

IHAR

Forecast: IHAR YEAR 4 AND 5

Profit and Loss - May 21 to Apr 22

	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	Total
Sales	100,014,895	104,816,996	109,859,202	115,153,518	120,712,550	126,549,533	132,678,366	139,113,640	145,870,678	152,965,568	160,415,202	168,237,318	1,576,387,6
HSH Products & Services	96,042,014	100,844,115	105,886,321	111,180,637	116,739,669	122,576,652	128,705,485	135,140,759	141,897,797	148,992,687	156,442,321	164,264,437	1,528,712,1
SYF Products & Services	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	47,674,572
Direct Costs	325,336	325,336	325,336	325,336	325,336	325,336	325,336	325,336	325,336	325,336	325,336	325,336	3,904,032
Consultancy direct costs	214,852	214,852	214,852	214,852	214,852	214,852	214,852	214,852	214,852	214,852	214,852	214,852	2,578,224
Direct Product Development	110,484	110,484	110,484	110,484	110,484	110,484	110,484	110,484	110,484	110,484	110,484	110,484	1,325,808
Direct Staff Costs	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	1,687,784
Direct Labor costs	123,376	123,376	123,376	123,376	123,376	123,376	123,376	123,376	123,376	123,376	123,376	123,376	1,480,512
Employer NI	12,338	12,338	12,338	12,338	12,338	12,338	12,338	12,338	12,338	12,338	12,338	12,338	148,051
Employer Pension	4,935	4,935	4,935	4,935	4,935	4,935	4,935	4,935	4,935	4,935	4,935	4,935	59,220
Gross Profit	99,548,910	104,351,01	109,393,21	114,687,53	120,246,56	126,083,54	132,212,38	138,647,65	145,404,69	152,499,58	159,949,21	167,771,33	1,570,795,1
Operating Costs	80,379,699	84,221,380	88,255,144	92,490,598	96,937,823	101,607,410	106,510,476	111,658,695	117,064,326	122,740,237	128,699,945	134,957,638	1,265,523,1
HSH & CO costs	76,833,611	80,675,292	84,709,056	88,944,510	93,391,735	98,061,322	102,964,388	108,112,607	113,518,238	119,194,149	125,153,857	131,411,550	1,222,970,1
SYF & CO costs	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	38,139,660
Operating Outsourcing	118,725	118,725	118,725	118,725	118,725	118,725	118,725	118,725	118,725	118,725	118,725	118,725	1,424,700
Operating expenses	249,058	249,058	249,058	249,058	249,058	249,058	249,058	249,058	249,058	249,058	249,058	249,058	2,988,696
Operating Staff Costs	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	2,018,484
Operational Staff	147,550	147,550	147,550	147,550	147,550	147,550	147,550	147,550	147,550	147,550	147,550	147,550	1,770,600
Employer NI	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	177,060
Employer Pension	5,902	5,902	5,902	5,902	5,902	5,902	5,902	5,902	5,902	5,902	5,902	5,902	70,824
Operating Profit	19,001,004	19,961,424	20,969,866	22,028,728	23,140,535	24,307,931	25,533,698	26,820,753	28,172,160	29,591,139	31,081,065	32,645,488	303,253,79
Tax	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	54,585,683
Corporation Tax	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	4,548,807	54,585,683
Profit After Tax	14,452,197	15,412,617	16,421,059	17,479,921	18,591,728	19,759,124	20,984,891	22,271,946	23,623,353	25,042,332	26,532,258	28,096,681	248,668,11
Retained Profit	14,452,197	15,412,617	16,421,059	17,479,921	18,591,728	19,759,124	20,984,891	22,271,946	23,623,353	25,042,332	26,532,258	28,096,681	248,668,11

