Total Expenditure £1,78,439 £1,78,531 ↓ -1.7% £7,446,782 £7,316,975 ↓ -1.8% Surplus £1,792,493 £1,722,192 ♠ £220,301 £3,386,144 £2,673,995 ♠ £712,149 Net Profit Margin % 18.68% 16.62% ♠ 2.06% 10.19% 8.41% ♠ 1.78% rations cost as a proportion of sales 18.7% 18.7% ♠ 0.05% 22.4% 23.0% ↓ (0.61%) diture as a proportion of Gross Margin 50.1% 52.9% ↓ (2.86%) 68.7% 73.2% ↓ (4.49%) Actual Budget /UY Var YTD Actual Budget YTD YTD Var Eduzone Sales £64,685 £54,400 ↑ 18.9% £254,904 £217,600 ↑ 17.1% Customer Order KPI's Image: Sales Image: Sales Image: Sales Image: Sales Image: Sales Image: Sales Graph - Sales vs. Forecast Image: Sales Stock & Directs Sales Image: Sales Ima	Actual Budget / \/ Var YTD Actual Budget YTP YTD Var Stores Sales £5,797,449 £5,241,713 ♠ 10.6% £18,979,563 £18,020,888 ♠ 5.3% Direct Sales £1,697,471 £2,125,655 ♣ 20.1% £5,582,291 £5,595,559 ♠ 4.6% Rebate plus fee income £1,436,753 £1,371,289 ♠ 4.8% £2,457,024 £2,800,024 ₱ 23,0% Total Sales (Exc Gas) £8,967,944 £8,741,567 ₱ 2.6% ₱ 226,899,940 £27,041,308 ♠ 6.5% Stores Margin % 31.04% \$12,787.4 \$4.28,899,940 £27,041,308 ♠ 6.5% Stores Margin % 17,87% \$14,588 ₱ 3.29% \$15,57% \$14,588 ₱ 0.99% Cal Gross Margin % 13.04% \$1,782,493 \$1,762,591 \$10,783,935 ₱ 7.75% £0,839,926 £9,90,970 \$8,45% Total Expenditure £1,792,493 £1,765,591 \$1,772,192 \$20,064 £0,085,95 ₹21,21,49 Net forbit Margin % 318,7% \$10,05% \$22,4% \$	Actual Budget //v Var YD Actual Budget YP YTD Var Stores Sales £5,797,449 £5,241,713 1 0.05% £18,079,564 £18,020,888 \$5,3% Direct Sales £1,697,471 £2,125,655 4 20.1% £5,852,291 £5,595,559 \$4,45% Rebate plus fee income £1,435,753 £1,372,289 \$4,48% £2,849,2940 £2,810,224 \$2,200,216 \$6,55% Stores Margin % 31,0744 £8,715,567 \$2,65% \$2,06% 31,27% \$0,029% \$3,27% \$0,029% Directs Margin % 17,87% 14,58% \$3,29% 15,57% 14,58% \$0,999,970 \$6,84% at Gross Margin % 17,292,493 £1,759,132 \$1,278,419 \$1,785,591 \$1,85% \$1,786,591 \$2,746,4728 \$2,714,491,975 \$4,15% at Gross Margin % 13,868% 16,62% \$2,06% 10,19% \$8,41% \$1,786,591 strabus cot at a proportion of sales 18,7% 16,02% \$2,06% \$6,776 73,2%	Ma	anageme	ent Sun	nmary	Jul 21			
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Rebate plus fee income €1,436,753 €1,371,289 ♠ 4.8% €3,457,024 €2,810,224 ♠ 23,05 Total Sales (Exc Gas) £8,967,944 £8,941,557 ♠ 2.6% £28,809,940 £27,041,308 ♠ 6.9% Stores Margin % 31.04% 31.27% ∯ (0.24%) 30.29% 31.27% ∯ (0.995%) id Gross Margin % 17.87% 14.58% ♠ 3.29% 15.57% 14.58% ⊕ 0.995% id Gross Margin % 17.87% 14.58% ♠ 3.29% £1.0832,926 €9,909,970 ♠ 8.4% id Gross Margin % 13.87% £1,768,591 ↓ -1.7% £7,466,782 £7,316,975 ↓ -1.8% Surplus £1,792,493 £1,572,192 ♠ £220,301 £3,386,144 £2,673,995 ♠ £712,149 Net Profit Margin % 18.68% 16.62% ♠ 0.05% 22.4% 23.0% ↓ (0.6135) dBudget /LV Var YD Actual Budget YD YD VD ↓ ratios cost at a proportion of sales 18.7% €0.05% £2.4% £3.04 £17,600 ↑ 1.73% Budget /LV Var YD Actual Budget YD <	Rebate plus fee income £1,436,753 £1,371,280 4.48% £3,457,024 £2,810,024 \$23.0% Total Sales (Exc Gas) £8,967,944 £8,741,567 \$2.6% £28,899,940 £27,041,308 \$6.5% Stores Margin % 31.04% 31.27% \$0.09% \$1.27% \$0.09% Total Sales (Exc Gas) £8,550,932 £3,340,783 \$7.5% £16,583 \$0.09% Total Expenditure £1,798,439 £1,766,591 \$0.17% £7,446,782 £7,316,975 \$0.18% Surplus £1,722,493 £1,572,192 \$220,301 £3,386,144 £2,673,995 \$£772,124 Net Profit Margin % 18.68% 16.62% \$2.06% 10.19% &4.43% \$1.78% Idduse the profit Margin % 18.68% 16.62% \$2.06% 10.19% &4.43% \$1.78% Idduse the profit Margin % 