



Builders Merchants Market Rank & Profile UK 2009

**Builders Merchants Market Review 2004-2013, Builders Merchants Ranking,
Profiles, Industry Averages for Sales, Profitability & Key Financials 2004-2013.**

2nd Edition

September 2009

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MTW Research Rank and Profile reports are designed to provide the reader with an independent, comprehensive overview of current, recent & future trading conditions, strategic market review and sales leads within their respective markets in an easy to use and easy to disseminate format.

Based on actual sales returns which provide higher confidence levels and researched by market research professionals with experience in the industry, MTW's Rank and Profile reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or to gain a greater understanding of the current and future performance of an industry.

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- **Fast and Effective Company & Industry Analysis**

With the report providing an Industry Review with market structure, sales totals, sales averages and forecasts to 2013; Ranking section; and a more detailed Profile section; the depth and range of analysis provides a comprehensive overview of the market's performance and estimated ranking for each company included in the report. Each company has a 1-page profile with key financial indicators, providing crucial company analysis on which to base further research and strategic decision-making or develop relevant sales leads.

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Industry trends, market size and performance for revenue and industry value is provided from 2004 through to 2013 – based on primary research & actual sales returns, enabling a fast and accurate understanding of key industry trends and likely future prospects, facilitating sales and marketing planning.

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- **Monitor The Market Leaders' Performance.**

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2. UK Builders Merchants Market

2.1 Introduction to this Rank & Profile Report

In order to offer a comprehensive and informative marketing tool, this report includes:-

Builders Merchants Industry Overview 2004-2013

Overview of the industry's performance 2004-2008 and forecasts to 2013, including:-

- Total Industry Sales Turnover 2004-2008 & Key Trend Analysis in 2009
- Market Sales Forecasts to 2013 - Likely Future Prospects 2009 to 2013
- Market Share by Growing, Declining & Static Sales Companies in 2009
- Market Share Mix by Employee Numbers & Turnover Size in 2009
- Market Mix for Credit Worthiness & Risk Ratings in 2009
- Total Industry Profitability, Assets & Liabilities, Net Worth

Average Builders Merchants Industry Performance 2004-2013

A Profile of the 'Average' builders merchant, enabling effective and fast comparisons:-

- Average Builders Merchants Sales Revenue 2004-2013
- Average Company Profit Levels 2004-2013
- Average Assets & Liabilities 2004-2013
- Average Net Worth 2004-2013
- Average Value of Sales per Employee 2004-2013

Builders Merchants Market Ranking

Provided for the leading companies in tabular format:-

- By Turnover & Individual Sales Revenue Estimates for 2008
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

Company Profile & Sales Leads

Financial data and estimates provided for the last 4 years of trading for every company:-

- Turnover & Profit estimates for every company listed for 2008
- Working Capital (i.e. Cash Available), Sales & Profit Per Employee (where reported)
- Debtors Value (i.e. money owed to company each year over the last 4 years)
- Fixed Assets (e.g value of land, buildings, vehicles, equipment etc)
- Current Assets (i.e cash & other assets to be sold within 1 year)
- Current Liabilities (i.e debts or obligations due in 1 year)
- Long Term Liabilities (i.e debts or obligations which extend beyond 1 year)
- Net Worth (i.e total assets less total liabilities)
- Company's Principal Activities
- Full Registered Address & Postcode
- Incorporation Date
- Ultimate Holding Company & Parent Company (if applicable)
- Number of Employees (estimates given where no data exists from Companies House)
- Senior Decision Maker / Director Contact Name

Also provided as part of the "Ultimate Pack" is a comprehensive, multi-use mailing and telemarketing list and a comprehensive financial spreadsheet including 4 years key financial data for the industry.

2.2 Builders Merchants Industry Competitor Listing

The following table provides a listing of the companies which are included, and for the purposes of this report, defined as 'the market'.

Figure 1: Builders Merchants Company Listing

A K Timms & Sons	Dutton & Peters	Kent Building Plastics UK
A Thompson & Sons	E H Smith Builders Merchants	Kingdons
A W Lumb Northern	Easter Ross Building Supplies Co	Kings Langley Building Supplies
A.E Spink	Elliott Brothers Builders Merchants	Kington Building Supplies
Acrelane Builders Merchants	English Bros	Lawsons (Whetstone)
Adrian White	Ernest Bentley & Sons	Lee Bros
Ainscough Building Supplies	Fairalls Builders Merchants	Leiston Building Supplies
Alfred Groves & Sons	Franklin Sussex	Limavady Building Suppliers
Allendale Building Supplies	G H Supplies (London)	M & J Mahoney & Sons
Allmat (East Surrey)	G Webb Aggregates	M K M Building Supplies Driffield
Alsford Timber	George Bence & Sons	M Laurier & Sons
Ashmead Building Supplies	George Lines (Merchants)	M Markovitz
Aw Champion	George Tufts & Son	M.P Moran & Sons
B Mcnamee & Co.	Gibbs And Dandy Limited	Macinnes Bros
Barhaul (2003)	Go Interiors	Manjits
Beatsons Building Supplies	Gph Builders Merchants	Manningham Concrete
Beesley & Fildes	Grafton Merchating GB Limited	Marshmoor Bricks
Blanchford & Co	Grant & Stone	Masonry Solutions UK
Bolt Building Supplies	Grant Haze London	Meakin Building Supplies
Boys & Boden	H A C Catherwood	Mechanical & Electrical Fixings
Bradfords Building Supplies	H Butterfield	Merritt & Fryers
Brick Centre	H E Olby & Co	MKM Building Supplies
Brick Store	Hackney Building Supplies	Multi-Quip
Browning Jones & Morris	Haley Roe	Murdock Builders Merchants
Browns Builders Merchants	Hall & Rogers	Murdock Building Supplies
BSS Group Plc	Halls Group	Nailfast
Builders Supplies West Coast	Heating Plumbing Supplies	Nailsea Builders Merchants
Builders Supply (Kendal) Co.	Hendricks Lovell	Naylor Drainage
Builders Supply Co.	Henlow Building Supplies	Newry Building Supplies
Builders Supply Stores (Coventry)	Henry Alty	Nicholls & Clarke
Building Supplies (Holme Lane)	Hevey Building Supplies	North Staffs Builders Merchants
Bussens & Parkin	Highland Steel & Building Supplies	Northern Timber Merchants
Busy Bee Builders Merchants	Homefit	Nu-Line
C & S Builders Merchants	Howarth Timber & Building Supplies	One Stop Building Materials Direct
C & W Berry	Hughes Forrest	Orpington Timber & Building Supplies
C. Brewer & Sons	Huthwaite Roofing Supplies	Oswald Record Plant Sales
Caerfagu Products	Huws Gray	Oxford Builders Merchants
Canvey Supply Co.	Irwin & White Construction Co	Owen Tatton
Cartmore Building Supply Co	J & P Building Systems	P & R Building Supplies
Cawarden Brick & Tile Co	J Medler	P A Seccombe & Son
Chandlers Building Supplies	J T Dove	P G R Timber
Chapel Diy Centre	Jackson Building Centres	P Mcdermott & Sons Omagh
Chas Lowe And Sons Builders Merchants	James Burrell	Parker Building Supplies
Chesworth Building Supplies	James Wilby Builders Merchants	Parr Rochdale
Christies	Jewson	Pegasus Group (UK)
Churchley Bros	JKM Industrial Supply Merchants	Phoenix Merchants
Civil Solutions	John A Stephens	Plastic Building Supplies
Collier & Catchpole	John Fleming & Co	Plastic Pipe Supplies
Compass Reclaims	John George & Sons	Plumbase
Construction Supplies Hardware	John Shilliday	Putney Builders Merchants
County Building Supplies	John W Grant & Son	R & J Builders Hardware
Crompton Building Supplies	Jones & Shuffs Heavyside	R & J Ince
D B S Building Supplies	JP Corry Group	R F Amies Kidderminster
Darlaston Builders Merchants	Jubilee Building Supplies	R S Beaver
David Cover & Son	Keith Builders Merchants	Ranton Building Supplies
Dry Lining Supplies	Kellaway Building Supplies	Rawle Gammon & Baker Holdings
	Kent Blaxill Co	Ray Grahams

Richard Williams Deganwy
 Richmond Building Products
 Ridgeon Group
 Robert Dickie & Sons
 Robert Price Builders Merchants
 Ron Sammons
 Roofing Supplies & Materials
 Rose Of Jericho
 Rubery Building Supplies
 Salisbury & Wood
 Samuel Kirk (Builders Merchants)
 Screwfix Direct
 SDG Building Accessories
 SEAC
 Seccombe Builders Merchants
 Sehmi Builders Merchants
 Shropshire Building Supplies
 Sidalls Bicester

Smith & Frater
 South Acton Timber Supplies
 Southern Brick Building Supplies
 Spiller & Webber
 Spring Lane Builders Merchants
 Springvale E P S
 Stanley John
 Sydenhams
 T Crossling & Co
 Taggart & Co
 Tamar Trading Co
 Tencate Geosynthetics (UK)
 Tiger Timber
 Tjpadel
 Tiptree Building Supplies
 Totem Timber
 Towcester Building Supplies
 Towy Works

Travis Perkins Plc
 Tudors Building Supplies Hereford
 Ultra Building Products
 Viking Hardware
 W & H S Emery Co
 W J Odds
 Wachter & Co
 Walkers The Builders Merchants
 Walter Tipper
 Wildmoor Aggregates
 William Way Godstone
 William Williams
 Willis Builders Merchants
 Wollens
 Wolseley UK
 Woods Building Supplies
 WTB Holdings

