



Treasurer's Report AGM 2024

Richard Stone - 13th June 2024

SHOP, POST AND MORE

- **How is the Shop Performing?**
- **How and does **our** Post Office make money?**
- **What other Services does the Post Office offer?**

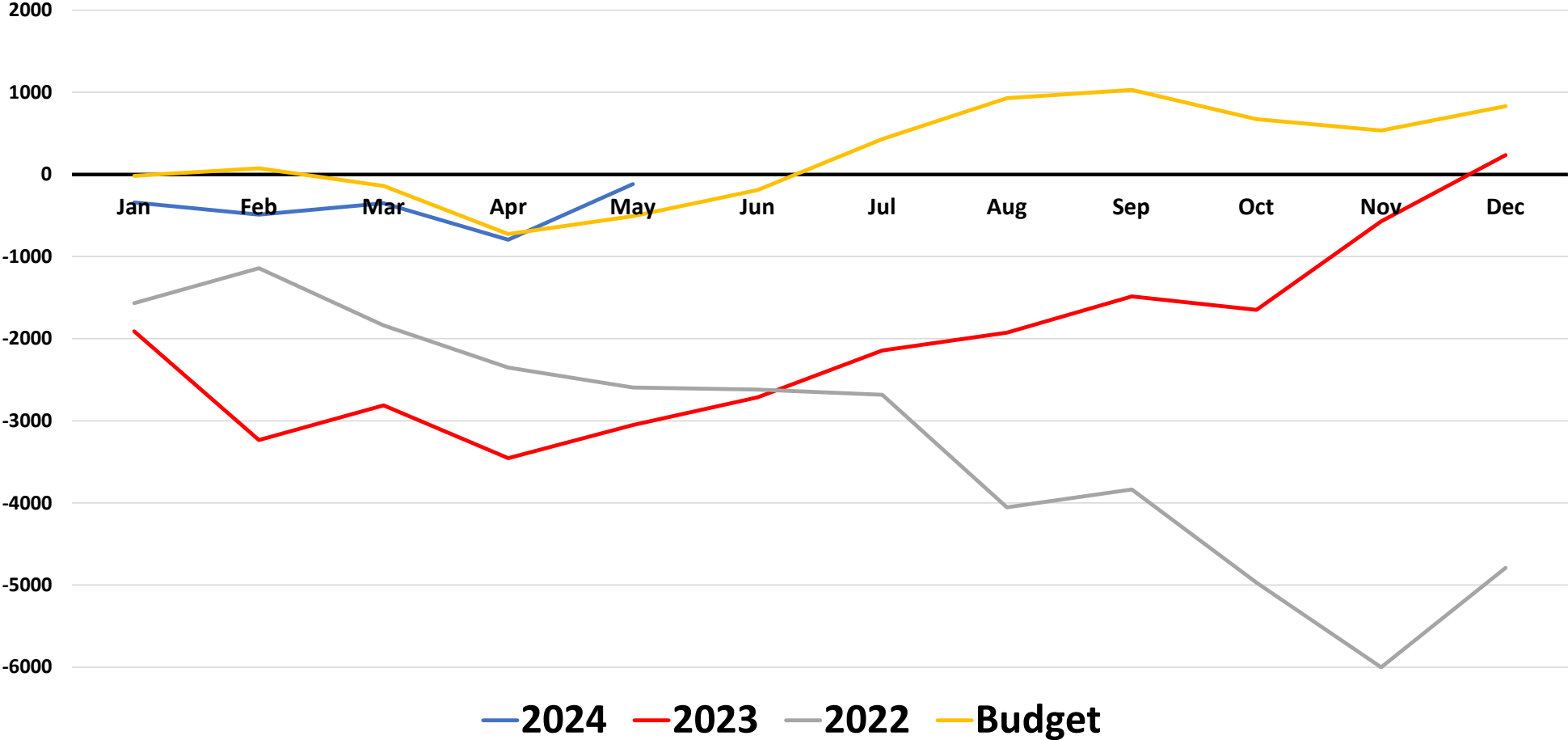
Past Financials

	2016	2017	2018	2019	2020	2021	2022	2023	2024 To May
Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471	192,813	
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-155,751	
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	37,062	
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	19.2%	
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	17,319	
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	54,381	
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-51,783	
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-11,366	
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	3,454	
Interest Earned	135	34	70	56	34	19	35	322	
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	8,723	
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-3,358	
Covid Grant	0	0	0	0	10,000	0	0	0	
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	373	
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0	0	
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437	373	
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040	-5,985	
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,612	⁹

