Appendix B

Appendix B: Kong Hing Trading Limited Management Accounts at 30 June 2010 - Quarter 3 (Q3)

Actual year to date Budget Variance Forecast al protects and Ca Budget Variance Sales under 'buy-sell' agreements Agency Contracts and Commission Legal & Logitalia services 75,774 78,665 -2,891 99,032 104,874 -5,842 Agency Contracts and Commission Legal & Logitalia services 10,154 11,947 -1,793 120,089 23,294 -2,295 Markeling & spocial event services 10,154 11,947 -1,793 14,000 15,986 -1,986 Total 72,743 74,708 1,965 95,012 99,654 4,642 Cast of Goods sold 72,743 74,708 1,965 95,012 99,654 4,642 Cast of sorides provided 0 2,266 173 2,776 4,040 3,000 Directors and consultants borus" 6,252 9,032 2,766 -1,978 -1,978 Other direct costs 6,527 11,977 2,165 9,111 10,055 5,688 -1,1978 Other direct costs 12,157 17,911 -5,754 16,126 <t< th=""><th>HK\$'000</th><th colspan="3">Year to date (Oct '09 - Jun '10)</th><th colspan="3">Full Year</th></t<>	HK\$'000	Year to date (Oct '09 - Jun '10)			Full Year			
Agency Contracts and Commission E2.047 67.829 5.782 82.78 89.792 7.214 Legal & Logistical services 16.400 17.471 1.009 23.294 -2.395 Marketing & special event services 10.154 11.947 -1.793 14.000 15.986 -1.985 Total 164.375 175.912 -11.837 216.509 233.946 -17.437 Cost of Goods sold 72.743 74.708 1.965 95.012 99.654 4.642 Cost of services provided 11.670 45.149 3.479 2.778 3.010 232 Associated pension costs 2.063 2.256 173 2.778 3.010 232 Directors and consultate bonus" 6.520 9.030 2.7808 8.834 12.040 3.266 Other direct costs 6.521 6.117 -404 8.567 8.156 -411 Total 12.157 17.911 -5.754 16.126 23.233 -7.107 Interest received 18	Revenue	Actual year to date	Budget	Variance	Forecast at end Q3	Budget	Variance	
Logist 2 logistical services 16,400 17,471 -1,071 20,899 23,294 -2,385 Marketing & special event services 10,154 11,947 -1,793 14,000 15,986 -1,985 Total 116,4375 173,817 216,509 233,946 -1,437 Cest of Goods sold 72,743 74,708 1,965 95,012 99,654 4,642 Cost of apprational staff Salaries (incl taxes) 41,670 45,149 3,479 55,560 60,199 4,639 Associated pension costs 2,083 2,276 113,321 2,040 3,206 110,320 27,654 -1,978 Directors and consultants bonus* 6,250 9,030 2,788 3,010 232 27,654 -1,978 Gross profit 12,157 17,911 -6,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure 3,100 4,132 1,032 4,100 5,510 1,410 </td <td>Sales under "buy-sell" agreements</td> <td>75,774</td> <td>78,665</td> <td>-2,891</td> <td>99,032</td> <td>104,874</td> <td>-5,842</td>	Sales under "buy-sell" agreements	75,774	78,665	-2,891	99,032	104,874	-5,842	
Marketing & special event services 10.154 11.947 -1.793 14.000 15.986 -1.986 Total 164.375 175,912 -11.537 216,509 233,946 -17,487 Cost of Goods sold 72,743 74,708 1.965 95,012 99,654 4,642 Cost of services provided 10.154 1.965 95,012 99,654 4,642 Cost of services and operational staff Salaries (incl taxes) Associated perational staff Salaries (incl taxes) 4,639 2,2765 10,194 2,2765 10,277 3,010 232 Directors and consultrats bonus* 6,250 9,030 2,780 8,834 12,040 3,266 Other direct costs 6,521 6,117 -404 8,567 8,156 -411 Total 79,475 83,293 3,818 106,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 <th< td=""><td>Agency Contracts and Commission</td><td>62,047</td><td>67,829</td><td>-5,782</td><td>82,578</td><td>89,792</td><td>-7,214</td></th<>	Agency Contracts and Commission	62,047	67,829	-5,782	82,578	89,792	-7,214	
Total 164,375 175,912 -11,837 216,509 233,946 -17,437 Cost of Goods sold 72,743 74,708 1,965 95,012 99,654 4,642 Cost of Goods sold 72,743 74,708 1,965 95,012 99,654 4,642 Cost of services provided 0 173 2,778 3,010 232 Directors and operational staff Statries (incl taxes) 2,083 2,256 173 2,778 3,010 2,326 Cost of Coods sold 22,951 20,741 -4,210 29,632 27,654 -1,976 Other direct costs 6,520 9,030 2,780 8,353 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786	Legal & Logistical services	16,400	17,471	-1,071	20,899	23,294	-2,395	