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Forecast: IHAR YEAR 4 AND 5

Profit and Loss - May 22 to Apr 23

	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	Total
Sales	176,450,540	185,074,423	194,129,500	203,637,331	213,620,553	224,102,937	235,109,440	246,666,268	258,800,937	271,542,340	284,920,813	298,968,210	2,793,023,1
HSH Products & Services	172,477,659	181,101,542	190,156,619	199,664,450	209,647,672	220,130,056	231,136,559	242,693,387	254,828,056	267,569,459	280,947,932	294,995,329	2,745,348,1
SYF Products & Services	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	3,972,881	47,674,572
Direct Costs	543,246	543,246	543,246	543,246	543,246	543,246	543,246	543,246	543,246	543,246	543,246	543,246	6,518,952
Consultancy direct costs	322,278	322,278	322,278	322,278	322,278	322,278	322,278	322,278	322,278	322,278	322,278	322,278	3,867,336
Direct Product Development	220,968	220,968	220,968	220,968	220,968	220,968	220,968	220,968	220,968	220,968	220,968	220,968	2,651,616
Direct Staff Costs	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	3,375,567
Direct Labor costs	246,752	246,752	246,752	246,752	246,752	246,752	246,752	246,752	246,752	246,752	246,752	246,752	2,961,024
Employer NI	24,675	24,675	24,675	24,675	24,675	24,675	24,675	24,675	24,675	24,675	24,675	24,675	296,102
Employer Pension	9,870	9,870	9,870	9,870	9,870	9,870	9,870	9,870	9,870	9,870	9,870	9,870	118,441
Gross Profit	175,625,99	184,249,88	193,304,95	202,812,78	212,796,01	223,278,39	234,284,89	245,841,72	257,976,39	270,717,79	284,096,27	298,143,66	2,783,128,1
Operating Costs	141,895,998	148,795,105	156,039,166	163,645,431	171,632,009	180,017,916	188,823,118	198,068,581	207,776,319	217,969,438	228,672,217	239,910,934	2,243,246,1
HSH & CO costs	137,982,127	144,881,234	152,125,295	159,731,560	167,718,138	176,104,045	184,909,247	194,154,710	203,862,448	214,055,567	224,758,346	235,997,063	2,196,279,1
SYF & CO costs	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	3,178,305	38,139,660
Operating Outsourcing	237,450	237,450	237,450	237,450	237,450	237,450	237,450	237,450	237,450	237,450	237,450	237,450	2,849,400
Operating expenses	498,116	498,116	498,116	498,116	498,116	498,116	498,116	498,116	498,116	498,116	498,116	498,116	5,977,392
Operating Staff Costs	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	4,036,968
Operational Staff	295,100	295,100	295,100	295,100	295,100	295,100	295,100	295,100	295,100	295,100	295,100	295,100	3,541,200
Employer NI	29,510	29,510	29,510	29,510	29,510	29,510	29,510	29,510	29,510	29,510	29,510	29,510	354,120
Employer Pension	11,804	11,804	11,804	11,804	11,804	11,804	11,804	11,804	11,804	11,804	11,804	11,804	141,648
Operating Profit	33,393,585	35,118,361	36,929,377	38,830,943	40,827,587	42,924,064	45,125,365	47,436,730	49,863,661	52,411,945	55,087,639	57,896,319	535,845,57
Tax	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	96,452,203
Corporation Tax	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	8,037,684	96,452,203
Profit After Tax	25,355,901	27,080,677	28,891,693	30,793,259	32,789,903	34,886,380	37,087,681	39,399,046	41,825,977	44,374,261	47,049,955	49,858,635	439,393,37
Retained Profit	25,355,901	27,080,677	28,891,693	30,793,259	32,789,903	34,886,380	37,087,681	39,399,046	41,825,977	44,374,261	47,049,955	49,858,635	439,393,37

