SANTE VERTE LTD — CHIFFRE D'AFFAIRE 2009

PAR GAMME

	Jan-09	Fev-09	Mar-09	Avr-09	Mai-09	Juin-09	Juil-09	Aout-09	Sep-09	Oct-09	Nov-09	Dec-09	Global 2009	% du CA	2008	changement
	€	€	€	€	€	€	€	€	€	€	€	€	€		€	%
Diet Horizon	171,725	160,561	162,756	178,649	147,297	162,427	127,586	123,977	232,780	225,288	182,368	142,345	2,017,759	14.9%	1,530,738	32%
Sante Verte	232,843	258,782	346,288	371,404	332,487	393,312	369,870	233,419	475,937	575,355	386,247	316,709	4,292,653	31.7%	1,688,898	154%
Nature et Soin						52,778	6,989	5,289	28,094	27,615	20,227	15,403	156,395	1.2%	0	nouveauté
Mint E Health													0	0.0%	15,697	cessation
Eco Cosmetics	342	103	100	535	3,591	161	61						4,893	0.0%	47,643	cessation
Jason	16,318	12,925	11,090	10,674	11,074	17,211	12,909	8,006	18,076	12,904	16,289	8,166	155,642	1.1%	179,556	(13%)
Lily of the Desert	104,518	114,014	130,384	135,532	96,001	137,252	122,614	82,177	196,100	103,809	113,444	77,030	1,412,875	10.4%	1,563,412	(10%)
Natures Plus	591,117	455,593	457,524	472,550	486,421	426,913	260,634	182,544	400,196	440,569	320,936	254,165	4,749,162	35.1%	5,408,083	(12%)
New Chapter													0	0.0%	8,712	cessation
Sanotint	38,187	107,947	45,245	42,296	37,238	43,880	44,815	34,143	54,991	41,240	39,792	34,164	563,938	4.2%	487,468	16%
Sirop Vital	20,353	5,839	13,277	26,916	17,950	9,703	7,159	6,858	15,604	18,193	5,643	9,248	156,743	1.2%	161,087	(3%)
Autres	4,552	216	1,484	1,109	4,955	4,008	2,850	1,143	1,889	5,771	2,135	3,138	33,250	0.2%	22,031	n/a
Total	1,179,955	1,115,980	1,168,148	1,239,665	1,137,014	1,247,645	955,487	677,556	1,423,667	1,450,744	1,087,081	860,368	13,543,310	100.0%	11,113,325	22%
Comparaison mensuelle contre l'annee precedente	26.5%	18.5%	35.9%	31.6%	24.9%	34.4%	6.7%	10.4%	15.7%	27.8%	21.8%	3.4%				
Comparaison cumulatif contre l'annee precedente	26.5%	22.5%	26.7%	28.0%	27.4%	28.6%	25.5%	24.2%	22.9%	23.5%	23.4%	21.9%				

PAR SECTEUR

	Jan-09	Fev-09	Mar-09	Avr-09	Mai-09	Juin-09	Juil-09	Aout-09	Sep-09	Oct-09	Nov-09	Dec-09	Global 2009	% du CA	2008	changement
	€	€	€	€	€	€	€	€	€	€	€	€	€		€	%
Dietetique et VPC	797,685	712,141	695,871	748,754	698,434	686,922	439,736	354,617	792,079	688,997	579,123	450,584	7,644,943	56.4%	7,980,868	(4%)
Grands Comptes	102,470	118,495	92,286	85,305	62,793	85,101	87,857	65,157	101,806	122,601	64,950	44,473	1,033,294	7.6%	1,032,900	0%
Dietetique (secteur entier)	900,155	830,636	788,157	834,059	761,227	772,023	527,593	419,774	893,885	811,598	644,073	495,057	8,678,237	64.1%	9,013,768	(4%)
Pharmacies	231,029	255,600	331,651	364,659	304,316	433,256	367,943	210,123	500,365	597,021	389,868	324,356	4,310,187	31.8%	1,609,603	168%
Export	30,402	19,128	47,084	36,707	66,715	37,994	55,427	43,340	22,834	35,807	46,107	37,928	479,473	3.5%	394,553	22%
Filiale	18,369	10,616	1,256	4,240	4,756	4,372	4,524	4,319	6,583	6,318	7,033	3,027	75,413	0.6%	95,401	(21%)
Autres	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	
Total	1,179,955	1,115,980	1,168,148	1,239,665	1,137,014	1,247,645	955,487	677,556	1,423,667	1,450,744	1,087,081	860,368	13,543,310	100.0%	11,113,325	22%

