

Management Summary Jul 22

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£6,195,875	£6,483,720	↓ -4.4%	£20,960,055	↑ 9.1%
Direct Sales	£2,085,161	£1,822,401	↑ 14.4%	£7,438,228	↑ 26.2%
Rebate plus fee income	£1,530,519	£1,558,211	↓ -1.8%	£3,905,247	↑ 11.7%
Total Sales (Exc Gas)	£9,844,085	£9,118,741	↑ 8.0%	£32,949,696	↑ 12.8%
Stores Margin %	27.62%	30.70%	↓ (3.08%)	31.30%	↑ 0.60%
Directs Margin %	15.68%	14.80%	↑ 0.88%	14.72%	↓ (0.08%)
Total Gross Margin inc Consumables Cost	£3,640,844	£3,881,110	↓ -6.2%	£12,353,264	↑ 11.8%
Total Expenditure	£1,943,972	£2,021,208	↓ -3.8%	£8,098,951	↑ 2.2%
Surplus	£1,696,871	£1,859,901	↓ -£163,030	£4,254,313	↑ £1,128,636
Net Profit Margin %	17.24%	20.40%	↓ -3.16%	12.91%	↑ 2.21%

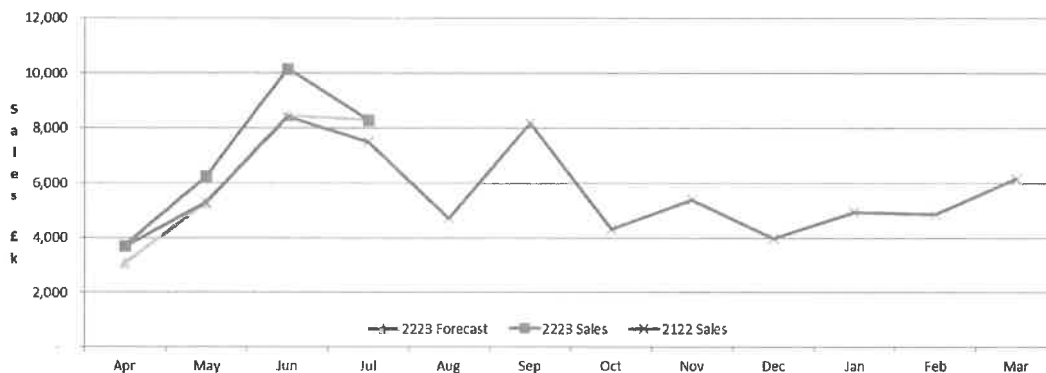
	Actual	Budget /LY	Var	YTD Actual	YTD Var
Eduzone Sales	£35,134	£68,786	↓ -48.9%	£173,330	↓ -35.8%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£254.04	£231.03	↑ £23.01
Prop of orders over £15	97.4%	97.5%	↓ -0.13pp

Graph - Sales vs. Forecast

Stock & Directs Sales



HR

	Actual	Target	Var
Sickness Absence Rates *	0%	0.0	↓ 0.0
No. of Apprentices	1	7	↓ -6.0

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%	↑ 3.03pp
Data Protection	83%	90%	↓ -7.42pp
Equality & Diversity	91%	90%	↑ 0.59pp
Health & Safety	91%	90%	↑ 1.01pp
GDPR	82%	90%	↓ -8.47pp

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