REPORTING 2011 NATURAL DISTRIBUTION GROUP

Period ending June 30th 2011

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July 27th, 2011

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S.A.R.L.. au capital de 185.600 Euros
R.C.S. Versailles 483 155 354
N.A.F. : 741G
N° TVA : FR2148315535400010

GROUPE NATURAL DISTRIBUTION
COMPTE DE RESULTAT CONSOLIDE

JUIN 2011

	€
CHIFFRE D'AFFAIRE	12,730,864
COÛTS DE REVIENT	
Achats de produits	4,250,300
Transport et douane	437,095
Etiquettes et packaging	391,037
	5,078,432
MARGE BRUTE	7,652,432
FRAIS DE VENTE ET DE DISTRIBUTION	
Transport distribution	343,719
Emballage	37,907
Force de vente (France)	1,973,937
Force de vente (Export)	151,501
Personnel entrepot	166,358
Commissions sur ventes	155,375
	2,828,797
MARGE D'EXPLOITATION	4,823,635
MARKETING	
Salaires et charges sociales	142,839
Leaflets et prospectus	68,988
Formation et promotion	584,484
Marketing et salons	280,104
	1,076,415
FRAIS DE GESTION	
Salaires et charges sociales	346,232
Frais de gestion de La Holdings	0
Recrutement et formation	49,004
Frais de déplacement	103,793
Frais de voiture	7,566
Téléphone	14,714
Frais de representation et d'hote	17,069
Imprimerie et papeterie	29,547
La poste	27,635
Abonnements	8,745
Frais informatiques	15,292
Frais généraux	19,751
Reparations d'équipement	6,312
Assurances	21,619
Loyer et charges du bâtiment	62,633
Electricité et gaz	11,290
Maintenance du bâtiment	10,413
Location d'équipement	27,249
Interêts bancaires	45,202
Frais bancaires	28,278
Frais professionels et honoraires	120,827
Contrôle fiscale et comptabilité	18,606
Amortissement	33,872
Impayés	20,344
Différences monetaires	10,246
FRAIS DE GESTION TOTAL	1,056,239
BENEFICE/(PERTE)	2,690,981

MOUVEMENT DES RESERVES

	€
RAPPORTE DE L'ANNEE PRECEDENTE	2,808,158
RESERVES AVANT DIVIDENDES ET TAXE	2,690,981
GAIN/(PERTE) SUR LE COUR	170
DIVIDENDES RECUS	0
DIVIDENDES VERSES	(1,030,751)
RESERVES NET APRES DIVIDENDES	4,468,557
TAXE SUR LE BENEFICE	(753,475)
RESERVES DECLAREES SUR LE BILAN	3,715,082

GROUPE NATURAL DISTRIBUTION
BILAN CONSOLIDE DU GROUPE

		JUIN 2011		31 DECEMBRE 2010	
IMMOBILISATIONS		€	€	€	€
	Immobilier		1,309,119		1,358,337
	Investissements		0		0
	Vehicules		16,190		17,935
	Matériel et outillage industriel		87,659		85,212
	Equipment bureaux		77,731		101,332
	Contribution locataire		124,574		94,087
			1,615,273		1,656,903
ACTIFS COURANTS					
Stocks	Stocks de produits	2,749,904		1,726,587	
Creances	Créances clients	3,928,163		2,580,479	
	Inter-companies - comptes courants	0		0	
	Associés - comptes courants	198,632		198,123	
	Accomptes et charges constatées d'avance	844,001		131,470	
	Autres créances	282,576		516,941	
			8,003,276		5,153,600
Disponibilitées bancaires			1,211,361		964,825
ACTIFS CIRCULANTS TOTAL			9,214,636		6,118,425
MONTANTS A PAYER EN MOINS DE 12 MOIS					
	Dettes fournisseurs	(2,461,760)		(1,284,134)	
	Provisions pour charges	(855,595)		(542,870)	
	Découvert bancaire	(255,332)		(211,104)	
	Effets à l'escompte	(1,317,597)		(1,070,612)	
	Partie courante de la dette a long terme	(41,774)		(42,840)	
	Dettes inter-companies	0		0	
	Dettes associés	0		0	
	Contrats de financement "leasing"	(18,918)		(18,918)	
	TVA et dettes sociales	(365,112)		(269,459)	
	Autres dettes	(20,460)		(47,261)	
	Dettes fiscales - impots societé	(808,025)		(431,776)	
DETTES ET PROVISIONS EN TOTAL			(6,144,574)		(3,918,975)
ACTIFS CIRCULANTS NET			3,070,062		2,199,450
ACTIFS NET AVANT DETTES A LONG TERME			4,685,335		3,856,353
DETTES A LONG TERME			(931,579)		(997,489)
TAXE DIFFEREE			(42,913)		(42,914)
			3,710,843		2,815,950
CAPITAUX					
	Capital		11,331		11,757
	Reserves rapportées de l'année precedente		2,791,584		2,804,193
	Benefice net de l'année courante		907,928		0
			3,710,843		2,815,950

