



Shopfitting Market Rank & Profile UK 2009

SAMPLE

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

January 2009

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Superior Shopfitting Ltd - 4 Year KPIs to Year End 31-Dec-07	393
Swanson - 4 Year KPIs to Year End 31-Mar-08	394
Swift Force Ltd - 4 Year KPIs to Year End 30-Apr-07	395
T A Knox Shopfitters Ltd - 4 Year KPIs to Year End 31-Jul-07	396
T W Clark Ltd - 4 Year KPIs to Year End 30-Sep-07	397
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Task Displays Ltd - 4 Year KPIs to Year End 31-Mar-08	399
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Testdale Shopfitting & Design Ltd - 4 Year KPIs to Year End 30-Sep-07	402
The Centaur Shopfitters Ltd - 4 Year KPIs to Year End 30-Sep-07	403
The Sloane Group Holdings Ltd - 4 Year KPIs to Year End 31-Dec-07	404
Think Bespoke Ltd - 4 Year KPIs to Year End 31-Dec-07	405
Thirteen Twenty Contracts Ltd - 4 Year KPIs to Year End 31-Aug-02	406
Thomas Johnstone - 4 Year KPIs to Year End 31-Dec-07	407
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Three-Met Shopfitters - 4 Year KPIs to Year End 31-Jul-07	409
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Topdraw Interior Contractors Ltd - 4 Year KPIs to Year End 31-May-07	412
Total Design Shopfitting Services Ltd - 4 Year KPIs to Year End 31-Dec-07	413
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Transit Retail Services - 4 Year KPIs to Year End 31-Mar-07	415
Tremlett & Turner Ltd - 4 Year KPIs to Year End 30-Nov-06	416
Trent Shopfitters - 4 Year KPIs to Year End 30-Nov-07	417
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Truelove Shopfitting Ltd - 4 Year KPIs to Year End 31-Mar-08	419
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Umdasch Shop Concept - 4 Year KPIs to Year End 31-Dec-07	422
Uni-Fit Ltd - 4 Year KPIs to Year End 31-Mar-07	423
Universal Contracts UK Ltd - 4 Year KPIs to Year End 30-Jun-07	424
V R I Ltd - 4 Year KPIs to Year End 31-Dec-07	425
Vale UK Ltd - 4 Year KPIs to Year End 30-Jun-07	426
Vanguard Contracts Ltd - 4 Year KPIs to Year End 31-Oct-07	427
Vaw Interior Solutions - 4 Year KPIs to Year End 31-May-08	428
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Wakefield Store Fitters Ltd - 4 Year KPIs to Year End 31-Jan-08	435
Walkerboon Ltd - 4 Year KPIs to Year End 31-Jul-07	436
Wanzl Ltd - 4 Year KPIs to Year End 31-Dec-07	437
Wardell Shopfitters Ltd - 4 Year KPIs to Year End 30-Sep-07	438
Weimann Ltd - 4 Year KPIs to Year End 31-Dec-07	439
White Rose Services - 4 Year KPIs to Year End 31-Dec-07	440
Willow Project Management Ltd - 4 Year KPIs to Year End 31-Dec-07	441
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Wow Projects Ltd - 4 Year KPIs to Year End 30-Sep-07	443
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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 and potential sales leads within their respective markets in an easy to use and easy to disseminate format.

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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.

- **Market Size & Trends for Sales & Industry Value to 2013**

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.

- **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.

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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 Shopfitters Market

2.1 Introduction to this Rank & Profile Report

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

Shopfitters Industry Overview 2004-2013

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

- Total Industry Sales Turnover 2004-2013 & 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 & Risk Ratings in January 2009
- Total Industry Profitability, Assets & Liabilities, Net Worth

Average Shopfitting Industry Performance 2004-2013

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

- Average Shopfitter Company 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

Shopfitters 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 Shopfitters 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: Shopfitting Companies Listing

110% Interiors Ltd	Brayshields Ltd	Euro Shopfitting Ltd
1st Aurora	Bridford Interiors Ltd	Europa Shop Fitting & Interiors Ltd
A & D Shopfitting Ltd	Bulmer Interior Contracts Ltd	Excel Shopfitting Ltd
A D Baker Shopfitters Ltd	Bursell Ltd	Excelsior Shopfitters Ltd
A Hapgood Ltd	Byard & Green Ltd	Exeter Shopfitting & Building Services
A Pollick Ltd	C T S	FG Library Products Ltd
A R J Shopfitters Ltd	Caledonia Contracts Ltd	Fife Shopfitting Services Ltd
Abbott International Plc	Callow Shopfitters Ltd	Fine Finish Contracts Ltd
Abko Ltd	Capital Contracts UK Ltd	Formbar Ltd
Able Contracts Ltd	Capital Installations & Services Ltd	French (Joinery) Ltd
Able Shopfronts	Cardinal Shopfitting & Systems	Future Display & Shopfitting Ltd
Acketts Group Ltd	Carey & Greenslade Ltd	G D P Design & Shopfitting
Acorn Shopfit	Casco Europe Ltd	G K Raw & Co Ltd
Activ Projects Ltd	Castles Interiors Ltd	G P C Derwent Construction
Adams Joinery	CDM Shopfitting Ltd	G Stacey Joinery Ltd
Advance Shop Fitting Ltd	CDS Construction Services Ltd	G W S Group Ltd
Advanced Shopfronts Ltd	Central 4 Ltd	G W S Shopfitting Installations Ltd
AGM Interiors Ltd	Central Contracts (UK) Ltd	Garenne Shop Fitting Ltd
Ajay Shopfit Maintenance Ltd	Central Shopfitters Ltd	Gary Bluff
Alan Nuttall Ltd	Centrelina Shopfitting Ltd	GB Projects Ltd
Albert Soden Ltd	Charles Evans Ltd	GDC Design
Albion Design & Fabrication	Chartered Shopfitters Ltd	George Sharkey & Sons Ltd
Aliwood UK	Cheshire Contracts Shopfitting Ltd	Gibson Lea Retail Interiors Ltd
Alken Construction Ltd	CJ Shopfitting Ltd	Global Retail Interiors
Allan Bowden Installations Ltd	Clements Ltd	Goodman Hichens Plc
Allfit Ltd	Compass Interiors Ltd	Graeme Ash Shopfitters Ltd
Alman Shopfitters Ltd	Complete Shopfitting Ltd	Grattan Developments Ltd
Alpine Design Ltd	Concept Display Systems (Southwest)	GRC Retail Solutions Ltd
ALU UK Limited	Concepts Design & Build Ltd	Greenside Shopfitting Ltd
Aluminium Windows & Shopfronts Ltd	Concord Shopfittings Ltd	H W D Shopfitters Ltd
AM System UK	Contrast Shopfitters	Hadley Electrical
AMN Contracts Ltd	County Shopfitting Services Ltd	Hanover Shopfitters Ltd
AMS Retail Interiors	Crescent Installations Ltd	Hanson Contracts Ltd
Andbridge International UK Ltd	D & H Display Ltd	Harris & Healey Contracts Ltd
Angel Projects Ltd	D G Pudney Ltd	Harte Woodworking
Anglia Shopfitting Norwich Ltd	D.S Francis (Shop Fitters) Ltd	Hatchpaines Construction Ltd
Anthony Willis Shopfitters Ltd	Dartmouth General Contractors	Havelock Europa Plc
Architectural Aluminium Systems Ltd	Daw Green Contracts	Hawk Builders & Shopfitters Ltd
Artform International	Deane & Amos Shopfitting Ltd	Hemming & Morris Ltd
Artisan Retail Display Ltd	Derrywood Display	Henson Projects
Ashlyn (Yorkshire) Ltd	Diamond Projects (UK) Ltd	Hills Of Shoeburyness Ltd
Astore Harrison Ltd	Diamond Shop Fitting Ltd	HRJ Shopfitters Ltd
Astramark Ltd	DJS Project Management Ltd	Hurst Group (Northern)
Atlas Display Dhb Ltd	Dollar Rae Ltd	I W M Designs Ltd
Axcent Ltd	DP Carpentry & Joinery Ltd	Image Displays UK Ltd
Axiom Contracts Ltd	Drakes Shopfitting	IMB Contracts Ltd
B S P Shopfitting Ltd	DSB Shopfitters Ltd	Imb Projects Ltd
Banner Holdings	Du Boulay Contracts Ltd	Independent Shopfitting Solutions Ltd
Barker Interiors	Dual Architectural Aluminium Systems	Infit Ltd
Barking Shopfronts Ltd	Dugher & Moore Ltd	Input Construction Ltd
Barleycroft Ltd	Dula UK	Interior Service Contracts Ltd
Barlow Group Ltd	Duncan Maxwell Storefitters Ltd	J Buchanan Joiners Ltd
Barnwood Shopfitting	Dymond Engineering & Metal Products	J C M Retail Services
Barry Thomas Ltd	E & H Griffith Ltd	J M Scully Ltd
Beasley Joiners Ltd	E E Smith Contracts Ltd	J R Cabinet Makers Ltd
Belmont Shopfitters Ltd	Eastern Regional Shopfitters Ltd	Jade Shop
BH Construction Services Ltd	Eastern Shop Equipment Ltd	James F Mccue
Blackwell Projects Ltd	Edgar Shopfitting Ltd	JBM Shopfitting Ltd
Blake Interiors Ltd	Edwin Dyson & Sons Ltd	JBS Contracts
Blow & Scrimshaw Ltd	Elite Shopfitters Ltd	JDS Group
Bond BSL Ltd	Enigma	Jephsons Shopfitters Ltd
Boston Interiors Ltd	Esprit UK Ltd	Jet Enterprises Ltd
Brandon Frost Ltd	Essanby (MICE Group Plc)	John Anthony Organisation

