

**PHAIDON PRESS GROUP  
REVENUES**

	FY 2012 ACTUAL £'000	FY 2013 ACTUAL £'000	FY 2014 ACTUAL £'000	FY 2015 BUDGET £'000	FY 2016 BUDGET £'000	FY 2017 BUDGET £'000	FY 2014 ACTUAL %
UK	3,377	3,255	2,977	3,593	4,066	4,558	18%
Export	1,177	1,122	1,256	1,272	1,440	1,613	8%
USA	5,467	4,204	5,336	6,553	7,416	8,312	32%
Canada	546	506	503	806	912	1,022	3%
Australia	1,144	1,005	1,047	1,393	1,577	1,767	6%
Holland	274	186	212	203	230	257	1%
France	1,775	1,771	1,777	2,228	2,522	2,826	11%
Germany	681	671	751	748	847	949	5%
Italy	720	486	520	494	559	627	3%
Spain & Latin America	1,316	952	915	837	947	1,062	6%
Japan	259	209	191	152	172	193	1%
Asia	497	491	475	500	566	634	3%
Websales	526	581	561	752	851	954	3%
Other	0	0	0	(198)			0%
<b>Trade Sales</b>	<b>17,757</b>	<b>15,438</b>	<b>16,521</b>	<b>19,333</b>	<b>22,105</b>	<b>24,774</b>	<b>100%</b>
International editions	4,036	3,944	3,631	4,292	4,500	4,750	
Bargain Sales	718	660	819	1,000	1,000	1,000	
Retail	475	33	130	0	0	0	
Digital	173	116	133	114	514	915	
Sundry	281	116	127	355	354	354	
<b>Non-trade Sales</b>	<b>5,683</b>	<b>4,869</b>	<b>4,840</b>	<b>5,761</b>	<b>6,368</b>	<b>7,019</b>	
Returns Provision	239	80	(150)	0	0	0	
<b>Total Sales</b>	<b>23,679</b>	<b>20,387</b>	<b>21,211</b>	<b>25,094</b>	<b>28,473</b>	<b>31,793</b>	