

ASSETS IN L.C.			Acquisition Value	Accumulated Depreciation	Net Value	LIABILITIES IN L.C.		Net Value
						L01	Share capital	
A01	Tangible Fixed Assets					L010100	Share Capital - Book Value	1 319 410 000
						L010101	Share Capital Due	-
								1 319 410 000
A0101	Land					L02	Share premium	
A0102	Buildings - Technical Works	6 136 532	3 590 329	2 546 203		L020100	Share premium - Book Value	-
A0103	Equipment & Other Equipment	74 685 180	63 286 801	11 398 379				
A0104	Means of Transportation	-	-	-				
A0105	Furnitures	5 405 577	4 513 981	891 596		L03	Revaluations & Grants	
A0106	Fixed Assets under construction and prepayments	1	-	1				
		86 227 290	71 391 111	14 836 179		L030100	Differences from Reval of Participations and Securities	-
A02	Intangible Fixed Assets					L030101	Differences from Revaluations of Other Assets	-
A0201	Property Rights	-	-	-		L030200	Investment Grants	-
A0202	Research Expenses	-	-	-				
A0203	Other formation expenses	-	-	-		L04	Reserves	
A0204	Advances for Intangible Assets	-	-	-				
A0205	Other Intangible Assets	77 220 195	76 440 874	779 321		L040100	Legal Reserves	-
		77 220 195	76 440 874	779 321		L040101	Special Reserves	-
						L040102	Extraordinary Reserves	148 000 000
	Tangible & Intangible Assets (A01 + A02)	163 447 485	147 831 985	15 615 500		L040103	Tax Free Reserves	-
A03	Company Goodwill					L040104	Result from Reval of Fin Assets Avail for Sale	-
A0301	Company goodwill	-	-	-		L040105	Reserves for Own Shares	-
								148 000 000
A04	Deferred Tax Assets					L05	Carried forward Results	
A040100	Deferred tax assets - Book Value	-	-	-		L050100	Results of Previous Periods	(543 589 936)
						L050101	Results of Current Period	115 525 657
A05	Participations in Affiliates, associates					L050102	Effect due to 1st adoption of IFRS principles	-
A0501	Participations in Affiliates	-	-	-		L050103	FX Difference on Conversion to Group Currency	-
A0502	Participations in associates	-	-	-		L050104	Consolidation Differences	-
								(428 064 280)
A06	Financial Assets available for sale					L06	Non Controlling Interest	
A060100	Financial assets available for sale - Book Value	-	-	-		L060100	Non Controlling Interest to Share Capital	-
						L060101	Non Controlling Interest to Reserves	-
A07	Long-Term assets from associates					L07	Amounts for Capital Increase	
A070100	Long-term assets from associates - Book Value	-	-	-		L070100	Shareholders' Deposits	-
						L070101	Available Dividends	-
A08	Other Long-Term assets							
A080100	Other long-term assets - Book Value	-	-	8 933 426				
NCASSETS	Non Current Assets (A01 - A08)			24 548 926	EQUITY		Total Equity (L01 - L07)	1 039 345 720
A09	Inventories				L08	Provisions		
A090100	Finished Goods - Book Value	-	-	443 706 717	L080100	Provisions for post employment employee benefits	-	
A090200	Raw Materials - Book Value	-	-	8 582 297	L080101	Other Provisions	1 318 469	
A090300	Packaging & Other Auxiliary Materials - Book Value	-	-	5 192 711			1 318 469	
A090400	Work in Process Semifinished Goods - Book Value	-	-	-				
A090500	Advances to Third Party Suppliers	-	-	88 525 269	PROV	Provisions (L08)	1 318 469	
A090501	Advances to Affiliates	-	-	-				
A090600	Goods in transit - Book Value	-	-	(1)				
A090700	Stock/Finished, Raw mat)/Alloc to Affil - Book Value	-	-	546 006 993				