SANTE VERTE LTD | **COMPTE D'EXPLOITATION JUIN 2011** | **PAGE 1**

€ euros

	JUIN 2011					CUMULATIVE 2011				
	Actual		*Budget*		*Variance*	*Actual*		*Budget*		*Variance*
	€	%	€	%	€	€	%	€	%	€
Ventes	1,972,194		1,709,520		262,674	11,893,807		9,924,470		1,969,337
Revenu de distribution	0		0		0	0		0		0
Remises	(2,814)		(3,109)		295	(16,686)		(18,160)		1,474
Revenu d'agence	0		0		0	0		0		0
CHIFFRE D'AFFAIRE	**1,969,380**	*100%*	1,706,411	*100%*	262,969	**11,877,121**	*100%*	9,906,310	*100%*	1,970,811
COÛTS DE REVIENT										
Achats de produits	583,927		612,432		(28,505)	3,814,505		3,567,668		246,837
Transport et douane	93,241		44,883		48,358	372,010		277,948		94,062
Etiquettes et packaging	68,556		35,832		32,724	369,971		202,672		167,299
	745,724	*38%*	693,147	*41%*	52,577	**4,556,486**	*38%*	4,048,288	*41%*	508,198
MARGE BRUTE	**1,223,656**	*62%*	1,013,263	*59%*	210,393	**7,320,635**	*62%*	5,858,022	*59%*	1,462,613
FRAIS DE VENTE ET DE DISTRIBUTION										
Transport distribution	54,974	*3%*	50,030	*3%*	4,944	313,785	*3%*	290,429	*3%*	23,356
Emballage	6,361	*0%*	6,857	*0%*	(496)	37,907	*0%*	39,803	*0%*	(1,896)
Force de vente (France)	334,203	*17%*	300,506	*18%*	33,696	1,952,780	*16%*	1,756,049	*18%*	196,731
Force de vente (Export)	7,282	*0%*	14,808	*1%*	(7,526)	61,631	*1%*	94,387	*1%*	(32,756)
Personnel entrepot	27,991	*1%*	29,361	*2%*	(1,370)	166,358	*1%*	176,168	*2%*	(9,810)
Commissions sur ventes	12,630	*1%*	10,753	*1%*	1,877	90,342	*1%*	66,607	*1%*	23,735
	443,441	*23%*	412,316	*24%*	31,125	**2,622,803**	*22%*	2,423,444	*24%*	199,359
MARGE D'EXPLOITATION	**780,215**	*40%*	600,948	*35%*	179,267	**4,697,832**	*40%*	3,434,579	*35%*	1,263,253
MARKETING										
Salaires et charges sociales	27,287	*1%*	29,991	*2%*	(2,704)	142,839	*1%*	174,057	*2%*	(31,218)
Leaflets et prospectus	11,539	*1%*	12,313	*1%*	(774)	64,709	*1%*	71,751	*1%*	(7,042)
Formation et promotion	102,728	*5%*	79,260	*5%*	23,468	576,179	*5%*	479,706	*5%*	96,474
Marketing et salons	55,927	*3%*	39,200	*2%*	16,727	259,623	*2%*	231,700	*2%*	27,923
	197,481	*10%*	160,764	*9%*	36,716	**1,043,350**	*9%*	957,213	*10%*	86,136
FRAIS DE GESTION										
Salaires et charges sociales	45,787	*2%*	46,716	*3%*	(929)	269,838	*2%*	280,090	*3%*	(10,252)
Frais de gestion de La Holdings	14,730	*1%*	12,650	*1%*	2,080	96,405	*1%*	75,900	*1%*	20,505
Recrutement et formation	7,237	*0%*	3,795	*0%*	3,442	49,004	*0%*	26,220	*0%*	22,784
Frais de déplacement	11,126	*1%*	11,830	*1%*	(704)	94,526	*1%*	70,981	*1%*	23,545
Frais de voiture	1,036	*0%*	738	*0%*	298	3,630	*0%*	4,428	*0%*	(798)
Téléphone	1,658	*0%*	3,378	*0%*	(1,720)	14,211	*0%*	20,267	*0%*	(6,056)
Frais de representation et d'hote	3,208	*0%*	2,682	*0%*	527	16,293	*0%*	16,089	*0%*	204
Imprimerie et papeterie	4,417	*0%*	4,024	*0%*	393	29,422	*0%*	24,144	*0%*	5,278
La poste	4,306	*0%*	4,672	*0%*	(366)	27,526	*0%*	28,032	*0%*	(506)
Abonnements	1,243	*0%*	1,254	*0%*	(11)	8,745	*0%*	7,524	*0%*	1,221
Frais informatiques	2,377	*0%*	2,760	*0%*	(384)	15,210	*0%*	19,437	*0%*	(4,228)
Frais généraux	1,242	*0%*	1,790	*0%*	(547)	19,005	*0%*	10,739	*0%*	8,267
Reparations d'équipement	2,083	*0%*	2,152	*0%*	(69)	6,272	*0%*	12,912	*0%*	(6,640)
Assurances	2,970	*0%*	3,847	*0%*	(876)	20,933	*0%*	23,080	*0%*	(2,146)
Loyer et charges du bâtiment	25,266	*1%*	25,745	*2%*	(479)	149,645	*1%*	152,068	*2%*	(2,423)
Electricité et gaz	(542)	*0%*	2,798	*0%*	(3,340)	11,290	*0%*	16,790	*0%*	(5,500)
Maintenance du bâtiment	534	*0%*	1,947	*0%*	(1,413)	10,413	*0%*	11,679	*0%*	(1,266)
Location d'équipement	4,374	*0%*	4,632	*0%*	(259)	27,249	*0%*	27,793	*0%*	(545)
Interêts bancaires	5,461	*0%*	6,649	*0%*	(1,189)	31,660	*0%*	39,753	*0%*	(8,093)
Frais bancaires	3,642	*0%*	4,465	*0%*	(824)	22,755	*0%*	26,834	*0%*	(4,080)
Frais professionels et honoraires	19,021	*1%*	16,036	*1%*	2,985	99,327	*1%*	96,098	*1%*	3,230
Contrôle fiscale et comptabilité	1,160	*0%*	1,653	*0%*	(493)	7,315	*0%*	9,919	*0%*	(2,604)
Amortissement	5,532	*0%*	6,018	*0%*	(487)	33,872	*0%*	35,212	*0%*	(1,340)
Impayés	3,206	*0%*	3,206	*0%*	(0)	18,724	*0%*	18,724	*0%*	0
Différences monetaires	(1,971)	*0%*	2,970	*0%*	(4,941)	7,289	*0%*	17,346	*0%*	(10,057)
FRAIS DE GESTION TOTAL	**169,103**	*9%*	178,408	*10%*	(9,305)	**1,090,559**	*9%*	1,072,058	*11%*	18,501
BENEFICE/(PERTE)	**413,631**	*21%*	261,776	*15%*	151,856	**2,563,923**	*22%*	1,405,307	*14%*	1,158,616

