

Baseline	2015		2016		2017	
Sales (£m)		£ 5,320,000		£ 5,985,300		£ 6,792,403
Projects UK		£ 4,375,000		£ 4,782,550		£ 5,237,290
Average on GM	26.7%	£ 1,169,750	27.4%	£ 1,311,061	28.1%	£ 1,471,472
Projects Export		£ 350,000		£ 450,000		£ 585,000
Average on GM	24.9%	£ 87,000	25.2%	£ 113,250	25.5%	£ 148,950
Manufacture UK		£ 445,000		£ 587,750		£ 788,613
Average on GM	26.0%	£ 115,700	26.5%	£ 155,754	27.0%	£ 212,925
Manufacture Export		£ 150,000		£ 165,000		£ 181,500
Average on GM	25.0%	£ 37,500	25.5%	£ 42,075	26.0%	£ 47,190
Sales (£m)		£ 5,320,000		£ 5,985,300		£ 6,792,403
GP (£k)		£ 1,409,950		£ 1,622,140		£ 1,880,538
Overhead, depreciation etc		£ 1,200,000		£ 1,200,000		£ 1,296,000
Overhead growth @8%		£ -		£ 96,000		£ 103,680
NP (£k)		£ 209,950		£ 326,140		£ 480,858

Acquisitions / Mergers	2015		2016		2017	
Events Structures Sales (£m)		£ 1,000,000		£ 1,250,000		£ 1,562,500
Average on GM	45.0%	£ 450,000	45.0%	£ 562,500	45.0%	£ 703,125
Overhead, depreciation etc		£ 150,000		£ 150,000		£ 168,000
Overhead growth @12%		£ -		£ 18,000		£ 20,160
NP (£k)		£ 300,000		£ 394,500		£ 514,965

Acquisitions / Mergers	2015		2016		2017	
manufacturing Sales (£m)		£ -		£ 1,000,000		£ 1,250,000
Average on GM	25.0%	£ -	25.0%	£ 250,000	25.0%	£ 312,500
Overhead, depreciation etc		£ -		£ 150,000		£ 150,000
Overhead growth @12%		£ -				£ 18,000
NP (£k)		£ -		£ 100,000		£ 144,500

Summary	2015		2016		2017	
Sales (£m)		£ 6,320,000		£ 8,235,300		£ 9,604,903
GP (£k)		£ 1,859,950		£ 2,434,640		£ 2,896,163
Overhead, depreciation etc		£ 1,350,000		£ 1,614,000		£ 1,755,840
NP (£k)		£ 509,950		£ 820,640		£ 1,140,323

2018		2019	
	£ 7,788,605		£ 9,041,574
	£ 5,745,223		£ 6,313,206
28.8%	£ 1,653,797	29.5%	£ 1,861,301
	£ 769,500		£ 1,024,650
25.7%	£ 198,113	26.0%	£ 266,652
	£ 1,074,232		£ 1,484,103
27.5%	£ 295,414	28.0%	£ 415,549
	£ 199,650		£ 219,615
26.5%	£ 52,907	27.0%	£ 59,296
	£ 7,788,605		£ 9,041,574
	£ 2,200,231		£ 2,602,798
	£ 1,399,680		£ 1,511,654
	£ 111,974		£ 120,932
	£ 688,577		£ 970,211

2018		2019	
	£ 1,953,125		£ 2,441,406
45.0%	£ 878,906	45.0%	£ 1,098,633
	£ 188,160		£ 210,739
	£ 22,579		£ 25,289
	£ 668,167		£ 862,605

2018		2019	
	£ 1,562,500		£ 1,953,125
25.0%	£ 390,625	25.0%	£ 488,281
	£ 168,000		£ 188,160
	£ 20,160		£ 22,579
	£ 202,465		£ 277,542

2018		2019	
	£ 11,304,230		£ 13,436,105
	£ 3,469,762		£ 4,189,712
	£ 1,910,554		£ 2,079,354
	£ 1,559,209		£ 2,110,358