



MANAGEMENT ACCOUNTS

SCAPA GROUP PLC

Consumer (Europe)

October 2010



Market Performance

	October			YTD			% Var Month		% Var YTD		
	Actual	Budget	PY	Actual	Budget	PY	Budget	PY	Budget	PY	
Sales	1,543	1,530	1,671	10,439	10,577	10,395	13	-128	-138	44	
Std Gross Margin	696	708	764	4,838	4,916	4,868	-12	-68	-78	-30	
% of Sales	45.1%	46.3%	45.7%	46.3%	46.5%	46.8%					
D&L	(74)	(98)		(564)	(666)		24		102		
% of sales	-4.8%	-6.4%		-5.4%	-6.3%						
R&D Direct	0	0		0	0		0		0		
R&D Allocated	(12)	(13)		(98)	(113)		1		15		
% of sales	-0.8%	-0.9%		-0.9%	-1.1%						
S&M Direct	(163)	(103)		(883)	(755)		-60		-128		
S&M Allocated	(45)	(63)		(392)	(530)		18		138		
% of sales	-13.5%	-10.8%		-12.2%	-12.2%						
Market Performance	402	431		2,901	2,851		-29		50		
ROS	26.1%	28.2%		27.8%	27.0%						

HIGHLIGHTS

Budget phainsg on line with seasonality

Performance

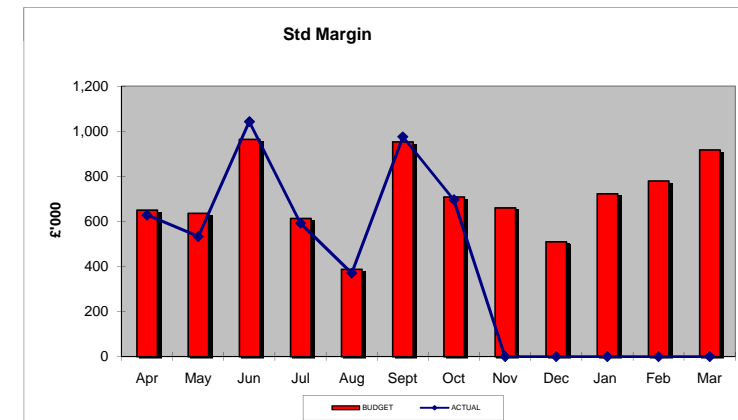
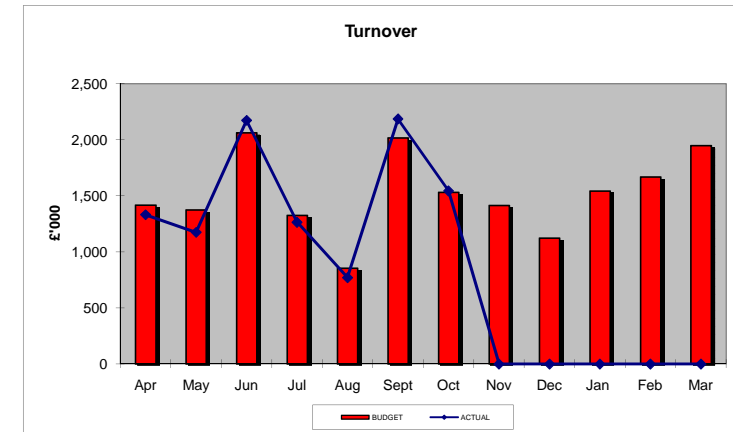
Retroactive prompt payment discount allocation to S&M Direct is affecting oct ROS
YTD on line

Gross Margin - see GM causal slide

Factored product weigth improve the mix

Sales

France: +15% vs budget
All others region beyond budget and LY





Detailed

		Apr-10	May-10	Jun-10	Q1	Jul-10	Aug-10	Sep-10	Q2	Oct-10	Nov-10	Dec-10	Q3	Jan-11	Feb-11	Mar-11	Q4	FY2011
Orders	Actual	1,462	1,225	2,534	5,221	1,291	905	2,207	4,403	1,671			1,671				0	11,295
	Budget				0				0				0				0	0
		1,361	1,419	2,308	5,087	1,316	893	1,983	4,192	1,802	1,311	1,004	4,117	1,436	1,869	1,880	5,185	18,581
																		0
Sales	Actual	1,331	1,174	2,173	4,678	1,263	770	2,185	4,218	1,543	0	0	1,543	0	0	0	0	10,439
	Budget	1,416	1,374	2,061	4,852	1,325	854	2,016	4,195	1,530	1,414	1,124	4,069	1,544	1,668	1,949	5,162	18,277
	PY	1,331	1,224	2,129	4,684	1,318	832	1,890	4,040	1,671	1,376	746	3,794	1,444	1,809	1,911	5,165	17,682
	Actual vs budget	(85)	(200)	112	(174)	(62)	(84)	169	23	13	(1,414)	(1,124)	(2,526)	(1,544)	(1,668)	(1,949)	(5,162)	(7,838)
	Actual vs PY	0	(50)	44	(6)	(55)	(62)	295	178	(128)	(1,376)	(746)	(2,251)	(1,444)	(1,809)	(1,911)	(5,165)	(7,243)
																		0
Std Gross Margin	Actual	628	533	1,043	2,204	592	370	976	1,938	696	0	0	696	0	0	0	0	4,838
	Budget	651	636	965	2,252	614	389	953	1,956	708	660	510	1,879	724	780	918	2,421	8,508
	PY	592	568	1,025	2,185	635	386	896	1,918	764	616	345	1,725	632	826	919	2,376	8,206
	Actual %age	47.2%	45.4%	48.0%	47.1%	46.9%	48.1%	44.7%	45.9%	45.1%	#DIV/0!	#DIV/0!	45.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	46.3%
	Budget %age	46.0%	46.3%	46.8%	46.4%	46.4%	45.5%	47.3%	46.6%	46.3%	46.7%	45.3%	46.2%	46.9%	47.1%	47.1%	46.9%	46.5%
		44.5%	46.4%	48.1%	46.7%	48.2%	46.4%	47.4%	47.5%	45.7%	44.7%	46.3%	45.5%	43.8%	45.6%	48.1%	46.0%	46.4%
																		0
D&L	Actual	(75)	(66)	(116)	(257)	(73)	(43)	(117)	(233)	(74)	0	0	(74)	0	0	0	0	(564)
	Budget	(89)	(87)	(126)	(302)	(85)	(56)	(125)	(267)	(98)	(92)	(74)	(264)	(97)	(105)	(121)	(323)	(1,155)
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual % Sales	-5.6%	-5.6%	-5.3%	-5.5%	-5.8%	-5.6%	-5.4%	-5.5%	-4.8%	#DIV/0!	#DIV/0!	-4.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-5.4%
	Budget % Sales	-6.3%	-6.3%	-6.1%	-6.2%	-6.4%	-6.6%	-6.2%	-6.4%	-6.5%	-6.5%	-6.6%	-6.5%	-6.3%	-6.3%	-6.2%	-6.3%	-6.3%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
																		0
R&D	Actual	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual vs budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual % Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	#DIV/0!	#DIV/0!	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
																		0
R&D Allocated	Actual	(13)	(12)	(19)	(44)	(12)	(10)	(20)	(42)	(12)	0	0	(12)	0	0	0	0	(98)
	Budget	(16)	(16)	(23)	(55)	(13)	(11)	(20)	(45)	(13)	(14)	(13)	(40)	(14)	(15)	18	(10)	(150)
	Actual vs budget	3	4	4	11	1	1	0	3	1	14	13	28	14	15	(18)	10	52
	Actual % Sales	-1.0%	-1.0%	-0.9%	-0.9%	-1.0%	-1.3%	-0.9%	-1.0%	-0.8%	#DIV/0!	#DIV/0!	-0.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.9%
	Budget % Sales	-1.1%	-1.2%	-1.1%	-1.1%	-1.0%	-1.3%	-1.0%	-1.1%	-0.9%	-1.0%	-1.1%	-1.0%	-0.9%	-0.9%	0.9%	-0.2%	-0.8%
																		0
S&M	Actual	(127)	(99)	(159)	(385)	(109)	(100)	(126)	(335)	(163)	0	0	(163)	0	0	0	0	(883)
	Budget	(101)	(100)	(125)	(325)	(100)	(103)	(126)	(328)	(103)	(101)	(122)	(325)	(100)	(101)	(126)	(326)	(1,303)
	Actual vs budget	(26)	1	(34)	(60)	(9)	3	(0)	(7)	(60)	101	122	162	100	101	126	326	420
	Actual % Sales	-9.5%	-8.4%	-7.3%	-8.2%	-8.6%	-13.0%	-5.8%	-7.9%	-10.6%	#DIV/0!	#DIV/0!	-10.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-8.5%
	Budget % Sales	-7.1%	-7.3%	-6.0%	-6.7%	-7.5%	-12.0%	-6.2%	-7.8%	-6.7%	-7.1%	-10.8%	-8.0%	-6.5%	-6.0%	-6.4%	-6.3%	-7.1%
																		0
S&M Allocated	Actual	(49)	(55)	(87)	(191)	(41)	(42)	(73)	(156)	(45)	0	0	(45)	0	0	0	0	(392)
	Budget	(72)	(72)	(103)	(247)	(65)	(58)	(97)	(220)	(63)	(63)	(57)	(183)	(63)	(67)	(84)	(214)	(864)
	Actual vs budget	23	17	16	56	24	16	24	64	18	63	57	138	63	67	84	214	472
	Actual % Sales	-3.7%	-4.7%	-4.0%	-4.1%	-3.2%	-5.5%	-3.3%	-3.7%	-2.9%	#DIV/0!	#DIV/0!	-2.9%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-3.8%
	Budget % Sales	-5.1%	-5.2%	-5.0%	-5.1%	-4.9%	-6.8%	-4.8%	-5.2%	-4.1%	-4.5%	-5.1%	-4.5%	-4.1%	-4.0%	-4.3%	-4.1%	-4.7%
																		0
Market Performance	Actual	364	301	662	1,327	357	175	640	1,172	402	0	0	402	0	0	0	0	2,901
	Budget	373	362	588	1,323	351	161	585	1,097	431	391	244	1,066	450	492	606	1,548	5,034
	Actual vs budget	(9)	(61)	74	4	6	14	55	75	(29)	(391)	(244)	(664)	(450)	(492)	(606)	(1,548)	(2,133)
	Actual % Sales	27.3%	25.6%	30.5%	28.4%	28.3%	22.7%	29.3%	27.8%	26.1%	#DIV/0!	#DIV/0!	26.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	27.8%
	Budget % Sales	26.3%	26.3%	28.5%	27.3%	26.4%	18.9%	29.0%	26.2%	28.2%	27.7%	21.7%	26.2%	29.2%	29.5%	31.1%	30.0%	27.5%



CAUSAL

Actual v Budget (£'000)							Actual v Budget (£'000)							Month	YTD	Month	YTD
Month	Sales	GM	D&L	R&D	S&M	Performance	YTD	Sales	GM	D&L	R&D	S&M	Performance	GM Walk	GM Walk	Impact	Impact
BUDGET							BUDGET										
Sales	1,530	708	-98	-13	-166	431	Sales	10,577	4,916	-666	-113	-1,286	2,851	46.3%	46.5%		
By Area							By Area							46.3%	46.5%	0.0%	0.0%
France	161	39				39	France	227	1				1	44.2%	45.5%	-2.1%	-1.0%
UK	-46	-5				-5	UK	-239	3				3	45.1%	46.6%	0.9%	1.1%
Germany/Austria	-61	-31				-31	Germany/Austria	-99	-87				-87	44.9%	46.2%	-0.2%	-0.4%
Italy	-61	-17				-17	Italy	-62	-18				-18	45.6%	46.3%	0.7%	0.1%
Other	20	2				2	Other	36	25				25	45.1%	46.4%	-0.5%	0.1%
Costs							Costs										
- Cash Discounts					-41	-41	- Cash Discounts					-75	-75				
- Bonus						0	- Bonus					-20	-20				
- Customer Claims					1	1	- Customer Claims					10	10				
- Agents Commission						0	- Agents Commission					-11	-11				
- L&P Consulting					-2	-2	- L&P Consulting					-20	-20				
-						0	- Stock Write Off					-7	-7				
- Adv & Mkt						0	- Adv & Mkt					0	0				
-R&D Allocated				1		1	-R&D Allocated				15		15				
-S&M Allocated					18	18	-S&M Allocated					138	138				
-D&L Actual			24			24	-D&L Actual			102			102				
<i>to explain</i>	0	0	0	0	-18	-19	<i>to explain</i>	-1	-2	0	0	-5	-7				
ACTUAL	1,543	696	-74	-12	-208	402	ACTUAL	10,439	4,838	-564	-98	-1,275	2,901	45.1%	46.3%	-1.2%	-0.1%



