



# **Tool Hire Market Rank & Profile UK 2008**

**Tool Hire Market Review 2004-2012, Tool Hire Companies Ranking, Profiles,  
Industry Averages for Sales, Profitability & Key Financials 2004-2012.**

**October 2008**

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### **Estimates Provided**

In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small, medium sized and other companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

## 1. Introduction to Rank & Profile Reports

MTW Research Rank and Profile reports are designed to provide the reader with an independent, comprehensive overview of the current and recent trading conditions and potential 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, MTW's Rank and Profile reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or can simply be used to gain a greater understanding of the current and future performance of an industry.

This report enables the reader to undertake

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

With the report providing an Industry Overview with industry sales totals, sales averages and forecasts to 2012; 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.

- **Market Size & Trends for Sales & Industry Value to 2012**

Industry trends, market size and performance for revenue and industry value is provided from 2004 through to 2012 – 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.

- **Identify & Target the Most Relevant Sales Leads**

The report identifies the key players in the industry, and ranks them by sales, profitability and a number of other key performance indicators, enabling you to quickly identify and target the most relevant and best performing companies in the industry. The additional contact name and mailing details for each company provide the key to quickly increasing sales leads in this industry.

- **Benchmark & Monitor a Company's Performance against the Industry.**

4 years of the most recent accounts available, supported by our own estimates, is supplied for each company enabling the reader to understand the position of any company in the market and gauge its market share and performance against competitors in recent years.

- **Turnover & Profit Estimates for Every Company**

MTW reports are unique in that we have provided an estimate for turnover and profit ranking for every company listed, enabling the reader to gauge market share of smaller and medium sized businesses, as well as the larger companies.

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

Key financial data are provided for every company listed for the last 4 years, enabling the reader to quickly and effectively track a company's performance in recent years, providing an excellent foundation on which to base further SWOT analysis to provide a comprehensive review of your competitive environment.

- **A Company Listing More Relevant to Your Market**

MTW Research have been researching and writing market reports in these sectors since 1999 and as such we are able to develop a company listing which is more relevant to your chosen market, saving you time and money.

- **Save Your Company's Time & Money**

MTW's *Rank & Profile* reports represent excellent value for money and don't bombard you with irrelevant financial data, they are designed to enable you to engage in fast and effective market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

## 2. UK Tool Hire Market

### 2.1 Introduction to this Rank & Profile Report

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

#### **Tool Hire Industry Overview 2004-2012**

*Overview of the industry's performance 2004-2007 and forecasts to 2012, including:-*

- Total Industry Sales Turnover 2004-2012 & Key Trends
- Market Share by Growing, Declining & Static Sales Companies in 2008
- Market Share Mix by Employee Numbers & Turnover Size in 2008
- Market Mix for Credit Worthiness & Ratings in 2008
- Total Industry Profitability, Assets & Liabilities, Net Worth

#### **Average Tool Hire Industry Performance 2004-2012**

*A Profile of the 'Average' Tool Hire company, enabling effective and fast comparisons:-*

- Average Tool Hire Company Market Revenue 2004-2012
- Average Company Profit Levels 2004-2012
- Average Assets & Liabilities 2004-2012
- Average Net Worth 2004-2012
- Average Value of Sales per Employee 2004-2012

#### **Tool Hire Market Ranking**

*Provided for the leading companies in tabular format:-*

- By Turnover & Individual Sales Revenue Estimates for 2007
- 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 2007
- 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 with comprehensive financial spreadsheet including 4 years key financial data for the industry .



## 2.2 Tool Hire 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: Tool Hire Company Listing**

A1 Tool & Plant Hire Ltd	H 4 Hire Ltd	Protier Ltd
Access Plant Hire & Sales Ltd	Harborough Tool Hire	R K Services Ltd
Ace Line Plant Ltd	Hedon Hire Ltd	R Lord & Co
Acorn Hire Centre	Hewden Stuart Plc	Radstock Mini Digger Hire Ltd
Acorn Plant & Tool Hire Ltd	Hire 1 (South West) Limited	Rapid Plant And Tool Hire
Armec Ltd	Hire Station Ltd	Readyhire Ltd
Ashtead Plant Hire Company Ltd	Hirepoint Ltd	Rhino Fixings & Tool Hire Ltd
Aston Tools	HSS Hire Service Group Ltd	Rotrex Group Ltd
Banson Tool Hire Ltd	Inverclyde Tool Hire Ltd	Rsd Tool Hire
Beaver Tool Hire Ltd	Jewson Hire Point	South Hams Tool Hire
Brandon Hire Plc	JG Martin Plant Hire	Speedy Hire Plc
Bulldog Tool & Plant Hire Ltd	K N Tools Ltd	Surrey Hire & Sales Ltd
Can-Do Hire Centres	Kingsbridge Hire Centre Ltd	Tamworth Trade Supplies Ltd
Castle Tool Hire	Kougar Tool Hire Ltd	Thames Valley Hire Services Ltd
CCF Plant Hire Ltd	Kursaal Tool Hire	Tool Services
Champion Hire	Ladder Hire Ltd	Tool Shack
Crusader Hire Uk Ltd	Latimer Equipment Services	Tool-Time Ltd
D & M Hire & Sales Ltd	Marchstream Tool Hire Ltd	TP Hire / Keyline Tool Hire / Toolmart
D M Plant & Tools Ltd	Mid Devon Hire Ltd	Traction Equipment Services
Direct Hire & Sales Ltd	Moat Plant Hire & Sales Ltd	Transcast Plant Hire
Dormer Plant Hire	North East Hire Ltd	Trigon Tool Hire
Double C Hire And Repair Ltd	P & G Watson Ltd	Turner Tool Hire
Express Tool Hire Ltd	Pennine Tool Hire Ltd	Universal Access & Power Plants Ltd
Fakenham Tool & Equipment Hire Ltd	Penrhyn Hire	Watson Tool Hire & Diy Ltd
Gap Group Ltd	Power Supply Ltd	William Birch & Sons
Gem Tool Hire & Sales Ltd	Premier Tool Hire & Sales Ltd	X L Tool & Plant Hire Ltd

**Source: MTW Research**

The UK Tool Hire industry is currently estimated to be worth around £x.xx billion, with the above companies estimated to account for around 95% of the total industry in 2008 by value.

