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**REPORT OF THE AUDITOR-GENERAL (CORPORATIONS) ON THE ACCOUNTS OF  
THE KENYA WINE AGENCIES LIMITED FOR THE YEAR ENDED 30 JUNE 1993**

KENYA WINE AGENCIES LIMITED

AUDITED ACCOUNTS FOR THE YEAR ENDED 30 JUNE 1993

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KENYA WINE AGENCIES LIMITED

DIRECTORS

Industrial & Commercial Development Corporation -  
(G R M'Mwirichia - Chairman)  
I.C.D.C. Investment Co. Ltd.  
Ministry of Commerce  
P K Chemng'orem (Managing)  
N R Pavitt  
F M Thuo  
Dr J K Yabs  
Mrs G Owiny  
A C Kiptoon

SECRETARIES

Chunga Limited  
P O Box 41968  
NAIROBI

AUDITORS

Auditor-General (Corporations)  
P O Box 49384  
NAIROBI

BANKERS

Barclays Bank of Kenya  
Queensway House Branch  
P O Box 30011  
NAIROBI

REGISTERED OFFICE

KWAL House  
LR 209/10472  
Enterprise Road  
P O Box 40550  
NAIROBI

BRANCHES

Dar es Salaam Road  
P O Box 84001  
MOMBASA

Obote Road  
P O Box 250  
KISUMU

P O Box 30  
MARIGAT

**KENYA WINE AGENCIES LIMITED**

NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Company will be held at the Imperial Hotel - Kisumu on 10th November 1993 immediately following the Board Meeting which will be held at 10.00a.m. to conduct the following business:

---

1. To read the notice convening the meeting.
2. To approve the Minutes of the Annual General Meeting held on 2nd December 1992.
3. To consider and, if approved, adopt the audited Balance Sheet and Accounts for the year ended 30 June 1993 together with the Directors' and Auditors' Reports thereon.
4. To confirm payment of the 1st and 2nd Interim Dividends amounting to 40 cents per share and to consider the declaration of a Final Dividend of 40 cents per share to shareholders registered on 31 October 1993.
5. To approve the Directors' Remuneration.
6. To authorise the Directors to fix the remuneration of the Auditors.
7. Any other business which may be transacted at an Annual General Meeting.

BY ORDER OF THE BOARD

For CHUNGA LIMITED  
SECRETARY

Date:

P O Box 41968  
NAIROBI

N.B.: A Member entitled to attend and vote at the above meeting is entitled to appoint a proxy to attend and vote on his behalf. A proxy need not be a member. Any Corporation which is a Member of the Company may by resolution of its directors or other governing body authorise a person to attend as its representative at the above meeting. A form of proxy is appended to the Accounts and should be returned to the Secretary, P O Box 41968, Nairobi, to arrive not later than 48 hours before the meeting or any adjournment thereof.

TO: The Secretaries  
Kenya Wine Agencies Limited  
P O Box 41968  
NAIROBI

PROXY FORM

I/We .....  
of .....  
being a member/members of KENYA WINE AGENCIES LIMITED  
hereby appoint .....  
of .....  
or failing him .....  
of .....  
as my/our proxy to vote for me/us on my/our behalf at the Annual General  
Meeting of the Company to be held on  
and at any adjournment thereof

Signed/Sealed this ..... day of ..... 1993

.....

Note:

1. In the case of a Corporation, the proxy must be under the Common Seal or under the hand of an Officer or Attorney duly authorised.
2. This form must be returned to the Secretaries to arrive not less than 48 hours prior to the time of the Meeting.

CHAIRMANS' STATEMENT

The Kenyan economy performed poorly and registered negative growth in nearly all sectors during the past year. Major changes took place that had far reaching consequences. Many business concerns found themselves in difficult trading circumstances due to the changes.

The financial sector saw many and varied policy changes. The exchange rates were liberalised twice during the year. In addition the Kenya Shilling was devalued twice pushing the currency values upwards by more than 70%. Severe foreign exchange scarcity was experienced for most of the year and only eased up in the last quarter of the year. This brought about currency speculation resulting in a substantial increase in the Shilling value. This, in turn, increased the cost of procuring the bulk of the company's stocks. Substantial foreign exchange losses were realised due to these currency changes which have had an adverse effect on the company's performance.

The Company's overseas suppliers were temporarily affected early in the financial year when there was a major scarcity of foreign exchange. This resulted in erratic supplies of major product lines and lost sales.

The Company was forced to make several price adjustments during the last half of the year under review. High liquor tariffs further contributed to some substantial price increases.

The company's bottling activities were badly affected due to lack of bulk goods for bottling in the first half of the year. However I am pleased to say that the position has now improved.

The trade liberalisation undertaken by the Government took full effect during the year. Competition in the liquor trade intensified and the company's market share has been increasingly under threat. Your Company has undertaken the necessary measures to counteract the effects of unorthodox competition. The bulk of the third party liquor importers appear not to pay full taxes on their products thereby posing unequal competition in the market place. The position has not yet improved and there is a need for the authorities to tighten tax collection procedures. Tariffs also need to be reviewed in order to encourage growth in the industry and minimise illegal brewing in our country.

Despite these problems, the Company embarked on projects that will ensure long term profitability. A depot was opened in Kisumu in November 1992 and a Vineyard started in October of the same year. In addition, the Company continued to modernise its manufacturing facilities in line with its growth objectives. Besides, the Company embarked on a programme of re-organising its distribution network with a view to getting closer to and serving its customers better. This will continue as a response to changing market conditions. I am hopeful that these measures will bear fruit in the long term and I expect improved trading results in the coming years.