A10	Trade receivables				L09	Long Term Liabilities		
A100100	Trade receivables - Third Party		888 320 372	-	L090100	Long Term Liabilities from Bank Loans	-	
A100101	Trade receivables - Affiliates		14 436 308	-	L090101	Long Term Liabilities from Bond Loans	-	
A100199	Bad Debt Provision for Receivables from Customers		11 006 782	891 749 898	L090102	Long Term Liabilities to Affiliates	-	
A100200	Notes Receivable in Portfolio		-	-	L090103	Long Term Liabilities from Notes Payable	-	
A100201	Notes Receivable in Banks to Collect		-	-	L090104	Other Long Term Liabilities	-	
A100202	Notes Receivable in Banks as Pledge		-	-				
A100203	Notes Receivable Delayed		-	-	L10	Deferred tax liability		
A100299	Bad Debt Provision for Notes Receivables		-	-	L100100	Deferred tax liability - Book Value	-	
A100300	Checks Receivable in Portfolio		-	-				
A100301	Checks Delayed		-	-	NCL	Non Current Liabilities		
A100302	Checks in Banks as Pledge		-	-	L11	Suppliers		
A100399	Bad Debt Provision for Checks Receivables		-	-	L110100	Suppliers (Goods, Raw Mat, Pack, FA) - Third Party	251 384 757	
				891 749 898	L110101	Suppliers (Goods, Raw Mat, Pack, FA) - Affiliates	243 667 008	
					L110102	Suppliers (Services, Consum, other) - Third Party	6 429 539	
					L110103	Suppliers (Services, Consum, other) - Affiliates	-	
A11	Other receivables				L110104	Suppliers Other	-	
A110100	Capital Receivable at Next Financial Period		-	-	L110105	Notes Payable	-	
A110200	Short Term Claims from Affiliates		-	-	L110106	Checks Payable	501 461 304	
A110300	Blocked Bank Accounts		-	-				
A110400	Long Term Claims Receivable at Next Financial Per		-	-	L12	Other liabilities		
A110500	Doubtfull Debts -Gross Book Value		-	-	L120100	Customer Advances - Third Party	-	
A110599	Bad Debt Provision for Doubtfull Debts		-	-	L120101	Customer Advances - Affiliates	-	
A110600	Advances / Sundry Debtors - Third Party		-	19 745 444	L120102	Social Security	15 565 688	
A110601	Advances / Sundry Debtors - Affiliates		-	-	L120103	Short Term Liabil Payable at Next Financial Period	5 201	
A110700	Accounts for management of prepayments & credits		-	-	L120104	Short Term Liabilities to Affiliates	12 503 004	
				19 745 444	L120105	Sundry Creditors - Third Party	1 269 404	
					L120106	Sundry Creditors - Affiliates	-	
					L120107	Dividends Payable - Third Party	-	
					L120108	Dividends Payable - Affiliates	-	
A12	Cash & cash equivalents				L13	Tax Liabilities		
A120100	Cash in Hand			73 612	L130100	Income tax - other taxes payable - Book Value	43 319 960	
A120101	Cash in Banks			150 351 560			43 319 960	
A120102	Notice Accounts			150 425 172				
					L14	Short Term Loans		
A13	Financial assets at fair value through p&l				L140100	Short Term Liabil from Bank Loans - Book Value	-	
A130100	Securities			-				
A130101	Bonds			-				
CASSETS	Current Assets (A09 - A13)			1 607 927 507	CL	Current Liabilities (L11 - L14)	574 124 562	
A14	Prepayments and accrued income				L15	Liabilities Transitional Accounts		
A140100	Deferred Expenses - Third Party		540 059	-	L150100	Deferred Income - Third Party	-	
A140101	Deferred Expenses - Affiliates		-	540 059	L150101	Deferred Income - Affiliates	-	
A140200	Accrued Income - Third Party		-	-	L150200	Accrued Expenses - Third Party	18 227 741	