GM Performance By Product Category - Consumer

Standard GM Causal

Budget Gross Margin

6095 Price / Customer Mix
Volume

Produced Other Price / Customer Mix
Volume

Factored Price / Customer Mix
Volume

Actual Gross Margin

Difference

Month		YTD	
£'000s	%	£'000s	%
708	46.3%	4,916	46.5%
-25	-1.7%	-106	-1.0%
9	0.4%	-88	-0.4%
-19	-1.2%	132	1.3%
-146	-7.0%	-451	-2.3%
11	0.7%	33	0.3%
157	7.5%	402	2.0%
-13			
696	45.1%	4,837	46.3%
(0)	0.0%	0	0.0%

(79)



Consumer Split - Country/Segment Period

Country	Turnover £'000			Std GC %			Std GM %			Budget Variance			PY Variance			Std GC			Std GM		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY	Turnover	GC	GM	Turnover	GC	GM	Actual	Budget	PY	Actual	Budget	PY
1 France	1,171	1,010	1,167	64.0%	67.0%	65.0%	46.2%	49.7%	47.6%	161	73	39	4	-8	-14	750	677	758	541	502	555
2 Germany/Austria/Switz	273	334	346	68.9%	69.2%	66.8%	48.7%	49.1%	47.7%	-61	-43	-31	-73	-43	-32	188	231	231	133	164	165
3 Italy	33	94	124	63.6%	56.4%	58.1%	24.2%	26.6%	31.5%	-61	-32	-17	-91	-51	-31	21	53	72	8	25	39
4 United Kingdom/Ireland	6	52	8	50.0%	44.2%	37.5%	16.7%	11.5%	25.0%	-46	-20	-5	-2	0	-1	3	23	3	1	6	2
5 Other	60	40	29	58.3%	67.5%	55.2%	21.7%	27.5%	13.8%	20	8	2	31	19	9	35	27	16	13	11	4
	1,543	1,530	1,674	64.6%	66.1%	64.5%	45.1%	46.3%	45.7%	13	-14	-12	-131	-83	-69	997	1,011	1,080	696	708	765
1 BMD	1,449	1,421	1,492	64.4%	65.8%	64.3%	46.2%	47.1%	46.4%	28	-2	0	-43	-27	-22	933	935	960	670	670	692
2 Henkel	66	62	149	71.2%	71.0%	66.4%	28.8%	30.6%	40.9%	4	3	0	-83	-52	-42	47	44	99	19	19	61
3 Food and Consumer	15	38	33	60.0%	68.4%	63.6%	40.0%	47.4%	36.4%	-23	-17	-12	-18	-12	-6	9	26	21	6	18	12
4 Sports	13	9	0	61.5%	66.7%	#DIV/0!	7.7%	11.1%	#DIV/0!	4	2	0	13	8	1	8	6	0	1	1	0
	1,543	1,530	1,674	64.6%	66.1%	64.5%	45.1%	46.3%	45.7%	13	-14	-12	-131	-83	-69	997	1,011	1,080	696	708	765



Consumer Split - Country/Segment YTD

Country	Turnover £'000			Std GC %			Std GM %			Budget Variance			PY Variance %			Std GC			Std GM		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY	Turnover	GC	GM	Turnover	GC	GM	Actual	Budget	PY	Actual	Budget	PY
1 France	7,168	6,941	7,012	65.4%	67.1%	67.1%	48.4%	49.9%	49.5%	227	29	1	156	-16	-2	4,686	4,657	4,702	3,466	3,465	3,468
2 Germany/Austria/Switz	2,367	2,466	2,516	67.8%	68.9%	67.1%	47.7%	49.3%	47.2%	-99	-96	-87	-149	-84	-58	1,604	1,700	1,688	1,129	1,216	1,187
3 Italy	500	562	545	57.4%	56.6%	57.1%	26.4%	26.7%	30.5%	-62	-31	-18	-45	-24	-34	287	318	311	132	150	166
4 United Kingdom/Ireland	68	307	92	54.4%	41.0%	53.3%	20.6%	3.6%	2.2%	-239	-89	3	-24	-12	12	37	126	49	14	11	2
5 Other	336	300	233	62.8%	64.3%	61.8%	28.9%	24.0%	18.9%	36	18	25	103	67	53	211	193	144	97	72	44
	10,439	10,576	10,398	65.4%	66.1%	66.3%	46.3%	46.5%	46.8%	-137	-169	-76	41	-69	-29	6,825	6,994	6,894	4,838	4,914	4,867
1 BMD	9,630	9,793	9,319	65.3%	66.0%	66.6%	47.6%	47.5%	48.5%	-163	-171	-73	311	77	61	6,288	6,459	6,211	4,582	4,655	4,521
2 Henkel	493	471	822	68.2%	68.7%	62.7%	31.4%	31.0%	31.6%	22	12	9	-329	-179	-105	336	324	515	155	146	260
3 Food and Consumer	250	233	189	64.0%	68.4%	64.6%	38.4%	45.6%	38.1%	17	1	-10	61	38	24	160	159	122	96	106	72
4 Sports	66	80	68	62.1%	65.0%	67.6%	7.6%	8.7%	20.6%	-14	-11	-2	-2	-5	-9	41	52	46	5	7	14
	10,439	10,577	10,398	65.4%	66.1%	66.3%	46.3%	46.5%	46.8%	-138	-169	-76	41	-69	-29	6,825	6,994	6,894	4,838	4,914	4,867



Top 10 Customers - Large and Strategic Period

Customer	Turnover £'000			Std GC %			Std GM %			Budget Variance %			PY Variance %			Attrition Risk Rating	Customer Growth	Scapa Growth
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY	Turnover	GC	GM	Turnover	GC	GM			
1 GIMA	34	67	72	62.0%	66.7%	62.5%	40.0%	47.3%	42.2%	-34	-24	-18	-39	-24	-17	3	Growing	Declining
2 Henkel	66	62	149	71.2%	70.1%	66.6%	28.5%	30.0%	40.6%	3	3	0	-84	-53	-42	5	Declining	Declining
3 Gedimat	34	39	28	68.0%	70.1%	68.7%	48.4%	53.9%	53.0%	-5	-4	-5	6	4	2	4	Growing	Declining
4 GISS	27	27	33	47.0%	52.8%	54.3%	28.1%	34.3%	32.1%	0	-1	-2	-6	-5	-3	4	Growing	Declining
5 S.E.B.A.	52	23	31	61.0%	65.6%	61.7%	44.9%	48.3%	45.9%	29	17	12	21	12	9	1	Static	Growing
6 PUM	19	21	19	65.8%	69.5%	65.5%	44.7%	51.3%	44.3%	-2	-2	-2	0	0	0	3	Static	Static
7 Loxam	14	22	17	67.4%	64.3%	66.1%	23.0%	14.6%	20.9%	-8	-5	0	-3	-2	0	3	Static	Static
8 PBM	0	1	0	0.0%	64.6%	0.0%	0.0%	49.7%	0.0%	-1	0	0	0	0	0	5	Static	Declining
9 Brossette	2	5	4	77.4%	77.6%	77.1%	67.4%	64.3%	65.1%	-3	-2	-2	-2	-1	-1	4	Declining	Declining
10 Ciffreo Bona	15	13	13	62.7%	63.7%	64.8%	44.0%	47.8%	46.5%	2	1	0	2	1	1	3	Static	Static
	263	281	367	64.0%	66.6%	64.4%	37.8%	41.3%	41.3%	-18	-19	-17	-104	-68	-52			
1 Sogedesca	199	177	218	65.3%	67.6%	64.7%	49.1%	51.7%	49.2%	22	11	6	-18	-11	-9	1	Growing	Growing
2 M C D	179	78	70	59.4%	61.9%	57.6%	40.8%	42.9%	39.3%	100	58	39	109	66	45	4	Declining	Declining
3 TOUT FAIRE	93	94	114	66.0%	68.2%	65.2%	48.2%	52.3%	47.5%	-1	-3	-4	-21	-13	-9	2	Static	Static
4 Point P	53	89	131	60.7%	67.6%	64.1%	42.9%	50.3%	45.4%	-36	-28	-22	-78	-52	-37	2	Growing	Growing
5 Socoda	62	68	56	67.8%	69.5%	66.6%	52.3%	54.2%	52.0%	-6	-5	-5	6	5	4	2	Static	Static
6 Bigmat	85	67	83	66.2%	68.4%	65.4%	47.6%	51.4%	47.7%	18	10	6	2	2	1	2	Static	Static
7 Master Pro	65	52	56	62.7%	65.8%	62.4%	45.4%	50.3%	46.4%	13	6	3	8	5	3	2	Static	Growing
8 Eurobaustoffe	14	26	17	63.8%	69.6%	65.2%	48.3%	54.5%	51.3%	-11	-9	-7	-2	-2	-2	1	Static	Growing
9 BayWa	8	27	26	66.6%	67.7%	65.3%	50.7%	54.6%	53.4%	-19	-13	-11	-18	-12	-10	1	Static	Static
10 Saint Gobain Germany	0	4	0	0.0%	73.4%	0.0%	0.0%	57.4%	0.0%	-4	-3	-2	0	0	0	1	Declining	Growing
	758	682	771	63.8%	67.3%	64.1%	46.4%	51.0%	47.4%	77	25	4	-12	-11	-14			
OTHERS	522	568	534	66.1%	64.3%	65.2%	47.0%	43.1%	46.3%	-46	-20	0	-12	-3	-2			
TOTAL	1,543	1,530	1,671	64.6%	66.0%	64.5%	45.1%	46.3%	45.7%	13	-14	-12	-128	-81	-68			



