| | A | В | С | D | Е | F | G | Н | I | J | K |
|----|--------|-----------------|-------------|-------------|----------|------|---|---|---|---|---|
| 1 | APPEND | IX 1: MAN | AGEMENT | ACCOUN | ITS ANAL | YSIS | | | | | |
| 2 | | | | | | | | | | | |
| 3 | | Revenue | <u>2019</u> | <u>2018</u> | | | | | | | |
| 4 | | | £000 | £000 | change | % | | | | | |
| 5 | | D&I | 6894 | 6184 | 710 | 11 | | | | | |
| 6 | | I&M | 1391 | 1029 | 362 | 35 | | | | | |
| 7 | | Total | 8285 | 7213 | 1072 | 15 | | | | | |
| 8 | | | | | | | | | | | |
| 9 | | Mix % | | | | | | | | | |
| 10 | | D&I | 83 | 86 | -3 | | | | | | |
| 11 | | I&M | 17 | 14 | 3 | | | | | | |
| 12 | | | | | | | | | | | |
| 13 | | D&I | | | | | | | | | |
| 14 | | SItes | 102 | 88 | 14 | 16 | | | | | |
| 15 | | Av Fee Site | 67.6 | 70.3 | -3 | -4 | | | | | |
| 16 | | Tender | 225 | 204 | 21 | 10 | | | | | |
| 17 | | Tender % | 45 | 43 | 2 | | | | | | |
| 18 | | | | | | | | | | | |
| 19 | | I&M | | | | | | | | | |
| 20 | | I - Rev | 716 | 496 | 220 | 44 | | | | | |
| 21 | | I - Sites | 1494 | 1067 | 427 | 40 | | | | | |
| 22 | | I - Fee/site | 0.479 | 0.465 | 0 | 3 | | | | | |
| 23 | | | | | | | | | | | |
| 24 | | M - Rev | 675 | 533 | 142 | 27 | | | | | |
| 25 | | M - Sites | 595 | 488 | 107 | 22 | | | | | |
| 26 | | M - Fee/site | 1.13 | 1.09 | 0.04 | 4 | | | | | |
| 27 | | | | | | | | | | | |
| 28 | | Total site | 2089 | 1555 | 534 | 34 | | | | | |
| 29 | | Total | | | | | | | | | |
| 30 | | Fee / site | 0.666 | 0.662 | 0 | 1 | | | | | |
| 31 | | | | | | | | | | | |
| 32 | | | | | | | | | | | |
| 33 | | cos | | | | | | | | | |
| 34 | | Design | 423 | 399 | 24 | 6 | | | | | |
| 35 | | Equip | 3874 | 3369 | 505 | 15 | | | | | |
| 36 | | Install | 742 | 677 | 65 | 10 | | | | | |
| 37 | | Surface | 573 | 448 | 125 | 28 | | | | | |

| 38 | | | 5610 | 4000 | | | | | | | |
|--|--|--|---|--|--|---|---|---|---|---|--|
| | | 1034 | 5612 | 4893 | 226 | 22 | | | | | |
| 39 | | I&M | 942 | 714 | 228 | 32 | | | | | |
| 40 | | | 6554 | 5607 | 948 | 17 | | | | | |
| 41 | | | | | | | | | | | |
| 42 | | | | | | | | | | | |
| 43 | | GP | | | | | | | | | |
| 44 | | D&I | 1281 | 1291 | -10 | -1 | | | | | |
| 45 | | % | 18.6 | 20.9 | -2.3 | | | | | | |
| 46 | | I&M | 449 | 315 | 134 | 42 | | | | | |
| 47 | | % | 32.2 | 30.6 | 1.6 | | | | | | |
| 48 | | Total | 1730 | 1606 | 124 | 8 | | | | | |
| 49 | | % | 20.9 | 22.3 | -1.4 | | | | | | |
| 50 | | | | | | | | | | | |
| 51 | | OP | 531 | 542 | -11 | -2 | | | | | |
| 52 | | % | 6.4 | 7.5 | -1.1 | | | | | | |
| 53 | | | | | | | | | | | |
| 54 | | | | | | | | | | | |
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| 56 | | | | | | | | | | | |
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| | 0.4 D | | | | | | | | | | |
| | 2.1 Reve | | s increased | impressive | elv by £1.0 | 72k (15%) | to £8.285 | k which is | impressive | e given the | e flat marke |
| 58 | Overall, r | evenue has | s increased ee's focus o | | | | | | | | |
| 58 59 | Overall, r | evenue has | | | | | | | | | |
| 58 59 | Overall, r and is du | e to Playfre | ee's focus o | n leisure, s | schools and | d nurseries | which are | e the grow | th areas of | the marke | et. |
| 58 59 60 | Overall, r and is du D&I rever of sites h site declii | revenue has e to Playfre nue has inc as increase ned £2.7k (| | sonably by to 102 as a 6k as the f | £710k (11 result of the | %) to £6,8 ne 2% rise | 94k due to in tender ng the ten | o the new l | eisure corte. Howev | the markettracts. The | et. e number e fee per |
| 58 59 60 61 | Overall, r and is du D&I rever of sites h site declii | revenue has e to Playfre nue has inc as increase ned £2.7k (| creased reased by 16% to £67. | sonably by to 102 as a 6k as the f | £710k (11 result of the | %) to £6,8 ne 2% rise | 94k due to in tender ng the ten | o the new l | eisure corte. Howev | the markettracts. The | et. e number e fee per |
| 558 559 660 661 | Overall, r and is du D&I reveror sites have decline leisure we following | nue has increase ned £2.7k (ork is generate nue increase increased sincreased | creased reased by 16% to £67. | sonably by to 102 as a 6k as the fivalue than cally by £3 governmen | £710k (11 result of the was reconstant of the schools a 62k (35%) t focus on | %) to £6,8 ne 2% rise duced durind other w | 94k due to in tender ng the tenork. | o the new success rader proces 40% increverage fee | eisure cor te. Howev s. This is o | tracts. The er, averagelespite the | e number e fee per e fact that |
| 58 59 60 61 62 63 | Overall, r and is du D&I reveror sites have decline leisure we following | nue has increase ned £2.7k (ork is generate nue increase increased sincreased | creased reased by 16% to 4%) to £67. rally higher seed dramatis social and g | sonably by to 102 as a 6k as the fivalue than cally by £3 governmen | £710k (11 result of the was reconstant of the schools a 62k (35%) t focus on | %) to £6,8 ne 2% rise duced durind other w | 94k due to in tender ng the tenork. | o the new success rader proces 40% increverage fee | eisure cor te. Howev s. This is o | tracts. The er, averagelespite the | e number e fee per e fact that |