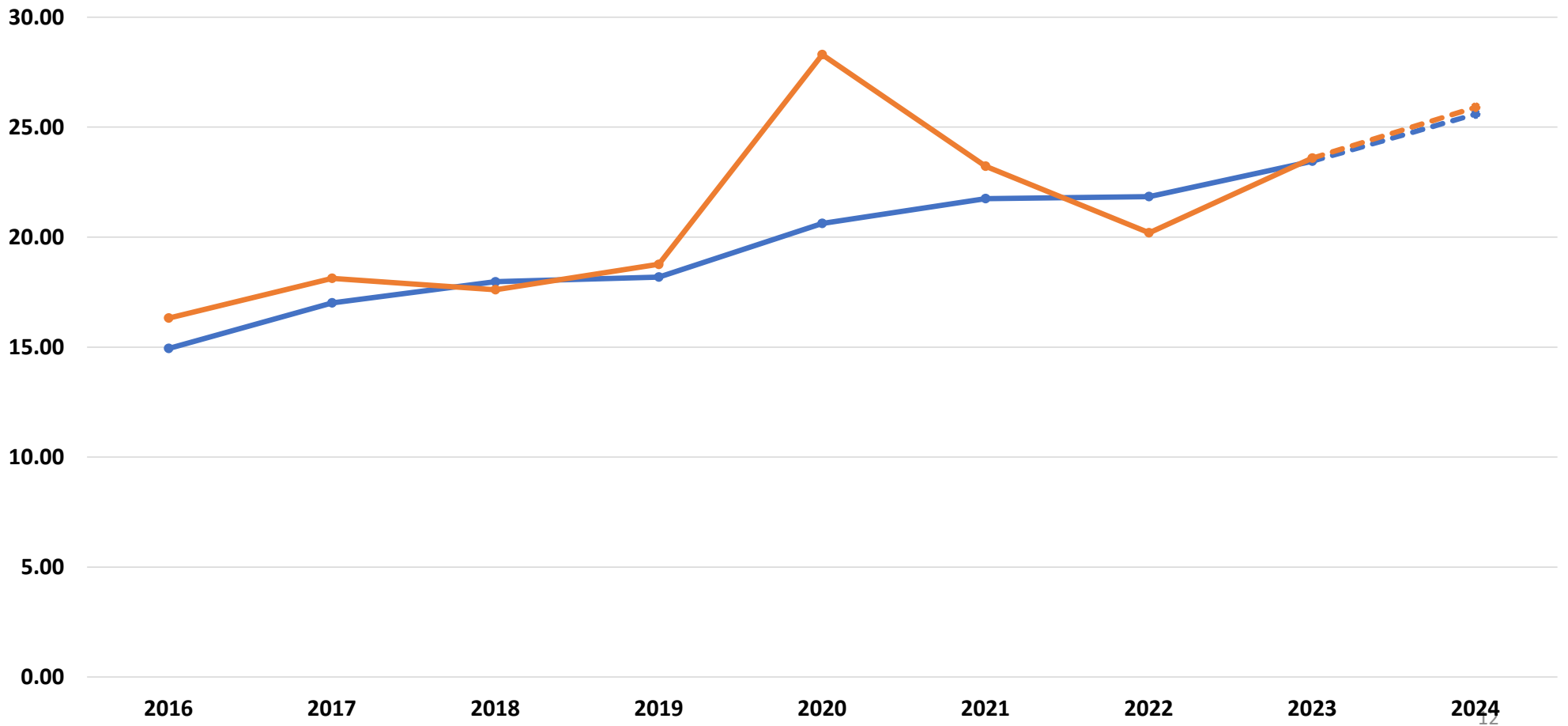
Present Financials

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Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-155,751	-64,132
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	37,062	16,491
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	19.2%	20.5%
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	17,319	7,832
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	54,381	24,324
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-51,783	-21,876
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-11,366	-4,804
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	3,454	396
Interest Earned	135	34	70	56	34	19	35	322	227
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	8,723	3,015
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-3,358	-1,400
Covid Grant	0	0	0	0	10,000	0	0	0	0
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	373	-118
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0	0	0
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437	373	-118
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040	-5,985	-2,500
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,612	-2,618

Cumulative Profit & Loss



Income v Cost Per Hour



Balance Sheet

	2021	2022	2023	May 2024
Fixed Assets	206,375	200,509	194,768	192,268
Current Assets				
Stock	6,802	7,809	8,305	8,305
Debtors	3,359	5,639	3,719	3,033
Bank	35,423	32,185	33,273	35,303
	45,584	45,633	45,297	46,641
Current Liabilities				
Creditors	(5,582)	(10,142)	(10,587)	(12,049)
	(5,582)	(10,142)	(10,587)	(12,049)
Net Current Assets	40,002	35,491	34,710	34,592
	246,377	236,000	229,478	226,860
Loans	(138,500)	(138,500)	(137,500)	(137,500)
	107,877	97,500	91,978	89,360
Capital & Reserves				
Share Capital	89,330	89,430	89,520	89,520
Reserves	18,547	8,070	2,458	(160)
	107,877	97,500	91,978	89,360

