

Management Summary & Key Projects Oct 16

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£2,428,298	£2,602,770	↓ -6.7%	£27,269,718	↓ -0.5%
Direct Sales	£1,511,086	£1,696,912	↓ -11.0%	£11,376,159	↓ -5.1%
Rebate plus fee income	£752,700	£852,000	↓ -11.7%	£2,671,558	↓ -5.0%
Total Sales (inc Gas & Rebates)	£5,320,119	£6,411,943	↓ -17.0%	£49,217,700	↓ -9.9%
Stores Margin %	29.29%	26.77%	↑ 2.53pp	27.12%	↑ 1.26pp
Directs Margin %	13.12%	12.78%	↑ 0.35pp	13.14%	↑ 0.36pp
Total Gross Margin inc Consumables Cost	£1,662,300	£1,819,316	↓ -8.6%	£12,529,276	↓ -0.4%
Total Expenditure	£1,431,177	£1,378,255	↓ -3.8%	£10,275,218	↑ 1.6%
Surplus	£231,123	£441,061	↓ -£209,938	£2,254,057	↑ 5.3%
Net Profit Margin %	4.34%	6.88%	↓ -2.53pp	4.58%	↑ 0.66pp
Operations cost as a proportion of sales	31.1%	27.4%	↓ -3.71pp	19.1%	↑ 0.55pp
Expenditure as a proportion of Gross Margin	86.1%	75.8%	↓ -10.34pp	82.0%	↑ 0.97pp

Full year up to Sep 16 data....

	No. FTE at Sep 16 month end...	Cum No. days lost	No. of Days Lost per FTE TY Cum
Sickness Rate	320	3,558	11

Key Projects

ERP Upgrade

- Core team testing has continued on the Aurora system. Testing has been identified as complete in the majority of business areas now.
- Core team members have been asked to support a Conference Room Pilot exercise scheduled for 24th/25th October. This will validate end-to-end application processes.
- Risks**
- Output from CRP identifies issues not previously experienced. These may not be resolvable in time available pre Go Live
- Continued issues in the area of electronic trading that cannot be addressed prior to plan Go Live date.

↓
Scale to show are we on track?

MOV

	TY YTD	LY YTD	Var
AOV	£148.18	£132.56	↑ £15.61
Prop of orders over £15	96.1%	83.1%	↑ 13.06pp

This page is intentionally left blank