Wilson Partners Consolidation Management Reports February 2025 STATUTORY BASIS

£	Feb-25	Feb-25 Budget (Enlarged	Feb-24	Variance to	Variance to pri
	Actual	Group)	Prior Year	budget	ye
PROFIT AND LOSS					
Audit & Financial Reporting	708,745	757,780	286,818	(49,035)	421,92
Accounting & Business Services	494,714	578,684	291,164	(83,970)	203,55
Tax	563,868	491,851	241,097	72,017	322,77
Corporate Finance	173,676	203,027	170,536	(29,351)	3,13
Insolvency	483,671	290,000	304,192	193,671	179,47
Other incl. WIP movement	(33,800)	13,763	(14,152)	(47,563)	(19,64
Revenue	2,390,873	2,335,104	1,279,655	55,769	1,111,21
Intra Group Staff Recharge	0	0	0	0	
Staff Costs	(1,217,261)	(1,274,648)	(674,407)	57,386	(542,85
Software Costs	(39,836)	(27,409)	(25,215)	(12,428)	(14,62
Other COS	(75,574)	(53,288)	(34,754)	(22,286)	(40,81
Gross profit	1,058,202	979,760	545,278	78,442	512,9
Margin	44.3%	42.0%	42.6%	2.3%	1.6
Indirect Staff Costs	(292,074)	(266,819)	(109,105)	(25,254)	(182,96
Sales & Marketing	(15,468)	(22,883)	(9,046)	7,415	(6,42.
Premises Expenses	(105,749)	(107,170)	(43,166)	1,421	(62,58
IT & communications	(79,006)	(78,069)	(34,282)	(937)	(44,72
Travel & subsistence	(6,287)	(8,231)	(5,669)	1,944	(61
Office Expenses	(7,804)	(22,980)	(2,031)	15,176	(5,77.
Professional fees	(9,740)	(33,955)	1,689	24,215	(11,42
Other Expenses	(26,736)	(23,716)	(22,350)	(3,020)	(4,38)
Foreign Currency Gains & Losses	(4,358)	(23,710)	(2,615)	(4,358)	(1,74
Operating Expenses (excl Depn)	(547,222)	(563,823)	(226,574)	16,601	(320,64
Adjusted EBITDA	510,980	415,937	318,703	95,043	192,27
Aujusteu EBITDA	310,580	413,537	318,703	33,043	132,27
Proforma adjustments	52,609	49,803	42,014	2,806	10,59
Proforma EBITDA	563,589	465,739	360,718	97,849	202,87
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Management Fee recharge	(43,582)	(43,569)	(22,058)	(13)	(21,52
Non-Recurring Costs	(12,913)	(20,709)	(70,046)	7,795	57,13
Reported EBITDA	454,484	351,659	226,600	102,826	227,88
Depreciation	(15,424)	(14,552)	(7,679)	(873)	(7,74
Goodwill Amortisation	(138,106)	(168,926)	(91,212)	30,819	(46,89
Interest Income	7,676	167	202	7,510	7,47
Loan Note Interest	(134,169)	(129,065)	(92,967)	(5,104)	(41,20
Finance charge - unwinding of discount	(93,328)	(7,902)	(19,486)	(85,426)	(73,84
Interest Paid	(354)	(771)	0	417	(35
Loan Interest	(100,478)	(90,974)	(54,070)	(9,504)	(46,40
Profit before taxation	(19,698)	(60,363)	(38,613)	40,665	18,91
Taxation	29,311	(62,366)	(25,396)	91,677	54,70
Retained profit / (loss)	9,613	(122,729)	(64,009)	132,341	73,62
		0	0		

### Actual Budget Prior Year budget   Prior Year   Prior Year   PROFIT AND LOSS    Audit & Financial Reporting	tners Consolidation					
Property						
### Actual Budget Prior Year Variance to budget Variance Varia	/ BASIS					
Revenue   13,244,565   13,328,900   156,362)   1648,915   17,245   18,3619   17,245   18,3619   17,245   18,3619   17,245   18,3619   17,245   18,3619   1	mparison to budget and prior year	YTD	YTD	YTD		
### Actual Budget Prior Year budget   Prior Year   Prior Year   PROFIT AND LOSS    Audit & Financial Reporting	£	Feb-25	Feb-25	Feb-24		
Audit & Financial Reporting						Variance to prior
Audit & Financial Reporting Audit & Financial Reporting Accounting & Business Services 2,930,035 3,079,674 1,735,072 (149,639) 1, Tax 3,704,682 3,323,593 1,460,714 381,089 2, Corporate Finance 811,808 1,151,339 653,289 3,393,323 (156,000) 1,640,412 198,006 Cher incl. WiP movement (187,011) 55,052 290,701 (242,063) (447,055) Salf Costs (6,911,169) (7,025,966) (4,665,308) 117,472 (2,8 Software Costs (233,097) (1158,080) (156,362) (6,50,177) (148,912) (156,017) (156,017) (157,018) Audit & Taxing Time Time Time Time Time Time Time Time		Actual	Budget	Prior Year	budget	year
Accounting & Business Services 2,930,035 3,079,674 1,735,072 1,149,639) 1, Tax 3,704,682 3,323,593 1,460,714 381,089 2, Corporate Finance 811,888 1,151,339 653,289 3,393,522) Insolvency 1,888,006 1,690,001 1,640,412 198,006 Chter ind WiP movement (187,011) 55,052 290,701 (242,063) (447,955 1,328,880 7,221,778 (344,75) Shaff Costs (6,911,169) (7,028,396) (4,065,308) 117,427 (2,8 Software Costs (223,097) (158,000) (156,362) (650,017) (650,017) (7,028,396) (4,065,308) (17,427 (2,8 Software Costs (223,097) (158,000) (156,362) (650,017) (650,017) (7,028,396) (4,065,308) (17,437,025) (184,919) (1822,559) (148,132) (2,6 Gross profit 5,613,187 5,793,385 3,117,549 (180,198) 2, Margin (128,869) (168,892) (191,248) (121,798) (101,184,014) (148,962) (1,158,046) (1,158,047) (1,148,919) (1	PROFIT AND LOSS					
