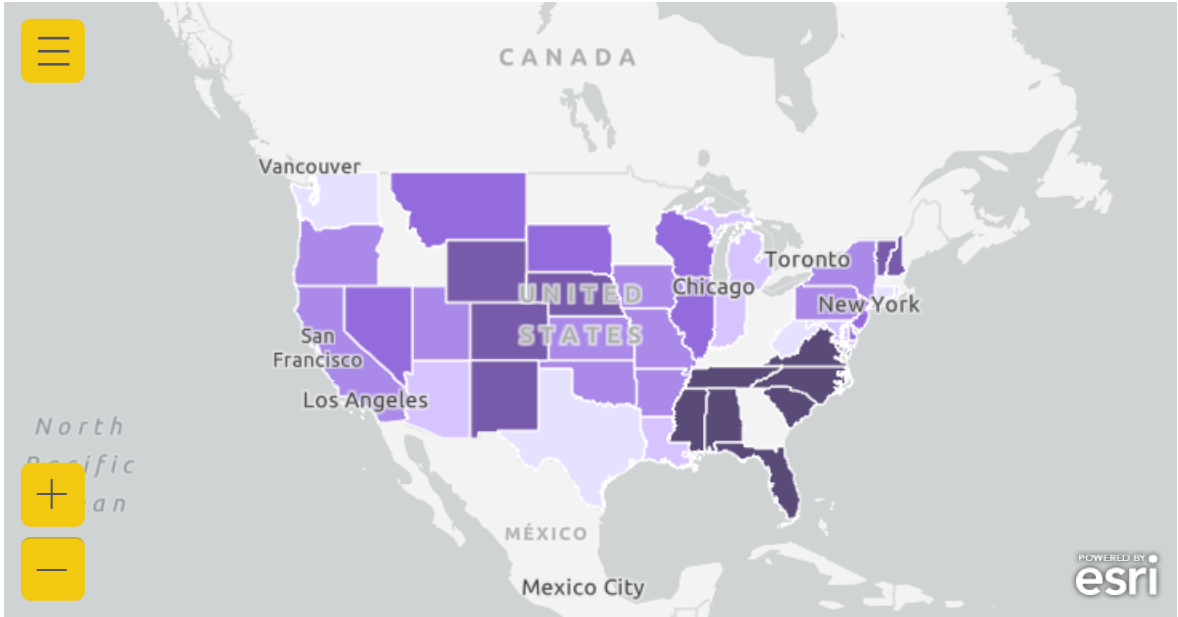


Key KPIs



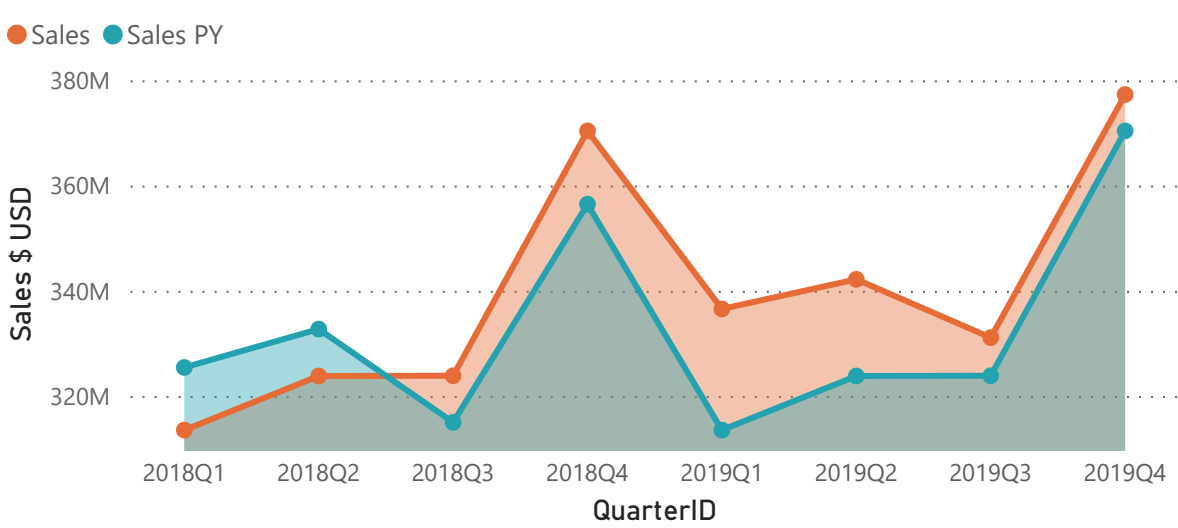
Map of Sales



P&L Breakdown By Period (\$USD)

	2018Q1	2018Q2	2018Q3	2018Q4	Total
Sales	313,523,391	323,814,119	323,851,331	370,405,232	1,331,594,073
COS	143,860,864	148,374,786	148,496,208	169,539,190	610,271,049
GM	169,662,527	175,439,333	175,355,123	200,866,041	721,323,024
GM%	54.11%	54.18%	54.15%	54.23%	54.17%
....					
Rent	64,315,929	65,710,721	67,536,062	77,254,941	274,817,653
Wages	53,449,803	54,947,848	55,320,679	63,121,815	226,840,146
Other	4,210,963	4,220,826	4,224,367	4,226,039	16,882,195
EBIT	47,685,832	50,559,938	48,274,014	56,263,245	202,783,030
EBIT%	15.21%	15.61%	14.91%	15.19%	15.23%

