

**SERVICE LINE INCOME AND EXPENDITURE SUMMARY**

Jul-15

<b>ACTUAL</b>	<b>STORES</b>	<b>DIRECTS</b>	<b>ENERGY</b>	<b>PROCUREMENT</b>	<b>TOTAL</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
STORES	17,428	0	0	0	17,428
DIRECT	0	6,601	0	0	6,601
GAS	0	0	6,787	0	6,787
CATALOGUE ADVERTISING	552	236	0	0	788
REBATE INCOME	138	0	346	1,002	1,486
MISCELLANEOUS INCOME	16	0	1	7	23
Total Sales	18,133	6,837	7,134	1,009	33,113
Less Cost of Sales	13,094	5,834	6,666	0	25,594
Surplus on Trading Account	5,039	1,003	468	1,009	7,519
Wages and Salaries	1,206	189	121	440	1,956
Agency Costs	490	0	0	0	490
Other Expenses	628	19	11	44	702
Transport	762	0	0	0	762
Operating Surplus	1,954	796	335	525	3,610
%	10.8%	11.6%	4.7%	52.0%	10.9%
<b>Contribution to Central Costs</b>					
Finance and IT	259	173	29	115	575
Marketing	585	390	65	260	1,300
Directorate	108	108	21	112	349
Net Surplus	1,001	125	221	38	1,385
	5.5%	1.8%	3.1%	3.8%	4.2%
Check Balance					0

<b>BUDGET</b>	<b>STORES</b>	<b>DIRECTS</b>	<b>ENERGY</b>	<b>PROCUREMENT</b>	<b>TOTAL</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
STORES	17,878	0	0	0	17,878
DIRECT	0	6,352	0	0	6,352
GAS	0	0	5,634	0	5,634
CATALOGUE ADVERTISING	539	231	0	0	770
REBATE INCOME	0	0	211	762	973
MISCELLANEOUS INCOME	35	0	0	15	50
Total Sales	18,452	6,583	5,846	777	31,657
Less Cost of Sales	13,197	5,621	5,534	0	24,352
Surplus on Trading Account	5,254	962	312	777	7,305
Wages and Salaries	1,321	216	135	504	2,176
Agency Costs	307	0	0	0	307
Other Expenses	629	32	13	75	749
Transport	641	0	0	0	641
Operating Surplus	2,356	714	164	198	3,432
%	12.8%	10.8%	2.8%	25.5%	10.8%
<b>Contribution to Central Costs</b>					
Finance and IT	282	188	31	125	627
Marketing	567	378	63	252	1,261
Directorate	108	108	21	112	349
Net Surplus	1,399	39	48	-291	1,196
	7.6%	0.6%	0.8%	-37.4%	3.8%
Check Balance					0

<b>ACTUAL V BUDGET VARIANCE</b>	<b>STORES</b>	<b>DIRECTS</b>	<b>ENERGY</b>	<b>PROCUREMENT</b>	<b>TOTAL</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
STORES	-450	0	0	0	-450
DIRECT	0	249	0	0	249
GAS	0	0	1,153	0	1,153
CATALOGUE ADVERTISING	13	5	0	0	18
REBATE INCOME	138	0	135	240	513
MISCELLANEOUS INCOME	-19	0	1	-8	-27
Total Sales	-319	254	1,289	232	1,456
Less Cost of Sales	-103	213	1,132	0	1,242
Surplus on Trading Account	-215	41	156	232	214
Wages and Salaries	115	27	13	64	220
Agency Costs	-183	0	0	0	-183
Other Expenses	1	13	2	31	47
Transport	-121	0	0	0	-121
Operating Surplus	-403	82	172	327	178
%					
<b>Contribution to Central Costs</b>					
Finance and IT	23	15	3	10	51
Marketing	-18	-12	-2	-8	-40
Directorate	0	0	0	0	-1
Net Surplus	-398	85	172	329	189

**EASTERN SHIRES PURCHASING ORGANISATION****CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT****Jul-15****Cash Flow from 01/4/2014 to****Jul-15**

<b>31st March 2015</b>				
<u>£</u>	<u>£</u>		<u>£</u>	<u>£</u>
	10,774,594	<b><u>FIXED ASSETS :</u></b>		10,774,594
		Net tangible Fixed Assets		
		<b><u>CURRENT ASSETS :</u></b>		
5,392,376		Stocks	6,283,894	
8,172,572		Debtors	10,850,689	
1,360		Cash	560	
1,380,000		Short Term Investments	1,334,000	
	14,946,308	Other Current Assets		18,469,143
		<b><u>CURRENT LIABILITIES :</u></b>		
636,884		Short Term Loan	500,000	
11,504,765		Creditors	11,822,016	
625,893		Other current Liabilities	1,175,886	
-8,391,469	4,376,073	Cash Overdrawn	-6,831,734	6,666,168
	<u>10,570,235</u>	<b><u>NET CURRENT ASSETS</u></b>		<u>11,802,975</u>
		<b><u>LONG TERM LIABILITIES</u></b>		
	8,000,000	Long Term Borrowings		8,000,000
	<u>13,344,829</u>	<b><u>NET ASSETS</u></b>		<u>14,577,569</u>
		<b><u>REPRESENTED BY:</u></b>		
	11,222,789	Usable Reserves		12,455,526
	2,122,042	Unusable Reserves		2,122,042
	<u>13,344,831</u>	Total Reserves		<u>14,577,568</u>
				-1
2.18		Acid Ratio		1.83
31.9		Debtor Days		41.5
59.0		Stock Days		
47.7		Creditor Days		56.0

Surplus	<u>1,238,250</u>
<b><u>AFINIMOFS</u></b>	
Allocations to Maintenance and Equipmer	53,335
Movement in Fixed Assets	0
Movement in Unusable/Earmarked Reser	(58,846)
Total	<u>1,232,739</u>
Movement in Long Term Borrowings	
Payment of Dividend	
Movement in Long Term Items	<u>0</u>
(Increase)/Decrease in Stock	(891,518)
(Increase)/Decrease in Debtors	(2,678,117)
Increase/(Decrease) in Creditors	730,360
Movement in Working Capital	<u>(2,839,275)</u>
Total	<u>(1,606,536)</u>
Movement in Cash Balances	<u>(1,606,535)</u>