

Profit & Loss

Lucy Bee Limited 1 April 2016 to 31 March 2017

31 Mar 17

Income

Book Commissions	19,466
Cacao	80,516
Cinnamon	48,623
Coarse Him Salt	23,514
Commissions Received	4,337
Dead Sea Salt	4,096
Distribution and Carriage	(119)
Drinking Chocolate	17,909
Epson Bath Salts	11,865
Him Bath Salt	16,628
Lucuma	8,623
Maca	23,353
Philippines Celebes VCO	1,692,845
Sales Type A	(1,350)
Solomon Islands VCO	172,400
Sri Lankan VCO	174,500
Turmeric	85,883
Total Income	2,383,088

Less Cost of Sales

Advertising	35,735
Black Pepper DC	461
Blogs	4,397
Bouhey Distribution Costs	8,435
Cacao DC	125,520
Carriage	23,762
Cinnamon DC	53,142
Coarse Him Salt DC	10,283
Coconut Flour DC	2,871
Creamed Coconut DC	585
Dead Sea Salt DC	1,669
Discounts Taken	(235)
Drinking Chocolate DC	6,717
ecommerce Site Costs	4,938
Epson Bath Salt DC	1,322
Facebook	5,278
Gifts and Samples	1,335
Graphic Design & Artwork	5,642
Him Bath Salt DC	4,399
Import duty (5004)	60
James & James Distribution Costs	1,155
Lucuma DC	17,828
Maca DC	2,781

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Mailing Costs Labour	1,899
Marketing Consultancy	12,890
Materials Purchased	325,764
Miscellaneous Expenses	1,149
Miscellaneous Purchases	1,574
Packaging	62,052
Philippines Celebes VCO DC	408,927
Philippines Peter Paul VCO DC	3,710
Sainsbury's Distribution Costs	2,789
Sales Consultancy	45,154
Sales Promotions	13,123
Social Media	148,026
Social Media Consultancy	16,040
Solomon Islands VCO DC	116,100
Sri Lankan VCO DC	72,213
Tree of Life Distribution Costs	5,631
Turmeric DC	48,721
Twitter	780
Video Production	6,872
Warehouse Costs	20,854
Website - Developement	8,791
Website - Running Costs	4,875
Website - Software	7,838
WM Morrisons Distribution Costs	15,778
Closing Stock	86
Total Cost of Sales	1,669,711
Gross Profit	713,377
Plus Other Income	
Insurance Claims Received	13,044
Total Other Income	13,044
Less Operating Expenses	
Bank Charges	982
Cleaning	11,046
Computers & Software	17,991
Consultancy Fees	1,133
Corporation tax current year	47,413
Directors loan interest	20,639
Donations	1,176
Employee benefits	5,546
Foreign Currency Gains and Losses	(2,840)
HMRC PAYE/NIC	66,569
Hotels	1,770
Insurance	9,915
Interest on pension loan	13,267
Office Stationery	3,051
Postage and Carriage	7,858

Profit & Loss

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Premises Expenses	480
Printing	8,483
Professional Fees	60,417
RENT AND UTILITIES	43,200
Repairs and Renewals	2,914
Sales Support	4,020
Software Subscriptions	2,584
Staff Salaries	178,531
Subsistence	7,823
Telephone and Fax	9,103
Training Costs	12,194
Travelling	24,181
Vehicle Fuel	3,377
Total Operating Expenses	562,821
Net Profit	163,600