Source: MTW Research

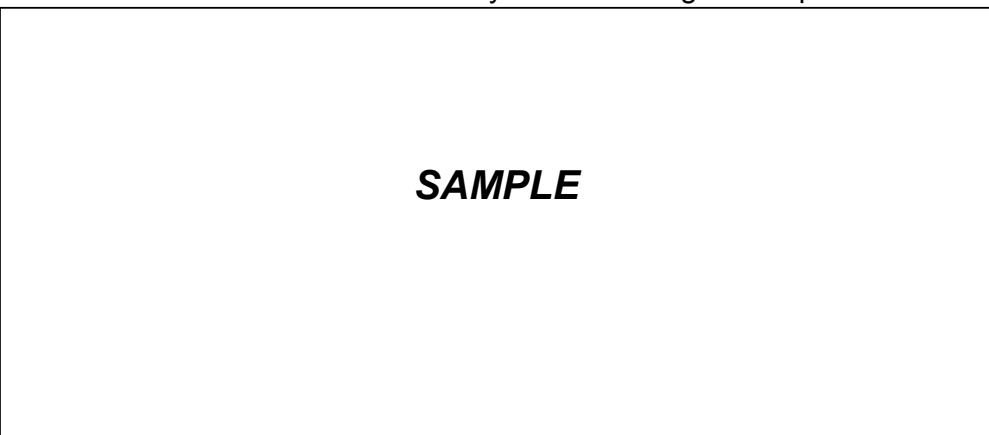
Sales by the UK Builders Merchants industry are currently estimated to be worth around £xx billion to year-end December 2008, with the above companies estimated to account for just under 95% of the total industry in 2008 by value.

In 2009, there are around xxxx individual Builders Merchants active in the UK, operating approximately xxxx branches. However, in value terms the industry is relatively consolidated in value terms, with the above companies reporting sales of around £xx billion in 2008. This report reviews the performance of these companies, defined as the 'Builders Merchants Market', since 2004 and identifies likely future prospects to 2013 alongside company rankings and profiles.

The total sales of the organisations above are valued at just over £xx billion in 2008, reflecting an industry which experienced positive levels of growth during the last several years, until the economic slowdown resulted in a rapid decline in volume demand during the last 16-18 months. Since mid 2008, the UK builders merchants market has experienced a substantially more difficult trading environment with demand contracting rapidly from a number of key end use sectors.

There are now indications that the UK economy is beginning to recover from the recent global financial crisis, with business and consumer confidence slowly returning in a number of key end use sectors. Sources within the builders merchants industry indicate a degree of optimism returning to the market, led by the residential building sector. Nevertheless, the market cited which is particularly given to the building sector in the

The builders merchants market is dominated by larger merchants and is characterised by high cash flow. As such, so far as the national and local merchant companies willing to compete with the larger national me



building sector in the... the... te cash... ver... tional... ese... by the

This second edition, quantitative report is based principally on company sales returns and balance sheets, supported where appropriate by additional primary research from the industry, secondary data from trade journals, industry commentators etc., and our own estimates based on previous background experience of researching the UK Builders Merchants market.

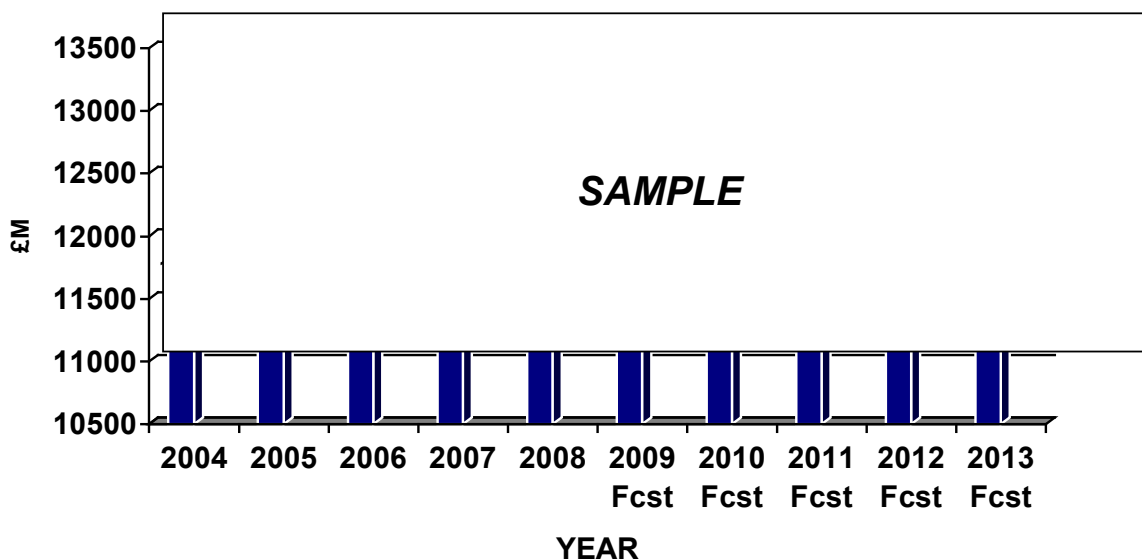
2.3 Builders Merchants Market Performance 2004-2013

The following section reviews the overall, combined performance of the selected Builders Merchants in terms of sales revenue, profit, assets, liabilities and net worth since 2004 and provides forecasts to 2013.

2.3.1 Builders Merchants Market Sales Revenue 2004-2013

The chart below illustrates the performance of the Builders Merchants market in terms of combined sales revenues between 2004 and 2008 and forecasts to 2013:-

Figure 2: Builders Merchants Market Sales 2004-2013 £M



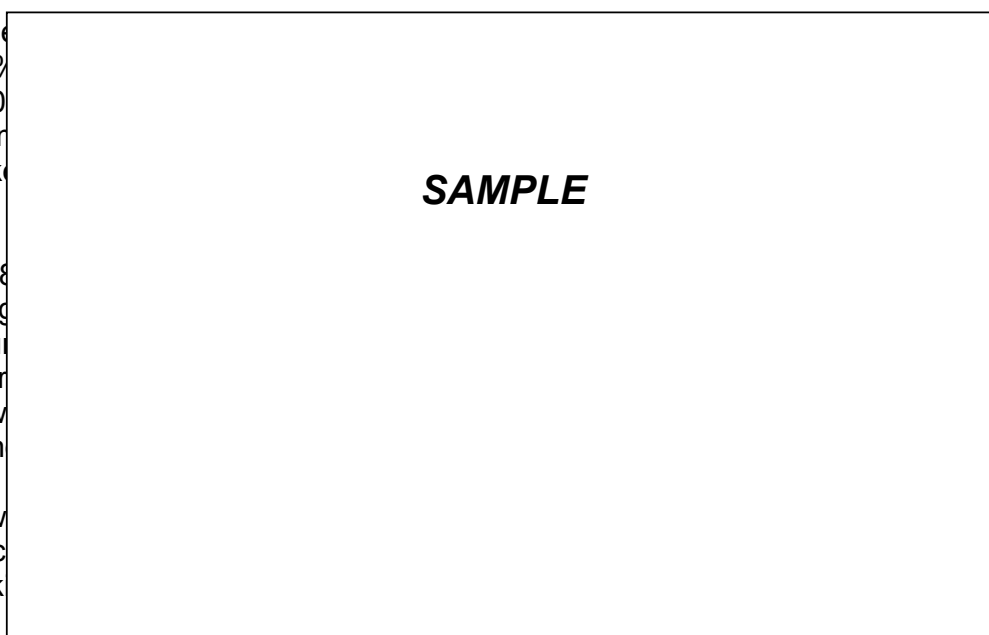
Source: MTW Research / Company Financials

The above chart illustrates our estimates of the sales performance of the Builders Merchants market from actual sales returns and revenue estimates based on annual returns and balance sheets.

In 2008, the combined decline of around 1% growth between 2007 performance in the number of key market slowdown in activity

During mid-late 2008 substantially, leading postponement or cut projects. Further, a such as industrial, w building products an

In addition, the grow consumer confidence that bathroom and k downturn. As such,



the year polarised between reasonable growth in activity in the first quarter and rapid decline in the last 2 quarters