Top 10 Customers - Large and Strategic YTD

Customer	Turnover £'000			Std GM %			Budget Variance %			PY Variance %			Attrition Risk	Customer	Scapa
	Actual	Budget	PY	Actual	Budget	PY	Turnover	GC	GM	Turnover	GC	GM	Rating	Growth	Growth
1 GIMA	530	508	498	47.2%	47.6%	42.8%	21	13	8	32	29	37	3	Growing	Declining
2 Henkel	493	472	818	31.6%	30.9%	31.8%	21	13	10	-325	-177	-104	5	Declining	Declining
3 Gedimat	234	279	290	52.8%	53.6%	53.8%	-45	-33	-26	-56	-42	-33	4	Static	Declining
4 GISS	189	191	183	28.6%	34.3%	32.9%	-2	-10	-11	6	-10	-6	4	Growing	Declining
5 S.E.B.A.	253	154	154	44.8%	49.0%	48.4%	100	54	38	99	54	39	1	Static	Growing
6 PUM	129	181	149	43.6%	51.3%	43.6%	-53	-43	-37	-21	-15	-9	3	Static	Static
7 Loxam	117	126	144	21.8%	14.2%	24.8%	-9	-2	8	-27	-18	-10	3	Static	Static
8 PBM	0	5	4	0.0%	52.2%	40.8%	-5	-3	-3	-4	-2	-2	5	Static	Declining
9 Brossette	20	37	38	68.9%	64.5%	65.5%	-16	-13	-10	-18	-14	-11	4	Declining	Declining
10 Ciffreo Bona	74	86	84	42.7%	47.5%	42.5%	-12	-9	-9	-10	-5	-4	3	Static	Static
	2,039	2,039	2,363	40.4%	42.0%	39.2%	1	-33	-32	-324	-201	-103			
1 Sogedesca	1,228	1,200	1,206	49.8%	51.6%	48.8%	28	-8	-8	22	5	22	1	Growing	Growing
2 M C D	706	684	530	41.2%	46.1%	40.8%	22	-19	-25	176	101	74	4	Declining	Declining
3 TOUT FAIRE	657	649	679	50.9%	52.0%	49.6%	9	-6	-3	-22	-17	-3	2	Static	Static
4 Point P	464	550	521	46.8%	50.8%	47.8%	-86	-75	-62	-57	-46	-32	2	Static	Static
5 Socoda	467	440	454	54.0%	54.3%	52.3%	27	17	13	13	12	15	2	Static	Static
6 Bigmat	484	434	453	50.7%	50.8%	51.2%	50	32	25	31	16	13	2	Static	Static
7 Master Pro	344	342	304	48.3%	49.9%	47.1%	2	-3	-5	40	27	23	2	Static	Growing
8 Eurobaustoffe	123	188	145	49.5%	55.2%	52.4%	-66	-52	-43	-22	-19	-15	1	Static	Growing
9 BayWa	177	199	183	50.5%	55.2%	53.7%	-22	-19	-20	-6	-7	-9	1	Static	Static
10 Saint Gobain Germany	5	23	0	54.9%	57.4%	0.0%	-18	-14	-11	5	4	3	1	Declining	Growing
	4,655	4,710	4,475	48.8%	51.2%	48.7%	-55	-147	-139	181	77	92			
OTHERS	3,744	3,828	3,557	46.6%	43.1%	49.6%	-83	12	92	188	57	-19			
TOTAL	10,439	10,577	10,395	46.3%	46.5%	46.8%	-138	-168	-78	44	-67	-30			



Top 10 Customers - Large Revenue Roadmap

	Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1	GIMA	Actual/Fcast	36	82	123	240	11	70	174	256	34	0	0	34	0	0	0	0	530		530	854	-325	-38%	834	-304	-36%	281
		Budget	80	70	95	246	0	75	120	195	67	59	59	184	0	88	141	229	854									
		PY	15	71	107	193	61	96	76	233	72	33	23	128	9	76	195	281	834									
2	Henkel	Actual/Fcast	90	39	97	227	79	55	67	201	66	0	0	66	0	0	0	0	493		493	793	-300	-38%	1,184	-691	-58%	187
		Budget	76	69	92	237	55	46	71	172	62	58	63	184	59	62	79	200	793									
		PY	153	81	115	350	88	137	94	319	149	146	34	329	47	64	76	187	1,184									
3	Gedimat	Actual/Fcast	24	19	67	110	37	10	44	90	34	0	0	34	0	0	0	0	234		234	479	-245	-51%	489	-255	-52%	165
		Budget	39	37	60	136	37	17	49	103	39	37	27	102	42	44	50	137	479									
		PY	51	27	58	136	44	22	60	126	28	24	9	61	32	80	53	165	489									
4	GISS	Actual/Fcast	24	23	34	81	37	8	36	81	27	0	0	27	0	0	0	0	189		189	326	-137	-42%	316	-127	-40%	88
		Budget	27	25	37	88	27	13	35	75	27	26	18	71	29	29	33	91	326									
		PY	21	19	39	79	20	21	29	71	33	20	25	78	32	26	30	88	316									
5	S.E.B.A.	Actual/Fcast	33	30	52	115	31	11	44	86	52	0	0	52	0	0	0	0	253		253	272	-19	-7%	338	-84	-25%	140
		Budget	21	19	28	68	24	11	28	62	23	22	17	62	25	26	29	80	272									
		PY	22	13	23	57	31	6	29	66	31	29	14	74	46	50	44	140	338									
6	PUM	Actual/Fcast	19	20	32	71	16	5	18	39	19	0	0	19	0	0	0	0	129		129	291	-162	-56%	232	-104	-45%	49
		Budget	24	24	40	88	24	11	37	72	21	20	14	55	23	25	28	75	291									
		PY	16	17	64	98	13	11	9	33	19	16	19	54	15	11	23	49	232									
7	Loxam	Actual/Fcast	28	3	20	51	28	9	16	53	14	0	0	14	0	0	0	0	117		117	231	-114	-49%	212	-95	-45%	37
		Budget	17	16	22	55	18	9	23	49	22	20	15	57	22	22	26	70	231									
		PY	36	8	19	63	20	10	35	65	17	24	8	48	26	1	11	37	212									
8	PBM	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	8	-8	-100%	4	-4	-100%	0
		Budget	1	1	1	3	1	1	0	1	2	1	0	0	1	1	1	1	2	8								
		PY	1	1	1	3	1	0	1	2	0	0	0	0	0	0	0	0	4									
9	Brossette	Actual/Fcast	4	2	3	9	3	2	4	9	2	0	0	2	0	0	0	0	20		20	63	-43	-68%	55	-35	-63%	10
		Budget	5	5	7	17	5	3	7	14	5	5	4	14	6	6	6	18	63									
		PY	6	6	8	20	6	4	4	15	4	4	3	10	3	4	4	10	55									
10	Ciffreo Bona	Actual/Fcast	15	5	8	28	16	3	11	30	15	0	0	15	0	0	0	0	74		74	141	-67	-47%	144	-70	-49%	44
		Budget	13	12	17	41	11	5	15	31	13	12	7	32	12	13	12	36	141									
		PY	11	13	12	36	10	9	16	35	13	9	7	29	8	18	17	44	144									
	Subtotal	Actual/Fcast	272	223	436	931	258	174	413	845	263	0	0	263	0	0	0	0	2,039		2,039	3,458	-1,419	-41%	3,809	-1,770	-46%	1,000
		Budget	302	278	400	980	201	191	386	777	281	258	224	763	219	314	405	938	3,458									
		PY	332	256	447	1,034	293	316	353	962	367	305	141	812	217	330	454	1,000	3,809									



Top 10 Customers - Strategic Revenue Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Sogedessa	Actual/Fcast	169	172	230	572	196	65	196	457	199	0	0	199	0	0	0	0	1,228		1,228	2,099	-871	-41%	2,006	-778	-39%	548
	Budget	157	159	240	556	164	78	226	468	177	168	118	463	191	200	222	612	2,099									
	PY	163	134	209	506	176	98	208	482	218	147	104	469	170	214	165	548	2,006									
2 M C D	Actual/Fcast	52	41	129	222	43	34	228	305	179	0	0	179	0	0	0	0	706		706	1,171	-465	-40%	1,138	-433	-38%	510
	Budget	64	62	196	322	64	30	190	283	78	87	44	209	179	84	93	356	1,171									
	PY	32	35	151	218	51	11	179	242	70	67	32	169	222	206	81	510	1,138									
3 TOUT FAIRE	Actual/Fcast	92	82	152	325	78	40	121	238	93	0	0	93	0	0	0	0	657		657	1,131	-474	-42%	1,082	-425	-39%	293
	Budget	95	87	133	314	85	41	114	240	94	89	65	248	102	106	120	328	1,131									
	PY	81	148	136	365	71	29	100	200	114	69	40	224	54	121	119	293	1,082									
4 Point P	Actual/Fcast	75	51	111	238	34	13	127	174	53	0	0	53	0	0	0	0	464		464	982	-518	-53%	859	-394	-46%	226
	Budget	72	68	114	254	70	32	105	207	89	82	60	230	92	94	106	291	982									
	PY	48	69	118	235	68	32	54	155	131	65	46	242	65	87	74	226	859									
5 Socoda	Actual/Fcast	85	49	86	220	73	28	84	185	62	0	0	62	0	0	0	0	467		467	787	-320	-41%	786	-319	-41%	230
	Budget	59	60	83	202	60	30	80	170	68	64	46	179	73	77	86	237	787									
	PY	65	52	85	202	38	39	119	196	56	59	43	157	72	82	76	230	786									
6 Bigmat	Actual/Fcast	60	36	140	235	47	17	100	164	85	0	0	85	0	0	0	0	484		484	769	-284	-37%	721	-237	-33%	211
	Budget	59	58	88	205	58	26	78	162	67	62	43	172	71	73	86	230	769									
	PY	61	45	69	175	69	14	112	195	83	47	11	141	30	56	125	211	721									
7 Master Pro	Actual/Fcast	32	43	72	148	39	15	79	132	65	0	0	65	0	0	0	0	344		344	602	-258	-43%	561	-217	-39%	176
	Budget	48	45	66	159	48	23	62	132	52	49	35	136	54	56	64	175	602									
	PY	23	25	72	120	41	12	75	128	56	53	28	138	43	51	81	176	561									
8 Eurobaustoffe	Actual/Fcast	16	12	10	37	13	30	29	71	14	0	0	14	0	0	0	0	123		123	298	-175	-59%	235	-112	-48%	59
	Budget	28	27	30	85	20	27	32	78	26	21	17	63	16	26	30	72	298									
	PY	24	33	9	65	28	9	25	63	17	25	7	49	14	33	12	59	235									
9 BayWa	Actual/Fcast	33	9	36	78	11	14	65	91	8	0	0	8	0	0	0	0	177		177	314	-137	-44%	279	-102	-36%	67
	Budget	29	29	31	89	21	29	33	83	27	22	18	68	17	27	31	75	314									
	PY	43	15	51	109	21	12	16	48	26	11	17	55	21	21	25	67	279									
10 Saint Gobain Germany	Actual/Fcast	0	0	0	0	1	4	0	5	0	0	0	0	0	0	0	0	5		5	43	-38	-88%	24	-19	-78%	20
	Budget	4	4	4	12	4	0	4	8	4	4	4	12	4	4	4	12	43									
	PY	0	0	0	0	0	0	0	0	0	4	0	4	13	0	8	20	24									
Subtotal	Actual/Fcast	614	495	966	2,075	536	259	1,027	1,822	758	0	0	758	0	0	0	0	4,655		4,655	8,195	-3,540	-43%	7,691	-3,036	-39%	2,340
	Budget	615	599	984	2,197	594	314	923	1,831	682	647	451	1,780	799	747	841	2,387	8,195									
	PY	540	554	901	1,995	564	257	888	1,709	771	547	329	1,647	703	872	764	2,340	7,691									
Others	Actual/Fcast	445	455	771	1,672	469	337	745	1,551	522	0	0	522	0	0	0	0	3,744		3,744	10,082	-4,298	-43%	9,991	-4,207	-42%	2,825
	Budget	500	497	677	1,674	530	349	707	1,586	568	509	449	1,576	526	607	704	1,837	6,623									
	PY	459	414	782	1,654	461	259	648	1,369	534	524	277	1,335	524	607	693	1,824	6,182									
TOTAL	Actual/Fcast	1,331	1,174	2,173	4,678	1,263	770	2,185	4,218	1,543	0	0	1,543	0	0	0	0	10,439		10,439	18,277	-7,838	-43%	17,682	-7,243	-41%	5,165
	Budget	1,416	1,374	2,061	4,852	1,325	854	2,016	4,195	1,530	1,414	1,124	4,069	1,544	1,668	1,949	5,162	18,277									
	PY	1,331	1,224	2,129	4,684	1,318	832	1,890	4,040	1,671	1,376	746	3,794	1,444	1,809	1,911	5,165	17,682									



