

A Custom Profit & Loss For Agencies

2022/2023 YTD vs YTD budget

	2022/2023 (YTD)	Budget (YTD)	This year vs budget YTD	This year vs budget (% YTD)
Fee Income	322,902	320,000	2,902	0.91%
Recharges	18,168	16,000	2,168	13.55%
Gross Revenue	341,070	336,000	5,070	1.51%
Direct Costs	15,463	13,600	1,863	13.7%
Net Revenue	325,607	322,400	3,207	0.99%
Net Revenue Margin (%)	95.47%	95.95%	-0.49%	-0.51%
Direct Payroll Costs	136,424	140,000	(3,576)	-2.55%
Direct Freelancers	20,521	18,400	2,121	11.53%
Direct Staff	156,945	158,400	(1,455)	-0.92%
Direct Staff Costs Ratio	48.2%	49.13%	-0.93%	-1.89%
Revenue to Direct Staff Costs Cover	2.07 times	2.04 times	0.04 times	1.93%
Freelance Flex (%)	13.08%	11.62%	1.46%	12.56%
Contribution	168,662	164,000	4,662	2.84%
Contribution Margin (%)	51.8%	50.87%	0.93%	1.83%
Support Staff	1,500	0		
Directors' Remuneration	40,000	40,000	0	0.0%
Premises Costs	49,088	46,400	2,688	5.79%
Advertising & Marketing	14,275	13,600	675	4.96%
Professional Fees	8,000	7,200	800	11.11%
Entertainment & Travel	7,258	7,200	58	0.81%
General & Administrative	15,852	17,600	(1,748)	-9.93%
Overheads	135,973	132,000	3,973	3.01%
Overhead Cost Ratio (%)	41.76%	40.94%	0.82%	2.0%
EBITDA	32,689	32,000	689	2.15%
Depreciation & Amortisation	4,449	4,800	(351)	-7.31%
Operating Profit	28,240	27,200	1,040	3.82%
Operating Profit Margin (%)	8.67%	8.44%	0.24%	2.8%
Taxation	13,251			
Earnings After Tax	14,989			
Retained Income	14,989			