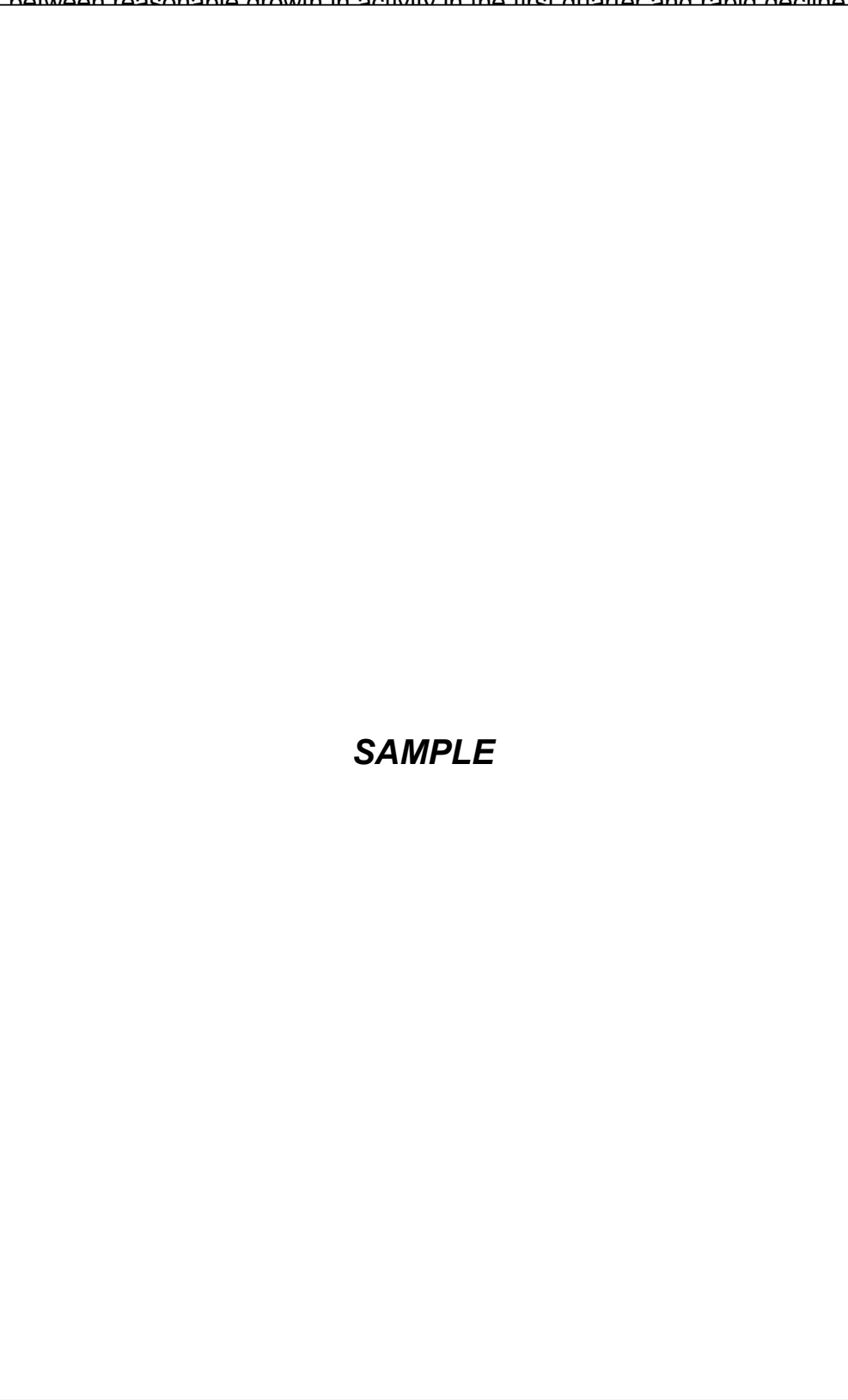
Following the rapid construction activity increasingly dependent on refurbishment severely reduced. There was some optimism that 'not move', with continued large-scale refurbishment in terms of the overall market for the remainder

The maintaining of an announcement that some optimism for likely to be technical easing and £175 billion consumer and business spending seemingly still reflect the possibility of a sustained return to growth in the coming improved demand

Sources indicate that home improvement market became more public sector construction to what extent this given the likelihood the next few years

Trade sources indicate demand in the short term late 2009. Rising demand for building materials half of 2008 and volume

Following a low price products, the kitchen above the overall market steadily gained ground demand from the 2009, sources suggest concerns remains

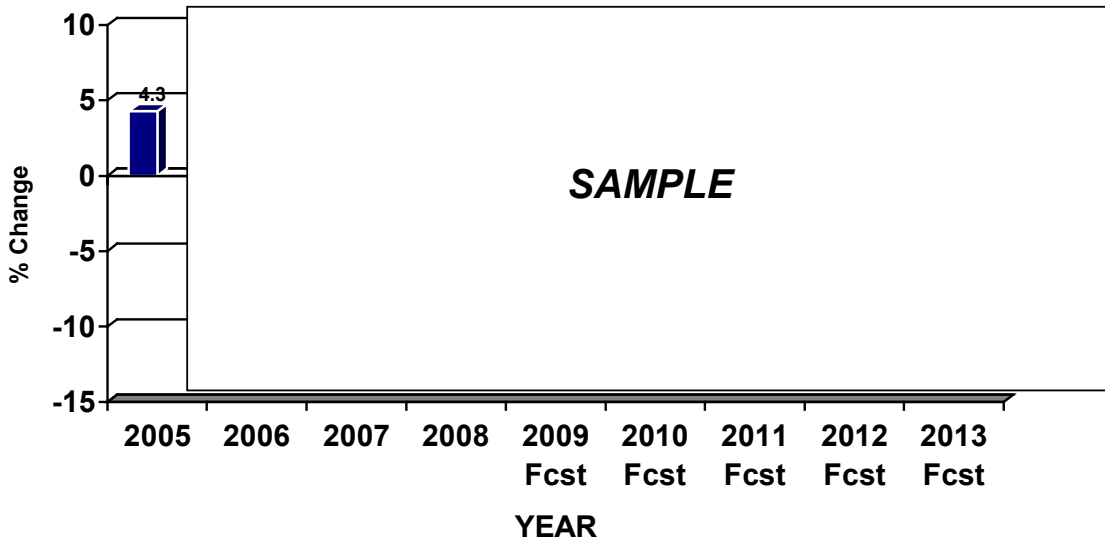


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The annual change in sales revenue by the Builders Merchants market is illustrated in the following chart:-

Figure 3: Builders Merchants Market Total Sales % Change 2004-2013



Source: MTW Research / Company Financials

The chart shows a 4.3% increase in 2005, followed by a period of stagnation or decline through 2008, though data for these years is not explicitly shown in the bar chart.

As such, the economic downturn in the industry in 2008, particularly in the second half of the year, has had a significant impact on the market.

Forecasts for 2009 expect a further decline, with a gradual recovery in 2010. The market is expected to remain relatively flat through 2013.

Whilst construction activity is expected to remain low during 2009, any stimulus packages and government intervention are currently providing some support. However, a substantial recovery is unlikely, with a gradual improvement in the market over the period.

The impact of the downturn on the merchants' market is expected to be significant. However, the market is expected to remain relatively flat through 2013.

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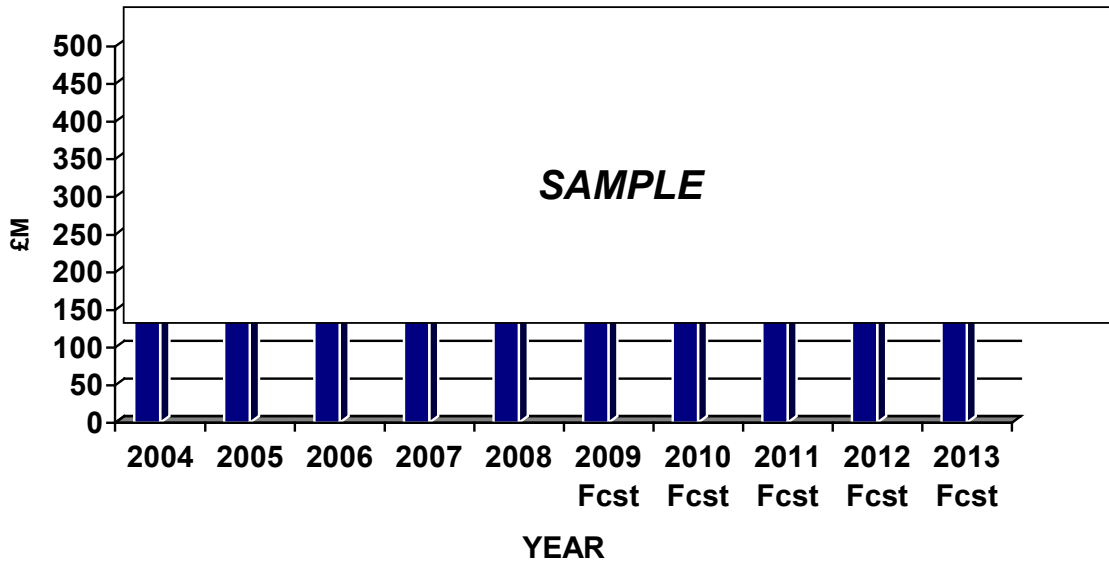
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2.3.2 Builders Merchants Market Profit 2004-2013

The following table illustrates the performance of the Builders Merchants market in terms of profitability between 2004 and 2008 and provides forecasts to 2013:-