Accounting & Business Services 2,930,035 3,079,674 1,735,072 1,149,639) 1, Tax 3,704,682 3,323,593 1,460,714 381,089 2, Corporate Finance 811,888 1,151,339 653,289 3,393,522) Insolvency 1,888,006 1,690,001 1,640,412 198,006 Chter ind WiP movement (187,011) 55,052 290,701 (242,063) (447,955 1,328,880 7,221,778 (344,75) Shaff Costs (6,911,169) (7,028,396) (4,065,308) 117,427 (2,8 Software Costs (223,097) (158,000) (156,362) (650,017) (650,017) (7,028,396) (4,065,308) (17,427 (2,8 Software Costs (223,097) (158,000) (156,362) (650,017) (650,017) (7,028,396) (4,065,308) (17,437,025) (184,919) (1822,559) (148,132) (2,6 Gross profit 5,613,187 5,793,385 3,117,549 (180,198) 2, Margin (128,869) (168,892) (191,248) (121,798) (101,184,014) (148,962) (1,158,046) (1,158,047) (1,148,919) (1						
Tax 3,704,682 3,323,593 1,460,714 381,089 2, Corporate Finance 811,808 1,151,339 653,289 (339,522)   Insolvency 1,188,006 1,690,001 1,404,12 198,006 (160,001)   Other incl. WIP movement (187,011) 55,052 290,701 (242,063) (46,001)   Revenue 13,244,505 13,328,980 7,521,778 (84,475) 5, Staff Costs (6,911,605) (7,028,996 (4,056,38) 117,477 (2.8 5)   Software Costs (223,097) (158,080) (156,362) (65,017) (100,000) (100		4,096,985	4,029,321	1,741,590	67,664	2,355,395
Corporate Finance   811,808   1,151,339   655,289   339,532   1   1   1   1   1   1   1   1   1	Accounting & Business Services	2,930,035	3,079,674	1,735,072	(149,639)	1,194,963
1,888,006	Гах	3,704,682	3,323,593	1,460,714	381,089	2,243,968
Cither Incl. WIP movement	Corporate Finance	811,808	1,151,339	653,289	(339,532)	158,518
Revenue	Insolvency	1,888,006	1,690,001	1,640,412	198,006	247,594
Staff Costs	Other incl. WIP movement	(187,011)	55,052	290,701	(242,063)	(477,713)
Software Costs         (223,097)         (158,080)         (156,362)         (65,017)         (150,000)           Other COS         (497,051)         (348,919)         (132,559)         (148,132)         (3           Gross profit         5,613,187         5,793,385         3,117,549         (180,198)         2           Margin         42,4%         43.5%         41.4%         -1.1%           Indirect Staff Costs         (1,733,026)         (1,584,064)         (607,654)         (148,962)         (1,384,064)           Sales & Marketing         (188,690)         (166,892)         (91,248)         (21,798)         (1,248,064)         (807,654)         (188,692)         (1,248,062)         (1,	Revenue	13,244,505	13,328,980	7,521,778	(84,475)	5,722,726
Other COS         (497,051)         (348,919)         (182,559)         (148,132)         (3           Gross profit         5,613,187         5,793,385         3,117,549         (180,198)         2           Morgin         42.4%         43.5%         41.4%         -1.1%           Indirect Staff Costs         (1,733,026)         (1,584,064)         (607,654)         (148,962)         (1,38690)         (166,892)         (91,248)         (21,798)         (2           Sales & Marketing         (802,436)         (593,62)         (299,546)         (8,975)         (3           IT & communications         (421,436)         (490,979)         (189,010)         (11,457)         (2           Travel & subsistence         (50,035)         (49,095)         (34,772)         (939)         (999)         (199,010)         (11,457)         (2         (20,035)         (49,095)         (34,772)         (939)         (93,040)         (94,043)         (112,800)         (20,128)         71,496         (0	Staff Costs	(6,911,169)	(7,028,596)	(4,065,308)	117,427	(2,845,861)