WISDOM OF NATURE LTD | **COMPTE D'EXPLOITATION JUIN 2011** | **PAGE 2**

£ euros

	JUIN 2011					CUMULATIF 2011				
	Actuel		Budget		Variance	Actuel		Budget		Variance
	€	%	€	%	€	€	%	€	%	€
Chiffre d'affaire - Angleterre/Irelande	73,024	63%	85,000		(11,976)	521,476	65%	555,000		(33,524)
Chiffre d'affaire - France	42,397	37%	38,000		4,397	286,573	35%	217,000		69,573
Revenu de distribution	0		0		0	0		0		0
Autres revenu	0		0		0	0		0		0
Remises	0		0		0	0		0		0
CHIFFRE D'AFFAIRE	115,421	100%	123,000	100%	(7,579)	808,049	100%	772,000	100%	36,049
COUTS DE REVIENT										
Achats de produits	51,455		58,146		(6,691)	390,101		363,344		26,757
Transport et douane	8,783		12,240		(3,457)	65,085		79,920		(14,835)
Etiquettes, boites/etuis	1,801		2,724		(923)	21,066		16,853		4,213
	62,039	54%	73,110	59%	(11,071)	476,252	59%	460,117	60%	16,135
MARGE BRUTE	53,382	46%	49,890	41%	3,492	331,797	41%	311,883	40%	19,914
FRAIS DE VENTE ET DE DISTRIBUTION										
Transport	6,468	6%	4,111	3%	2,357	29,934	4%	26,470	3%	3,464
Emballage	0	0%	0	0%	0	0	0%	0	0%	0
Assistance commerciale (France)	3,362	3%	1,725	1%	1,637	21,157	3%	10,350	1%	10,807
Force de vente (Angleterre)	13,392	12%	14,979	12%	(1,587)	89,870	11%	95,379	12%	(5,509)
Personnel entrepot	0	0%	0	0%	0	0	0%	0	0%	0
Commissions sur ventes (France et UK)	7,287	6%	7,023	6%	265	65,033	8%	40,485	5%	24,548
	30,509	26%	27,838	23%	2,672	205,994	25%	172,684	22%	33,310
MARGE D'EXPLOITATION	22,873	20%	22,053	18%	820	125,803	16%	139,199	18%	(13,397)
MARKETING										
Salaires et charges sociales	0	0%	0	0%	0	0	0%	0	0%	0
Leaflets and prospectus	575	0%	527	0%	48	4,279	1%	3,323	0%	957
Formation et promotion	1,512	1%	2,895	2%	(1,383)	8,305	1%	16,937	2%	(8,632)
Marketing et salons	3,900	3%	1,690	1%	2,210	20,481	3%	18,955	2%	1,526
	5,987	5%	5,112	4%	875	33,065	4%	39,214	5%	(6,150)
FRAIS DE GESTION										
Salaires et charges sociales	0	0%	0	0%	0	0	0%	0	0%	0
Frais de gestion de La Holdings	0	0%	0	0%	0	0	0%	0	0%	0
Recrutement et formation	0	0%	403	0%	(403)	0	0%	2,415	0%	(2,415)
Frais de deplacement	480	0%	1,996	2%	(1,516)	6,295	1%	11,977	2%	(5,682)
Frais de voiture	487	0%	872	1%	(385)	3,936	0%	5,231	1%	(1,295)
Telephone	62	0%	81	0%	(19)	503	0%	489	0%	14
Frais de representation et d'hote	416	0%	135	0%	281	776	0%	809	0%	(33)
Imprimerie et papeterie	0	0%	270	0%	(270)	125	0%	1,622	0%	(1,497)
La poste	10	0%	58	0%	(48)	109	0%	345	0%	(236)
Abonnements	0	0%	29	0%	(29)	0	0%	173	0%	(173)
Frais informatiques	0	0%	0	0%	0	82	0%	0	0%	82
Frais generaux	35	0%	58	0%	(23)	746	0%	345	0%	401
Reparations et remplacement d'equipment	0	0%	23	0%	(23)	40	0%	138	0%	(98)
Assurances	0	0%	23	0%	(23)	0	0%	138	0%	(138)
Loyer et charges du batiment	0	0%	0	0%	0	0	0%	0	0%	0
Electricite et gaz	0	0%	0	0%	0	0	0%	0	0%	0
Maintenance du bâtiment	0	0%	0	0%	0	0	0%	0	0%	0
Location d'équipement	0	0%	0	0%	0	0	0%	0	0%	0
Interet bancaires	477	0%	243	0%		1,957	0%	1,733	0%	224
Frais bancaires	940	1%	876	1%	63	5,384	1%	5,258	1%	126
Frais professionels et honoraires	3,802	3%	2,409	2%	1,393	18,732	2%	14,456	2%	4,276
Controle fiscale et comptabilite	685	1%	685	1%	(0)	4,110	1%	4,111	1%	(1)
Amortissement	0	0%	0	0%	0	0	0%	0	0%	0
Impayes	270	0%	246	0%	24	1,620	0%	1,544	0%	76
Differences monetaires	55	0%	308	0%	(253)	2,957	0%	1,931	0%	1,026
FRAIS DE GESTION GLOBAL	7,719	7%	8,715	7%	(1,230)	47,372	6%	52,713	7%	(5,341)
BENEFICE NET	9,166	8%	8,226	7%	1,175	45,366	6%	47,272	6%	(1,906)