Figure 4: Builders Merchants Market Total Profit 2004-2013



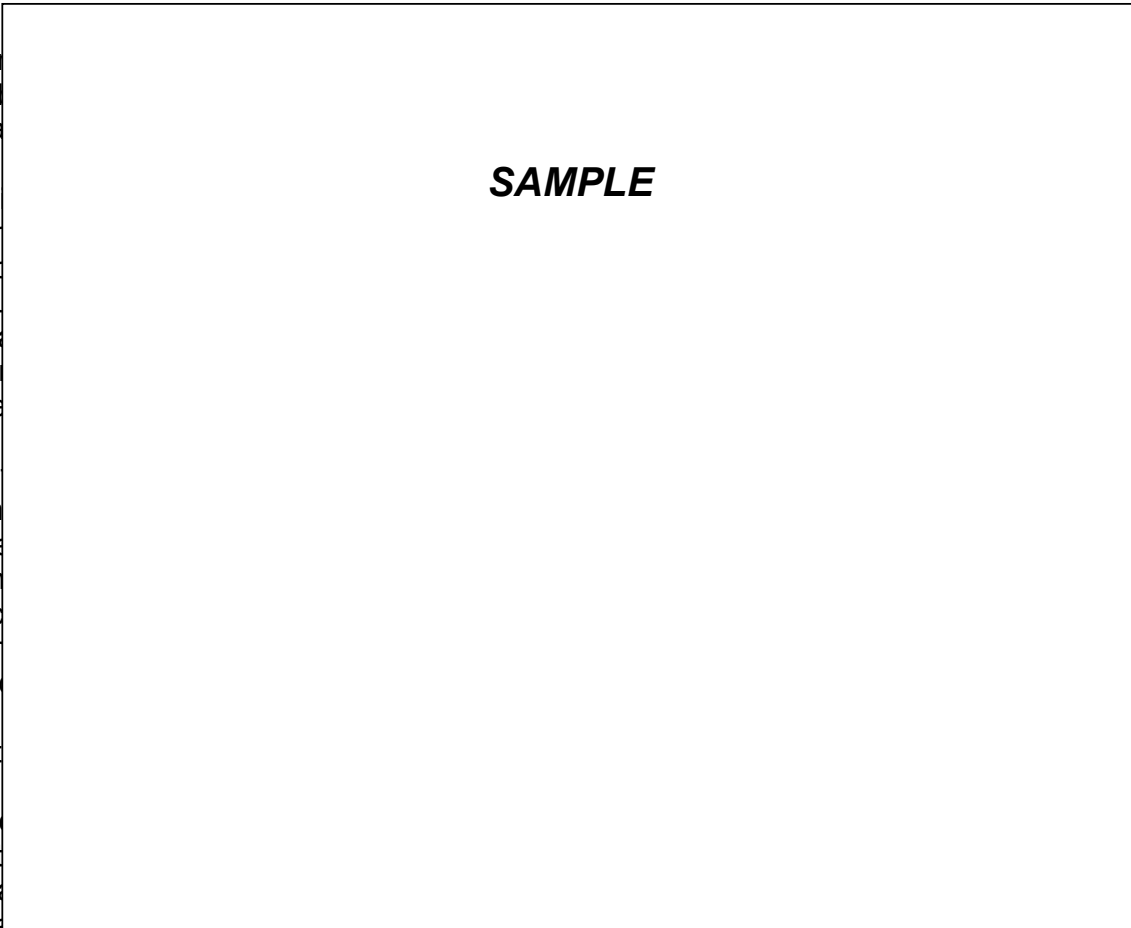
Source: MTW Research / Company Financials

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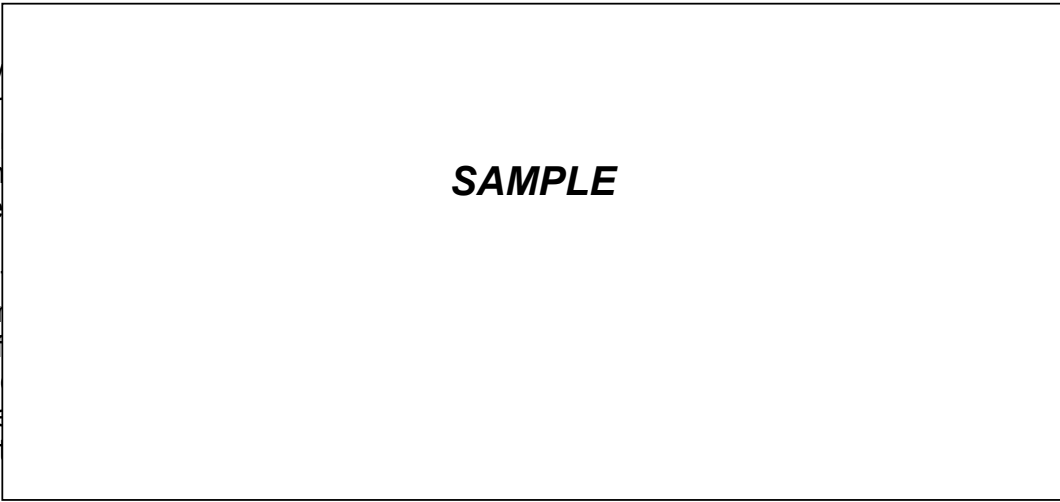
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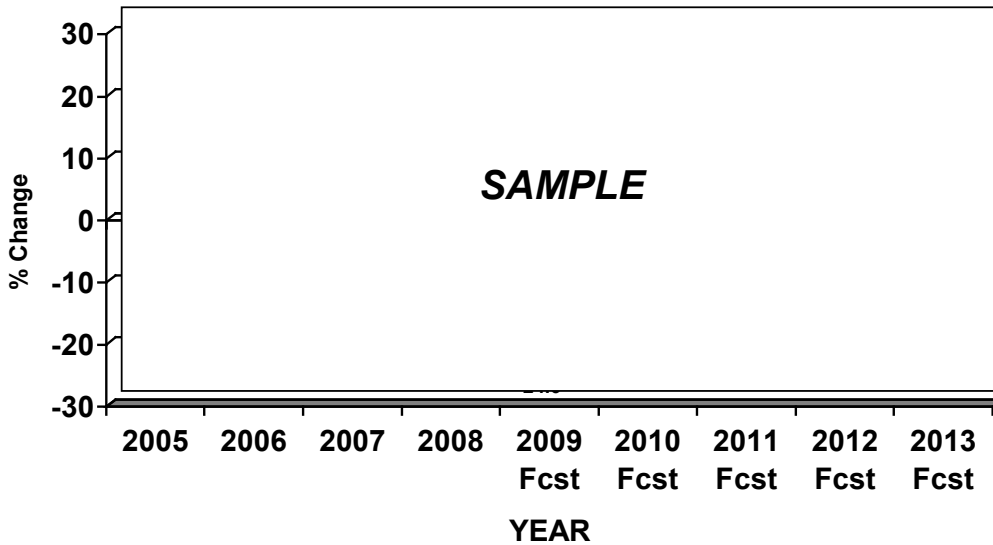
pressure from materials, contraction activity remain highly

million by r, given lead to turn in e for profit ough to



The level of annual profit growth is illustrated in the following chart:-

Figure 5: Builders Merchants Industry Total Profit % Change 2004-2013

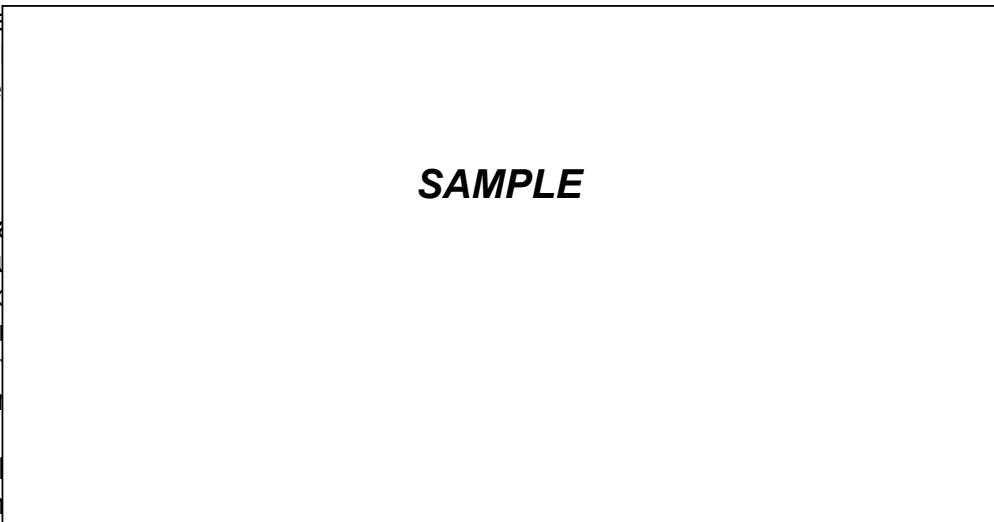


Source: MTW Research / Company Financials

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pressures the sector this a much- e key end

high forecasts proves.

During H2 2009, there was a decline in volumes and a rise in prices. These inflationary pressures have led to a depressed demand for services.

Whilst the demand for services is still weak, there are signs that the economy is beginning to recover. Profitability is improving and companies are looking to expand. During 2009, companies have been focusing on cost saving and streamlining operations. This streamlining has helped to improve medium term performance and has helped to weather the downturn.

The growing demand for services has led to a rise in prices. This has led to a rise in demand for services. The demand for services has led to a rise in prices. The demand for services has led to a rise in prices. The demand for services has led to a rise in prices.