WISDOM OF NATURE LTD — CHIFFRE D'AFFAIRE 2009

	Jan-09	Fev-09	Mar-09	Avr-09	Mai-09	Juin-09	Juil-09	Aout-09	Sep-09	Oct-09	Nov-09	Dec-09	Global 2009	% du CA	2008	changement
	€	€	€	€	€	€	€	€	€	€	€	€	€		€	%
France	104,020	101,238	107,949	123,436	90,561	118,501	78,213	101,544	143,734	115,511	68,548	74,890	1,228,145	60.8%	1,257,079	(2%)
Angleterre et Irelande	64,626	70,495	59,910	81,266	57,203	74,768	66,631	58,783	87,968	56,605	56,339	56,184	790,777	39.2%	963,513	(18%)
	168,646	171,733	167,859	204,702	147,764	193,269	144,844	160,327	231,702	172,116	124,887	131,074	2,018,922	100.0%	2,220,592	(9%)
Comparaison cumulatif contre l'annee precedente																
France	-12%	-1%	4%	2%	2%	2%	1%	4%	5%	1%	-1%	-2%				
Angleterre et Irelande	-30%	-19%	-24%	-20%	-24%	-21%	-19%	-18%	-18%	-18%	-18%	-18%				

CHIFFRE D'AFFAIRE GROUPE 2009

	Jan-09	Fev-09	Mar-09	Avr-09	Mai-09	Juin-09	Juil-09	Aout-09	Sep-09	Oct-09	Nov-09	Dec-09	Global 2009	2008	changement
	€	€	€	€	€	€	€	€	€	€	€	€	€	€	%
Sante Verte Ltd	1,179,955	1,115,980	1,168,148	1,239,665	1,137,014	1,247,645	955,487	677,556	1,423,667	1,450,744	1,087,081	860,368	13,543,310	11,113,325	22%
Wisdom of Nature Ltd	168,646	171,733	167,859	204,702	147,764	193,269	144,844	160,327	231,702	172,116	124,887	131,074	2,018,922	2,220,592	(9%)
	1,348,601	1,287,713	1,336,007	1,444,367	1,284,778	1,440,914	1,100,331	837,883	1,655,369	1,622,860	1,211,968	991,442	15,562,232	13,333,917	17%
Comparaison cumulatif contre l'annee precedente															
Sante Verte	26%	22%	27%	28%	27%	29%	26%	24%	23%	24%	23%	22%			
Wisdom of Nature	-20%	-9%	-9%	-8%	-10%	-8%	-8%	-6%	-5%	-7%	-8%	-9%			
Global	18%	17%	21%	22%	21%	22%	20%	19%	18%	18%	18%	17%			