Gross profit         5,613,187         5,793,385         3,117,549         (180,198)         2,2           Margin         42.4%         43.5%         41.4%         -1.1%           Indirect Staff Costs         (1,733,026)         (1,584,064)         (607,654)         (148,962)         (1,2           Sales & Marketing         (188,690)         (166,892)         (91,248)         (21,798)         (1           Premises Expenses         (602,436)         (593,462)         (299,546)         (8,975)         (3           IT & communications         (421,436)         (409,979)         (189,010)         (11,457)         (2           Travel & subsistence         (50,035)         (49,095)         (34,772)         (939)         (1           Office Expenses         (41,393)         (112,890)         (20,128)         71,496         (1           Office Expenses         (41,393)         (112,890)         (20,128)         71,496         (1           Other Expenses         (182,610)         (135,201)         (149,285)         (47,408)         (4           Other Expenses (excl Depn)         (3,299,757)         (3,215,145)         (1,427,209)         (84,613)         (1,6           Adjusted EBITDA         2,31,430         2,578,240 <td>Software Costs</td> <td>(223,097)</td> <td>(158,080)</td> <td>(156,362)</td> <td>(65,017)</td> <td>(66,735)</td>	Software Costs	(223,097)	(158,080)	(156,362)	(65,017)	(66,735)
Margin   42.4%   43.5%   41.4%   -1.1%     Indirect Staff Costs   (1,73,026)   (1,584,064)   (607,654)   (148,962)   (1,385)   (1,384,064)   (607,654)   (148,962)   (1,385)   (1,384,064)   (607,654)   (148,962)   (1,385)   (1,384,064)   (	Other COS	(497,051)	(348,919)	(182,559)	(148,132)	(314,492)
Indirect Staff Costs  \$ (1,733,026) (1,584,064) (607,654) (148,962) (1,1584,064) (607,654) (148,962) (1,1584,064) (166,892) (91,248) (21,798) (1,1584,064) (166,892) (91,248) (21,798) (1,1584,064) (166,892) (91,248) (21,798) (1,1584,064) (1	Gross profit	5,613,187	5,793,385	3,117,549	(180,198)	2,495,639
Sales & Marketing (188,690) (166,892) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (	Margin	42.4%	43.5%	41.4%	-1.1%	0.9%
Sales & Marketing (188,690) (166,892) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (21,798) (91,248) (						
Premise Expenses   (602,436)   (593,462)   (299,546)   (8,975)   (3)     IT & communications   (421,436)   (409,979)   (189,010)   (11,457)   (2)     Travel & subsistence   (50,035)   (49,095)   (34,772)   (939)   (10,722)     Office Expenses   (41,393)   (112,890)   (20,128)   71,496   (1,498)   (1,498	Indirect Staff Costs	(1,733,026)	(1,584,064)	(607,654)	(148,962)	(1,125,371)
Premise Expenses   (602,436)   (593,462)   (299,546)   (8,975)   (3)     IT & communications   (421,436)   (409,979)   (189,010)   (11,457)   (2)     Travel & subsistence   (50,035)   (49,095)   (34,772)   (939)   (10,722)     Office Expenses   (41,393)   (112,890)   (20,128)   71,496   (1,498)   (1,498	Sales & Marketing	(188,690)	(166,892)	(91,248)	(21,798)	(97,443)
TT & communications						(302,890)
Travel & subsistence (50,035) (49,095) (34,772) (939) (Office Expenses (41,393) (112,890) (20,128) 71,496 (114,933) (112,890) (20,128) 71,496 (114,933) (112,890) (20,128) 71,496 (114,933) (112,890) (20,128) 71,496 (114,933) (112,890) (20,128) 71,496 (114,933) (114,9						(232,426)
Office Expenses (41,393) (112,890) (20,128) 71,496 (17,593) 102,643 (17,59						(15,263)
Professional fees (60,918) (163,561) (27,593) 102,643 (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (47,408) (101,501) (149,285) (149,213) (						(21,265)
Other Expenses         182,610         (135,201)         (149,285)         (47,408)         (47,408)           Foreign Currency Gains & Losses         (19,213)         0         (7,972)         (19,213)         0           Operating Expenses (excl Depn)         (3,299,757)         (3,215,145)         (1,427,209)         (84,613)         (1,627,209)           Adjusted EBITDA         2,313,430         2,578,240         1,690,340         (264,810)           Proforma adjustments         344,386         298,817         242,193         45,569           Proforma EBITDA         2,657,816         2,877,058         1,932,533         (219,242)           Management Fee recharge         (234,888)         (248,389)         (126,769)         13,501         (1           Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242         1           Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242         1           Depreciation         (37,824)         (76,037)         (48,368)         (115,067)         1           Goodwill Amortisation         (778,857)         (961,704)         (546,658)         182,847         (2           Interest Income         67,903         667	•					(33,325)
