

Profit and Loss

For the 6 months ended 31 March 2023

	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023
Turnover						
Sales	74,793	41,963	32,982	14,713	61,014	100,533
Other Revenue - Non-refundable deposits	-	-	-	9,000	11,000	8,500
Other Revenue - Services	6,360	2,303	759	4,403	3,952	2,053
Interest Income	-	-	274	-	-	390
Total Turnover	81,154	44,265	34,014	28,115	75,966	111,476
Cost of Sales						
Direct Cost A	3,588	3,309	1,613	2,105	2,290	3,235
Direct Cost B	52,119	28,775	15,894	10,965	39,465	50,295
Direct Cost C	4,548	1,882	785	1,481	2,593	36
Direct Cost D	-	-	106	44	78	805
Total Cost of Sales	60,255	33,966	18,398	14,595	44,426	54,370
Gross Profit	20,899	10,300	15,616	13,521	31,541	57,105
Operating costs						
Marketing						
Marketing - Conferences	-	1,571	-	-	-	-
Marketing - General Advertising & Marketing	2,791	2,891	2,791	5,891	5,891	4,018
Marketing - PPC	-	-	-	-	-	2,262
Marketing - PR, Newspaper	-	-	-	-	-	550
Marketing - Printed sales material	-	-	-	-	-	838
Total Marketing	2,791	4,462	2,791	5,891	5,891	7,668
Team cost						
Freelance						
Freelancers - A	3,335	8,151	8,118	8,118	8,161	2,727
Freelancers - B	3,503	6,466	4,382	3,965	4,329	4,672
Freelancers - C	2,000	4,500	4,000	4,085	4,000	4,000
Freelancers - D	4,242	5,880	2,688	3,066	4,246	3,927
Freelancers - E	-	-	-	-	-	50
Freelancers - F	954	1,544	1,282	1,441	520	559
Consultant - G	-	187	-	-	-	-
Total Freelance & Consultant	14,034	26,729	20,471	20,675	21,256	15,935
Salaries	48,686	42,813	45,013	53,966	54,246	54,232
Pensions Costs	669	577	649	752	770	770
Employers National Insurance	6,301	4,967	5,270	6,192	6,231	6,273
Total Team cost	69,690	75,085	71,403	81,585	82,503	77,211
Administrative costs						
Audit & Accountancy fees	1,285	2,135	2,759	1,459	8,955	1,433

	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023
Bank Fees	64	29	159	116	138	93
Stripe Fees	5	5	-	73	128	63
Depreciation Expense	-	-	44	-	-	-
Entertainment - 0%	232	457	654	237	755	395
Entertainment-100% business	107	36	96	577	-	16
General Expenses	287	253	628	496	121	428
Insurance	99	99	99	99	99	99
Insurance arrangement	127	127	127	127	127	127
Interest Paid	-	-	1,667	-	-	-
IT Software and Consumables	3,177	3,515	3,413	3,953	3,861	3,546
Medical Insurance	651	651	651	794	360	678
Operating Lease Payments	1,478	426	690	1,011	753	723
Postage, Freight & Courier	-	847	-	12	-	222
Printing & Stationery	-	-	701	(26)	17	4
Recruitment	-	-	6,010	15,180	-	-
Rent	1,252	2,947	3,643	3,392	4,695	3,530
Staff Training	1,000	500	500	-	-	-
Subscriptions	207	206	200	203	199	216
Telephone & Internet	1,485	1,784	1,796	1,628	2,051	1,791
Travel - National	2,192	3,449	492	3,188	1,386	2,374
Fundraising fees	5,000	-	-	21,874	-	-
Legal Expenses	-	-	-	3,052	-	-
Car parking	42	9	-	9	-	-
Hotel accommodation	-	-	377	14	-	-
Total Administrative costs	18,691	17,475	24,708	57,467	23,645	15,737
Total Operating costs	91,172	97,022	98,901	144,943	112,038	100,616
Operating Profit	(70,272)	(86,722)	(83,285)	(131,423)	(80,497)	(43,511)
Profit on Ordinary Activities Before Taxation	(70,272)	(86,722)	(83,285)	(131,423)	(80,497)	(43,511)
Taxation						
Corporation Tax	-	-	-	-	-	(104,825)
Total Taxation	-	-	-	-	-	(104,825)
Profit after Taxation	(70,272)	(86,722)	(83,285)	(131,423)	(80,497)	61,314
	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023