John Chilvers Ltd
 John Kelly Contracts
 John Richards Shopfitters (Richards Group)
 John Worth Shopfitters Ltd
 Jones & Andrews Ltd
 Kennek Construction
 Keyplan Shopfitting Ltd
 Kiddie Of Southport Ltd
 Kingfield Shopfitters Ltd
 Kirkman & Jourdain Ltd
 Kos Contract Ltd
 L C R Contracts
 Lambro Contracts Ltd
 Langar Group
 Leverton UK Ltd
 Liberty Shopfitters
 Linwood Retail Ltd
 London Shopfitters Ltd
 Lynn & Jones Storefitters Ltd
 Lynton Greenwood Ltd
 M & S Aluminium Systems Ltd
 M M Shopfitting & Joinery Ltd
 M N A Ltd
 Mactra Shop Equipment & Fittings Ltd
 Maine Construction
 Manta Shopfitters Ltd
 Mantisson
 Maple Joiners
 Marmon Group Limited (The)
 Martin & Son (Edinburgh)
 Martin Hart Shopfitting Ltd
 Matrix Shopfitters
 Maxwell Interiors Ltd
 May Interiors Ltd
 Mbc Contracts Ltd
 Mcnicholl & Hughes
 Mdr Interiors Ltd
 Meakins & Clinton Contracts Ltd
 Mee Refurb
 Mentha & Halsall Ltd
 Mercia Interiors
 Meridian Design & Build Ltd
 Metafit Ltd
 Metz Construction
 Mewscraft Ltd
 Millers Retail Design Ltd
 Mintpage
 Modular Environments
 Moranti Shopfitters Ltd
 Morris & Spottiswood
 Morton Retail Services Ltd
 N & B Shopfitters Ltd
 Nabco Scotland Ltd
 Nash Shopfitters
 Nason Foster Ltd
 Nationwide Store Fit Services Ltd
 Navarre Interiors Ltd
 Nellbridge Ltd
 Newey Installations Ltd
 Newman Scott
 Nexus Retail Interiors Ltd
 Nicholson Retail Services Ltd
 North Offshore Ltd
 Norwood Stretton Ltd
 Oakhurst Southport Ltd
 Oates Construction Ltd
 Office & Retail Services Ltd
 Oldland Shop Fitters
 Oracle Interiors Ltd
 P 2 Contracts (Nottingham) Ltd
 P C P Interiors
 P.K Joinery & Interiors Ltd
 Pans Hill Design Ltd
 Patton Group
 Paul Martin Shopfitters Ltd
 Pearce Group Ltd
 Penyard Ltd
 Peppiatt Contracts Ltd
 Pickett Shopfitters Ltd
 Pirin Plc
 Plan-It Contracts Ltd
 Portview Fit-Out Ltd
 Premiercare Building Solutions Ltd
 Premquip (U.K) Ltd
 Prime Design Shopfitters Ltd
 Primero Contracts
 Probuild UK Ltd
 Product Plan
 Profile Shopfitting
 Project Solutions Shopfitting Ltd
 Protec Services Ltd
 Quadraco
 Quinn Interiors
 R & H Project Solutions Ltd
 R D D Ltd
 Radius Shopfitters Ltd
 Railston Design Ltd
 Rapeed Design
 Rd Shopfitting Ltd
 Realhurry Ltd
 Realm Projects Ltd
 Record Ltd
 Red Interior Solutions Ltd
 Redbox Contracting
 Redgates Contracts Ltd
 Replan
 Retail Book Display Ltd
 RNB Contracts Ltd
 Rock Solid Construction Ltd
 Roebuck & Holmes Ltd
 Routledge & Young Ltd
 Rowntrees Ltd
 Roy Dickens Associates Ltd
 Ruggles & Jeffery Ltd
 Rylance Construction Ltd
 S M D Building Services Ltd
 S P Joinery Ltd
 Salepoint Ltd
 Salmar Construction
 Scotfit Shopfitting Contractors Ltd
 Scott James Commercial Ltd
 Securefront Systems Ltd
 Select Shopfitters Ltd
 Sherwood Aluminium Systems Ltd
 Shop-Fit Ni Ltd
 Shopfit UK Hull Ltd
 Shopspec Interiors Ltd
 Simpson (York) Ltd
 Sixsmith Woodworking Ltd
 Solent Shopfitting Contractors Ltd
 South West Shopfitters UK Ltd
 Southern Shopfitting & Interiors Ltd
 Space Craft Projects Ltd
 Stag Shopfitting Ltd
 Stag Shopfronts Ltd
 Stage 2 Ltd
 Stephen Metcalf Ltd
 Stewart Fraser Ltd
 Stoneforce Ltd
 Stopps Ltd
 Storefix Ltd
 Straight Impact
 Stuart Shop Fittings Ltd
 Styles & Wood
 Summit Retail Display Ltd
 Superior Shopfitting Ltd
 Swanson
 Swift Force Ltd
 T A Knox Shopfitters Ltd
 T W Clark Ltd
 Tamerek Ltd
 Task Displays Ltd
 Tekne Shopfitting
 Telford Construction Ltd
 Testdale Shopfitting & Design Ltd
 The Centaur Shopfitters Ltd
 The Sloane Group Holdings Ltd
 Think Bespoke Ltd
 Thirteen Twenty Contracts Ltd
 Thomas Johnstone
 Thomas Muckle & Sons Ltd
 Three-Met Shopfitters
 Tienda Ltd
 Tookan Ltd
 Topdraw Interior Contractors Ltd
 Total Design Shopfitting Services Ltd
 Trade Shop Fitters Ltd
 Transit Retail Services
 Tremlett & Turner Ltd
 Trent Shopfitters
 Triplar Ltd
 Truelove Shopfitting Ltd
 Tube Slotting Services Ltd
 Turn Key Projects Ltd
 Umdasch Shop Concept
 Uni-Fit Ltd
 Universal Contracts UK Ltd
 V R I Ltd
 Vale UK Ltd
 Vanguard Contracts Ltd
 Vaw Interior Solutions
 Vincents Shopfitters Ltd
 Vivid Interiors
 Vizona (Vitrashop Group)
 W Braithwaite & Son Ltd
 W J G Storefitters
 W Rose & Sons Ltd
 Wakefield Store Fitters Ltd
 Walkerboon Ltd
 Wanzl Ltd
 Wardell Shopfitters Ltd
 Weimann Ltd
 White Rose Services
 Willow Project Management Ltd
 Wilton Cobley Ltd
 Wow Projects Ltd
 Yellowley Ltd
 Yorkshire Shop Fitters Ltd