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| 71 | | | | | | | | | | | |
|--|--|--------------|----------------------------|--|--|-----------------------------|---|------------------------|--------------|--------------|-----------|
| 72 | Gross pro | ofit has inc | reased by | a modest £ | 124k (8%) | to £1,730k | with a ma | rgin decline | e of 1.4%. | | |
| 73 | | | | | | | | | | | |
| 74 | despite s | trong revei | nue growth | tingly declir . This is du for the indu | ie to the lov | | | | | | |
| 75 | | | | | | | | | | | |
| 76 | | | increased s ew IT equip | slightly by £ | 24k (6%) v | which is low | ver than the | e increase | in revenue | which show | ws the |
| 77 | | | | | | | | | | | |
| 78 | | | | ubstantially uired for th | | | to further s | upplier prid | ce increase | s and poss | sibly due |
| 79 | | | | | | | | | | | |
| 80 | scrapping | g of the old | l machinery | d dramatica y. The is a d s not been | one-off iten | n and GPM | would onl | y have falle | | | |
| 81 | | | | | | | | | | | |
| 82 | | | | l impressive t the negati | | | | | improvem | nent of 1.6% | % to |
| 83 | | | | | | | | | | | |
| 84 | 2.3 Oper | ating Prof | it . | | | | | I. | I. | | |
| 85 | | | | | | | | | | | |
| 86 | | | | appointingly 2%) in Prer | | | | | | | |
| 87 | | | | | | | | | | | |
| 88 | 2.4 Warr | anty | | | | | | | | | |
| 89 | | | | | | | | | | | |
| | | | | | | | | | | 6 of total w | arranty |
| 90 | | | | n an extra £ nt in the coi | | tallation co full year p | | | nts for 2.7% | | |
| | | | | | | | | | nts for 2.7% | | |
| 91 | costs so | is not over | ly significar | | ntext of the | e full year p | erformance | e. · | | outed to the | e fall in |
| 91 | costs so There wil | is not over | ly significar | nt in the co | ntext of the | e full year p | erformance | e. · | | outed to the | e fall in |
| 91 92 93 | There will OPM. | is not overl | ly significar | nt in the co | ntext of the | rocessing t | erformance he claims v | which will h | ave contrib | buted to the | e fall in |
| 91 92 93 | There will OPM. | is not overl | ly significar | nt in the con | ntext of the | rocessing t | erformance he claims v | which will h | ave contrib | outed to the | e fall in |
| 91 92 93 94 95 | There will OPM. The impa | I also have | e been som | nt in the con | me spent positions manufacture | rocessing to | he claims verent of the | which will he warranty | period. | could leave | |
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| 102 | 2.5 Cond | clusions | · | * | | ' | | | ' | | |
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| 03 | | | | | | | | | | | |
| 04 | | | | ed impressiv an increase | |)72k (15%) | to £8,285 | k which is i | mpressive | given the f | lat market |
| 105 | | | | | | | | | | | |
| 106 | was the | stronger di | vision and | 10k (11%) to increased d sed social a | Iramatically | / by £362k | (35%) to £ | 1,391k due | e to a 40% | acts. I&M r increase ir | evenue n the |
| 107 | | | | | | | | | | | |
| 108 | | | | a modest £ ly declining | | | | | | This was a | result of |
| 09 | | | | | | | | | | | |
| 110 | Operatin | g profit has | fallen dis | appointingly | by £11k (2 | 2%) to £53 | 1k with a n | nargin decli | ine of 1.1% | to 6.4%. | <u>I</u> |
| 111 | | | | | | | | | | | |
| 112 | costs so | is not over | ly significa | in an extra £ int in the cor future claim | ntext of the | full year p | erformanc | e. Playfree | should rec | 6 of total w onsider wh | arranty nether a |
| 13 | | | | | | | | | | | |
| | 2.6 Reco | | | | | | | | | | |
| 114 | | ommenaat | ions | | | | | | | | |
| _ | Increase Increase Seek D& | fee to futu I&M prices | re leisure o | | | | | | | | |
| 15 | Increase Increase Seek D& Find alte | fee to futu I&M prices | re leisure of street from new opliers | | | | | | | | |
| 1115 | Increase Increase Seek D& Find alte | fee to futu I&M prices I business rnative sup | re leisure of street from new opliers | | | | | | | | |
| 115 | Increase Increase Seek D& Find alte | fee to futu I&M prices I business rnative sup | re leisure of street from new opliers | | | | | | | | |
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| 1115 1116 1117 1118 1119 | Increase Increase Seek D& Find alte | fee to futu I&M prices I business rnative sup | re leisure of street from new opliers | | | | | | | | |
| 1114 1115 1116 1118 1119 1120 1121 | Increase Increase Seek D& Find alte | fee to futu I&M prices I business rnative sup | re leisure of street from new opliers | | | | | | | | |
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