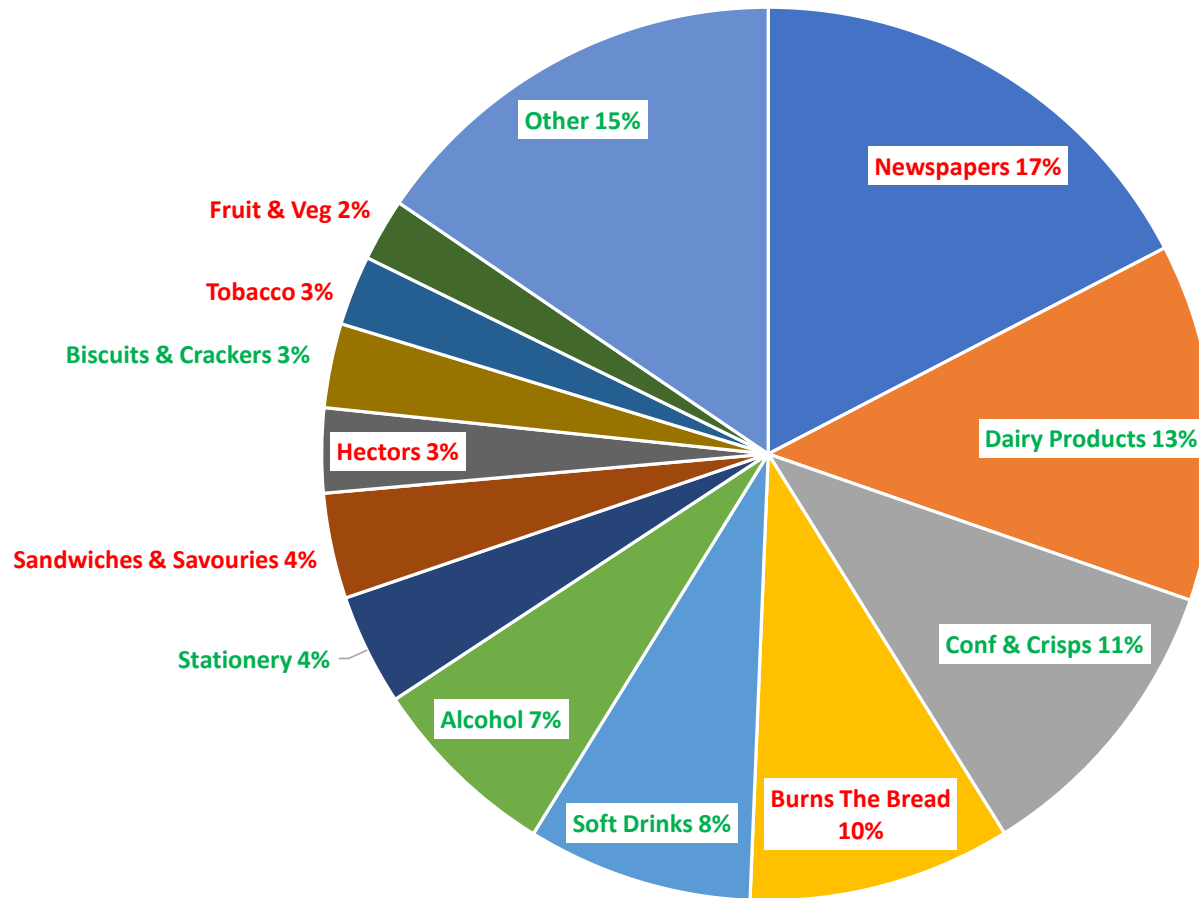
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Current Assets				
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Debtors	3,359	5,639	3,719	3,033
Bank	35,423	32,185	33,273	35,303
	45,584	45,633	45,297	46,641
Current Liabilities				
Creditors	(5,582)	(10,142)	(10,587)	(12,049)
	(5,582)	(10,142)	(10,587)	(12,049)
Working Capital	40,002	35,491	34,710	34,592
	246,377	236,000	229,478	226,860
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Capital, Reserves & Loans				
Share Capital	89,330	89,430	89,520	89,520
Reserves	18,547	8,070	2,458	(160)
Loans	138,500	138,500	137,500	137,500
	246,377	236,000	229,478	226,860

