

COMBINED PRELIMINARY RESULTS

	Jul-13			YEAR TO DATE		
	MONTH		PRIOR YEAR	ACTUAL	BUDGET	PRIOR YEAR
	ACTUAL	BUDGET				
	£000	£000	£000	£000	£000	£000
INCOME						
Stores Sales	4,875.7	5,156.2	4,868.0	15,541.5	15,762.7	15,114.0
Less stores Cost of Sales	3,650.9	3,898.2	3,682.0	11,642.6	11,920.7	11,477.0
STORES TRADING SURPLUS	1,224.7	1,258.0	1,186.0	3,898.9	3,842.0	3,637.0
	33.5%	32.3%	32.2%	33.5%	32.2%	31.7%
Rebates from Suppliers	303.3	431.5	390.0	997.9	1,285.3	1,090.0
Margin on Directs & Major Projects	222.1	232.8	242.0	767.2	741.2	878.0
Catalogue Advertising	1.2	2.2	5.0	764.4	882.9	851.0
Other Income	14.2	10.9	8.0	89.3	80.0	94.0
CUSTOMER & CLIENT RECEIPTS	540.7	677.5	645.0	2,618.8	2,989.4	2,913.0
TOTAL INCOME	1,765.5	1,935.5	1,831.0	6,517.7	6,831.4	6,550.0
EXPENDITURE						
EMPLOYEES						
Staff	785.5	824.7	718.0	2,940.9	3,298.0	2,857.0
Agency/Contract	275.1	34.1	79.0	435.9	114.6	260.0
Total	1,060.6	858.8	797.0	3,376.8	3,412.6	3,117.0
OVERHEAD EXPENSES						
Stores	476.1	328.2	349.0	1,320.0	1,258.1	1,358.0
CP	265.6	148.9	162.0	690.3	979.0	647.0
Total	741.8	477.1	511.0	2,010.3	2,237.1	2,005.0
TOTAL EXPENDITURE	1,802.4	1,335.8	1,308.0	5,387.1	5,649.7	5,122.0
TRADING SURPLUS	(36.9)	599.6	523.0	1,130.6	1,181.7	1,428.0

EMPLOYEES NUMBERS (Full-time equivalents):

Stores	158	168	176	159	168	176
Purchasing	92	126	91	88	126	89
Indirects	86	76	83	82	76	82
TOTAL EMPLOYEES	336	370	349	330	370	348
Income per Employee (FTE)	£ 5,262.0	5,229.0	5,249.0	19,773.0	18,457.0	18,816.0
Average Cost per Employee	2,341.0	2,228.0	2,186.0	8,922.0	8,910.0	8,696.0

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