



Romsar Cosmetics SA  
Consolidated Profit Loss Account  
31 December 2003

Profit & Loss Statement in EUR	2003	%
Gross Sales	22,250,090	100.0%
Price-Off	0	0.0%
Gross Sales After Price-Off	22,250,090	100.0%
On Invoice Discounts	1,682,214	7.6%
Net Billings	20,567,876	100.0%
Discounts with Credit Notes-Realised	0	0.0%
Discounts with Credit Notes-Forecasts	0	0.0%
Coupons/ Advertising Discounts	0	0.0%
Net Sales	20,567,876	100.0%
Trade Expenses	291,803	1.4%
Net Net Sales	20,276,074	100.0%
Cost Of Goods	13,438,733	66.3%
Gross Profit	6,837,340	33.7%
Media	425,799	2.1%
Promotion	508,520	2.5%
I.B.S.	127,870	0.6%
Total A&P	1,062,189	5.2%
Marketing Contribution	5,775,151	28.5%
Logistics Operations	1,026,667	5.1%
Planning Dpt.	0	0.0%
Purchasing Dpt.	0	0.0%
R&D Dpt.	0	0.0%
Total Supply Chain Expenses	1,026,667	5.1%
Beauticians Expenses	0	0.0%
Sales Dpt.	1,267,062	6.2%
Marketing Dpt.	91,811	0.5%
Marketing Development Expenses	0	0.0%
International Dpt.	0	0.0%
Total Commercial Expenses	1,358,872	6.7%
Financial Dpt.	208,099	1.0%
EDP Dpt.	172,753	0.9%
Administrative Dpt.	325,265	1.6%
Total Administrative Expenses	706,117	3.5%
Other Operating Expenses (Special consumption taxes & Royalties)	0	0.0%
Total Operating Expenses	3,091,657	15.2%
Operating Profit	2,683,495	13.2%
Extraordinary Revenues-Expenses	-101,180	-0.5%
E.B.I.T.	2,582,315	12.7%
Financial Expenses	697,488	3.4%
E.B.T.	1,884,827	9.3%
Depreciation & Amortisation	257,489	1.3%
Total Trade Expenses (% on Gr. Sales)	1,974,017	8.9%
Total Marketing Expenses (% on Gr. Sales)	1,062,189	4.8%