SHOP

- **How is the Shop Performing?**

Product Mix by Margin



Volume/Margin Changes

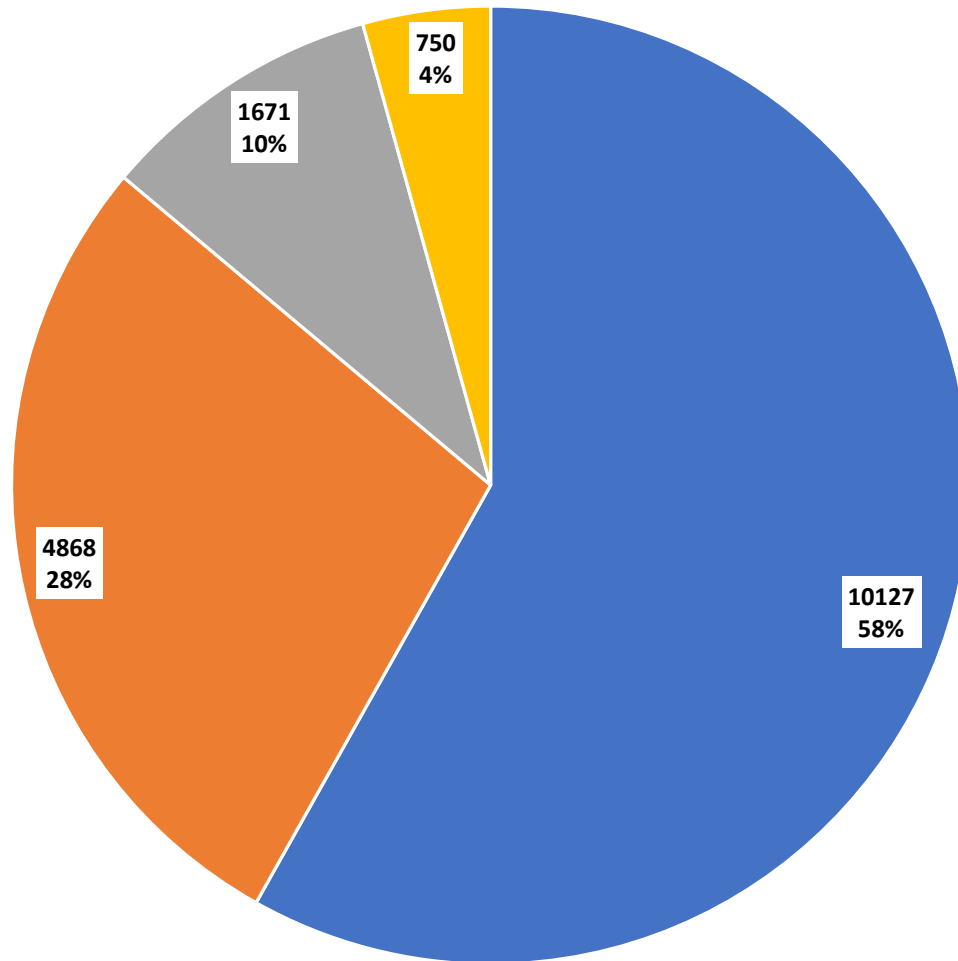
		2022		2023		May-24	
		Volume	Margin	Volume	Margin	Volume	Margin
1	Newspapers & Magazines	Down	Down	Down	Down	Down	Down
2	Dairy Products	Down	Down	Down	Down	Down	Up
3	Confectionery & Crisps	Up	Down	Up	Up	Up	Up
4	Burns the Bread	Down	Down	Up	Up	Up	Up
5	Soft Drinks	Up	Down	Up	Up	Up	Up
6	Alcohol	Level	Down	Down	Up	Down	Up
7	Stationery	Level	Up	Level	Down	Up	Up
8	Sandwiches & Savouries	Up	Down	Up	Up	Up	Level
9	Hectors	Up	Down	Down	Up	Down	Down
10	Biscuits & Crackers	Down	Down	Up	Down	Level	Down
11	Tobacco	Down	Down	Up	Up	Down	Up
12	Fruit & Veg	Down	Down	Level	Up	Down	Down

SHOP, POST

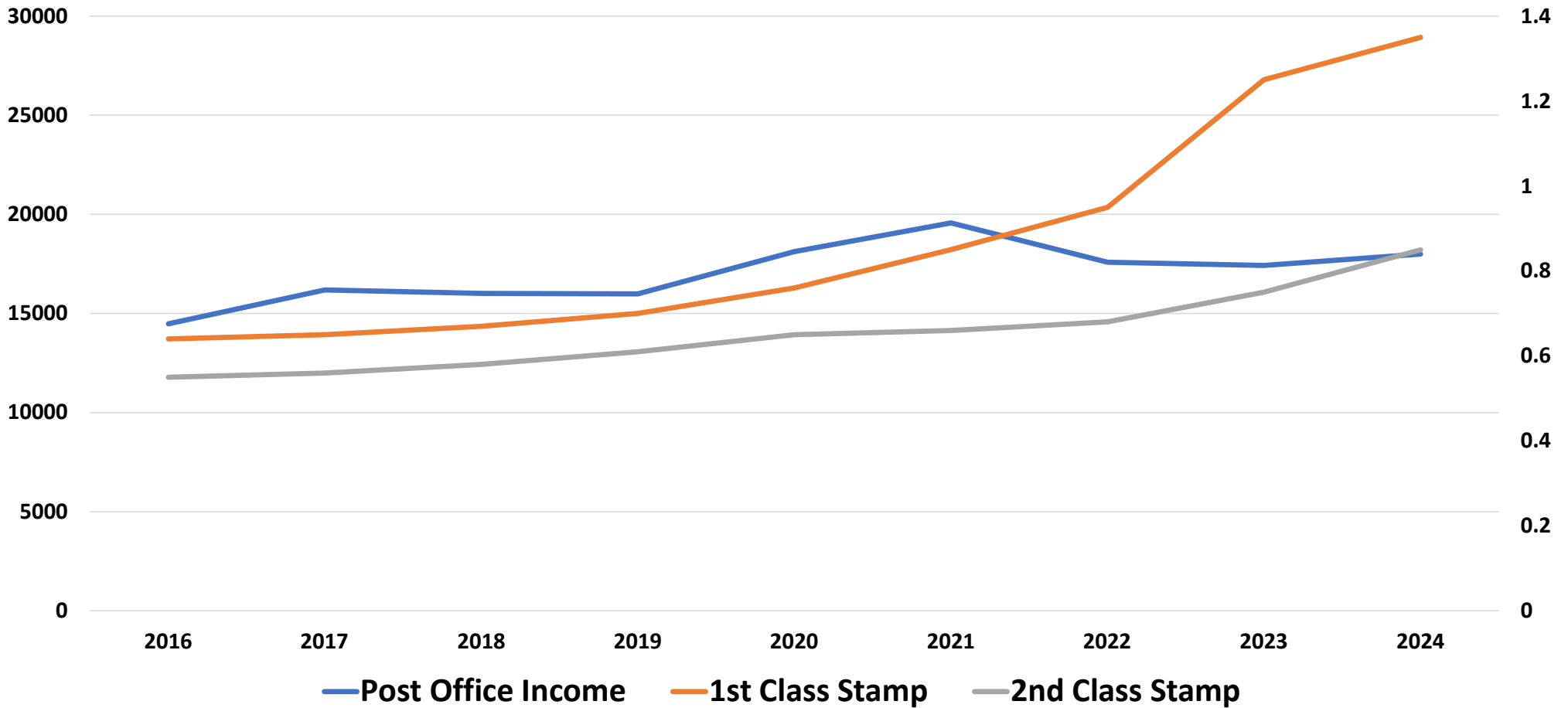
- **How is the Shop Performing?**
- **How and does our Post Office make money?**

