

## Nov Monthly update

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**Date:** Wed, 23 Dec 2015 12:01:47 +1100  
**Attachments:** MD REPORT NOVEMBER 2015.pdf (1.06 MB)

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Hi Gents,

Please find attached our November update.

Key Outtakes are:

- Disappointingly missed budget for the first time since Dec last year.
- Net theo of 4.9m against a budget of 5.3m, unfavourable by 454k.
- Y.T.D was 25% ahead to budget now 20% ahead.
- PCP was 53% ahead now 41%.

This was mainly contributed by disruptions in the sales team over the last 6-8 weeks, we simply were not touching enough customers. We have almost filled out all vacated positions but the lag has continued into December.

We are confident however with a full complement we will continue to exceed our number in the second half.

Many Thanks and Merry Christmas.  
cp

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