADS	CURRENT PERIOD						YEAR TO DATE									
	% OF			% OF SALES			% OF			% OF SALES			LAST			VARIANCE
	ACTUAL	BUDGET	VARIANCE	BUDGET	ACTUAL	BUDGET	LAST YEAR	VARIANCE	ACTUAL	BUDGET	VARIANCE	BUDGET	ACTUAL	BUDGET	LAST YEAR	
Sales commissions	525	0	525	#DIV/0!	0.22%	#DIV/0!	525	0	5,775	0	5,775	#DIV/0!	0.23%	#DIV/0!	7,175	(1,400)
Rent	2,475	0	2,475	#DIV/0!	1.02%	#DIV/0!	2,475	0	27,225	0	27,225	#DIV/0!	1.10%	#DIV/0!	24,675	2,550
Rates	1,171	0	1,171	#DIV/0!	0.48%	#DIV/0!	324	847	10,623	0	10,623	#DIV/0!	0.43%	#DIV/0!	8,025	2,598
Insurances	491	0	491	#DIV/0!	0.20%	#DIV/0!	229	262	3,766	0	3,766	#DIV/0!	0.15%	#DIV/0!	2,225	1,541
Heat & Light	3,702	0	3,702	#DIV/0!	1.53%	#DIV/0!	2,919	783	39,115	0	39,115	#DIV/0!	1.58%	#DIV/0!	26,578	12,537
Wages & Salaries	53,868	0	53,868	#DIV/0!	22.29%	#DIV/0!	33,608	20,260	460,264	0	460,264	#DIV/0!	18.65%	#DIV/0!	295,679	164,585
Directors remuneration	5,261	0	5,261	#DIV/0!	2.18%	#DIV/0!	4,206	1,055	52,722	0	52,722	#DIV/0!	2.14%	#DIV/0!	45,839	6,883
Healthcare	0		0	#DIV/0!	0.00%	#DIV/0!	0	0	0		0	#DIV/0!	0.00%	#DIV/0!	0	0
Motor & Travel	808	0	808	#DIV/0!	0.33%	#DIV/0!	305	503	5,565	0	5,565	#DIV/0!	0.23%	#DIV/0!	3,684	1,881
Printing & Stationery	70	0	70	#DIV/0!	0.03%	#DIV/0!	54	16	1,205	0	1,205	#DIV/0!	0.05%	#DIV/0!	598	607
Advertising	3,825	0	3,825	#DIV/0!	1.58%	#DIV/0!	669	3,156	12,984	0	12,984	#DIV/0!	0.53%	#DIV/0!	15,243	(2,258)
Telephone	277	0	277	#DIV/0!	0.11%	#DIV/0!	245	31	2,670	0	2,670	#DIV/0!	0.11%	#DIV/0!	2,698	(28)
Postage	220	0	220	#DIV/0!	0.09%	#DIV/0!	50	170	545	0	545	#DIV/0!	0.02%	#DIV/0!	542	2
Accountancy	1,070	0	1,070	#DIV/0!	0.44%	#DIV/0!	250	820	14,670	0	14,670	#DIV/0!	0.59%	#DIV/0!	2,750	11,920
Legal & Professional	1,678	0	1,678	#DIV/0!	0.69%	#DIV/0!	3,553	(1,875)	8,931	0	8,931	#DIV/0!	0.36%	#DIV/0!	6,888	2,042
Subscriptions	411	0	411	#DIV/0!	0.17%	#DIV/0!	149	261	2,664	0	2,664	#DIV/0!	0.11%	#DIV/0!	1,300	1,364
Repairs & Renewals	2,317	0	2,317	#DIV/0!	0.96%	#DIV/0!	1,109	1,208	24,314	0	24,314	#DIV/0!	0.98%	#DIV/0!	14,418	9,896
Carriage	6,454	0	6,454	#DIV/0!	2.67%	#DIV/0!	3,684	2,770	61,689	0	61,689	#DIV/0!	2.50%	#DIV/0!	46,328	15,362
Bank Charges	134	0	134	#DIV/0!	0.06%	#DIV/0!	(34)	168	1,569	0	1,569	#DIV/0!	0.06%	#DIV/0!	380	1,189
Factor Charges	500	0	500	#DIV/0!	0.21%	#DIV/0!	1,643	(1,143)	17,485	0	17,485	#DIV/0!	0.71%	#DIV/0!	21,756	(4,271)
Sundry Expenses	53	0	53	#DIV/0!	0.02%	#DIV/0!	90	(37)	1,725	0	1,725	#DIV/0!	0.07%	#DIV/0!	360	1,365
Cleaning	2,128	0	2,128	#DIV/0!	0.88%	#DIV/0!	770	1,358	18,266	0	18,266	#DIV/0!	0.74%	#DIV/0!	11,638	6,628
Training	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0	0	0	0	#DIV/0!	0.00%	#DIV/0!	854	(854)
Computer Maintenance	552	0	552	#DIV/0!	0.23%	#DIV/0!	466	86	6,233	0	6,233	#DIV/0!	0.25%	#DIV/0!	5,197	1,036
Equipment Leasing	141	0	141	#DIV/0!	0.06%	#DIV/0!	435	(294)	2,612	0	2,612	#DIV/0!	0.11%	#DIV/0!	1,314	1,298
Range Update	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0
Bad Debts	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0	0	0	0	#DIV/0!	0.00%	#DIV/0!	0	0
Depreciation	3,179	0	3,179	#DIV/0!	1.32%	#DIV/0!	2,073	1,106	31,124	0	31,124	#DIV/0!	1.26%	#DIV/0!	18,863	12,261
Sale of assets	0		0	#DIV/0!	0.00%	#DIV/0!	0	0	0		0	#DIV/0!	0.00%	#DIV/0!	0	0
	91,312	0	91,312	#DIV/0!	37.79%	#DIV/0!	59,798	31,514	813,742	0	813,742	#DIV/0!	32.96%	#DIV/0!	565,007	248,734