Profering Expenses (excl Depn)   (3,299,757)   (3,215,145)   (1,427,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (84,613)   (1,827,209)   (1,690,340)   (264,810)   (1,690,340)   (264,810)   (1,690,340)   (264,810)   (1,690,340)						(33,324)
Coperating Expenses (excl Depn)   (3,299,757)   (3,215,145)   (1,427,209)   (84,613)   (1,600)	•					(11,241)
Adjusted EBITDA 2,313,430 2,578,240 1,690,340 (264,810)  Proforma adjustments 344,386 298,817 242,193 45,569  Proforma EBITDA 2,657,816 2,877,058 1,932,533 (219,242)  Management Fee recharge (234,888) (248,389) (126,769) 13,501 (1 Non-Recurring Costs (156,527) (292,770) (205,626) 136,242  Reported EBITDA 1,922,015 2,037,082 1,357,946 (115,067)  Depreciation (87,824) (76,037) (48,368) (11,787) (1 Goodwill Amortisation (778,857) (961,704) (546,658) 182,847 (2 Interest Income 67,903 667 697 67,236  Loan Note Interest (830,830) (789,233) (555,810) (41,598) (2 Finance charge - unwinding of discount (180,586) (58,673) (128,678) (121,914) (1 Interest Paid (2,342) (3,995) (666) 1,653  Loan Interest (580,559) (510,724) (318,486) (69,835) (2						(1,872,548)
Proforma adjustments         344,386         298,817         242,193         45,569           Proforma EBITDA         2,657,816         2,877,058         1,932,533         (219,242)           Management Fee recharge         (234,888)         (248,389)         (126,769)         13,501         (1           Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)           Depreciation         (87,824)         (76,037)         (48,368)         (11,787)         (600dwill Amortisation         (778,857)         (961,704)         (346,658)         182,847         (2           Interest Income         67,903         667         697         67,236         (50,236)         (50,236)         (50,236)         (50,236)         (12,914)         (40,236)         (50,	,	(3, 33, 37,	17 7 7	***		1,5- 5- 5
Proforma adjustments         344,386         298,817         242,193         45,569           Proforma EBITDA         2,657,816         2,877,058         1,932,533         (219,242)           Management Fee recharge         (234,888)         (248,389)         (126,769)         13,501         (1           Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)           Depreciation         (87,824)         (76,037)         (48,368)         (11,787)         (600dwill Amortisation         (778,857)         (961,704)         (346,658)         182,847         (2           Interest Income         67,903         667         697         67,236         (50,236)         (50,236)         (50,236)         (50,236)         (12,914)         (40,236)         (50,	Adjusted EBITDA	2,313,430	2,578,240	1,690,340	(264,810)	623,090
Proforma EBITDA   2,657,816   2,877,058   1,932,533   (219,242)	•					·
Proforma EBITDA         2,657,816         2,877,058         1,932,533         (219,242)           Management Fee recharge         (234,888)         (248,389)         (126,769)         13,501         (1           Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)           Depreciation         (87,824)         (76,037)         (48,368)         (11,787)         (2           Goodwill Amortisation         (778,857)         (961,704)         (546,658)         182,847         (2           Interest Income         67,903         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,342)         (3,995)         (666)         1,653         Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2	Proforma adjustments	344,386	298,817	242,193	45,569	102,193
Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)         .           Depreciation         (87,824)         (76,037)         (48,658)         (11,787)         (6           Goodwill Amortisation         (77,8857)         (961,704)         (546,658)         182,847         (2           Interest Income         66,793         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,2342)         (3,995)         (660)         1,653         (2           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2						725,283
Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)         .           Depreciation         (87,824)         (76,037)         (48,658)         (11,787)         (6           Goodwill Amortisation         (77,8857)         (961,704)         (546,658)         182,847         (2           Interest Income         66,793         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,2342)         (3,995)         (660)         1,653         (2           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2						
Non-Recurring Costs         (156,527)         (292,770)         (205,626)         136,242           Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)         .           Depreciation         (87,824)         (76,037)         (48,658)         (11,787)         (6           Goodwill Amortisation         (77,8857)         (961,704)         (546,658)         182,847         (2           Interest Income         66,793         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,2342)         (3,995)         (660)         1,653         (2           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2	Management Fee recharge	(234,888)	(248,389)	(126,769)	13,501	(108,119)
Reported EBITDA         1,922,015         2,037,082         1,357,946         (115,067)           Depreciation         (87,824)         (76,037)         (48,368)         (21,787)         (2           Goodwill Amortisation         (778,857)         (961,704)         (546,658)         182,847         (2           Interest Income         67,903         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (11,503)         (12,342)         (3,995)         (666)         1,653         (50,673)         (12,348)         (59,835)         (2           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2						49,098
Goodwill Amortisation         (778,857)         (961,704)         (546,658)         182,847         (2           Interest Income         67,903         667         697         67,236         5           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,342)         (3,995)         (666)         1,653           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2		1,922,015				564,069
Goodwill Amortisation         (778,857)         (961,704)         (546,658)         182,847         (2           Interest Income         67,903         667         697         67,236         62           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,342)         (3,995)         (666)         1,653           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2	•					(39,456)
Interest Income         67,903         667         697         67,236           Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,342)         (3,995)         (666)         1,653           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2	•					(232,199)
Loan Note Interest         (830,830)         (789,233)         (555,810)         (41,598)         (2           Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (1           Interest Paid         (2,342)         (3,995)         (666)         1,653           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2						67,205
Finance charge - unwinding of discount         (180,586)         (58,673)         (128,678)         (121,914)         (112,914)           Interest Paid         (2,342)         (3,995)         (666)         1,653           Loan Interest         (580,559)         (510,724)         (318,486)         (69,835)         (2						(275,020)
Interest Paid (2,342) (3,995) (666) 1,653  Loan Interest (580,559) (510,724) (318,486) (69,835) (2						(51,908)
Loan Interest (580,559) (510,724) (318,486) (69,835) (2						(1,676)
						(262,073)
						(230,695)
Taxation (117,077) (401,441) (153,827) 284,364						36,750
						(193,946)
0 (0) (0)	retained profit / (1035)				170,202	(155,546)

mparison to budget and prior year	LTM	LTM	LTM		
£	Feb-25	Feb-25	Feb-24	Variance to	Variance to prior
	Actual	Budget	Prior Year	budget	year
PROFIT AND LOSS					
Audit & Financial Reporting	6,773,644	6,705,980	3,332,978	67,664	3,440,666
Accounting & Business Services	5,294,884	5,444,523	3,360,291	(149,639)	1,934,593
