

NATURAL DISTRIBUTION

SUMMARY OF RESULTS 2006-2010

CONFIDENTIAL

	2006 actual			2007 actual			2008 actual			2009 forecast			2010 budget		
	Sante Verte €000	Wisdom of Nature €000	Group €000	Sante Verte €000	Wisdom of Nature €000	Group €000	Sante Verte €000	Wisdom of Nature €000	Group €000	Sante Verte €000	Wisdom of Nature €000	Group €000	Sante Verte €000	Wisdom of Nature €000	Group €000
Sales	5,494.0	1,390.6	6,884.6	6,128.7	1,581.5	7,710.2	8,686.0	1,746.8	10,434.8	12,124.5	1,808.5	13,933.1	15,308.2	1,842.3	17,650.5
Distribution Income	17.8	0.0	17.8	20.5	0.0	20.5	17.8	0.0	17.8	11.1	0.0	11.1	0.0	0.0	0.0
Discounts Allowed	(21.3)	0.0	(21.3)	(23.2)	0.0	(23.2)	(28.7)	0.0	(28.7)	(32.7)	0.0	(32.7)	(40.2)	0.0	(40.2)
Sundry Income	56.1	0.0	56.1	11.0	0.0	11.0	0.8	0.0	0.8	0.0	(0.0)	(0.0)	0.0	0.0	0.0
Agency Commissions	23.6	0.0	23.6	12.3	(0.1)	12.3	10.4	(3.2)	7.1	5.8	0.0	5.8	0.0	0.0	0.0
TURNOVER	5,570.3	1,390.6	6,960.8	6,149.3	1,581.5	7,730.8	8,688.2	1,743.5	10,431.8	12,108.8	1,808.5	13,917.3	15,768.0	1,842.3	17,610.3
Annual change =	17.8%	51.0%	23.2%	10.4%	13.7%	11.1%	41.3%	10.2%	34.9%	39.4%	3.7%	33.4%	30.2%	1.9%	26.5%
COST OF SALES	2,116.7	601.1	2,717.7	2,156.5	705.5	2,862.0	3,236.4	750.6	3,986.9	4,741.5	790.2	5,531.7	6,034.5	761.2	6,795.7
Purchases (adjusted for stock)	256.0	92.6	348.6	283.4	94.9	378.2	441.3	127.8	568.1	492.4	112.9	605.3	424.6	197.1	621.7
Freight, duty and handling costs	72.3	10.3	82.7	103.8	22.6	126.3	113.4	12.8	126.3	268.8	44.8	313.6	412.8	38.5	451.3
Labels and boxes	2,445.0	703.9	3,149.0	2,543.7	822.9	3,366.6	3,791.1	891.2	4,682.3	5,502.7	947.9	6,450.7	6,871.9	996.8	7,868.7
GROSS MARGIN	3,125.2	686.6	3,811.8	3,605.6	758.5	4,364.2	4,697.1	852.4	5,749.4	6,606.0	860.6	7,466.6	8,996.1	845.5	9,741.6
Gross margin =	56.1%	49.4%	54.8%	58.6%	48.0%	56.5%	56.4%	48.9%	55.1%	54.6%	47.6%	53.7%	56.4%	45.9%	55.3%
SALES AND DISTRIBUTION COSTS	189.5	56.6	246.2	187.7	48.3	236.0	278.3	47.1	325.4	409.3	47.4	466.7	535.0	48.0	583.0
Carriage out and packaging	1,160.5	69.9	1,230.4	1,048.8	97.1	1,145.9	1,458.8	91.2	1,550.0	2,147.2	109.0	2,256.2	2,919.1	60.3	2,979.3
Sales staff (France)	28.0	185.5	213.5	29.0	145.3	174.3	61.2	140.7	201.8	58.0	164.7	222.7	117.5	148.7	266.1
Sales and export staff	126.5	17.6	144.0	144.6	34.3	178.9	226.2	20.6	246.8	233.5	17.1	250.5	285.0	0.0	285.0
Warehouse staff	28.2	6.6	34.8	56.3	5.7	62.0	69.9	2.4	72.3	86.5	11.7	97.2	127.4	7.8	135.3
Leaflets and catalogues	132.5	109.9	242.4	97.2	133.6	230.8	150.0	150.5	300.4	155.6	164.9	320.4	140.3	169.3	309.6
Sales commissions	108.7	4.6	113.3	134.5	17.9	152.4	272.6	13.6	286.2	411.4	6.4	417.8	756.1	9.0	765.1
Sales promotion	1,773.9	450.7	2,224.5	1,698.0	482.3	2,180.3	2,516.8	466.1	2,982.9	3,500.3	521.2	4,021.5	4,880.3	443.1	5,323.4
OPERATING MARGIN	1,351.4	235.9	1,587.3	1,197.6	276.2	2,183.9	2,380.3	386.3	2,766.6	3,105.8	339.4	3,445.1	4,015.8	402.4	4,418.2
Operating margin =	24.3%	17.0%	22.8%	31.0%	17.5%	28.2%	27.4%	22.2%	26.5%	25.6%	18.8%	24.8%	25.5%	21.8%	25.1%
CENTRAL COSTS AND OVERHEADS	257.1	52.3	309.4	291.1	25.3	316.4	391.0	6.0	397.0	578.9	26.9	605.8	687.8	0.0	687.8
Payroll and employment costs	156.0	0.0	156.0	204.0	11.0	215.0	156.0	20.0	178.0	180.0	0.0	180.0	189.0	0.0	189.0
Management Charges	19.3	16.0	35.3	10.7	0.0	10.7	43.1	5.8	48.9	46.2	0.1	46.3	42.3	4.8	47.1
Recruitment & Training Costs	64.2	58.5	122.6	81.5	50.2	131.7	115.2	28.6	143.8	115.3	24.9	140.2	114.7	34.4	149.1
Travel, subsistence and motor expenses	46.6	1.8	48.5	53.3	0.6	53.8	42.0	1.6	43.6	39.1	0.9	40.0	40.6	1.5	42.0
Telephone Charges	204.0	48.3	252.3	341.7	44.3	386.0	282.4	64.6	347.0	362.9	91.8	454.8	271.3	87.9	359.2
Advertising & Exhibitions	14.6	2.4	16.9	22.2	1.0	23.2	39.0	1.0	40.0	31.0	1.3	32.3	34.9	1.6	36.5
Entertainment	53.7	17.0	70.7	58.2	8.1	66.3	59.4	2.8	62.2	72.0	3.9	75.9	79.5	3.8	83.3
Printing, stationery and postage	7.7	0.0	7.7	5.5	0.0	5.5	4.7	0.0	4.7	7.1	0.1	7.2	9.0	0.5	9.5
Subscriptions	8.1	0.1	8.2	14.9	0.1	15.0	26.9	0.1	27.0	26.2	0.0	26.2	23.2	0.0	23.2
Computer Expenses	1.7	0.3	1.9	5.1	(0.1)	5.1	7.5	0.3	7.8	16.2	0.0	16.2	6.1	0.2	6.4
General Expenses	6.9	0.0	6.9	22.8	0.1	22.9	14.7	0.0	14.7	25.1	0.2	25.3	21.0	0.2	21.2
Repairs and Renewals	21.7	0.0	21.7	28.5	0.0	28.5	22.5	0.0	22.5	27.2	0.0	27.2	28.4	0.2	28.6
Insurance	203.5	9.5	213.0	227.1	0.0	227.1	199.9	2.2	202.1	205.7	0.0	205.7	270.4	0.0	270.4
Rent and rates	64.7	0.0	64.7	36.5	0.0	36.5	16.9	0.0	16.9	31.9	0.0	31.9	40.2	0.0	40.2
Utility charges and premises maintenance	0.0	0.0	0.0	15.3	0.0	15.3	24.9	0.0	24.9	18.2	0.0	18.2	48.6	0.0	48.6
Equipment hire	86.8	11.8	98.6	74.6	13.5	88.1	79.1	12.8	91.9	118.2	14.8	133.0	119.0	11.5	130.5
Bank interest and charges	99.8	17.9	117.7	123.8	20.3	144.1	100.8	24.6	125.4	140.8	15.0	155.8	158.4	19.6	178.0
Professional, audit and accountancy	38.4	0.0	38.4	32.5	0.0	32.5	39.2	0.0	39.2	49.8	0.0	49.8	44.8	0.0	44.8
Depreciation	0.0	4.3	4.3	31.0	13.9	44.9	10.1	26.8	36.9	23.1	4.6	27.7	29.8	3.7	33.5
Bad Debts	(15.1)	(4.9)	(20.0)	(7.5)	(2.6)	(10.1)	(51.3)	(6.7)	(58.0)	(30.9)	(2.6)	(33.4)	37.2	4.6	41.8
Exchange differences	(10.2)		(10.2)												
Waiver of intercompany loan	1,329.3	235.4	1,564.6	1,672.8	185.7	1,858.5	1,625.9	190.5	1,816.4	2,107.6	181.8	2,289.4	2,296.2	174.6	2,470.8
TOTAL CENTRAL COSTS	22.1	0.6	22.7	234.9	90.5	325.4	754.4	195.8	950.1	998.2	157.5	1,155.7	1,719.6	227.9	1,947.5
NET PROFIT/(LOSS) BEFORE TAX	0.4%	0.0%	0.3%	3.8%	5.7%	4.2%	8.7%	11.2%	9.1%	8.2%	8.7%	8.3%	10.9%	12.4%	11.1%