I am pleased to announce that despite the problems encountered during the year, your Company performed creditably well. Both sales and profits increased over the previous year by 27% and 24% respectively. The Board is well satisfied with the results for the year and has proposed a dividend of Kf1.92 million for the year.

Finally, I would like to take this opportunity and I am sure you would join me in congratulating the Management and staff of your Company for these encouraging results.



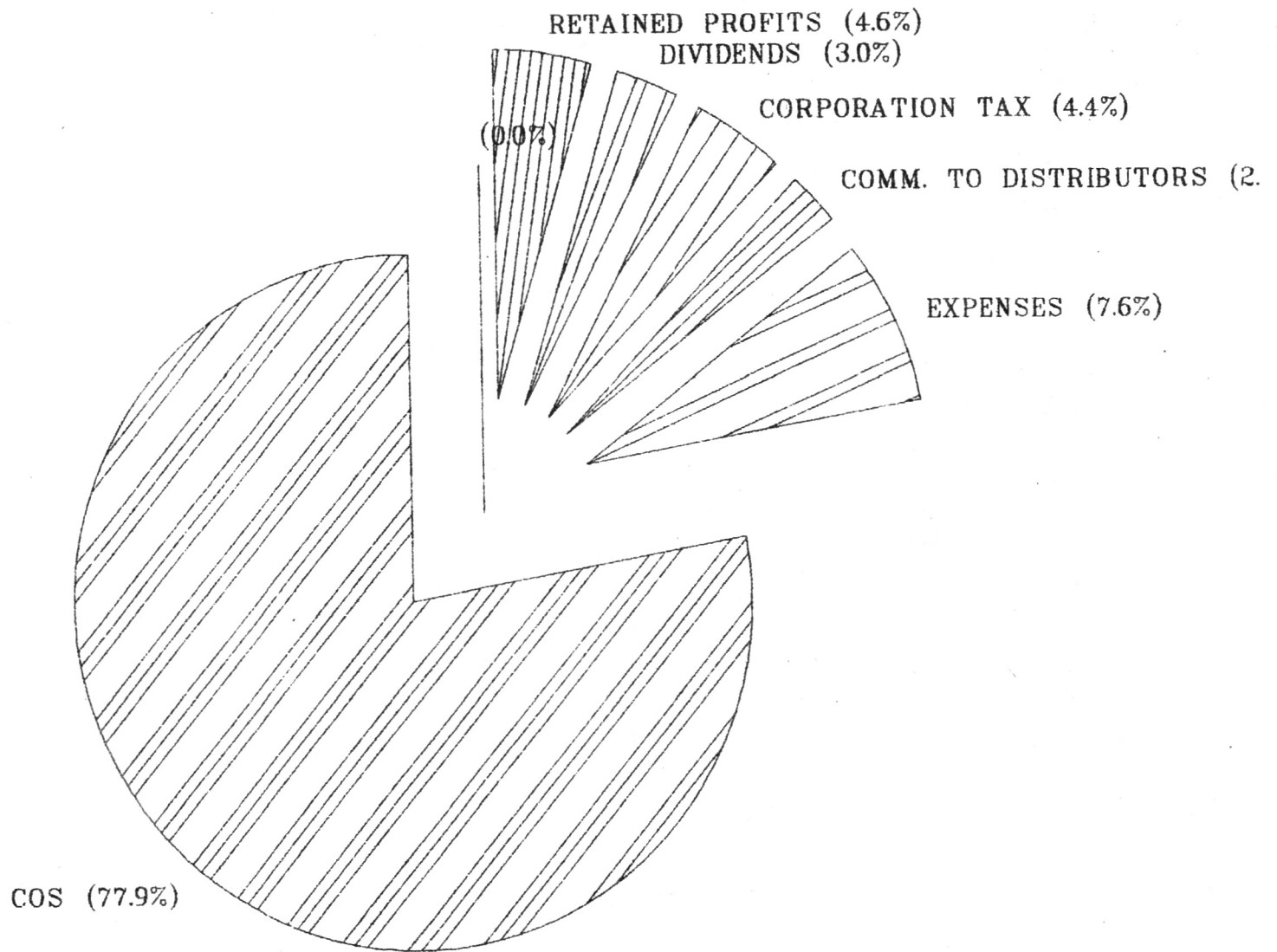
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Chairman

