



Heart of Midlothian plc

109th AGM

3 December 2015



Agenda

1. Chairman's Welcome and Opening Remarks
2. Formal Business
 - Adopting 2014-15 Accounts
 - Re-appointing Directors to the Board
 - Appointing Directors to the Board
 - Re-appointing Auditors
 - Authorising Auditor remuneration
 - Questions relating to the formal business
3. Current Year's Performance Update
4. General Questions and Answer Session



Highlights of 2015 / 16

- On-the-field : Currently 3rd in Premier League
- Off-the-field : Memorial Garden
Museum
Plans for next Main Stand
New Retail Operation
- Financials : Break-even

Financials 2014/15



	Budget 2014/15 £000	AGM Reforecast 2014/15 £000	Actual 2014/15 £000
Revenue	5,098	5,573	7,077
Staff Costs	3,431	3,447	3,798
Overheads	2,661	3,012	3,635
Profit / (Loss) (EBITDA)	(994)	(886)	(356)
FOH Income	1,440	1,440	1,471

Key Overheads 2014/15



	2014/15 PY AGM Estimate £000	2014/15 Actual £000
<u>Riccarton</u> Rent/Utilities Canteen/ Football Kit	540	548
<u>Matchday</u> Stewards/ Police/ Ambulance/TTRO	360	399
<u>Stadium</u> Rent/ Rates/ Security/ Cleaning/ Waste	335	358
Repairs & maintenance	250	370
Utilities	235	301
Legal / Audit / Registrar / Medical	140	263
Credit Card Charges	120	118
Insurance	40	38
Catering cost of sales		560

Financials 2015/2016



	Actual 2014/15 £000	Budget 2015/16 £000	Reforecast 2015/16 £000
Revenue	7,077	7,994	8,506
Staff Costs	3,798	4,540	4,663
Overheads	3,635	3,565	3,708
Profit / (Loss) (EBITDA)	(356)	(111)	135
FOH Income	1,471	1,440	1,548