SANTE VERTE LTD

CHIFFRE D'AFFAIRE PREVISIONEL 2010
BUDGET SALES 2010

CHIFFRE D'AFFAIRE PAR MOIS

	Dietetique	Grands Comptes	Pharmacies	Export	filiale	Total	% du CA annuel	Dietetique	Grands Comptes	Pharmacies	Export	Filiale	Total
	€000	€000	€000	€000	€000	€000		Pourcentage du CA global par mois					
Janvier	867.0		475.0	50.0	8.0	1,400.0	8.1%	61.9%		33.9%	3.6%	0.6%	100.0%
Fevrier	807.5		513.0	60.0	7.0	1,387.5	8.0%	58.2%		37.0%	4.3%	0.5%	100.0%
Mars	799.0		617.5	90.0	8.0	1,514.5	8.7%	52.8%		40.8%	5.9%	0.5%	100.0%
Avril	871.3		608.0	100.0	8.0	1,587.3	9.1%	54.9%		38.3%	6.3%	0.5%	100.0%
Mai	799.0		608.0	100.0	8.0	1,515.0	8.7%	52.7%		40.1%	6.6%	0.5%	100.0%
Juin	837.3	inclus	636.5	100.0	8.0	1,581.8	9.1%	52.9%		40.2%	6.3%	0.5%	100.0%
Juillet	578.0		465.5	70.0	5.0	1,118.5	6.4%	51.7%		41.6%	6.3%	0.4%	100.0%
Aout	463.3		342.0	60.0	4.0	869.3	5.0%	53.3%		39.3%	6.9%	0.5%	100.0%
Septembre	990.3		845.5	110.0	8.0	1,953.8	11.2%	50.7%		43.3%	5.6%	0.4%	100.0%
Octobre	909.5		769.5	110.0	8.0	1,797.0	10.3%	50.6%		42.8%	6.1%	0.4%	100.0%
Novembre	714.0		655.5	100.0	7.0	1,476.5	8.5%	48.4%		44.4%	6.8%	0.5%	100.0%
Decembre	629.0		494.0	60.0	5.0	1,188.0	6.8%	52.9%		41.6%	5.1%	0.4%	100.0%
Total 2010 - Euros	€9,265.0	€0.0	€7,030.0	€1,010.0	€84.0	€17,389.0	100.0%	53.3%		40.4%	5.8%	0.5%	100.0%
Total 2010 - Sterling	£8,422.7	£0.0	£6,390.9	£918.2	£76.4	£15,808.2							
Augmentation prevue du chiffre d'affaire (euros)	6.8%		63.1%	110.7%	11.4%	28.4%							
Augmentation prevue du chiffre d'affaire (sterling)	8.1%		66.3%	116.9%	13.0%	30.4%							

EVOLUTION DU CHIFFRE D'AFFAIRE CONTRE L'ANNEE PRECEDENTE

	Dietetique (inclus grands comptes)			nombre de	2010	Pharmacies			nombre de	2010	Export		
	2010	2009	changement	commerciaux en 2010	CA pp	2010	2009	changement	commerciaux en 2010	CA pp	2010	2009	changement
	€000	€000			€000					€000			
January	867.0	900.2	-3.7%	12	72.3	475.0	231.0	105.6%	16	29.7	50.0	30.4	64.5%
February	807.5	830.6	-2.8%	12	67.3	513.0	255.6	100.7%	16	32.1	60.0	19.1	214.1%
March	799.0	788.2	1.4%	12	66.6	617.5	331.6	86.2%	18	34.3	90.0	47.1	91.1%
April	871.3	834.1	4.5%	12	72.6	608.0	364.6	66.8%	18	33.8	100.0	36.7	172.5%
May	799.0	761.2	5.0%	12	66.6	608.0	304.3	99.8%	18	33.8	100.0	66.7	49.9%
June	837.3	772.0	8.5%	12	69.8	636.5	433.3	46.9%	18	35.4	100.0	38.0	163.2%
July	578.0	527.6	9.6%	12	48.2	465.5	367.9	26.5%	18	25.9	70.0	55.4	26.4%
August	463.3	419.8	10.4%	12	38.6	342.0	210.1	62.8%	18	19.0	60.0	43.3	38.6%
September	990.3	893.9	10.8%	12	82.5	845.5	500.4	69.0%	20	42.3	110.0	22.8	382.5%
October	909.5	811.6	12.1%	12	75.8	769.5	597.0	28.9%	20	38.5	110.0	35.8	207.3%
November	714.0	644.1	10.9%	12	59.5	655.5	389.9	68.1%	20	32.8	100.0	46.1	116.9%
December	629.0	495.1	27.0%	12	52.4	494.0	324.4	52.3%	20	24.7	60.0	37.9	58.3%
	€9,265.0	€8,678.4	6.8%	12	€772.1	€7,030.0	€4,310.1	63.1%	18.3	€382.1	€1,010.0	€479.3	110.7%