G R M'wirichia

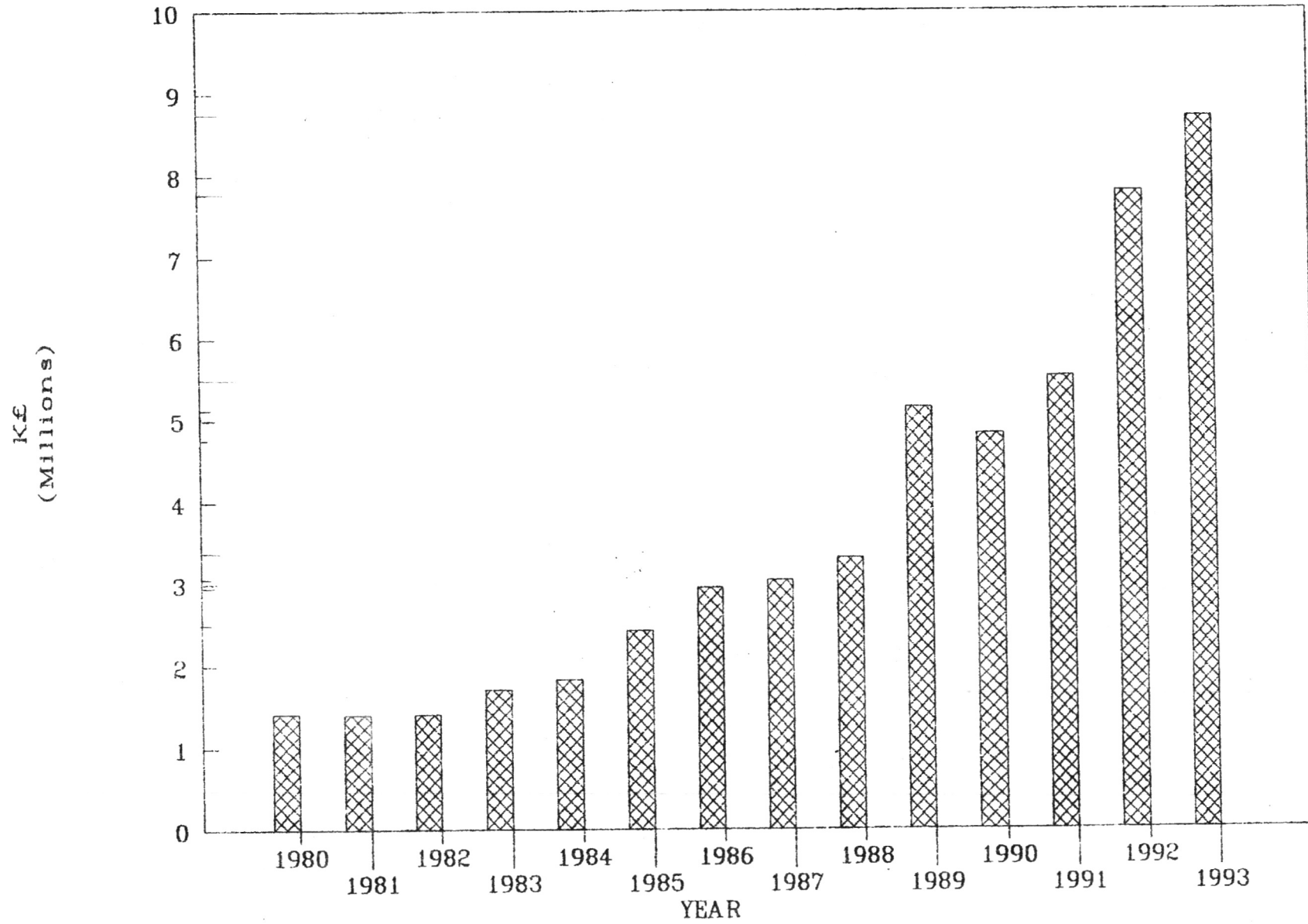
# KENYA WINE AGENCIES LTD.

## INCOME DISTRIBUTION



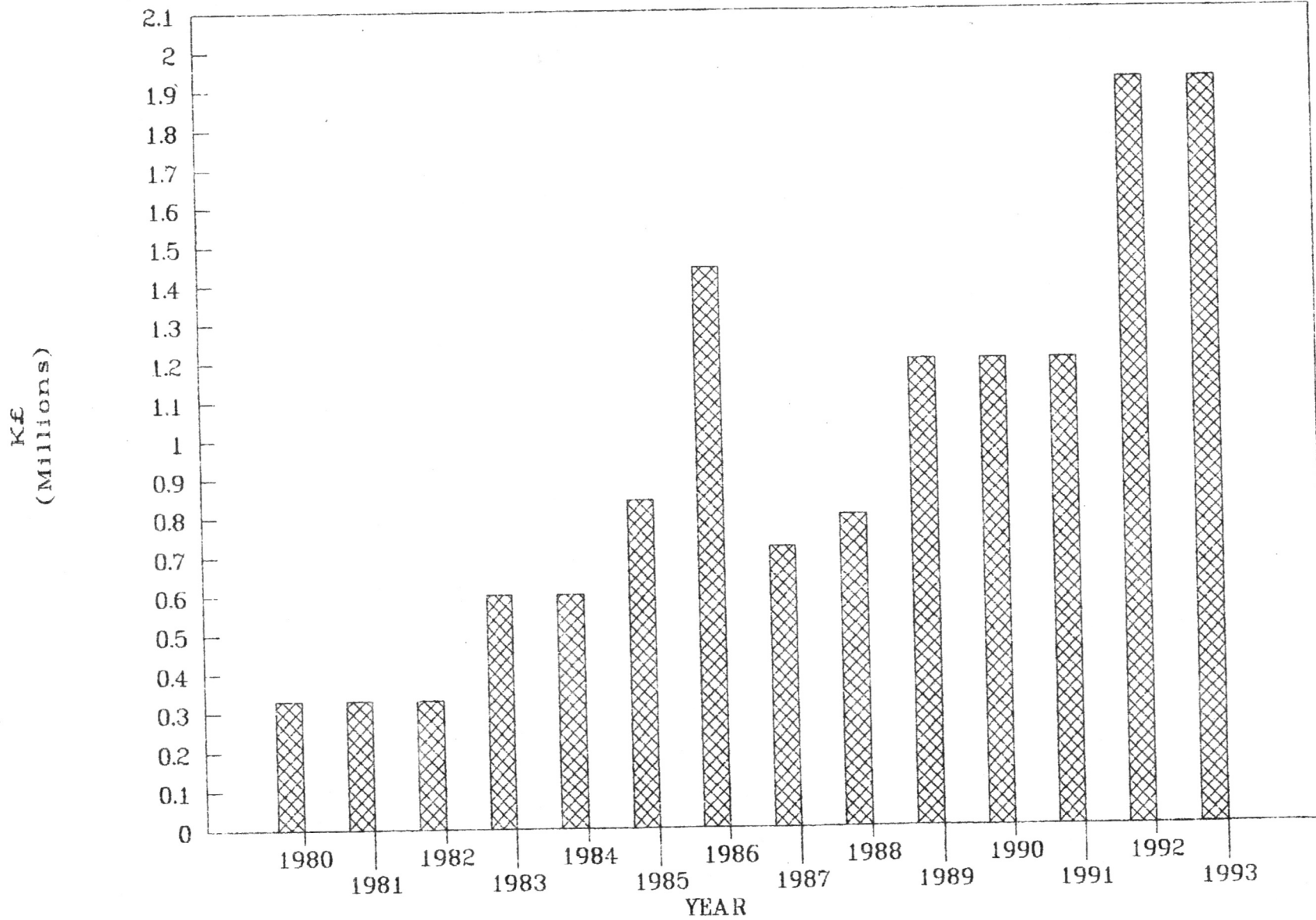
# KENYA WINE AGENCIES LTD.