The UK Shopfitters industry is currently estimated to be worth around £xx billion, with the above companies estimated to account for just over 90% of the total industry in 2008 by value.

In 2009, there are around 920 individual Shopfitters active in the UK, though the industry is relatively consolidated in value terms, with the above companies reporting sales of around £xx billion, representing more than 90% of total industry sales. This report reviews the performance of these companies, defined as the 'Shopfitters market', since 2004 and identifies likely future prospects to 2013 alongside company rankings and profiles.

The total sales of the above organisations are valued at just over £x billion, reflecting an industry which has experienced a xxxxxxxxxxxxxxxxxxxxxx rate of growth in recent years. As is the case in many sectors of the UK economy, Shopfitters now face a more difficult trading environment in early 2009, with this trend likely to be prominent for the next xxxxxxxxx. However, there remain a number of positive issues in the market which should offer some degree of optimism for longer term growth opportunities for xxxxxxxxxxxxxx

This 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 Shopfitting market.

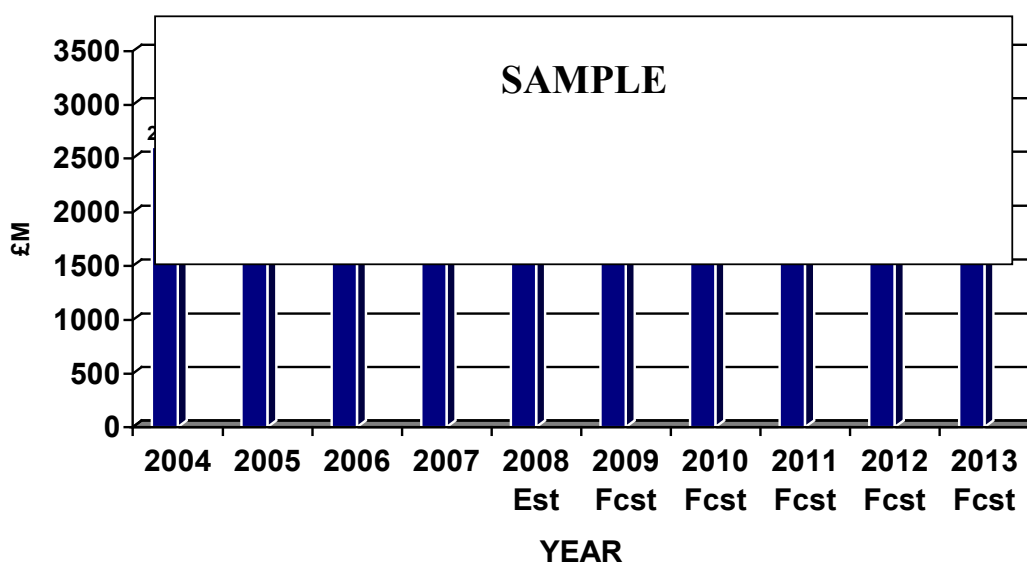
2.3 Shopfitting Market Performance 2004-2013

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

2.3.1 Shopfitting Market Sales Revenue 2004-2013

The following table illustrates the performance of the Shopfitters market in terms of combined sales revenues between 2004 and 2008 and forecasts to 2013:-

Figure 2: Shopfitting Market Sales 2004-2013 £M



Source: MTW Research / Company Financials

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

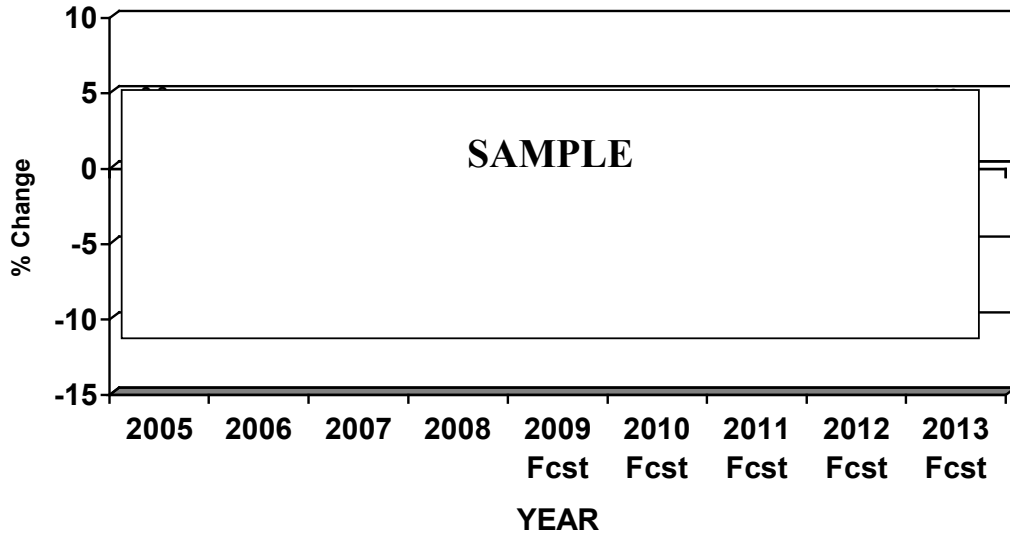
In 2007, the combined sales of the Shopfitters identified reached just over £xx billion, an xxxx of around x% since 2006 reflecting xxxxx trading conditions following xxxxx during 2006. Sources indicate that whilst there was some degree of xxxx xxxxxx in the market during the first half of 2008, xxxx xxxxxx xxxxxx and a number of other key market influences resulted in a xxxxxx second half of the year and a xxxxxx xxxxx in Q3 and Q4 2008.