In 2008, there are around xxx individual tool hire companies active in the UK, though the industry remains xxxxxxxxxxxx in value terms, with the above companies reporting sales of just over £x.x billion. This report reviews the performance of these companies, defined as 'the tool hire market', since 2004 and identifies likely future prospects to 2012 alongside company rankings and profiles.

The total sales of the above organisations are valued at just over £x.x billion reflecting an industry which has experienced a xxxxxxxxxxxx xxxxxxxx in recent years. Whilst the market is now facing a xxxxxxxxxxxx in late 2008, there xxxxxxxxxxxx xxxxxxxxxxxx issues and underlying xxxxxxxx within the market which are providing xxxxxxxxxxxx for the short term and xxxxxxxx xxxxxx opportunities in the medium to longer term.

This quantitative report is based principally on company sales returns and balance sheets, supported where appropriate by additional primary research, secondary data and our own estimates based on background experience.

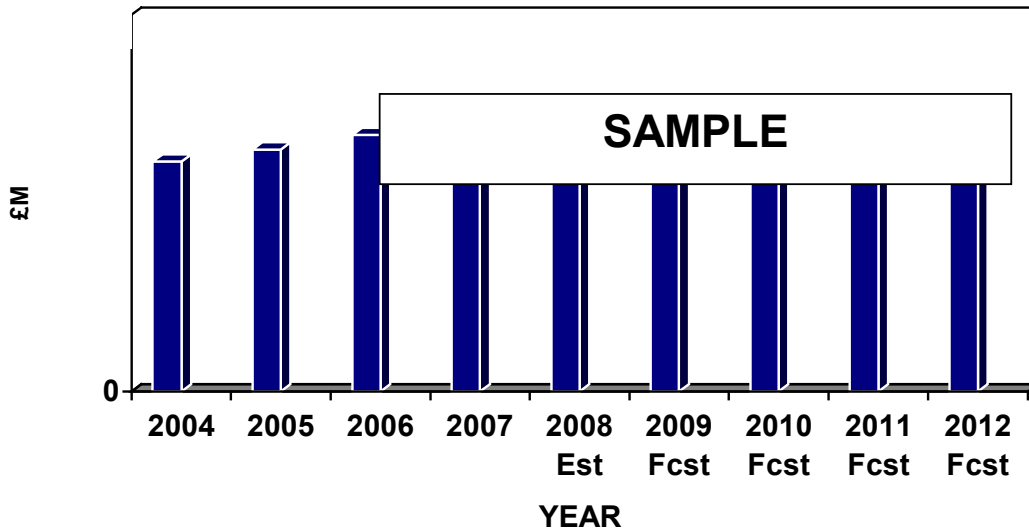
**2.3 Tool Hire Market Performance 2004-2012**

The following section reviews the overall, combined performance of the selected Tool Hire companies in terms of sales revenue, profit, assets, liabilities and net worth since 2004 and provides forecasts to 2012.

**2.3.1 Tool Hire Market Sales Revenue 2004-2012**

The following table illustrates the performance of the Tool Hire market in terms of combined sales revenues between 2004 and 2007 and forecasts to 2012:-

**Figure 2: Tool Hire Market Sales 2004-2012 £M (Sample)**



**Source: MTW Research / Company Financials**

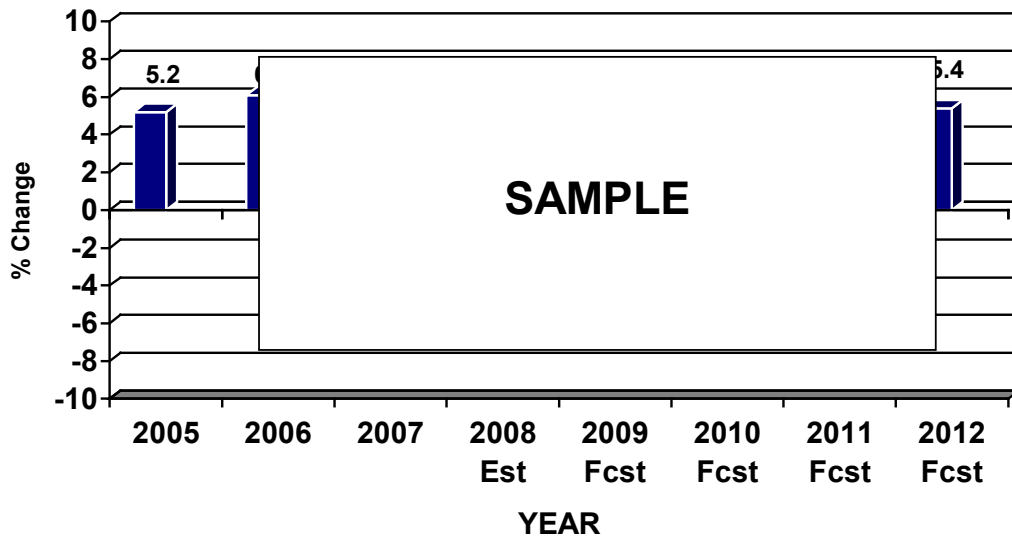
The above chart illustrates our estimates of the sales performance of the Tool Hire market, based on actual sales returns. It should be noted that the above includes all activity by the companies, which may include an element of activity outside the scope of core market activity, such as plant hire and consumable sales.