	CURRENT PERIOD								YEAR TO DATE							
				% OF	% OF SALES							% OF	% OF SALES			
	ACTUAL	BUDGET	VARIANCE	BUDGET	ACTUAL	BUDGET	LAST YEAR	VARIANCE	ACTUAL	BUDGET	VARIANCE	BUDGET	ACTUAL	BUDGET	LAST YEAR	VARIANCE
Bank Interest	839	0	839	#DIV/0!	0.35%	#DIV/0!	127	712	12,449	0	12,449	#DIV/0!	0.50%	#DIV/0!	1,845	10,604
	839	0	839	#DIV/0!	0.35%	#DIV/0!	127	712	12,449	0	12,449	#DIV/0!	0.50%	#DIV/0!	1,845	10,604

BALANCE SHEET

	ACTUAL	BUDGET	VARIANCE
FIXED ASSETS			
Tangible	120,096	0	120,096
Intangible	0	0	0
	<u>120,096</u>	<u>0</u>	<u>120,096</u>
CURRENT ASSETS			
Stock	123,091	0	123,091
Trade debtors	487,669	0	487,669
Less: Factors advance	<u>0</u>	487,669	0
VAT	7,338	0	7,338
Prepayments	9,419	0	9,419
Bank balance	122,535	0	122,535
Cash	199	0	199
Total current assets	<u>750,250</u>	<u>0</u>	<u>750,250</u>
CURRENT LIABILITIES			
Bounce Back loan	38,644	0	38,644
Funding Circle loan	90,409	0	90,409
Trade creditors	117,248	0	117,248
PAYE/NI	11,707	0	11,707
Pension creditor	1,623	0	1,623
Accruals	51,663	0	51,663
Wages creditor	0	0	0
Credit card	0	0	0
Attachments	0	0	0
Corporation tax	82	0	82
Total liabilities	<u>311,375</u>	<u>0</u>	<u>311,375</u>
Total assets less current liabilities	558,970	0	558,970
LIABILITIES DUE > 12 MONTHS			
Directors loan	(28,147)	0	(28,147)
	<u>(28,147)</u>	<u>0</u>	<u>(28,147)</u>
NETT ASSETS	<u>587,117</u>	<u>0</u>	<u>587,117</u>
SHARE CAPITAL	100	0	100
PROFIT & LOSS ACCOUNT			
balance b/f	172,338	0	172,338
year to date	414,679	0	414,679
	<u>587,117</u>	<u>0</u>	<u>587,117</u>