During mid-late 2008, non-food retail sales xxxx xxxxxxxx, leading to a growing trend of xxxxxx xxxxxx of Shopfitting projects, particularly within the non-commodity goods retail sector. As such, the market is expected to have xxxxxx xxxxxxxx during 2008 overall, with the year polarised between reasonable growth in xxxx xxxxxxxx xxxxx and rapid xxxxxxxx xxxx in the xxxxxx

The Shopfitting market remains highly dependent on the UK

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

Figure 3: Shopfitters Market Total Sales % Change 2004-2013



Source: MTW Research / Company Financials

The chart illustrates that the

As such, despite some

Forecasts for 2009 and early 2010 are for a further

Whilst consumer expenditure on food and commodity goods is likely to

Whilst unprecedented levels of public sector

The impact of the current recession is likely to

For suppliers to Shopfitters

2.3.2 Shopfitters Market Profit 2004-2013

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

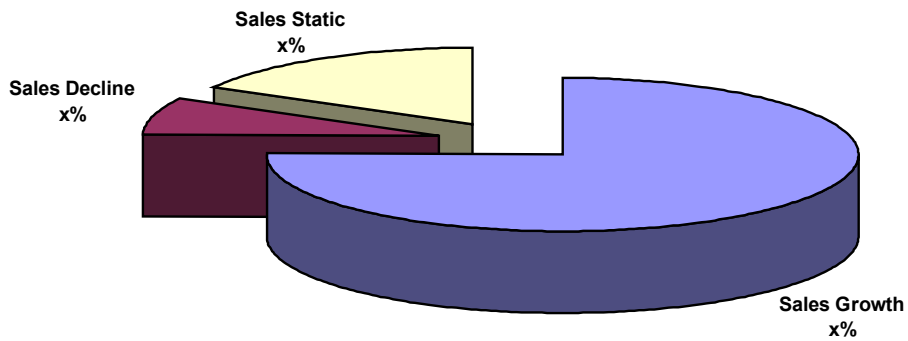
2.4 Shopfitters Industry Trend Indicators

The following section represents the findings of MTW’s analysis of the £x billion UK Shopfitters industry based on primary research and quantitative statistics. The following data is based on representative samples from the total Shopfitters industry, which is currently estimated to include around 920 individual companies. Confidence levels for the following data are expressed at 99% (+/- 5%) in volume terms.

2.4.1 Shopfitters Market Share by Growth, Decline & Static Sales

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

Figure 12: Shopfitters Industry – Market Share by 12 Month Sales Performance



Source: MTW Research / Company Accounts

As illustrated, during the last 12 months to December 2008, xx% of the estimated total of 920 Shopfitters experienced growth in sales revenue, reflecting

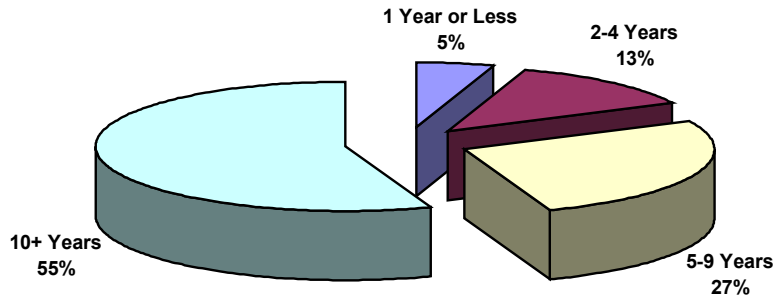
Indications are that those companies reporting growth in 2008 experienced

The mixed scenario in terms of

2.4.2 Shopfitters 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 2008:-

Figure 13: Shopfitters Industry – Market Share by Age of Company



Source: MTW Research / Trade Sources

Despite relatively

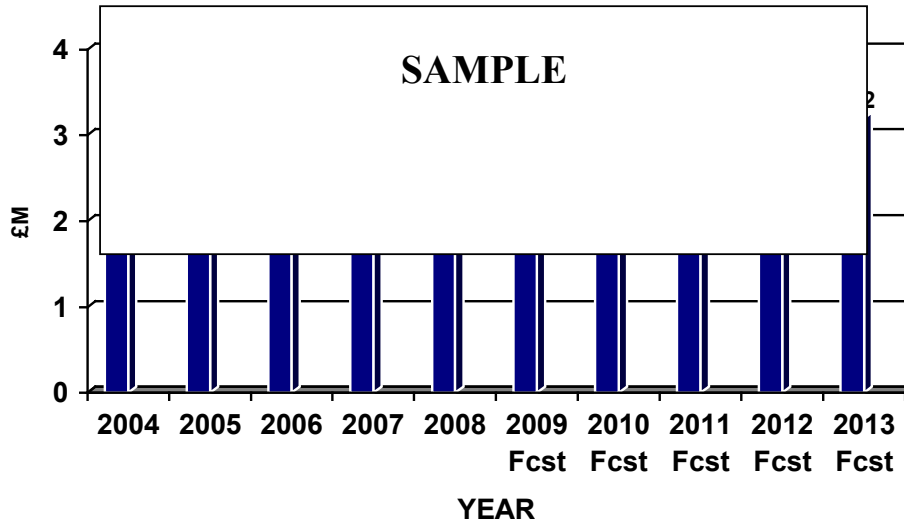
2.5 Shopfitters Company Average Sales Performance 2004-2013

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

2.5.1 Shopfitters Market Average Sales Revenue 2004-2013

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

Figure 19: Shopfitters Market Average Sales Turnover 2004-2013



Source: MTW Research / Company Financials

As illustrated, the 'average shopfitter' reported sales of £xx million in 2008, reflecting a period of xxxx xxxx in average sales as the market continues to

3. Shopfitters 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 Shopfitters Sales Estimates & Turnover Rank

3.2.1 Shopfitters Ranking by Turnover - 2008

The table illustrates our estimates of the turnover rank for each shopfitter in 2008:-