In 2007, the combined sales of the Tool Hire companies identified reached around £Sample, reflecting *sample* of just *sample* since 2004. As illustrated, UK Tool Hire companies have continued to *sample sample sample* RMI (repair maintenance & improvement) and construction activity and have experienced *sample sample sample* in *sample* years. Annual *sample* for the industry is recorded at between *sample* % since 2004, reflecting a *sample sample* sector with demand derived from *sample sample sample*.

The current contraction in the UK economy and *sample*

The annual change in sales revenue by the Tool Hire market is illustrated in the following chart:-

**Figure 3: Tool Hire Market Total Sales % Change 2004-2012 (Sample)**



**Source: MTW Research / Company Financials**

As illustrated, *sample sample* resulted in *sample sample* in tool hire demand, *sample* by the *sample* trend toward the DFY (Done for You) market. However, despite higher levels of demand for *sample* and associated equipment in mid 2007 following *sample*, sources indicate that the latter half of 2007 experienced *sample sample sample sample sample* to the UK economy. By October 2007, *sample* led to *sample sample sample*

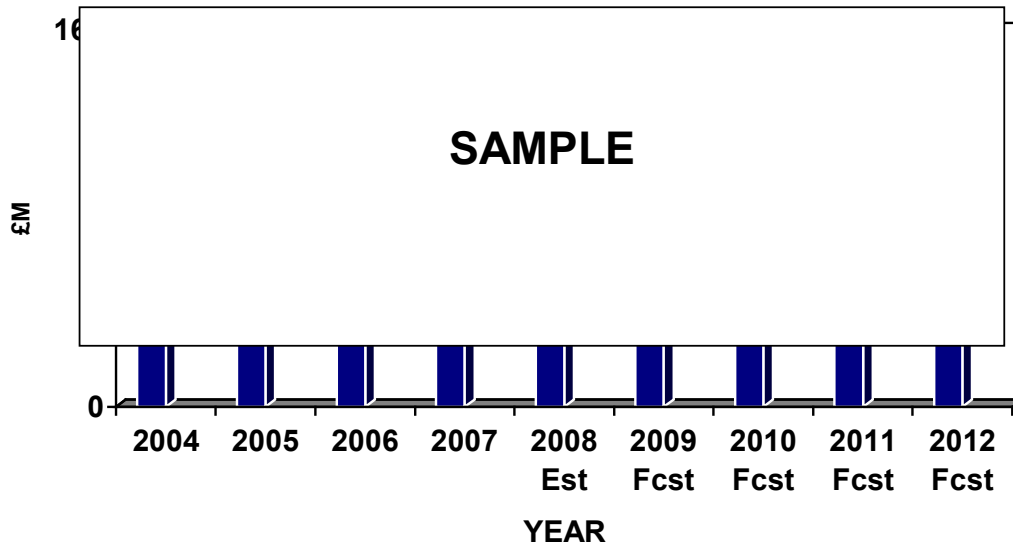
During the first half of 2008, the *sample*

Despite the *sample* in demand from a number of key end use markets, sources indicate that *sample sample sample* without this expenditure.

### 2.3.2 Tool Hire Market Profit 2004-2012

The following table illustrates the performance of the Tool Hire market in terms of profitability between 2004 and 2007 and provides forecasts to 2012:-