IHAR

Forecast: IHAR YEAR 4 AND 5

Balance Sheet - May 21 to Apr 22

	Op Bal	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22
Fixed Assets	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489
Intangible Assets	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278
Tangible Assets	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211
Current Assets	24,945,978	120,017,874	125,780,395	131,831,042	138,184,222	144,855,060	151,859,440	159,214,039	166,936,368	175,044,814	183,558,682	192,498,242	201,884,782
Trade Debtors	24,945,978	120,017,874	125,780,395	131,831,042	138,184,222	144,855,060	151,859,440	159,214,039	166,936,368	175,044,814	183,558,682	192,498,242	201,884,782
Bank Accounts	362,079,972	291,503,026	314,366,003	338,381,483	351,435,321	377,931,566	405,761,980	420,912,516	451,614,725	444,072,807	602,518,129	497,221,673	534,580,722
Main Bank Account	362,079,972	291,503,026	314,366,003	338,381,483	351,435,321	377,931,566	405,761,980	420,912,516	451,614,725	444,072,807	602,518,129	497,221,673	534,580,722
Total Current Assets	387,025,95	411,520,90	440,146,39	470,212,52	489,619,54	522,786,62	557,621,42	580,126,55	618,551,09	619,117,62	786,076,81	689,719,91	736,465,50
Current Liabilities	135,083,940	145,126,693	158,339,573	171,984,641	173,911,737	188,487,092	203,562,761	205,083,006	221,235,597	198,178,770	340,095,628	217,206,474	235,855,382
Trade Creditors	91,442,190	96,846,042	101,456,059	106,296,576	111,379,121	116,715,791	122,319,295	128,202,974	134,380,837	140,867,594	288,546,282	154,830,337	162,339,569
Corporation Tax	39,788,594	44,337,401	48,886,208	53,435,015	57,983,822	62,532,629	67,081,436	71,630,243	76,179,049	40,939,262	45,488,069	50,036,876	54,585,683
VAT	3,810,091	3,861,972	7,916,028	12,171,772	4,467,517	9,157,395	14,080,752	5,168,511	10,594,433	16,290,636	5,979,999	12,257,983	18,848,852
PAYE/NI Payable	43,065	81,278	81,278	81,278	81,278	81,278	81,278	81,278	81,278	81,278	81,278	81,278	81,278
Net Current Assets	251,942,01	266,394,20	281,806,82	298,227,88	315,707,80	334,299,53	354,058,65	375,043,55	397,315,49	420,938,85	445,981,18	472,513,44	500,610,12
Total Assets less Current Liabilities	252,528,49	266,980,69	282,393,31	298,814,37	316,294,29	334,886,02	354,645,14	375,630,03	397,901,98	421,525,33	446,567,67	473,099,93	501,196,61
Non-current Liabilities	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Assets	252,528,49	266,980,69	282,393,31	298,814,37	316,294,29	334,886,02	354,645,14	375,630,03	397,901,98	421,525,33	446,567,67	473,099,93	501,196,61
Capital and Reserves	252,528,49	266,980,69	282,393,31	298,814,37	316,294,29	334,886,02	354,645,14	375,630,03	397,901,98	421,525,33	446,567,67	473,099,93	501,196,61
P&L Reserves	252,528,499	266,980,696	282,393,314	298,814,373	316,294,295	334,886,023	354,645,148	375,630,039	397,901,985	421,525,339	446,567,671	473,099,930	501,196,611

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Forecast: IHAR YEAR 4 AND 5

Balance Sheet - May 22 to Apr 23

	Op Bal	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23
Fixed Assets	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489	586,489
Intangible Assets	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278	580,278
Tangible Assets	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211	6,211
Current Assets	201,884,782	211,740,648	222,089,308	232,955,400	244,364,797	256,344,664	268,923,524	282,131,328	295,999,522	310,561,124	325,850,808	341,904,976	358,761,852
Trade Debtors	201,884,782	211,740,648	222,089,308	232,955,400	244,364,797	256,344,664	268,923,524	282,131,328	295,999,522	310,561,124	325,850,808	341,904,976	358,761,852
Bank Accounts	534,580,722	554,740,650	594,936,494	637,202,069	660,181,972	706,902,645	756,019,292	782,764,565	837,038,545	839,500,480	1,120,588,1	933,622,513	999,851,222
Main Bank Account	534,580,722	554,740,650	594,936,494	637,202,069	660,181,972	706,902,645	756,019,292	782,764,565	837,038,545	839,500,480	1,120,588,1	933,622,513	999,851,222
Total Current Assets	736,465,50	766,481,29	817,025,80	870,157,46	904,546,76	963,247,30	1,024,942,1	1,064,895,1	1,133,038,1	1,150,061,1	1,446,438,1	1,275,527,1	1,358,613,1
Current Liabilities	235,855,382	240,515,274	263,979,101	288,219,075	291,815,116	317,725,753	344,534,880	347,400,276	376,143,403	351,340,964	603,344,021	385,382,632	418,609,582
Trade Creditors	162,339,569	170,927,093	179,206,021	187,898,894	197,026,412	206,610,306	216,673,394	227,239,637	238,334,192	249,983,478	512,198,699	275,058,556	288,545,016
Corporation Tax	54,585,683	62,623,367	70,661,050	78,698,734	86,736,418	94,774,101	102,811,785	110,849,468	118,887,152	72,339,152	80,376,836	88,414,519	96,452,203
VAT	18,848,852	6,802,259	13,949,474	21,458,891	7,889,731	16,178,790	24,887,145	9,148,615	18,759,503	28,855,778	10,605,931	21,747,001	33,449,807
PAYE/NI Payable	81,278	162,556	162,556	162,556	162,556	162,556	162,556	162,556	162,556	162,556	162,556	162,556	162,556
Net Current Assets	500,610,12	525,966,02	553,046,70	581,938,39	612,731,65	645,521,55	680,407,93	717,495,61	756,894,66	798,720,64	843,094,90	890,144,85	940,003,49
Total Assets less Current Liabilities	501,196,61	526,552,51	553,633,18	582,524,88	613,318,14	646,108,04	680,994,42	718,082,10	757,481,15	799,307,12	843,681,39	890,731,34	940,589,98
Non-current Liabilities	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Assets	501,196,61	526,552,51	553,633,18	582,524,88	613,318,14	646,108,04	680,994,42	718,082,10	757,481,15	799,307,12	843,681,39	890,731,34	940,589,98
Capital and Reserves	501,196,61	526,552,51	553,633,18	582,524,88	613,318,14	646,108,04	680,994,42	718,082,10	757,481,15	799,307,12	843,681,39	890,731,34	940,589,98
P&L Reserves	501,196,611	526,552,512	553,633,189	582,524,883	613,318,142	646,108,045	680,994,425	718,082,106	757,481,152	799,307,129	843,681,390	890,731,346	940,589,981

