

Management Summary Jan 22

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£3,600,875	£3,540,847	↑ 1.7%	£40,006,440	↑ 6.1%
Direct Sales	£1,339,126	£1,352,834	↓ -1.0%	£16,311,599	↑ 6.3%
Rebate plus fee Income	£1,325,655	£1,160,887	↑ 14.2%	£7,910,688	↑ 20.5%
Total Sales (Exc Gas)	£4,732,424	£6,154,477	↓ -23.1%	£63,390,464	↑ 4.1%
Stores Margin %	31.34%	31.27%	↑ 0.06%	31.05%	↓ (0.23%)
Directs Margin %	15.03%	14.58%	↑ 0.45%	14.12%	↓ (0.46%)
Total Gross Margin inc Consumables Cost	£2,786,475	£2,609,189	↑ 6.8%	£23,660,859	↑ 9.0%
Total Expenditure	£1,760,047	£1,678,123	↑ 4.9%	£17,953,046	↑ 3.1%
Surplus	£1,026,428	£931,066	↑ £95,361	£5,707,813	↑ £1,424,408
Net Profit Margin %	21.69%	(0.47%)	↑ 22.16%	9.00%	↑ 1.97%

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Eduzone Sales	£82,302	£47,600	↑ 72.9%	£683,844	↑ 18.3%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£184.88	£213.44	↓ (£28.56)
Prop of orders over £15	97.0%	97.3%	↓ -0.28pp

Graph - Sales vs. Forecast



HR

	Actual	Target	Var
Sickness Absence Rates *	0%	0.0	↓ 0.0
No. of Apprentices	4	7	↓ -3.0

Comment: Sickness Absence Rates currently unavailable

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

Mandatory Training Completion	Actual	Target	Var
Fraud	93%	90%	↑ 2.83pp
Data Protection	83%	90%	↓ -7.41pp
Equality & Diversity	91%	90%	↑ 0.78pp
Health & Safety	90%	90%	↑ 0.00pp
GDPR	78%	90%	↓ -12.18pp

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