**Figure 4: Tool Hire Market Total Profit 2004-2012**

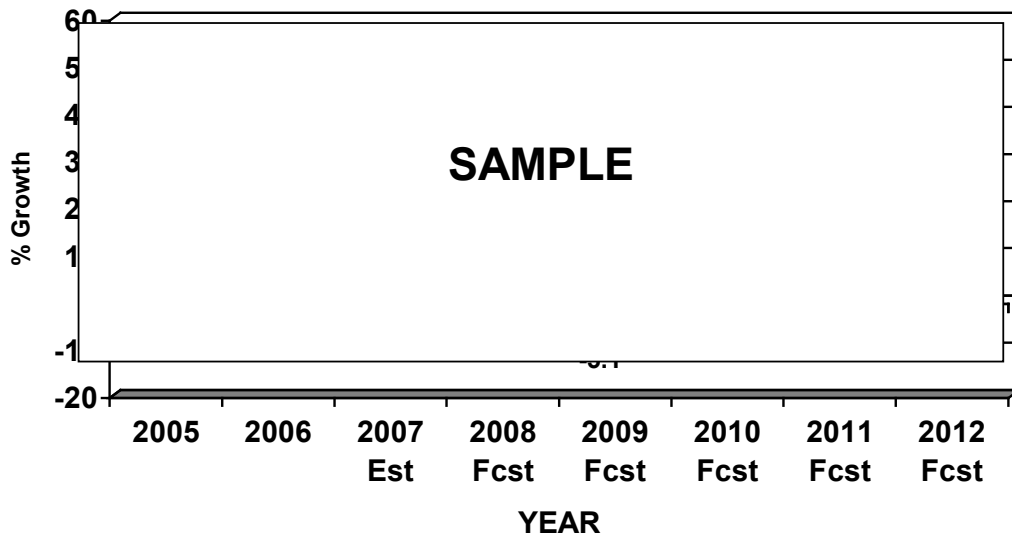


**Source: MTW Research / Company Financials**

Profitability levels in the tool hire industry have exhibited

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

**Figure 5: Tool Hire Industry Total Profit % Change 2004-2012**



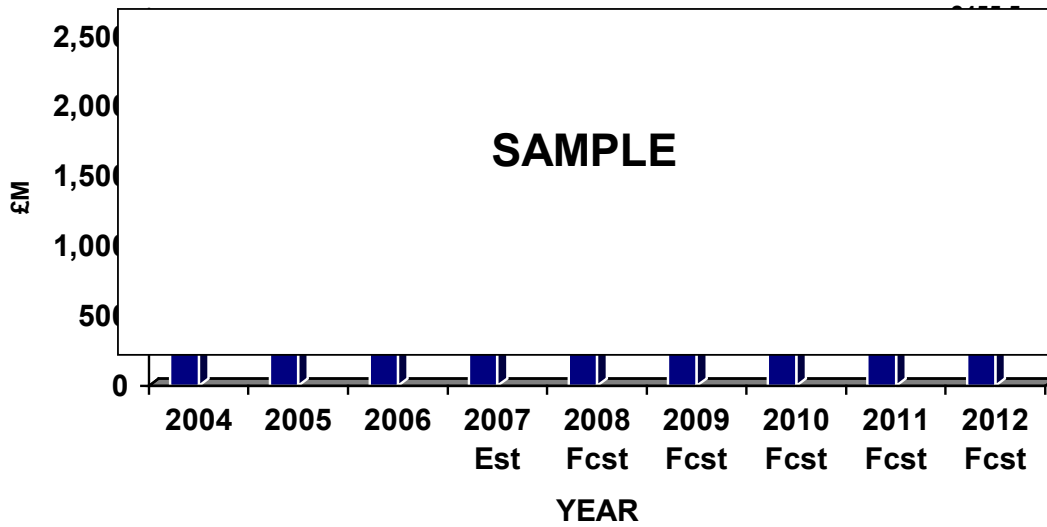
**Source: MTW Research / Company Financials**

The above chart illustrates the

### 2.3.3 Tool Hire Market Assets 2005-2012

The following table illustrates the Tool Hire market in terms of current and fixed assets between 2004 and 2007 and forecasts to 2012:-

**Figure 6: Tool Hire Market Total Assets (Current & Fixed) 2005-2012**

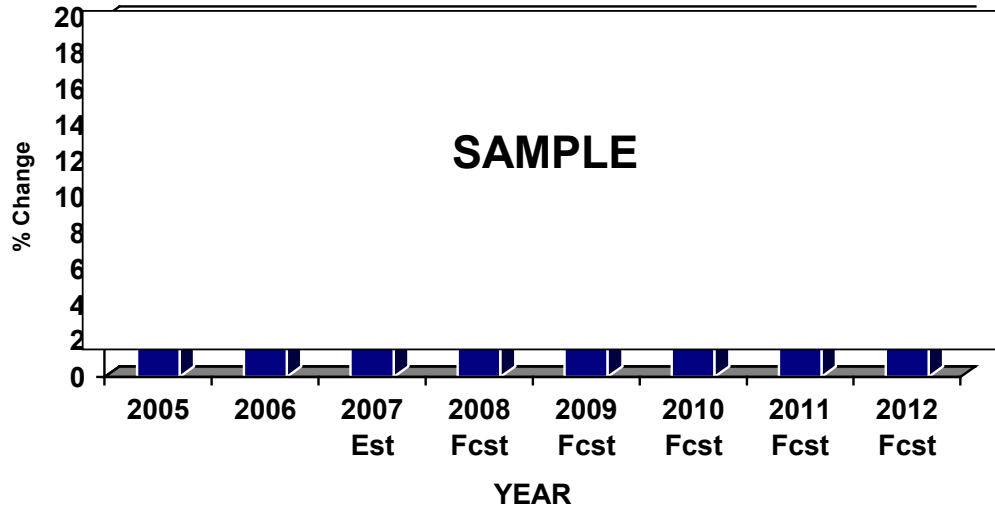


Source: MTW Research / Company Financials

Against a backdrop

The percentage change in total assets by the Tool Hire market is illustrated in the following chart:-

**Figure 7: Tool Hire Industry Assets % Change 2005-2012**



**Source: MTW Research / Company Financials**

The chart





## 2.4 Tool Hire Industry Trend Indicators

The following section represents the findings of MTW's analysis of the £xx billion, UK Tool Hire industry based on primary research and quantitative statistics. The following data is based on representative samples from the total tool hire industry, which is currently estimated to include around xxx individual companies. Confidence levels for the following data are calculated at a level of 99% (+/- 8%) in volume terms.