Top 10 Customers - Large Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 GIMA	Actual/Fcast	37%	49%	47%	47%	48%	50%	48%	49%	40%	0%	0%	40%	0%	0%	0%	0%	47%	250	408	-158	-39%	379	-129	-34%	138
	Budget	48%	48%	48%	48%	0%	48%	48%	48%	47%	47%	47%	47%	0%	48%	49%	49%	48%								
	PY	-1%	48%	33%	36%	46%	50%	49%	49%	42%	52%	47%	45%	83%	49%	48%	49%	45%								
2 Henkel	Actual/Fcast	34%	0%	37%	29%	33%	48%	28%	35%	28%	0%	0%	28%	0%	0%	0%	0%	32%	156	244	-88	-36%	380	-225	-59%	58
	Budget	33%	30%	32%	32%	30%	32%	28%	30%	30%	29%	30%	30%	32%	31%	31%	31%	31%								
	PY	28%	28%	29%	28%	39%	31%	26%	32%	41%	37%	27%	37%	32%	25%	35%	31%	32%								
3 Gedimat	Actual/Fcast	54%	54%	54%	54%	55%	51%	51%	53%	48%	0%	0%	48%	0%	0%	0%	0%	53%	123	257	-134	-52%	256	-133	-52%	82
	Budget	53%	54%	53%	53%	53%	53%	54%	54%	54%	53%	54%	54%	54%	53%	54%	54%	54%								
	PY	52%	53%	53%	52%	56%	55%	55%	55%	53%	54%	56%	54%	52%	48%	51%	50%	52%								
4 GISS	Actual/Fcast	33%	24%	35%	31%	27%	20%	27%	26%	28%	0%	0%	28%	0%	0%	0%	0%	29%	54	113	-58	-52%	105	-51	-48%	28
	Budget	35%	35%	34%	35%	34%	34%	34%	34%	34%	35%	35%	35%	35%	34%	35%	35%	35%								
	PY	39%	22%	33%	32%	27%	43%	32%	34%	32%	32%	38%	34%	34%	32%	31%	32%	33%								
5 S.E.B.A.	Actual/Fcast	46%	49%	43%	46%	44%	46%	43%	44%	45%	0%	0%	45%	0%	0%	0%	0%	45%	113	132	-19	-14%	156	-42	-27%	60
	Budget	49%	49%	49%	49%	49%	49%	49%	49%	48%	48%	48%	48%	48%	48%	48%	48%	49%								
	PY	48%	45%	58%	51%	48%	50%	45%	47%	46%	45%	54%	47%	41%	43%	46%	43%	46%								
6 PUM	Actual/Fcast	43%	43%	44%	44%	42%	44%	43%	43%	45%	0%	0%	45%	0%	0%	0%	0%	44%	56	149	-93	-62%	101	-45	-45%	21
	Budget	50%	50%	50%	50%	52%	53%	54%	53%	51%	51%	52%	51%	51%	52%	51%	51%	51%								
	PY	43%	43%	45%	44%	45%	41%	38%	42%	44%	44%	47%	45%	45%	44%	40%	42%	44%								
7 Loxam	Actual/Fcast	24%	-18%	28%	23%	23%	51%	-1%	20%	23%	0%	0%	23%	0%	0%	0%	0%	22%	26	36	-10	-28%	56	-30	-54%	11
	Budget	13%	15%	14%	14%	14%	15%	14%	14%	15%	18%	18%	17%	16%	16%	17%	16%	15%								
	PY	28%	11%	12%	21%	33%	9%	33%	30%	21%	26%	40%	26%	19%	32%	54%	30%	26%								
8 PBM	Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	4	-4	-100%	2	-2	-100%	0
	Budget	53%	50%	52%	52%	53%	52%	55%	54%	50%	50%	50%	50%	49%	50%	50%	50%	51%								
	PY	60%	22%	18%	35%	31%	0%	62%	51%	0%	0%	0%	0%	0%	0%	0%	0%	41%								
9 Brossette	Actual/Fcast	66%	59%	61%	63%	77%	85%	69%	76%	67%	0%	0%	67%	0%	0%	0%	0%	69%	14	40	-27	-66%	36	-22	-61%	7
	Budget	65%	65%	64%	65%	64%	64%	65%	65%	64%	64%	64%	64%	64%	64%	64%	64%	64%								
	PY	66%	64%	64%	65%	68%	67%	65%	67%	65%	62%	67%	64%	67%	62%	61%	63%	65%								
10 Ciffreo Bona	Actual/Fcast	44%	40%	44%	43%	45%	29%	41%	41%	44%	0%	0%	44%	0%	0%	0%	0%	43%	32	67	-35	-53%	61	-30	-48%	19
	Budget	48%	47%	48%	48%	47%	48%	47%	47%	48%	48%	48%	48%	48%	47%	48%	48%	48%								
	PY	39%	39%	40%	39%	45%	44%	45%	44%	46%	43%	43%	44%	42%	46%	40%	43%	43%								
Subtotal	Actual/Fcast	38%	37%	44%	40%	38%	48%	41%	41%	38%	0%	0%	38%	0%	0%	0%	0%	40%	824	1,451	-627	-43%	1,532	-708	-46%	424
	Budget	42%	42%	42%	42%	40%	42%	43%	42%	41%	41%	41%	41%	41%	42%	43%	42%	42%								
	PY	34%	38%	37%	37%	44%	40%	40%	41%	41%	40%	42%	41%	39%	42%	44%	42%	40%								



Top 10 Customers - Strategic Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Sogedesa	Actual/Fcast	51%	51%	49%	50%	52%	47%	48%	49%	49%	0%	0%	49%	0%	0%	0%	0%	50%	611	1,084	-473	-44%	992	-381	-38%	272
	Budget	51%	52%	51%	51%	52%	51%	52%	52%	52%	52%	52%	52%	52%	52%	52%	52%	52%								
	PY	46%	50%	46%	47%	50%	52%	50%	50%	49%	52%	52%	51%	52%	49%	49%	50%	49%								
2 M C D	Actual/Fcast	41%	45%	45%	44%	40%	41%	39%	39%	41%	0%	0%	41%	0%	0%	0%	0%	41%	291	542	-251	-46%	475	-184	-39%	217
	Budget	43%	45%	46%	45%	46%	39%	50%	48%	43%	47%	45%	45%	48%	45%	45%	47%	46%								
	PY	34%	30%	44%	40%	40%	30%	43%	42%	39%	44%	36%	40%	42%	43%	45%	43%	42%								
3 TOUT FAIRE	Actual/Fcast	52%	50%	52%	51%	54%	53%	48%	51%	48%	0%	0%	48%	0%	0%	0%	0%	51%	334	589	-255	-43%	538	-204	-38%	146
	Budget	52%	52%	52%	52%	52%	51%	53%	52%	52%	52%	52%	52%	52%	52%	52%	52%	52%								
	PY	49%	50%	51%	50%	54%	42%	49%	50%	48%	49%	54%	49%	52%	50%	48%	50%	50%								
4 Point P	Actual/Fcast	48%	47%	47%	48%	47%	46%	47%	47%	43%	0%	0%	43%	0%	0%	0%	0%	47%	217	499	-282	-56%	401	-184	-46%	100
	Budget	50%	51%	51%	51%	51%	51%	51%	51%	50%	51%	51%	51%	51%	51%	51%	51%	51%								
	PY	48%	48%	49%	49%	48%	50%	49%	49%	45%	47%	47%	46%	46%	44%	43%	44%	47%								
5 Socoda	Actual/Fcast	54%	54%	55%	54%	56%	55%	52%	54%	52%	0%	0%	52%	0%	0%	0%	0%	54%	252	426	-174	-41%	415	-163	-39%	121
	Budget	54%	54%	54%	54%	54%	54%	55%	55%	54%	54%	54%	54%	54%	54%	54%	54%	54%								
	PY	53%	52%	51%	52%	54%	56%	52%	53%	52%	55%	57%	54%	54%	51%	53%	53%	53%								
6 Bigmat	Actual/Fcast	52%	54%	53%	53%	51%	47%	49%	49%	48%	0%	0%	48%	0%	0%	0%	0%	51%	245	392	-146	-37%	373	-128	-34%	112
	Budget	51%	51%	51%	51%	50%	50%	51%	51%	51%	51%	51%	51%	51%	51%	51%	51%	51%								
	PY	48%	49%	55%	51%	54%	53%	52%	53%	48%	50%	52%	49%	54%	49%	55%	53%	52%								
7 Master Pro	Actual/Fcast	49%	49%	51%	50%	46%	49%	48%	48%	45%	0%	0%	45%	0%	0%	0%	0%	48%	166	301	-135	-45%	268	-102	-38%	85
	Budget	50%	50%	50%	50%	50%	49%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%								
	PY	48%	32%	47%	44%	52%	42%	50%	50%	46%	49%	48%	48%	53%	49%	46%	49%	48%								
8 Eurobaustoffe	Actual/Fcast	50%	52%	51%	51%	50%	50%	48%	49%	48%	0%	0%	48%	0%	0%	0%	0%	50%	61	164	-103	-63%	125	-64	-51%	31
	Budget	55%	55%	56%	55%	55%	55%	56%	55%	55%	55%	55%	55%	55%	54%	55%	55%	55%								
	PY	52%	51%	43%	50%	56%	56%	52%	55%	51%	56%	58%	54%	51%	56%	48%	53%	53%								
9 BayWa	Actual/Fcast	51%	46%	49%	50%	53%	47%	52%	51%	51%	0%	0%	51%	0%	0%	0%	0%	51%	89	173	-84	-48%	142	-53	-37%	29
	Budget	55%	55%	56%	55%	55%	55%	56%	55%	55%	55%	55%	55%	55%	54%	55%	55%	55%								
	PY	55%	54%	54%	54%	53%	53%	51%	52%	53%	55%	53%	54%	38%	47%	43%	43%	51%								
10 Saint Gobain Germany	Actual/Fcast	52%	52%	0%	52%	46%	58%	0%	55%	0%	0%	0%	0%	0%	0%	0%	0%	55%	3	25	-22	-88%	11	-8	-74%	9
	Budget	57%	57%	57%	57%	57%	0%	57%	57%	57%	57%	57%	57%	57%	57%	57%	57%	57%								
	PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	61%	0%	61%	42%	0%	46%	44%	46%								
Subtotal	Actual/Fcast	50%	50%	50%	50%	51%	49%	46%	48%	46%	0%	0%	46%	0%	0%	0%	0%	49%	2,270	4,194	-1,924	-46%	3,741	-1,471	-39%	1,123
	Budget	51%	51%	51%	51%	51%	51%	52%	51%	51%	51%	51%	51%	51%	51%	51%	51%	51%								
	PY	48%	48%	48%	48%	51%	50%	49%	50%	47%	50%	50%	49%	48%	48%	49%	48%	49%								
Others	Actual/Fcast	48%	44%	48%	47%	47%	48%	44%	46%	47%	0%	0%	47%	0%	0%	0%	0%	47%	2,568	4,314	-1,746	-40%	4,465	-1,897	-42%	1,254
	Budget	42%	43%	44%	43%	43%	42%	44%	43%	43%	44%	42%	43%	43%	44%	44%	44%	43%								
	PY	48%	49%	54%	51%	48%	51%	49%	49%	46%	42%	44%	44%	40%	45%	50%	45%	47%								
TOTAL	Actual/Fcast	47%	45%	48%	47%	47%	48%	45%	46%	45%	0%	0%	45%	0%	0%	0%	0%	46%	4,838	8,508	-3,670	-43%	8,206	-3,368	-41%	2,376
	Budget	46%	46%	47%	46%	46%	46%	47%	47%	46%	47%	45%	46%	47%	47%	47%	47%	47%								
	PY	45%	46%	48%	47%	48%	46%	47%	47%	46%	45%	46%	45%	44%	46%	48%	46%	46%								

BU

Consumer (Europe)

Currency

GBP £ 000's

Incoming orders field in SIS represents any/all order lines created/rejected/changed on a given day or within given fiscal period regardless of a confirmed GI date.

A cancelled order would show as a negative value.

