

Deciphering tax and accounting

Introduction to Blue Peak

We have a wealth of experience working with clients in the Thames Valley area, as well as nationally. We work with companies at all stages in their maturity cycle to ensure they are compliant from a tax and accounting perspective, at the same time as operating as efficiently as possible to maximise growth.

With backgrounds in the Big-4 and large blue-chip companies, our experience ranges across a wide portfolio of companies

- ✓ Individuals
- ✓ Sole Traders
- ✓ Start-ups
- ✓ Owner Managed businesses
- ✓ Listed and multi-national companies

Contact us to discuss your business and how we can help

Revenue / Turnover

This is your income (so the money you are bringing in before any expenses are deducted) - excluding VAT.

Overheads / Fixed Costs

These are expenses you incur which do not vary depending on how many items you sell / produce (for example, rent, electricity and typically staff).

Cost of sales / Direct Costs

These are costs of making a sale which vary depending on how many items you sell / produce (for example, components used to build products, postage and time).

Gross Profit

This is revenue minus cost of sales.

Profit before tax / Net income / Net profit

This is revenue minus cost of sales and overheads.

Profit and loss statement (P&L)

This summarises the company's performance by reviewing revenues, costs and expenses during a specific period of time, such as quarterly or annually.

Balance sheet

This summarises a company's assets (what it owns), liabilities (what it owes) and owner or shareholder equity at a point in time.

Trade debtors/creditors

Customers and suppliers you are owed money by (debtor) or owe money to (creditor).

Cash collection

Process of collecting monies owed by debtors.



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ACCOUNTING | TAX | CONSULTING

NOTES