### 2.4.1 Tool Hire Industry Market Share by Growth, Decline & Static Sales

The following chart illustrates the performance of the UK Tool Hire market during the last 12 months to September 2008 in terms of revenue performance:-

**Figure 12: Tool Hire Industry – Market Share by 12 Month Sales Performance**



**Source: MTW Research / Company Accounts**

As illustrated, during the last 12 months to September 2008, xx% of the estimated xxx Tool Hire companies experienced xxxx in sales revenue, reflecting a xxxxxx of the industry. These figures are supported by the

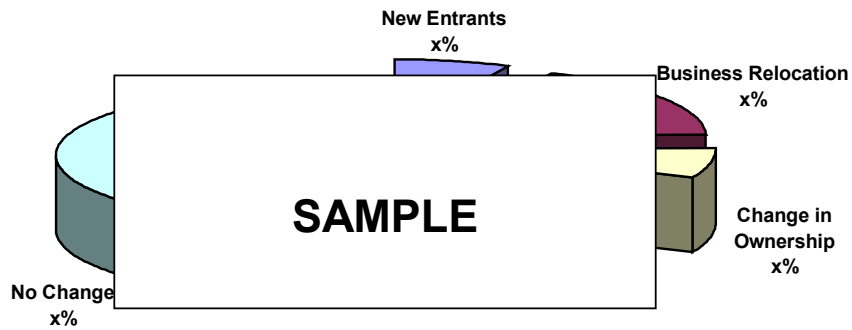
However, sources indicate that those companies reporting xxxx xxxxxx in 2008 experienced xxxxxx than in 2007, particularly in the second half of the year, reflecting a xxxx xxx in volume demand. Expectations are that the xxxx

The mixed scenario in terms of trading conditions in the Tool Hire market is

### 2.4.2 Tool Hire Industry – Structural Changes Over Last 12 Months

The number of new entrants, ownership change and businesses relocating are key indicators of an industry's fundamental health and level of optimism. The following chart illustrates how the structure of the UK Tool Hire market has changed during the last 12 months to September 2008:-

**Figure 13: Tool Hire Industry – Market Share by 12 Month Sales Performance by Volume**



**Source: MTW Research / Trade Sources**

The above chart illustrates

Business relocation is often a

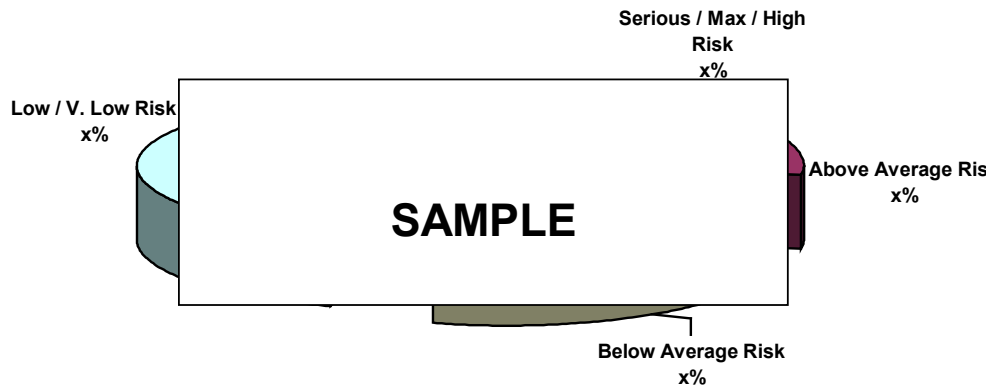
As illustrated,

### 2.4.3 UK Tool Hire Industry – Volume Market Share by Risk Rating 2008

The credit rating applied to companies also provides a crucial indicator as to an organisation's performance and underlying health. When combined with other companies, credit ratings also offer an effective insight into the fundamentals of a market.

The following chart illustrates the credit ratings for the Tool Hire market as at September 2008:-

**Figure 14: Tool Hire Industry Structure– Market Share by Credit Rating by Volume 2008**



**Source: MTW Research / Trade Sources**

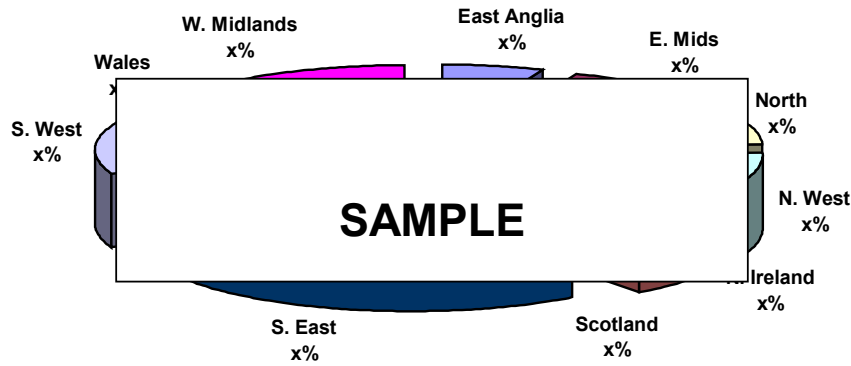
Whilst there are growing indications that profitability within the Tool Hire sector is

However, there are some indications that the market is

### 2.4.4 Tool Hire Market Structure –Share by Geographical Region 2008

The UK Tool Hire market is well represented in all areas of the UK in 2008, as illustrated in the following chart:-

**Figure 15: Tool Hire Industry Structure - Share by Geographical Location by Volume 2008**



**Source: MTW Research / Trade Sources**

The above indicates the locations of head offices for the Tool Hire companies in terms of volume; with this typically representative of a company's historical geographical customer base and region of activity, particularly for the smaller and medium sized Tool Hire companies.

