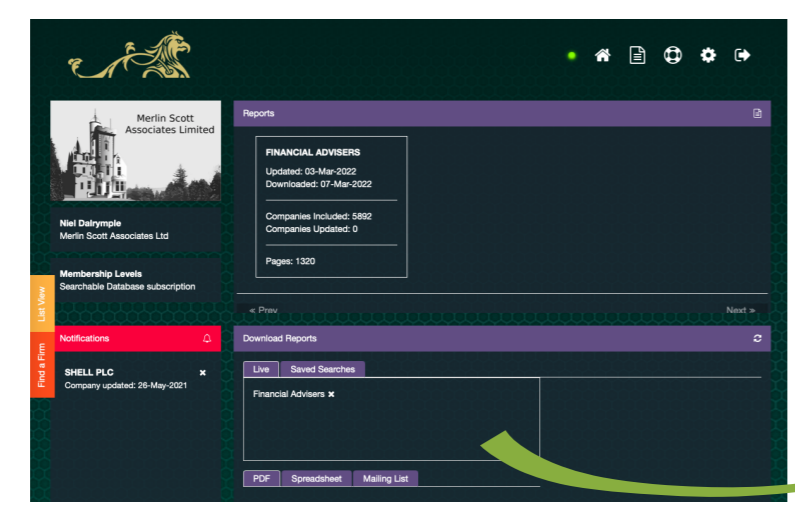




Merlin Scott Reports

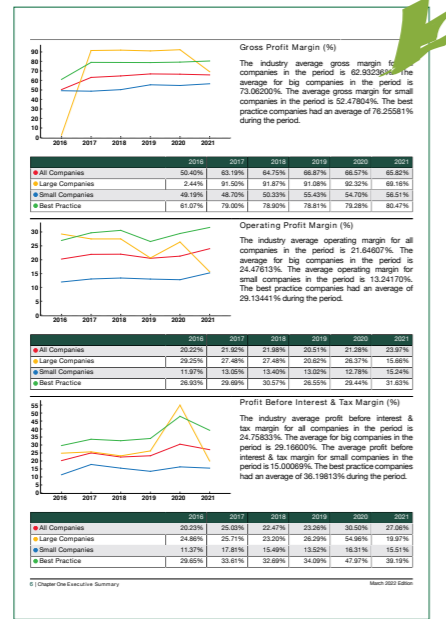
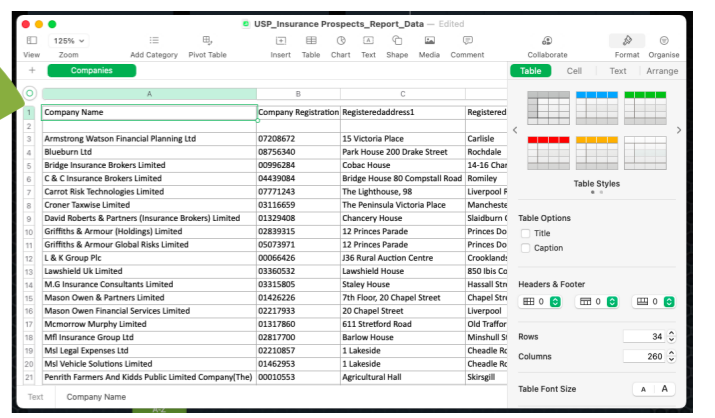
eBook & Searchable Database format



The Searchable database version provides the data as a spreadsheet and the creation of contact listings



All report data in the images below can be exported as a spreadsheet in a standardised layout



Industry Averages calculated from all the companies included in the report for:

1. Big Companies
2. Small Companies
3. Best Practice
4. All Companies



Chapter One Executive Summary

Industry Averages - 5892 companies

The industry averages presented in this review have been calculated using the latest company accounts that when calculating the industry averages, we have been careful to exclude unusually high or low figures (6 sigma or critical level standard deviations from the mean). Guarding against spurious figures ensures that our averages remain a true representation of the industry. Chapter Four presents the latest five years of accounts available for each company. Using a series of seven graphs, company performance figures are presented alongside the following industry averages making it easy to compare individual companies with the industry.

The Best Practice averages show what is achievable for a well managed firm and the averages for Big Companies and Small Companies show whether investment in scale is likely to be rewarded. The difference between the various series of averages on each graph gives a measure of the variability of the results in a sector.

All Companies - These averages provide a benchmark for any company in the sector. Chapter Four shows these averages as a direct comparison in the Ratio Analysis area. The trends in these averages can be thought of as indicating industry trends. So the graphs in Chapter Four are providing a benchmark of the industry performance over time against which each company can be measured.