Cost of Goods sold 72,743 74,708 1,965 95,012 99,654 4,642 Cost of Services provided Directors and operational staff Salaries (incl taxes) 41,670 45,149 3,473 55,560 60,199 4,639 Associated pension costs 2,083 2,256 173 2,778 3,010 232 Directors and consultants bonus* 6,250 9,030 2,770 8,834 12,040 3,206 Client marketing 22,251 20,714 -2,210 29,654 -4,615 Other direct costs 6,521 6,117 -404 8,567 8,156 -4,111 Total 79,475 83,293 3,818 106,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 1	Marketing & special event services	10,154	11,947	-1,793	14,000	15,986	-1,986	
Cost of services provided Herican Statif Salaries (incl taxes) 41,670 45,149 3,479 55,560 60,199 4,639 Associated pension costs 2,083 2,265 173 2,776 3,010 232 Directors and consultants bonus* 6,250 9,030 2,780 8,834 12,040 3,265 Cilent marketing 22,951 20,741 -2,210 29,652 27,654 -1,978 Other direct costs 6,521 6,117 -404 3,567 8,156 -4111 Total 79,475 83,293 3,818 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 5,786 1,506 Premises 2,608	Total	164,375	175,912	-11,537	216,509	233,946	-17,437	
Directors and operational staff Salaries (incl taxes) 41,670 45,149 3,479 55,560 60,199 4,639 Associated pension costs 2,083 2,256 173 2,778 3,010 232 Directors and consultants bonus* 6,250 9,030 2,780 8,834 12,040 3,206 Other direct costs 6,521 6,117 -404 8,567 8,156 -411 Total 79,475 83,293 3,618 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 2,766 1,506 Promises 2,2597 2,597 0 3,462 3,462 0 Utilities 2,597 2,363 1,001	Cost of Goods sold	72,743	74,708	1,965	95,012	99,654	4,642	
Associated persion costs 2.083 2.256 173 2.778 3.010 232 Directors and consultants bonus* 6.250 9.030 2.780 8.834 12.040 3.206 Cilent marketing 22.951 20.741 -22.10 22.651 9.173 2.778 3.010 2326 Ciber direct costs 6.521 6.117 -404 8.567 8.156 -411 Total 79.475 83.293 3.818 105.371 111.059 5.688 Gross profit 12.157 17.911 -5.754 16.126 23.233 -7.107 Interest received 18 20 -2 26 30 -4 Expenditure 3.100 4.132 1.032 4.100 5.510 1.410 Associated pension costs 3.55 207 52 180 276 96 Total 3.255 4.339 1.084 4.280 5.786 1.506 Premises 2.698 2.248 -450 3.597 2.997 -600 Other centals 2.597 2.5	Cost of services provided							
Directors and consultants bonus* 6,250 9,030 2,780 8,834 12,040 3,206 Cilent marketing 22,951 20,741 -2,210 29,632 27,654 -1,976 Other direct costs 6,521 6,171 -404 8,567 8,156 -411 Total 79,475 83,293 3,818 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure Sataries 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,766 1,506 Premises 2,2597 2,597 0 3,462 3,462 0 Other pensies expenses (incl mgmt fees) 2,597 2,597 2,960	Directors and operational staff Salaries (incl taxes)	41,670	45,149	3,479	55,560	60,199	4,639	
Directors and consultants bonus* 6,250 9,030 2,780 8,834 12,040 3,206 Client marketing 22,951 20,741 -2,210 29,632 27,654 -1,978 Other direct costs 6,521 6,117 -404 8,567 8,156 -411 Total 79,475 83,293 3,818 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,223 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure Sataries 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 2,2597 2,399 1,084 4,280 5,786 1,500 Varehouse rental 2,220 2,220 0 2,960 0 0 Other pensies expenses (incl mgmt fees) 2,597 2,597 0	Associated pension costs	2,083	2,256	173	2,778	3,010	232	
