

ANNEX A BASELINE BUSINESS PLAN SUMMARIES

Summary of baseline business plan with East Forum

NEW CONSULTANCY CO LTD	2005–06	2006–07	2007–08	2008–09	2009–10
	£000	£000	£000	£000	£000
Consultancy income	1,500	2,250	3,000	3,750	4,500
Consultancy fees	(1,200)	(1,800)	(2,400)	(3,000)	(3,600)
Health/software – net of Dept share	18	16	15	15	15
Interest	25	25	25	25	25
Department charge	(195)	(293)	(390)	(488)	(585)
Admin charge by CE	(140)	(194)	(200)	(206)	(212)
Profit	8	4	50	96	143
Gift aided to University, and then passed to CE Ltd	(8)	(4)	(50)	(96)	(143)
Profit after Transfer	0	0	0	0	0

Balance Sheet Small working capital as required by loan from/to University or CE Ltd

CE LTD (OLD CUTS LTD)	2005–06	2006–07	2007–08	2008–09	2009–10
A Profit and Loss Account	£000	£000	£000	£000	£000
Royalty gross revenues	2,449	2,694	2,962	3,258	3,585
Patent cost recovery	444	461	461	461	461
Other billed income	309	313	316	320	324
Grants HEIF	285	440	440	440	440
Cambep/CMI	128	66			
University – Grant of New Consultancy	8	4	50	96	143
Co gift-aid					
University – Chest	151	161	165	170	175
University – Wolfson Fund	100	100	100	100	100
	672	771	755	806	858
East Forum (EMBS Analysis)	£000	£000	£000	£000	£000
Additional Incubator Income			192	329	448
Admin services provided – charged to Challenge Fund Transfer	261	274	287	302	317
Admin services provided – charged to New Consultancy Co	140	194	200	206	212
Total Income	4,275	4,707	5,173	5,682	6,205
Direct costs Royalty – inventors' share	(1,136)	(1,250)	(1,374)	(1,513)	(1,663)
Royalty – Dept share	(746)	(822)	(903)	(995)	(1,093)
Patent costs	(740)	(768)	(768)	(768)	(768)
Overheads Staff costs	(1,279)	(1,384)	(1,430)	(1,477)	(1,526)
Other operating costs	(472)	(396)	(405)	(416)	(426)
East Forum Incremental non-staff			(186)	(222)	(222)
Incremental staff			(93)	(93)	(93)
	(4,373)	(4,620)	(5,159)	(5,484)	(5,791)
Operating profits	(98)	87	14	197	413
Equity sales (total proceeds)	766		90	980	
Profits	668	87	104	1,177	413
Gift Aid to Depts (Dept share of equity)	(383)		(45)	(490)	
Profits/(losses) retained	285	87	59	687	413

Summary of baseline business plan without East Forum

NEW CONSULTANCY CO LTD	2005–06	2006–07	2007–08	2008–09	2009–10
	£000	£000	£000	£000	£000
Consultancy income	1,500	2,250	3,000	3,750	4,500
Consultancy fees	(1,200)	(1,800)	(2,400)	(3,000)	(3,600)
Health/software – net of Dept share	18	16	15	15	15
Interest	25	25	25	25	25
Department charge	(195)	(293)	(390)	(488)	(585)
Admin charge by CE	(140)	(194)	(200)	(206)	(212)
Profit	8	4	50	96	143
Gift aided to University, and then passed to CE Ltd	(8)	(4)	(50)	(96)	(143)
Profit after Transfer	0	0	0	0	0

Balance Sheet Small working capital as required by loan from/to University or CE Ltd

CE LTD (OLD CUTS LTD)	2005–06	2006–07	2007–08	2008–09	2009–10
A Profit and Loss Account	£000	£000	£000	£000	£000
Royalty gross revenues	2,449	2,694	2,962	3,258	3,585
Patent cost recovery	444	461	461	461	461
Other billed income	309	313	316	320	324
Grants HEIF	285	440	440	440	440
Cambep/CMI	128	66			
University – Grant of New Consultancy	8	4	50	96	143
Co gift-aid					
University – Chest	151	161	165	170	175
University – Wolfson Fund	100	100	100	100	100
	672	771	755	806	858
Admin services provided – charged to Challenge Fund Trading	261	274	287	302	317
Admin services provided – charged to New Consultancy Co	140	194	200	206	212
Total Income	4,275	4,707	4,981	5,353	5,757
Direct costs Royalty – inventors' share	(1,136)	(1,250)	(1,374)	(1,513)	(1,663)
Royalty – Dept share	(746)	(822)	(903)	(995)	(1,093)
Patent costs	(740)	(768)	(768)	(768)	(768)
Overheads Staff costs	(1,279)	(1,384)	(1,430)	(1,477)	(1,526)
Other operating costs	(472)	(396)	(405)	(416)	(426)
	(4,373)	(4,620)	(4,880)	(5,169)	(5,476)
Operating profits	(98)	87	101	184	281
Equity sales (total proceeds)	766		90	980	
Profits	668	87	191	1,164	281
Gift Aid to Depts (Dept share of equity)	(383)		(45)	(490)	
Profits/(losses) retained	285	87	146	674	281