ORDERS ROADMAP

Key Customer		1 Actual	2 Actual	3 Actual	Q1	4 Actual	5 Actual	6 Actual	Q2	7 Actual	8 Actual	9 Actual	Q3	10 Actual	11 Fcast	12 Fcast	Q4	FY2011
GIMA	ACT	103	31	268	402	26	0	84	110	10	0	0	10	0	0	0	0	522
	PY	0	269	59	328	17	69	6	91	83	20	20	123	9	220	61	290	832
Henkel	ACT	29	64	135	228	5	59	63	127	154	0	0	154	0	0	0	0	509
	PY	115	84	127	326	114	32	182	329	161	60	31	252	61	71	120	253	1,160
Gedimat	ACT	30	22	74	126	31	10	56	98	29	0	0	29	0	0	0	0	253
	PY	50	26	74	150	41	26	53	119	33	23	11	67	59	63	60	182	517
GISS	ACT	25	30	41	95	38	17	27	83	37	0	0	37	0	0	0	0	215
	PY	21	21	49	91	23	21	35	79	35	24	21	80	36	28	27	92	343
S.E.B.A.	ACT	25	33	55	113	31	15	45	90	62	0	0	62	0	0	0	0	265
	PY	21	13	28	62	30	7	30	66	35	40	29	104	29	47	61	137	369
PUM	ACT	24	19	33	77	16	10	20	46	32	0	0	32	0	0	0	0	155
	PY	21	21	75	117	17	9	15	41	22	16	24	63	20	16	29	64	284
Loxam	ACT	32	29	22	83	25	3	6	35	29	0	0	29	0	0	0	0	147
	PY	36	15	12	63	25	13	32	70	15	17	34	66	1	11	0	12	211
PBM	ACT	0	2	0	2	0	0	0	0	0	0	0	0	0	0	0	0	2
	PY	1	1	1	3	1	0	1	2	0	0	0	0	0	0	0	0	4
Brossette	ACT	4	9	4	16	3	2	4	9	4	0	0	4	0	0	0	0	29
	PY	7	4	10	21	6	5	3	13	4	3	3	10	3	5	4	11	56
Ciffreo Bona	ACT	4	0	16	20	10	5	15	30	13	0	0	13	0	0	0	0	64
	PY	12	12	14	37	14	8	18	40	14	12	8	34	13	16	33	62	173

Sogedesca	ACT	203	184	648	1,035	188	85	237	510	209	0	0	209	0	0	0	0	1,753
	PY	159	144	255	558	196	111	211	518	218	159	114	491	221	197	196	613	2,181
M C D	ACT	66	38	246	350	125	99	226	449	142	0	0	142	0	0	0	0	941
	PY	38	45	170	254	55	121	116	291	75	74	157	306	147	220	108	475	1,325
TOUT FAIRE	ACT	83	91	133	307	59	56	137	252	90	0	0	90	0	0	0	0	649
	PY	138	110	151	399	66	33	119	218	113	77	47	237	81	129	148	358	1,213
Point P	ACT	99	27	180	306	50	39	239	329	62	0	0	62	0	0	0	0	696
	PY	67	40	146	253	80	30	93	203	182	26	76	284	78	90	89	257	997
Socoda	ACT	73	64	136	274	73	32	92	197	64	0	0	64	0	0	0	0	534
	PY	77	40	96	213	52	42	116	210	63	60	61	184	64	85	101	250	857
Bigmat	ACT	65	57	93	216	48	24	105	177	88	0	0	88	0	0	0	0	481
	PY	57	40	86	183	51	23	112	185	81	50	8	139	49	55	117	221	729
Master Pro	ACT	47	53	139	238	39	18	98	156	61	0	0	61	0	0	0	0	454
	PY	33	23	90	146	39	20	73	132	65	53	28	145	44	104	41	189	611
Eurobaustoffe	ACT	17	13	68	98	16	31	32	79	16	0	0	16	0	0	0	0	193
	PY	23	35	8	66	29	11	24	65	17	27	11	54	25	20	12	57	242
BayWa	ACT	37	10	10	58	13	16	72	101	8	0	0	8	0	0	0	0	168
	PY	32	15	51	97	21	12	16	48	26	13	21	59	42	12	30	84	288
Saint Gobain Germany	ACT	1	0	41	41	1	4	0	5	0	0	0	0	0	0	0	0	46
	PY	0	0	0	0	0	0	0	0	0	4	20	23	-2	0	4	2	26



TWC - Market

	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Average	TARGET 5%
Finished Goods stock - days														
Actual	18.3	26.5	18.5	30.7	29.9	26.7	22.6						24.7	26.5
Budget	24.4	23.6	24.4	26.2	34.5	31.9	23.2	21.4	29.5	30.3	26.6	24.2	26.7	
PY			22.7	25.2	37.0	33.6	22.5	20.5	35.1	35.8	26.1	20.2	27.9	
Actual vs budget	-6.1	2.9	-5.9	4.5	-4.6	-5.2	-0.6	-21.4	-29.5	-30.3	-26.6	-24.2		
Actual vs budget %	-25.0%	12.3%	-24.2%	17.2%	-13.3%	-16.3%	-2.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	18.3	26.5	-4.2	5.5	-7.1	-6.9	0.1	-20.5	-35.1	-35.8	-26.1	-20.2		
Actual vs PY %	#DIV/0!	#DIV/0!	-18.4%	21.7%	-19.3%	-20.5%	0.5%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Finished Goods stock - £'000														
Actual	520	663	509	847	667	675	662						649	
Budget	719	658	723	762	834	803	656	631	701	734	750	752	727	
PY	664	675	627	693	847	776	620	605	736	741	709	625	693	
Actual vs budget	-199	5	-214	85	-167	-128	6	-631	-701	-734	-750	-752		
Actual vs budget %	-27.7%	0.8%	-29.6%	11.2%	-20.0%	-15.9%	0.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-144	-12	-118	154	-180	-101	42	-605	-736	-741	-709	-625		
Actual vs PY %	-21.7%	-1.8%	-18.8%	22.2%	-21.2%	-13.1%	6.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - days														
Actual	68.7	87.1	71.3	82.3	92.2	77.5	77.1						79.5	87.5
Budget													0.0	
PY	105.0	103.5	90.6	88.5	89.4	94.7	83.8	86.3	95.0	102.2	93.6	72.5	92.1	
Actual vs budget	68.7	87.1	71.3	82.3	92.2	77.5	77.1	0.0	0.0	0.0	0.0	0.0		
Actual vs budget %	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Actual vs PY	-36.3	-16.4	-19.3	-6.2	2.8	-17.2	-6.7	-86.3	-95.0	-102.2	-93.6	-72.5		
Actual vs PY %	-34.6%	-15.8%	-21.3%	-7.0%	3.2%	-18.1%	-8.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - £'000														
Actual	3,699	4,101	3,716	4,300	3,912	3,611	4,121						3,923	
Budget													0	
PY	5,212	4,731	4,729	4,663	3,908	4,158	4,329	4,686	3,649	3,822	4,619	4,182	4,391	
Actual vs budget	3,699	4,101	3,716	4,300	3,912	3,611	4,121	0	0	0	0	0		
Actual vs budget %	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Actual vs PY	-1,513	-630	-1,013	-363	4	-547	-208	-4,686	-3,649	-3,822	-4,619	-4,182		
Actual vs PY %	-29.0%	-13.3%	-21.4%	-7.8%	0.1%	-13.2%	-4.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		



Pipeline

No Budgeted	Customer	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Y	Travis Perkins	3	0	0	0		0	0	40	60	100	200	0	(40)	(60)	(100)	(200)
Y	Raag	3	15	30	0		45	40	20	40	40	140	(25)	10	(40)	(40)	(95)
Y	Jewson	2	0	0	0		0	0	0	20	70	90	0	0	(20)	(70)	(90)
N	Screwfix	4	10	0	0		10	50	50	40	60	200	(40)	(50)	(40)	(60)	(190)
N	Home Base	1	0	0	0		0	0	15	20	15	50	0	(15)	(20)	(15)	(50)
N	B&Q	1	0	0	0		0	50	70	70	60	250	(50)	(70)	(70)	(60)	(250)
N	EDE	1	0	0	0		0	0	0	0	100	100	0	0	0	(100)	(100)
Y	Legallais	4	20	0	0		20	15	10	10	25	60	5	(10)	(10)	(25)	(40)
N	Barnier System		6	10	3		19	0	0	20	50	70	6		(17)	(50)	-51
Total			51	40	3	0	94	155	205	280	520	1,160	(104)	(175)	(277)	(520)	(1,066)

Comments

- Travis Perkins: Scapa becoming supplier - agreement implementation action plan
- Raag: Cloth tape business to move from Advance to Scapa - need production allocation from Ashton
- Jewson: no progress
- Screwfix: served via Great Star. Project to remove Henkel and place Barnier
- Home Base: no progress
- B&Q: no progress
- EDE: contract signed
- Legallais: on going
- Barnier System: stock building in Sept, sales starting in October



NPD

No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		
	Budgeted:						0					0					0	
							0					0					0	
							0					0					0	
							0					0					0	
							0					0					0	
							0					0					0	
	Total		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Unbudgeted:						0					0					0	
							0					0					0	
							0					0					0	
							0					0					0	
							0					0					0	
	Total		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Total Bud and Unbud		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	



MANAGEMENT ACCOUNTS

SCAPA GROUP PLC

Consumer (NA)

October 2010

	Actual	October Budget	PY	Actual	YTD Budget	PY	% Var Month Budget	PY	% Var YTD Budget	PY
Sales	630	499	854	5,288	5,470	6,700	131	-224	-182	-1,412
Std Gross Margin	200	140	98	1,827	1,850	1,970	60	102	-23	-143
% of Sales	31.7%	28.2%	11.5%	34.5%	33.8%	29.4%				
D&L	(27)	(34)		(253)	(380)		7		127	
% of sales	-4.3%	-6.8%		-4.8%	-7.0%					
R&D Direct	(4)	(1)		(26)	(9)		-3		-17	
R&D Allocated	(1)	(4)		(13)	(29)		3		16	
% of sales	-0.8%	-1.0%		-0.7%	-0.7%					
S&M Direct	(70)	(65)		(468)	(479)		-5		11	
S&M Allocated	(14)	(10)		(76)	(79)		-4		3	
% of sales	-13.3%	-15.1%		-10.3%	-10.2%					
Market Performance	84	26		991	875		58		116	
ROS	13.3%	5.3%		18.7%	16.0%					

HIGHLIGHTS

Sales ended at 630K vs. a budget of 499K resulting in a positive variance of 131k. With five more months left in the fiscal year, the backlog is 921K towards a remaining budget of 1.4M.

Performance

With better sales and controlled costs, the monthly ROS ended at 13.3% vs. a 5.3% adding another 58K extra to bring the total YTD positive variance to 116K. If the current trend continues, the BU may end up adding another 200K worth of profit by the year end.

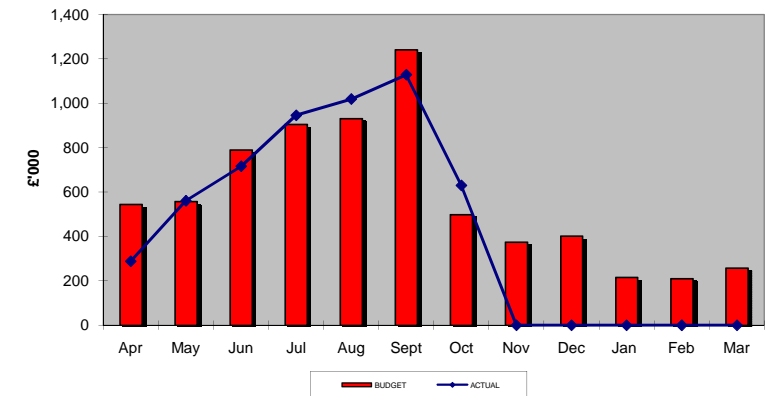
Gross Margin

GM ended at 31.7% vs a budget of 28.2%. The total YTD GM percentage is slightly higher than the budgeted (34.5 vs.3.8) but a decent 5% gain over the last year.