Other direct costs $6,521$ $6,117$ -404 $8,567$ $8,156$ -411 Total 79,475 $83,293$ $3,818$ $105,371$ $111,059$ $5,688$ Gross profit 12,157 17,911 $-5,754$ 16,126 $23,233$ $-7,107$ Interest received 18 20 -2 26 30 -4 Expenditure Salaries Support staff salaries (incl taxes) $3,100$ $4,132$ $1,032$ $4,100$ $5,510$ $1,410$ Associated pension costs $3,255$ $4,339$ $1,064$ $4,280$ $5,766$ $1,506$ Premises Warehouse rental $2,220$ $2,220$ 0 $2,960$ 0 Other pensise sexpenses (incl mgmt fees) $2,698$ $2,248$ -450 $3,597$ $2,997$ -603 Other admin and operating costs 668 672 4 891 897 6 Depreciation 24 24 0 375 375	•	6,250	9,030	2,780	8,834	12,040	3,206	
Total 79,475 83,293 3,818 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure Sataries Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 2,76 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises 2,597 0 3,462 0 0 2,693 2,960 0 2,693 2,960 2,960 0 2,693 2,960 0 2,693 2,960 0 2,597 0 3,462 0 0 1,014 -87 600 0 0 1,633 -667 0 3,653 7,750 -603 11,020 10,333 -667 0 3,75	Client marketing	22,951	20,741	-2,210	29,632	27,654	-1,978	
Total 79,475 83,293 3,818 105,371 111,059 5,688 Gross profit 12,157 17,911 -5,754 16,126 23,233 -7,107 Interest received 18 20 -2 26 30 -4 Expenditure Sataries Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises 2,597 0 2,960 2,960 0 2,696 0 0 2,698 2,969 0 2,698 2,969 0 1,032 4,1020 10,333 -667 Other premises expenses (incl mgmt fees) 2,597 2,597 0 3,462 0 0 2,597 2,960 10,033 -667 10,033 -667 0 3,53 1,001 914 -67	•							
Interest received 18 20 -2 26 30 -4 Expenditure Salaries Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Premises 3,255 4,339 1,084 4,280 5,786 1,506 Premises Utilities 2,220 2,220 0 2,960 2,960 0 Othice Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 0 375 375 0 Causeway Bay office 278 578 0	Total			3,818			5,688	
Expenditure Salaries Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises Warehouse rental 2,220 2,220 2,960 0 Office Rentals 2,957 2,960 2,960 0 Utilities 2,220 2,240 3,255 4,339 1,064 3,660 0 Other Rentals 2,242 4 4 897 6 Other admin and operating costs 668 672 4 <th co<="" td=""><td>Gross profit</td><td>12,157</td><td>17,911</td><td>-5,754</td><td>16,126</td><td>23,233</td><td>-7,107</td></th>	<td>Gross profit</td> <td>12,157</td> <td>17,911</td> <td>-5,754</td> <td>16,126</td> <td>23,233</td> <td>-7,107</td>	Gross profit	12,157	17,911	-5,754	16,126	23,233	-7,107
Salaries Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises Warehouse rental 2,220 2,220 0 2,960 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 0 Other Rentals 2,698 2,248 -455 1,001 914 -87 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 0 375 375 0 Mator whicles 360 360 360 360 371 771 0 Parenetion 281 281 0 375 375 0 Mator whicles 360 360 3	Interest received	18	20	-2	26	30	-4	
Support staff salaries (incl taxes) 3,100 4,132 1,032 4,100 5,510 1,410 Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises Warehouse rental 2,220 2,220 0 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -4500 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 0 375 375 0 Gauseway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 32 32 0 Motor vehicles 1243 1,243 0 1,658 </td <td>•</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	•							
Associated pension costs 155 207 52 180 276 96 Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises Warehouse rental 2,220 2,220 0 2,960 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 Other premises expenses (incl mgmt fees) 2,698 2,248 -450 3,597 2,997 -600 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 281 0 375 375 0 Reuseway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 242 0 322 32 0 Furniture, fittings and equipment 24 24 0 32 32 0 Bank charges and interest 273 54 -219 135 72		3 100	4 132	1 032	4 100	5 510	1 410	
Total 3,255 4,339 1,084 4,280 5,786 1,506 Premises Warehouse rental 2,220 2,220 0 2,960 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 838 685 -153 1,001 914 -87 Total 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 0 3755 375 0 Causeway Bay office 578 578 0 7711 771 0 Plant and machinery 281 281 0 3755 375 0 Motor vehicles 360 360 0 480 480 0 0 Furniture, fittings and equipment 24 24 0 32 32<		,		-			-	
