30.8

53.0

70.4

Debtor Days

Stock Days

Creditor Days

		EASTERN SHIRES PURCHASING ORGANISATION		<u>Appendix 1A</u>
		CONSOLIDATED MANAGEMENT BALANCE SHE	<u>ET AS AT</u>	<u>Mar-14</u>
31st Marc	h 2013			
<u>£</u>	<u>£</u>		<u>£</u>	<u>£</u>
	11,505,799	FIXED ASSETS : Net tangible Fixed Assets		11,164,612
		CURRENT ASSETS :		
4,540,052		Stocks	4,449,251	
7,951,309		Debtors	8,030,822	
750		Cash	750	
8,889,000	04 004 444	Short Term Investments	9,571,935	00 050 750
	21,381,111	Other Current Assets		22,052,758
656,723 11,984,386		CURRENT LIABILITIES : Short Term Loan Creditors	499,075 11,385,167	
576,937		Other current Liabilities	665,787	
-328,925 - -	12,889,121 8,491,990	Cash Overdrawn <u>NET CURRENT ASSETS</u> <u>LONG TERM LIABILITIES</u>		12,550,029 9,502,729
	9,000,000	Long Term Borrowings		8,500,000
-	10,997,789	NET ASSETS	•	12,167,341
		REPRESENTED BY:		
	9,096,589	Usable Reserves		10,102,216
	1,901,201	Unusable Reserves		2,065,125
-	10,997,790	Total Reserves		12,167,341
	1.31	Acid Ratio		1.40

31.7

49.0

62.1

#### EASTERN SHIRES PURCHASING ORGANISATION

Appendix 1B

0

#### CONSOLIDATED MANAGEMENT BALANCE Mar-15

£       £         11,164,612       FIXED ASSETS :         11,164,612       Net tangible Fixed Assets         10       CURRENT ASSETS :         4,449,251       Stocks       4,360,266         8,030,822       Debtors       8,111,130	<u>£</u> 0,933,356
11,164,612       Net tangible Fixed Assets       10         CURRENT ASSETS :       4,360,266         4,449,251       Stocks       4,360,266	0 933 356
CURRENT ASSETS :           4,449,251         Stocks         4,360,266	N Q33 356
4,449,251 Stocks 4,360,266	0,300,000
8.030.822 Debtors 8.111.130	
750 Cash 750	
9,571,935 Short Term Investments 9,744,293	
22,052,758 Other Current Assets 22	2,216,440
<b>CURRENT LIABILITIES :</b>	
499,075 Short Term Loan 499,075	
11,385,167 Creditors 11,396,552	
665,787 Other current Liabilities 672,445	
	2,568,072
9,502,729 <u>NET CURRENT ASSETS</u>	9,648,368
LONG TERM LIABILITIES	
8,500,000 Long Term Borrowings	8,000,000
12,167,341 <u>NET ASSETS</u> 12	2,581,724
REPRESENTED BY:	
10,102,216 Usable Reserves 10	0,516,599
2,065,125 Unusable Reserves 2	2,065,125
12,167,341         Total Reserves         12	2,581,724
1.40 Acid Ratio	1.42
31.7 Debtor Days	32.0
	02.0
49.0 Stock Days	48.0
62.1 Creditor Days	62.2

### Appendix 1C

Cash Flow from 31/3/2013 to	<u>Mar-14</u>
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	354,010
Movement in Cash Balances	354,010

Appendix 1D

Cash Flow from 31/3/2014 to	<u>Mar-15</u>
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	26,720
Total	172,359
Movement in Cash Balances	172,359

COMBINED PRELIMINARY RESULTS

Full Year 2013/14

Appendix 1E

		Forecast 2013-14	BUDGET	PRIOR YEAR
<u>SALES</u>		£000	£000	£000
	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
TOTAL SA	<u>_ES</u>	99,742.4	94,199.8	94,071.0
Cost of Sale	<u>95</u>			
	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
		20,920.2	25,505.4	24,117.5
	CATALOGUE ADVERTISING			
		0.0	0.0	0.0
	MISCELLANEOUS INCOME	0.0	0.0	0.0
TOTAL CO	ST OF SALES	81,334.5	76,374.7	75,390.3
<u>Margin</u>				
	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	2,000.0
	CATALOGUE ADVERTISING	872.6	896.3	918.5
	REBATE INCOME	4,345.4	4,073.8	4,858.0
	MISCELLANEOUS INCOME	4,345.4	203.7	4,858.0
TOTAL MA	RGIN	18,407.9	17,823.2	18,695.3
<u>Margin %</u>		18.5%	18.9%	19.9%
EXPENDIT	JRE			
	EMPLOYEES			
	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
			10,101.0	10,010.0
	OVERHEAD EXPENSES			
	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
TOTAL EXF	PENDITURE	16,310.6	16,005.7	16,010.5
TRADING S		2,097.3	1,817.5	2,684.7
		2,031.3	1,017.5	2,004.7

COMBINED PRELIMINARY RESULTS

#### Appendix 1F

		Forecast 2013-14	BUDGET	PRIOR YEAR	Final Budget 2014-15
SALES		£000	£000	£000	
<u>SALES</u>					
	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
TOTAL SA	<u>ALES</u>	99,742.4	94,199.8	94,071.0	100,077.4
Cost of Sa	les				
	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
TOTAL CO	OST OF SALES	81,334.5	76,374.7	75,390.3	81,383.5
Margin					
	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
TOTAL MARGIN		18,407.9	17,823.2	18,695.3	18,693.9
<u>Margin %</u>		18.5%	18.9%	19.9%	18.3%
EXPENDI	<u>URE</u>				
	EMPLOYEES				
	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
	OVERHEAD EXPENSES				
	Stores	3,928.1	3,684.1	4,016.0	3,960.6
	СР	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
TOTAL EXPENDITURE		16,310.6	16,005.7	16,010.5	16,522.3
TRADING	SURPLUS	2,097.3	1,817.5	2,684.7	2,171.6