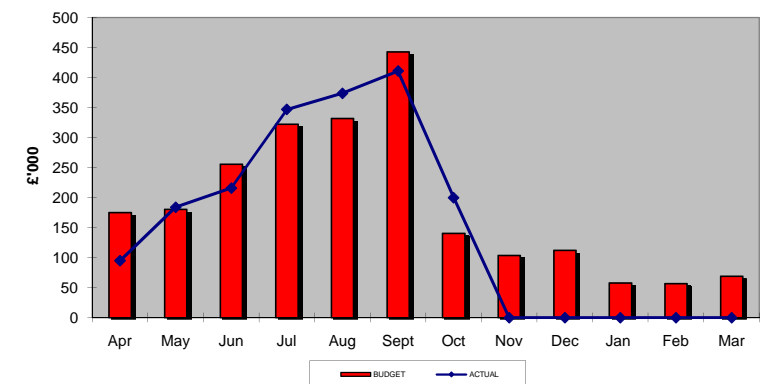
Sales

Sales ended at 630K vs. a budget of 499K resulting in a positive variance of 131k. Sales to Costco were better than expected and a shipments worth 92K to Forzani helped them bring the gap a bit closer to their annual budget.

Turnover



Std Margin





Detailed Market Performance

		Apr-10	May-10	Jun-10	Q1	Jul-10	Aug-10	Sep-10	Q2	Oct-10	Nov-10	Dec-10	Q3	Jan-11	Feb-11	Mar-11	Q4	FY2011
Orders	Actual	988	622	1,388	2,998	451	665	829	1,945	526			526				0	5,469
	Budget				0				0				0				0	0
		691	255	2,102	3,048	695	1,006	967	2,668	1,041	679	480	2,200	533	438	1,010	1,981	9,898
																		0
Sales	Actual	288	561	716	1,565	946	1,019	1,128	3,093	630	0	0	630	0	0	0	0	5,288
	Budget	544	558	790	1,893	906	932	1,241	3,079	499	374	402	1,275	216	210	258	685	6,931
	PY	470	525	1,188	2,184	1,060	1,195	1,407	3,662	854	868	591	2,313	489	295	416	1,200	9,359
	Actual vs budget	(256)	3	(74)	(328)	40	87	(113)	14	131	(374)	(402)	(645)	(216)	(210)	(258)	(685)	(1,643)
	Actual vs PY	(182)	36	(472)	(619)	(114)	(176)	(279)	(569)	(224)	(868)	(591)	(1,683)	(489)	(295)	(416)	(1,200)	(4,071)
																		0
Std Gross Margin	Actual	95	184	216	495	347	374	411	1,132	200	0	0	200	0	0	0	0	1,827
	Budget	175	180	256	612	322	332	443	1,098	140	104	112	357	58	57	69	184	2,250
	PY	131	165	353	649	379	372	471	1,222	98	253	118	469	104	101	89	295	2,635
	Actual %age	33.0%	32.8%	30.2%	31.6%	36.7%	36.7%	36.4%	36.6%	31.7%	#DIV/0!	#DIV/0!	31.7%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	34.5%
	Budget %age	32.2%	32.4%	32.4%	32.3%	35.6%	35.7%	35.7%	28.2%	27.8%	27.9%	28.0%	26.7%	27.0%	26.7%	26.8%	26.8%	32.5%
																		28.2%
D&L	Actual	(17)	(28)	(31)	(76)	(45)	(51)	(54)	(150)	(27)	0	0	(27)	0	0	0	0	(253)
	Budget	(37)	(38)	(59)	(133)	(61)	(63)	(89)	(213)	(34)	(26)	(32)	(92)	(15)	(14)	(23)	(52)	(490)
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual % Sales	-5.9%	-5.0%	-4.3%	-4.9%	-4.8%	-5.0%	-4.8%	-4.3%	-4.3%	#DIV/0!	#DIV/0!	-4.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-4.8%
	Budget % Sales	-6.8%	-6.8%	-7.4%	-7.0%	-6.8%	-6.8%	-7.2%	-6.9%	-6.8%	-6.8%	-8.1%	-7.2%	-6.8%	-6.8%	-8.8%	-7.6%	-7.1%
																		0.0%
R&D	Actual	(4)	(3)	(5)	(12)	(3)	(3)	(4)	(10)	(4)	0	0	(4)	0	0	0	0	(26)
	Budget	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(4)	(15)
	Actual vs budget	(3)	(2)	(4)	(8)	(2)	(2)	(3)	(6)	(3)	1	1	(0)	1	1	1	4	(11)
	Actual % Sales	-1.4%	-0.5%	-0.7%	-0.8%	-0.3%	-0.3%	-0.4%	-0.3%	-0.6%	#DIV/0!	#DIV/0!	-0.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.5%
	Budget % Sales	-0.2%	-0.2%	-0.2%	-0.2%	-0.1%	-0.1%	-0.1%	-0.1%	-0.2%	-0.3%	-0.4%	-0.3%	-0.5%	-0.5%	-0.6%	-0.5%	-0.2%
																		0
R&D Allocated	Actual	(2)	(2)	(2)	(6)	(2)	(2)	(2)	(6)	(1)	0	0	(1)	0	0	0	0	(13)
	Budget	(4)	(4)	(5)	(13)	(4)	(4)	(5)	(13)	(4)	(4)	(5)	(13)	(4)	(4)	(5)	(13)	(50)
	Actual vs budget	2	2	3	7	2	2	3	7	3	4	5	12	4	4	5	13	37
	Actual % Sales	-0.7%	-0.4%	-0.3%	-0.4%	-0.2%	-0.2%	-0.2%	-0.2%	-0.2%	#DIV/0!	#DIV/0!	-0.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.2%
	Budget % Sales	-0.7%	-0.7%	-0.6%	-0.7%	-0.4%	-0.4%	-0.4%	-0.4%	-0.8%	-1.0%	-1.2%	-1.0%	-1.8%	-1.8%	-1.9%	-1.8%	-0.7%
																		0
S&M	Actual	(53)	(50)	(75)	(178)	(61)	(75)	(84)	(220)	(70)	0	0	(70)	0	0	0	0	(468)
	Budget	(64)	(64)	(80)	(208)	(64)	(64)	(79)	(206)	(65)	(64)	(79)	(207)	(64)	(64)	(80)	(207)	(829)
	Actual vs budget	11	14	5	30	3	(11)	(5)	(14)	(5)	64	79	137	64	64	80	207	361
	Actual % Sales	-18.4%	-8.9%	-10.5%	-11.4%	-6.4%	-7.4%	-7.4%	-7.1%	-11.1%	#DIV/0!	#DIV/0!	-11.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-8.9%
	Budget % Sales	-11.8%	-11.5%	-10.1%	-11.0%	-7.0%	-6.9%	-6.3%	-6.7%	-13.0%	-17.0%	-19.7%	-16.3%	-29.6%	-30.2%	-30.9%	-30.3%	-12.0%
																		0
S&M Allocated	Actual	(10)	(11)	(12)	(33)	(8)	(8)	(13)	(29)	(14)	0	0	(14)	0	0	0	0	(76)
	Budget	(10)	(11)	(13)	(34)	(10)	(11)	(13)	(34)	(10)	(11)	(13)	(34)	(11)	(10)	(13)	(34)	(136)
	Actual vs budget	0	(0)	1	1	2	3	0	5	(4)	11	13	20	11	10	13	34	60
	Actual % Sales	-3.5%	-2.0%	-1.7%	-2.1%	-0.8%	-0.8%	-1.2%	-0.9%	-2.2%	#DIV/0!	#DIV/0!	-2.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-1.4%
	Budget % Sales	-1.9%	-1.9%	-1.7%	-1.8%	-1.2%	-1.1%	-1.1%	-1.1%	-2.1%	-2.8%	-3.2%	-2.7%	-4.9%	-5.0%	-5.1%	-5.0%	-2.0%
																		0
Market Performance	Actual	9	90	91	190	228	235	254	717	84	0	0	84	0	0	0	0	991
	Budget	59	63	98	221	182	189	257	628	26	(1)	(18)	7	(37)	(37)	(53)	(126)	730
	Actual vs budget	(50)	27	(7)	69	146	146	(3)	89	58	1	18	77	37	37	53	126	261
	Actual % Sales	3.1%	16.0%	12.7%	12.1%	24.1%	23.1%	22.5%	23.2%	13.3%	#DIV/0!	#DIV/0!	13.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	18.7%
	Budget % Sales	10.9%	11.3%	12.5%	11.7%	20.1%	20.3%	20.7%	20.4%	5.3%	-0.2%	-4.6%	0.5%	-16.9%	-17.5%	-20.4%	-18.4%	10.5%



CAUSAL

Actual v Budget (£'000)						
Month	Sales	GM	D&L	R&D	S&M	Performance
BUDGET						
Sales	499	140	-34	-5	-75	26
Volume						
Costco	149	62				62
Others	-42	-12				-12
Source for Sports	-13	-5				-5
Reebok	0	0				0
Walmart	-1	0				0
Mix/Other	-24	-19				-19
Forzani	63	34				34
Costs						
-Marketing					3	3
-Other					4	4
-Travel				0	2	2
-Personnel costs				-3	1	-2
-R&D Allocated				3		3
-S&M Allocated					-4	-4
-D&L Actual			7			7
-Commissions to explain	0	0	0	0	0	0
ACTUAL	630	200	-27	-5	-84	84

Actual v Budget (£'000)						
YTD	Sales	GM	D&L	R&D	S&M	Performance
BUDGET						
Sales	5,470	1,850	-380	-38	-557	875
Volume						
Costco	356	144				144
Others	-108	-35				-35
Source for Sports	-98	-32				-32
Reebok	0	0				0
Walmart	-36	-14				-14
Mix/Other	-105	-18				-18
Forzani	-191	-68				-68
Costs						
-Marketing					7	7
-Other					-7	-7
-Travel				-1	0	-1
-Personnel costs				-17	34	18
-R&D Allocated				16		16
-S&M Allocated					3	3
-D&L Actual			127			127
-Commissions to explain	0	0	0	0	-23	-23
ACTUAL	5,288	1,827	-253	-39	-544	991

Month	YTD	Month	YTD
GM Walk	GM Walk	Impact	Impact
28.2%	33.8%		
31.3%	34.2%	3.1%	0.4%
28.1%	33.8%	0.0%	0.0%
27.9%	33.8%	-0.2%	0.0%
28.2%	33.8%	0.0%	0.0%
28.1%	33.8%	0.0%	0.0%
25.6%	34.1%	-2.6%	0.3%
31.1%	33.8%	2.9%	-0.1%
31.7%	34.5%	3.6%	0.7%



Top 10 Customers - Large and Strategic Period

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 Costco	116	-33	-85	64.7%	63.7%	157.5%	41.8%	39.4%	187.3%
2 Forzani	92	30	60	58.4%	66.7%	62.0%	32.6%	46.5%	41.4%
3 Wal-mart	34	35	89	60.3%	64.6%	52.0%	34.2%	40.4%	26.3%
4 Source for Sports	30	44	28	61.9%	62.8%	55.4%	37.2%	40.0%	31.5%
5 Reebok	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
6 Dick's Sporting Goods	14	23	34	47.2%	46.2%	41.3%	11.3%	7.5%	9.8%
7 The ICE Group	22	13	16	58.1%	61.0%	52.3%	37.2%	39.6%	30.3%
8 The Hockey Group	22	36	56	47.3%	45.9%	39.2%	12.3%	12.5%	9.1%
9 Sports Excellence	5	8	6	67.9%	67.6%	62.6%	46.7%	46.1%	42.9%
10 National Hockey Dealers	4	8	8	44.8%	46.6%	43.3%	12.8%	15.7%	16.6%
	338	163	211	59.9%	57.0%	7.9%	34.4%	29.8%	-40.0%
1 Collins Sports	0	2	2	0.0%	22.9%	-2.4%	0.0%	-4.7%	-13.9%
2 Sports Authority	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
3	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
4	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
5	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
6	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
7	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
8	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
9	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
10	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	0	2	2	0.0%	22.9%	-2.4%	0.0%	-4.7%	-13.9%
OTHERS	292	333	640	55.0%	53.0%	52.6%	28.6%	27.6%	28.6%
TOTAL	630	499	854	57.6%	54.2%	41.4%	31.7%	28.2%	11.5%

