



**Unaudited  
Management  
Accounts 2016**

**Audited 2015**

**Variance  
2015/2016**

**Audited 2014**

	Unaudited Management Accounts 2016		Audited 2015	Variance 2015/2016	Audited 2014
<b>Revenue</b>	<b>3 176 176</b>		<b>4 167 087</b>	<b>(990 911)</b>	<b>3 380 520</b>
24/7 - Alarm	2 333 142	73%	871 252	1 461 890	-
ADT - Alarm	20 567	1%	2 251 124	(2 230 557)	3 332 290
PCA - Membership	789 506	25%	940 967	(151 461)	-
Other income	32 961	1%	103 744	(70 783)	48 230
				0	
<b>Operating expenses</b>	<b>3 160 452</b>		<b>4 149 622</b>	<b>(989 170)</b>	<b>3 335 411</b>
24/7	2 334 996	74%	813 961	1 521 035	-
Accounting Fees	33 500	1%	44 474	(10 974)	12 101
ADT	54 392	2%	2 343 508	(2 289 116)	2 521 493
Audit Fees	6 500	0%	10 408	(3 908)	-
Bad Debts	24 272	1%	15 676	8 596	-
Bank Charges	26 111	1%	72 588	(46 477)	34 943
Depreciation	61 527	2%	60 735	792	38 873
Discount Allowed	218	0%	101	117	-
Donations	0	0%	10 500	(10 500)	2 000
Finance Costs	17 532	1%	25 750	(8 218)	19 693
Insurance	18 424	1%	16 365	2 059	13 664
IT support	28 492	1%	9 197	19 295	10 863
Legal Fees	28 032	1%	23 031	5 001	2 385
Marketing, Operating Costs	12 664	0%	30 061	(17 397)	46 342
Printing, Stationery and Signage	9 795	0%	21 293	(11 498)	19 706
Salaries	308 895	10%	421 056	(112 161)	393 928
Suburb Support Costs - Salaries & Wages	140 693	4%	185 987	(45 294)	178 255
Suburb Support Costs - Equipment, Maintenance & Fuel	47 920	2%	44 785	3 135	40 799
Town Planning	6 491	0%	146	6 345	366
				0	
<b>NET PROFIT</b>	<b>15 724</b>		<b>17 465</b>	<b>(1 741)</b>	<b>45 109</b>

**KPI's**

Net margin %	0.50%	0.42%
Net margin % (excl security)	1.91%	1.67%
Average number of members	366	523
Year end membership number	389	479
Average income per member	8 668	7 975
Average cost per member	8 625	7 942
Average net profit per member	43	33

**Current cash balance - PCA****591 303**

Current a/c

58 002

24/7 a/c

390 698

Money market

142 603

**Current outstanding debtors - PCA****14 869**