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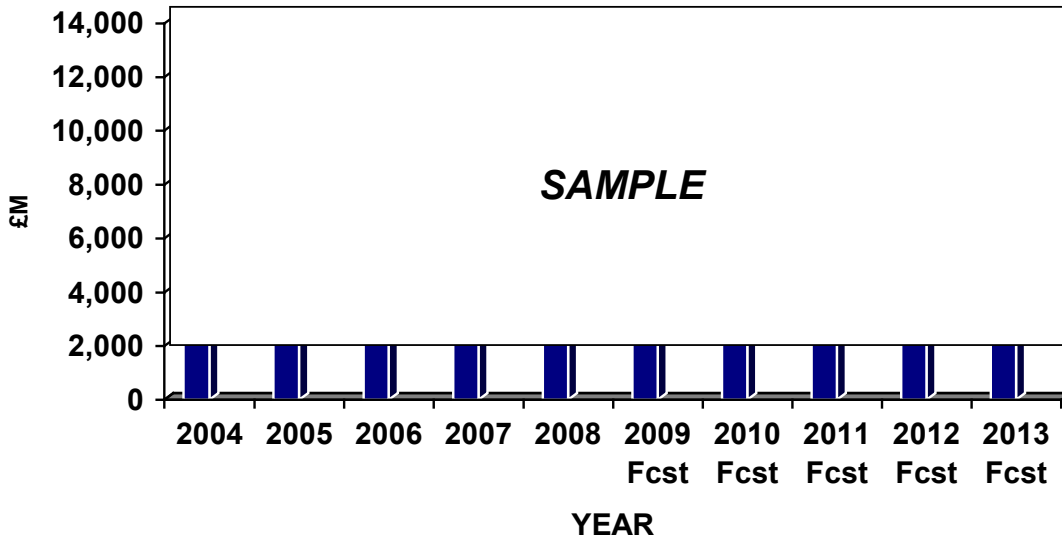
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2.3.3 Builders Merchants Market Assets 2004-2013

The following table illustrates the Builders Merchants market in terms of current and fixed assets between 2004 and 2008 and forecasts to 2013:-

Figure 6: Builders Merchants Market Total Assets (Current & Fixed) 2004-2013



Source: MTW Research / Company Financials

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The percentage change in total assets by the Builders Merchants market is illustrated in the following chart:-

Figure 7: Builders Merchants Industry Assets % Change 2005-2013

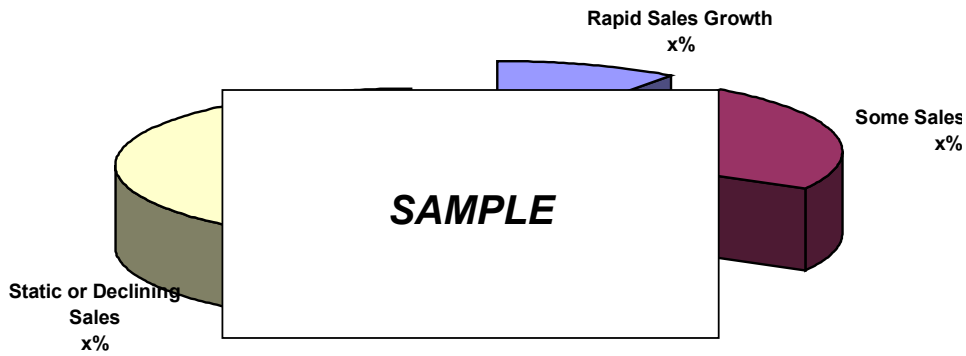
2.4 Builders Merchants Industry Trend Indicators

The following section represents the findings of MTW’s analysis of the £xx billion UK Builders Merchants industry in 2009 based on primary research and quantitative statistics. The following data is based on representative samples from the total Builders Merchants industry, which is currently estimated to include around xxx individual companies. Confidence levels for the following data are expressed at 99%(+/- 3%) in volume terms.

2.4.1 Builders Merchants Market Share by Growth, Decline & Static Sales

The following chart illustrates the performance of the UK Builders Merchants market during the last 12 months to January 2009 in terms of revenue performance:-

Figure 12: Builders Merchants – Market Share by 12 Month Sales Performance to January 2009



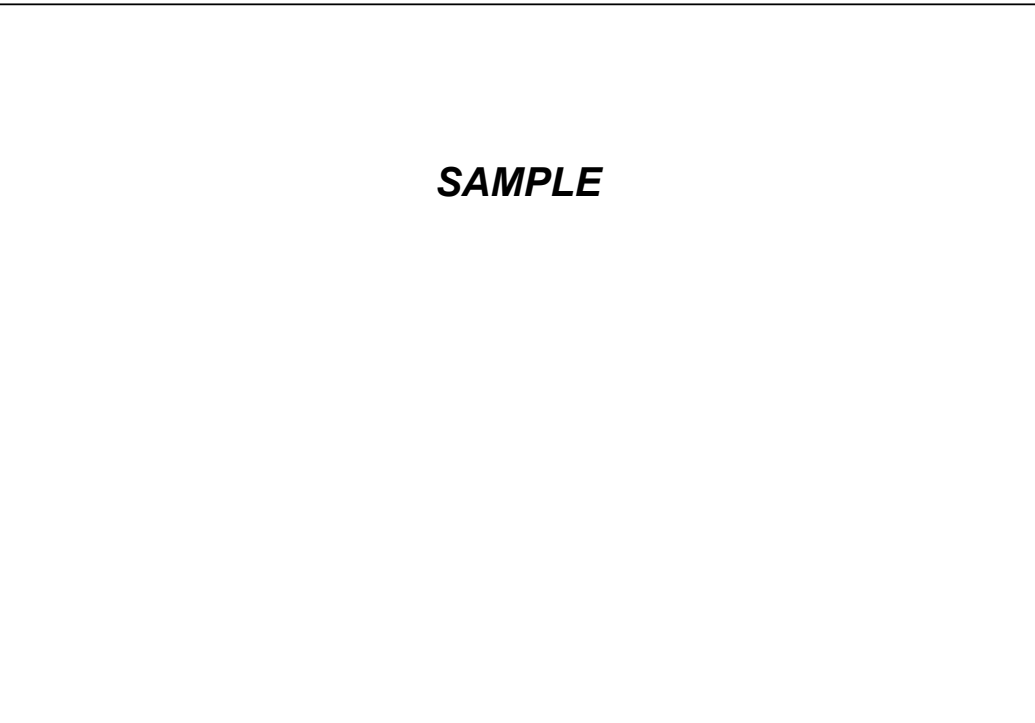
Source: MTW Research / Company Accounts

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2.4.2 Builders Merchants Industry – Industry Structure by Age of Company

The mix by age of companies active in this sector are key indicators of an industry's fundamental health and level of business confidence and also indicate the level of optimism regarding future performance. The following chart illustrates the mix by age of companies in 2009:-

Figure 13: Builders Merchants Industry – Market Share by Age of Company

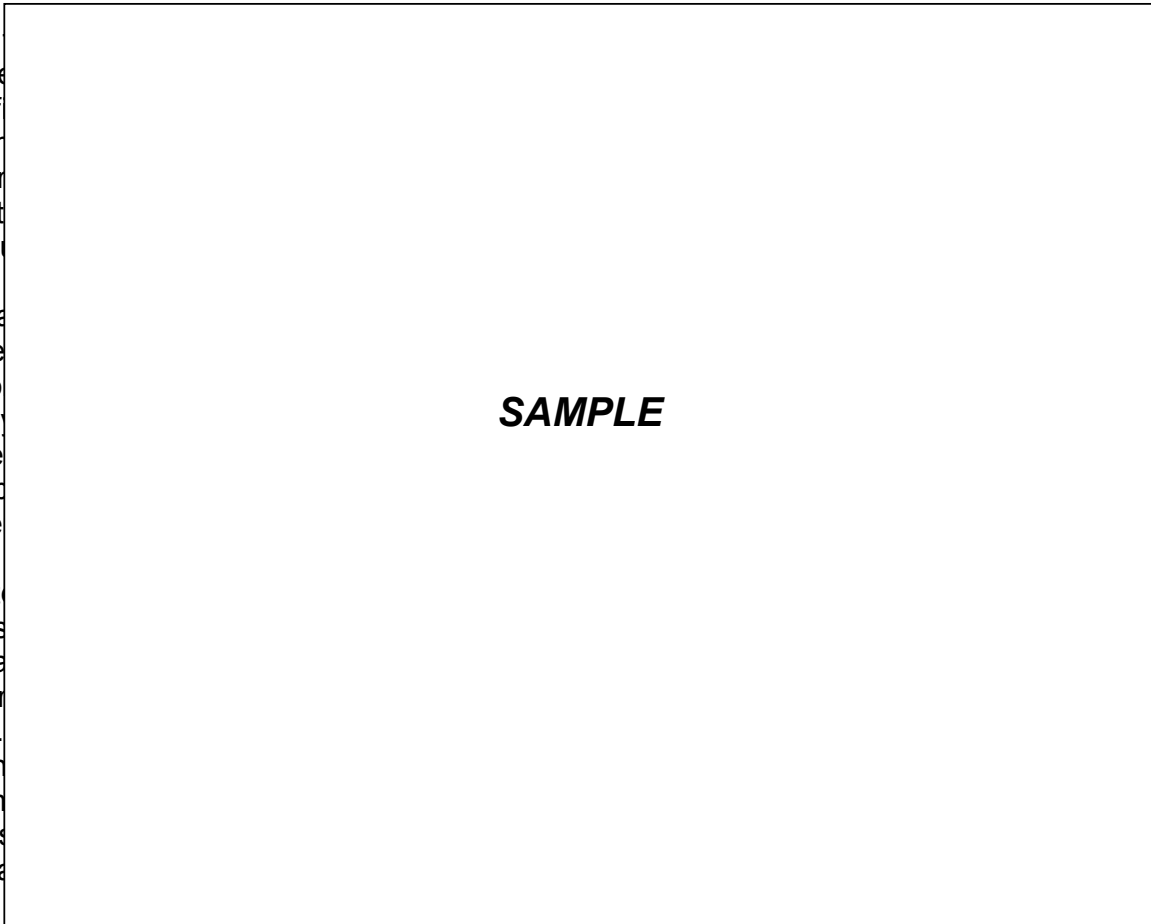


Source: MTW Research / Trade Sources

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2.4.3 UK Builders Merchants Industry – Volume Share by Risk Rating 2009

Credit ratings also provide a crucial indicator as to an organisation's performance and underlying health. When combined with other companies and viewed on an industry wide basis, credit ratings also offer an effective insight into the fundamentals of a market.

