



9% growth in
revenue in a very
challenging year

Revenue

The firm has achieved a 9% growth in net revenues reaching €75,4m (FY08 €68,9m). This growth rate when coupled with the one achieved in the previous year of 29% gauges a growth rate of more than 40% over the last two years, mirroring the successful strategy of the firm for sustainable growth based on the quality services offered and the continuing implementation of a client selectivity policy.

Assurance

The Assurance practice revenue grew by 11% to €24,0m from €21,6m in FY08, creating further critical mass for more effective industry specialisation.

Global Compliance Services

GCS continued to grow well achieving a growth rate of 13% and reaching €29,9m in net revenue.

Tax

Our Tax practice exhibited, once again, impressive growth. It generated revenue of €14,6m representing an increase of 18% over the previous year.

Corporate Support Services

Our corporate support services reached €2,5m.

Advisory

Advisory revenues remained broadly in line with last year at €4,3m. The Advisory practice comprises, Performance Improvement Consulting Corporate Finance/ Crisis Management and Human Resources Advisory Services.

Operating costs

Total operating costs have increased by 20% with the staff costs recording a 16% increase over the prior year.

Staff Provident Fund Costs

The firm maintains a staff provident fund with 943 members (2008: 765). The fund, which is a defined contribution scheme had €5,310,000 in contributions during FY09 (€3,853,000 for the FY08) and at 30 June 2009 its net assets stood at €31m (30 June 2008: €28m).

Capital Expenditure

As part of the continuous effort of maintaining the best working facilities and keeping abreast with the latest state of technology an amount of €1,6m (FY08: €2,0m) was spent mostly on furniture, equipment and infrastructure.

Taxes and Social Insurance contributions

State revenues from the firm emanate from payments of direct and indirect taxes as well as Social Insurance contributions.

In FY09 the firm's partners and staff paid €6,0m in taxes (FY08 €6,7m). Further to this the firm paid €9,0m in VAT (FY08 €7,7m) and some €4,5m in Social Insurance contributions (FY08 €3,4m)

Working capital policy

- Debtors and work in progress.

The average number of client credit days outstanding for the year was 72 (FY08: 73). We also try to reduce the number of days between the time work is carried out and the time of billing it. The average number of days of work in progress for the year was 23 days (FY08: 22 days).

- Creditors

Creditors are paid promptly with the average number of days between receiving and settling and invoice standing for FY09 at 31 days (FY08: 31 days).

Financial

Financing

The firm's financing emanates from partners' capital, retained profits coupled with long term and short term external financing.

The firm's bank lending at year end stood at €12,3m (FY08: €11,4m) compared to the bank facilities available of €17,9m (FY08: €14,1m).

Fee Base – Revenue