A140201	Accrued Income - Affiliates		-	-	L150201	Accrued Expenses - Affiliates	18 227 741	
A140300	Other Transitional Accounts - Third Party		1	-	L150300	Other Transitional Accounts - Third Party	-	
A140301	Other Transitional Accounts - Affiliates		-	1	L150301	Other Transitional Accounts - Affiliates	-	
OTRANSAC	Assets Transitional Accounts (A14)			540 060	LTRANSAC	Liabilities Transitional Accounts (L15)	18 227 741	
TOTAL ASSETS (NCASSETS + CASSETS + OTRANSAC)				1 633 016 492	TOTAL EQUITY & LIABILITIES (EQUITY + PROV + NCL			1 633 016 492
					LIAB + CL + LTRANSAC)			

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ASSETS IN Euro		Acquisition Value	Accumulated Depreciation	Net Value	LIABILITIES IN Euro		Net Value
					L01	Share capital	
A01	Tangible Fixed Assets				L010100	Share Capital - Book Value	4 959 822
A0101	Land	-	-	-	L010101	Share Capital Due	-
A0102	Buildings - Technical Works	19 730	11 544	8 187			4 959 822
A0103	Equipment & Other Equipment	240 130	203 481	36 648	L02	Share premium	
A0104	Means of Transportation	-	-	-	L020100	Share premium - Book Value	-
A0105	Furnitures	17 380	14 513	2 867			-
A0106	Fixed Assets under construction and prepayments	0	-	0	L03	Revaluations & Grants	
		277 240	229 539	47 702	L030100	Differences from Reval of Participations and Securities	-
A02	Intangible Fixed Assets				L030101	Differences from Revaluations of Other Assets	-
A0201	Property Rights	-	-	-	L030200	Investment Grants	-
A0202	Research Expenses	-	-	-			-
A0203	Other formation expenses	-	-	-	L04	Reserves	
A0204	Advances for Intangible Assets	-	-	-	L040100	Legal Reserves	-
A0205	Other intangible Assets	248 280	245 775	2 506	L040101	Special Reserves	-
		248 280	245 775	2 506	L040102	Extraordinary Reserves	479 430
	Tangible & Intangible Assets (A01 + A02)	525 521	475 313	50 207	L040103	Tax Free Reserves	-
A03	Company Goodwill				L040104	Result from Reval of Fin Assets Avail for Sale	-
A0301	Company goodwill	-	-	-	L040105	Reserves for Own Shares	-
							479 430
A04	Deferred Tax Assets				L05	Carried forward Results	
A040100	Deferred tax assets - Book Value	-	-	-	L050100	Results of Previous Periods	(2 009 911)
					L050101	Results of Current Period	370 898
A05	Participations in Affiliates, associates				L050102	Effect due to 1st adoption of IFRS principles	-
A0501	Participations in Affiliates	-	-	-	L050103	FX Difference on Conversion to Group Currency	(458 496)
A0502	Participations in associates	-	-	-	L050104	Consolidation Differences	-
							(2 097 509)
A06	Financial Assets available for sale				L06	Non Controlling Interest	
A060100	Financial assets available for sale - Book Value	-	-	-	L060100	Non Controlling Interest to Share Capital	-
					L060101	Non Controlling Interest to Reserves	-
A07	Long-Term assets from associates				L07	Amounts for Capital Increase	
A070100	Long-term assets from associates - Book Value	-	-	-	L070100	Shareholders' Deposits	-
					L070101	Available Dividends	-
A08	Other Long-Term assets						-
A080100	Other long-term assets - Book Value	-	-	28 723			-
NCASSETS	Non Current Assets (A01 - A08)			78 930	EQUITY	Total Equity (L01 - L07)	3 341 743
A09	Inventories				L08	Provisions	
A090100	Finished Goods - Book Value	-	-	1 426 618	L080100	Provisions for post employment employee benefits	-
