

**EASTERN SHIRES PURCHASING ORGANISATION****Appendix 1A****CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT****Mar-14****31st March 2013**

<u>£</u>	<u>£</u>		<u>£</u>	<u>£</u>	
	11,505,799	<b><u>FIXED ASSETS :</u></b>			
		Net tangible Fixed Assets		11,164,612	
		<b><u>CURRENT ASSETS :</u></b>			
4,540,052		Stocks	4,449,251		
7,951,309		Debtors	8,030,822		
750		Cash	750		
8,889,000		Short Term Investments	9,571,935		
21,381,111		Other Current Assets		<u>22,052,758</u>	
		<b><u>CURRENT LIABILITIES :</u></b>			
656,723		Short Term Loan	499,075		
11,984,386		Creditors	11,385,167		
576,937		Other current Liabilities	665,787		
-328,925	12,889,121	Cash Overdrawn		<u>12,550,029</u>	
	<u>8,491,990</u>	<b><u>NET CURRENT ASSETS</u></b>		<u>9,502,729</u>	
		<b><u>LONG TERM LIABILITIES</u></b>			
	9,000,000	Long Term Borrowings		8,500,000	
	<u>10,997,789</u>	<b><u>NET ASSETS</u></b>		<u>12,167,341</u>	
		<b><u>REPRESENTED BY:</u></b>			
	9,096,589	Usable Reserves		10,102,216	
	1,901,201	Unusable Reserves		2,065,125	
	<u>10,997,790</u>	Total Reserves		<u>12,167,341</u>	0
1.31		Acid Ratio		1.40	
30.8		Debtor Days		31.7	
53.0		Stock Days		49.0	
70.4		Creditor Days		62.1	



**Appendix 1C****Cash Flow from 31/3/2013 to****Mar-14**Surplus 2,097,250**AFINIMOFs**

Allocations to Maintenance and Equipment Re 438,426

Movement in Fixed Assets 341,187

Movement in Unusable Reserves 162,373

Total 3,039,236

Movement in Long Term Borrowings (500,000)

Payment of Dividend (1,528,497)

Movement in Long Term Items (2,028,497)

(Increase)/Decrease in Stock 90,801

(Increase)/Decrease in Debtors (79,513)

Increase/(Decrease) in Creditors (668,017)

Movement in Working Capital (656,729)Total 354,010Movement in Cash Balances 354,010

**Appendix 1D****Cash Flow from 31/3/2014 to****Mar-15**Surplus 2,171,633**AFINIMOFS**

Allocations to Maintenance and Equipment Reserves 450,000

Movement in Fixed Assets (278,366)

Movement in Unusable Reserves 162,372

Total 2,505,639

Movement in Long Term Borrowings (500,000)

Capital Purchases (460,000)

Payment of Dividend (1,400,000)

Movement in Long Term Items (2,360,000)

(Increase)/Decrease in Stock 88,985

(Increase)/Decrease in Debtors (80,308)

Increase/(Decrease) in Creditors 18,043

Movement in Working Capital 26,720Total 172,359Movement in Cash Balances 172,359

0

**COMBINED PRELIMINARY RESULTS****Full Year 2013/14****Appendix 1E**

	<b>Forecast 2013-14</b>	<b>BUDGET</b>	<b>PRIOR YEAR</b>
	£000	£000	£000
<b>SALES</b>			
STORES	42,598.6	42,254.0	40,316.1
DIRECT	22,288.3	21,132.4	23,296.1
GAS	29,440.6	25,639.7	24,404.2
CATALOGUE ADVERTISING	872.6	896.3	918.5
REBATE INCOME	4,345.4	4,073.8	4,858.0
MISCELLANEOUS INCOME	196.9	203.7	278.1
<b>TOTAL SALES</b>	<b>99,742.4</b>	<b>94,199.8</b>	<b>94,071.0</b>
<b>Cost of Sales</b>			
STORES	32,225.0	32,037.0	30,482.2
DIRECT	20,181.3	19,034.2	20,790.6
GAS	28,928.2	25,303.4	24,117.5
CATALOGUE ADVERTISING	0.0	0.0	0.0
REBATE INCOME	0.0	0.0	0.0
MISCELLANEOUS INCOME	0.0	0.0	0.0
<b>TOTAL COST OF SALES</b>	<b>81,334.5</b>	<b>76,374.7</b>	<b>75,390.3</b>
<b>Margin</b>			
STORES	10,373.6	10,217.0	9,833.9
DIRECT	2,107.0	2,098.2	2,505.5
GAS	512.5	336.3	286.7
CATALOGUE ADVERTISING	872.6	896.3	918.5
REBATE INCOME	4,345.4	4,073.8	4,858.0
MISCELLANEOUS INCOME	196.9	203.7	278.1
<b>TOTAL MARGIN</b>	<b>18,407.9</b>	<b>17,823.2</b>	<b>18,695.3</b>
<b>Margin %</b>	<b>18.5%</b>	<b>18.9%</b>	<b>19.9%</b>
<b>EXPENDITURE</b>			
<b>EMPLOYEES</b>			
Staff	9,330.7	9,828.7	9,180.5
Agency/Contract	982.0	323.1	830.0
Total	10,312.7	10,151.8	10,010.5
<b>OVERHEAD EXPENSES</b>			
Stores	3,928.1	3,684.1	4,016.0
CP	2,069.8	2,169.8	1,984.0
Total	5,997.9	5,853.9	6,000.0
<b>TOTAL EXPENDITURE</b>	<b>16,310.6</b>	<b>16,005.7</b>	<b>16,010.5</b>
<b>TRADING SURPLUS</b>	<b>2,097.3</b>	<b>1,817.5</b>	<b>2,684.7</b>