FOCUSED NUTRITION LIMITED					30-Nov-23					Page 5				
SALES ANALYSIS -BARS														
	CURRENT PERIOD				YEAR TO DATE									
	ACTUAL	BUDGET	VARIANCE	% OF BUDGET	% OF SALES	LAST YEAR	VARIANCE	ACTUAL	BUDGET	VARIANCE	% OF BUDGET	% OF SALES	LAST YEAR	VARIANCE
Abbey Vending	2,715		2,715	#DIV/0!	1.12%	2,477	238	30,993		30,993	#DIV/0!	1.26%	20,726	10,266
Active Sports Nutrition	0		0	#DIV/0!	0.00%	1,011	(1,011)	29,650		29,650	#DIV/0!	1.20%	12,548	17,102
Allstars	91,016		91,016	#DIV/0!	37.67%	41,302	49,714	668,307		668,307	#DIV/0!	27.07%	334,101	334,206
Andrew Barrell	0		0	#DIV/0!	0.00%	0	0	0		0	#DIV/0!	0.00%	1,140	(1,140)
Automatic Retailing	10,800		10,800	#DIV/0!	4.47%	7,488	3,312	136,813		136,813	#DIV/0!	5.54%	116,387	20,426
Be-Well Products	0		0	#DIV/0!	0.00%	0	0	1,823		1,823	#DIV/0!	0.07%	2,788	(965)
Brother Nature Nutrition	0		0	#DIV/0!	0.00%	0	0	2,367		2,367	#DIV/0!	0.10%	1,968	399
Cash Sales	0		0	#DIV/0!	0.00%	0	0	(223)		(223)	#DIV/0!	-0.01%	0	(223)
Clairmont Food Services	1,183		1,183	#DIV/0!	0.49%	446	737	5,687		5,687	#DIV/0!	0.23%	7,665	(1,978)
Eatmore	1,610		1,610	#DIV/0!	0.67%	0	1,610	7,781		7,781	#DIV/0!	0.32%	7,629	153
Farmfoods	0		0	#DIV/0!	0.00%	45,158	(45,158)	0		0	#DIV/0!	0.00%	259,661	(259,661)
FDP Fine Foods	0		0	#DIV/0!	0.00%	105	(105)	0		0	#DIV/0!	0.00%	3,673	(3,673)
Fine Fresh Foods	210		210	#DIV/0!	0.09%	0	210	718		718	#DIV/0!	0.03%	846	(128)
Forever Health Foods	0		0	#DIV/0!	0.00%	2,520	(2,520)	66,514		66,514	#DIV/0!	2.69%	7,540	58,974
Foundation Catering	0		0	#DIV/0!	0.00%	0	0	0		0	#DIV/0!	0.00%	720	(720)
Fzami Foods	139		139	#DIV/0!	0.06%	0	139	427		427	#DIV/0!	0.02%	3,057	(2,631)
G&B	0		0	#DIV/0!	0.00%	0	0	7,505		7,505	#DIV/0!	0.30%	4,823	2,682
Get Active Nutrition	43,423		43,423	#DIV/0!	17.97%	223	43,200	359,808		359,808	#DIV/0!	14.58%	4,231	355,577
Golocal	147		147	#DIV/0!	0.06%	0	147	588		588	#DIV/0!	0.02%	460	128
Hund Energy	0		0	#DIV/0!	0.00%	0	0	3,395		3,395	#DIV/0!	0.14%	398	2,996
Jackys	1,400		1,400	#DIV/0!	0.58%	2,488	(1,088)	16,721		16,721	#DIV/0!	0.68%	11,479	5,243
Lab Nutrition	0		0	#DIV/0!	0.00%	0	0	99,970		99,970	#DIV/0!	4.05%	153,008	(53,038)
Matt Lister	0		0	#DIV/0!	0.00%	0	0	2,080		2,080	#DIV/0!	0.08%	3,859	(1,779)
MDG Food	1,584		1,584	#DIV/0!	0.66%	0	1,584	8,910		8,910	#DIV/0!	0.36%	6,680	2,230
Mike Harrington	0		0	#DIV/0!	0.00%	0	0	847		847	#DIV/0!	0.03%	719	128