Table 30: Ranking by Turnover 2008 - Shopfitters

1. #t#l## & W###	71. J#h#n R#ch#rd# #h##f#t#r#	140. B # # #h##f#t#ng Ltd
2. ##t#n Gr###	72. #t### Ltd	141. #t##r# #h## F#t#ng# Ltd
3. ###rc# Gr### Ltd (##G ###rc#)	73. C#ntr#l #h##f#t#r# Ltd	142. G#ry Bl#ff
4. M#r## & ###t#w##d	74. W Br##thw### & ##n Ltd	143. Thr##-M#t #h##f#t#r#
5. H#v#l#ck #r## #lc	75. #dw#n Dy##n & ##n# Ltd	144. ##c#r#f#r#nt #y#t#m# Ltd
6. ##m###n (Y#rk) Ltd	76. ##r### #h## F#t#ng & #ntr### Ltd	145. K#dd## #f ##h##r#t Ltd
7. M#r#n Gr### L#m#t#d (Th#)	77. T#kn# #h##f#t#ng	146. #lk#n C#ntr#ct##n Ltd
8. H#r#t Gr### (N#rth#r#n)	78. B#rk#r #ntr###r#	147. JB# C#ntr#ct#
9. #l#n N#t#l Ltd	79. #d#m# J##n#ry	148. D##m#nd #r#j#ct# (#K) Ltd
10. W#nzl Ltd	80. #### C#ntr#ct##n Ltd	149. ######nt Ltd
11. #M# R#t#l #ntr###r#	81. #l##n D##gn & F#br#c#t##n	150. G W # #h##f#t#ng #n#t#l#t##n# Ltd
12. Th#m## J#h#n#t#n#	82. Q##n#n #ntr###r#	151. #r#cl# #ntr###r# Ltd
13. V#l# #K Ltd	83. H#l# #f #h##b#ry#n### Ltd	152. J#h#n W#rth #h##f#t#r# Ltd
14. J M #c#lly Ltd	84. M#r#n & ##n (#d#nb#rgh)	153. #MB C#ntr#ct# Ltd
15. V#z#n# (V#tr##h## Gr###)	85. R##l#m #r#j#ct# Ltd	154. L#nd#n #h##f#t#r# Ltd
16. G##rg# #h#rk#y & ##n# Ltd	86. #c#r#n #h##f#t#	155. #x##m C#ntr#ct# Ltd
17. #r#v#w# F#t#t# Ltd	87. D#l#r R## Ltd	156. #h#r#w##d #l#m#n#m #y#t#m# Ltd
18. #####by (M#C# Gr### #lc)	88. T##nd# Ltd	157. H W D #h##f#t#r# Ltd
19. #r#r#m #ntr#n#t#n#l	89. Cr##c#nt #n#t#l#t##n# Ltd	158. D#nc#n M#xw#l #t#r#f#t#r# Ltd
20. C#rd#n#l #h##f#t#ng & #y#t#m#	90. ##x#m#th W##dw#rk#ng Ltd	159. N#bc# #c#t#nd Ltd
21. V#v#d #ntr###r#	91. Tr#nt #h##f#t#r#	160. ####r#m R#g##n#l #h##f#t#r# Ltd
22. N#v#r# #ntr###r# Ltd	92. D#r#m##h G#n#r#l C#ntr#ct##	161. D G ##dn#y Ltd
23. G W # Gr### Ltd	93. B#r#ycr#f#t Ltd	162. # R J #h##f#t#r# Ltd
24. B#r#l#w Gr### Ltd	94. T##k D###l#y# Ltd	163. #ct#v #r#j#ct# Ltd
25. B#r#w##d #h##f#t#ng	95. By#rd & Gr##n Ltd	164. B#r##l Ltd
26. B#n#r# H#l#d#ng#	96. L#nn & J#n## #t#r#f#t#r# Ltd	165. D##l #r#h#t#ct#r#l #l#m#n#m #y#t#m#
27. B#r#d#f#rd #ntr###r# Ltd	97. #c#t#t# #h##f#t#ng C#ntr#ct#r# Ltd	166. M#r#d##n D##gn & B##l#d Ltd
28. JD# Gr###	98. C#r#y & Gr##n#l#d# Ltd	167. C#ntr#l#n# #h##f#t#ng Ltd
29. B##t#n #ntr###r# Ltd	99. R#ggl## & J#ff#ry Ltd	168. R#### D##gn
30. M#nt#####	100. Tr#ml#t# & T#r#r# Ltd	169. #t# #h##f#t#r# Ltd
31. J#m## F Mcc##	101. R##l#n	170. M#y #ntr###r# Ltd
32. M#l#r# R#t#l D##gn Ltd	102. #r#m#r# C#ntr#ct#	171. #l#w##d #K
33. #md##ch #h## C#nc##	103. #l##h#n M#t#c#f#t Ltd	172. #r#gh#t #m##ct
34. #####t C#ntr#ct# Ltd	104. #d#gr #h##f#t#ng Ltd	173. #r#m#r#r# B##l#d#ng ##l#t#n# Ltd
35. R##h#ry Ltd	105. R##l#d#g# & Y##ng Ltd	174. #t#r#m#rk Ltd
36. C T #	106. V#ng##rd C#ntr#ct# Ltd	175. #ck#t# Gr### Ltd
37. R##l#t#n D##gn Ltd	107. D#g#r# & M##r# Ltd	176. #nd#r#d#g# #ntr#m#t#n#l #K Ltd
38. # # #m#th C#ntr#ct# Ltd	108. #r#f#l# #h##f#t#ng	177. C##c# #r### Ltd
39. G##dm#n H#ch#n# #lc	109. #bb#t# #ntr#m#t#n#l #lc	178. #ntr###r# #r#v#C# C#ntr#ct# Ltd
40. Th# #l#n# Gr### H#l#d#ng# Ltd	110. J#n## & #nd#r#w# Ltd	179. R##b#ck & H#l#n# Ltd
41. D#l# #K	111. ##n# #c	180. ##m#nt R#t#l D##l#y Ltd
42. Wh#t# R### #r#v#c##	112. #n#l# Ltd	181. Th#r#t#n Tw#nty C#ntr#ct# Ltd
43. N#w#m#n #c#t	113. Bl#w & #c#r#m#h#w Ltd	182. #t#g# 2 Ltd
44. R#d### #h##f#t#r# Ltd	114. CDM #h##f#t#ng Ltd	183. T # Kn#x #h##f#t#r# Ltd
45. K#r#k#n# & J##rd##n Ltd	115. #x#t#r #h##f#t#ng & B##l#d#ng #r#v#c## Ltd	184. D#w Gr##n C#ntr#ct#
46. V#nc#nt# #h##f#t#r# Ltd	116. C#ntr##l #h##f#t#r#	185. T#f#rd C#ntr#ct##n Ltd
47. R#c#rd Ltd	117. ##c# Cr#f#t #r#j#ct# Ltd	186. Bl#ck#w#l #r#j#ct# Ltd
48. #l#b#r#t #d#n# Ltd	118. K#n#k C#ntr#ct##n	187. # H#g#d#d Ltd
49. N#rth #f#h#r# Ltd	119. T#t#l D##gn #h##f#t#ng #r#v#c## Ltd	188. Gr#t#n D#v#l#m#nt# Ltd
50. H#d#y #l#ct#r#c#l	120. #r#h#t#ct#r#l #l#m#n#m #y#t#m# Ltd	189. M#r#x #h##f#t#r#
51. C#m### #h##f#t#ng Ltd	121. R#y D#ck#n# ###c#t#t# Ltd	190. B#r#k#ng #h##f#t#r# Ltd
52. Ch##h#r# C#ntr#ct# #h##f#t#ng Ltd	122. #####r# #h##f#t#ng Ltd	191. Gr##n#d# #h##f#t#ng Ltd
53. H#r#t# W##dw#rk#ng	123. # # J##n#ry Ltd	192. N#w#y #n#t#l#t##n# Ltd
54. L#m#r# C#ntr#ct# Ltd	124. Q##d#r#c#	193. # M D B##l#d#ng #r#v#c## Ltd
55. D##n# & #m## #h##f#t#ng Ltd	125. M#n#ch#l# & H#g#h##	194. J B#ch#n#n J##n#r# Ltd
56. L#ng#r Gr###	126. N#x## R##l# #ntr###r# Ltd	195. ##ny#rd Ltd
57. J##h##n# #h##f#t#r# Ltd	127. G K R#w & C# Ltd	196. #t#r# H#r#r##n Ltd
58. Ch#r#l# #v#n# Ltd	128. #l#m#r# C#ntr#ct##n	197. # D B#k#r #h##f#t#r# Ltd
59. Fr#nch (J##n#ry) Ltd	129. N & B #h##f#t#r# Ltd	198. V R # Ltd
60. #M #y#t#m #K	130. R#d#t#t# C#ntr#ct# Ltd	199. M#r#r# #ntr###r#
61. N###n F#t#r# Ltd	131. G # C D#r#w#nt C#ntr#ct##n	200. J#h#n K#lly C#ntr#ct#
62. J C M R#t#l #r#v#c##	132. #k#h#r#t ###t#r#t Ltd	201. #t#r#f#x Ltd
63. # #l#ck Ltd	133. H#tch##### C#ntr#ct##n Ltd	202. K#ng#l#d #h##f#t#r# Ltd
64. #t#w#r#t Fr###r Ltd	134. Tr##l#r# Ltd	203. C##l#t# #ntr###r# Ltd
65. D# B##l#y C#ntr#ct# Ltd	135. C#l#d#n## C#ntr#ct# Ltd	204. Gl#b#l R#t#l #ntr###r#
66. M#n#h# & H##l#l Ltd	136. JBM #h##f#t#ng Ltd	205. B#l#m#r #ntr###r# C#ntr#ct# Ltd
67. W#l#t#n C#b#y Ltd	137. G#r#n#n# #h## F#t#ng Ltd	206. M#t#z C#ntr#ct##n
68. #t#n#f#r#c# Ltd	138. #n#v#r##l C#ntr#ct# #K Ltd	207. RD #h##f#t#ng Ltd
69. ###r#t #K Ltd	139. Gr##m# #h# #h##f#t#r# Ltd	208. Tr#d# #h## F#t#ng# Ltd
70. Cl#m#nt# Ltd		209. N#r#w##d #t#r#t#n Ltd