Big Companies - Calculated using the data available for the largest companies (based on Total Assets). The attraction of consolidation within the industry can be seen by considering these averages and comparing them to the averages for All Companies.

Small Companies - Calculated using the data available for the smallest companies (based on Total Assets). The averages for smaller companies indicate their attractiveness for potential take-overs as if the average performance of smaller companies exceeds that for larger companies then they become attractive acquisition targets.

Best Practice - Calculated using the data for companies that are both financially strong and have been consistently profitable over previous years. Regardless of size some companies are quite simply better managed or better placed to take advantage of industry changes than others so these averages show the potential for firms within this sector.

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- Company Rankings
- Company Accounts
- Terms & Ratios
- Additional Content

Companies Ranked By Turnover

Company Name	2021 (£)	Company Name	2021 (£)
Hargreaves Lansdown Plc	651,000,000	Robinson Investment Managers	1,887,000,000
Investment Management Services Plc	551,000,000	Hargreaves Lansdown Plc	1,887,000,000
Bank of Scotland Plc	404,000,000	City of London	1,887,000,000
Investment Management Services Plc	395,000,000	City of London	1,887,000,000
Investment Management Services Plc	395,000,000	City of London	1,887,000,000

Tenetconnect Services Limited

Registered Office: 5 Lister Hill, Horsforth, Leeds West Yorkshire LS18 5AZ
Trading Address & Tel: 5 Lister Hill, Horsforth, Leeds West Yorkshire LS18 5AZ
Reg No & Incorporate Date: 03993995, 15/07/1988
Ultimate Parent: Tenet Group Limited
Parent: Tenet Limited

Credit Control
Credit Score = 31
Suggested Credit Limit = 130000

Credit Control
Trend analysis of Credit Taken (Days) and Credit Given (Days) from 2016 to 2020.

Retained Earnings & Net Assets (€M's)
Trend analysis of Retained Earnings and Net Assets from 2016 to 2020.

Debt Ratio & Current Ratio
Trend analysis of Company Debt Ratio and Industry Average Current Ratio from 2016 to 2020.

Turnover Growth (% of 2019)
Trend analysis of Company Turnover and Industry Average Turnover from 2016 to 2020.

Turnover Analysis (Estimate in £M's)
Trend analysis of Turnover Analysis Using Debtors and Turnover Analysis Using Fixed Assets from 2016 to 2020.

Sales Per Employee (€T's)
Trend analysis of Company Sales/Employee and Industry Average Sales/Employee from 2016 to 2020.

Profit Margins (%)
Trend analysis of Company Operating Margin, Industry Average Operating Margin, Company Gross Margin, and Industry Average Gross Margin from 2016 to 2020.

Balance Sheet

year end	30/09/20	30/09/19	30/09/18	30/09/17	30/09/16
consolidated number of months	No	No	No	No	No
number of employees	37	61	59	61	57
paid up equity	2,351,000	2,351,000	2,351,000	2,351,000	2,351,000

Notes to Accounts

Exports	2020	2019	2018	2017	2016
Director Remuneration	51,546	51,546	51,546	51,546	51,546
Employee Remuneration	1,774,000	2,541,000	2,375,000	1,910,000	1,416,529
Contingent Liability	26,000	26,000	26,000	26,000	26,000

Flow of Funds Statement

Profit Generated	-531,000	168,000	525,000	391,000	343,901
Change In Debtors	-768,000	-1,974,000	497,000	-377,021	
Change In Creditors	1,954,000	358,000	148,000	-165,243	
Change In Stock	655,000	-1,448,000	1,170,000	-151,284	

Ratio Analysis (Co / Ind Ave)

Ratio	2020	2019	2018	2017	2016
Gross Profit Margin (%)	12.06/66.57	17.09/66.87	16.14/64.75	19.05/63.19	16.89/50.40
Operating Profit Margin (%)	-2.71/21.28	0.70/20.51	2.33/21.98	1.71/21.92	1.04/20.22
Return On Total Assets (%)	-4.82/10.82	2.10/9.70	7.05/9.87	5.03/10.59	4.84/8.48
Return On Capital Employed (%)	-7.44/19.37	2.90/17.41	8.93/16.00	6.17/20.08	7.50/10.00
Return On Equity (%)	-10.04/21.83	1.30/20.32	8.19/21.29	5.26/25.41	6.38/20.66

March 2022 Edition

Credit information including trend of recent changes

The latest Director, Shareholder, Financial and Parent Subsidiary information - checked each week to bring it into line with Companies House.

Trend analysis using benchmarks appropriate to the sector or group of companies in a Saved Search

Ratio analysis to allow comparisons of companies of different size.

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27 different company ranking series for last 3 years