18.68% 16.62% \$2.06% 10.19% &4.43% \$1.78% Idduse the profit Margin % 18.7% 19.05% \$2.4% 23.0% \$0.653% Idduse the	Rebate plus file income £1,436,753 £1,371,280 \$4.8% £3,457,024 £2,810,224 \$2,205 Total Sales (Exc Gas) £6,967,944 £8,741,567 \$2,656 £23,899,940 £27,041,308 \$6,595 Stores Margin % 31,04% 31,27% \$0,024% 30,29% 55.7% 14,58% \$0,099% at Gross Margin in Consumables Cost £1,590,932 £3,340,783 \$7,55% £10,832,925 £9,990,970 \$8,44% Surplus £1,798,439 £1,766,591 \$1,77% £7,446,782 £7,316,975 \$1,18% Net Profit Margin % 18,68% 16,62% \$2,06% 10,19% \$8,41% \$1,78% Net Profit Margin % 18,68% 16,62% \$2,06% 10,19% \$8,41% \$1,78% didure as a proportion of sales 18,7% 18,7% 0,05% 22,24% 23,0% \$(0,61%) didure as a proportion of sales 18,7% 18,37% \$0,05% 22,4% 23,0% \$(0,61%) didure as a proportion of Gross Margin 50,1% 52,9% \$2,		£1,697,471	£2,125,655	-20.1%	£5,852,291	£5,595,559	4.6%	
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Total Expenditure £1,788,439 £1,788,531 ↓ -1.7% £7,446,782 £7,316,975 ↓ -1.8% Surplus £1,792,493 £1,722,192 ♠ £220,301 £3,386,144 £2,673,995 ♠ £712,149 Net Profit Margin % 18.68% 16.62% ♠ 2.06% 10.19% 8.41% ♠ 1.78% reations cost as a proportion of sales 18.7% € 0.05% 22.4% 23.0% ψ (0.61%) diture as a proportion of sales 18.7% € 0.05% 22.4% 23.0% ψ (0.61%) diture as a proportion of sales 18.7% € 0.05% 22.4% 23.0% ψ (0.61%) diture as a proportion of sales 18.7% € 0.05% 22.4% 23.0% ψ (0.61%) diture as a proportion of Gross Margin 50.1% 52.9% ψ (2.86%) 68.7% 73.2% ψ (4.49%) Actual Budget /LY Var YTD Actual Budget YTD YTD Var Eduzone Sales £64,685 £54,400 18.9% £254,904 £217,600 17.1% Graph - Sales vs. Forecast Offer order order order 97.5%<	Total Expenditure €1,78,8,439 €1,78,531 ↓ 1.7% €7,446,782 €7,316,975 ↓ 1.8% Surplus €1,792,493 £1,722,192 ↓ £220,301 €3,386,144 £2,673,995 ↓ £1,784,578 €7,121,499 Net Profit Margin % 18,68% 16.62% ↓ 2.06% 10.19% 8.41% ↓ 1.78% erations cost as a proportion of sales 18,7% 18,7% ↓ 0.05% 22.4% 23.0% ↓ (0.61%) ndture as a proportion of Gross Margin 50.1% 52.9% ↓ (2.86%) 68.7% 73.2% ↓ (4.49%) Eduzone Sales £64,685 £54,400 ↑ 18.9% £235,904 £217,600 ↑ 17.1% Customer Order KPI's May AOV £231.03 £266.27 ↓ (635.24) Prop of orders over 97.5% 97.7% • 0.12pp Cirabi- Sales vs. Forecast Ap' May Jul <td< td=""><td>Total Expenditure €1,788,439 €1,786,531 ↓ 1.7% €7,446,782 €7,316,975 ↓ 1.8% Surplus €1,792,493 €1,722,192 ♠ £220,301 €3,386,144 €2,673,995 ♠ £712,149 Net Profit Margin % 18,68% 16.62% ♠ 2.06% 10.19% 8.41% ♠ 1.78% erations cost as a proportion of sales 18,7% 18,7% ♠ 0.05% 22.4% 23.0% ↓ (0.61%) idture as a proportion of Gross Margin 50.1% 52.9% ↓ (2.86%) 68.7% 73.2% ↓ (4.49%) Eduzone Sales £64,685 £54,400 ↑ 18.9% £254,904 £217,600 ↑ 17.1% Customer Order KPI's May AOV £231.03 £266.27 ↓ (635.24) •</td><td>Directs Margin %</td><td>17.87%</td><td>14.58%</td><td>₼ 3.29%</td><td>15.57%</td><td></td><td></td></td<>	Total Expenditure €1,788,439 €1,786,531 ↓ 1.7% €7,446,782 €7,316,975 ↓ 1.8% Surplus €1,792,493 €1,722,192 ♠ £220,301 €3,386,144 €2,673,995 ♠ £712,149 Net Profit Margin % 18,68% 16.62% ♠ 2.06% 10.19% 8.41% ♠ 1.78% erations cost as a proportion of sales 18,7% 18,7% ♠ 0.05% 22.4% 23.0% ↓ (0.61%) idture as a proportion of Gross Margin 50.1% 52.9% ↓ (2.86%) 68.7% 73.2% ↓ (4.49%) Eduzone Sales £64,685 £54,400 ↑ 18.9% £254,904 £217,600 ↑ 17.1% Customer Order KPI's May AOV £231.03 £266.27 ↓ (635.24) •	Directs Margin %	17.87%	14.58%	₼ 3.29%	15.57%			
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