As illustrated, almost

Indications are that the above share by geographical region is

#### **2.4.5 Tool Hire Market Structure –Share by Number of Employees 2008**

The following chart illustrates how the Tool Hire Industry is segmented by number of employees in 2008:-

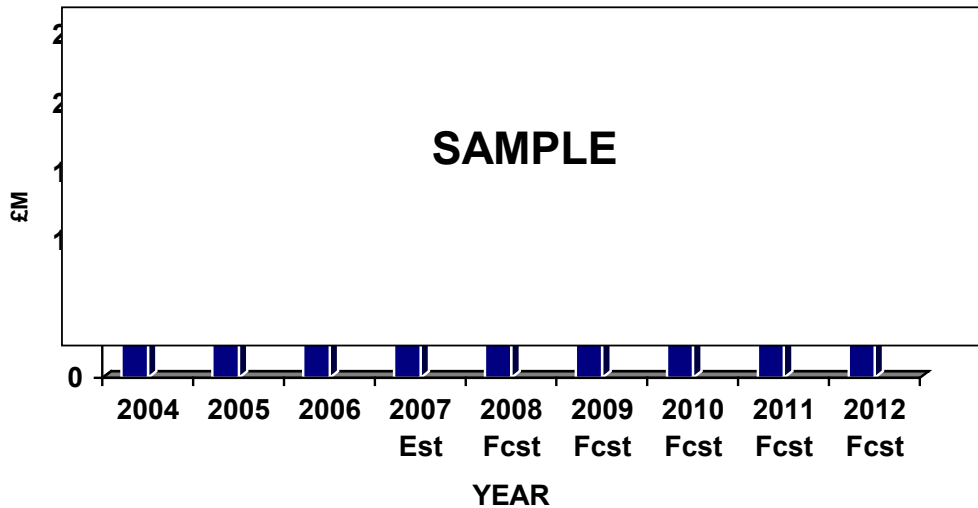
## 2.5 Tool Hire Company Average Sales Performance 2004-2012

The following section illustrates the average performance of a Tool Hire company in terms of revenue, profit, assets, liabilities and net worth.

### 2.5.1 Tool Hire Market Average Sales Revenue 2004-2012

The following table illustrates the average sales revenue of the Tool Hire market since 2004 and forecasts to 2012:-

**Figure 19: Tool Hire Market Average Sales Turnover 2004-2012**



**Source: MTW Research / Company Financials**

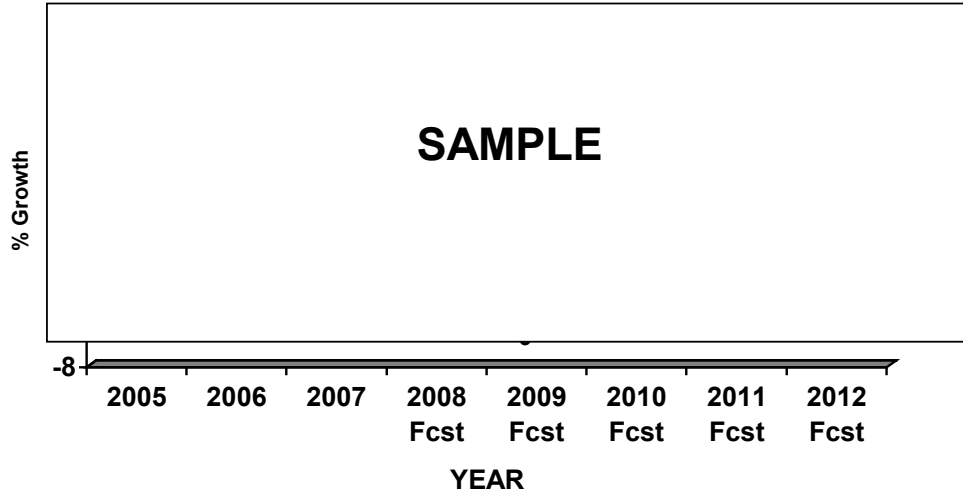
As illustrated, the 'average tool hire company' reported sales of

Indications are that

Given current predictions of a

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

**Figure 20: Tool Hire Market Average Sales % Change 2004-2012**



**Source: MTW Research / Company Financials**

Following reasonably

Prospects for 2009 are

Nevertheless, based on

## **3. Tool Hire Company Rankings**

### **3.1 Introduction to the Rankings**

The following section ranks the companies identified in the previous chapter by various key financial indicators. 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.

**3.2 Tool Hire Companies' Sales Estimates & Turnover Rank**

**3.2.1 Tool Hire Ranking by Turnover - 2007**

The table illustrates our estimates of the turnover rank for each Tool Hire market in 2007:-

**Table 30: Ranking by Turnover 2007 - Tool Hire Providers**

1.		27.	Power Plants	53.	
2.	Plc	28.	Supplies Ltd	54.	Hire
3.	ire Company	29.	td	55.	
4.	e Group Ltd	30.	Repair Ltd	56.	
5.		31.	er Hire Ltd	57.	es Ltd
6.		32.	ol Hire	58.	/ Hire
7.	nt	33.	Diy Ltd	59.	est) Limited
8.	e /	34.	d	60.	Hire Ltd
9.		35.	td	61.	
10.	Hire	36.		62.	td
11.		37.	td	63.	
12.	d	38.	entre Ltd	64.	
13.	<b>SAMPLE</b> e Ltd	39.	<b>SAMPLE</b> Hire Ltd	65.	<b>SAMPLE</b> Hire Ltd
14.	Sales Ltd	40.	td	66.	e
15.		41.	Ltd	67.	
16.	d	42.	Services	68.	ent Services
17.	Tool Hire Ltd	43.		69.	Ltd
18.	ent Services	44.	Sales Ltd	70.	& Sales Ltd
19.	ntres	45.		71.	Ltd
20.	les Ltd	46.		72.	e & Sales Ltd
21.	e Ltd	47.		73.	
22.		48.		74.	
23.		49.		75.	l Hire
24.	& Equipment	50.	Hire Ltd	76.	
25.		51.	t Hire Ltd	77.	Sons
26.		52.		78.	Hire Ltd

