

Description	March 2011	%total revenues	%total Costs	%Pers. Costs	Sur-charge	Accumulated	%total revenues	%total Costs	%Pers. Costs	Sur-charge
Sales	404,532.46	99.81				1,077,946.74	99.99			
Inventory changes	788.94	0.19				134.39	0.01			
Own work capitalised	0.00					0.00				
Gross revenue	405,321.40	100.00	255.16	397.21		1,078,081.13	100.00	224.14	359.24	
Cost of mat./merch.	188,242.25	46.44	118.50	184.47	100.00	481,833.78	44.69	100.18	160.56	100.00
Gross profit	217,079.15	53.56	136.66	212.73	115.32	596,247.35	55.31	123.96	198.68	123.75
Oth. oper. income	294.12	0.07	0.19	0.29		882.36	0.08	0.18	0.29	
Gross oper. profit	217,373.27	53.63	136.84	213.02	115.48	597,129.71	55.39	124.15	198.98	123.93
Cost types:										
Personnel expenses	102,042.20	25.18	64.24	100.00		300,102.38	27.84	62.39	100.00	
Occupancy costs	13,809.28	3.41	8.69	13.53		39,264.55	3.64	8.16	13.08	
Business taxes	547.74	0.14	0.34	0.54		2,067.74	0.19	0.43	0.69	
Insur./Contributions	2,862.40	0.71	1.80	2.81		15,574.20	1.44	3.24	5.19	
Special costs	0.00					0.00				
Veh. costs (no tax)	8,072.22	1.99	5.08	7.91		30,847.06	2.86	6.41	10.28	
Adv./trvl. exp.	4,412.17	1.09	2.78	4.32		11,742.79	1.09	2.44	3.91	
Selling expenses	1,937.78	0.48	1.22	1.90		4,988.71	0.46	1.04	1.66	
Deprec. + amortisn.	10,253.15	2.53	6.45	10.05		30,745.68	2.85	6.39	10.25	
Rep./maint. costs	2,760.71	0.68	1.74	2.71		7,337.59	0.68	1.53	2.45	
Other costs	12,152.35	3.00	7.65	11.91		38,317.88	3.55	7.97	12.77	
Total costs	158,850.00	39.19	100.00	155.67		480,988.58	44.62	100.00	160.27	
Oper. profit/loss	58,523.27	14.44				116,141.13	10.77			
Interest expense	8,130.90	2.01				17,866.68	1.66			
Oth. non-oper. exp.	0.00					193.00	0.02			
Non-operating exp.	8,130.90	2.01				18,059.68	1.68			
Interest income	48.54	0.01				48.54				
Oth. non-oper. inc.	0.00					0.00				
Alloc. imp. costs	0.00					0.00				
Non-operating inc.	48.54	0.01				48.54				
Acct. class unalloc.	0.00					0.00				
EBT	50,440.91	12.44				98,129.99	9.10			
Taxes on income	19,100.00	4.71				38,050.00	3.53			
Provisional result	31,340.91	7.73				60,079.99	5.57			

The preliminary result corresponds to the current accounting status.