Post Office Income 2023 - £ 17,416

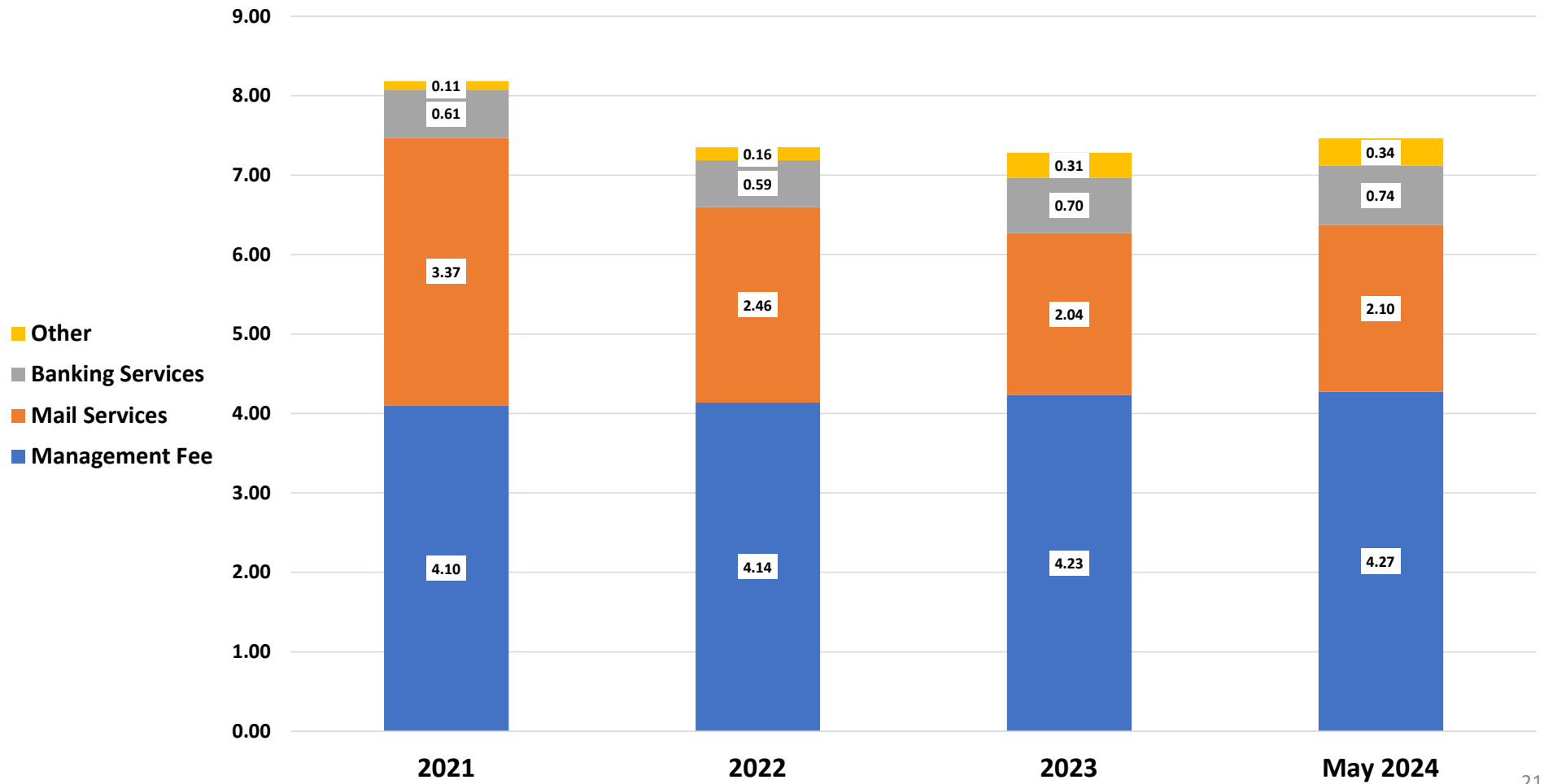
- Management Fee
- Mail Services
- Banking Services
- Other