**COMBINED PRELIMINARY RESULTS****Appendix 1F**

	<b>Forecast 2013-14</b>	<b>BUDGET</b>	<b>PRIOR YEAR</b>	<b>Final Budget 2014-15</b>
	£000	£000	£000	
<b>SALES</b>				
STORES	42,598.6	42,254.0	40,316.1	44,140.7
DIRECT	22,288.3	21,132.4	23,296.1	19,519.1
GAS	29,440.6	25,639.7	24,404.2	30,939.4
CATALOGUE ADVERTISING	872.6	896.3	918.5	940.2
REBATE INCOME	4,345.4	4,073.8	4,858.0	4,338.0
MISCELLANEOUS INCOME	196.9	203.7	278.1	200.0
<b>TOTAL SALES</b>	<b>99,742.4</b>	<b>94,199.8</b>	<b>94,071.0</b>	<b>100,077.4</b>
<b>Cost of Sales</b>				
STORES	32,225.0	32,037.0	30,482.2	33,391.5
DIRECT	20,181.3	19,034.2	20,790.6	17,410.0
GAS	28,928.2	25,303.4	24,117.5	30,582.0
CATALOGUE ADVERTISING	0.0	0.0	0.0	0.0
REBATE INCOME	0.0	0.0	0.0	0.0
MISCELLANEOUS INCOME	0.0	0.0	0.0	0.0
<b>TOTAL COST OF SALES</b>	<b>81,334.5</b>	<b>76,374.7</b>	<b>75,390.3</b>	<b>81,383.5</b>
<b>Margin</b>				
STORES	10,373.6	10,217.0	9,833.9	10,749.1
DIRECT	2,107.0	2,098.2	2,505.5	2,109.1
GAS	512.5	336.3	286.7	357.5
CATALOGUE ADVERTISING	872.6	896.3	918.5	940.2
REBATE INCOME	4,345.4	4,073.8	4,858.0	4,338.0
MISCELLANEOUS INCOME	196.9	203.7	278.1	200.0
<b>TOTAL MARGIN</b>	<b>18,407.9</b>	<b>17,823.2</b>	<b>18,695.3</b>	<b>18,693.9</b>
<b>Margin %</b>	<b>18.5%</b>	<b>18.9%</b>	<b>19.9%</b>	<b>18.3%</b>
<b>EXPENDITURE</b>				
<b>EMPLOYEES</b>				
Staff	9,330.7	9,828.7	9,180.5	9,551.7
Agency/Contract	982.0	323.1	830.0	901.8
Total	10,312.7	10,151.8	10,010.5	10,453.5
<b>OVERHEAD EXPENSES</b>				
Stores	3,928.1	3,684.1	4,016.0	3,960.6
CP	2,069.8	2,169.8	1,984.0	2,108.2
Total	5,997.9	5,853.9	6,000.0	6,068.8
<b>TOTAL EXPENDITURE</b>	<b>16,310.6</b>	<b>16,005.7</b>	<b>16,010.5</b>	<b>16,522.3</b>
<b>TRADING SURPLUS</b>	<b>2,097.3</b>	<b>1,817.5</b>	<b>2,684.7</b>	<b>2,171.6</b>