

Management Summary Sep 24

Management Summary

	Actual	Budget /LY	Var	YTD Actual	Budget YTD	YTD Var
Stores Sales	£6,118,003	£6,234,478	↓ -1.9%	£35,479,778	£35,742,638	↓ -0.7%
Direct Sales	£3,069,748	£3,261,979	↓ -5.9%	£10,236,511	£11,139,648	↓ -8.1%
Rebate plus fee Income (£k)	£646,038	£539,078	↑ 19.8%	£6,816,600	£5,683,822	↑ 19.9%
Total Sales (Exc Gas)	£9,878,808	£11,323,321	↓ -12.8%	£53,230,654	£59,541,015	↓ -10.6%
Stores Margin %	29.0%	35.1%	↓ (6.13%)	28.8%	29.6%	↓ (0.9%)
Directs Margin %	25.1%	23.2%	↑ 1.87%	19.3%	16.4%	↑ 2.93%
Total Gross Margin inc Consumables Cost	£3,325,592	£3,602,830	↓ -7.7%	£19,940,653	£21,986,479	↓ -9.3%
Total Expenditure	£2,333,000	£2,420,553	↓ -3.6%	£14,224,888	£14,872,338	↓ -4.4%
Surplus	£992,592	£1,182,277	↓ -189,685	£5,715,765	£7,114,142	↓ -£1,398,377
Net Profit Margin %	10.0%	10.4%	↓ -0.4%	10.7%	11.9%	↓ -1.2%

	Actual	Budget /LY	Var	YTD Actual	Budget YTD	YTD Var
Eduzone Sales	£45,292	£63,750	↓ -29.0%	£271,049	£289,500	↓ -6.4%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£269.84	£267.14	↑ £2.71
Prop of orders over £15	97.3%	97.2%	↑ 0.04pp

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