## PROFIT BEFORE TAX



# KENYA WINE AGENCIES LTD.

## DIVIDENDS PAID



KENYA WINE AGENCIES LIMITEDREPORT OF THE DIRECTORS

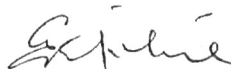
The Directors have pleasure in submitting their report and the audited accounts for the year ended 30 June 1993.

	<u>Kf</u>	<u>Kf</u>
The net profit for the year before taxation		8,692,885
The estimated Corporation Tax		2,863,120
		<hr/>
Profit after taxation		5,829,765
The Directors recommend:-		
a) Interim Dividends	960,000	
b) Proposed Final Dividend	960,000	1,920,000
	<hr/>	<hr/>
Net profit after Tax and Dividends		3,909,765
Add: Retained profits from previous years		8,583,403
Deduct: Share of Profits of Investments Overprovided in previous years		( 914,981)
		<hr/>
Retained profit in Profit and Loss Account		11,578,187 =====

Your Board is very satisfied with the results for the year under review. Your Board has recommended a final dividend of Kf 960,000 or KShs 0.40 per ordinary share making a total payment for the year of Kf 1,920,000 equivalent to KShs 0.80 per ordinary share.

Your Board wishes to express its appreciation to the Management and Staff who have given loyal service over the past year.

By Order of the Board



G R M'wirichia

Chairman

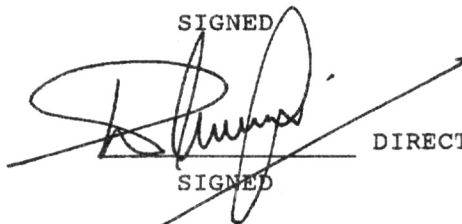
KENYA WINE AGENCIES LIMITEDBALANCE SHEET AS AT 30 JUNE 1993

			<u>1992</u>
	<u>NOTE</u>	<u>K£</u>	<u>K£</u>
FIXED ASSETS	3	6,697,857	5,845,117
TRADE INVESTMENTS	4	3,703,469	4,993,450
 <u>CURRENT ASSETS</u>			
Stocks	5	13,546,037	9,292,838
Bills Paid in Advance		2,454,546	-
Debtors	6	2,005,772	1,194,358
Deposits and Prepayments		594,263	343,257
Cash in Hand and Banks	7	<u>935,061</u>	<u>8,541,710</u>
		<u>19,535,679</u>	<u>19,372,163</u>
 <u>CURRENT LIABILITIES</u>			
Bills payable		194,801	2,146,253
Creditors	8	3,257,299	3,880,095
Taxation	9	1,466,718	2,640,979
Dividend		<u>1,440,000</u>	<u>960,000</u>
		<u>6,358,818</u>	<u>9,627,327</u>
Net current assets		<u>13,176,861</u>	<u>9,744,836</u>
		<u>23,578,187</u>	<u>20,583,403</u>
 FINANCED BY:			
Share Capital	10	12,000,000	12,000,000
Reserves	11	<u>11,578,187</u>	<u>8,583,403</u>
		<u>23,578,187</u>	<u>20,583,403</u>



DIRECTOR

SIGNED



DIRECTOR

SIGNED

(The Report of the Auditors is on Page 7)

KENYA WINE AGENCIES LIMITEDTRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED30 JUNE 1993

			<u>1992</u>
	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>
Brought Forward (Page 11)		5,829,765	4,353,440
Share of profits of Associated Companies		(914,981)	2,041,295
			<hr/>
NET PROFIT ATTRIBUTABLE TO MEMBERS OF INVESTING COMPANY FOR CURRENT YEAR		4,914,784	6,394,735
Add: Profits brought forward from previous years	Note 11	<u>8,583,403</u>	<u>4,108,668</u>
		13,498,187	10,503,403
<u>DIVIDENDS</u>			
Interim	960,000		960,000
Proposed final	<u>960,000</u>		<u>960,000</u>
		<u>1,920,000</u>	<u>1,920,000</u>
NET PROFITS RETAINED		<u>11,578,187</u>	<u>8,583,403</u>

KENYA WINE AGENCIES LIMITEDTRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED30 JUNE 1993(INCORPORATING RESULTS OF ASSOCIATED COMPANIES)

			<u>1992</u>
	<u>KE</u>	<u>KE</u>	<u>KE</u>
Brought Forward (Page 12)		6,278,740	9,025,111
<u>EXPENSES</u> (See Page 24)			
Nairobi/Kisumu		3,175,104	2,393,900
Mombasa		331,807	355,495
Inward carriage less recoveries		<u>68,149</u>	<u>60,062</u>
		3,575,060	<u>2,809,457</u>
Less: Interest Received	1,666,865		1,500,983
Less: Warehousing expenses recovered	<u>218,073</u>		<u>45,347</u>
		<u>1,884,938</u>	<u>1,546,330</u>
NET EXPENSES		<u>1,690,122</u>	<u>1,263,127</u>
TRADING PROFIT OF INVESTING COMPANY		4,588,618	7,761,984
Add: Dividend Received		3,343,750	-
Gain on sale of Assets		<u>760,517</u>	<u>18,081</u>
		8,692,885	7,780,065
<u>TAXATION</u>			
Estimated liability on current profit	Note 9	<u>2,863,120</u>	<u>3,426,625</u>
PROFIT OF INVESTING COMPANY AFTER TAXATION		<u>5,829,765</u>	<u>4,353,440</u>