Budget Variance %		
Turnover	GC	GM
149	96	61
63	34	16
-1	-2	-3
-13	-9	-6
0	0	0
-9	-4	0
9	5	3
-14	-6	-2
-3	-2	-1
-4	-2	-1
175	110	68
-2	-1	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
-2	-1	0
-42	-16	-8
131	93	60

PY Variance %		
Turnover	GC	GM
200	208	207
33	17	5
-55	-26	-12
3	4	3
0	0	0
-20	-8	-2
6	4	3
-34	-12	-2
-1	0	0
-4	-2	-1
127	186	201
-2	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
-2	0	0
-349	-176	-100
-224	10	102

Attrition Risk Rating	Customer Growth	Scapa Growth
1	declining	growing
1	static	declining
1	growing	Static
2	declining	Static
1	growing	growing
1	static	Static
2	static	Static
1	static	Static
1	static	Static
4	declining	declining
1	static	static
1	static	static



Top 10 Customers - Large and Strategic YTD

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 Costco	1,369	1,013	916	61.6%	63.7%	51.4%	40.6%	39.4%	24.9%
2 Forzani	397	588	645	59.9%	67.0%	61.5%	35.7%	46.6%	39.0%
3 Wal-mart	365	400	455	64.5%	64.6%	55.9%	39.0%	40.4%	26.9%
4 Source for Sports	279	377	335	58.8%	63.1%	59.2%	33.2%	40.4%	36.0%
5 Reebok	255	256	212	59.0%	60.4%	49.0%	31.4%	34.1%	23.2%
6 Dick's Sporting Goods	72	75	92	46.8%	46.2%	39.0%	8.4%	7.5%	7.0%
7 The ICE Group	84	81	82	58.5%	61.0%	52.2%	36.4%	39.6%	30.4%
8 The Hockey Group	137	150	165	47.8%	44.1%	37.1%	13.8%	10.1%	9.4%
9 Sports Excellence	73	83	82	65.6%	67.5%	62.6%	43.9%	45.9%	40.7%
10 National Hockey Dealers	26	62	68	46.2%	47.6%	42.4%	14.3%	17.0%	18.0%
	3,058	3,086	3,052	60.2%	62.4%	53.9%	36.1%	38.1%	28.3%
1 Collins Sports	22	68	34	18.2%	30.7%	21.5%	4.5%	1.2%	6.2%
2 Sports Authority	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
3	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
4	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
5	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
6	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
7	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
8	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
9	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
10	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	22	68	34	18.2%	30.7%	21.5%	4.5%	1.2%	6.2%
OTHERS	2,208	2,316	3,614	57.3%	53.2%	52.8%	32.7%	29.1%	30.5%
TOTAL	5,288	5,470	6,700	58.8%	58.1%	53.1%	34.5%	33.8%	29.4%

Budget Variance %		
Turnover	GC	GM
356	198	156
-191	-156	-132
-36	-23	-20
-98	-74	-60
0	-4	-7
-3	-1	0
3	0	-1
-13	-1	4
-10	-8	-6
-36	-17	-7
-28	-87	-73
-46	-17	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
-46	-17	0
-108	32	50
-182	-71	-23

PY Variance %		
Turnover	GC	GM
453	373	328
-248	-159	-110
-90	-19	20
-55	-34	-28
43	46	31
-20	-2	0
2	6	6
-28	4	3
-9	-3	-1
-42	-17	-9
6	196	240
-12	-3	-1
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
-12	-3	-1
-1,406	-642	-382
-1,412	-449	-143

Attrition Risk Rating	Customer Growth	Scapa Growth
2	Growing	Growing
2	static	declining
1	Growing	declining
2	declining	declining
1	Growing	Growing
1	static	Static
2	declining	declining
3	static	Static
3	static	declining
3	declining	declining
1	static	declining
1	static	static



Top 10 Customers - Large Revenue Roadmap

	Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1	Costco	Actual/Fcast	0	0	70	70	470	388	325	1,184	116	0	0	116	0	0	0	0	1,369		1,369	1,056	313	30%	907	462	51%	-52
		Budget	48	50	71	169	258	265	353	877	-33	-25	-27	-85	30	29	36	95	1,056									
		PY	0	-2	99	98	339	221	343	903	-85	95	-53	-42	-1	-1	-49	-52	907									
2	Forzani	Actual/Fcast	7	50	63	120	94	64	26	185	92	0	0	92	0	0	0	0	397		397	679	-282	-41%	778	-381	-49%	13
		Budget	31	32	45	109	132	136	181	450	30	22	24	76	14	14	17	44	679									
		PY	48	17	54	119	117	84	265	466	60	41	80	180	-59	3	69	13	778									
3	Wal-mart	Actual/Fcast	21	9	168	198	13	42	78	133	34	0	0	34	0	0	0	0	365		365	487	-123	-25%	598	-233	-39%	75
		Budget	30	31	44	105	77	79	105	261	35	26	28	89	10	10	12	33	487									
		PY	96	3	6	105	128	99	34	261	89	33	35	157	21	30	25	75	598									
4	Source for Sports	Actual/Fcast	7	33	63	104	52	21	73	145	30	0	0	30	0	0	0	0	279		279	482	-203	-42%	498	-219	-44%	66
		Budget	58	59	85	202	39	40	53	131	44	33	35	112	11	11	14	36	482									
		PY	17	61	100	178	27	39	62	129	28	65	32	125	21	24	21	66	498									
5	Reebok	Actual/Fcast	0	61	0	61	60	107	27	194	0	0	0	0	0	0	0	0	255		255	256	0	0%	292	-37	-13%	80
		Budget	50	51	73	174	24	25	33	82	0	0	0	0	0	0	0	0	256									
		PY	0	131	0	131	-17	99	0	82	0	0	0	0	0	8	72	80	292									
6	Dick's Sporting Goods	Actual/Fcast	10	5	9	25	7	10	16	33	14	0	0	14	0	0	0	0	72		72	151	-79	-52%	177	-105	-59%	42
		Budget	7	7	10	25	8	8	11	28	23	17	19	59	12	12	15	39	151									
		PY	8	10	6	25	8	8	17	33	34	26	16	77	24	14	5	42	177									
7	The ICE Group	Actual/Fcast	6	3	20	30	1	4	27	33	22	0	0	22	0	0	0	0	84		84	114	-30	-26%	170	-86	-51%	46
		Budget	8	9	12	29	11	12	16	39	13	10	10	32	4	4	5	13	114									
		PY	6	4	19	29	10	11	16	37	16	19	23	58	16	19	10	46	170									
8	The Hockey Group	Actual/Fcast	11	18	11	41	21	18	35	74	22	0	0	22	0	0	0	0	137		137	261	-124	-48%	283	-146	-52%	64
		Budget	25	26	37	89	8	8	10	26	36	27	29	92	17	17	21	55	261									
		PY	16	40	32	88	3	9	8	21	56	50	4	109	49	3	12	64	283									
9	Sports Excellence	Actual/Fcast	3	17	12	32	14	7	14	36	5	0	0	5	0	0	0	0	73		73	108	-35	-32%	116	-43	-37%	16
		Budget	13	13	19	45	9	9	12	30	8	6	7	22	4	4	4	12	108									
		PY	3	11	29	43	5	10	18	33	6	5	13	24	6	3	7	16	116									
10	National Hockey Dealers	Actual/Fcast	3	5	1	10	7	2	3	13	4	0	0	4	0	0	0	0	26		26	87	-61	-70%	90	-63	-71%	11
		Budget	12	12	17	41	4	4	5	13	8	6	7	21	4	4	5	12	87									
		PY	2	10	36	47	2	2	10	14	8	5	5	18	4	4	3	11	90									
	Subtotal	Actual/Fcast	69	203	419	691	739	665	625	2,029	338	0	0	338	0	0	0	0	3,058		3,058	3,681	-623	-17%	3,909	-851	-22%	362
		Budget	283	291	413	987	570	586	780	1,936	163	123	133	419	107	104	128	339	3,681									
		PY	195	285	382	862	623	582	774	1,979	211	339	156	706	81	108	174	362	3,909									



Top 10 Customers - Strategic Revenue Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Collins Sports	Actual/Fcast	2	0	3	5	0	16	1	17	0	0	0	0	0	0	0	0	22	22	87	-65	-75%	40	-18	-45%	3
	Budget	7	7	10	24	12	13	17	41	2	2	2	6	5	5	6	15	87								
	PY	0	0	4	4	3	17	8	28	2	0	3	5	2	1	0	3	40								
2 Sports Authority	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
3	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
4	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
5	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
6	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
7	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
8	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
9	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
10	Actual/Fcast	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!	0	0	#DIV/0!	0
	Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Subtotal	Actual/Fcast	2	0	3	5	0	16	1	17	0	0	0	0	0	0	0	0	22	22	87	-65	-75%	40	-18	-45%	3
	Budget	7	7	10	24	12	13	17	41	2	2	2	6	5	5	6	15	87								
	PY	0	0	4	4	3	17	8	28	2	0	3	5	2	1	0	3	40								
Others	Actual/Fcast	217	358	294	869	207	338	502	1,047	292	0	0	292	0	0	0	0	2,208	5,266	6,843	-1,577	-23%	9,319	-4,053	-43%	1,197
	Budget	254	260	367	881	324	333	444	1,101	333	250	267	850	104	101	125	330	3,163								
	PY	275	241	802	1,318	434	596	626	1,656	640	529	432	1,602	406	186	242	834	5,410								
TOTAL	Actual/Fcast	288	561	716	1,565	946	1,019	1,128	3,093	630	0	0	630	0	0	0	0	5,288	5,288	6,931	-1,643	-24%	9,359	-4,071	-43%	1,200
	Budget	544	558	790	1,893	906	932	1,241	3,079	499	374	402	1,275	216	210	258	685	6,931								
	PY	470	525	1,188	2,184	1,060	1,195	1,407	3,662	854	868	591	2,313	489	295	416	1,200	9,359								