IHAR

Forecast: IHAR YEAR 4 AND 5

Cashflow - May 21 to Apr 22

	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	Total
Opening Cash Balance	362,079,97	291,503,02	314,366,00	338,381,48	351,435,32	377,931,56	405,761,98	420,912,51	451,614,72	444,072,80	602,518,12	497,221,67	362,079,97
Money In													
Due From Customers	24,945,978												24,945,978
Sales		120,017,874	125,780,395	131,831,042	138,184,222	144,855,060	151,859,440	159,214,039	166,936,368	175,044,814	183,558,682	192,498,242	1,689,780,1
Total Money In	24,945,978	120,017,87	125,780,39	131,831,04	138,184,22	144,855,06	151,859,44	159,214,03	166,936,36	175,044,81	183,558,68	192,498,24	1,714,726,
Money Out													
Due To Suppliers	91,442,190												91,442,190
Direct Costs		390,403	390,403	390,403	390,403	390,403	390,403	390,403	390,403		780,806	390,403	4,294,435
Direct Staff Costs	103,636	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	140,649	1,650,771
Operating Costs		96,455,639	101,065,656	105,906,173	110,988,718	116,325,388	121,928,892	127,812,571	133,990,434		287,765,476	154,439,934	1,356,678,1
Operating Staff Costs	167,007	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	168,207	2,017,284
Tax									39,788,594				39,788,594
VAT	3,810,091			12,171,772			14,080,752			16,290,636			46,353,252
Total Money Out	95,522,924	97,154,898	101,764,91	118,777,20	111,687,97	117,024,64	136,708,90	128,511,83	174,478,28	16,599,491	288,855,13	155,139,19	1,542,225,
Closing Cash Balance	291,503,02	314,366,00	338,381,48	351,435,32	377,931,56	405,761,98	420,912,51	451,614,72	444,072,80	602,518,12	497,221,67	534,580,72	534,580,72

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Forecast: IHAR YEAR 4 AND 5

Cashflow - May 22 to Apr 23

	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	Total
Opening Cash Balance	534,580,72	554,740,65	594,936,49	637,202,06	660,181,97	706,902,64	756,019,29	782,764,56	837,038,54	839,500,48	1,120,588,	933,622,51	534,580,72
Money In													
Due From Customers													0
Sales	201,884,782	211,740,648	222,089,308	232,955,400	244,364,797	256,344,664	268,923,524	282,131,328	295,999,522	310,561,124	325,850,808	341,904,976	3,194,750,
Total Money In	201,884,78	211,740,64	222,089,30	232,955,40	244,364,79	256,344,66	268,923,52	282,131,32	295,999,52	310,561,12	325,850,80	341,904,97	3,194,750,
Money Out													
Due To Suppliers													0
Direct Costs	390,403	651,895	651,895	651,895	651,895	651,895	651,895	651,895	651,895		1,303,790	651,895	7,561,250
Direct Staff Costs	244,284	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	281,297	3,338,555
Operating Costs	161,949,166	170,275,198	178,554,126	187,246,999	196,374,517	205,958,411	216,021,499	226,587,742	237,682,297		510,894,908	274,406,660	2,565,951,
Operating Staff Costs	292,149	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	336,414	3,992,703
Tax									54,585,683				54,585,683
VAT	18,848,852			21,458,891			24,887,145			28,855,778			94,050,666
Total Money Out	181,724,85	171,544,80	179,823,73	209,975,49	197,644,12	207,228,01	242,178,25	227,857,34	293,537,58	29,473,489	512,816,41	275,676,26	2,729,480,
Closing Cash Balance	554,740,65	594,936,49	637,202,06	660,181,97	706,902,64	756,019,29	782,764,56	837,038,54	839,500,48	1,120,588,	933,622,51	999,851,22	999,851,22