**Source: MTW Research / Company Accounts**



### 3.2.2 Individual Tool Hire Company Sales Revenues

The following table illustrates the estimated turnover for each company for 2007:-

**Table 31: Turnover Estimates (£M) 2007 - Tool Hire Providers**

Trading Name	2007 T/o	Trading Name	2007 T/o
SAMPLE	£460.0	SAMPLE	£0.5
Plc	£252.5	re Services	£0.5
Hire Company	£195.0	& Sales Ltd	£0.4
ce Group Ltd	£165.0		£0.4
ic	£90.0		£0.4
	£77.0		£0.4
int	£60.0		£0.3
e /	£50.0		£0.3
	£46.0	ol Hire Ltd	£0.3
Sons	£21.3	ant Hire Ltd	£0.3
Hire	£10.0		£0.3
	£7.0		£0.3
td	£7.0		£0.3
re Ltd	£4.0	ire	£0.3
& Sales Ltd	£4.0		£0.2
	£4.0		£0.2
td	£3.5	s Ltd	£0.2
Tool Hire Ltd	£2.3	Hire	£0.2
ment Services	£2.0	st) Limited	£0.2
entres	£1.8	ire Ltd	£0.1
ales Ltd	£1.5		£0.1
re Ltd	£1.5	d	£0.1
	£1.5		£0.1
	£1.2	ire Ltd	£0.1
& Equipment	£1.0		£0.1
e	£0.9		£0.1
e	£0.9		£0.1
ss & Power Plants	£0.8	nt Services	£0.1
e Supplies Ltd	£0.7	td	£0.1
JK Ltd	£0.6	Sales Ltd	£0.1
And Repair Ltd	£0.6	td	£0.1
Digger Hire Ltd	£0.6	& Sales Ltd	£0.1
d Tool Hire	£0.6		£0.1
re & Diy Ltd	£0.6		£0.1
e Ltd	£0.5	Hire	£0.1
ols Ltd	£0.5	Hire Ltd	£0.1
ire	£0.5		£0.1
ire Ltd	£0.5		
e Centre Ltd	£0.5		
ool Hire Ltd	£0.5		
ire Ltd	£0.5		

Source: MTW Research / Company Financials

**3.3 Tool Hire Company Ranking by Profit**

The following table illustrates our estimates of the rank by profit for each of the Tool Hire providers in 2007:-

**Table 32: Ranking by Profit 2007 - Tool Hire Companies**

1.		27. T		53.	
2.	Plc	28. U	& Power	54.	Ltd
3.	ire Company	29. T	Supplies Ltd	55.	t Hire
4.	e Group Ltd	30. C	Ltd	56.	
5.	c	31. D	d Repair Ltd	57.	
6.		32. R	ger Hire Ltd	58.	ales Ltd
7.	nt	33. R	ool Hire	59.	ol Hire
8.	/ Toolmart	34. V	& Diy Ltd	60.	vest) Limited
9.	Hire	35. B	Ltd	61.	t Hire Ltd
10.		36. D	Ltd	62.	e
11.		37. D		63.	Ltd
12.	d	38. E	Ltd	64.	
13.	<b>SAMPLE</b> e Ltd	39. K	<b>SAMPLE</b> Centre Ltd	65.	<b>SAMPLE</b>
14.	Sons	40. M	Hire Ltd	66.	Hire Ltd
15.	. Sales Ltd	41. P	Ltd	67.	re
16.		42. S	es Ltd	68.	
17.	d	43. T	re Services	69.	ment Services
18.	Tool Hire Ltd	44. T		70.	Ltd
19.	ent Services	45. A	& Sales Ltd	71.	& Sales Ltd
20.	ntres	46. K		72.	Ltd
21.	les Ltd	47. P		73.	ire & Sales Ltd
22.	e Ltd	48. R		74.	d
23.		49. A		75.	
24.		50. A		76.	ool Hire
25.	& Equipment	51. A	l Hire Ltd	77.	
26.		52. B	ant Hire Ltd	78.	t Hire Ltd

**Source: MTW Research / Company Accounts**

### **3.4 Company Ranking by Total Assets**

The following table illustrates our estimates of the rank by total fixed and current assets for each of the Tool Hire providers in 2007:-

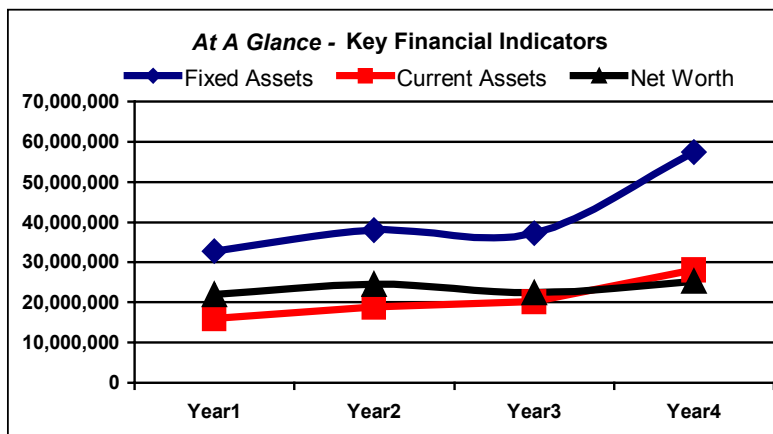
***Source: MTW Research / Company Financials***

## 4. Tool Hire Company Profiles

### Sample Co Plc - Company Overview & 'At a Glance'

Sample Road  
Sample Town  
Kent  
Sample postcode  
Tel: 0117 Sample

Sample Co Plc is a private limited with share capital company, incorporated on April 19, xxxx. The company's main activities are recorded by Companies House as "The hire of tools and equipment, including drills, concrete mixers and breakers for tradesmen and other equipment ranging from mini-excavators to wallpaper strippers." As of mid-late 2008, the company has an estimated xxx employees.