Тах	5,418,703	5,037,614	2,516,571	381,089	2,902,132
Corporate Finance	1,503,852	1,843,383	1,510,205	(339,532)	(6,354)
Insolvency	3,255,055	3,057,049	2,996,529	198,006	258,526
Other incl. WIP movement	50,820	292,883	361,457	(242,063)	(310,637)
Revenue	22,296,957	22,381,432	14,078,032	(84,475)	8,218,926
Intra Group Staff Recharge	0	0	0	0	0
Staff Costs	(11,859,727)	(11,977,153)	(7,823,978)	117,427	(4,035,748)
Software Costs	(397,451)	(332,433)	(274,718)	(65,017)	(122,732)
Other COS	(768,096)	(619,964)	(335,999)	(148,132)	(432,097)
Gross profit	9,271,684	9,451,881	5,643,336	(180,198)	3,628,348
Margin	41.6%	42.2%	40.1%	-0.6%	1.5%
Indirect Staff Costs	(2,554,529)	(2,405,567)	(1,079,447)	(148,962)	(1,475,082)
Sales & Marketing	(337,874)	(316,075)	(243,758)	(21,798)	(94,115)
Premises Expenses	(1,034,698)	(1,025,723)	(523,444)	(8,975)	(511,253)
T & communications	(699,996)	(688,539)	(340,486)	(11,457)	(359,510)
Travel & subsistence	(91,609)	(90,670)	(61,147)	(939)	(30,462)
Office Expenses	(72,922)	(144,418)	(40,335)	71,496	(32,587)
Professional fees	(135,731)	(238,375)	(81,832)	102,643	(53,899)
Other Expenses	(315,882)	(268,474)	(252,899)	(47,408)	(62,983)
Foreign Currency Gains & Losses	(29,809)	(10,595)	(14,239)	(19,213)	(15,570)
Operating Expenses (excl Depn)	(5,273,049)	(5,188,436)	(2,637,587)	(84,613)	(2,635,462)
Adjusted EBITDA Statutory	3,998,635	4,263,445	3,005,749	(264,810)	992,886
Full year effect -Sevenoaks			70,057		
Full year effect - Woking			999,465		
Full year effect - Plymouth	434,987	468,979	854,692		
Full year effect - Craufurd Hale	620,031	620,031	1,121,271		
Proforma adjustments	576,415	623,320	445,735		
Proforma EBITDA	5,630,069	5,975,774	6,496,969	(345,706)	(866,901)
Management Fee recharge	(367,236)	(380,737)	(244,974)	13,501	(122,262)
Non-Recurring Costs	(204,142)	(340,385)	(478,108)	136,242	273,966
Reported EBITDA	3,427,257	3,542,323	2,282,667	(115,067)	1,144,590
Depreciation	(152,942)	(141,155)	(93,163)	(11,787)	(59,780)
Goodwill Amortisation	(1,189,593)	(1,661,957)	(1,002,972)	472,364	(186,620)
Interest Income	157,007	89,771	3,419	67,236	153,589
Loan Note Interest	(1,612,081)	(1,570,483)	(1,129,475)	(41,598)	(482,606)
Finance charge - unwinding of discount	(301,299)	(135,600)	(266,322)	(165,699)	(34,977)
Interest Paid	(4,657)	(6,310)	(1,041)	1,653	(3,616)
Loan Interest	(919,352)	(849,517)	(632,543)	(69,835)	(286,809)
Profit before taxation	(595,298)	(732,928)	(839,431)	137,630	244,133
Taxation	(304,695)	(628,468)	4,116	323,773	(308,811)
Retained profit / (loss) Statutory	(899,993)	(1,361,396)	(835,315)	461,403	(64,678)

Wilson Partners Consolidation Management Reports February 2025

Balance sheet comparison to prior month and budget

BALANCE SHEET	ACTUAL	ACTUAL	BUDGET
£	Feb-25	Jan-25	Feb-25
Tangible Assets	316,691	331,852	419,365
Goodwill	31,067,191	31,590,672	31,781,744
Investments	80,339	80,339	405,443
Fixed Assets	31,464,222	32,002,864	32,606,552
Trade Debtors	4,267,974	4,252,465	4,175,033
Work In Progress	2,921,385	3,114,612	3,469,254
Other Debtors	805,502	882,296	864,110
Trade Creditors	(282,640)	(327,573)	(815,859)
Accruals	(637,140)	(631,053)	(723,438)
Other Creditors	(118,511)	(112,691)	(447,404)
PAYE/NIC	(475,359)	(451,118)	(501,616)
VAT	(944,399)	(780,577)	(1,172,166)
Net working capital	5,493,191	5,897,130	4,847,913
Bank	5,084,896	4,742,210	5,108,990
Credit Cards	(16,925)	(23,274)	(15,060)
Corporation Tax	(655,720)	(697,127)	(1,044,722)
Intercompany	(655,720)	(697,127)	(1,044,722)
Directors' Loans	0	0	(0)
Triple Point Loan	(12,351,768)	(12,343,747)	(12,423,765)
Loan notes	(15,718,646)	(15,718,646)	(15,446,145)
Accrued Interest	(2,367,907)	(2,216,423)	(2,142,813)
Other debt	(59,386)	(60,140)	(75,386)
Deferred Consideration	(8,669,209)	(9,387,912)	(8,612,732)
Net Debt / Surplus Cash	(34,772,059)	(35,723,877)	(34,651,632)
•			
Net assets	2,185,353	2,176,117	2,802,833
Share Capital	127,534	127,534	126,035
Share Premium	4,795,486	4,795,486	4,970,612
Retained Profit	(3,544,574)	(3,544,387)	(1,331,204)
Current Yr Profit	(3,344,374) 806,907	797,484	(962,548)
Other Reserves	000,507	757,484	(63)
Shareholders' funds	2,185,353	2,176,117	2,802,832
onarcholacio lanas	2,103,333	2,270,117	2,002,032

