Interim accounts

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document — demonstration example

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Figures as the books stand. The four open review points are not included: they may move the result.

Summary profit and loss

Line	At 30/11/2026	At 30/11/2025	Change
Turnover	€381,440	€374,120	+2.0%
Cost of sales	-€142,180	-€131,940	+7.8%
Gross margin	€239,260	€242,180	-1.2%
Gross margin rate	62.7%	64.7%	-2.0 pts
External charges	-€88,400	-€77,540	+14.0%
Staff costs	-€104,900	-€102,300	+2.5%
Operating result	€31,640	€48,200	-34.4%

What explains most of it

Gross margin: the 3.1-point fall on the single customer SOLNI, whose terms were renegotiated in April, accounts for the whole variance on its own. Excluding that customer, margin is up 0.4 points.

External charges: the change of logistics provider in September accounts for €9,200 of the €10,860 increase.

> **No comment and no recommendation is produced here.** Presenting this to the client is the chartered accountant's role.

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