1. Net revenue

Sales	74,793	41,963	32,982	14,713	61,014	100,533
Other Revenue - Non-refundable deposits	-	-	-	9,000	11,000	8,500
Direct Cost B	(52,119)	(28,775)	(15,894)	(10,965)	(39,465)	(50,295)
Total Net revenue	22,675	13,188	17,088	12,748	32,550	58,738

Balance Sheet

As at 31 March 2023

	31 OCT 2022	30 NOV 2022	31 DEC 2022	31 JAN 2023	28 FEB 2023	31 MAR 2023
Fixed Assets						
Tangible Assets	187	187	143	143	143	143
Total Fixed Assets	187	187	143	143	143	143
Current Assets						
Cash at bank and in hand						
Main Account	33,162	16,163	7,768	7,203	16,117	18,952
Team Expense Account	-	-	1,609	330	1,924	766
Capital Account	438,590	358,590	278,732	138,732	191,404	211,654
Investment Account	-	99,997	100,123	132,671	-	100,128
Other Account	9,839	9,839	9,844	9,844	9,844	9,857
Wise Account	1,394	325	52	175	175	175
Total Cash at bank and in hand	482,985	484,915	398,129	288,956	219,464	341,531
Debtors						
Accounts Receivable	24,881	31,476	27,584	42,497	47,037	88,769
Advance to Vendors	660	660	-	-	-	-
Prepayments	9,838	9,528	9,217	8,906	8,595	8,304
Rent Deposit	665	665	665	665	665	665
Total Debtors	36,044	42,328	37,465	52,068	56,297	97,738
Other Deposits	2	2	8,029	8,029	8,029	8,029
Rounding	20	21	24	71	47	61
VAT	-	357	3,142	13,499	11,843	-
Total Current Assets	519,052	527,623	446,789	362,623	295,680	447,359
Creditors: amounts falling due within one year						
Accounts Payable	51,154	39,013	53,892	52,100	85,814	78,803
Accruals	14,674	30,625	14,399	7,767	10,889	5,206
Pensions Payable	-	-	1,514	1,755	1,797	-
VAT	3,590	-	-	-	-	5,484
Wages Payable - Payroll	-	-	-	-	-	-
Payroll Liability	22,226	17,814	19,164	22,692	-	-
Team Expense Account	20	144	-	-	-	-
Total Creditors: amounts falling due within one year	91,665	87,597	88,970	84,314	98,501	89,493
Net Current Assets (Liabilities)	427,387	440,026	357,820	278,309	197,178	357,866
Total Assets less Current Liabilities	427,575	440,214	357,963	278,452	197,321	358,009
Creditors: amounts falling due after more than one year						
Loan	24,007	23,370	23,917	23,283	22,650	22,023
Shareholder Loan	-	99,997	99,997	152,543	-	100,000
Total Creditors: amounts falling due after more than one year	24,007	123,368	123,914	175,826	22,650	122,023