GROUPE NATURAL DISTRIBUTION

RESULTATS FINANCIERS 2006 - 2010

CONFIDENTIEL

	2006 actuel			2007 actuel			2008 actuel			2009 previsionnel			2010 budget		
	€euro = 1.4689	€euro = 1.4689	€euro = 1.4689	€euro = 1.4698	€euro = 1.4698	€euro = 1.4698	€euro = 1.2732	€euro = 1.2732	€euro = 1.2732	€euro = 1.1765	€euro = 1.1765	€euro = 1.1765	€euro = 1.1000	€euro = 1.1000	€euro = 1.1000
	Sante Verte	Wisdom of Nature	Group	Sante Verte	Wisdom of Nature	Group	Sante Verte	Wisdom of Nature	Group	Sante Verte	Wisdom of Nature	Group	Sante Verte	Wisdom of Nature	Group
Vente de produits	8,070.2	2,042.6	10,112.8	9,007.9	2,324.5	11,332.4	11,092.0	2,227.1	13,319.1	13,531.6	2,020.9	15,552.4	17,389.0	2,026.5	19,415.5
Distribution	26.1	0.0	26.1	30.2	0.0	30.2	23.2	0.0	23.2	12.2	0.0	12.2	0.0	0.0	0.0
Remises	(31.2)	0.0	(31.2)	(34.1)	0.0	(34.1)	(36.7)	0.0	(36.7)	(36.4)	0.0	(36.4)	(44.2)	0.0	(44.2)
Autres revenus	82.4	0.0	82.4	16.2	0.0	16.2	1.0	0.0	1.0	0.0	(0.0)	(0.0)	0.0	0.0	0.0
Commissions d'agence	34.7	0.0	34.7	18.1	(0.1)	18.0	13.4	0.0	13.4	6.3	0.0	6.3	0.0	0.0	0.0
CHIFFRE D'AFFAIRES TOTAL	8,182.1	2,042.6	10,224.8	9,036.2	2,324.4	11,362.7	11,092.9	2,227.1	13,320.0	13,513.7	2,020.8	15,534.6	17,344.8	2,026.5	19,371.3
Changement annuel =	17.0%	51.0%	23.2%	10.5%	13.8%	11.1%	22.7%	-4.2%	17.2%	21.8%	-9.3%	16.6%	28.3%	0.3%	24.7%
PRIX DE REVIENT															
Couts de revient	3,109.2	882.9	3,992.1	3,169.7	1,036.9	4,206.6	4,117.4	965.6	5,073.0	5,294.3	884.2	6,178.5	6,637.9	837.3	7,475.2
Transport et douane	376.1	136.0	512.0	416.5	139.5	555.9	564.0	163.5	727.5	547.3	124.6	671.9	467.1	216.8	683.9
Etiquettes et boites	106.3	15.2	121.4	162.5	33.2	185.7	145.9	16.6	162.5	300.4	49.5	349.9	454.1	42.3	496.4
MARGE BRUT	3,591.5	1,034.0	4,625.5	3,738.7	1,209.6	4,948.2	4,827.2	1,135.7	5,982.9	6,142.0	1,058.4	7,200.4	7,559.1	1,096.4	8,655.5
Marge brut en pourcentage =	43.9%	50.6%	45.6%	41.5%	52.0%	43.1%	43.5%	51.1%	44.2%	46.1%	51.8%	45.6%	45.9%	53.6%	45.9%
FRAIS DE DISTRIBUTION ET EMBALLAGE															
Frais de distribution et emballage	278.4	83.2	361.6	275.9	71.0	346.9	352.3	60.4	412.7	457.1	52.9	509.9	588.5	52.8	641.3
Force de vente (France)	1,704.6	102.7	1,807.3	1,541.5	142.6	1,684.2	1,851.1	115.8	1,966.9	2,401.7	121.8	2,523.6	3,211.0	66.3	3,277.2
Salaire export et force de vente Angleterre	41.1	272.4	313.5	42.6	213.6	256.2	77.5	180.3	257.8	64.4	184.6	249.0	129.2	163.5	292.7
Personnel entrepot	185.8	25.8	211.6	212.5	50.4	262.9	287.2	26.6	313.8	260.4	19.1	279.4	313.5	0.0	313.5
Prospectus et catalogues	41.4	9.7	51.1	82.7	8.4	91.2	90.4	3.5	94.0	94.6	12.8	107.4	140.2	8.6	148.8
Commissions	194.7	161.4	356.1	142.8	196.4	339.2	190.1	192.2	382.3	171.1	184.3	357.4	154.3	186.2	340.5
Promotion et frais de developpement	159.7	6.8	166.5	197.7	26.4	224.0	334.3	18.2	352.5	462.8	7.3	470.1	831.7	9.9	841.6
