

| SANTE VERTE LTD<br>ACTUEL 2009   |                                    | RESUME PAR SECTEUR |     |            |     |                    |     |        |     |        |  |         |
|----------------------------------|------------------------------------|--------------------|-----|------------|-----|--------------------|-----|--------|-----|--------|--|---------|
|                                  |                                    | Global             |     | Dietetique |     | Pharmacies         |     | Export |     | Autres |  | Gestion |
|                                  |                                    | €000               |     | €000       |     | €000               |     | €000   |     | €000   |  | €000    |
| Turnover                         | Chiffre d'affaire                  | 13 525             |     | 8 636      |     | 4 299              |     | 479    |     | 110    |  |         |
| Gross margin                     | Marge brute                        | 7 365              | 54% | 4 656      | 54% | 2 519              | 59% | 147    | 31% | 43     |  |         |
| Logistics (Carriage out)         | Transport                          | 463                |     | 271        |     | 138                |     | 15     |     | 0      |  |         |
| Packing                          | Emballage                          |                    |     | 25         |     | 12                 |     | 1      |     | 0      |  |         |
| Warehouse staff                  | Personnel entrepot                 | 270                |     | 173        |     | 86                 |     | 10     |     | 0      |  |         |
| Total distribution               | Total logistics                    | 733                | 5%  | 470        | 5%  | 237                | 6%  | 27     | 6%  | 0      |  |         |
| Sales Force                      | Force de vente                     | 2 443              |     | 1 066      |     | 1 373              |     |        |     | 0      |  |         |
| Commissions (self employed)      | Commerciaux independants           | 193                |     | 194        |     | 1                  |     | 0      |     | 0      |  |         |
| Export staff                     | Force de vente (export)            | 72                 |     |            |     |                    |     | 72     |     |        |  |         |
| Total selling costs              | Total force de vente               | 2 708              | 20% | 1 260      | 15% | 1 374              | 32% | 72     | 15% | 0      |  |         |
| Operating Margin                 | Marge d'exploitation               | 3 924              | 24% | 2 927      | 34% | 909                | 13% | 48     | 5%  | 43     |  |         |
| Marketing payroll                | Salaires et charges sociales       | 237                |     | 160        |     | 82                 |     | 0      |     | (6)    |  |         |
| Leaflets and catalogues          | Prospectus et catalogues           | 98                 |     | 45         |     | 54                 |     | 0      |     | (0)    |  |         |
| Sales development and promotion  | Promotion et frais de developement | 451                |     | 136        |     | 328                |     | 0      |     | (14)   |  |         |
| Advertising and marketing        | Marketing et salons                | 398                |     | 190        |     | 185                |     | 9      |     | 14     |  |         |
| Total marketing                  | Total marketing                    | 1 184              | 9%  | 531        | 6%  | 650                | 15% | 9      | 2%  | (5)    |  |         |
| Overheads                        | Frais de gestion                   | 1 642              |     |            |     |                    |     |        |     |        |  | 1 642   |
| Less finance costs               | Ajustement interet bancaire        | (130)              |     |            |     |                    |     |        |     |        |  | (130)   |
|                                  |                                    | 1 512              | 11% | 0          | 0%  | 0                  | 0%  | 0      | 0%  | 0      |  | 1 512   |
| Earnings before interest and tax | EBIT                               | 1 228              | 9%  | 2 396      | 28% | 260                | 4%  | 39     | 4%  | 48     |  | (1 512) |
| WISDOM OF NATURE<br>ACTUEL 2009  |                                    | RESUME PAR MARCHE  |     |            |     |                    |     |        |     |        |  |         |
|                                  |                                    | Global             |     | France     |     | Isles Britanniques |     |        |     |        |  | Gestion |
|                                  |                                    | €000               |     | €000       |     | €000               |     |        |     |        |  | €000    |
| Turnover                         | Chiffre d'affaire                  | 2 023              |     | 1 228      |     | 795                |     |        |     |        |  |         |
| Gross margin                     | Marge brute                        | 962                | 65% | 624        | 51% | 337                | 42% |        |     |        |  |         |
| Total distribution               | Total logistics                    | 72                 | 5%  | 31         | 3%  | 41                 | 5%  |        |     |        |  |         |
| Total selling costs              | Force de vente                     | 501                | 34% | 315        | 26% | 186                | 23% |        |     |        |  |         |
| Operating margin                 | Marge d'exploitation               | 389                | 26% | 279        | 23% | 110                | 14% |        |     |        |  |         |
| Marketing                        | Marketing                          | 158                | 11% | 56         | 5%  | 102                | 13% |        |     |        |  |         |
| Overheads                        | Frais de gestion                   | 67                 |     | 25         |     | 42                 |     |        |     |        |  | 0       |
| Less finance costs               | Ajustement interet bancaire        | (17)               |     | (10)       |     | (7)                |     |        |     |        |  | 0       |
|                                  |                                    | 50                 | 3%  | 14         | 1%  | 36                 | 4%  |        |     |        |  | 0       |
| Earnings before interest and tax | EBIT                               | 181                | 12% | 209        | 17% | (28)               | -3% |        |     |        |  | 0       |