Warehouse rental 2,220 2,220 0 2,960 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 2481 281 0 375 375 0 Clauseway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 273 54 -219 135 72 -63 Bank charges and interest 273 54 -219 135 72 -63 <tr< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr<>								
Warehouse rental 2,220 2,220 0 2,960 2,960 0 Office Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 2481 281 0 375 375 0 Clauseway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 273 54 -219 135 72 -63 Bank charges and interest 273 54 -219 135 72 -63 <tr< td=""><td>Providence</td><td></td><td></td><td></td><td></td><td></td><td></td></tr<>	Providence							
Office Rentals 2,597 2,597 0 3,462 3,462 0 Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 838 685 -153 1,001 914 -87 Total 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation Causeway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 </td <td></td> <td>0.000</td> <td>0.000</td> <td>•</td> <td>0.000</td> <td>0.000</td> <td>•</td>		0.000	0.000	•	0.000	0.000	•	
Utilities 2,698 2,248 -450 3,597 2,997 -600 Other premises expenses (incl mgmt fees) 838 685 -153 1,001 914 -87 Total 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 281 281 281 0 375 375 0 Causeway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762 </td <td></td> <td>,</td> <td>,</td> <td></td> <td>,</td> <td></td> <td>-</td>		,	,		,		-	
Other premises expenses (incl mgmt fees) 838 685 -153 1,001 914 -87 Total 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 771 771 771 0 914 -87 Causeway Bay office 578 678 672 4 891 897 6 Depreciation 281 281 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
Total 8,353 7,750 -603 11,020 10,333 -687 Other admin and operating costs 668 672 4 891 897 6 Depreciation 0 771 771 0 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 322 32 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762								
Other admin and operating costs 668 672 4 891 897 6 Depreciation Causeway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762					,			
Depreciation Causeway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 0 375 375 0 Motor vehicles 360 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Total	8,353	7,750	-603	11,020	10,333	-087	
Causeway Bay office 578 578 0 771 771 0 Plant and machinery 281 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Other admin and operating costs	668	672	4	891	897	6	
Plant and machinery 281 281 281 0 375 375 0 Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Depreciation							
Motor vehicles 360 360 0 480 480 0 Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Causeway Bay office	578	578	0	771	771	0	
Furniture, fittings and equipment 24 24 0 32 32 0 Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Plant and machinery	281	281	0	375	375	0	
Total 1,243 1,243 0 1,658 1,658 0 Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Motor vehicles	360	360	0	480	480	0	
Bank charges and interest 273 54 -219 135 72 -63 Total expenditure 13,792 14,058 266 17,984 18,746 762	Furniture, fittings and equipment	24	24	0	32	32	0	
Total expenditure 13,792 14,058 266 17,984 18,746 762	Total	1,243	1,243	0	1,658	1,658	0	
	Bank charges and interest	273	54	-219	135	72	-63	
Total profit/(loss) -1,617 3,873 5,490 -1,832 4,517 6,349	Total expenditure	13,792	14,058	266	17,984	18,746	762	
	Total profit/(loss)	-1,617	3,873	5,490	-1,832	4,517	6,349	

* a 20% bonus is usually accrued on a quarterly basis for the purposes of management accounts, however due to the performance to Q3 this has been reduced to 15% for forecast purposes