Post Office Income Comparison



Post Office Income Per Hour

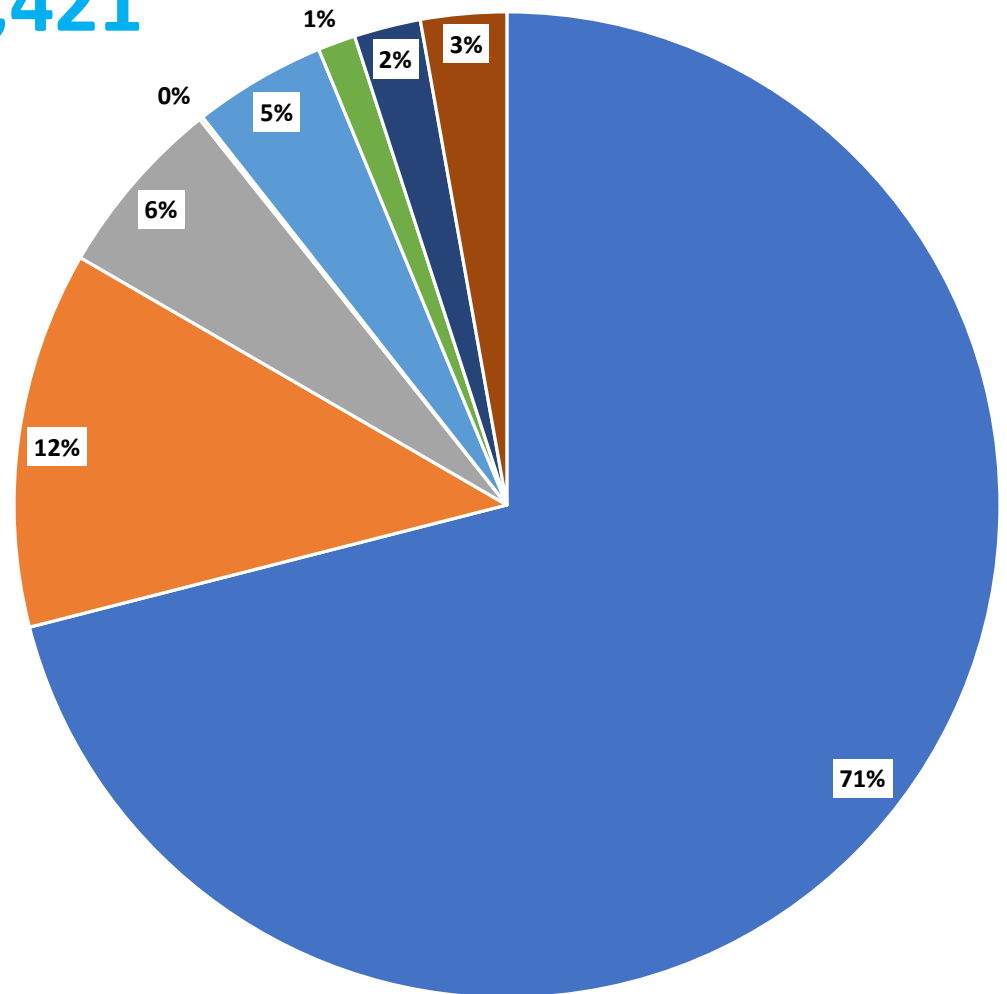


SHOP, POST AND MORE

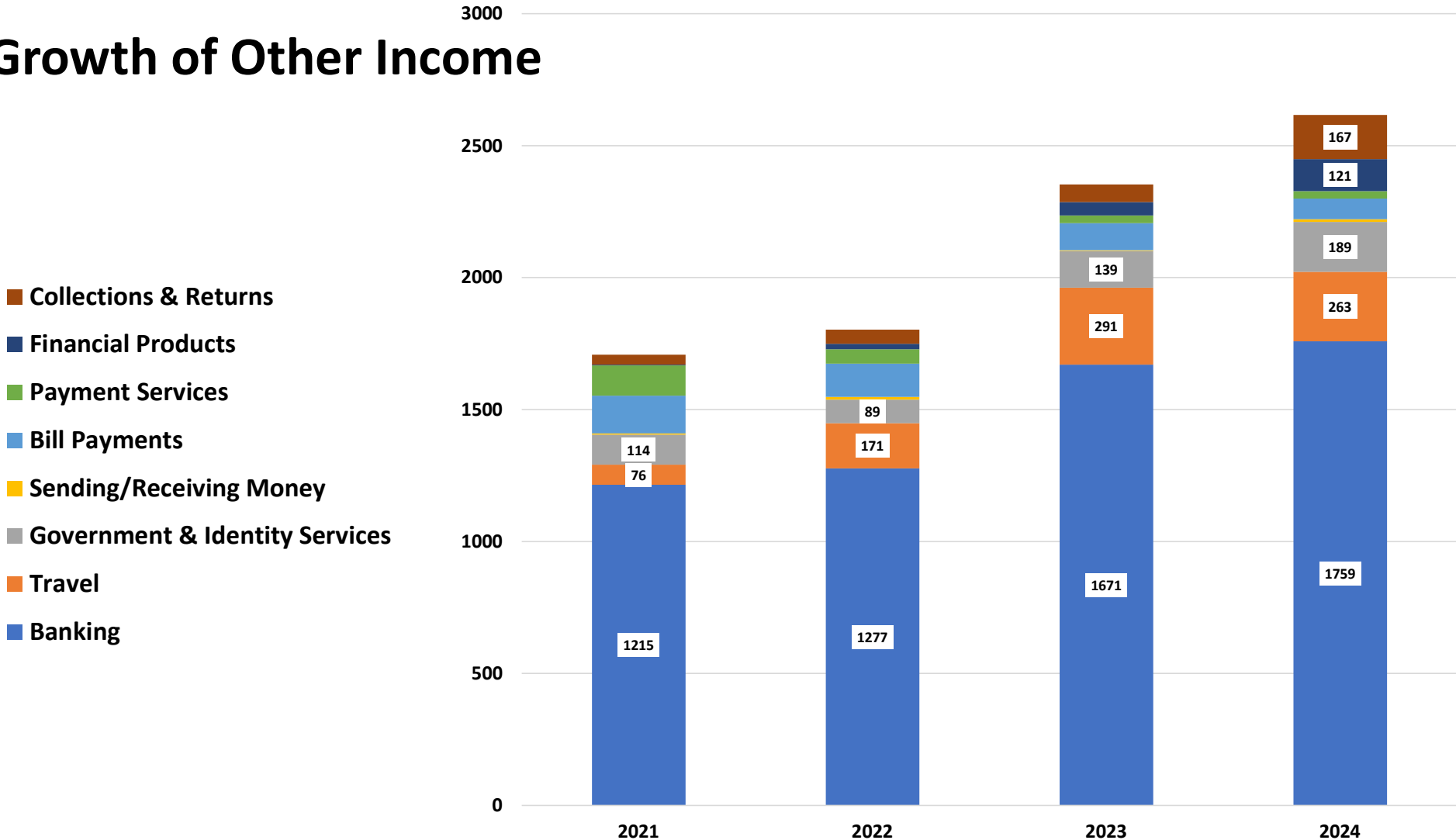
- **How is the Shop Performing?**
- **How and does our Post Office make money?**
- **What other Services does the Post Office offer?**