MARGE D'EXPLOITATION	2,605.6	662.0	3,267.6	2,459.7	708.9	3,204.6	3,182.9	597.0	3,778.9	3,914.1	582.7	4,486.8	5,388.4	487.4	5,855.7
Marge d'exploitation % =	31.9%	32.4%	31.5%	27.1%	30.5%	28.6%	28.2%	52.1%	28.2%	29.1%	26.8%	26.9%	30.5%	23.8%	31.1%
FRAIS DE GESTION															
Salaire et charges sociales	377.7	76.8	454.5	427.9	37.1	465.1	495.7	8.1	503.8	649.0	30.1	679.1	756.5	0.0	756.5
Frais de gestion de La Holdings	229.1	0.0	229.1	299.8	16.2	316.0	201.3	23.9	225.1	201.6	0.0	201.6	207.9	0.0	207.9
Recrutement et formation	28.3	23.6	51.9	15.7	0.0	15.7	56.5	7.4	63.9	51.8	0.1	51.9	46.5	5.3	51.8
Frais de déplacement et de voitures	94.3	85.9	180.1	119.8	73.8	193.6	147.6	37.4	185.0	128.5	27.8	157.3	126.2	37.8	164.0
Telephone et fax	68.5	2.7	71.2	78.3	0.9	79.1	53.7	2.1	55.7	43.3	1.0	44.3	44.6	1.6	46.2
Marketing et salons	299.7	70.9	370.6	502.3	65.1	567.4	359.7	84.7	444.4	397.1	103.5	500.6	298.5	96.7	395.1
Frais de representation et d'hôte	21.4	3.5	24.9	32.7	1.4	34.1	49.0	1.2	50.2	34.8	1.4	36.2	38.4	1.8	40.2
Imprimerie, papeterie et affranchissement	78.8	25.0	103.9	85.5	11.9	97.4	75.6	3.8	79.4	80.1	4.4	84.5	87.4	4.2	91.6
Abonnements	11.3	0.0	11.3	8.1	0.0	8.1	6.0	0.0	6.0	8.0	0.1	8.1	9.9	0.6	10.5
Frais d'informatique	11.9	0.1	12.1	21.8	0.2	22.0	33.7	0.1	33.8	29.3	0.0	29.3	25.5	0.0	25.5
Frais generaux	2.5	0.4	2.8	7.5	(0.1)	7.4	9.2	0.4	9.7	18.2	0.0	18.2	6.7	0.3	7.0
Reparations	10.1	0.0	10.1	33.5	0.1	33.6	19.0	0.0	19.0	28.5	0.2	28.7	23.1	0.3	23.4
Assurances	31.8	0.0	31.8	41.9	0.0	41.9	28.9	0.0	28.9	30.4	0.0	30.4	31.2	0.3	31.5
Loyer et charges du batiement (inclus maintenance)	298.9	14.0	312.9	333.8	0.0	333.8	267.8	2.8	270.6	245.4	0.0	245.4	317.3	0.0	317.3
Electricite et gaz	95.0	0.0	95.0	53.6	0.0	53.6	9.4	0.0	9.4	20.5	0.0	20.5	24.4	0.0	24.4
Location d'equipement	0.0	0.0	0.0	22.5	0.0	22.5	31.7	0.0	31.7	46.2	0.0	46.2	53.5	0.0	53.5
Frais bancaire et interet	127.5	17.3	144.8	109.7	19.8	129.5	101.0	16.3	117.3	132.6	16.5	149.2	130.9	12.6	143.5
Frais professionnel, conseil et audit	146.6	26.3	172.9	182.0	29.8	211.8	128.1	31.0	159.1	157.6	16.2	173.8	174.2	21.6	195.8
Amortissement	56.4	0.0	56.4	47.7	0.0	47.7	48.9	0.0	49.9	56.1	0.0	56.1	49.2	0.0	49.2
Impayes	0.0	6.3	6.3	45.6	20.5	66.0	13.7	32.5	46.2	25.8	5.2	31.0	32.8	4.1	36.8
Differences monetaires	(22.3)	(7.1)	(29.4)	(11.1)	(3.8)	(14.8)	(59.3)	(7.9)	(67.2)	(35.3)	(2.8)	(38.1)	40.9	5.1	46.0
Renonciation de pret	(14.9)	0.0	(14.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FRAIS DE GESTION TOTAL	1,952.6	345.7	2,298.3	2,458.6	272.9	2,731.5	2,078.3	243.9	2,322.2	2,350.5	203.6	2,554.1	2,525.9	192.0	2,717.9
BENEFICES NET	32.4	0.9	33.3	345.2	133.1	478.3	1,004.4	250.5	1,254.9	1,107.1	176.1	1,283.2	1,891.5	250.7	2,142.2
	0.4%	0.0%	0.3%	3.8%	5.7%	4.2%	9.1%	11.2%	9.4%	8.2%	8.7%	8.3%	10.9%	12.4%	11.1%

