

**SANTE VERTE LTD
PREVISIONEL 2010**

RESUME PAR SECTEUR

		Global €000		Dietetique €000		Pharmacies €000		Export €000		Autres €000		Gestion €000
Turnover	Chiffre d'affaire	<u>16 539</u>		<u>8 536</u>		<u>6 959</u>		<u>969</u>		<u>73</u>		
Gross margin	Marge brute	<u>9 293</u>	56%	<u>4 522</u>	53%	<u>4 414</u>	63%	<u>350</u>	36%	<u>5</u>		
Carriage out	Transport	<u>561</u>	3%	<u>259</u>	3%	<u>212</u>	3%	<u>30</u>	3%	<u>0</u>		
Packing	Emballage			<u>32</u>	0%	<u>25</u>	0%	<u>3</u>	0%	<u>0</u>		
Warehouse staff	Personnel entrepot	<u>323</u>	2%	<u>167</u>	2%	<u>137</u>	2%	<u>19</u>	2%	<u>0</u>		
Total distribution	Total logistics	<u>884</u>	5%	<u>457</u>	5%	<u>375</u>	5%	<u>52</u>	5%	<u>0</u>		
Sales Force	Force de vente	<u>3 042</u>	18%	<u>1 028</u>	12%	<u>2 014</u>	29%		0%	<u>0</u>		
Commissions (self employed)	Commerciaux independants	<u>167</u>	1%	<u>167</u>	2%	<u>0</u>	0%	<u>0</u>	0%	<u>0</u>		
Export staff	Force de vente (export)	<u>135</u>	1%				0%	<u>135</u>	14%			
Total selling costs	Total force de vente	<u>3 344</u>	20%	<u>1 195</u>	14%	<u>2 014</u>	29%	<u>135</u>	14%	<u>0</u>		
Operating margin	Marge d'exploitation	<u>5 065</u>	31%	<u>2 870</u>	34%	<u>2 025</u>	29%	<u>162</u>	17%	<u>5</u>		
Marketing payroll	Salaires et charges sociales	<u>333</u>	2%	<u>175</u>	2%	<u>140</u>	2%	<u>19</u>	2%	<u>0</u>		
Leaflets and catalogues	Prospectus et catalogues	<u>132</u>	1%	<u>45</u>	1%	<u>87</u>	1%	<u>0</u>	0%	<u>0</u>		
Sales development and promotion	Promotion et frais de developpement	<u>748</u>	5%	<u>168</u>	2%	<u>582</u>	8%	<u>0</u>	0%	<u>0</u>		
Advertising and marketing	Marketing et salons	<u>313</u>	2%	<u>152</u>	2%	<u>139</u>	2%	<u>20</u>	2%	<u>0</u>		
Total marketing	Total marketing	<u>1 525</u>	9%	<u>541</u>	6%	<u>947</u>	14%	<u>38</u>	4%	<u>0</u>		
Overheads	Frais de gestion	<u>2 053</u>										2 053
Less finance costs	Ajustement interet bancaire	<u>(127)</u>										<u>(127)</u>
		<u>1 925</u>	12%	<u>0</u>	0%	<u>0</u>	0%	<u>0</u>	0%	<u>0</u>		<u>1 925</u>
Earnings before interest and tax	EBIT	<u>1 614</u>	10%	<u>2 329</u>	27%	<u>1 078</u>	15%	<u>124</u>	13%	<u>5</u>		<u>(1 925)</u>

**WISDOM OF NATURE
PREVISIONEL 2010**

RESUME PAR MARCHE

		Global €000		France €000		Isles Britanniques €000				Gestion €000
Turnover	Chiffre d'affaire	<u>1 483</u>		<u>571</u>		<u>916</u>				
Gross margin	Marge brute	<u>649</u>	44%	<u>259</u>	45%	<u>388</u>	42%			
Total distribution	Total logistics	<u>47</u>	3%	<u>8</u>	1%	<u>39</u>	4%			
Total selling costs	Force de vente	<u>364</u>	25%	<u>191</u>	34%	<u>174</u>	19%			
Operating margin	Marge d'exploitation	<u>238</u>	16%	<u>60</u>	10%	<u>175</u>	19%			
Marketing	Marketing	<u>57</u>	4%	<u>14</u>	2%	<u>43</u>	5%			
Overheads	Frais de gestion	<u>103</u>		<u>21</u>		<u>82</u>				0
Less finance costs	Ajustement interet bancaire	<u>(13)</u>		<u>(6)</u>		<u>(8)</u>				<u>0</u>
		<u>89</u>	6%	<u>15</u>	3%	<u>75</u>	8%			<u>0</u>
Earnings before interest and tax	EBIT	<u>91</u>	6%	<u>31</u>	5%	<u>57</u>	6%			<u>0</u>