KENYA WINE AGENCIES LIMITEDTRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED30 JUNE 1993(INCORPORATING RESULTS OF ASSOCIATED COMPANIES)

			<u>1992</u>
	<u>KE</u>	<u>KE</u>	<u>KE</u>
SALES TURNOVER			59,303,006 46,672,532
Less: Commission to Distributors			<u>1,580,852</u> <u>1,088,755</u>
			<u>57,722,154</u> <u>45,583,777</u>
<u>COST OF SALES</u>			
Opening Stock		5,933,587	4,212,699
Cased Goods from Production		7,820,941	7,050,915
Cased Goods purchased		44,072,479	31,927,320
Loss (gain) on exchange rates attributable to cost of sales		<u>4,155,145</u>	<u>167,088</u>
		61,982,152	<u>43,358,022</u>
Less: Goods in transit	406,837		773,004
Closing stock	<u>11,244,057</u>		5,933,587
		<u>11,650,894</u>	<u>6,706,591</u>
		50,331,258	<u>36,651,431</u>
		7,390,896	8,932,346
PRODUCTION PROFIT (LOSS) (See Page 20)		(1,114,376)	92,008
SUNDRY REVENUE		<u>2,220</u>	<u>757</u>
		<u>6,278,740</u>	<u>9,025,111</u>

KENYA WINE AGENCIES LIMITEDSTATEMENT OF SOURCES AND APPLICATIONS OF FUNDS FOR THE YEAR ENDED30 JUNE 1993

	<u>30.6.1993</u>	<u>30.6.1992</u>
	<u>KE</u>	<u>KE</u>
<u>SOURCE OF FUNDS</u>		
Profit before taxation	5,349,135	7,780,065
Add (Deduct) items not involving movement of funds		
Depreciation	516,733	436,678
Profit on Sale of Equity	(712,500)	-
Profit on sale of Fixed Assets	<u>(48,017)</u>	<u>(18,081)</u>
FUNDS GENERATED FROM OPERATIONS	<u>5,105,351</u>	<u>8,198,662</u>
<u>FUNDS FROM OTHER SOURCES</u>		
Sale proceeds of Investments	1,087,500	-
Sale proceeds of Fixed Assets	66,400	20,150
Dividends Received	3,343,750	343,750
Share of undistributed profits on investments with Associated Companies	<u>1,289,981</u>	<u>1,697,545</u>
	<u>5,787,631</u>	<u>2,061,445</u>
	<u>10,892,982</u>	<u>10,260,107</u>
<u>APPLICATION OF FUNDS</u>		
Purchase of Fixed Assets	1,387,856	672,326
Trade Investments	1,289,981	1,697,545
Dividends Paid	1,440,000	1,560,000
Taxation Paid	<u>4,037,381</u>	<u>3,282,745</u>
	<u>8,155,218</u>	<u>7,212,616</u>
NET (OUTFLOW)/INFLOW OF FUNDS	<u>2,737,764</u>	<u>3,047,491</u>
<u>MOVEMENT IN WORKING CAPITAL</u>		
Increase/(Decrease) in Stocks	4,253,199	2,811,519
Increase/(Decrease) in debtors and pre-payments	3,516,966	624,987
(Increase)/Decrease in creditors and provisions	<u>2,574,248</u>	<u>(2,581,305)</u>
	<u>10,344,413</u>	<u>855,201</u>
<u>MOVEMENT IN NET LIQUID FUNDS</u>		
Increase in Bank and Cash balances	<u>(7,606,649)</u>	<u>2,192,290</u>
	<u>2,737,764</u>	<u>3,047,491</u>

KENYA WINE AGENCIES LIMITED

NOTES ON ACCOUNTS AS AT 30 JUNE 1993

1. ACCOUNTING POLICIES

A. Basis of Accounting

The accounts have been prepared on the historical cost convention.

B. Consolidation

The accounts include share of undistributed profits/(losses) of associated companies. Investment shares are stated at cost.

C. Stock Valuation

- i) Bulk and bottling stocks have been valued at the lower of cost and net realisable value. Cost is landed cost including certain handling charges applied on a first in first out basis.
- ii) Cased goods have been valued at the lower of cost and net realisable value. Cost for locally bottled goods represents the actual cost of bulk and bottling materials consumed plus direct labour and attributable factory overheads. Cost for imported cased goods represents landed cost including certain handling charges.
- iii) Sundry stocks have been valued at the lower of cost and net realisable value.
- iv) Goods in transit have been valued at cost of accepted bills of exchange inclusive of charges at cost and at the equivalent exchange rates as at 30 June 1993.

D. Kenya Currency

The symbol of Kf used in the accounts is equivalent to twenty Kenya Shillings.

KENYA WINE AGENCIES LIMITEDNOTES ON ACCOUNTS AS AT 30 JUNE 19931. ACCOUNTING POLICIES ... Cont'E. Foreign Currencies

Amounts arising in foreign currencies have been converted to Kf' as follows:-

- a) Completed transaction - at the rate of exchange on date of transaction.
- b) Liabilities of the Company other than for goods in transit at actual rate on payment.
- c) Goods in transit shipped from overseas ports at the rates on acceptance of bills.
- d) Bills not accepted and goods in transit at the rates ruling on 30 June.

Net exchange differences arising in respect of transactions are reflected in the profit and loss account.

