

Management Summary Jul 19

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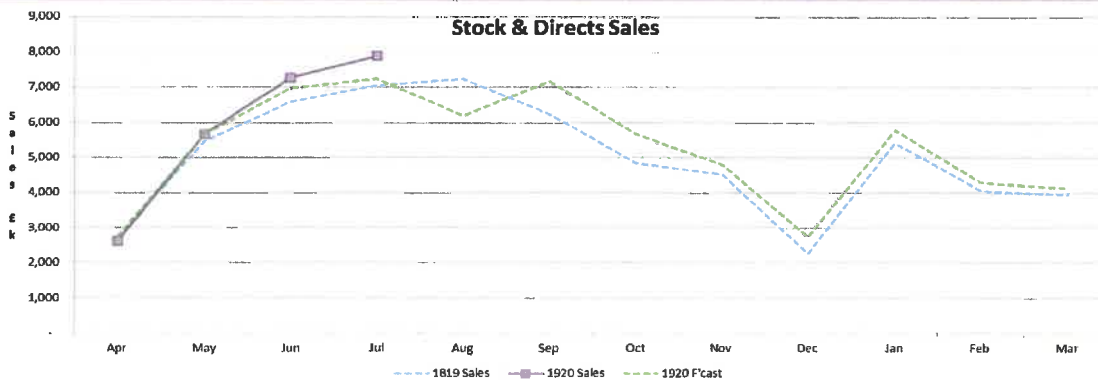
	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£5,986,610	£5,560,847	↑ 7.7%	£17,711,606	↑ 2.9%
Direct Sales	£1,908,807	£1,660,779	↑ 14.9%	£5,730,818	↑ 7.0%
Rebate plus fee income	£784,278	£915,853	↓ -14.4%	£1,993,878	↑ 23.9%
Total Sales (Exc Gas)	£8,759,353	£8,172,006	↑ 7.2%	£26,189,687	↑ 5.4%
Stores Margin %	28.43%	28.42%	↑ 0.01pp	29.14%	↑ 0.15pp
Directs Margin %	12.29%	13.56%	↓ -1.27pp	13.25%	↓ -0.31pp
Total Gross Margin inc Consumables Cost	£2,832,303	£2,783,180	↑ 1.8%	£8,798,770	↑ 8.3%
Total Expenditure	£1,666,065	£1,607,360	↓ -3.7%	£6,528,500	↓ -0.2%
Surplus	£1,166,238	£1,175,820	↓ -£9,582	£2,270,270	↑ £660,135
Net Profit Margin %	13.31%	14.39%	↓ -1.07pp	8.67%	↑ 2.19pp
Operations cost as a proportion of sales	16.5%	16.0%	↓ -0.53pp	21.2%	↓ -0.33pp
Expenditure as a proportion of Gross Margin	58.8%	60.9%	↑ 2.04pp	74.2%	↑ 5.99pp

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Eduzone Sales	£46,507	£49,317	↓ -5.7%	£233,825	↓ -13.1%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£207.20	£192.42	↑ £14.79
Prop of orders over £15	97.3%	97.3%	↑ 0.01pp

Graph - Sales vs. Forecast



HR

	Actual	Target	Var
Sickness Absence Rates *	9.52	8.5	↓ 1.0
No. of Apprentices	13	7	↑ 6.0

*Average days lost per FTE in a 12 month rolling period

Mandatory Training Completion	Actual	Target	Var
Fraud	77%	75%	↑ 2.06pp
Data Protection	62%	75%	↓ -12.61pp
Equality & Diversity	53%	75%	↓ -21.79pp
Health & Safety	70%	75%	↓ -4.56pp
GDPR	53%	75%	↓ -22.40pp

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