

ITFC Financial Highlights 2017-18

Introduction

The statutory accounts of Ipswich Town Football Club Company and its subsidiaries will be filed at Companies House in due course. The financial highlights below are extracted from the Club's draft consolidation accounts.

The Club is due to report a loss before tax of £5.2m (2016-17 £4.3m loss) for the year.

Profit and Loss Account

	Year ended 30 June 2018 £ 000	Year ended 30 June 2017 £ 000
Turnover	17,129	17,245
Cost of sales	(22,011)	(21,369)
Gross loss	(4,882)	(4,124)
Administrative expenses	(1,637)	(2,276)
Depreciation and amortisation of players' registrations	(2,030)	(1,558)
Other operating income	158	170
Operating loss	(8,391)	(7,788)
Profit on disposal of players and other assets	3,841	4,095
Loss before interest and tax	(4,550)	(3,693)
Interest receivable and similar income	7	-
Interest payable and similar charges	(632)	(646)
Loss on ordinary activities before tax	(5,175)	(4,339)

Key Performance Indicators

	2017-18	2016-17
League Position	12 th	16 th
Average League Attendance	16,272	16,980
Season Ticket sales	10,144	12,022
Wage Costs	£18.53m	£17.78m
Net Player Trading *	£2.7m	£3.4m

*Profit on sale of player registrations less amortisation charge.

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Turnover Analysis

£000s	2017-18	2016-17
Gate receipts	4,704	5,125
Commercial income	4,350	4,352
EFL including TV & radio fees	8,075	7,768
Turnover	17,129	17,245

Gate receipts were down on last season due to a reduction in season ticket revenue and lower average attendances. Cup receipts were also lower than last year as 2016-17 included a share of gate from the replay at Lincoln City FC.

Commercial revenue remained at a similar level to last year despite no major stadium concert in the summer (2016-17 included Elton John).

EFL income was higher than last year due to an increase in the basic award distribution.

Cost base

Direct costs increased from £21.4m in 2016-17 to £22.0m due mainly to player wages and associated agent fees as further funds were invested in the first team squad and also our Academy.

Administrative expenses decreased from £2.3m to £1.6m in the season 2017-18 as a result of a refund of historic policing costs following a legal settlement which was partly offset by an increase in the Club's share of the EFL's pension scheme deficit.

The Club's funding position

The table below shows the analysis of net debt as at 30 June 2018. ITFC is not in debt to any financial institution.

	As at 1 July 2017	Movement	As at 30 June 2018
	£ 000s	£ 000s	£ 000s
Bank cash	49	(20)	29
Loan Notes 2026	(38,490)	-	(38,490)
Other group loans (non-interest bearing)	(41,800)	(6,383)	(48,183)
Convertible loan notes	(969)	161	(808)
Preference shares	(8,052)	-	(8,052)
Net debt	(89,262)	(6,242)	(95,504)