GROUPE NATURAL DISTRIBUTION — EVOLUTION DU CHIFFRE D'AFFAIRE

SANTE VERTE PAR GAMMES PRINCIPALES	2006 € actuel	2006 % du CA	2007 € actuel	2007 % du CA	2008 € actuel	2008 % du CA	2009 € actuel	2009 % du CA	2010 € actuel	2010 % du CA	2011 € previsionel (actuel juin-11)	2011 % du CA	Changement contre l'année précédente
Diet Horizon *	652,047	8%	855,029	9%	1,530,738	14%	2,017,759	15%	2,283,364	14%	2,871,738	12%	26%
Sante Verte *	586,165	7%	1,038,501	12%	1,688,898	15%	4,292,653	32%	7,246,021	43%	12,409,111	54%	71%
Nature et Soin *					lancement Juin 2009		156,395	1%	346,933	2%	554,455	2%	60%
Jason	177,183	2%	182,670	2%	179,556	2%	155,642	1%	135,496	1%	128,055	1%	-5%
Lily of the Desert	1,568,245	19%	1,389,354	15%	1,563,412	14%	1,412,875	10%	1,328,929	8%	1,453,769	6%	9%
Natures Plus	4,579,410	57%	4,943,248	55%	5,408,083	49%	4,749,162	35%	4,761,376	28%	4,976,398	22%	5%
New Chapter									lancement Mars 2011		69,526	0%	non comparable
Sanotint	369,576	5%	387,179	4%	487,468	4%	563,938	4%	501,549	3%	512,319	2%	2%
Sirop Vital	130,210	2%	134,157	1%	161,087	1%	156,743	1%	134,884	1%	136,110	1%	1%
Autres	32,259	0%	88,388	1%	94,083	1%	38,143	0%	69,483	0%	24,216	0%	
Total	8,095,093	100%	9,018,526	100%	11,113,325	100%	13,543,310	100%	16,808,035	100%	23,135,697	100%	38%
Changement contre l'année precedente			11%		23%		22%		24%		38%		
En proportion du CA total:													
Gammes propres (* Natural Distribution)		15%		21%		29%		48%		59%		68%	
Gammes distributeurs		85%		79%		71%		52%		41%		32%	

PAR SECTEUR	€	% du CA	€	% du CA	€	% du CA	€	% du CA	€	% du CA	€	% du CA	Changement contre 2010
Dietetique et VPC	6,959,536	86%	7,541,795	84%	9,013,768	81%	8,678,237	64%	8,686,910	52%	9,476,634	41%	9%
Pharmacies	585,165	7%	947,783	11%	1,609,603	14%	4,310,187	32%	7,234,058	43%	12,356,919	53%	71%
Export	478,005	6%	461,496	5%	394,553	4%	479,473	4%	820,467	5%	1,219,436	5%	49%
Filiale	92,266	1%	81,536	1%	95,401	1%	75,413	1%	66,600	0%	82,708	0%	24%
Autres	(19,879)	0%	(14,084)	0%	0	0%	0	0%	0	0%	0	0%	
Total	8,095,093	100%	9,018,526	100%	11,113,325	100%	13,543,310	100%	16,808,035	100%	23,135,697	100%	38%

WISDOM OF NATURE LTD

	2006 €	2007 €	2008 €	2009 €	2010 €	2011 €
France (New Chapter)	1,085,346	1,294,692	1,257,079	1,228,145	572,869	509,432
Royaume-Uni et Irlande	958,346	1,026,008	963,513	790,777	974,342	976,948
	2,043,692	2,320,701	2,220,592	2,018,922	1,547,211	1,486,380
Changement contre l'année precedente - France		19%	-3%	-2%	-53%	-11%
Changement contre l'année precedente - Angleterre/Irlande		7%	-6%	-18%	23%	0%

CHIFFRE D'AFFAIRE GROUPE

	2006 €	2007 €	2008 €	2009 €	2010 €	2011 €
Sante Verte Ltd	8,095,093	9,018,526	11,113,325	13,543,310	16,808,035	23,135,697
Wisdom of Nature Ltd	2,043,692	2,320,701	2,220,592	2,018,922	1,547,211	1,486,380
	10,138,785	11,339,227	13,333,917	15,562,232	18,355,246	24,622,077
Changement contre l'année precedente		11.8%	17.6%	16.7%	17.9%	34.1%

