## SERVICE LINE INCOME AND EXPENDITURE SUMMARY

Net Surplus

Sei	0-15

ACTUAL	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES DIRECT	24,080 0	0 9,871	0	0	24,080 9,871
GAS	0	0	8,490	0	8,490
CATALOGUE ADVERTISING REBATE INCOME	558 144	239 0	0 378	0 1,555	798 2,077
MISCELLANEOUS INCOME Total Sales	22 24,804	10,110	8,869	9 1,564	32 45,347
Less Cost of Sales	18,077	8,664	8,330	0	35,071
Surplus on Trading Account	6,727	1,446	539	1,564	10,276
Wages and Salaries Agency Costs	2,108 650	514 6	187 0	1,200 13	4,010 669
Other Expenses Transport	889 1,041	215 0	18 0	502 0	1,625 1,041
Operating Surplus %	2,038 8.2%	711 7.0%	333 3.8%	-151 -9.7%	2,931 6.5%
Contribution to Central Costs	0.270	1.070	5.570	0.77	0.070
Finance and IT	394	263	44	175	876
Marketing Directorate	0 165	0 165	0 32	0 170	0 533
Net Surplus	1,479	283	258	-497	1,522
Check Balance	6.0%	2.8%	2.9%	-31.8%	3.4% 0
BUDGET	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	25,204	0	0	0	25,204
DIRECT GAS	0	9,913 0	0 7,771	0	9,913 7,771
CATALOGUE ADVERTISING REBATE INCOME	546 0	234 0	0 211	0 1,492	780 1,703
MISCELLANEOUS INCOME	53	0	0	23	75
Total Sales	25,802	10,147	7,982	1,515	45,446
Less Cost of Sales	18,638	8,773	7,625	0	35,035
Surplus on Trading Account	7,164	1,374	357	1,515	10,411
Wages and Salaries	2,257	569	208	1,328	4,361
Agency Costs Other Expenses	466 936	10 222	0 24	23 519	498 1,702
Transport	962	0	0	0	962
Operating Surplus %	2,544 9.9%	573 5.7%	125 1.6%	-354 -23.4%	2,888 6.4%
Contribution to Central Costs					
Finance and IT	427	285	47	190	948
Marketing Directorate	0 164	0 164	0 32	0 169	0 528
Net Surplus	1,953	125	46	-713	1,412
Check Balance	7.6%	1.2%	0.6%	-47.1%	3.1% 0
ACTUAL V BUDGET VARIANCE	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	-1,124	0	0	0	-1,124
DIRECT GAS	0	-42 0	0 719	0	-42 719
CATALOGUE ADVERTISING REBATE INCOME	12	5 0	0 167	0 63	18
MISCELLANEOUS INCOME	144 -31	0	1	-13	373 -43
Total Sales	-998	-37	887	50	-99
Less Cost of Sales	-561	-109	705	0	36
Surplus on Trading Account	-437	72	181	50	-135
Wages and Salaries	148	55	21	128	351
Agency Costs Other Expenses	-185 47	4 7	0	9 16	-172 77
Transport	-79	0	0	0	-79
Operating Surplus %	-505	137	208	203	43
% Contribution to Central Costs					
<del></del>					
Finance and IT	32	22	4	14	72
Finance and IT Marketing Directorate	32 0 -1	22 0 -1	4 0 0	14 0 -1	72 0 -5

		EASTERN SHIRES PURCHASING ORGANI	SATION			
		CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT Sep-15		Cash Flow from 01/4/2014 to	Sep-15	
31st Ma	rch 2015					
£	£		<u>£</u>	£	Surplus	1,371,083
	10,774,594	FIXED ASSETS : Net tangible Fixed Assets		10,774,594	<u>AFINIMOFS</u>	
		CURRENT ASSETS:			Allocations to Maintenance and Equipment Reserves	80,002
5,392,376		Stocks	5,451,491			
8,172,572		Debtors	11,279,175		Movement in Fixed Assets	0
1,360		Cash	560			
1,380,000	14.946.308	Short Term Investments Other Current Assets	1,162,000	17.893.226	Movement in Unusable/Earmarked Reserves	(58,846)
	,,			,000,220	Total	1,392,239
		CURRENT LIABILITIES :				
636,884		Short Term Loan	500,000		Movement in Long Term Borrowings	
11,504,765		Creditors	9,119,304			
625,893		Other current Liabilities	1,495,107		Payment of Dividend	
-8,391,469	4,376,073	Cash Overdrawn	-5,183,656	5,930,755	Movement in Long Term Items	0
	10,570,235	NET CURRENT ASSETS	_	11,962,471		
	10,010,200	MET GOMMENT MODELLE	-	11,002,111	(Increase)/Decrease in Stock	(59,115)
		LONG TERM LIABILITIES			(11.01.02.00)/2.001.02.00 111.01.00.11	(55,115)
		EGNO TERM EIABIETTEG			(Increase)/Decrease in Debtors	(3,106,603)
	8,000,000	Long Term Borrowings		8,000,000	(microase//Decrease in Debtors	(3,100,003)
	0,000,000	Long Term Borrowings		8,000,000	Increase/(Decrease) in Creditors	(1,653,131)
	13,344,829	NET ASSETS	-	14,737,065	increase/(Decrease) in Creditors	(1,055,151)
•	10,044,020	NET AGGETO	-	14,707,000	Movement in Working Capital	(4,818,849)
		REPRESENTED BY:			moromona in Fronting Suprial	(1,010,015)
					Total	(3,426,610)
	11,222,789	Usable Reserves		12,615,026	•	
					Movement in Cash Balances	(3,426,613)
	2,122,042	Unusable Reserves		2,122,042	•	
	10.011.001	T D	_	44.707.000		(3)
	13,344,831	Total Reserves	_	14,737,068		
				-		
	2.18	Acid Ratio		2.10		
	31.9	Debtor Days		44.0		

47.3

47.7 Creditor Days