SANTE VERTE LTD
PAR GAMME

CHIFFRE D'AFFAIRE 2008

CONFIDENTIEL

	Jan-08	Fev-08	Mar-08	Avr-08	Mai-08	Jun-08	Juil-08	Aout-08	Sep-08	Oct-08	Nov-08	Dec-08	Global 2008	% total	2007	change ment %
€	€	€	€	€	€	€	€	€	€	€	€	€	€		€	
Diet Horizon	102,019	102,646	112,960	118,495	140,648	142,015	154,859	99,363	161,378	150,411	135,690	110,254	1,530,738	13.8%	855,029	79%
Sante Verte	88,553	90,481	116,469	134,153	130,152	187,255	136,150	77,541	197,117	217,144	159,392	152,461	1,688,898	15.2%	1,038,501	63%
Mint E Health	3,293	1,836	1,799	1,209	1,183	2,029	3,184	1,206	330		(372)		15,697	0.1%	19,507	cessation
Eco Cosmetics	6,371	4,074	5,348	11,627	6,545	3,436	3,692	1,265	2,383	1,491	757	654	47,643	0.4%	21,785	cessation
Jason	18,697	19,691	14,631	17,695	16,847	14,225	16,561	9,841	17,273	14,577	8,745	10,773	179,556	1.6%	182,670	(2%)
Lily of the Desert	100,828	240,848	102,404	141,637	108,418	106,184	97,851	96,200	185,826	130,952	159,950	92,314	1,563,412	14.1%	1,389,354	13%
Natures Plus	548,714	426,549	440,689	456,635	435,414	420,165	419,198	286,198	611,056	559,201	378,329	425,935	5,408,083	48.7%	4,943,248	9%
New Chapter	1,156	2,262	1,361	940	1,224	864	905						8,712	0.1%	18,619	(53%)
Sanoint	44,001	38,030	45,474	42,291	42,962	40,712	37,953	32,474	41,554	49,078	39,650	33,289	487,468	4.4%	387,179	26%
Sirop Vital	22,984	10,358	12,580	15,392	22,756	10,426	21,468	8,845	12,127	10,113	8,166	5,872	161,087	1.4%	134,157	20%
Autres	(3,688)	4,689	5,536	1,648	4,136	748	1,312	980	958		2,437	810	22,031	0.2%	28,477	n/a
Total	932,958	941,464	859,251	941,722	910,285	928,059	895,133	613,913	1,230,002	1,135,432	892,744	832,362	11,113,325	100.0%	9,018,526	23%
19.1%	34.9%	14.7%	28.3%	19.3%	18.6%	29.4%	6.4%	29.0%	26.1%	23.0%	12.1%	41.0%				
19.1%	26.5%	22.6%	24.0%	23.0%	22.3%	23.2%	21.5%	22.6%	23.0%		22.0%	23.2%				

Comparaison mensuelle contre l'annee precedente
Comparaison cumulatif contre l'annee precedente