A090200	Raw Materials - Book Value	-	-	27 594	L080101	Other Provisions	4 239
A090300	Packaging & Other Auxiliary Materials - Book Value	-	-	16 696			4 239
A090400	Work in Process Semifinished Goods - Book Value	-	-	-	PROV	Provisions (L08)	4 239
A090500	Advances to Third Party Suppliers	-	-	284 629			-
A090501	Advances to Affiliates	-	-	-	L09	Long Term Liabilities	
A090600	Goods in transit - Book Value	-	-	(0)	L090100	Long Term Liabilities from Bank Loans	-
A090700	Stock(Finished, Raw mat)Alloc to Affil - Book Value	-	-	-	L090101	Long Term Liabilities from Bond Loans	-
				1 755 537	L090102	Long Term Liabilities to Affiliates	-
A10	Trade receivables				L090103	Long Term Liabilities from Notes Payable	-
A100100	Trade receivables - Third Party	-	2 856 152	-	L090104	Other Long Term Liabilities	-
A100101	Trade receivables - Affiliates	-	46 416	-			-
A100199	Bad Debt Provision for Receivables from Customers	-	35 389	2 867 179	L10	Deferred tax liability	
A100200	Notes Receivable In Portfolio	-	-	-	L100100	Deferred tax liability - Book Value	-
A100201	Notes Receivable In Banks to Collect	-	-	-			-
A100202	Notes Receivable In Banks as Pledge	-	-	-	NCLIAILITIES	Non Current Liabilities	
A100203	Notes Receivable Delayed	-	-	-			-
A100299	Bad Debt Provision for Notes Receivables	-	-	-	L11	Suppliers	
A100300	Checks Receivable In Portfolio	-	-	-	L110100	Suppliers (Goods, Raw Mat, Pack,FA) - Third Party	808 195
A100301	Checks Delayed	-	-	-	L110101	Suppliers (Goods, Raw Mat, Pack,FA) - Affiliates	783 445
A100302	Checks in Banks as Pledge	-	-	-	L110102	Suppliers (Services, Consum, other) - Third Party	20 672
A100399	Bad Debt Provision for Checks Receivables	-	-	-	L110103	Suppliers (Services, Consum, other) - Affiliates	-
				2 867 179	L110104	Suppliers Other	-
A11	Other receivables				L110105	Notes Payable	-
A110100	Capital Receivable at Next Financial Period	-	-	-	L110106	Checks Payable	1 612 312
A110200	Short Term Claims from Affiliates	-	-	-	L12	Other liabilities	
A110300	Blocked Bank Accounts	-	-	-	L120100	Customer Advances - Third Party	-
A110400	Long Term Claims Receivable at Next Financial Per	-	-	-	L120101	Customer Advances - Affiliates	-
A110500	Doubtfull Debts -Gross Book Value	-	-	-	L120102	Social Security	50 047
A110599	Bad Debt Provision for Doubtfull Debts	-	-	-	L120103	Short Term Liabil Payable at Next Financial Period	17
A110600	Advances / Sundry Debtors - Third Party	-	63 486	-	L120104	Short Term Liabilities to Affiliates	40 200
A110601	Advances / Sundry Debtors - Affiliates	-	-	-	L120105	Sundry Creditors - Third Party	4 081
A110700	Accounts for management of prepayments & credits	-	-	63 486	L120106	Sundry Creditors - Affiliates	-
					L120107	Dividends Payable - Third Party	-
A12	Cash & cash equivalents				L120108	Dividends Payable - Affiliates	-
A120100	Cash in Hand	-	-	237	L13	Tax Liabilities	
A120101	Cash in Banks	-	-	483 414	L130100	Income tax - other taxes payable - Book Value	139 284
A120102	Notice Accounts	-	-	-			139 284
				483 651	L14	Short Term Loans	
A13	Financial assets at fair value through p&l				L140100	Short Term Liabil from Bank Loans - Book Value	-
A130100	Securities	-	-	-			-
A130101	Bonds	-	-	-			-
CASSETS	Current Assets (A09 - A13)			5 169 852	CLIAILITIES	Current Liabilities (L11 - L14)	1 845 941