The following chart illustrates the credit ratings by volume for the Builders Merchants market as at September 2009:-

Figure 14: Builders Merchants Industry Structure– Market Share by Credit Rating September 2009



Source: MTW Research / Trade Sources

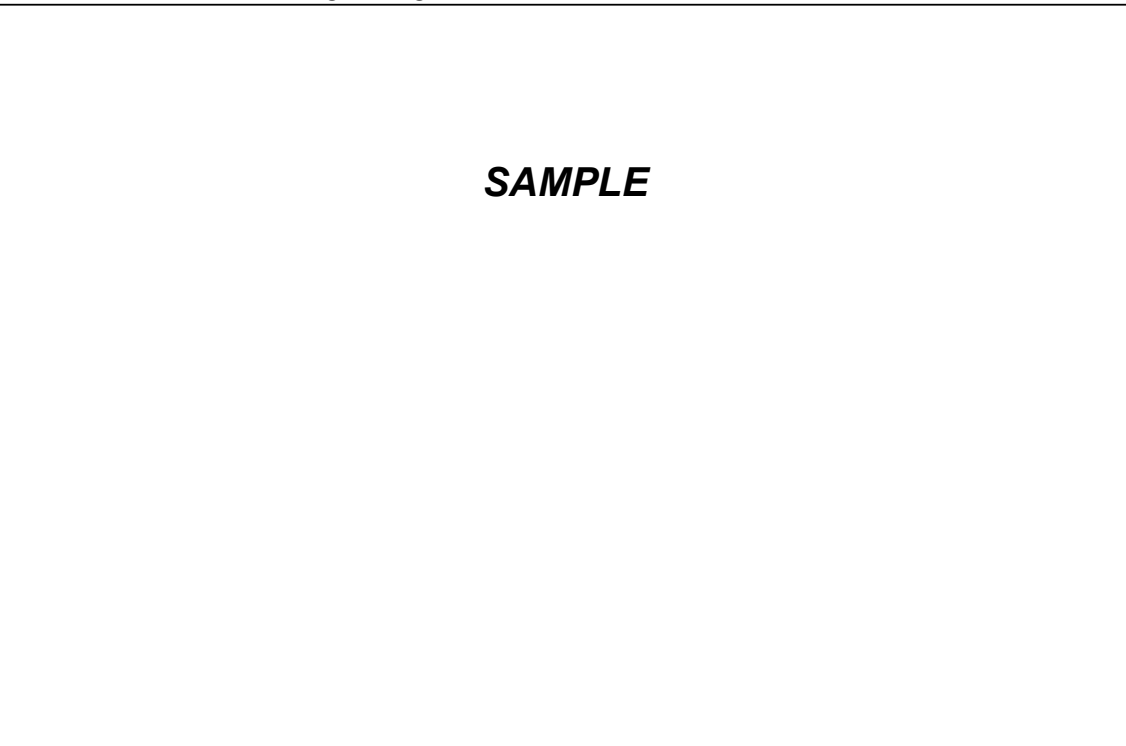
Sources indicate that there are growing concerns that the Builders Merchants market is coming

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2.4.4 Builders Merchants Market Structure – Share by Region 2009

The UK Builders Merchants market is well represented in all areas of the UK in September 2009, as illustrated in the following chart:-

Figure 15: Builders Merchants Industry Structure –Share by Geographical Region 2009

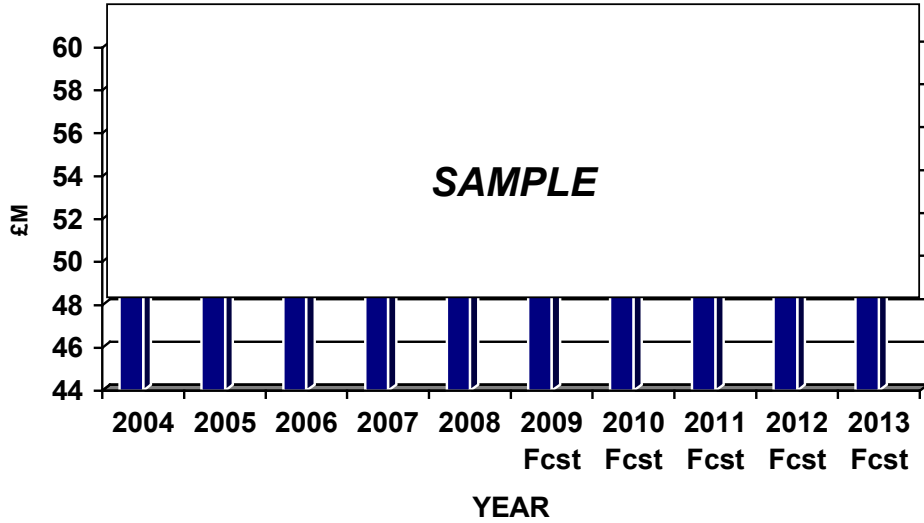
2.5 Builders Merchants Average Sales Performance 2004-2013

The following section illustrates the average performance of the Builders Merchants identified in figure 1 in terms of revenue, profit, assets, liabilities and net worth.

2.5.1 Builders Merchants Market Average Sales Revenue 2004-2013

The following table illustrates the average sales revenue of the Builders Merchants market since 2004 and forecasts to 2013:-

Figure 19: Builders Merchants Market Average Sales Turnover 2004-2013



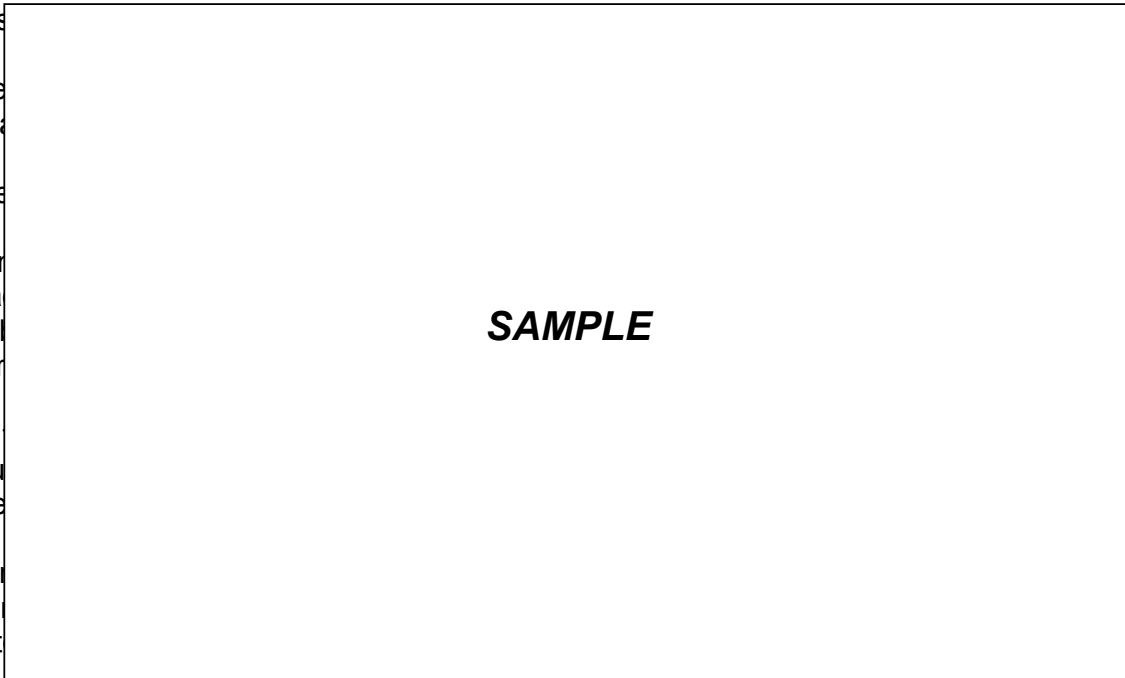
Source: MTW Research / Company Financials

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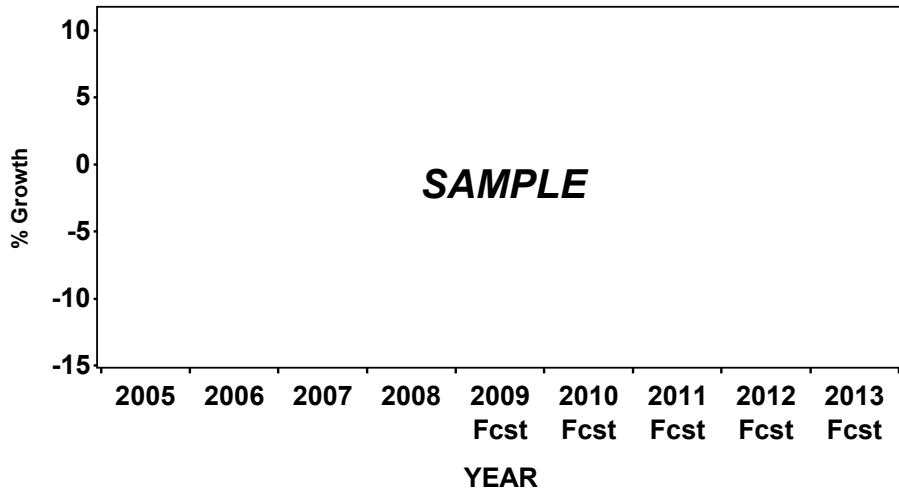
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The percentage change in average sales turnover is illustrated in the following chart:-

