Management Summary Sep 25

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£5,624,254	£6,745,399	-16.6%	£35,336,318	-6.6%
Direct Sales	£2,738,941	£2,803,040	-2.3%	£9,937,737	-2.2%
Rebate plus fee income (£k)	£847,482	£692,768	22.3%	£7,008,291	-0.0%
Total Sales (Exc Gas)	£9,252,870	£10,282,874	-10.0%	£53,053,368	-4.7%
Stores Margin %	33.0%	32.5%	0.51%	32.9%	0.4%
Directs Margin %	18.1%	17.1%	0.98%	17.6%	0.50%
Total Gross Margin inc Consumables Cost	£3,270,568	£3,435,374	-4.8%	£21,338,542	-2.6%
Total Expenditure	£2,394,934	£2,553,029	-6.2%	£14,501,788	-7.1%
Surplus	£875,634	£882,345	-£6,711	£6,836,754	£529,328
Net Profit Margin %	9.5%	8.6%	0.9%	12.9%	1.6%

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Eduzone Sales	£53,039	£50,000	6.1%	£346,166	17.7%

Customer Order KPI's

	TY YTD	LY YTD	Var
AOV	£284.97	£269.84	£15.13
Prop of orders over £15	97.8%	97.7%	0.10pp

Operations Balanced Scorecard Sep 25

Financial

	Actual	Budget /LY	Var	YTD Actual	YTD Var
AOV (From Customers Orders)	£183.90	£182.37	↑ £1.53	£284.97	↑ £15.13
Proportion of Orders below £15	2.36%	2.62%	↑ 0.26%	2.19%	↑ 0.10%
Stock Turnover	4.89	5.38	↓ -0.49		

Operational

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Warehouse Processing Cost per Order (inc Select, Goods In and Goods Out)				£18.88	↓ (£4.06)
*Transport Cost per Drop				£25.50	↓ (£1.36)
Lines picked per hour	33	32	↑ 1.3	33	↑ 0.9

Customer

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Calls - Avergage Wait Time (Secs)	00:34	00:30	↓ 4.6	00:38	↓ 9.1
FeeFo Feedback	94%	90%	↑ 4%	95%	↑ 5%

Employees

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Accidents	2	2	↓ 0.0	10	↓ 2.0

* Transport costs include Carrier, Drivers Pay, Agency, Fuel, Repair & Maintenance, Licences, Tyres, Hire & Insurance and excludes Depreciation

Commercial Balanced Scorecard Sep 25

Framework

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Rebate plus fee income (£k)	£847	£693	22.3%	£7,008	-0.0%
% of Frameworks Renewed on time	90%	0%			

	Target/LY	Q1	Q2	Q3	Q4
Number of contracts awarded to SMEs as a % of no of contracts awarded		76.6%	83.7%	0.0%	0.0%

Number of current live contracts	140
Estimated annual value of current live contracts	£2,316,349,583
Total Number of procurements in progress	40
Number of procurements in progress - internal (ESPO)	13
Number of procurements in progress - National	25
Number of procurements in progress - Client Specific	2
Total Estimated annual value of procurements in progress	£386,260,109
Estimated annual value of procurements in progress - internal (ESPO)	£13,033,500
Estimated annual value of procurements in progress - National	£370,048,024

Finance Balanced Scorecard Sep 25

Efficiency

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Proportion of E Orders*	92%	91%	0.93%	92%	1.35%
Web Sales	£1,836,630	**£1,857,851**	-1.1%	£13,127,555	-43.5%

Market Share

	Actual	Budget /LY	Var	YTD Actual	YTD Var
BESA Market Share %	17%	**19%**	(1.56%)	20%	(0.20%)

*** E Orders are anything other than order capture including Adobe PDF conversion**