A14	Prepayments and accrued income				L15	Liabilities Transitional Accounts	
A140100	Deferred Expenses - Third Party	-	1 736	-	L150100	Deferred Income - Third Party	-
A140101	Deferred Expenses - Affiliates	-	-	1 736	L150101	Deferred Income - Affiliates	-
A140200	Accrued Income - Third Party	-	-	-	L150200	Accrued Expenses - Third Party	58 606
A140201	Accrued Income - Affiliates	-	-	-	L150201	Accrued Expenses - Affiliates	-
A140300	Other Transitional Accounts - Third Party	0	-	0	L150300	Other Transitional Accounts - Third Party	-
A140301	Other Transitional Accounts - Affiliates	-	-	0	L150301	Other Transitional Accounts - Affiliates	-
OTRANSAC	Assets Transitional Accounts (A14)			1 736	LTRANSAC	Liabilities Transitional Accounts (L15)	58 606
TOTAL ASSETS (NCASSETS + CASSETS + OTRANSAC)				5 250 519	TOTAL EQUITY & LIABILITIES (EQUITY + PROV + NCLIAIB + CLIAIB + LTRANSAC)		5 250 530

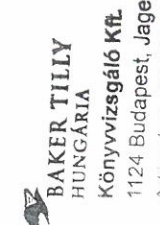
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P & L in EUR	P.Y.	BGT	ACT	ACT Vs. PY	ACT Vs. BGT	Remaining
Volume	20 538 818	21 074 078	21 984 131	3.8%	320 053	-320 052
Gross Sales	15 326 972	16 051 630	15 987 227	4.2%	(84 403)	84 403
Price-Off	15 326 972	16 051 630	15 987 227	4.2%	(84 403)	84 403
Gross Sales After Price-Off	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Price Regulating Discount	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
On Invoice Discount	25.3%	23.4%	23.4%	-1.2%	439 438	439 438
On Invoice Discounts Trade	29.3%	27.3%	27.3%	-1.2%	(360 459)	360 459
On Invoice Discounts Consumers	0.0%	0.0%	0.0%	0.0%	(369 008)	369 008
Net Billings	11 445 447	11 929 714	11 924 291	4.2%	(5 424)	5 423
Discounts with Credit Notes-Realised	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Discounts with Credit Notes-Forecast	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Coupon Advertising Discounts	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Sales	11 445 447	11 929 714	11 924 291	4.2%	(5 424)	5 423
Trade Expenses	(1 839 473)	(2 003 009)	(2 122 050)	15.4%	(119 581)	119 581
Net Net Sales	9 605 974	9 926 705	9 802 241	2.0%	(125 005)	125 005
Cost Of Goods	(6 960 969)	(7 088 866)	(6 813 176)	69.3%	265 690	(265 690)
Gross Profit	2 645 005	2 837 839	2 989 065	12.8%	169 865	(169 865)
Media	(142 935)	(70 000)	(78 944)	44.8%	8 944	8 944
Digital	(86 092)	(112 590)	(92 947)	0.0%	19 643	(19 643)
Promotion	(149 866)	(117 238)	(83 556)	1.2%	33 682	(33 682)
I.B.S.	(3 960)	(129 851)	(205 063)	2.1%	(75 212)	75 212
Customer marketing	(18 250)	(49 764)	(18 226)	0.5%	(49 764)	(31 538)
Total AAP	(392 574)	(479 444)	(478 756)	4.8%	(708)	(708)
Marketing Contribution	2 252 541	2 346 296	2 509 689	25.6%	161 393	(161 393)
Beautyicians Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Sales Dpt.	(543 606)	(554 481)	(515 875)	5.3%	27 731	(38 606)
Business Development & Support	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Marketing Dpt.	(63 086)	(69 263)	(64 814)	0.6%	8 273	(13 450)
Marketing Development Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Miss Market Dpt.	(4 375)	(1 806)	(2 992)	31.5%	1 383	1 186
Country/B.U. Commercial Expenses	(611 088)	(624 551)	(573 681)	5.9%	37 387	(624 551)
Supply Chain Dpt.	(593 174)	(611 826)	(608 752)	6.2%	(15 578)	(3 074)
Warehousing	(264 877)	(266 143)	(268 752)	2.7%	(3 875)	2 609
