

COMBINED PRELIMINARY RESULTS	Dec-13		Q4		Full Year 2013/14		
	YEAR TO DATE		FCAST	BUDGET	FCAST	BUDGET	PRIOR YEAR
	ACTUAL	BUDGET					
<b>SALES</b>	£000	£000	£000	£000	£000	£000	£000
STORES	32,428.0	31,625.7	10,170.6	10,628.3	42,598.6	42,254.0	40,316.1
DIRECT	16,931.9	15,776.0	5,356.4	5,356.4	22,288.3	21,132.4	23,296.1
GAS	16,240.2	12,439.3	13,200.4	13,200.4	29,440.6	25,639.7	24,404.2
CATALOGUE ADVERTISING	870.3	894.1	2.2	2.2	872.6	896.3	918.5
REBATE INCOME	2,774.4	2,502.7	1,571.0	1,571.0	4,345.4	4,073.8	4,858.0
MISCELLANEOUS INCOME	158.9	165.7	37.9	37.9	196.9	203.7	278.1
<b>TOTAL SALES</b>	<b>69,403.8</b>	<b>63,403.5</b>	<b>30,338.6</b>	<b>30,796.3</b>	<b>99,742.4</b>	<b>94,199.8</b>	<b>94,071.0</b>
<b>Cost of Sales</b>							
STORES	24,506.8	23,983.7	7,718.2	8,053.3	32,225.0	32,037.0	30,482.2
DIRECT	15,360.3	14,213.1	4,821.0	4,821.1	20,181.3	19,034.2	20,790.6
GAS	15,900.9	12,276.1	13,027.3	13,027.3	28,928.2	25,303.4	24,117.5
CATALOGUE ADVERTISING	0.0	0.0	0.0	0.0	0.0	0.0	0.0
REBATE INCOME	0.0	0.0	0.0	0.0	0.0	0.0	0.0
MISCELLANEOUS INCOME	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>TOTAL COST OF SALES</b>	<b>55,768.0</b>	<b>50,472.9</b>	<b>25,566.5</b>	<b>25,901.7</b>	<b>81,334.5</b>	<b>76,374.7</b>	<b>75,390.3</b>
<b>Margin</b>							
STORES	7,921.2	7,642.0	2,452.4	2,575.0	10,373.6	10,217.0	9,833.9
DIRECT	1,571.6	1,562.9	535.4	535.3	2,107.0	2,098.2	2,505.5
GAS	339.3	163.1	173.1	173.1	512.5	336.3	286.7
CATALOGUE ADVERTISING	870.3	894.1	2.2	2.2	872.6	896.3	918.5
REBATE INCOME	2,774.4	2,502.7	1,571.0	1,571.0	4,345.4	4,073.8	4,858.0
MISCELLANEOUS INCOME	158.9	165.7	37.9	37.9	196.9	203.7	278.1
<b>TOTAL MARGIN</b>	<b>13,635.8</b>	<b>12,929.1</b>	<b>4,772.1</b>	<b>4,894.1</b>	<b>18,407.9</b>	<b>17,823.2</b>	<b>18,695.3</b>
<b>Margin %</b>	<b>19.6%</b>	<b>20.4%</b>	<b>15.7%</b>	<b>15.9%</b>	<b>18.5%</b>	<b>18.9%</b>	<b>19.9%</b>
<b>EXPENDITURE</b>							
EMPLOYEES							
Staff	6,887.9	7,385.8	2,442.9	2,442.9	9,330.7	9,828.7	9,180.5
Agency/Contract	803.9	245.0	178.1	78.1	982.0	323.1	830.0
Total	7,691.8	7,630.9	2,620.9	2,520.9	10,312.7	10,151.8	10,010.5
OVERHEAD EXPENSES							
Stores	2,947.3	2,753.4	980.7	930.7	3,928.1	3,684.1	4,016.0
CP	1,622.1	1,722.0	447.7	447.7	2,069.8	2,169.8	1,984.0
Total	4,569.4	4,475.4	1,428.5	1,378.5	5,997.9	5,853.9	6,000.0
<b>TOTAL EXPENDITURE</b>	<b>12,261.2</b>	<b>12,106.2</b>	<b>4,049.4</b>	<b>3,899.4</b>	<b>16,310.6</b>	<b>16,005.7</b>	<b>16,010.5</b>
<b>TRADING SURPLUS</b>	<b>1,374.6</b>	<b>822.8</b>	<b>722.7</b>	<b>994.7</b>	<b>2,097.3</b>	<b>1,817.5</b>	<b>2,684.7</b>

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