Other Income 2023 - £ 2,421

- Banking
- Travel
- Government & Identity Services
- Sending/Receiving Money
- Bill Payments
- Payment Services
- Financial Products
- Collections & Returns

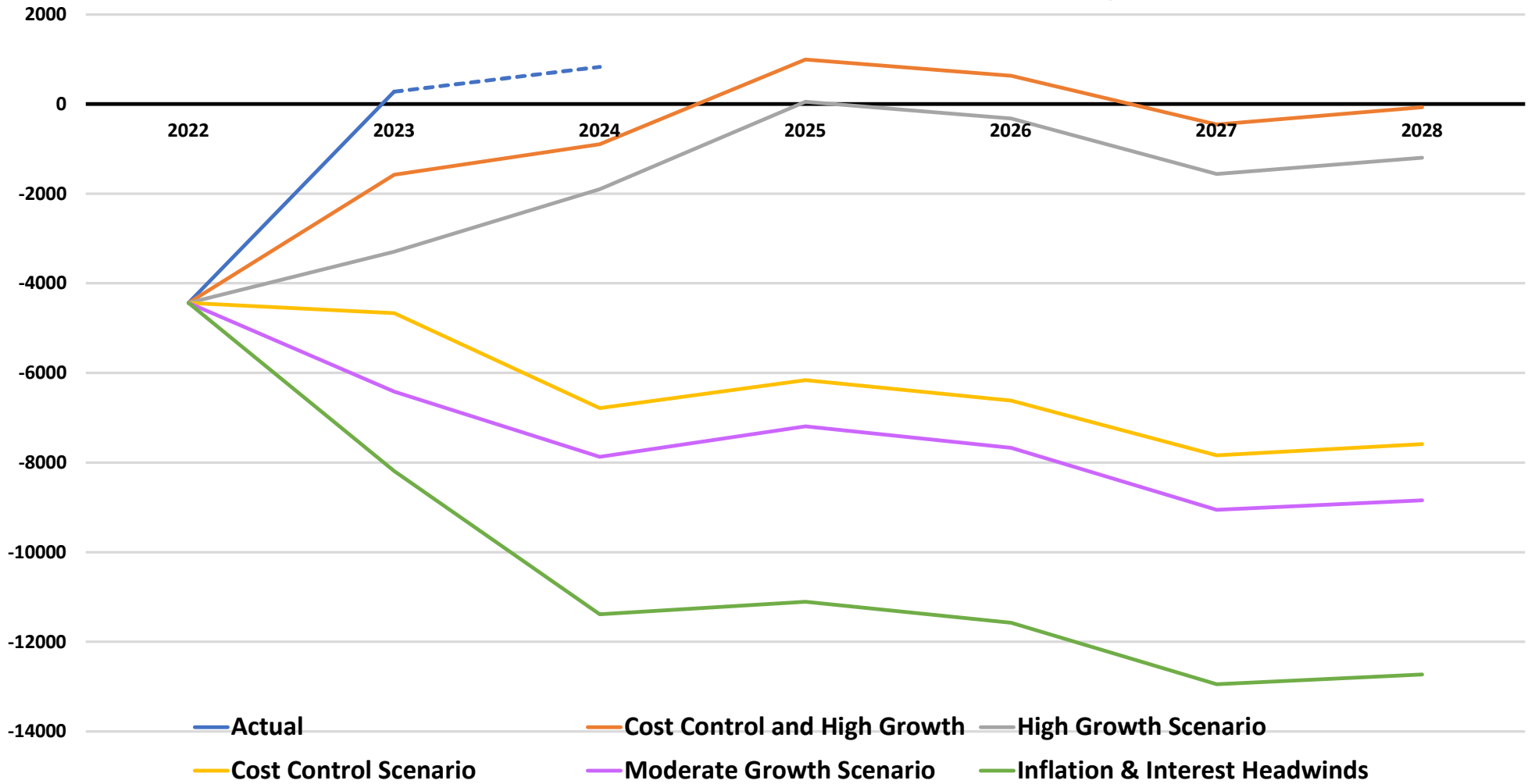


Growth of Other Income

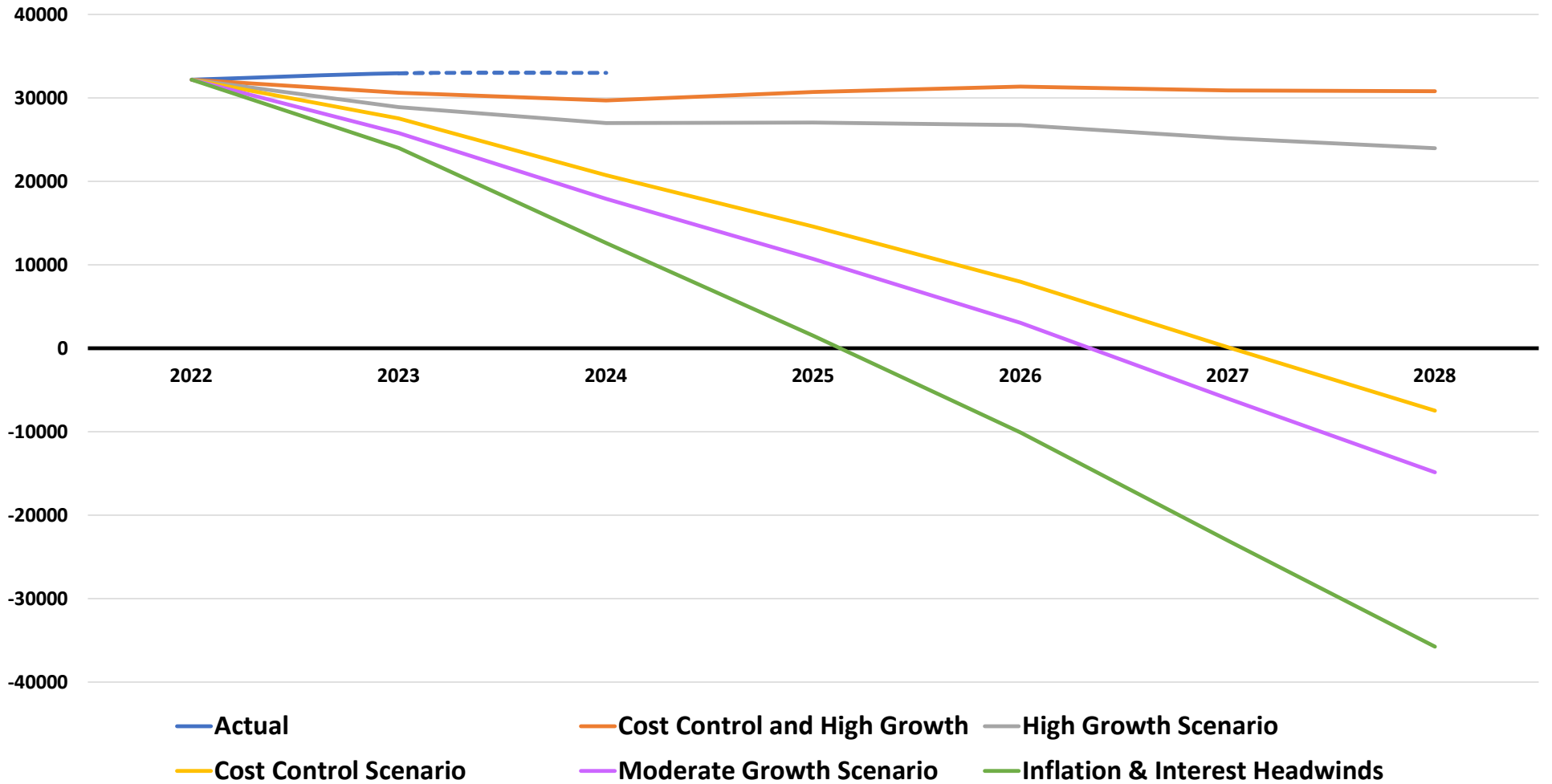


Where does all this fit into our
Five Year Plan ?

Five Year Business Plan - Net Profit by Year



Five Year Business Plan - Bank Balance



Summary

- The **Shop** is maintaining its Financial Performance
- The **Post Office** is fully supported by the Shop
- We are focused on promoting **more** Post Office Services



We Therefore Continue This Journey

Onwards And Upwards

Thank you for listening



Any Questions



Approval of Accounts