

Management Summary & Key Projects Mar 17

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£2,483,213	£2,529,310	↓ -1.8%	£41,847,015	↓ -2.3%
Direct Sales	£1,394,739	£1,436,154	↓ -2.9%	£18,213,741	↓ -9.8%
Rebate plus fee income	£1,239,200	£1,274,000	↓ -2.7%	£6,049,758	↓ -1.0%
Total Sales (inc Gas & Rebates)	£6,613,730	£8,583,978	↓ -23.0%	£81,644,429	↓ -14.6%
Stores Margin %	37.15%	26.77%	↑ 10.39pp	27.99%	↑ 1.84pp
Directs Margin %	10.19%	12.78%	↓ -2.58pp	12.81%	↑ 0.04pp
Total Gross Margin inc Consumables Cost	£2,381,576	£2,187,021	↑ 8.9%	£21,645,351	↑ 1.3%
Total Expenditure	£1,633,144	£1,453,361	↓ -12.4%	£17,405,213	↑ 0.5%
Surplus	£748,432	£733,660	↑ £14,772	£4,240,137	↑ 9.1%
Net Profit Margin %	11.32%	8.55%	↑ 2.77pp	5.19%	↑ 1.13pp
Operations cost as a proportion of sales	29.5%	27.6%	↓ -1.91pp	20.9%	↑ 0.13pp
Expenditure as a proportion of Gross Margin	68.6%	66.5%	↓ -2.12pp	80.4%	↑ 1.41pp

Full year up to Feb 17 data....

	No. FTE at Feb 17 month end...	Cum No. days lost	No. of Days Lost per FTE TY Cum
Sickness Rate	317	3,081	10

MOV

	TY YTD	LY YTD	Var
AOV	£133.77	£119.96	↑ £13.81
Prop of orders over £15	96.4%	85.3%	↑ 11.05pp

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