Mountain Warehouse	11,785		11,785	#DIV/0!	4.88%	0	11,785	50,686		50,686	#DIV/0!	2.05%	37,536	13,149
Muscle Moose	62,500		62,500	#DIV/0!	25.86%	56,853	5,647	538,720		538,720	#DIV/0!	21.82%	353,396	185,324
Newton Gym	0		0	#DIV/0!	0.00%	0	0	(125)		(125)	#DIV/0!	-0.01%	225	(350)
N-Fuse	0		0	#DIV/0!	0.00%	0	0	0		0	#DIV/0!	0.00%	1,332	(1,332)
NU3	0		0	#DIV/0!	0.00%	0	0	35,509		35,509	#DIV/0!	1.44%	53,314	(17,805)
On Par Nutrition	0		0	#DIV/0!	0.00%	0	0	7,836		7,836	#DIV/0!	0.32%	3,957	3,879
Pirhuk	0		0	#DIV/0!	0.00%	0	0	0		0	#DIV/0!	0.00%	521	(521)
Premier Sweets	1,589		1,589	#DIV/0!	0.66%	1,038	552	15,155		15,155	#DIV/0!	0.61%	10,529	4,626
R Marg's	0		0	#DIV/0!	0.00%	0	0	(300)		(300)	#DIV/0!	-0.01%	7,615	(7,915)
Ratrace Events	0		0	#DIV/0!	0.00%	0	0	0		0	#DIV/0!	0.00%	9,494	(9,494)
Royce Gym	1,408		1,408	#DIV/0!	0.58%	0	1,408	6,391		6,391	#DIV/0!	0.26%	6,006	385
Sheri	0		0	#DIV/0!	0.00%	0	0	1,190		1,190	#DIV/0!	0.05%	4,751	(3,562)
SK Sports	3,611		3,611	#DIV/0!	1.49%	2,480	1,131	69,361		69,361	#DIV/0!	2.81%	45,932	23,429
Stan's Superstore	0		0	#DIV/0!	0.00%	1,296	(1,296)	4,140		4,140	#DIV/0!	0.17%	3,888	252
Stockport 10	0		0	#DIV/0!	0.00%	0	0	888		888	#DIV/0!	0.04%	552	336
Suma Wholefoods	0		0	#DIV/0!	0.00%	382	(382)	0		0	#DIV/0!	0.00%	3,078	(3,078)
Turner & Wrights	1,344		1,344	#DIV/0!	0.56%	0	1,344	8,082		8,082	#DIV/0!	0.33%	9,940	(1,858)
WDS	1,214		1,214	#DIV/0!	0.50%	210	1,004	15,159		15,159	#DIV/0!	0.61%	12,992	2,168
William Riley	1,662		1,662	#DIV/0!	0.69%	1,302	360	13,440		13,440	#DIV/0!	0.54%	8,289	5,151
XXL Nutrition	0		0	#DIV/0!	0.00%	35,332	(35,332)	244,414		244,414	#DIV/0!	9.90%	116,549	127,864
ZMS Fresh	1,137		1,137	#DIV/0!	0.47%	400	737	4,993		4,993	#DIV/0!	0.20%	1,290	3,703
NEW BUSINESS	1,168	0	1,168	#DIV/0!	0.48%		1,168	2,323	0	2,323	#DIV/0!	0.09%		2,323
	241,642	0	241,642	#DIV/0!	100.00%	202,510	39,133	2,468,539	0	2,468,539	#DIV/0!	100.00%	1,657,290	811,250

NEW BUSINESS

	CURRENT PERIOD					LAST YEAR	VARIANCE	YEAR TO DATE					% OF SALES
	ACTUAL	BUDGET	VARIANCE	% OF BUDGET	% OF SALES			ACTUAL	BUDGET	VARIANCE	% OF BUDGET	% OF SALES	
Bella Vending	1,168		1,168		0.48%			2,323		2,323		0.09%	

1,168	0	1,168		0.48%
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2,323	0	2,323		0.09%
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