Distribution	(241 843)	(254 262)	(242 350)	2.5%	(607)	(11 912)
Other Supply Chain	(86 453)	(91 421)	(97 650)	13.0%	(11 196)	6 229
Financial Dpt.	(159 132)	(152 860)	(160 077)	1.6%	(945)	(91 421)
EDP Dpt.	(64 738)	(58 255)	(60 796)	0.6%	3 942	58 255
Administrative Dpt.	(167 002)	(174 212)	(174 212)	1.8%	(9 037)	(4 663)
Other Operating Expenses	(308 659)	(336 976)	(317 666)	3.2%	(140 559)	(336 976)
Extraordinary Revenue-Expenses	2 090	(15 064)	(138 469)	1.4%	(123 405)	123 405
Country/B.U. Overheads	(1 200 615)	(1 344 540)	(1 460 002)	14.4%	(169 387)	(1 344 540)
Country/B.U. Total Expenses	(1 961 626)	(1 969 090)	(2 033 662)	20.7%	(132 000)	(1 969 090)
Country/B.U. E.B.I.T.	380 859	379 206	476 006	4.3%	115 148	(96 801)
Group Supply Chain	(31 770)	(1 032)	(135)	0.0%	31 635	(897)
Group BD Cosmetics Expenses	(107)	(1 548)	-	0.0%	107	(1 548)
Group BD Household Expenses	(4 510)	(2 451)	(1 934)	0.0%	2 577	(2 451)
Group Business Development	(4 616)	(9 999)	(1 934)	0.0%	2 664	(3 999)
Group Financial Dpt.	(1 259)	(1 637)	(1 252)	0.0%	7	(385)
Group EDP Dpt.	(1 022)	(1 250)	-	0.0%	1 022	(1 250)
Trademarks Depreciation	-	-	-	0.0%	-	-
Group Administrative Dpt.	(45 172)	(40 578)	(41 173)	0.4%	3 999	(40 578)
Group Extraordinary Revenue-Expenses	(14 520)	-	-	0.0%	14 520	-
Group Services	-	-	-	0.0%	-	-
Group Administrative Expenses	(61 192)	(43 505)	(42 425)	0.4%	19 548	(43 505)
Total Group Expenses	(88 360)	(48 538)	(44 493)	0.5%	53 866	(48 538)
Group E.B.I.T.	262 499	330 670	431 513	4.4%	169 014	(100 843)
Financial Expenses	(22 337)	(59 191)	(60 182)	0.5%	(27 845)	(60 182)
Group E.B.T.	240 161	274 479	381 331	3.9%	141 170	(106 852)
Total Trade Expenses (% on Gr. Sales)	-5 720 998 08	-6 125 024 75	-6 165 627 10	38.16%	-444 629 02	-40 602 35
Total Marketing Expenses (% on Gr. Sales)	-392 573 71	-479 443 69	-478 735 93	3.00%	-66 162 22	707 76
Cost of Goods & Promotion (% on Gr. Sales)	-7 046 951 31	-7 216 103 95	-6 895 731 43	43.89%	150 219 88	319 372 32

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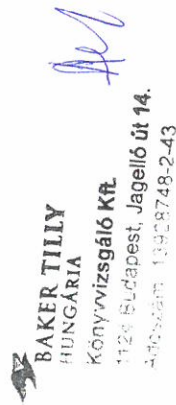
P&L
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P & L in Local Currency	PvT	BGT	ACT	ACT Vs. PvT	ACT Vs. BGT
Volume	20 598 918	21 074 078	31 984 131	785 213	320 053
Gross Sales	4 748 545 455	5 008 108 598	4 973 399 990	4.7%	(34 708 608)
Gross Sales After Price-Off	4 748 545 455	5 008 108 598	4 973 399 990	0.0%	(34 708 608)
Price Regulating Discount	(1 202 635 508)	(1 170 807 388)	(1 032 064 858)	4.7%	138 842 538
On Invoice Discounts	(1 202 635 508)	(1 150 330 351)	(1 032 064 858)	81.1%	(172 080 502)
On Invoice Discounts Trade	(1 202 635 508)	(1 150 330 351)	(1 032 064 858)	91.4%	(172 080 502)
On Invoice Discounts Consumers	-	-	(227 210 853)	0.0%	-
Net Billings	3 546 209 947	3 722 070 829	3 714 124 257	4.7%	(7 946 572)
Discounts with Credit Notes-Realised	-	-	-	0.0%	-
Discounts with Credit Notes-Forecast	-	-	-	0.0%	-
Coupons/ Advertising Discounts	-	-	-	0.0%	-
Net Sales	3 546 209 947	3 722 070 829	3 714 124 257	4.7%	(7 946 572)
Trade Expenses	(589 534 853)	(624 959 953)	(681 105 968)	16.2%	(36 196 035)
Net Net Sales	2 976 275 094	3 097 110 876	3 032 988 289	2.6%	(44 142 607)
Cost Of Goods	(2 153 628 463)	(2 174 546 882)	(2 122 137 213)	11.5%	52 708 669