To year end 31-Jul-07, Sample Co Plc is estimated to have achieved a turnover of around £xx million. Pre-tax profit for the same period is estimated at around £xx million.

The following table briefly provides a top line overview on Sample Co Plc:-

<b>Company Name</b>	Sample Co Plc
<b>Brief Description of Activities</b>	The hire of tools and equipment, including drills, concrete mixers and breakers for tradesmen and other equipment ranging from mini-excavators to wallpaper strippers.
<b>Parent Company</b>	Sample Co LIMITED
<b>Ultimate Holding Company</b>	Sample Co PLC
<b>Estimated Number of Employees</b>	xxxx
<b>Senior Decision Maker / Director</b>	Sample Sample

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

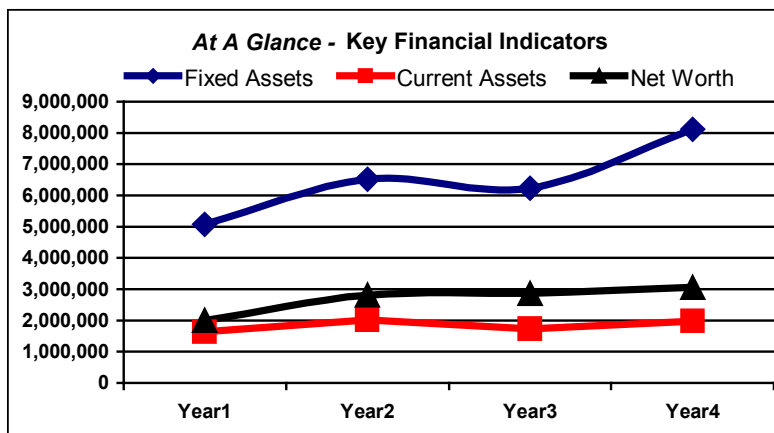
#### Sample Co Plc - KPIs for Year Ending 31-Dec-04 to 31-Jul-07

Key Indicator £	Year End 31-Dec-04 (Year1)	Year End 31-Dec-05 (Year2)	Year End 31-Jul-06 (Year3)	Year End 31-Jul-07 (Year4)
<b>Fixed Assets</b>	32,831,000	37,985,000	37,207,000	57,480,000
<b>Current Assets</b>	16,072,000	18,878,000	20,234,000	28,070,000
<b>Current Liabilities</b>	9,615,000	14,634,000	31,914,000	56,314,000
<b>Long Term Liabilities</b>	17,243,000	17,684,000	3,109,000	3,997,000
<b>Net Worth</b>	22,045,000	24,545,000	22,418,000	25,239,000
<b>Working Capital</b>	6,457,000	4,244,000	-11,680,000	-28,244,000
<b>Profit per Employee</b>	6,386	5,342	-10,077	3,578
<b>Sales per Employee</b>	64,277	63,014	68,803	67,110

## Sample Co - Company Overview & 'At a Glance'

xxxxx Road  
 xxxxxx  
 South Yorkshire  
 xxxxx  
 Tel: 0845 xxxxxxxx

Sample Co is a private limited with share capital company, incorporated on March 20, xxxx. The company's main activities are recorded by Companies House as "The hire and sale of machinery, plant equipment and tools." As of mid-late 2008, the company has an estimated xxx employees.



To year end 31-Mar-08, Sample Co is estimated to have achieved a turnover of around £x million. Pre-tax profit for the same period is estimated at around £x million.

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

<b>Company Name</b>	Sample Co
<b>Brief Description of Activities</b>	The hire and sale of machinery, plant equipment and tools.
<b>Parent Company</b>	n/a
<b>Ultimate Holding Company</b>	n/a
<b>Estimated Number of Employees</b>	xxxx
<b>Senior Decision Maker / Director</b>	Xxxx xxxx

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

### Sample Co - KPIs for Year Ending 31-Mar-05 to 31-Mar-08

Key Indicator £	Year End 31-Mar-05 (Year1)	Year End 31-Mar-06 (Year2)	Year End 31-Mar-07 (Year3)	Year End 31-Mar-08 (Year4)
<b>Fixed Assets</b>	5,073,000	6,515,000	6,226,000	8,106,000
<b>Current Assets</b>	1,640,000	2,017,000	1,733,000	1,986,000
<b>Current Liabilities</b>	2,753,000	3,389,000	3,328,000	3,908,000
<b>Long Term Liabilities</b>	1,951,000	2,344,000	1,772,000	3,126,000
<b>Net Worth</b>	2,009,000	2,799,000	2,859,000	3,058,000
<b>Working Capital</b>	-1,113,000	-1,372,000	-1,595,000	-1,922,000
<b>Profit per Employee</b>	2,708	-39	890	2,514
<b>Sales per Employee</b>	61,833	61,612	62,960	69,543