Figure 20: Builders Merchants Market Average Sales % Change 2004-2013



Source: MTW Research / Company Financials

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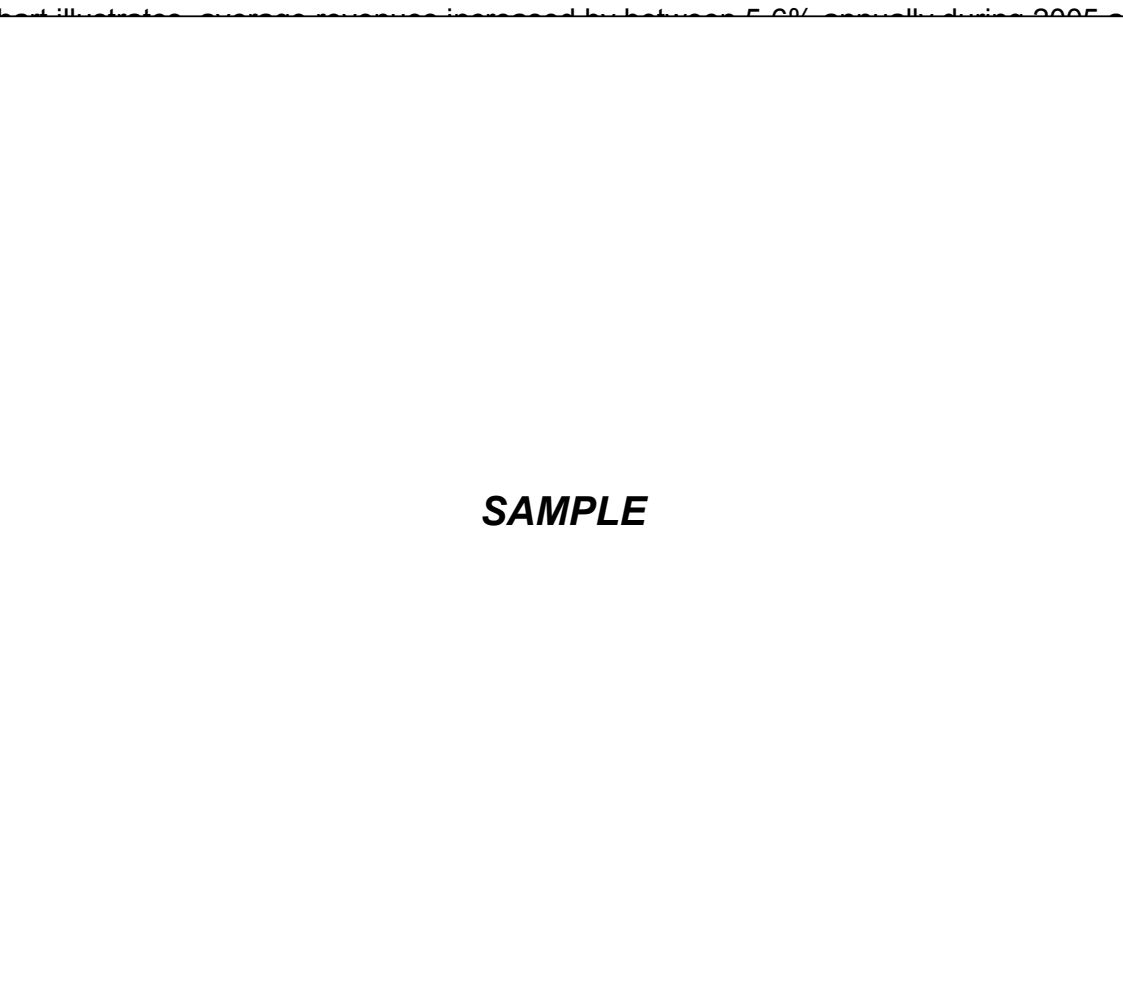
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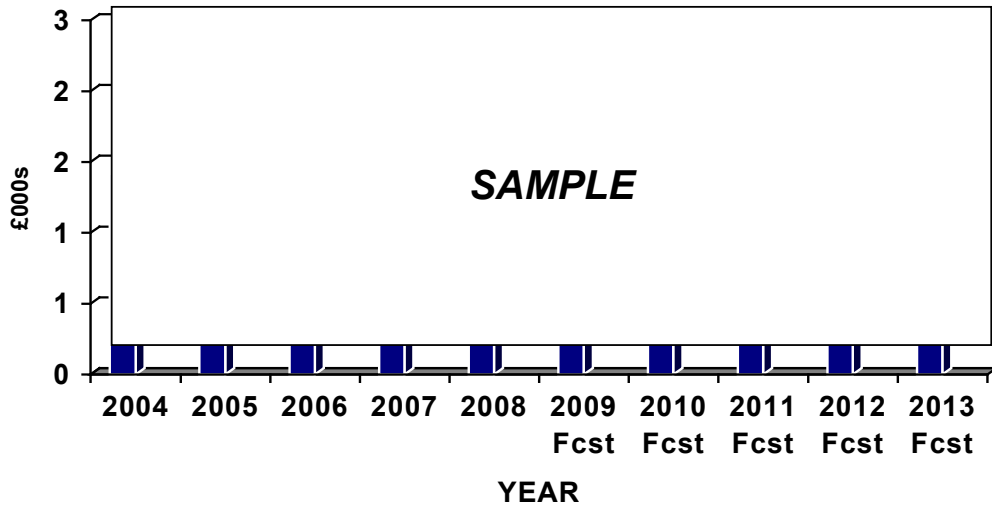


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2.5.2 Builders Merchants Average Profitability 2004-2013

The following table illustrates the average profit levels of the Builders Merchants market since 2004 and forecasts to 2013:-

Figure 21: Builders Merchants Market Average Profitability 2004-2013



Source: MTW Research / Company Financials

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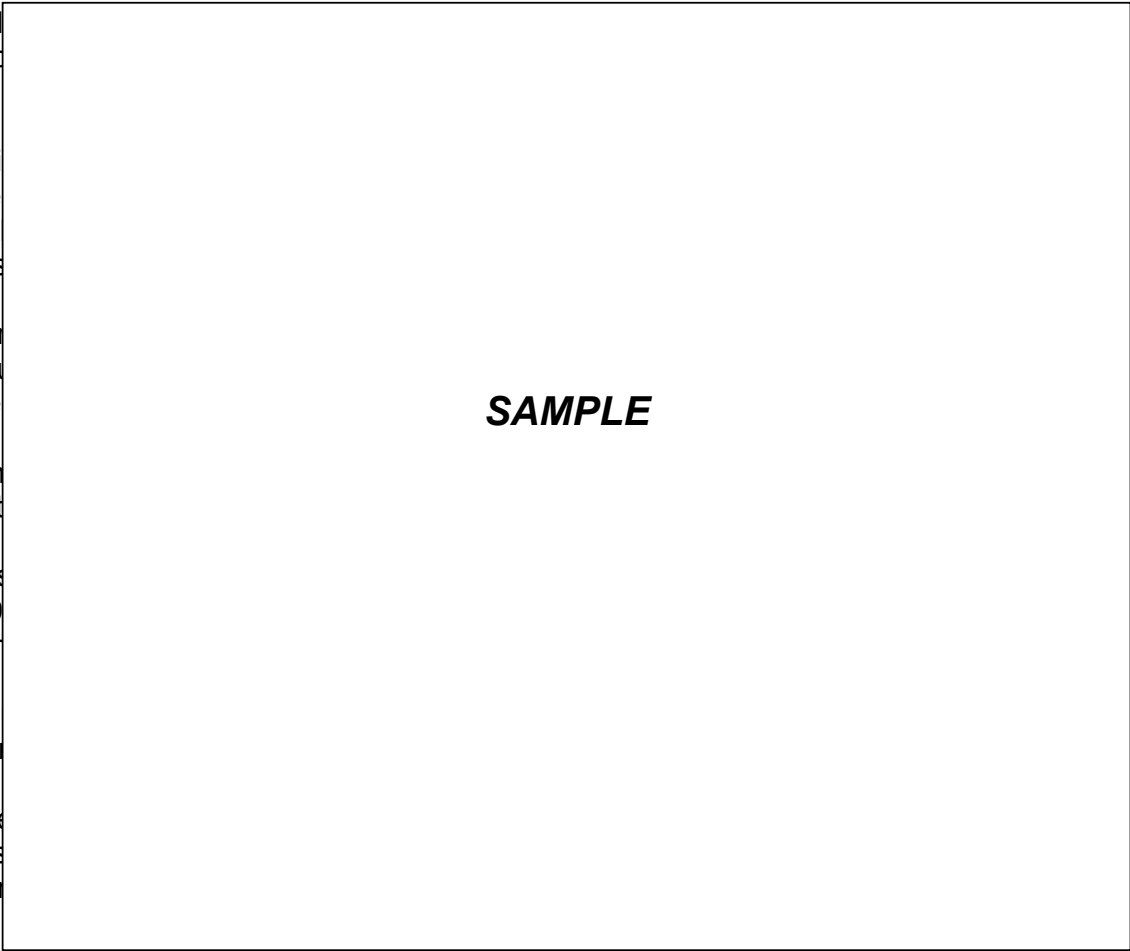
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The percentage change in average profit level in the Builders Merchants market is illustrated in the following chart:-

Figure 22: Builders Merchants Market Average Profitability % Change 2004-2013

3. Builders Merchants Company Rankings

3.1 Introduction to the Rankings

The following section ranks the companies identified in the previous chapter by various key financial indicators. It should be noted that each company will have varying degrees of activity within this sector and will include an element of variation in terms of product and service portfolio.