PAR SECTEUR

	Jan-08	Fev-08	Mar-08	Avr-08	Mai-08	Jun-08	Juil-08	Aout-08	Sep-08	Oct-08	Nov-08	Dec-08	Global 2008	% total	2007	change ment %
€	€	€	€	€	€	€	€	€	€	€	€	€	€		€	
Secteur Dietetique (moins les grands comptes)	690,969	718,028	655,695	644,586	665,082	640,911	624,109	429,712	877,572	785,641	645,291	603,272	7,980,868	71.8%	6,746,042	18%
Grands Comptes	120,543	95,348	59,165	120,446	64,641	77,470	99,465	75,443	107,106	84,393	67,117	61,763	1,032,900	9.3%	795,753	30%
Dietetique globale	811,512	813,376	714,860	765,032	729,723	718,381	723,574	505,155	984,678	870,034	712,408	665,035	9,013,768	81.1%	7,541,795	20%
Pharmacies	89,445	84,097	117,465	134,944	122,002	169,738	137,511	75,136	186,262	206,236	158,474	128,293	1,609,603	14.5%	947,783	70%
Export	25,026	35,458	16,902	26,498	49,701	31,510	27,506	30,208	39,060	56,620	20,838	35,226	394,553	3.6%	461,496	(15%)
Filiale	6,975	8,533	10,024	15,248	8,859	8,430	6,542	3,414	20,002	2,542	1,024	3,808	95,401	0.9%	81,536	17%
Autres	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	(14,084)	
Total	932,958	941,464	859,251	941,722	910,285	928,059	895,133	613,913	1,230,002	1,135,432	892,744	832,362	11,113,325	100.0%	9,018,526	23%
17%	26%	24%	23%	23%	23%	22%	23%	21%	21%	20%	18%	18%				
163%	107%	66%	75%	50%	47%	42%	35%	32%	36%	31%	29%	30%				
-2%	5%	2%	15%	18%	18%	22%	30%	33%	45%	55%	64%	70%				
-50%	-24%	-22%	-25%	-15%	-17%	-17%	-15%	-18%	-24%	-17%	-17%	-15%				

Comparaison cumulatif contre l'annee precedente

CA moyen par commercial

Dietetique - nombre de commerciaux actifs	9	8	10	10	8	8	8	8	10	10	10	9	€88,213	exclus les grands comptes	9.0
Dietetique - CA moyenne par personne	€76,774	€89,754	€65,570	€64,459	€83,135	€80,114	€78,014	€53,714	€87,757	€78,564	€64,529	€67,030	€68,213		6.7
Pharmacies - nombre de commerciaux actifs	5	3	5	5	4	7	6	6	8	10	10	11	€93,513		4%
Pharmacies - CA moyenne par personne	€17,889	€28,032	€23,493	€26,989	€30,501	€24,248	€22,919	€12,523	€23,283	€20,624	€15,847	€11,663	€18,572		17%

WISDOM OF NATURE LTD

CHIFFRE D'AFFAIRE 2008

	Jan-08	Fev-08	Mar-08	Avr-08	Mai-08	Jun-08	Juil-08	Aout-08	Sep-08	Oct-08	Nov-08	Dec-08	Global 2008	% total	2007	change ment %
€	€	€	€	€	€	€	€	€	€	€	€	€	€		€	
France	118,281	89,569	94,467	125,110	87,852	115,259	86,846	74,881	128,929	147,792	93,269	94,824	1,257,079	56.6%	1,294,692	(3%)
Angleterre et Irlande	92,167	74,685	88,901	91,622	89,894	76,552	74,987	65,530	100,532	72,473	68,041	68,129	983,513	43.4%	1,026,008	(6%)
Total	210,448	164,254	183,368	216,732	177,746	191,811	161,833	140,411	229,461	220,265	161,310	162,953	2,220,592	100.0%	2,320,701	(4%)
-23%	-14%	-12%	-5%	-4%	-1%	-1%	-2%	-2%	0%	-1%	-2%	-3%				
4%	-3%	2%	7%	6%	0%	0%	-1%	-1%	1%	-4%	-7%	-6%				

Comparaison cumulatif contre l'annee precedente

CHIFFRE D'AFFAIRE GLOBAL 2008

	Jan-08	Fev-08	Mar-08	Avr-08	Mai-08	Jun-08	Juil-08	Aout-08	Sep-08	Oct-08	Nov-08	Dec-08	Global 2008	change ment %
€	€	€	€	€	€	€	€	€	€	€	€	€	€	
Sante Verte Ltd	932,958	941,464	859,251	941,722	910,285	928,059	895,133	613,913	1,230,002	1,135,432	892,744	832,362	11,113,325	23%
Wisdom of Nature Ltd	210,448	164,254	183,368	216,732	177,746	191,811	161,833	140,411	229,461	220,265	161,310	162,953	2,220,592	(4%)
Total	1,143,406	1,105,718	1,042,619	1,158,454	1,088,031	1,119,870	1,056,966	754,324	1,459,463	1,355,697	1,054,054	995,315	13,333,917	18%
19%	27%	23%	24%	23%	23%	22%	23%	22%	23%	23%	22%	23%		
-13%	-9%	-6%	0%	0%	-1%	-1%	-2%	-2%	0%	-2%	-4%	-4%		
11%	19%	17%	19%	18%	18%	18%	18%	17%	18%	18%	17%	18%		

Comparaison cumulatif contre l'annee precedente

Sante Verte	19%	27%	23%	24%	23%	22%	23%	22%	23%	23%	22%	23%		
Wisdom of Nature	-13%	-9%	-6%	0%	0%	-1%	-2%	-2%	0%	-2%	-4%	-4%		
Global	11%	19%	17%	19%	18%	18%	18%	17%	18%	18%	17%	18%		

