

Management Summary Dec 16

Management Summary

| | Actual | Budget /LY | Var | YTD Actual | YTD Var |
|---|------------|------------|------------|-------------|----------|
| Stores Sales | £2,209,902 | £2,210,109 | ↓ -0.0% | £32,384,754 | ↓ -0.8% |
| Direct Sales | £1,129,851 | £1,260,775 | ↓ -10.4% | £13,955,072 | ↓ -5.6% |
| Rebate plus fee income | £517,500 | £281,000 | ↑ 84.2% | £3,475,458 | ↑ 4.9% |
| Total Sales (inc Gas & Rebates) | £5,336,719 | £6,370,658 | ↓ -16.2% | £60,321,931 | ↓ -10.7% |
| Stores Margin % | 27.79% | 26.77% | ↑ 1.03pp | 27.22% | ↑ 1.22pp |
| Directs Margin % | 12.68% | 12.78% | ↓ -0.09pp | 13.10% | ↑ 0.32pp |
| Total Gross Margin inc Consumables Cost | £1,327,792 | £1,087,860 | ↑ 22.1% | £15,381,299 | ↑ 2.9% |
| Total Expenditure | £1,437,984 | £1,353,717 | ↓ -6.2% | £13,087,162 | ↑ 0.8% |
| Surplus | -£110,192 | -£265,857 | ↑ £155,666 | £2,294,137 | ↑ 30.8% |
| Net Profit Margin % | -2.06% | -4.17% | ↑ 2.11pp | 3.80% | ↑ 1.21pp |
| Operations cost as a proportion of sales | 34.2% | 31.3% | ↓ -2.94pp | 20.5% | ↑ 0.32pp |
| Expenditure as a proportion of Gross Margin | 108.3% | 124.4% | ↑ 16.14pp | 85.1% | ↑ 3.18pp |

Full year up to Nov 16 data....

| | No. FTE at Nov 16 month end... | Cum No. days lost | No. of Days Lost per FTE TY Cum |
|---------------|-----------------------------------|----------------------|------------------------------------|
| Sickness Rate | 314 | 3,364 | 11 |

MOV

| | TY YTD | LY YTD | Var |
|----------------------------|---------|---------|-----------|
| AOV | £139.59 | £124.73 | ↑ £14.86 |
| Prop of orders over £15 | 96.2% | 84.7% | ↑ 11.50pp |

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