Where possible, we have used the financial information reported by each company. However, for small and medium sized companies reporting obligations are less strict and these companies are not obliged to disclose turnover, profit before tax and other information such as number of employees etc. Where this data does not exist, MTW have provided an estimate based on previous performance, industry averages, other financial indicators and background knowledge of the industry.

Whilst we endeavour to attain high levels of accuracy, it should be borne in mind, therefore, that the rankings and other information provided within this report may contain an element of estimation.

3.2 Builders Merchants Sales Estimates & Turnover Rank

3.2.1 Builders Merchants Ranking by Turnover

The table illustrates our estimates of the turnover rank for each company as at January 2009:-

Table 30: Ranking by Turnover 2009 - Builders Merchants

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12.	E	plies	68. P		nagh
13.	E		69. Sr		
14.	T		70. Br		nts
15.	M		71. W		
16.	J		72. Le		s
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52.	C		108. He		
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Source: MTW Research / Company Accounts

3.2.2 Individual Builders Merchants Sales Revenues

The following table illustrates the estimated turnover for each company for 2008:-

Table 31: Turnover Estimates (£M) 2008 - Builders Merchants

	Name	2008 Turnover	Trading Name	2008 Turnover
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V		2	N	
U		1	O	Ltd
B		1	M	Ltd
G	SAMPLE		R	Ltd
S	imited		H	pplies Ltd
V			S	td
P	Ltd		B	Ltd
T			C	Ltd
O	ants Ltd		A	Ltd
E	s Ltd		M	gh Ltd
B			P	s Ltd
J			S	td
U	g Supplies		B	nts Ltd
D			W	ast Ltd
T	erchants		L	kings Ltd
G			D	pplies Ltd
T	Holdings		B	d
S			A	rs Ltd
E			B	Ltd
F			M	s Ltd
L			P	Supplies Ltd
J			K	y Ltd
U			G	Ltd
J			B	Ltd
A			C	s Ltd
M			L	Supplies Ltd
G			I	y Ltd
F	chants		G	Ltd
H	s Ltd		F	Ltd
T			W	Supplies Ltd
O			H	y Ltd
X			R	Ltd
V			H	
U			S	
B			C	
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	Trading Name	2008 Turnover		Trading Name	2008 Turnover
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Fra				Spil	
Hal				Mar	
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Wo			M	Sou	s Ltd
Hug			P	Joh	
Rich	Ltd		L	Hor	
Phc			P	Hut	Ltd
Pla			L	Sta	
Tar			E	Dry	
Mar				Ken	td
Ain	Ltd			Tow	
Nor	Ltd			Ash	Ltd
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One	Direct			Eng	
Wa	ants			Alle	td
J &				Wa	
Tipt				Cro	Ltd
Orp	Supplies			Peg	
H A				Buil	ne) Ltd
Cou				King	
Ge				Her	
Viki				Will	
Tot				Cor	are Ltd
P A				Will	
Tige				Hac	td
Eas	es Co Ltd			R F	td
Chr				Rub	
Irwi	Co Ltd			Chu	
P &				Sec	nts Ltd
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Bus	s Ltd			Tag	
Alln				Nail	
H E				Che	
Ray				Gra	
Spr	ants Ltd			Wile	
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Osv	Ltd			Ros	
G H				Brid	
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Jon	td			Ten	Ltd
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Source: MTW Research / Company Financials

3.3 Builders Merchants Ranking by Profit

The following table illustrates our estimates of the rank by profit for each of the Builders Merchants in 2008:-

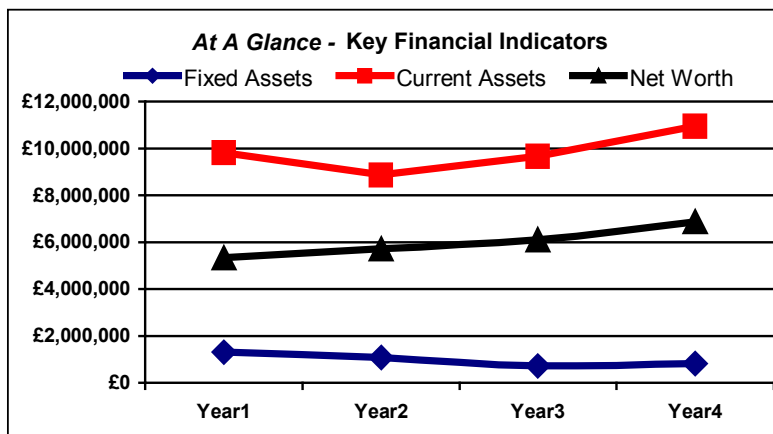
Table 32: Ranking by Profit 2008 - Builders Merchants

4. Builders Merchants Company Profiles

Sample Company Ltd - Company Overview & 'At a Glance'

Sample Address
Sample Address
Crawley
West Sussex
Sample Postcode
Tel: Sample

Sample Company Ltd is a private limited with share capital company, incorporated on June 16, 1993. The company's main activities are recorded by Companies House as "Timber merchants for imported and British grown timber". In late 2009, the company has an estimated 200 employees.



To year end 31/12/07, Sample Company Ltd is estimated to have achieved a turnover of around £35 million. Pre-tax profit for the same period is estimated at around £1.6 million.

The following table briefly provides a top line overview on Sample Company Ltd:-

Company Name	Sample Company Ltd
Brief Description of Activities	Timber merchants for imported and British grown timber.
Parent Company	Sample
Ultimate Holding Company	Sample
Estimated Number of Employees	200
Senior Decision Maker / Director	Sample Name

The following table illustrates the company's key performance indicators for the last 4 years:-

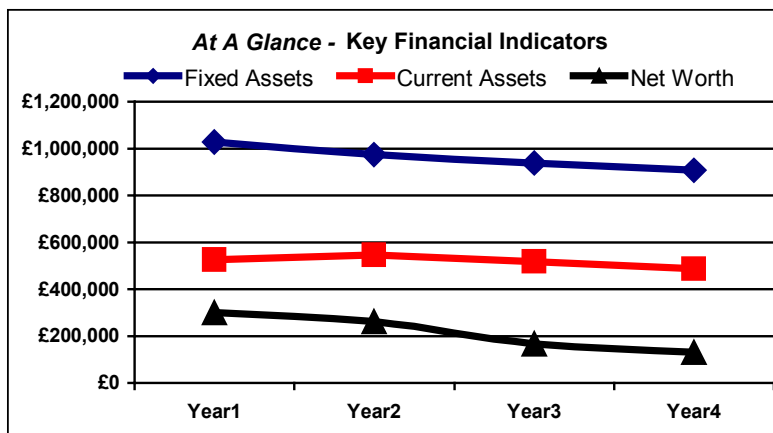
Sample Company Ltd - 4 Year KPIs to Year End 31/12/07

Key Indicator £	Year End 31/12/04 (Year1)	Year End 31/12/05 (Year2)	Year End 31/12/06 (Year3)	Year End 31/12/07 (Year4)
Fixed Assets	£1,319,000	£1,088,000	£708,000	£828,000
Current Assets	£9,818,000	£8,865,000	£9,668,000	£10,950,000
Current Liabilities	£5,717,000	£4,230,000	£4,270,000	£4,899,000
Long Term Liabilities	£75,000	£17,000	£0	£0
Net Worth	£5,345,000	£5,706,000	£6,106,000	£6,879,000
Working Capital	£4,101,000	£4,635,000	£5,398,000	£6,051,000
Profit per Employee	£4,589	£2,651	£2,970	£5,607
Sales per Employee	£155,720	£150,675	£150,010	£165,922

Sample Company Ltd - Company Overview & 'At a Glance'

Sample Road
Bristol
Postcode Sample
Tel: 0117 Sample

Sample Company Ltd is a private limited with share capital company, incorporated on September 27, 1979. The company's main activities are recorded by Companies House as "The sale of building materials". In late 2009, the company has an estimated 5-10 employees.



To year end 31/10/08, Sample Company Ltd is estimated to have achieved a turnover of around £1.7 million. Pre-tax profit for the same period is estimated at around £0.1 million.

The following table briefly provides a top line overview on Sample Company Ltd:-

Company Name	Sample Company Ltd
Brief Description of Activities	The sale of building materials.
Parent Company	Sample LIMITED
Ultimate Holding Company	Sample LIMITED
Estimated Number of Employees	5-10
Senior Decision Maker / Director	Sample Name

The following table illustrates the company's key performance indicators for the last 4 years:-

Sample Company Ltd - 4 Year KPIs to Year End 31/10/08

Key Indicator £	Year End 31/10/05 (Year1)	Year End 31/10/06 (Year2)	Year End 31/10/07 (Year3)	Year End 31/10/08 (Year4)
Fixed Assets	£1,029,000	£975,000	£939,000	£907,000
Current Assets	£525,000	£547,000	£519,000	£488,000
Current Liabilities	£628,000	£644,000	£566,000	£611,000
Long Term Liabilities	£626,000	£617,000	£725,000	£653,000
Net Worth	£300,000	£261,000	£167,000	£131,000
Working Capital	£-103,000	£-97,000	£-47,000	£-123,000
Profit per Employee	£-2,684	£-2,053	£-5,000	£-2,294
Sales per Employee	£79,947	£91,842	£95,789	£101,235