F. Depreciation

Depreciation is calculated at annual rates expected to write off each asset over the period of its estimated life. The rates used are as follows:-

Leasehold Property	-	Over the period of lease
Agricultural Machinery and Equipment	-	25%
Motor Vehicles	-	25%
Office Machinery	-	12.5%
Stores Equipment	-	15%
Plant and Furniture	-	10%
Electronic Equipment and Computers	-	30%

2. INTEREST AND DIVIDEND INCOME

Interest income is credited to the profit and loss account on an accrual basis while dividend income is credited only to the extent received.

## NOTE 3

KENYA WINE AGENCIES LIMITEDSCHEDULE OF FIXED ASSETS AS AT 30.6.1993

	Land and Building Leasehold	Motor Vehicles	Industrial Plant and Machinery	Agricultu- ral Plant and Machinery	Furniture and Equipment	Computers	Total
<u>COST</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>
1 July 1992	4,485,175	567,288	1,754,144	72,645	281,443	155,335	7,316,030
Additions	315,195	364,453	542,864	-	156,644	8,700	1,387,856
Disposals	-	(83,624)	-	-	-	-	(83,624)
Transfer	-	-	-	-	-	-	-
	<u>4,800,370</u>	<u>848,117</u>	<u>2,297,008</u>	<u>72,645</u>	<u>438,087</u>	<u>164,035</u>	<u>8,620,262</u>
<u>DEPRECIATION</u>							
1 July 1991	289,897	283,991	703,367	20,428	97,703	75,527	1,470,913
For Year	84,838	157,306	177,168	13,054	35,339	49,028	516,733
On Disposal	-	(65,241)	-	-	-	-	(65,241)
	<u>374,735</u>	<u>376,056</u>	<u>880,535</u>	<u>33,482</u>	<u>133,042</u>	<u>124,555</u>	<u>1,922,405</u>
Net Book Value 30.6.92	<u>4,425,635</u>	<u>472,061</u>	<u>1,416,473</u>	<u>39,163</u>	<u>305,045</u>	<u>39,480</u>	<u>6,697,857</u>
Net Book Value 30.6.91	<u>4,195,278</u>	<u>283,297</u>	<u>1,050,777</u>	<u>52,217</u>	<u>183,740</u>	<u>79,808</u>	<u>5,845,117</u>

KENYA WINE AGENCIES LIMITED

4.	<u>INVESTMENTS</u>	<u>1993</u>	<u>1992</u>
		<u>K£</u>	<u>K£</u>
	<u>ASSOCIATED COMPANY</u>		
A:	<u>INTERNATIONAL DISTILLERS (KENYA) LIMITED</u>		
	25% of unquoted Ordinary Shares (at cost)	329,739	329,739
	Add: Share of Undistributed Profit	<u>412,000</u>	<u>238,685</u>
		<u>741,739</u>	<u>568,427</u>
	<u>TRADE INVESTMENTS</u>		
B:	<u>UCHUMI SUPERMARKETS LIMITED</u>		
	18.75% of unquoted Ordinary Shares (at cost)	1,875,000	1,875,000
	Add: Share of undistributed profit (Prior to Privatisation)	<u>1,086,730</u>	<u>2,550,023</u>
		<u>2,961,730</u>	<u>4,425,023</u>
	TOTAL	<u>3,703,469</u>	<u>4,993,450</u>

1. The results of International Distillers (Kenya) Limited in these accounts are for the audited accounts for the year ended 30 September 1992.

2 Following the privatisation of Uchumi Supermarkets Ltd in 1992, the company's equity holding reduced to below 20% of the Uchumi Supermarkets Ltd issued capital. Consequently the investment in the supermarket from the current financial year shall be treated as a trade investment only and its annual results shall not be included in the companys' accounts effective from 1.7.92

5.	<u>STOCKS</u>	<u>1993</u>	<u>1992</u>
	Cased Goods	11,244,057	5,933,587
	Bulk Goods	736,961	743,325
	Bottling Materials	944,518	1,057,874
	Goods in Transit	<u>620,501</u>	<u>1,558,052</u>
		<u>13,546,037</u>	<u>9,292,838</u>

KENYA WINE AGENCIES LIMITED

	<u>1993</u> <u>K£</u>	<u>1992</u> <u>K£</u>
6. <u>DEBTORS</u>		
Trade Debtors	2,040,797	1,214,286
Less: Provision for Bad Debts	<u>(35,025)</u>	<u>( 19,928)</u>
	<u>2,005,772</u>	<u>1,194,358</u>
7. <u>CASH IN HAND &amp; BANK</u>		
Cash in hand	9,316	4,394
Cash in bank	(502,198)	1,637,298
Short term deposits	<u>1,427,943</u>	<u>6,900,018</u>
	<u>935,061</u>	<u>8,541,710</u>
8. <u>CREDITORS</u>		
Trade Creditors	2,105,542	1,738,886
Other Creditors & Accrued Expenses	<u>1,151,757</u>	<u>2,141,209</u>
	<u>3,257,299</u>	<u>3,880,095</u>
9. <u>TAXATION</u>		
Estimated taxation payable on current year's profit	2,863,120	3,426,625
Less: Withholding tax on Interest Income 149,103	-	93,773
Less: Instalment Tax for 1992/93 1,445,609	<u>1,594,712</u>	<u>717,468</u>
	1,268,408	2,615,384
Add: Net Liability on previous years	<u>198,310</u>	<u>25,595</u>
	<u>1,466,718</u>	<u>2,640,979</u>

Tax Assessments from 1987 to date have not yet been agreed with the Income Tax Department. The Company does not expect any further additional tax liability

