

COMBINED PRELIMINARY RESULTS

01/09/13

Appendix 1

	MONTH			YEAR TO DATE		
	ACTUAL	BUDGET	PRIOR YEAR	ACTUAL	BUDGET	PRIOR YEAR
	£000	£000	£000	£000	£000	£000
INCOME						
Stores Sale	4,262.6	3,886.2	3,863.0	23,695.5	23,298.6	20,410.0
Less stores	3,306.3	2,934.2	2,921.0	17,940.6	17,723.6	15,518.0
STORES T	956.3	952.0	942.0	5,754.9	5,575.0	4,892.0
	28.9%	32.4%	32.2%	32.1%	31.5%	31.5%
Rebates fr	277.9	174.3	200.0	1,778.3	1,674.1	1,685.0
Margin on l	252.2	197.0	383.0	1,086.6	1,167.0	1,377.0
Catalogue	2.4	2.2	12.0	841.0	889.6	873.0
Other Inco	11.7	10.4	35.0	111.5	107.4	82.0
CUSTOME	544.2	383.9	630.0	3,817.5	3,838.2	4,017.0
TOTAL INCOME	1,500.5	1,335.9	1,572.0	9,572.4	9,413.2	8,909.0
EXPENDITURE						
EMPLOYEES						
Staff	829.7	817.0	700.0	4,535.1	4,939.5	4,278.0
Agency/Cc	99.8	33.6	63.0	614.4	171.1	330.0
Total	929.4	850.6	763.0	5,149.4	5,110.5	4,608.0
OVERHEAD EXPENSES						
Stores	348.5	333.9	269.0	1,966.4	1,864.0	1,995.0
CP	130.0	148.2	157.0	1,060.1	1,275.4	1,003.0
Total	478.5	482.1	426.0	3,026.5	3,139.3	2,998.0
TOTAL EXPENDITURE	1,407.9	1,332.7	1,189.0	8,175.9	8,249.9	7,606.0
TRADING SURPLUS	92.6	3.2	383.0	1,396.5	1,163.3	1,303.0

EMPLOYEES NUMBERS (Full-time equivalents):

Stores	163	168	185	160	168	194
Purchasing	101	126	88	98	126	89
Indirects	80	76	62	76	76	62
TOTAL EMF	344	370	335	334	370	345
Income per l	4,366.0	3,609.0	4,693.0	28,676.0	25,431.0	25,789.0
Average Co:	2,414.0	2,207.0	2,090.0	13,585.0	13,345.0	12,384.0

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