Top 10 Customers - Large Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Costco	Actual/Fcast	0%	0%	47%	47%	42%	39%	39%	40%	42%	0%	0%	42%	0%	0%	0%	0%	41%	556	416	139	33%	143	413	289%	-52
	Budget	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%	39%								
	PY	0%	100%	31%	30%	45%	33%	38%	40%	187%	37%	131%	452%	100%	100%	100%	100%	16%								
2 Forzani	Actual/Fcast	26%	31%	25%	28%	27%	71%	27%	42%	33%	0%	0%	33%	0%	0%	0%	0%	36%	142	316	-174	-55%	252	-110	-44%	-48
	Budget	47%	47%	47%	47%	47%	47%	47%	47%	46%	47%	46%	46%	46%	46%	46%	46%	47%								
	PY	30%	36%	44%	37%	39%	39%	39%	39%	41%	40%	40%	40%	116%	50%	28%	-368%	32%								
3 Wal-mart	Actual/Fcast	38%	39%	35%	35%	36%	38%	51%	45%	34%	0%	0%	34%	0%	0%	0%	0%	39%	142	197	-55	-28%	167	-25	-15%	26
	Budget	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%								
	PY	27%	22%	17%	26%	30%	25%	25%	27%	26%	26%	29%	27%	36%	34%	35%	35%	28%								
4 Source for Sports	Actual/Fcast	36%	38%	18%	25%	37%	37%	38%	38%	37%	0%	0%	37%	0%	0%	0%	0%	33%	93	194	-101	-52%	172	-80	-46%	23
	Budget	41%	41%	41%	41%	40%	40%	40%	40%	40%	40%	40%	40%	39%	39%	39%	39%	40%								
	PY	38%	38%	38%	38%	39%	39%	29%	34%	32%	30%	30%	30%	39%	32%	32%	34%	35%								
5 Reebok	Actual/Fcast	0%	31%	0%	31%	30%	31%	39%	32%	0%	0%	0%	0%	0%	0%	0%	0%	31%	80	87	-7	-8%	73	7	10%	24
	Budget	34%	34%	34%	34%	34%	34%	34%	34%	0%	0%	0%	0%	0%	0%	0%	0%	34%								
	PY	0%	33%	0%	33%	100%	24%	0%	8%	0%	0%	0%	0%	0%	34%	29%	30%	25%								
6 Dick's Sporting Goods	Actual/Fcast	1%	0%	8%	4%	15%	8%	11%	11%	11%	0%	0%	11%	0%	0%	0%	0%	8%	6	11	-5	-46%	7	-1	-19%	-2
	Budget	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%								
	PY	-2%	0%	2%	0%	14%	7%	8%	9%	10%	7%	5%	8%	11%	15%	-144%	-4%	4%								
7 The ICE Group	Actual/Fcast	33%	37%	35%	35%	40%	39%	37%	37%	37%	0%	0%	37%	0%	0%	0%	0%	36%	31	45	-14	-32%	53	-22	-42%	16
	Budget	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%								
	PY	30%	34%	32%	32%	32%	27%	29%	29%	30%	26%	31%	29%	35%	34%	35%	35%	31%								
8 The Hockey Group	Actual/Fcast	13%	13%	6%	11%	18%	13%	15%	16%	12%	0%	0%	12%	0%	0%	0%	0%	14%	19	29	-10	-35%	32	-13	-40%	11
	Budget	11%	11%	11%	11%	4%	4%	4%	4%	13%	12%	12%	13%	13%	13%	13%	13%	11%								
	PY	12%	10%	8%	10%	4%	14%	5%	9%	9%	10%	-4%	9%	15%	14%	30%	18%	11%								
9 Sports Excellence	Actual/Fcast	68%	47%	22%	39%	46%	50%	48%	48%	47%	0%	0%	47%	0%	0%	0%	0%	44%	32	50	-18	-35%	49	-17	-34%	9
	Budget	47%	47%	47%	47%	45%	45%	45%	45%	46%	46%	46%	46%	46%	46%	46%	46%	46%								
	PY	48%	43%	42%	42%	42%	32%	40%	38%	43%	45%	37%	40%	46%	55%	57%	52%	42%								
10 National Hockey Dealers	Actual/Fcast	11%	11%	19%	12%	20%	12%	13%	17%	13%	0%	0%	13%	0%	0%	0%	0%	14%	4	14	-10	-73%	17	-13	-77%	2
	Budget	19%	19%	19%	19%	13%	12%	12%	12%	16%	16%	16%	16%	13%	13%	13%	13%	16%								
	PY	14%	14%	18%	17%	30%	12%	21%	21%	17%	20%	15%	17%	23%	19%	28%	23%	18%								
Subtotal	Actual/Fcast	26%	31%	31%	31%	37%	40%	38%	38%	34%	0%	0%	34%	0%	0%	0%	0%	36%	1,104	1,360	-256	-19%	964	139	14%	10
	Budget	36%	36%	36%	36%	40%	40%	40%	40%	30%	30%	30%	30%	32%	32%	32%	32%	37%								
	PY	26%	29%	32%	30%	38%	31%	36%	35%	-40%	28%	-2%	1%	-43%	31%	7%	3%	25%								



Top 10 Customers - Strategic Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1	Collins Sports	Actual/Fcast	0%	0%	0%	0%	0%	6%	0%	6%	0%	0%	0%	0%	0%	0%	0%	5%	1	1	0	-8%	2	-1	-48%	0
		Budget	5%	5%	5%	5%	-1%	-1%	-1%	-1%	-5%	-5%	-5%	-5%	3%	3%	3%	1%								
		PY	0%	0%	17%	17%	13%	7%	2%	6%	-14%	0%	-24%	-20%	17%	9%	0%	14%								
2	Sports Authority	Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
3		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
4		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
5		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
6		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
7		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
8		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
9		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
10		Actual/Fcast	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	#DIV/0!	0	0	#DIV/0!	0
		Budget	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
		PY	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
Subtotal		Actual/Fcast	0%	0%	0%	0%	0%	6%	0%	6%	0%	0%	0%	0%	0%	0%	0%	5%	1	1	0	-8%	2	-1	-48%	0
		Budget	5%	5%	5%	5%	-1%	-1%	-1%	-1%	-5%	-5%	-5%	-5%	3%	3%	3%	1%								
		PY	0%	0%	17%	17%	13%	7%	2%	6%	-14%	0%	-24%	-20%	17%	9%	0%	14%								
Others		Actual/Fcast	35%	34%	29%	33%	34%	32%	35%	34%	29%	0%	0%	29%	0%	0%	0%	33%	1,826	2,249	-423	-19%	-2	1,828	-94461%	294
		Budget	29%	29%	29%	29%	29%	29%	30%	29%	28%	27%	27%	27%	23%	23%	23%	28%								
		PY	29%	34%	29%	30%	32%	32%	31%	32%	29%	30%	28%	29%	34%	37%	32%	31%								
TOTAL		Actual/Fcast	33%	33%	30%	32%	37%	37%	36%	37%	32%	0%	0%	32%	0%	0%	0%	35%	1,827	2,250	-423	-19%	0	1,827	#DIV/0!	295
		Budget	32%	32%	32%	32%	36%	36%	36%	36%	28%	28%	28%	28%	27%	27%	27%	32%								
		PY	28%	31%	30%	30%	36%	31%	33%	33%	12%	29%	20%	20%	21%	34%	21%	28%								

BU

Consumer (NA)

Currency

GBP £ 000's

Incoming orders field in SIS represents any/all order lines created/rejected/changed on a given day or within given fiscal period regardless of a confirmed GI date.

A cancelled order would show as a negative value.

ORDERS ROADMAP

Key Customer		1 Actual	2 Actual	3 Actual	Q1	4 Actual	5 Actual	6 Actual	Q2	7 Actual	8 Actual	9 Actual	Q3	10 Actual	11 Fcast	12 Fcast	Q4	FY2011
Costco	ACT	0	0	748	748	87	261	240	588	126	0	0	126	0	0	0	0	1,461
	PY	0	0	628	628	-63	286	267	491	76	102	21	199	0	0	0	0	1,317
Forzani	ACT	38	153	113	303	44	4	111	159	146	0	0	146	0	0	0	0	608
	PY	89	19	127	236	166	74	88	328	91	4	81	176	18	97	8	123	863
Wal-mart	ACT	18	11	176	205	18	46	161	224	23	0	0	23	0	0	0	0	452
	PY	0	3	140	143	2	106	44	152	90	31	52	173	18	31	33	83	551
Source for Sports	ACT	133	60	2	195	6	11	20	37	21	0	0	21	0	0	0	0	253
	PY	94	71	7	172	4	18	16	38	16	19	21	56	31	44	107	182	447
Reebok	ACT	9	43	70	122	0	0	27	27	0	0	0	0	0	0	0	0	149
	PY	106	1	7	114	0	1	0	1	0	0	0	0	80	0	108	188	302
Dick's Sporting Goods	ACT	12	7	10	28	8	13	16	37	16	0	0	16	0	0	0	0	81
	PY	0	0	2	2	8	8	24	39	35	23	19	77	23	10	11	44	162
The ICE Group	ACT	6	20	4	29	0	4	28	32	26	0	0	26	0	0	0	0	87
	PY	6	5	26	37	2	12	16	30	18	17	32	67	19	14	10	43	177
The Hockey Group	ACT	3	94	0	97	83	1	-1	83	-2	0	0	-2	0	0	0	0	179
	PY	0	0	89	89	3	7	15	25	57	3	4	65	13	16	78	107	287
Sports Excellence	ACT	29	8	1	37	5	2	11	18	4	0	0	4	0	0	0	0	59
	PY	38	11	2	51	1	0	6	7	5	3	4	11	4	4	41	50	119
National Hockey Dealers	ACT	2	1	2	4	1	0	0	1	0	0	0	0	0	0	0	0	5
	PY	0	0	17	17	2	0	9	11	3	8	1	12	0	4	28	33	73

Collins Sports	ACT	2	17	1	20	0	0	1	1	1	0	0	1	0	0	0	0	22
	PY	0	0	13	13	15	3	4	22	0	3	3	6	0	0	1	1	42
Sports Authority	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	ACT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0



TWC - Market

	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Average	TARGET 5%
Finished Goods stock - days														
Actual	45.8	37.4	23.2	22.9	14.5	15.7	20.7						25.7	23.2
Budget	24.8	24.2	19.7	18.1	17.4	12.1	16.4	16.7	26.9	31.1	35.3	39.8	23.5	
PY			32.7	26.3	18.4	17.9	17.8	14.2	17.8	27.4	33.5	38.4	24.4	
Actual vs budget	21.0	13.2	3.5	4.8	-2.9	3.6	4.3	-16.7	-26.9	-31.1	-35.3	-39.8		
Actual vs budget %	84.7%	54.5%	17.8%	26.5%	-16.7%	29.8%	26.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	45.8	37.4	-9.5	-3.4	-3.9	-2.2	2.9	-14.2	-17.8	-27.4	-33.5	-38.4		
Actual vs PY %	#DIV/0!	#DIV/0!	-29.1%	-12.8%	-21.1%	-12.2%	16.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Finished Goods stock - £'000														
Actual	367	374	293	384	295	338	394						349	
Budget	260	307	286	310	343	262	310	240	274	266	265	280	284	
PY	498	526	513	494	409	433	440	324	304	383	358	356	420	
Actual vs budget	107	67	7	74	-48	76	84	-240	-274	-266	-265	-280		
Actual vs budget %	41.2%	21.8%	2.4%	23.9%	-14.0%	29.0%	27.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-131	-152	-220	-110	-114	-95	-46	-324	-304	-383	-358	-356		
Actual vs PY %	-26.3%	-28.9%	-42.9%	-22.2%	-27.8%	-21.9%	-10.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - days														
Actual	96.8	88.2	90.2	86.1	94.5	106.4	97.1						94.2	97.6
Budget	90.2	90.2	90.2	90.1	90.1	90.1	96.3	96.3	96.3	93.1	93.1	93.1	92.4	
PY	150.4	97.2	95.1	92.9	91.9	88.5	84.5	95.7	100.2	109.3	109.7	117.4	102.7	
Actual vs budget	6.6	-2.0	0.0	-4.0	4.4	16.3	0.8	-96.3	-96.3	-93.1	-93.1	-93.1		
Actual vs budget %	7.3%	-2.2%	0.0%	-4.4%	4.9%	18.1%	0.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-53.6	-8.9	-4.8	-6.8	2.5	17.9	12.5	-95.7	-100.2	-109.3	-109.7	-117.4		
Actual vs PY %	-35.7%	-9.2%	-5.1%	-7.3%	2.8%	20.2%	14.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - £'000														
Actual	1,070	1,269	1,665	2,172	2,986	3,622	2,858						2,235	
Budget	1,692	1,692	1,692	2,729	2,729	2,729	2,200	1,750	1,153	627	627	627	1,687	
PY	1,400	1,408	2,406	3,030	3,564	3,602	3,138	3,156	2,455	2,150	1,611	1,456	2,448	
Actual vs budget	-622	-423	-27	-557	257	893	658	-1,750	-1,153	-627	-627	-627		
Actual vs budget %	-36.8%	-25.0%	-1.6%	-20.4%	9.4%	32.7%	29.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-330	-139	-741	-858	-578	20	-280	-3,156	-2,455	-2,150	-1,611	-1,456		
Actual vs PY %	-23.6%	-9.9%	-30.8%	-28.3%	-16.2%	0.6%	-8.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
	77	73.5	77	77	73.5	77	77	73.5	77	77	73.5	77		



Pipeline

No	Customer	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
1	Canadian Tire	1	0				0				50	50	0				
2	Atlas Trainers	2	0				0					TBD	0				
Total			0	0	0	0	0	0	0	0	50	50	0	0	0	0	0

Comments

1. Canadian Tire:

2. Atlas Trainers Tape Initiative:



NPD

No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		