Profit and Loss - Actual V Budget

AIPH Consolidated figures in Euros
For the year ended 31 December 2021

	ACTUAL 2021 YTD	BUDGET 2021 FY	VARIANCE	VARIANCE %
Turnover				
Annual Congress Revenue	22,582	90,000	(67,418)	-75%
Cautions retained	-	40,000	(40,000)	-100%
FCI	94,452	180,000	(85,548)	-48%
Gate fees	621,626	618,000	3,626	1%
Interest Income received	-	500	(500)	-100%
Membership fees	55,498	69,000	(13,502)	-20%
Publications (All)	12,660	14,000	(1,340)	-10%
Receipts (other)	181	-	181	-
Spring Meeting Revenue	52,182	70,000	(17,818)	-25%
GIIC Revenue	26,724	15,000	11,724	78%
Total Turnover	**885,905**	**1,096,500**	**(210,595)**	**-19%**
Cost of Sales				
Annual Congress costs	25,741	80,000	(54,259)	-68%
Award costs	-	6,000	(6,000)	-100%
Expenses - Economics & Statistics	-	500	(500)	-100%
Expenses - Environment & Plant	10,775	25,000	(14,225)	-57%
Expenses - Green City	21,856	15,000	6,856	46%
Expenses - Marketing & Exhibitions	62,226	30,000	32,226	107%
Expenses - Novelty Protection	19,960	22,500	(2,540)	-11%
FCI costs	31,763	65,000	(33,238)	-51%
Global Industry Intelligence Centre (GIIC)	8,962	7,000	1,962	28%
Jury costs	-	30,000	(30,000)	-100%
Publication expenses	17,125	17,000	125	1%
Spring Meeting Costs	28,494	60,000	(31,506)	-53%
Total Cost of Sales	**226,902**	**358,000**	**(131,098)**	**-37%**
Gross Profit	**659,004**	**738,500**	**(79,496)**	**-11%**
Administrative Costs				
Advertising & Marketing	889	1,000	(111)	-11%
Audit & Accountancy fees	23,894	18,000	5,894	33%
Bad Debt Provision	6,973	-	6,973	-
Bank Charges	2,134	3,600	(1,466)	-41%
Bank Revaluations Consolidated	21,300	-	21,300	-
Bookkeeping	15,914	10,000	5,914	59%
Communication & PR	12,179	4,000	8,179	204%
Depreciation Expense	21,483	12,500	8,983	72%
Employers National Insurance	62,654	67,000	(4,346)	-6%
Entertainment-100% business	750	-	750	-
Expenses - board	-	20,000	(20,000)	-100%
FCI payroll taxes	48,970	38,000	10,970	29%

	ACTUAL 2021 YTD	BUDGET 2021 FY	VARIANCE	VARIANCE %
FCI Personnel salaries	92,966	74,000	18,966	26%
Fees - Presidential Stipend	12,264	15,000	(2,736)	-18%
Insurance	8,066	6,000	2,066	34%
IT Software and Website costs	12,184	7,500	4,684	62%
Legal Expenses	1,321	10,000	(8,679)	-87%
Miscellaneous Expenses	9,166	4,000	5,166	129%
Motor Vehicle Expenses	1,252	1,000	252	25%
Office expenses	21,059	12,000	9,059	75%
Pensions & other staff benefits	21,309	30,000	(8,691)	-29%
Postage, Freight & Courier	85	300	(215)	-72%
Printing & Stationery	308	400	(92)	-23%
Realised FX gains Consolidated	5,784	-	5,784	-
Recruitment Costs	5,518	-	5,518	-
Salaries	327,337	330,000	(2,663)	-1%
Staff Training	3,597	2,000	1,597	80%
Technical Advisor Expenses	1,451	-	1,451	-
Telephone & Internet	4,269	4,000	269	7%
Travel expenses - International Relations	5,884	15,000	(9,116)	-61%
Travel expenses - President	2,760	10,000	(7,240)	-72%
Travel expenses - Secretary General	2,107	15,000	(12,893)	-86%
Unrealised FX gains consolidated	8,483	-	8,483	-
Other staff expenses	1,864	-	1,864	-
Total Administrative Costs	**766,175**	**710,300**	**55,875**	**8%**
Operating Profit	**(107,172)**	**28,200**	**(135,372)**	**-480%**
Profit on Ordinary Activities Before Taxation	**(107,172)**	**28,200**	**(135,372)**	**-480%**
Taxation				
Corporation Tax	4,597	-	4,597	-
Total Taxation	**4,597**	**-**	**4,597**	**-**
Profit after Taxation	**(111,768)**	**28,200**	**(139,968)**	**-496%**