Sales by brand and by sales channel 06.11.xls25/07/2011

GROUPE NATURAL DISTRIBUTION

Forecast 2011 - July 26 - 2011
From Nigel Hewton -

	2011 previsionel					
	£/euro =	1.1554				
	Sante Verte	Wisdom of Nature	"Holdings" Unit E	"Properties" Units 3&4	Ajustements a la consolidation	Consolidé
Vente de produits	€23,385.8	€1,486.0	€0.0	€0.0		€24,871.9
Distribution	€0.0	€0.0	€0.0	€0.0		€0.0
Remises	(€37.6)	€0.0	€0.0	€0.0		(€37.6)
Autres revenus	€0.0	€0.0	€174.9	€0.0	(€174.9)	€0.0
Loyer	€0.0	€0.0	€173.3	€46.2	(€173.3)	€46.2
CHIFFRE D'AFFAIRE TOTAL	€23,348.2	€1,486.0	€348.1	€46.2	(€348.1)	€24,880.5
COUTS DE REVIENT						
Achat de produits	€7,746.5	€690.6	€0.0	€0.0		€8,437.1
Transport et douane	€660.6	€131.0	€0.0	€0.0		€791.6
Etiquettes et boites	€620.4	€36.1	€0.0	€0.0		€656.5
	€9,027.5	€857.7	€0.0	€0.0	€0.0	€9,885.2
MARGE BRUTE	€14,320.7	€628.3	€348.1	€46.2	(€348.1)	€14,995.3
FRAIS DE VENTE ET DISTRIBUTION						
Frais de distribution et emballage	€734.1	€52.3	€0.0	€0.0		€786.4
Force de vente (France)	€4,022.5	€31.5	€0.0	€0.0		€4,054.0
Salaires export et force de vente Angleterre	€165.7	€170.2	€0.0	€0.0		€336.0
Personnel entrepot	€342.7	€0.0	€0.0	€0.0		€342.7
Commissions	€152.4	€106.0	€0.0	€0.0		€258.3
	€5,417.4	€360.0	€0.0	€0.0	€0.0	€5,777.4
MARGE D'EXPLOITATION	€8,903.3	€268.4	€348.1	€46.2	(€348.1)	€9,217.9
MARKETING						
Salaires et charges sociales	€299.2	€0.0	€0.0	€0.0		€299.2
Prospectus et catalogues	€148.0	€7.2	€0.0	€0.0		€155.2
Promotion et frais de developpement	€1,138.9	€23.8	€0.0	€0.0		€1,162.6
Marketing et salons	€531.4	€37.7	€0.0	€0.0		€569.0
	€2,117.5	€68.6	€0.0	€0.0	€0.0	€2,186.1
FRAIS DE GESTION						
Salaires et charges sociales	€599.5	€0.0	€165.2	€0.0		€764.7
Frais de gestion de La Holdings	€218.8	€0.0	€0.0	€0.0	(€174.9)	€43.9
Recrutement et formation	€71.8	€2.4	€0.0	€0.0		€74.2
Frais de deplacement et de voitures	€173.9	€27.4	€7.4	€0.0		€208.8
Telephone et fax	€36.1	€1.0	€0.0	€0.0		€37.1
Frais de representation et d'hote	€40.4	€2.4	€0.0	€0.0		€42.9
Imprimerie, papeterie et affranchissement	€108.1	€2.2	€0.0	€0.0		€110.3
Abonnements	€15.8	€0.2	€0.0	€0.0		€15.9
Frais d'informatique	€30.8	€0.1	€0.0	€0.0		€30.9
Frais generaux	€36.4	€1.1	€0.0	€0.0		€37.5
Reparations	€18.3	€0.2	€0.0	€0.0		€18.5
Assurances	€45.7	€0.1	€1.2	€0.0		€47.0
Loyer et charges du batiment	€299.1	€0.0	€0.0	€0.0	(€173.3)	€125.9
Electricite et gaz	€52.7	€0.0	€0.0	€0.0		€52.7
Financement d'equipement	€54.9	€0.0	€0.0	€0.0		€54.9
Frais bancaires et interet	€116.2	€14.3	€28.6	€10.4		€169.6
Frais professionel, conseil et audit	€176.5	€41.4	€17.5	€1.2		€236.5
Amortissement	€79.6	€0.0	€0.0	€0.0		€79.6
Impayes	€40.3	€3.0	€0.0	€0.0		€43.3
Differences monetaires (pertes et gains sur les taux	€17.2	€4.7	€0.0	€0.0		€21.9
FRAIS DE GESTION TOTAL	€2,232.2	€100.5	€219.9	€11.6	(€348.1)	€2,216.0
BENEFICES NET	€4,553.6	€99.3	€128.2	€34.6	€0.0	€4,815.7
DIVIDENDES RECUS			€982.1			€982.1
DIVIDENDES VERSES	(€982.1)		(€1,097.7)			(€2,079.8)
BENEFICES APRES DIVIDENDES (AVANT IMPO	€3,571.5	€99.3	€12.7	€34.6	€0.0	€3,718.1
AJUSTEMENTS EBIT						
Frais financiers						
Interets bancaires	€65.9	£3.6	€0.0	€0.0		€69.6
Interets bancaires - hypotheque	€0.0	€0.0	€25.3	€8.3		€33.6
EBIT	€4,619.5	€102.9	€153.5	€42.9	€0.0	€4,918.9
Amortissement	€79.6	€0.0	€0.0	€0.0		€79.6
EBITDA	€4,699.1	€102.9	€153.5	€42.9	€0.0	€4,998.5