TOP 5 DIET 2009

Référence Article	Désignation Article	Intitulé Famille	Qté Vendues
A7360	LEVURE DE RIZ ROUGE ACTION PROLONGEE	NATURES PLUS	69 711
LGEL	TUBE GEL 120 ML ALOE VERA 99%	LILY	61 775
LBGELEE	GELEE A BOIRE ALOE VERA 946 ML	LILY	61 188
LJUS	JUS DE FEUILLES ENTIERES 946 ML	LILY	48 386
DH043	SOMMEIL 30' 20 cps	DIET HORIZON	35 758
DH030	JUS PRECIEUX 100% GOJI BIO - 473 ML - Certifié biologique par UK4NPU	DIET HORIZON	35 237
DHS002	CURALGIC	DIET HORIZON	29 758
LBGELEE2	GEL A BOIRE ALOE VERA 473 ML	LILY	16 470
A3952	ULTRA CANNEBERGE	NATURES PLUS	14 341
LGEL-G	GEL ALOE VERA 360 ML	LILY	13 110

de 12/01/10

Analyse statistiques articles

Santé Verte Ltd

Palmarès plus fortes ventes pour 5 article(s)

Période du 01/01/09
au 31/12/09
Tenue de compte : €

Sage 100 Gestion commerciale 15.50

Date de tirage 18/01/10

à 13:24:19

Page :

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Référence Article	Désignation	CA Net HT	Qtés vendues	Marge	% mar. sur CA	% CA sur total
P019	CIRCULYMPHE EAN5060072730	955 846,99 EU	115 215,00			,65
P048	SOMNIPHYT 30 Petite boîte EAN5	326 186,59 EU	78 706,00			,67
P034	EPP 700 EAN5060072730712	157 828,65 EU	29 886,00			,52
P035	SOULAGE + EAN5060072730736	94 487,67 EU	28 439,00			,70
PHSV068	ACTI'RUB EAN5060072731436	123 804,08 EU	28 183,00			,47
Total général		1 658 153,98 EU	280 429,00	1 171 390,90 EU	70,64	100,00