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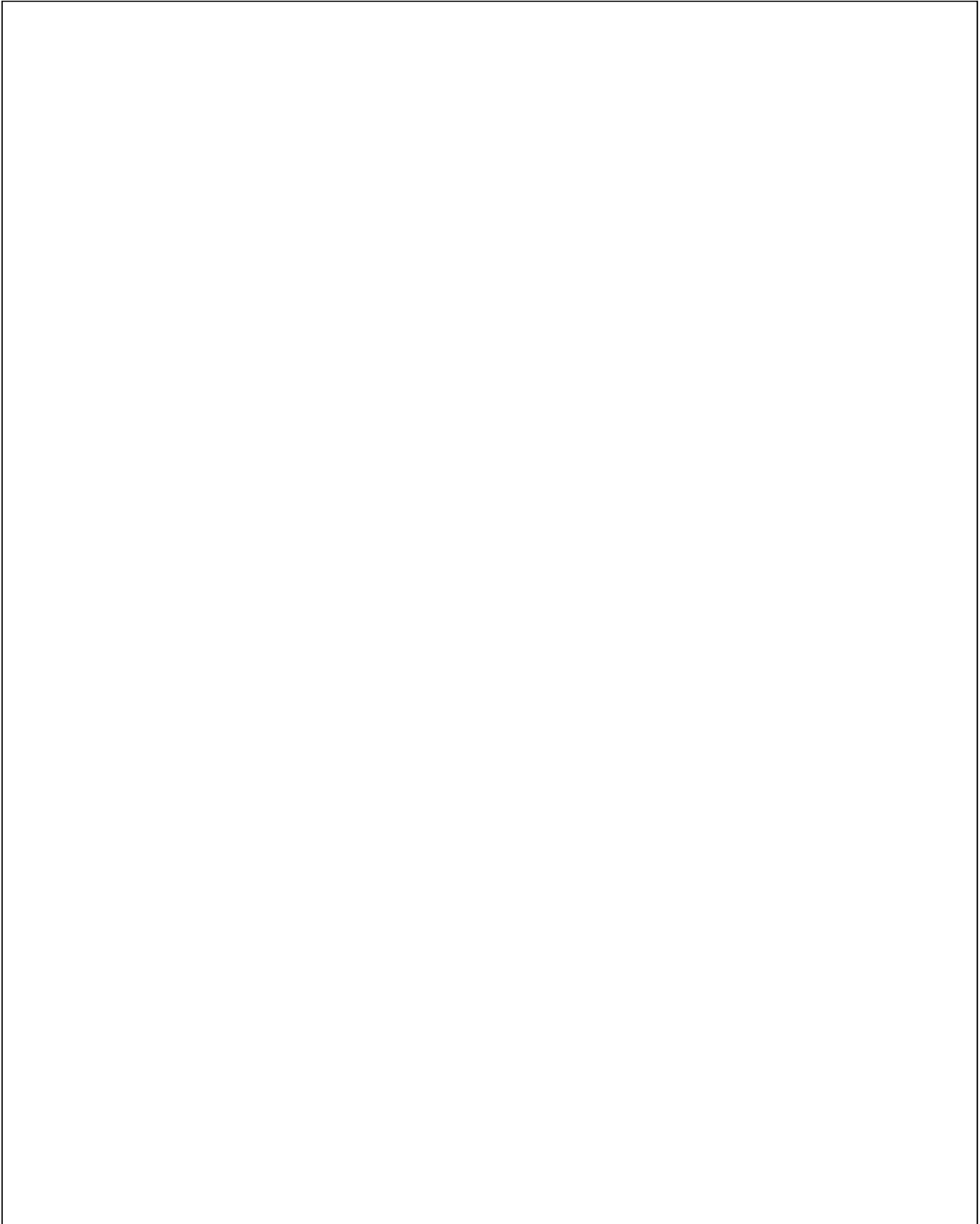
210. FG L#br#ry #r#d#ct# Ltd	269. ##hlyn (Y#rk#h#r#) Ltd	328. # 2 C#ntr#ct# (N#t#ngh#m) Ltd
211. R & H #r#j#ct #h#t#n# Ltd	270. #mb #r#j#ct# Ltd	329. T##dr#w #ntr#r# C#ntr#ct#r# Ltd
212. R#db#x C#ntr#ct#ng	271. W#l#w #r#j#ct M#n#g#m#nt Ltd	330. C#ntr#l C#ntr#ct# (#K) Ltd
213. L C R C#ntr#ct#	272. M & # #h#m#n#m #y#t#m# Ltd	331. M#w#cr#ft Ltd
214. J#d# #h##	273. C###t#l #n#t#l#t#n# & ##rv#c## Ltd	332. #K J##n#ry & #ntr#r#r# Ltd
215. #l#n-#t C#ntr#ct# Ltd	274. #t# D###y Dhb Ltd	333. C#nc##t# D###gn & B##ld Ltd
216. T#rn K#y #r#j#ct# Ltd	275. W##m#nn Ltd	334. # & H Gr#ff#th Ltd
217. #h#m#n#m W#nd#w# & #h##r#nt# Ltd	276. # & D #h##f#t#ng Ltd	335. C###t#l C#ntr#ct# #K Ltd
218. B###y J##n#r# Ltd	277. #m#g# D###y# #K Ltd	336. M#rt#n R#t##l ##rv#c## Ltd
219. K## C#ntr#ct Ltd	278. Th#m## M#ckl# & ##n# Ltd	337. D & H D###y Ltd
220. T#b# #h#t#ng ##rv#c## Ltd	279. #h##-F#t N# Ltd	338. #n#g#m#
221. H#n##n #r#j#ct#	280. #h##f#t #K H#l Ltd	339. #MN C#ntr#ct# Ltd
222. CJ #h##f#t#ng Ltd	281. M#xw#l #ntr#r#r# Ltd	340. GDC D###gn
223. Dym#nd #ng#n#r#ng & M#t#l #r#d#ct#	282. #r#d#ct #h#n	341. G #t#c#y J##n#ry Ltd
224. ##th W##t #h##f#t#r# #K Ltd	283. D.# Fr#nc# (#h## F#t#r#) Ltd	342. M#nt# #h##f#t#r# Ltd
225. #l#m#n #h##f#t#r# Ltd	284. ##t#rn #h## #q##m#nt Ltd	343. W#k#f#d #r# F#t#r# Ltd
226. #r#mq### (#.K) Ltd	285. N##n #h##f#t#r#	344. M## R#f#r#
227. H#wk B##ld#r# & #h##f#t#r# Ltd	286. C#ntr#l 4 Ltd	345. Y#rk#h#r# #h## F#t#r# Ltd
228. Br#y#h#d# Ltd	287. DJ# #r#j#ct M#n#g#m#nt Ltd	346. V#w #ntr#r#r# #h#t#n#
229. N#t#n#w#d# #t#r# F#t #r#c## Ltd	288. ##th#rn #h##f#t#ng & #ntr#r#r# Ltd	347. Dr#k## #h##f#t#ng
230. HRJ #h##f#t#r# Ltd	289. #ngl# #h##f#t#ng N#rv#ch Ltd	348. J#t #ntr#r#r# Ltd
231. T#m#r#k Ltd	290. BH C#ntr#ct#n# ##rv#c## Ltd	349. #h##n# D###gn Ltd
232. CD# C#ntr#ct#n# ##rv#c## Ltd	291. Y#l#w#y Ltd	350. #r#j#ct #h##f#t#ng #h##f#t#ng Ltd
233. Ryl#nc# C#ntr#ct#n# Ltd	292. R#ck #h#d# C#ntr#ct#n# Ltd	351. #bk# Ltd
234. M#rt#n H#rt #h##f#t#ng Ltd	293. Bl#k# #ntr#r#r# Ltd	352. T W Cl#rk Ltd
235. M#t#f#t Ltd	294. C#m### #ntr#r#r# Ltd	353. Tr#n##t R#t##l ##rv#c##
236. #xc#l#r# #h##f#t#r# Ltd	295. H#mm#ng & M#r#r# Ltd	354. #bl# #h##f#r#t#
237. W#w #r#j#ct# Ltd	296. F#r#b#r# Ltd	355. #dv#nc#d #h##f#r#t# Ltd
238. ##t#ct #h##f#t#r# Ltd	297. #dv#nc# #h## F#t#ng Ltd	356. H#n##n C#ntr#ct# Ltd