	31 OCT 2022	30 NOV 2022	31 DEC 2022	31 JAN 2023	28 FEB 2023	31 MAR 2023
Net Assets	403,568	316,846	234,049	102,626	174,672	235,986
Capital and Reserves						
Current Year Earnings	(704,930)	(791,652)	(874,936)	(131,423)	(211,920)	(150,605)
Retained Earnings	(1,633,878)	(1,633,878)	(1,633,391)	(2,508,327)	(2,508,327)	(2,508,327)
Seed Preference Shares	2,742,376	2,742,376	2,742,376	2,742,376	2,894,919	2,894,919
Total Capital and Reserves	403,568	316,846	234,049	102,626	174,672	235,986
Non-cash debtors less ST creditors	(55,620)	(45,268)	(51,504)	(32,246)	(42,204)	8,245
	31 OCT 2022	30 NOV 2022	31 DEC 2022	31 JAN 2023	28 FEB 2023	31 MAR 2023
1. Trading working capital						
Accounts Receivable	24,881	31,476	27,584	42,497	47,037	88,769
Accounts Payable	(51,154)	(39,013)	(53,892)	(52,100)	(85,814)	(78,803)
Net debtors	(26,273)	(7,537)	(26,308)	(9,603)	(38,777)	9,966
	31 OCT 2022	30 NOV 2022	31 DEC 2022	31 JAN 2023	28 FEB 2023	31 MAR 2023
2. Operational working capital						
Non-cash current assets	32,456	42,687	48,637	73,596	76,169	100,283
Short term creditors	(88,054)	(87,453)	(88,970)	(84,314)	(98,501)	(84,009)
Total Operational working capital	(55,598)	(44,765)	(40,333)	(10,719)	(22,332)	16,274

Statement of Cash Flows

For the 6 months ended 31 March 2023

	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023
Operating Activities						
Receipts from customers						
Sales	99,839	44,771	44,381	600	66,065	79,348
Other Revenue - Services	6,757	1,753	-	11,025	5,555	2,624
Other Revenue - Non-refundable deposits	-	-	-	-	-	(600)
Other Revenue - Non-refundable deposits	-	-	-	7,200	15,000	10,100
Total Receipts from customers	106,597	46,523	44,381	18,825	86,619	91,471
Payments to suppliers and employees						
Suppliers of direct costs	(100,572)	(50,299)	(14,437)	(27,583)	(41,008)	(59,089)
Employees & freelancers	(71,709)	(80,318)	(68,517)	(74,191)	(91,388)	(80,085)
Other suppliers	(18,011)	(29,412)	(24,894)	(71,503)	(26,705)	76,581
Total Payments to suppliers and employees	(190,292)	(160,030)	(107,849)	(173,277)	(159,101)	(62,593)
Cash payments from other operating activities	10,174	15,951	(15,738)	(6,632)	3,622	(6,184)
Net Cash Flows from Operating Activities	(73,522)	(97,555)	(79,206)	(161,084)	(68,860)	22,694
Investing Activities						
Proceeds from sale of property, plant and equipment	-	-	44	-	-	-
Other cash items from investing activities						
Other Deposits	(453)	-	(8,027)	-	-	-
Other Deposits	451	-	-	-	-	-
Total Other cash items from investing activities	(2)	-	(8,027)	-	-	-
Net Cash Flows from Investing Activities	(2)	-	(7,983)	-	-	-
Financing Activities						
Repayment of long-term loans	(636)	(637)	546	(634)	(633)	(627)
Equity financing activity						
Shareholder Loan	(675,397)	-	(99,997)	-	(152,543)	-
Shareholder Loan	-	99,997	99,997	52,546	-	100,000
Seed Preference Shares	675,397	-	-	-	152,543	-
Total Equity financing activity	-	99,997	-	52,546	-	100,000
Net Cash Flows from Financing Activities	(636)	99,361	546	51,912	(633)	99,373
Net Cash Flows	(74,160)	1,806	(86,642)	(109,172)	(69,493)	122,067
Cash and Cash Equivalents						
Cash and cash equivalents at beginning of period	557,125	482,965	484,771	398,129	288,956	219,464

Statement of Cash Flows

	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023
Cash and cash equivalents at end of period	482,965	484,771	398,129	288,956	219,464	341,531
Net change in cash for period	(74,160)	1,806	(86,642)	(109,172)	(69,493)	122,067