Month   Feb-25   Feb-25   Feb-24   Prior Year	on Partners Consolidation			
Month         Feb-25 Actual         Feb-25 Budget         Feb-24 Prior Year           Proforma adjustments         52,609         49,803         42,014           Adjust for non-exec chair         3,215         3,215         3,215           Operations head         5,484         5,484         5,500           Employee XP head         2,678         2,678         3,438           Internal acquisition work - M&A         38,427         38,427         18,018           IT Platform         2,806         7,375           Property         52,609         49,803         42,014           LTM         LTM         LTM         LTM           Feb-25         Feb-25         Feb-24           Actual         Budget         Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673	agement Reports February 2025			
Actual   Budget   Prior Year	ndix - Proforma adjustments			
Actual   Budget   Prior Year				
Proforma adjustments         52,609         49,803         42,014           Adjust for non-exec chair         3,215         3,215         3,215           Operations head         5,484         5,484         5,500           Employee XP head         2,678         2,678         3,438           Internal acquisition work - M&A         38,427         38,427         18,018           IT Platform         2,806         7,375         4,469           Property         52,609         49,803         42,014           LTM         LTM         LTM         LTM           Feb-25         Feb-25         Feb-24           Actual         Budget         Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         36,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665	wontn			
Adjust for non-exec chair         3,215         3,215         3,215           Operations head         5,484         5,484         5,484         5,500           Employee XP head         2,678         2,678         3,438           Internal acquisition work - M&A         38,427         38,427         18,018           IT Platform         2,806         7,375           Property         52,609         49,803         42,014           LTM         LTM         LTM         LTM           Feb-25         Feb-24         Feb-25         Feb-24           Actual         Budget         Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808		Actual	Budget	Prior Year
Operations head         5,484         5,484         5,500           Employee XP head         2,678         2,678         3,438           Internal acquisition work - M&A         38,427         38,427         18,018           IT Platform         2,806         7,375         4,469           Property         52,609         49,803         42,014           LTM         LTM         LTM         LTM           Feb-25         Feb-25         Feb-24           Actual         Budget         Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,673         36,475	Proforma adjustments	52,609	49,803	42,014
Employee XP head   2,678   3,438    Internal acquisition work - M&A   38,427   38,427   18,018    IT Platform   2,806   7,375    Property   52,609   49,803   42,014	Adjust for non-exec chair	3,215	3,215	3,215
Internal acquisition work - M&A   38,427   38,427   18,018   17   Platform   2,806   7,375   4,469	Operations head	5,484	5,484	5,500
T Platform   2,806   7,375   4,469     52,609   49,803   42,014	Employee XP head	2,678	2,678	3,438
LTM	Internal acquisition work - M&A	38,427	38,427	18,018
LTM	IT Platform	2,806		7,375
LTM         LTM         LTM         LTM         LTM         Feb-24         Feb-24         Feb-25         Feb-25         Feb-24         Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Property			4,469
Feb-25 Actual         Feb-25 Budget         Feb-24 Prior Year           Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475		52,609	49,803	42,014
Proforma adjustments         576,415         623,320         445,735           Adjust for non-exec chair         38,575         38,575         38,575           Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	<u>LTM</u>	Feb-25	Feb-25	Feb-24
