

# Management Summary & Key Projects Jul 16

## Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£4,915,319	£5,361,034	↓ -8.3%	£16,578,074	↓ -4.4%
Direct Sales	£1,899,864	£1,915,983	↓ -0.8%	£6,215,384	↓ -3.0%
Rebate plus fee income	£605,300	£833,000	↓ -27.3%	£1,144,300	↓ -14.8%
Total Sales (inc Gas & Rebates)	£8,193,009	£9,257,786	↓ -11.5%	£29,956,337	↓ -12.3%
Stores Margin %	26.95%	25.63%	↑ 1.32pp	27.55%	↑ 1.58pp
Directs Margin %	12.46%	12.78%	↓ -0.31pp	12.39%	↓ -0.39pp
Total Gross Margin inc Consumables Cost	£2,237,668	£2,493,803	↓ -10.3%	£7,406,870	↓ -3.2%
Total Expenditure	£1,457,026	£1,539,776	↑ 5.4%	£6,100,742	↑ 2.4%
Surplus	£780,642	£954,027	↓ -18.2%	£1,306,128	↓ -7.1%
Net Profit Margin %	9.53%	10.31%	↓ -0.78pp	4.36%	↑ 0.24pp
Operations cost as a proportion of sales	16.3%	16.2%	↓ -0.06pp	18.2%	↑ 0.21pp
Expenditure as a proportion of Gross Margin	65.1%	61.7%	↓ -3.37pp	82.4%	↓ -0.73pp

Full year up to Jun 16 data....

	No. FTE at Jun 16 month end...	Cum No. days lost	No. of Days Lost per FTE TY Cum
Sickness Rate	330	3,369	10

## Key Projects

### ERP Upgrade

- Indigo testing nearing completion and IT signoff.
- Warehouse users will commence system testing in August with a view to signing off the Indigo solution as ready to implement.

#### Risks

- Availability of key project resource for testing. Peak is complete but there will be impacts from the holiday season.
- Infor surplus availability will be in constraint. As in the previous months update the availability of key resources who have worked with ESPO extensively may be constrained due to other Infor project commitments

↓  
Scale to show are we on track?

### MOV

	TY YTD	LY YTD	Var
AOV	£166.23	£150.13	↑ £16.10
Prop of orders over £15	96.9%	88.2%	↑ 8.70pp

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