

	2016			2016	2015	2014
	1st semester	2nd semester	Forecast 31/12/2016	Actual	Actual	Actual
Fees	118 257	0	118 257	118 003	114 169	131 558
Office Rents recharge	15 007	15 000	30 007	30 013	29 257	30 124
Other costs recharge	40	0	40	7 360	8 348	2 902
Other revenues	5	0	5	1 078	3 354	783
<b>Total Revenus</b>	<b>133 309</b>		<b>148 309</b>	<b>156 454</b>	<b>155 128</b>	<b>165 367</b>
Stocks variations	0	0	0	43	200	5 171
Employe costs (gross)	22 172	12 642	34 814	35 102	30 139	14 820
Self employed	4 403	3 750	8 153	9 908	12 779	20 442
Social contributions	8 840	5 040	13 880	13 721	12 127	729
Translation costs	810	2 500	3 310	5 629	6 143	1 003
<b>Direct costs</b>	<b>36 225</b>	<b>23 932</b>	<b>60 157</b>	<b>64 402</b>	<b>61 388</b>	<b>42 165</b>
<b>GROSS MARGIN</b>	<b>97 085</b>	<b>-23 932</b>	<b>88 153</b>	<b>92 051</b>	<b>93 740</b>	<b>123 202</b>
<i>Taux de marge (%)</i>	72,8%		59,4%	58,8%	60,4%	74,5%
Energy	940	940	1 880	2 028	2 916	1 958
Fournitures - Petit matériel	31	31	61	70	511	1 012
Fournitures administratives	929	929	1 858	841	1 311	494
Other services	0	0	0	0	1 596	0
Office rents	17 400	17 400	34 800	34 800	36 360	35 165
Maintenance	1 536	1 536	3 072	2 869	2 297	2 757
Insurance	376	376	752	432	263	311
Fees (chartered accountant)	2 620	3 000	5 620	7 270	8 448	6 816
Fees (law fees)	0	0	0	1 425	0	0
Publications	0	0	0	1 238	1 178	10 913
Congres	3 399	2 000	5 399	20 518	3 706	0
Palais Tokyo	2 998	0	2 998	2 998	3 000	0
Travel costs	7 272	3 000	10 272	5 079	4 783	1 067
Missions	847	1 000	1 847	3 022	5 749	17 095
Postal costs	498	498	996	911	668	283
Phone - Internet	595	595	1 190	973	1 350	855
Bank charges	270	270	540	932	271	886
Taxes	1 921	1 921	3 842	2 224	3 384	3 065
Amortization	0	0	0	0	162	529
Training	0	0	0	105	0	0
Other expenses	165	165	331	846	5	8
<b>Total operational costs</b>	<b>41 796</b>	<b>33 660</b>	<b>75 457</b>	<b>88 580</b>	<b>77 958</b>	<b>83 214</b>
Costs / CA (%)	31,4%		50,9%	56,6%	50,3%	50,3%
<b>OPERATING PROFIT</b>	<b>55 288</b>	<b>-57 592</b>	<b>12 696</b>	<b>3 471</b>	<b>15 782</b>	<b>39 988</b>
Rentabilité	41,5%		8,6%	2,2%	10,2%	24,2%
Financial revenues	0	0	0	433	88	0
Financila expenses	0	0	0	0	-263	-1 362
Exceptional revenues	0	0	0	209	162	0
Exceptional expenses	-26 206	0	-26 206	-26 206	0	0
<b>NET LOSS</b>	<b>29 083</b>	<b>-57 592</b>	<b>-13 510</b>	<b>-22 092</b>	<b>15 769</b>	<b>38 626</b>

**Synthèse forecast :**

Total 31/12/2016	- 13 510,00
Congrès Cuba (hôtel)	- 7 800,00
	- 21 310,00
Résultat 31/12/2016	- 22 092,22
Delta	782,22