Analyse statistiques articles

Santé Verte Ltd

Palmarès plus fortes ventes

Période du 01/09/08
au 31/08/09
Tenue de compte : €

Sage 100 Gestion commerciale 15.50

Date de tirage 18/01/10

à 15:35:30

Page : 1

Référence	Désignation	CA Net HT	Qtés	Marge	% mar. sur CA	% CA sur total
Article			vendues			
P019	CIRCULYMPHE EAN5060072730	825 099,03 EU	99 426,00	594 319,47 EU	72,03	25,14
P048	SOMNIPHYT 30 Petite boîte EAN5	276 772,88 EU	66 670,00	241 942,84 EU	87,42	8,43
PHSV019	CIRCULYMPHE EAN5060072730	185 300,67 EU	22 921,00	133 499,21 EU	72,04	5,65
P060	SOMNIPHYT 30 EAN5060072731	145 775,22 EU	13 779,00	143 780,96 EU	98,63	4,44
P053	GCA 2700 EAN5060072731030	132 338,98 EU	12 312,00	127 783,04 EU	96,56	4,03
P034	EPP 700 EAN5060072730712	92 765,13 EU	17 654,00	-35 056,95 EU	-37,79	2,83
PHSV048	SOMNIPHYT 30 Petite boîte EAN5	88 786,82 EU	22 266,00	46 481,42 EU	52,35	2,71
PHSV035	SOULAGE + EAN5060072730736	83 312,74 EU	25 664,00	55 082,34 EU	66,12	2,54
P035	SOULAGE + EAN5060072730736	78 244,21 EU	23 619,00	88 886,87 EU	113,60	2,38
P057	CIRCULYMPHE Gel Externe 150ml	76 495,55 EU	11 780,00	57 631,93 EU	75,34	2,33
P056	JUS DE GOJI BIO-certifie bio UK4	72 721,49 EU	5 959,00	72 760,91 EU	100,05	2,22
P026	NUTRALGIC EAN5060072730521	61 516,83 EU	5 355,00	61 012,34 EU	99,18	1,87
P043	SPRAY'DOL flacon EAN5060072	60 228,57 EU	16 085,00	65 489,76 EU	108,74	1,84
P025	GEL Aloe Vera 150ML certifié Eco	59 765,37 EU	12 144,00	69 872,97 EU	116,91	1,82
P052	CYSTI'PLEX 7 sticks EAN5060072	57 536,38 EU	15 131,00	52 619,50 EU	91,45	1,75
PHSV015	GCA 900 EAN5060072730224	49 572,24 EU	6 039,00	37 615,02 EU	75,88	1,51
P055	JUS DE GRENADE BIO-certifie bio	45 699,46 EU	3 712,00	45 982,99 EU	100,62	1,39
PHSV026	NUTRALGIC EAN5060072730521	43 869,06 EU	4 036,00	24 213,74 EU	55,20	1,34
PHSV034	EPP 700 EAN5060072730712	43 610,22 EU	8 310,00	23 084,52 EU	52,93	1,33
P049	JUS D ALOE VERA BIO-certifie bio	41 426,48 EU	8 644,00	28 726,55 EU	69,34	1,26
P058	MENO'Sciences EAN5060072731	40 482,79 EU	6 266,00	40 177,55 EU	99,25	1,23
P050	ACEROLA BIO 20-certifié bio par	39 796,47 EU	8 960,00	36 436,19 EU	91,56	1,21
P015	GCA 900 EAN5060072730224	39 293,86 EU	5 083,00	37 123,39 EU	94,48	1,20
P051	SOULAGE + 30 compr. EAN50600	36 818,94 EU	5 157,00	32 999,46 EU	89,63	1,12
PHSV045	Ginseng Gelée Royale 20 ampoule	34 399,88 EU	4 507,00	26 016,86 EU	75,63	1,05
PHSV043	SPRAY'DOL flacon EAN5060072	33 528,59 EU	8 889,00	20 195,09 EU	60,23	1,02
P054	SILICIUM 500ML EAN5060072731	32 890,01 EU	2 800,00	25 123,97 EU	76,39	1,00
P041	MYCOFLORE Crème Intime EAN5	29 341,87 EU	8 201,00	28 315,67 EU	96,50	0,89
P059	COGNI'Sciences EAN506007273	26 977,38 EU	2 667,00	26 950,82 EU	99,90	0,82
P023	HARDIOL EAN5060072730491	26 797,28 EU	2 928,00	26 823,95 EU	100,10	0,82
P002	SOMMEIL EAN5060072730187	23 789,00 EU	5 523,00	27 877,64 EU	117,19	0,72
P001	TRANSIT EAN5060072730170	22 048,35 EU	4 637,00	13 346,84 EU	60,53	0,67
P045	Ginseng Gelée Royale 20 ampoule	21 067,50 EU	2 807,00	21 992,64 EU	104,39	0,64
P061	HEPATO'CALM EAN50600727312	18 769,22 EU	5 983,00	17 830,25 EU	95,00	0,57
EXP019BE	CIRCUFLOW BE	18 108,00 EU	3 658,00	9 840,92 EU	54,35	0,55
P032	NUTRALGIC Petite boîte EAN506	17 181,91 EU	5 005,00	9 689,44 EU	56,39	0,52
PHSV023	HARDIOL EAN5060072730491	15 030,93 EU	1 559,00	9 324,99 EU	62,04	0,46
PHSV002	SOMMEIL EAN5060072730187 ex	14 955,97 EU	3 215,00	10 551,42 EU	70,55	0,46
PHSV025	GEL Aloe Vera 150ML certifié Eco	13 037,53 EU	2 850,00	9 161,03 EU	70,27	0,40
P047	HUILE BOURRACHE EAN506007	11 764,78 EU	1 391,00	11 663,04 EU	99,14	0,36
PHSV041	MYCOFLORE Crème Intime EAN5	11 584,49 EU	3 322,00	5 937,09 EU	51,25	0,35
P040	MYCOFLORE EAN5060072730798	11 424,23 EU	2 427,00	5 356,73 EU	46,89	0,35
PHSV047	HUILE BOURRACHE EAN506007	11 256,00 EU	1 426,00	5 630,60 EU	50,02	0,34
PHSV001	TRANSIT EAN5060072730170	11 254,88 EU	2 414,00	7 754,58 EU	68,90	0,34
P028	INECLA ANTI-AGE EAN50600727	10 521,46 EU	1 204,00	6 939,64 EU	65,96	0,32
PHSV032	NUTRALGIC Petite boîte EAN506	8 450,29 EU	2 541,00	5 502,73 EU	65,12	0,26
PHSV038	SUCCESS4 EAN5060072730774	7 635,53 EU	871,00	7 443,91 EU	97,49	0,23
P046	HUILE ONAGRE EAN5060072730	7 302,53 EU	931,00	4 438,13 EU	60,78	0,22
PHSV046	HUILE ONAGRE EAN5060072730	7 165,68 EU	994,00	4 392,42 EU	61,30	0,22
PHSV028	INECLA ANTI-AGE EAN50600727	6 709,98 EU	718,00	6 709,98 EU	100,00	0,20
P011	MENOCONCEPT EAN506007273	5 953,94 EU	701,00	3 304,76 EU	55,51	0,18
PHSV049	JUS D ALOE VERA BIO-certifie bio	5 418,87 EU	1 167,00	2 629,74 EU	48,53	0,17
A reporter		3 141 595,47 EU	512 308,00	2 443 210,90 EU	69,87	0,15