KENYA WINE AGENCIES LIMITED

	<u>1993</u> <u>K£</u>	<u>1992</u> <u>K£</u>
10. <u>SHARE CAPITAL</u>		
<u>Authorised and Issued</u>		
a) 38,400,000 "A" Shares of Shs 5/= each	9,600,000	9,600,000
b) 9,600,000 "B" Shares of Shs 5/= each	<u>2,400,000</u>	<u>2,400,000</u>
	<u>12,000,000</u>	<u>12,000,000</u>
11. <u>RESERVES</u>		
	<u>Revenue</u>	<u>Total</u>
OPENING BALANCE	8,583,403	4,108,668
Profit for the Year	<u>2,994,784</u>	<u>4,474,735</u>
CLOSING BALANCE	<u>11,578,187</u>	<u>8,583,403</u>
12. <u>OVERDRAFT FACILITIES</u>		
<u>BARCLAYS BANK OF KENYA</u>		
The Company has bank overdraft facilities, secured by a floating debenture to the extent of K£ 725,000, and a legal mortgage over the Company's Nairobi - premises and Mombasa Leasehold properties.		
13. <u>CAPITAL COMMITMENTS</u>		
Capital expenditure authorised and/or contracted for at the Balance Sheet date was K£1,128,225 (1991/92 - 193,500)		

KENYA WINE AGENCIES LIMITED

PRODUCTION ACCOUNT  
FOR THE YEAR ENDED 30 JUNE 1993

	<u>KE</u>	<u>KE</u>	<u>KE</u>	<u>1992</u>
			<u>KE</u>	<u>KE</u>
Opening bulk stock			743,325	429,293
Local and imported purchases			<u>7,002,067</u>	<u>5,988,344</u>
			7,745,392	<u>6,417,637</u>
Less: Goods in transit			212,792	703,885
Closing stock - 30 June 1993			<u>736,961</u>	<u>743,325</u>
			<u>949,753</u>	<u>1,447,210</u>
COST OF BULK			<u>6,795,639</u>	<u>4,970,427</u>
Opening stock-bottling materials	1,057,874			1,099,305
Local and imported purchases	<u>1,143,588</u>			<u>1,633,476</u>
	2,201,462			<u>2,732,781</u>
Less: Goods in transit	-			81,163
Closing stock - 30 June 1993	<u>945,390</u>			<u>1,057,874</u>
				<u>1,139,037</u>
COST OF BOTTLING MATERIALS			<u>1,256,072</u>	<u>1,593,744</u>
COST OF PRODUCTIONS			8,051,711	6,564,171
VALUE OF CASED GOODS			<u>7,820,941</u>	<u>7,050,915</u>
GROSS PRODUCTION PROFIT/LOSS			(230,770)	486,744
Add: Sundry production revenue	60,983			47,821
Production handling charges	<u>378,791</u>		<u>439,774</u>	<u>487,861</u>
			209,004	1,022,426
Less: Production expenses per annexed schedule (Page 24)			<u>1,323,380</u>	<u>930,418</u>
NET PRODUCTION PROFIT/(LOSS)			<u>(1,114,376)</u>	<u>92,008</u>

KENYA WINE AGENCIES LIMITEDSCHEDULE OF EXPENSESFOR THE YEAR ENDED 30 JUNE 1993

	<u>Nairobi</u>	<u>Yatta</u>	<u>Production</u>	<u>Mombasa</u>	<u>Kisumu</u>	<u>Total</u>	<u>30.6.1992</u>
	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>
<u>DIRECTORS' EMOLUMENTS</u>							
Fees for services	4,629	-	-	-	-	4,629	4,350
Other Emoluments	35,747	-	-	-	-	35,747	25,247
<b>SUB-TOTAL</b>	<b>40,376</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>40,376</b>	<b>29,597</b>
1992	29,597	-	-	-	-	29,597	-
<u>STAFF EMOLUMENTS</u>							
Salaries and Staff Costs	799,272	8,828	302,919	132,275	5,064	1,248,358	931,969
Contribution to Retirement Funds	208,675	1,815	92,998	35,599	3,714	342,801	766,485
<b>SUB-TOTAL</b>	<b>1,007,947</b>	<b>10,643</b>	<b>395,917</b>	<b>167,874</b>	<b>8,778</b>	<b>1,591,159</b>	<b>1,698,454</b>
1992	1,117,323	-	392,979	188,152	-	1,698,454	-
<u>FINANCE CHARGES</u>							
Bank Charges	76,615	436	-	13,129	5,419	95,599	136,576
Bank interest on Overdraft	-	-	-	-	-	-	718
Other Finance Charges	-	-	-	-	-	-	-
	76,615	436	-	13,129	5,419	95,599	137,294
Less: Recovered in Cost of Sales	(23,987)	-	-	-	-	(23,987)	(15,483)
<b>SUB-TOTAL</b>	<b>52,628</b>	<b>436</b>	<b>-</b>	<b>13,129</b>	<b>5,419</b>	<b>71,612</b>	<b>121,811</b>
1992	100,650	-	-	21,161	-	121,811	-