239. D##m#nd #h## F#t#ng Ltd	298. R#wnt#r#r# Ltd	357. #r#b#ld #K Ltd
240. #xc#l #h##f#t#ng Ltd	299. #n#-F#t Ltd	358. #ng#l #r#j#ct# Ltd
241. H#r#r# & H##y C#ntr#ct# Ltd	300. #w#n#n#	359. B#ry Th#m# Ltd
242. M#n# C#ntr#ct#n#	301. R D D Ltd	360. M##l# J##n#r#
243. #l#f#t Ltd	302. C#nc#rd #h##f#t#ng# Ltd	361. B#l#nt# #h##f#t#r# Ltd
244. ##r# #h##f#t#ng Ltd	303. Br#nd#n Fr##l Ltd	362. M##k#n# & Cl#nt#n C#ntr#ct# Ltd
245. J R C#b#n#t M#k#r# Ltd	304. #nth#ny W#l# #h##f#t#r# Ltd	363. # W M D###gn# Ltd
246. #t#g #h##f#t#ng Ltd	305. F#r#r# D###y & #h##f#t#ng Ltd	364. Mdr #ntr#r#r# Ltd
247. N#l#r#dg# Ltd	306. #f#c# & R#t##l ##rv#c## Ltd	365. T##t#l# #h##f#t#ng & D###gn Ltd
248. G D # D###gn & #h##f#t#ng	307. #n##t C#ntr#ct#n# Ltd	366. #t# #r#r#
249. L#v#rt#n #K Ltd	308. W R### & ##n# Ltd	367. F#n# F#n##n C#ntr#ct# Ltd
250. #r#m# D###gn #h##f#t#r# Ltd	309. M#ctr# #h## #q###m#nt & F#t#ng# Ltd	368. #nd###nd#nt #h##f#t#ng ##t#n# Ltd
251. W#rd#l #h##f#t#r# Ltd	310. D#B #h##f#t#r# Ltd	369. 110% #ntr#r#r# Ltd
252. K#y#l#n #h##f#t#ng Ltd	311. #h#nt #h##f#t#ng C#ntr#ct#r# Ltd	370. D# C#r#ntry & J##n#ry Ltd
253. #t#g #h##f#r#nt# Ltd	312. Tr#h#v# #h##f#t#ng Ltd	371. R#d #ntr#r#r# #h##f#t#n# Ltd
254. Mbc C#ntr#ct# Ltd	313. #L# #K L#m#t#d	372. RNB C#ntr#ct# Ltd
255. C#l#w #h##f#t#r# Ltd	314. T##k#n Ltd	373. M#r#nt# #h##f#t#r# Ltd
256. C#nc##t D###y #y#t#m# (##thw##t)	315. M N # Ltd	374. N#ch#n#n R#t##l ##rv#c## Ltd
257. ##ck#t #h##f#t#r# Ltd	316. GB #r#j#ct# Ltd	375. #xc#nt Ltd
258. #h#####c #ntr#r#r# Ltd	317. Th#nk B#####k Ltd	376. #r#t#c #r#c# #r#c# Ltd
259. #c#t J#m## C#mm#rc##l Ltd	318. #rt##n R#t##l D###y Ltd	377. Th# C#nt#r# #h##f#t#r# Ltd
260. M M #h##f#t#ng & J##n#ry Ltd	319. M#d#r# #nv#n#m#nt#	378. #GM #ntr#r#r# Ltd
261. GRC R#t##l #h##f#t#n# Ltd	320. W J G #t#r#f#t#r#	379. H#n#v#r #h##f#t#r# Ltd
262. L#b#rty #h##f#t#r#	321. #b# C#ntr#ct# Ltd	380. M#nt#g#
263. L#n#w#d R#t##l Ltd	322. J#hn #nth#ny #rg#n##t#n#	381. W#l#r#b#n Ltd
264. # C # #ntr#r#r#	323. #ld#nd #h## F#t#r#	382. F#f# #h##f#t#ng ##rv#c## Ltd
265. #w#ft F#rc# Ltd	324. ##n# H#l D###gn Ltd	383. D#ry#w#d D###y
266. Ch#rt#r#d #h##f#t#r# Ltd	325. #l#n B#w#d#n #n#t#l#t#n# Ltd	384. J#hn Ch#l#r# Ltd
267. ##l# M#rt#n #h##f#t#r# Ltd	326. #j#y #h##f#t# M##n#n#nc# Ltd	385. B#nd B#L Ltd
268. C##nty #h##f#t#ng ##rv#c## Ltd	327. R#t##l B#k D###y Ltd	386. Lynt#n Gr#n#w#d Ltd