Gross Profit	822 646 631	922 564 004	910 851 076	30.9%	49 886 362
Media	(44 286 387)	(21 840 000)	(24 589 295)	0.7%	(2 749 295)
Digital	(35 128 192)	(18 950 885)	(28 950 885)	0.9%	(6 999 993)
Promotion	(29 772 818)	(35 576 251)	(26 025 589)	0.9%	(6 550 662)
I.B.S.	(46 347 188)	(40 513 488)	(63 672 035)	2.1%	(37 854 547)
Customer marketing	(1 227 019)	(15 506 500)	(5 676 943)	0.2%	(9 829 557)
Total A&P	(121 633 472)	(149 586 430)	(149 114 808)	4.9%	(471 922)
Marketing Contribution	701 016 279	732 668 264	781 708 548	25.6%	49 038 284
Reallocations Expenses	-	-	-	0.0%	-
Sales Dpt.	(168 428 674)	(172 998 147 38)	(160 682 371)	5.3%	12 315 776
Business Development & Support	-	-	-	0.0%	-
Marketing Dpt.	(19 546 431)	(21 298 139)	(17 073 126)	0.6%	4 225 013
Marketing Development Expenses	-	-	-	0.0%	-
Mass Market Dpt.	(1 355 568)	(653 472)	(931 973)	0.0%	(368 501)
County/B.U. Commercial Expenses	(189 330 673)	(653 472)	(178 687 470)	5.9%	16 172 289
Supply Chain Dpt.	(183 786 485)	(190 889 592)	(189 511 229)	6.2%	1 278 363
Warehousing	(82 068 497)	(83 036 652)	(83 709 711)	2.7%	(673 119)
Distribution	(74 931 616)	(79 328 675)	(75 485 984)	2.5%	3 843 691
Other Supply Chain	(26 786 372)	(28 523 265)	(30 415 474)	10.5%	(1 882 209)
Financial Dpt.	(49 304 866)	(47 692 367)	(49 860 184)	1.6%	(2 167 798)
EDP Dpt.	(20 658 277)	(18 178 744)	(18 536 544)	0.6%	(57 800)
Administrative Dpt.	(51 743 164)	(52 889 113)	(54 262 650)	1.7%	(1 363 537)
Other Operating Expenses	(95 633 522)	(105 136 505)	(98 964 557)	3.2%	6 181 948
Extraordinary Revenues-Expenses	647 647	(4 700 000)	(43 129 609)	1.4%	(38 429 609)
County/B.U. Overheads	(89 878 667)	(419 488 340)	(454 754 773)	14.9%	(35 288 432)
County/B.U. Total Expenses	(89 209 340)	(614 358 089)	(633 442 243)	7.5%	(19 086 144)
County/B.U. E.B.I.T.	111 886 939	118 312 165	148 264 305	4.9%	29 952 140
Group Supply Chain	(9 843 387)	(321 984)	(41 964)	0.0%	280 020
Group ED Cosmetics Expenses	(33 201)	(482 976)	-	0.0%	482 976
Group ED Household Expenses	(1 397 598)	(794 712)	(602 364)	0.0%	162 348
Group Business Development	(1 430 710)	(1 247 688)	(602 364)	0.0%	645 324
Group Financial Dpt.	(380 000)	(510 744)	(390 000)	0.0%	120 744
Group EDP Dpt.	(316 734)	(402 480)	-	-100.0%	402 480
Trademarks Depreciation	-	-	-	0.0%	-
Group Administrative Dpt.	(13 985 818)	(12 860 200)	(12 824 275)	0.4%	(164 075)
Group Extraordinary Revenue-Expenses	(4 489 749)	-	-	-100.0%	4 489 749
Group Services	-	-	-	0.0%	-
Group Administrative Expenses	(19 201 301)	(13 575 424)	(13 214 275)	0.4%	359 149
Total Group Expenses	(30 475 398)	(15 143 086)	(13 858 603)	0.5%	1 284 493
Group E.B.I.T.	81 331 541	103 169 069	154 405 702	4.4%	31 236 633
Financial Expenses	(6 520 929)	(17 531 540)	(15 630 460)	0.5%	1 901 080
Group E.B.I.	74 410 612	85 637 529	118 775 242	2.8%	44 364 629

115 524 569

Carried Forward Results

Less: Income Tax Expense Provision for CY result	3 249 563,00
Less: Income Tax Expense Payment for CY result	3 249 563
Less: Income Tax Expense Payment related with results of previous years	-543 566 936
Less: Income Tax Expense Payment related only with last year's result	-428 064 277
Less: Deferred Tax	-
Result:	
Results of previous periods	
Retained Earnings (Loss)	



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