Analyse statistiques articles

Santé Verte Ltd

Palmarès plus fortes ventes

Période du 01/09/08
au 31/08/09
Tenue de compte : €

Sage 100 Gestion commerciale 15.50

Date de tirage 18/01/10

à 15:36:07

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Référence	Désignation	CA Net HT	Qtés	Marge	% mar.	% CA
Article			vendues		sur CA	sur total
	Report	3 141 595,47 EU	512 308,00	2 443 210,90 EU	69,87	0,15
C3N	3N - CHATAIN FONCE EAN50600	4 823,77 EU	1 103,00	3 370,51 EU	69,87	0,15
C4N	4N - CHATAIN EAN5060072731108	4 822,53 EU	1 096,00	3 378,35 EU	70,05	0,15
C1N	1N - NOIR INTENSE EAN5060072	4 717,77 EU	1 053,00	3 330,09 EU	70,59	0,14
C5N	5N - CHATAIN CLAIR EAN506007	4 714,25 EU	1 064,00	3 309,77 EU	70,21	0,14
C5M	5M - CHOCOLAT EAN506007273	4 655,12 EU	1 056,00	3 263,62 EU	70,11	0,14
PHSV040	MYCOFLORE EAN5060072730798	4 449,97 EU	881,00	2 247,47 EU	50,51	0,14
C5G	5G - CHATAIN CLAIR DORE EAN	4 402,30 EU	991,00	3 094,18 EU	70,29	0,13
P030	MAERA Silhouette EAN50600727	4 384,00 EU	1 000,00	-1 306,00 EU	-29,79	0,13
PHSV029	NECTALOE Confort Digestif	4 323,04 EU	923,00	2 938,54 EU	67,97	0,13
C6GC	6GC - BLOND FONCE DORE CUI	4 283,12 EU	956,00	3 023,22 EU	70,58	0,13
C6N	6N - BLOND FONCE EAN5060072	4 272,21 EU	951,00	3 018,83 EU	70,66	0,13
C6MG	6MG - MARRON MIEL EAN50600	4 167,34 EU	952,00	2 912,66 EU	69,89	0,13
C8N	8N - BLOND CLAIR EAN5060072	4 142,10 EU	931,00	2 915,12 EU	70,38	0,13
C8G	8G - BLOND CLAIR DORE EAN50	4 134,87 EU	931,00	2 908,70 EU	70,35	0,13
C7G	7G - BLOND DORE EAN50600727	4 125,90 EU	936,00	2 892,08 EU	70,10	0,13
C7N	7N - BLOND EAN5060072731139	4 110,27 EU	927,00	2 889,15 EU	70,29	0,13
C5R	5R - CHATAIN CLAIR ROUGE EA	4 107,66 EU	914,00	2 902,55 EU	70,66	0,13
EXP017	Digestion	4 003,50 EU	1 000,00	4 003,50 EU	100,00	0,12
PHSV011	MENOCONCEPT EAN506007273	3 990,61 EU	508,00	2 497,09 EU	62,57	0,12
PHSV033	KIMEROL* NPU	3 825,28 EU	655,00	2 692,13 EU	70,38	0,12
C6RR	6RR - ROUGE FEU EAN50600727	3 758,93 EU	839,00	2 652,34 EU	70,56	0,11
P044	CIRCULYMPHE petite boîte EAN5	3 519,86 EU	12 242,00	-617,41 EU	-17,54	0,11
EXP029ES	Nectaloé 14 Sticks Spain	3 445,00 EU	1 060,00	2 147,00 EU	62,32	0,10
PHSV044	CIRCULYMPHE petite boîte EAN5	3 319,14 EU	1 332,00	2 280,94 EU	68,72	0,10
P017	DIGESTION EAN5060072730194	3 031,28 EU	638,00	1 818,79 EU	60,00	0,09
PHSV039	SyPreME EAN5060072730781*N	3 018,56 EU	488,00	2 945,24 EU	97,57	0,09
P038	SUCCESS4 EAN5060072730774	2 911,80 EU	351,00	2 876,96 EU	98,80	0,09
P029	NECTALOE Confort Digestif	2 783,21 EU	1 034,00	2 272,56 EU	81,65	0,08
PHSV056	JUS DE GOJI BIO-certifie bio UK4	2 772,28 EU	214,00	1 488,28 EU	53,68	0,08
PHSV055	JUS DE GRENADE BIO-certifie bio	2 582,43 EU	229,00	1 184,61 EU	45,87	0,08
EXP028BE	INECLA BE	2 490,00 EU	500,00	2 490,00 EU	100,00	0,08
PHSV051	SOULAGE + 30 compr. EAN50600	2 396,93 EU	313,00	1 364,03 EU	56,91	0,07
P039	SyPreME EAN5060072730781	2 333,56 EU	395,00	116,00 EU	4,97	0,07
PHSV017	DIGESTION EAN5060072730194	2 095,13 EU	459,00	1 177,13 EU	56,18	0,06
P013	TONUS EAN5062272730217	1 969,99 EU	453,00	1 181,77 EU	59,99	0,06
P031	MAERA Anti-fringale EAN5060072	1 910,00 EU	1 000,00	640,00 EU	33,51	0,06
P016	DRAINEUR	1 678,74 EU	371,00	959,49 EU	57,16	0,05
P033	KIMEROL	1 671,71 EU	194,00	1 649,46 EU	98,67	0,05
EXP01	Transit 30 Comps	1 540,00 EU	1 000,00	1 540,00 EU	100,00	0,05
EXP02	Sommeil 30 Comps	1 510,00 EU	1 000,00	1 510,00 EU	100,00	0,05
PHSV016	DRAINEUR	1 492,85 EU	315,00	878,60 EU	58,85	0,05
PHSV013	TONUS EAN5062272730217	710,45 EU	180,00	397,25 EU	55,92	0,02
PHSV054	SILICIUM 500ML EAN5060072731	688,00 EU	75,00	313,00 EU	45,49	0,02
PHSV031	MAERA Anti-fringale EAN5060072	157,12 EU	44,00	101,24 EU	64,43	0,00
NPU	Récupération historique	134,01 EU	10 390,00	-1 588,35 EU	-1185,25	0,00
PHSV053	GCA 2700 EAN5060072731030	97,50 EU	7,00	94,33 EU	96,75	0,00
PHSV030	MAERA Silhouette EAN50600727	89,24 EU	27,00	53,33 EU	59,76	0,00
PHSV057	CIRCULYMPHE Gel Externe 150ml	9,66 EU	1,00	6,61 EU	68,43	0,00
PHSV001S	Echantillon TRANSIT		-2 321,00			
PHSV002S	Echantillon SOMMEIL		-3 388,00			
A reporter		3 282 168,46 EU	571 996,00	2 531 425,66 EU		

Analyse statistiques articles

Santé Verte Ltd

Palmarès plus fortes ventes

Période du 01/09/08
au 31/08/09
Tenue de compte : €

Sage 100 Gestion commerciale 15.50

Date de tirage 18/01/10

à 15:36:14

Page :

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Référence Article	Désignation	CA Net HT	Qtés vendues	Marge	% mar. sur CA	% CA sur total
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	Report	3 282 168,46 EU	571 996,00	2 531 425,66 EU		
PHSV0256 DIVERS	Echantillon GEL ALOE VERA BIO- Divers	12 532,00 -415,47 EU		-1 629,16 EU -415,47 EU	100,00	-0,01
	Total général	3 281 752,99 EU	584 528,00	2 529 381,03 EU	77,07	100,00

555 897 6/11