CA MOYENNE PAR COMMERCIAL

	Dietetique (inclus grands comptes)			Pharmacies		
	CA	nombre de commerciaux	CA moyen pp	CA	nombre de commerciaux	CA moyen pp
2006	€6,984	10.0	€698	€615	5.5	€112
2007	€7,645	10.8	€708	€961	5.9	€163
2008	€9,004	8.8	€1,023	€1,609	7.6	€212
2009	€8,678	9.5	€914	€4,310	13.0	€332
2010	€9,265	12.0	€772	€7,030	18.3	€383

BENCHMARKING

SANTE VERTE LTD	BUDGET 2010	Global		Dietetique		Pharmacies		Export		Autres
		€000		€000		€000		€000		€000
Turnover	Chiffre d'affaire	€17,345		€9,240		€7,011		€1,010		€84
Gross margin	Marge brute	€9,786	56%	€5,089	55%	€4,367	62%	€323	32%	€7
Logistics (Carriage out)	Transport	€588		€287		€218		€31		€0
Packing	Emballage			€28		€21		€3		€0
Warehouse staff	Personnel entrepot	€314		€168		€127		€18		€0
		€902	5%	€483	5%	€366	5%	€53	5%	€0
Marketing	Prospectus et catalogues	€140		€44		€96		€0		€0
Sales development and promotion	Promotion et frais de developement	€832		€213		€619		€0		€0
Advertising and marketing	Marketing et salons	€298		€151		€126		€21		€0
		€1,270	7%	€408	4%	€841	12%	€21	2%	€0
Sales Force	Force de vente	€3,211		€1,100		€2,111				€0
Commissions (self employed)	Commerciaux travaillant a leur compte propre	€154		€154		€0		€0		€0
Export staff	Force de vente (export)	€129						€129		
		€3,494	20%	€1,255	14%	€2,111	30%	€129	13%	€0
Operating Margin	Marge d'exploitation	€4,119	24%	€2,943	32%	€1,049	15%	€120	12%	€7
Overheads	Frais de gestion	€2,526								
Less marketing costs included above	Moins le marketing declaré ci dessus	(€298)								
Less finance costs	Moins interets bancaires	(€90)								
		€2,137	12%							
Earnings before interest and tax	EBIT	€1,981	11%							

SANTE VERTE LTD	PREVISIONEL 2009	Global		Dietetique		Pharmacies		Export		Autres
		€000		€000		€000		€000		€000
Turnover	Chiffre d'affaire	€13,514		€8,656		€4,293		€479		€85
Gross margin	Marge brute	€7,372	55%	€4,685	54%	€2,522	59%	€146	30%	€19
Logistics (Carriage out)	Transport	€457		€267		€134		€15		€0
Packing	Emballage			€26		€13		€1		€0
Warehouse staff	Personnel entrepot	€260		€168		€82		€10		€0
		€717	5%	€462	5%	€230	5%	€26	5%	€0
Marketing	Prospectus et catalogues	€95		€41		€54		€0		(€0)
Sales development and promotion	Promotion et frais de developement	€463		€132		€335		€0		(€4)
Advertising and marketing	Marketing et salons	€397		€195		€179		€9		€14
		€954	7%	€368	4%	€567	13%	€9	2%	€11
Sales Force	Force de vente	€2,402		€1,057		€1,346				€0
Commissions (self employed)	Commerciaux travaillant a leur compte propre	€173		€173		€1		€0		€0
Export staff	Force de vente (export)	€64						€64		
		€2,639	20%	€1,230	14%	€1,346	31%	€64	13%	€0
Operating Margin	Marge d'exploitation	€3,061	18%	€2,626	28%	€378	5%	€47	5%	€8
Overheads	Frais de gestion	€2,351								
Less marketing costs included above	Moins le marketing declaré ci dessus	(€397)								
Less finance costs	Moins interets bancaires	(€70)								
		€1,883	14%							
Earnings before interest and tax	EBIT	€1,177	9%							