

NATURAL DISTRIBUTION GROUP

PROFIT & LOSS ACCOUNT 2009

£ STERLING	Sante Verte £	Wisdom of Nature £	Holdings £	Consolidation adjustments £
Sales	11 681 976	1 810 146		
Export sales	431 200			
Distribution Income	11 112			
Discounts Allowed	(31 622)			
Agency Commission (Homburger)	5 774			
Rent receivable	0		150 000	(150 000)
Management charges receivable	20 000		154 500	(174 500)
TURNOVER	12 118 440	1 810 146	304 500	(324 500)
COST OF SALES				
Purchases (adjusted for stock)	4 703 955	797 901		
Freight, duty and handling costs	515 789	109 325		
Labels and boxes	298 545	42 747		
	5 518 289	949 973	0	0
GROSS MARGIN	6 600 151	860 173	304 500	(324 500)
SALES AND DISTRIBUTION COSTS				
Carriage and postage out	380 138	46 252		
Packaging costs	34 266	500		
Sales staff (France)	2 184 009			
Sales staff (UK)	64 857	282 556		
Warehouse staff	242 044	17 855		
Leaflets and catalogues	88 613	7 728		
Sales commission	173 227	165 228		
Sales Promotion & Demonstrations	400 588	5 492		
	3 567 742	525 611	0	0
OPERATING MARGIN	3 032 409	334 562	304 500	(324 500)
CENTRAL COSTS & OVERHEADS				
Salaries & Wages	574 551	27 454	125 716	
Management Charges	154 500	20 000		(174 500)
Temp staff, recruitment & training	45 653	96		
Travel and Subsistence	116 764	14 229	6 000	
Motor Expenses	4 370	7 069		
Telephone Charges	35 838	676		
Advertising, PR and Exhibitions	363 706	99 888		
Entertainment	21 880	196		
Printing and Stationery	45 190	2 720		
Postage	31 025	677		
Subscriptions	7 678	94		
Computer Expenses	25 569	0		
General Expenses	28 171	(129)	1 435	
Repairs and Renewals	41 913	194		
Insurance	26 997	0	131	
Rent and rates	198 804	0		(150 000)
Light and heat	16 550	0		
Premises maintenance	13 629	0		
Equipment hire	42 975	0		
Bank Interest and charges	115 759	15 404	34 234	
Professional fees	99 485	8 653		
Audit and Accountancy	12 904	7 487	11 857	
Depreciation	50 403	0		
Bad Debt	25 929	(5 700)		
Loss/(gain) on exchange conversion	(58 295)	(11 226)	196	
TOTAL CENTRAL COSTS	2 041 948	187 782	179 569	(324 500)
NET PROFIT/(LOSS) BEFORE TAX	990 461	146 780	124 931	0
CORPORATION TAX PROVISION	275 290	34 696	25 500	
NET PROFIT/(LOSS) AFTER TAX	715 171	112 084	99 431	
DIVIDENDS RECEIVED			616 500	(616 500)
DIVIDENDS PAID	(616 423)		(740 651)	616 423
RETAINED NET PROFIT	98 748	112 084	(24 720)	(77)

Group

£

13 492 122

431 200

11 112

(31 622)

5 774

0

0

13 908 586

5 501 856

625 114

341 292

6 468 262

7 440 324

426 390

34 766

2 184 009

347 413

259 899

96 341

338 455

406 080

4 093 353

3 346 971

727 721

0

45 749

136 993

11 439

36 514

463 594

22 076

47 910

31 702

7 772

25 569

29 477

42 107

27 128

48 804

16 550

13 629

42 975

165 397

108 138

32 248

50 403

20 229

(69 325)

2 084 799

1 262 172

335 486

926 686

0

(740 651)

186 035