SANTE VERTE LTD

COMPTE D'EXPLOITATION PREVISIONEL 2011

	Jan 11	Fev 11	Mars 11	Avril 11	Mai 11	Juin 11	Juillet 11	Aout 11	Sept 11	Oct 11	Nov 11	Dec 11	Global 2011	% du CA	Actuel 2010	% du CA
	€	€	€	€	€	€	€	€	€	€	€	€	€		€	
Chiffre d'affaire France	1,819,002	1,697,768	2,195,178	1,850,615	1,928,808	1,888,656	1,585,034	1,094,004	2,607,949	1,962,989	1,897,024	1,389,969	21,916,996	94.9%	15,989,257	95.2%
Vente à l'export	32,034	102,931	102,878	71,899	120,499	83,539	100,000	100,000	130,000	150,000	130,000	95,000	1,218,780	5.3%	821,493	4.9%
Distribution	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0.0%
Remises	(2,893)	(2,977)	(2,376)	(2,725)	(2,901)	(2,813)	(3,070)	(2,119)	(5,052)	(3,802)	(3,675)	(2,692)	(37,096)	(0.2%)	(32,511)	(0.2%)
Autres revenu	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	23,514	0.1%
Commissions d'agence	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0.0%
CHIFFRE D'AFFAIRES	1,848,143	1,797,722	2,295,681	1,919,790	2,046,405	1,969,381	1,681,964	1,191,885	2,732,897	2,109,187	2,023,349	1,482,277	23,098,680	100.0%	16,801,752	100.0%
	actuel	actuel	actuel	actuel	actuel	actuel										
COUTS DE REVIENT														% marge		% marge
Achats de produits	573,389	600,903	821,601	613,995	620,690	583,927	585,100	416,139	928,377	723,512	697,318	516,892	7,681,844	33.3%	6,311,059	37.6%
Transport et douane	57,518	53,779	50,571	47,270	69,631	93,241	43,833	34,986	70,524	50,349	49,939	38,658	660,298	2.9%	475,444	2.8%
Etiquettes, étuis et boites	67,537	62,862	21,738	54,894	94,383	68,556	35,248	25,537	58,858	47,284	44,092	31,237	612,226	2.7%	317,790	1.9%
	698,444	717,544	893,910	716,159	784,704	745,724	664,181	476,662	1,057,760	821,144	791,349	586,787	8,954,368	38.8%	7,104,293	42.3%
MARGE BRUT	1,149,699	1,080,177	1,401,770	1,203,630	1,261,702	1,223,657	1,017,783	715,223	1,675,138	1,288,043	1,232,001	895,489	14,144,312	61.2%	9,697,459	57.7%
	62.2%	60.1%	61.1%	62.7%	61.7%	62.1%	60.5%	60.0%	61.3%	61.1%	60.9%	60.4%	61.2%			
FRAIS DE DISTRIBUTION ET DE VENTES																
Livraison	44,250	49,260	59,238	52,367	53,695	54,973	49,329	34,940	80,157	61,807	59,312	43,455	642,784	2.8%	493,334	2.9%
Emballage	4,655	5,939	6,390	6,618	7,943	6,361	6,760	4,788	10,985	8,471	8,129	5,955	82,995	0.4%	67,611	0.4%
Force de vente (France)	288,237	297,526	318,717	352,764	360,776	334,203	308,545	260,102	432,037	370,719	358,680	300,996	3,983,302	17.2%	3,076,997	18.3%
Salaires export	9,384	12,944	11,964	8,754	11,302	7,282	16,331	17,595	17,087	18,904	17,786	16,415	165,750	0.7%	130,707	0.8%
Personnel entrepôt	28,942	24,043	28,289	28,821	28,272	27,991	29,391	29,391	29,391	29,391	29,391	29,391	342,705	1.5%	304,132	1.8%
Commissions	14,731	16,092	11,608	18,289	16,991	12,630	10,121	6,793	15,250	10,467	10,953	8,803	152,729	0.7%	153,313	0.9%
	390,199	405,803	436,206	467,614	478,979	443,441	420,478	353,611	584,908	499,760	484,252	405,015	5,370,265	23.2%	4,226,094	25.2%
MARGE D'EXPLOITATION	759,500	674,374	965,564	736,016	782,723	780,216	597,305	361,613	1,090,230	788,283	747,749	490,474	8,774,047	38.0%	5,471,365	32.6%
	42.2%	29.4%	50.3%	36.0%	39.7%	46.4%	50.1%	13.2%	51.7%	39.0%	50.4%	2.1%	38.0%			
MARKETING																
Salaires et charges sociales	21,805	19,538	21,329	25,255	27,625	27,287	26,065	26,065	26,065	26,065	26,065	26,065	299,229	1.3%	315,879	1.9%
Prospectus et catalogues	10,393	8,919	10,948	6,004	16,906	11,538	12,202	8,426	20,140	15,187	14,646	10,699	146,009	0.6%	118,831	0.7%
Promotion et frais de dévèlopement	94,308	83,126	89,230	91,408	115,379	102,728	78,913	55,119	134,909	105,041	98,550	69,417	1,118,128	4.8%	779,230	4.6%
Marketing et salons	30,834	18,616	34,024	85,232	35,038	55,926	38,200	29,450	39,200	94,200	39,200	31,450	531,370	2.3%	339,661	2.0%