Adjust for non-exec chair     38,575     38,575     38,575       Operations head     65,903     65,903     66,000       Employee XP head incl recruitment fee     36,697     36,697     41,256       Sales training     0     15,000     20,000       Internal acquisition work - M&A     338,673     338,673     187,266       IT Platform     69,761     101,665     29,356       Property     26,808     26,808     26,808       Senior Tax Director duplicate cost     36,475		Actual	buuget	riioi reai
Operations head         65,903         65,903         66,000           Employee XP head incl recruitment fee         36,697         36,697         41,256           Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Proforma adjustments	576,415	623,320	445,735
Employee XP head incl recruitment fee 36,697 36,697 41,256 Sales training 0 15,000 20,000 Internal acquisition work - M&A 338,673 338,673 187,266 IT Platform 69,761 101,665 29,356 Property 26,808 26,808 26,808 Senior Tax Director duplicate cost 36,475	Adjust for non-exec chair	38,575	38,575	38,575
Sales training         0         15,000         20,000           Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Operations head	65,903	65,903	66,000
Internal acquisition work - M&A         338,673         338,673         187,266           IT Platform         69,761         101,665         29,356           Property         25,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Employee XP head incl recruitment fee	36,697	36,697	41,256
IT Platform         69,761         101,665         29,356           Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Sales training	0	15,000	20,000
Property         26,808         26,808         26,808           Senior Tax Director duplicate cost         36,475	Internal acquisition work MSA	338,673	338,673	187,266
Senior Tax Director duplicate cost 36,475	internal acquisition work - Max		101 CCE	20 356
· 		69,761	101,005	23,330
	IT Platform			
576,415 623,320 445,735	IT Platform Property			26,808

Wilson Partners Consolidation Management Reports February 2025 Appendix - Non-recurring spend			
l • · · · · · · · · · · · · · · · · · ·			
Appenaix - Non-recurring Spena			
		YTD	LTM
	Month		
	Feb-25	Feb-25	Feb-25
	Actual	Actual	Actual
Non-recurring spend - IT	306	5.443	40.543
Overlap IT costs - Pentangle . iTEXS (FY24)	306	5,113	19,543
Set up and implementation		5,516	10,548
FYI Implementation		5,895	5,895
Cambridge refresh / FYI set up		6,484	6,484
Sevenoaks refresh / FYI set up		1,101	1,101
Woking service take on, integration and refresh		21,910	26,637
Beyond Migration workshop	2,500	2,500	2,500
	2,806	48,519	72,709
Non-requiring good. Other			
Non-recurring spend - Other Other incl termination fees			
Bad debt recovery re PSI (within completion BS BDP)			(58,664)
One-off data costs		2,000	2,000
CHUS website branding update	2,520	2,520	2,520
crios website branding appare	2,520	4,520	(54,144)
	2,525	4,525	(34,244)
Non-recurring spend - People (Staff)			
TUPE advice from HR Consultancy			1,163
Healthcare costs outside of BUPA (KRE)		2,542	2,542
Settlement agreement (Maidenhead)	1,837	44,337	44,337
	1,837	46,879	48,041
Non-recurring spend - Professional fees			
Moorcrofts - Project Bendalong			16,100
Moorcrofts - Project Mollymook			(1,204)
Moorcrofts - KRE North			4,005
Moorcrofts - Barnbrook Sinclair LLP			8,776
Moorcrofts - Lease assignments Sevenoaks and Cambridge			684
Moorcrofts - Hive up of Barnbrook Sinclair			6,066
Moorcrofts - Update to Articles of Association		2,770	2,770
Moorcrofts - Opudate to Articles of Association		11,000	11,000
Moorcrofts - Global transaction bible		10,000	10,000
Danescor - M&A professional services	5,750	5,750	5,750
Stamp duty - backdated fees on pre FY25 acquisitions	3,730	3,180	3,180
Accrual - Hive up costs		5,200	7,100
Carey Olsen - TISE fees			6,000
Cooley - Fordhouse investment & amendment of incentive arrangements			30,000
Cooley - Politiouse investment & amendment of incentive arrangements		3,279	3,279
ICAEW - application and registration fees		1,745	3,845
TISE fees		1,600	2,250
			13,341
Triple Point legal fees  Sponsor application costs		13,341	13,341
		105	
Legal fees re notary		195	195
Pro-Mission - Premises Inspection re acquisitions		2,250	2,250
Pro-Mission - dilapidations negotiation		1,500	1,500
	5,750	56,610	137,537
	12,913	156,528	204,143
	12,313	130,328	204,143