Source: MTW Research / Company Accounts

3.2.2 Individual Shopfitters Company Sales Revenues

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

Table 31: Turnover Estimates (£M) 2008 - Shopfitters

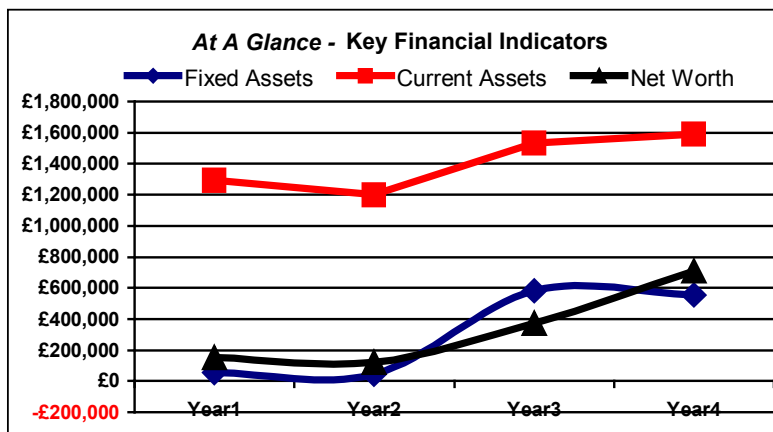
A large empty rectangular box with a thin black border, occupying the majority of the page. It is intended for the content of Table 31, which is currently blank.

4. Shopfitters Company Profiles

Sample Plc - Company Overview & 'At a Glance'

Sample Place
Sample Road
Sample
Hertfordshire
Postcode
Tel: Sample

Sample Plc is a Public limited with share capital company, incorporated on November 22, 1996. The company's main activities are recorded by Companies House as "The manufacture and distribution of shop fittings and display equipment". In early 2009, the company has an estimated 50-60 employees.



To year end 31-Dec-05, Sample Plc is estimated to have achieved a turnover of around £4.0 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 Plc:-

Company Name	Sample Plc
Brief Description of Activities	The manufacture and distribution of shop fittings and display equipment.
Parent Company	Sample LIMITED
Ultimate Holding Company	Sample LIMITED
Estimated Number of Employees	50-60
Senior Decision Maker / Director	Sample Sample

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

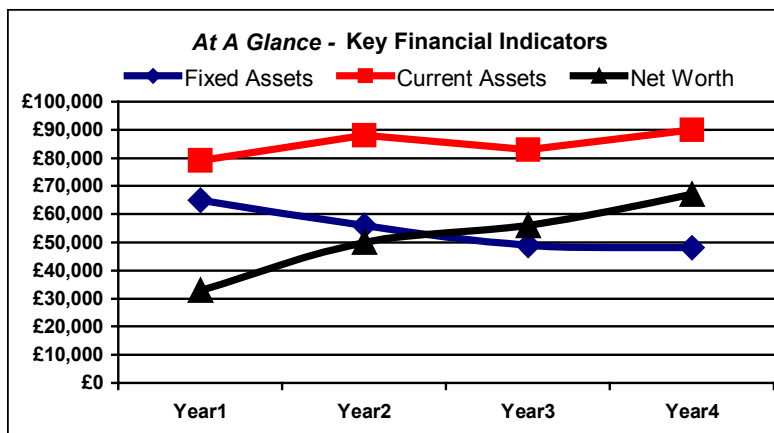
Sample Plc - 4 Year KPIs to Year End 31-Dec-05

Key Indicator £	Year End 31-Dec-02 (Year1)	Year End 31-Dec-03 (Year2)	Year End 31-Dec-04 (Year3)	Year End 31-Dec-05 (Year4)
Fixed Assets	£56,000	£43,000	£580,000	£554,000
Current Assets	£1,294,000	£1,202,000	£1,533,000	£1,591,000
Current Liabilities	£1,199,000	£1,123,000	£1,510,000	£1,236,000
Long Term Liabilities	£0	£0	£230,000	£200,000
Net Worth	£151,000	£122,000	£373,000	£709,000
Working Capital	£95,000	£79,000	£23,000	£355,000
Profit per Employee	-£1,039	-£588	£4,736	£2,615
Sales per Employee	£60,980	£59,373	£73,830	£77,519

Sample Ltd - Company Overview & 'At a Glance'

Unit 3a-3c
Sample Industrial Estate
Sample Road
Liskeard
Cornwall
Sample
Tel: Sample

Sample Ltd is a private limited with share capital company, incorporated on October 14, 1997. The company's main activities are recorded by Companies House as "Manufacture of other office and shop furniture". In early 2009, the company has an estimated 5-10 employees.



To year end 31-Mar-08, Sample Ltd is estimated to have achieved a turnover of around £0.3 million.

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

Company Name	Sample Ltd
Brief Description of Activities	Manufacture of other office and shop furniture.
Parent Company	n/a
Ultimate Holding Company	n/a
Estimated Number of Employees	5-10
Senior Decision Maker / Director	Sample

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

Sample Ltd - 4 Year KPIs to Year End 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)
Fixed Assets	£65,000	£56,000	£49,000	£48,000
Current Assets	£79,000	£88,000	£83,000	£90,000
Current Liabilities	£84,000	£76,000	£67,000	£60,000
Long Term Liabilities	£27,000	£18,000	£9,000	£11,000
Net Worth	£33,000	£50,000	£56,000	£67,000
Working Capital	£-5,000	£12,000	£16,000	£30,000
Profit per Employee	n/a	n/a	n/a	n/a
Sales per Employee	n/a	n/a	n/a	n/a