	157,340	130,199	155,531	207,899	194,949	197,480	155,381	119,059	220,314	240,493	178,461	137,631	2,094,735		1,553,600	
FRAIS DE GESTION																
Salaires et charges sociales	42,880	47,673	40,438	47,132	45,928	45,787	47,272	47,272	47,272	47,272	47,272	93,272	599,473	2.6%	492,232	2.9%
Frais de gestion de La Holdings	15,282	16,584	18,987	17,253	13,568	14,730	13,340	13,340	13,340	13,340	13,340	55,663	218,767	0.9%	200,634	1.2%
Recrutement et formation du personnel	3,965	10,086	6,367	15,668	5,681	7,237	3,795	3,795	3,795	3,795	3,795	3,795	71,773	0.3%	39,929	0.2%
Frais de déplacement	10,056	11,889	17,893	20,477	23,086	11,126	11,899	11,899	11,899	11,899	11,899	11,899	165,918	0.7%	137,762	0.8%
Frais de voiture	710	103	591	596	594	1,036	733	733	733	733	733	733	8,025	0.0%	7,711	0.0%
Telephone	2,279	3,173	2,547	2,583	1,972	1,658	3,643	3,643	3,643	3,643	3,643	3,643	36,071	0.2%	36,150	0.2%
Frais de representation et d'hote	3,783	2,381	1,031	3,920	1,969	3,208	2,678	2,678	2,678	2,678	2,678	10,728	40,407	0.2%	30,652	0.2%
Imprimerie et papeterie	4,218	6,191	5,446	4,740	4,409	4,417	4,065	4,065	4,065	4,065	4,065	4,065	53,811	0.2%	44,795	0.3%
La poste	3,450	4,195	5,646	4,042	5,886	4,306	4,462	4,462	4,462	4,462	4,462	4,462	54,295	0.2%	46,951	0.3%
Abonnements	1,052	1,047	2,102	1,456	1,844	1,243	1,171	1,171	1,171	1,171	1,171	1,171	15,771	0.1%	15,655	0.1%
Frais informatique	1,950	2,097	1,915	4,919	1,950	2,376	2,597	2,597	2,597	2,597	2,603	2,603	30,803	0.1%	28,845	0.2%
Frais generaux	3,900	4,336	769	6,073	1,488	1,435	1,636	1,636	1,636	1,636	1,636	10,261	36,442	0.2%	22,565	0.1%
Reparations et renouvellement d'equipment	525	1,374	231	663	1,395	2,083	2,002	2,002	2,002	2,002	2,002	2,002	18,283	0.1%	18,520	0.1%
Assurances	3,083	4,917	2,907	3,608	3,448	2,970	4,062	4,062	4,062	4,062	4,062	4,500	45,744	0.2%	34,322	0.2%
Loyer et charges du batiment	24,795	24,437	24,699	23,188	27,260	25,266	24,917	24,917	24,917	24,917	24,917	24,917	299,144	1.3%	280,143	1.7%
Electricité et chauffage	2,756	2,655	2,659	1,997	1,764	(542)	2,837	2,837	2,837	2,837	2,837	2,837	28,309	0.1%	22,679	0.1%
Maintenance de la propriété	2,346	1,294	2,664	1,409	2,165	534	4,724	1,849	1,849	1,849	1,849	1,849	24,383	0.1%	21,398	0.1%
Location d'equipment	4,982	4,455	4,475	4,486	4,478	4,374	4,615	4,615	4,615	4,615	4,615	4,615	54,942	0.2%	58,186	0.3%
Interets bancaires	6,089	3,841	4,448	6,211	5,609	5,460	6,179	4,727	5,188	6,812	6,352	4,976	65,893	0.3%	82,678	0.5%
Frais bancaires	3,446	4,987	4,598	2,533	3,548	3,642	4,528	4,727	4,661	4,436	4,497	4,686	50,287	0.2%	44,900	0.3%
Frais professionels et honoraires	8,700	12,476	23,736	18,720	16,628	19,021	11,120	11,120	9,120	9,120	9,120	9,120	158,001	0.7%	139,033	0.8%
Controle fiscale et comptabilité	1,140	1,533	1,725	1,493	266	1,160	1,859	1,859	1,859	1,859	1,859	1,859	18,473	0.1%	16,060	0.1%
Amortissement	5,720	5,779	5,839	5,585	5,417	5,532	7,228	7,576	7,636	7,695	7,755	7,815	79,577	0.3%	86,653	0.5%
Impayés	3,076	2,754	3,316	3,236	3,137	3,206	3,170	2,188	5,216	3,926	3,794	2,780	39,797	0.2%	39,840	0.2%
Différences monetaires	1,477	1,131	1,121	(873)	6,403	(11,971)	2,933	2,024	4,825	3,632	3,510	2,572	16,785	0.1%	32,608	0.2%
FRAIS DE GESTION GLOBAL	161,660	181,387	186,152	201,114	189,892	159,292	177,465	171,793	176,078	175,053	174,467	276,823	2,231,176	9.7%	1,980,902	11.8%
BENEFICES/(PERTES) NET	440,500	362,788	623,881	327,004	397,882	423,444	264,460	70,760	693,838	372,737	394,821	76,020	4,448,135	19.3%	1,936,863	11.5%
	23.8%	20.2%	27.2%	17.0%	19.4%	21.5%	15.7%	5.9%	25.4%	17.7%	19.5%	5.1%	19.3%			
BENEFICES/(PERTES) NET CUMULATIF	440,500	803,288	1,427,170	1,754,174	2,152,056	2,575,500	2,839,960	2,910,720	3,604,557	3,977,294	4,372,115	4,448,135				

