

# **Arctic Tern US Inc**

## **Management Pack - US**

### **For Period - December 2024**

Prepared - 29th August 2025

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- Profit and Loss
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## Profit and Loss - Comparative

Site - Arctic Tern US Inc  
Period - December 2024

|                          | Actual<br>Year to Date<br>Dec 2024 | Actual<br>Year to Date<br>Dec 2023 | Variance<br>2024/23    |
|--------------------------|------------------------------------|------------------------------------|------------------------|
| <b>Income</b>            |                                    |                                    |                        |
| Sales                    | 189,541,447.82                     | 170,587,303.07                     | 18,954,144.75          |
| Returns                  | (2,870,872.90)                     | (2,583,785.60)                     | (287,087.30)           |
| Cost of Sales            | <u>(138,289,168.31)</u>            | <u>(124,460,251.49)</u>            | <u>(13,828,916.82)</u> |
| Gross Profit             | 48,381,406.61                      | 43,543,265.98                      | 4,838,140.63           |
| <b>Expenditure</b>       |                                    |                                    |                        |
| Employee Direct Costs    | 10,055,808.08                      | 9,050,227.26                       | 1,005,580.82           |
| Employee Other Costs     | 723,027.28                         | 650,724.56                         | 72,302.72              |
| Property                 | 1,689,014.64                       | 1,520,113.19                       | 168,901.45             |
| Office Costs             | 473,345.59                         | 426,011.02                         | 47,334.57              |
| Information Technology   | 1,454,361.67                       | 1,308,925.52                       | 145,436.15             |
| Web Site                 | 334,080.00                         | 300,672.00                         | 33,408.00              |
| Vehicle                  | 937,911.72                         | 844,120.56                         | 93,791.16              |
| Marketing                | 654,796.80                         | 589,317.12                         | 65,479.68              |
| Bank Charges             | 25,612.80                          | 23,051.52                          | 2,561.28               |
| Professional Services    | 487,000.08                         | 438,300.08                         | 48,700.00              |
| Depreciation             | 3,459,735.12                       | 3,113,761.59                       | 345,973.53             |
| Disposals                | <u>(35,000.04)</u>                 | <u>(31,500.04)</u>                 | <u>(3,500.00)</u>      |
| Net Income Before Tax    | <u>28,121,712.87</u>               | <u>25,309,541.60</u>               | <u>2,812,171.27</u>    |
| <b>Tax and Dividends</b> |                                    |                                    |                        |
| Tax                      | 7,011,406.07                       | 6,310,265.46                       | 701,140.61             |
| Dividends                | <u>4,674,270.74</u>                | <u>4,206,843.67</u>                | <u>467,427.07</u>      |
| Net Income After Tax     | <u>16,436,036.06</u>               | <u>14,792,432.47</u>               | <u>1,643,603.59</u>    |



## Balance Sheet - Comparative

Site - Arctic Tern US Inc

Period - December 2024

|                                   | Actual<br>Year to Date<br>Dec 2024 | Actual<br>Year to Date<br>Dec 2023 | Variance<br>2024/23 |
|-----------------------------------|------------------------------------|------------------------------------|---------------------|
| <b>Fixed Assets</b>               |                                    |                                    |                     |
| Property                          | 41,104,678                         | 36,994,211                         | 4,110,468           |
| Office Equipment                  | 3,821,055                          | 3,438,950                          | 382,106             |
| Vehicles                          | 6,271,530                          | 5,644,377                          | 627,153             |
| Fixtures and Fittings             | 1,846,240                          | 1,661,616                          | 184,624             |
| <b>Total Fixed Assets</b>         | <b>53,043,504</b>                  | <b>47,739,154</b>                  | <b>5,304,350</b>    |
| <b>Current Assets</b>             |                                    |                                    |                     |
| Debtors                           | 14,933,646                         | 13,440,281                         | 1,493,365           |
| Debtors Other                     | 459,400                            | 413,460                            | 45,940              |
| Prepayments                       | 1,591,100                          | 1,431,990                          | 159,110             |
| Shares                            | 600,300                            | 540,270                            | 60,030              |
| Investment Property               | 500,000                            | 450,000                            | 50,000              |
| Cash at Bank                      | 11,837,134                         | 10,653,420                         | 1,183,713           |
| <b>Total Current Assets</b>       | <b>29,921,580</b>                  | <b>26,929,422</b>                  | <b>2,992,158</b>    |
| <b>Creditors</b>                  |                                    |                                    |                     |
| Purchases                         | (13,618,763)                       | (12,256,887)                       | (1,361,876)         |
| Accruals                          | (156,050)                          | (140,445)                          | (15,605)            |
| <b>Total Creditors</b>            | <b>(13,774,813)</b>                | <b>(12,397,332)</b>                | <b>(1,377,481)</b>  |
| <b>Net Current Assets</b>         | <b>16,146,767</b>                  | <b>14,532,090</b>                  | <b>1,614,677</b>    |
| <b>Liabilities</b>                |                                    |                                    |                     |
| Loans                             | (200,000)                          | (180,000)                          | (20,000)            |
| <b>Total Net Assets</b>           | <b>68,990,270</b>                  | <b>62,091,243</b>                  | <b>6,899,027</b>    |
| <b>Capital and Reserves</b>       |                                    |                                    |                     |
| Revenue Reserve                   | 47,554,234                         | 42,798,811                         | 4,755,423           |
| Share Capital                     | 5,000,000                          | 4,500,000                          | 500,000             |
| Current Profit/(Loss)             | 16,436,036                         | 14,792,432                         | 1,643,604           |
| <b>Total Capital and Reserves</b> | <b>68,990,270</b>                  | <b>62,091,243</b>                  | <b>6,899,027</b>    |



## **Company Confidential**

Prepared by Ian Wright