

	Pinelands		Pinelands		Pinelands	
	2004		2003		2002	
Sales	3,237,717.26	7.73%	3,005,290.00	11.49%	2,695,462.00	
Cost of Sales	1,040,650.59	2.40%	1,016,232.00	11.64%	910,281.00	
Opening Stock	234,586.00		192,427.00		156,138.00	
Purchases	1,041,657.84		1,058,391.00		946,570.00	
Closing Stock	235,593.25		234,586.00		192,427.00	
Gross Profit	2,197,066.67	10.46%	1,989,058.00	11.42%	1,785,181.00	
Gross Profit %	67.86%		66.19%		66.23%	
Sundry Income	5,930.81		7,592.00		5,408.00	
Operating Expenses	1,931,097.07	12.13%	1,722,242.00	0.76%	1,709,287.00	
Accounting fees	33,733.76	61.30%	20,914.00	-27.26%	28,752.00	
Advertising	20,275.01	-45.11%	36,938.00	105.83%	17,946.00	
Amortisation of goodwill	324,848.00	0.00%	324,848.00	0.00%	324,848.00	
Auditors remuneration	15,642.00	-13.50%	18,083.00	29.16%	14,000.00	
Bad Debts	1,985.25	-88.65%	17,484.00	-11.88%	19,842.00	
Bank Charges	27,870.04	70.07%	16,387.00	15.69%	14,165.00	
Cleaning	3,621.61	0.66%	3,598.00	28.87%	2,792.00	
Computer expenses	5,256.90	-20.51%	6,613.00	-63.67%	18,201.00	
Consumables	1,072.50	-50.46%	2,165.00	0.42%	2,156.00	
Credit card Commission	13,040.95	-33.92%	19,734.00	0.37%	19,661.00	
Debt collection fees	2,616.06	5983.86%	43.00	-97.08%	1,475.00	
Depreciation - owed assets	79,459.18	126.61%	35,065.00	57.39%	22,279.00	
Donations	6,153.51	0.00%	0.00	0.00%	0.00	
Directors emoluments	212,239.68	-20.37%	266,547.00	-22.28%	342,950.00	
Electricity & water	16,427.32	40.09%	11,726.00	-21.52%	14,942.00	
Entertainment	21,548.26	-32.61%	31,975.00	7.12%	29,850.00	
Fines and penalties	4,839.15	7965.25%	60.00	0.00%	60.00	
Insurance	23,402.82	3.98%	22,508.00	3.23%	21,804.00	
Interest paid	150,000.00	-8.54%	164,005.00	85.95%	88,197.00	
Levies	12,843.46	47.76%	8,692.00	80.97%	4,803.00	
Locum fees	49,275.00	37.37%	35,871.00	-27.45%	49,446.00	
Motor vehicle expenses	74,362.59	317.86%	17,796.00	-26.64%	24,257.00	
Postage	6,466.98	47.85%	4,374.00	-56.24%	9,996.00	
Printing & stationery	24,240.01	14.15%	21,235.00	-11.01%	23,861.00	
Rent - equipment	300.00	0.00%	0.00	0.00%	0.00	
Rent paid	151,317.04	5.92%	142,862.00	5.11%	135,911.00	
Repairs & maintenance	44,045.20	438.71%	8,176.00	303.16%	2,028.00	
Salaries and wages	480,751.06	24.82%	385,153.00	7.19%	359,312.00	
Security	97.62	0.00%	0.00	-100.00%	0	
Staff welfare	7,540.16	70.75%	4,416.00	-66.78%	5,071.00	
Subscriptions	29,502.68	12.84%	26,145.00	-56.93%	13,292.00	
Telephone and fax	71,981.07	11.94%	64,301.00	297.88%	60,705.00	
Travel - local	14,342.20	216.74%	4,528.00	-71.98%	16,161.00	
Travel - overseas	0.00	0.00%	0.00	-100.00%	20,524.00	
Net profit	271,900.41		274,408.00		81,302.00	