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WISDOM OF NATURE

COMPTE D'EXPLOITATION PREVISIONEL 2011

	Jan 11	Fev 11	Mars 11	Avril 11	Mai 11	Juin 11	Juillet 11	Aout 11	Sept 11	Oct 11	Nov 11	Dec 11	Global 2011	% du CA	2010	% du CA
	€	€	€	€	€	€	€	€	€	€	€	€	€		€	
Chiffre d'affaire Royaume-Uni et Irlande	79,482	93,220	95,346	103,246	77,158	73,024	70,000	60,000	95,000	88,000	80,000	65,000	**979,476**	*65.9%*	972,625	*62.9%*
Chiffre d'affaire France	49,255	44,616	56,092	43,115	51,097	42,397	35,000	30,000	45,000	40,000	38,000	32,000	**506,573**	*34.1%*	572,499	*37.1%*
Distribution	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Autres revenus	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	(18)	*(0.0%)*
Commissions d'agence	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
CHIFFRE D'AFFAIRE	**128,738**	**137,835**	**151,438**	**146,361**	**128,255**	**115,421**	**105,000**	**90,000**	**140,000**	**128,000**	**118,000**	**97,000**	**1,486,048**	*100.0%*	1,545,106	*100.0%*
	actuel	actuel	actuel	actuel	actuel	actuel	previsionel	previsionel	previsionel	previsionel	previsionel	previsionel				
FRAIS DE REVIENT														*% marge*		*% marge*
Achats de produits	58,103	72,171	73,777	78,107	56,488	51,455	46,610	39,951	62,015	56,609	52,275	43,032	**690,594**	*46.5%*	699,858	*45.3%*
Transport et douane	14,865	11,115	16,124	4,939	9,259	8,783	10,080	8,640	13,680	12,672	11,520	9,360	**131,037**	*8.8%*	129,836	*8.4%*
Etiquettes, etuis et boites	1,219	0	6,087	3,967	7,992	1,800	2,334	2,001	3,093	2,815	2,608	2,153	**36,069**	*2.4%*	30,851	*2.0%*
	74,187	**83,286**	**95,988**	**87,013**	**73,739**	**62,038**	**59,024**	**50,592**	**78,788**	**72,096**	**66,403**	**54,545**	**857,699**	*57.7%*	860,545	*55.7%*
MARGE BRUT	**54,550**	**54,549**	**55,450**	**59,348**	**54,517**	**53,383**	**45,976**	**39,408**	**61,212**	**55,904**	**51,597**	**42,455**	**628,349**	*42.3%*	684,561	*44.3%*
	42.4%	*39.6%*	*36.6%*	*40.5%*	*42.5%*	*46.3%*	*43.8%*	*43.8%*	*43.7%*	*43.7%*	*43.7%*	*43.8%*	*42.3%*			
FRAIS DE DISTRIBUTION ET DE VENTES																
Livraison	4,228	4,323	5,491	4,491	4,933	6,468	3,430	2,940	4,625	4,264	3,896	3,179	**52,268**	*3.5%*	48,573	*3.1%*
Emballage	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Gestion de la force de vente (France)	6,512	1,535	4,258	3,539	1,950	3,362	1,725	1,725	1,725	1,725	1,725	1,725	**31,506**	*2.1%*	72,458	*4.7%*
Force de vente (Angleterre)	14,670	15,681	15,029	16,341	14,757	13,392	13,035	12,466	14,457	14,059	13,604	12,750	**170,241**	*11.5%*	180,262	*11.7%*
Personnel entrepot	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	26,731	*1.7%*
Commissions	8,575	8,693	10,249	8,369	21,860	7,287	6,573	5,823	8,073	7,323	7,023	6,123	**105,968**	*7.1%*	110,624	*7.2%*
	33,985	**30,232**	**35,027**	**32,740**	**43,500**	**30,509**	**24,762**	**22,953**	**28,880**	**27,371**	**26,247**	**23,777**	**359,983**	*24.2%*	438,646	*28.4%*
MARGE D'EXPLOITATION	**20,566**	**24,317**	**20,423**	**26,608**	**11,016**	**22,874**	**21,213**	**16,454**	**32,332**	**28,534**	**25,349**	**18,678**	**268,365**	*18.1%*	245,915	*15.9%*
	16.0%	*17.6%*	*13.5%*	*18.2%*	*8.6%*	*19.8%*	*20.2%*	*18.3%*	*23.1%*	*22.3%*	*21.5%*	*19.3%*	*18.1%*			
MARKETING																
Salaires et charges sociales	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	16,877	*1.1%*
Prospectus et catalogues	1,063	228	1,357	1,056	0	574	448	384	599	548	504	414	**7,175**	*0.5%*	5,907	*0.4%*
Promotion et frais de developpement	57	1,296	1,120	2,818	1,502	1,513	2,365	2,027	3,209	2,973	2,702	2,196	**23,776**	*1.6%*	(6,099)	*(0.4%)*
Marketing et salons	989	3,631	3,507	6,459	1,896	3,900	1,690	1,190	9,835	1,690	1,690	1,190	**37,667**	*2.5%*	40,879	*2.6%*
	2,108	**5,155**	**5,984**	**10,333**	**3,398**	**5,987**	**4,503**	**3,601**	**13,643**	**5,211**	**4,897**	**3,800**	**68,619**	*4.6%*	57,564	*3.7%*
FRAIS DE GESTION																
Salaires et charges sociales	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Frais de gestion de La Holdings	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	23,514	*1.5%*
Recrutement et formation	0	0	0	0	0	0	403	403	403	403	403	403	**2,415**	*0.2%*	0	*0.0%*
Frais de deplacement	55	2,544	1,764	1,134	318	480	1,996	1,996	1,996	1,996	1,996	1,996	**18,273**	*1.2%*	18,766	*1.2%*
Frais de voiture	365	955	693	495	941	487	872	872	872	872	872	872	**9,167**	*0.6%*	8,353	*0.5%*
Telephone	200	61	43	83	54	62	81	81	81	81	81	81	**992**	*0.1%*	774	*0.1%*
Frais de representation et d'hote	0	294	4	18	44	416	135	135	135	135	135	997	**2,447**	*0.2%*	1,038	*0.1%*
Imprimerie et papeterie	33	38	8	16	31	0	270	270	270	270	270	270	**1,747**	*0.1%*	1,117	*0.1%*
La poste	0	81	0	7	11	10	58	58	58	58	58	58	**455**	*0.0%*	217	*0.0%*
Abonnements	0	0	0	0	0	0	29	29	29	29	29	29	**173**	*0.0%*	(31)	*(0.0%)*
Frais d'informatique	82	0	0	0	0	0	0	0	0	0	0	0	**82**	*0.0%*	0	*0.0%*
Frais generaux	119	366	21	180	25	35	58	58	58	58	58	58	**1,091**	*0.1%*	1,081	*0.1%*
Reparations et renouvellement d'equipment	0	0	0	0	40	0	23	23	23	23	23	23	**178**	*0.0%*	0	*0.0%*
Assurances	0	0	0	0	0	0	23	23	23	23	23	23	**138**	*0.0%*	0	*0.0%*
Loyer et charges du batiment	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Electricity et gaz	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Interets bancaires	494	190	246	652	(103)	477	330	249	240	295	303	262	**3,634**	*0.2%*	2,329	*0.2%*
Frais bancaires	494	752	701	1,371	1,126	939	876	876	876	876	876	876	**10,641**	*0.7%*	11,910	*0.8%*
Frais professionels et honoraires	2,343	2,357	2,860	5,113	2,257	3,802	2,409	2,409	2,409	2,409	2,409	2,409	**33,187**	*2.2%*	28,600	*1.9%*
Controle fiscale et comptabilite	685	685	685	685	685	686	685	685	685	685	685	685	**8,222**	*0.6%*	6,932	*0.4%*
Amortissement	0	0	0	0	0	0	0	0	0	0	0	0	**0**	*0.0%*	0	*0.0%*
Impayes	270	270	270	270	270	270	210	180	280	256	236	194	**2,976**	*0.2%*	(3,161)	*(0.2%)*
Differences monetaires	972	446	(513)	2,406	(409)	56	263	225	350	320	295	243	**4,652**	*0.3%*	31,953	*2.1%*
FRAIS DE GESTION GLOBAL	**6,112**	**9,039**	**6,782**	**12,430**	**5,289**	**7,720**	**8,720**	**8,571**	**8,788**	**8,788**	**8,751**	**9,479**	**100,469**	*6.8%*	133,390	*8.6%*
BENEFICES/(PERTES) NET	**12,346**	**10,123**	**7,657**	**3,844**	**2,329**	**9,167**	**7,991**	**4,283**	**9,902**	**14,535**	**11,702**	**5,400**	**99,278**	*6.7%*	54,961	*3.6%*
	9.6%	*7.3%*	*5.1%*	*2.6%*	*1.8%*	*7.9%*	*7.6%*	*4.8%*	*7.1%*	*11.4%*	*9.9%*	*5.6%*	*6.7%*		*3.6%*	
BENEFICES/(PERTES) NET CUMULATIF	**12,346**	**22,469**	**30,126**	**33,970**	**36,299**	**45,466**	**53,457**	**57,740**	**67,641**	**82,177**	**93,878**	**99,278**				