

SERVICE LINE INCOME AND EXPENDITURE

Dec-15

ACTUAL	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	32,483	0	0	0	32,483
DIRECT	0	14,646	0	0	14,646
GAS	0	0	13,181	0	13,181
CATALOGUE ADVERTISING	0	0	0	801	801
REBATE INCOME	154	0	600	2,595	3,349
MISCELLANEOUS INCOME	47	0	1	20	68
Total Sales	32,683.3	14,645.7	13,782.1	3,416.0	64,527.1
Less Cost of Sales	24,198	12,817	12,969	0	49,984
Surplus on Trading Account	8,485.3	1,828.8	812.9	3,416.0	14,542.9
Wages and Salaries	3,148	797	301	1,861	6,107
Agency Costs	839	9	0	22	870
Other Expenses	1,298	272	19	635	2,225
Transport	1,463	0	0	0	1,463
Operating Surplus	1,736.6	749.8	492.4	898.3	3,877.0
%	5.3%	5.1%	3.6%	26.3%	6.0%
<u>Contribution to Central Costs</u>					
Finance and IT	602	402	67	268	1,339
Marketing	0	0	0	0	0
Directorate	233	233	45	240	751
Net Surplus	901.2	115.2	380.4	390.1	1,786.9
	2.8%	0.8%	2.8%	11.4%	2.8%
Check Balance					0
BUDGET	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL

	£000	£000	£000	£000	£000
STORES	35,208	0	0	0	35,208
DIRECT	0	14,906	0	0	14,906
GAS	0	0	15,267	0	15,267
CATALOGUE ADVERTISING	0	0	0	835	835
REBATE INCOME	0	0	431	2,528	2,959
MISCELLANEOUS INCOME	79	0	0	34	113
Total Sales	35,287.0	14,905.8	15,698.6	3,396.4	69,287.7
Less Cost of Sales	25,993	13,191	15,022	0	54,206
Surplus on Trading Account	9,294.2	1,714.8	676.6	3,396.4	15,082.0

Wages and Salaries	3,364	882	317	2,059	6,621
Agency Costs	634	14	0	34	683
Other Expenses	1,343	278	41	649	2,311
Transport	1,468	0	0	0	1,468
Operating Surplus	2,484.9	540.0	319.3	655.1	3,999.2
%	7.0%	3.6%	2.0%	19.3%	5.8%

Contribution to Central Costs

Finance and IT	647	431	72	287	1,437
Marketing	0	0	0	0	0
Directorate	217	217	42	224	701
Net Surplus	1,620.7	(108.6)	205.4	143.2	1,860.8
	4.6%	-0.7%	1.3%	4.2%	2.7%
Check Balance					0

	ACTUAL V BUDGET VARIANCE				
	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	(2,725)	0	0	0	(2,725)
DIRECT	0	(260)	0	0	(260)
GAS	0	0	(2,086)	0	(2,086)

CATALOGUE ADVERTISING	0	0	0	(34)	(34)
REBATE INCOME	154	0	168	68	389
MISCELLANEOUS INCOME	(32)	0	1	(14)	(44)
Total Sales	(2,603.6)	(260.0)	(1,916.5)	19.6	(4,760.6)
Less Cost of Sales	(1,795)	(374)	(2,053)	0	(4,221)
Surplus on Trading Account	(808.9)	113.9	136.3	19.6	(539.1)
Wages and Salaries	215	85	15	198	514
Agency Costs	(205)	5	0	12	(188)
Other Expenses	45	6	22	13	85
Transport	5	0	0	0	5
Operating Surplus	(748.3)	209.8	173.1	243.2	(122.2)
%					
<u>Contribution to Central Costs</u>					
Finance and IT	44	30	5	20	99
Marketing	0	0	0	0	0
Directorate	(16)	(16)	(3)	(16)	(50)
Net Surplus	(719.6)	223.8	175.0	246.9	(73.9)

EASTERN SHIRES PURCHASING ORGANISATION					
CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT				Dec-15	Cash Flow from 01/4/2014 to
31st March 2015				Dec-15	
£	£	£	£		
	10,774,594.0				1,438,787.0
FIXED ASSETS :					
		Net tangible Fixed Assets		11,167,083.0	AFINIMOFs
CURRENT ASSETS :					
5,392,376		Stocks	4,897,251		Allocations to Maintenance and Equipment Reserves
8,172,572		Debtors	7,350,194		Movement in Fixed Assets
1,360		Cash	810		Movement in Unusable/Earmarked Reserves
1,380,000		Short Term Investments	0		Total
	14,946,308.0	Other Current Assets		12,248,255.0	
CURRENT LIABILITIES :					
636,884		Short Term Loan	500,000		Movement in Long Term Borrowings
11,504,765		Creditors	7,997,072		Payment of Dividend
625,893		Other current Liabilities	919,981		Movement in Long Term Items
-8,391,469	4,376,073	Cash Overdrawn	-7,835,926	1,581,127	
	10,570,235.0	NET CURRENT ASSETS		10,667,128.0	(Increase)/Decrease in Stock
		LONG TERM LIABILITIES			(Increase)/Decrease in Debtors
8,000,000		Long Term Borrowings		7,500,000	Increase/(Decrease) in Creditors
	13,344,829.0	NET ASSETS		14,334,211.0	Movement in Working Capital
REPRESENTED BY:					
11,222,789		Usable Reserves		11,265,791	Total
2,122,042		Unusable Reserves		3,068,421	Movement in Cash Balances
	13,344,831.0	Total Reserves		14,334,212.0	
				1	
1.41		Acid Ratio		1.61	
31.9		Debtor Days		29.1	
47.7		Creditor Days		43.7	
					(1)