KENYA WINE AGENCIES LIMITEDSCHEDULE OF EXPENSESFOR THE YEAR ENDED 30TH JUNE 1993

	<u>Nairobi</u>	<u>Yatta</u>	<u>Production</u>	<u>Mombasa</u>	<u>Kisumu</u>	<u>Total</u>	<u>1991/92</u>
<u>SELLING EXPENSES</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>
Trade Licences	4,812	66	1,593	2,383	96	8,950	9,193
Advertising and Price Lists Promotion	483,556	-	-	-	-	483,556	147,369
Subscriptions	17,667	60	10,329	1,098	492	29,646	17,358
Public Relations	8,069	-	-	-	-	8,069	12,216
Bad & Doubtful Debts	35,025	-	-	-	-	35,025	19,928
Bad Debts Recovered	(21,429)	-	-	-	-	(21,429)	(13,809)
<u>Travelling &amp; Entertainment</u>							
Travelling	61,744	2,339	24,699	4,105	5,026	97,913	48,640
Entertainment	10,382	28	47	1,084	44	11,585	6,030
<u>Motor Vehicles</u>							
Licences	2,942	71	293	445	49	3,800	3,162
Insurances	6,935	140	4,748	1,800	140	13,763	16,237
Petrol and Oil	56,884	2,569	9,314	11,505	2,646	82,918	51,297
<b>SUB-TOTAL</b>	<b>666,587</b>	<b>5,273</b>	<b>51,023</b>	<b>22,420</b>	<b>8,493</b>	<b>753,796</b>	<b>317,621</b>
1992	271,397	-	32,386	13,838	-	317,621	-
<u>REPAIRS AND MAINTENANCE</u>							
Motor Vehicles	60,544	1,652	4,550	11,162	2,193	80,101	41,994
Building	248,139	-	12,424	-	35,000	295,563	82,142
Plant and Machinery	-	160	209,671	-	-	209,831	78,795
Office Equipment	26,476	2,382	958	2,330	2,686	34,832	22,234
<b>SUB-TOTAL</b>	<b>335,159</b>	<b>4,194</b>	<b>227,603</b>	<b>13,492</b>	<b>39,879</b>	<b>620,327</b>	<b>225,165</b>
1992	119,702	-	90,842	14,621	-	225,165	-

KENYA WINE AGENCIES LIMITEDSCHEDULE OF EXPENSESFOR THE YEAR ENDED 30TH JUNE 1993

	<u>Nairobi</u>	<u>Yatta</u>	<u>Production</u>	<u>Mombasa</u>	<u>Kisumu</u>	<u>Total</u>	<u>30.6.1992</u>
	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	<u>K£</u>	
<u>ESTABLISHMENT</u> <u>EXPENSES</u>							
Rents and Rates	14,565	-	-	1,278	1,350	17,193	19,621
Insurance & Guarantee Bonds	64,888	-	25,158	10,237	-	100,283	114,664
Electricity & Water	12,413	1,097	43,470	3,489	5,455	65,924	60,691
Security Services	51,051	-	3,944	7,797	5,781	68,573	39,495
Stationery & Printing	128,390	40	11,878	4,622	427	145,357	87,997
Postages	5,320	-	49	457	272	6,098	4,489
Telephones & Cables	80,718	545	12,733	24,054	512	118,562	109,568
Office Equipment Rentals	100	-	103	-	-	203	1,799
Medical Expenses	64,983	351	25,849	8,791	782	100,756	73,799
Donations	7,450	-	-	-	-	7,450	7,408
Uniforms	11,834	830	14,262	1,504	640	29,070	16,964
Miscellaneous Expenses	40,847	9,513	37,330	4,309	2,699	94,698	66,990
Sundry Bottling Expenses	-	-	63,197	-	-	63,197	51,545
Rents Receivable	-	-	-	-	-	-	-
Sundry Trade Expenses	22,166	81,411	-	6,054	-	28,220	30,839
Yatta Farm Expenses	-	-	-	-	-	81,411	-
Computer Processing Charges	65,158	-	-	413	NIL	65,571	13,635
Company Canteen Expenses	20,888	NIL	12,351	5,541	1,631	40,411	34,595
Training Expenses	4,543	NIL	917	975	NIL	6,435	7,579
Research & Development	-	6,432	22,716	NIL	180	29,328	52,053
Staff Welfare	19,791	-	526	-	-	20,317	11,465
SUB-Total	615,105	100,219	274,483	79,521	19,729	1,089,057	804,996
1992	507,375	-	213,064	84,557	-	804,996	-

KENYA WINE AGENCIES LIMITEDSCHEDULE OF EXPENSESFOR THE YEAR ENDED 30TH JUNE 1993

	<u>Nairobi</u>	<u>Yatta</u>	<u>Production</u>	<u>Mombasa</u>	<u>Kisumu</u>	<u>Total</u>	<u>30.6.92</u>
	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	<u>Kf</u>	
<u>LEGAL &amp; PROFESSIONAL</u>							
Legal, Professional & Secretarial Fees	100,522	14,560	13,102	4,180	124	132,488	35,492
Audit Fees	13,044	-	560	780	359	14,743	10,000
<b>SUB-TOTAL</b>	<b>113,566</b>	<b>14,560</b>	<b>13,662</b>	<b>4,960</b>	<b>483</b>	<b>147,231</b>	<b>45,492</b>
1992	33,937	-	1,243	10,312	-	45,492	-
<u>DEPRECIATION</u>							
Land and Buildings	67,360	-	8,898	5,228	3,352	84,838	78,796
Motor Vehicles	106,074	20,771	15,910	21,453	6,152	170,360	122,967
Stores, O/Computers	-	580	-	-	665	1,245	-
Stores and Office Equipment	77,352	-	2,038	3,730	-	83,120	74,624
Plant & Machinery	-	-	177,170	-	-	177,170	160,291
<b>SUB-TOTAL</b>	<b>250,788</b>	<b>21,351</b>	<b>204,016</b>	<b>30,411</b>	<b>10,169</b>	<b>516,733</b>	<b>436,678</b>
1992	213,919	-	199,905	22,854	-	436,678	-
<b>GRAND TOTAL</b>	<b>3,082,154</b>	<b>156,676</b>	<b>1,166,704</b>	<b>331,807</b>	<b>92,950</b>	<b>4,830,291</b>	<b>2,772,040</b>
1992	2,393,900	-	930,418	355,495	-	3,679,813	-