Timeline



Store Breakdown By Department and Product Group

2018

Department

StoreID

State

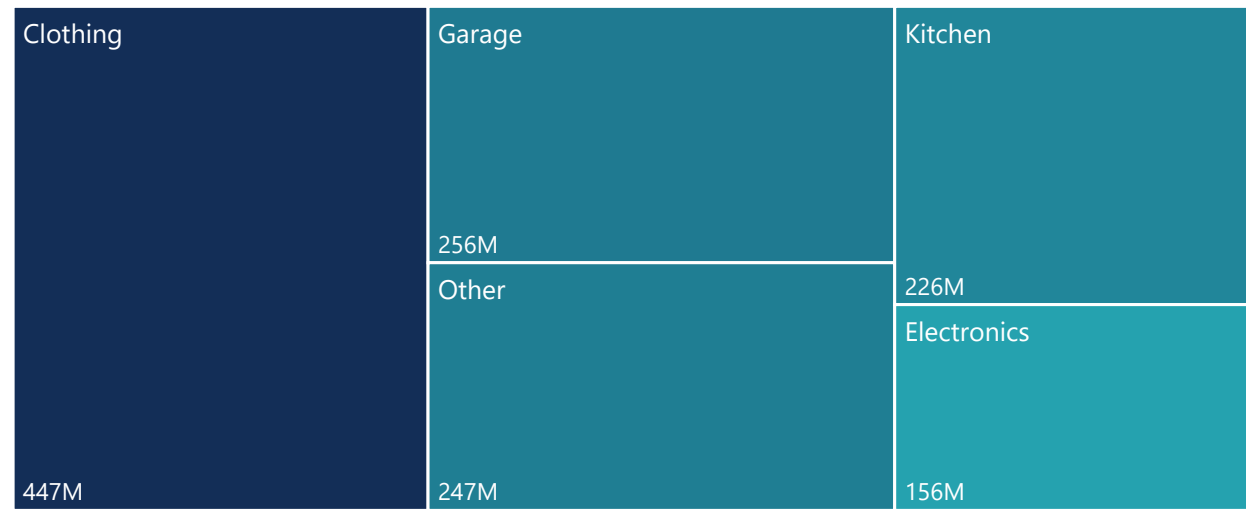
All

All

All



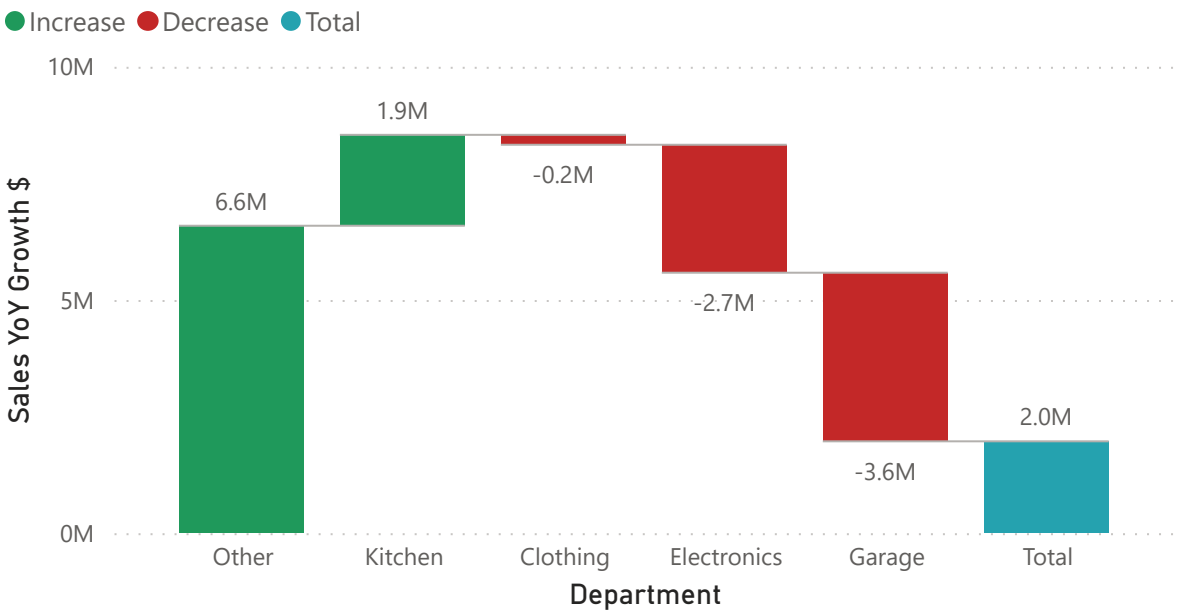
SumSales by Department



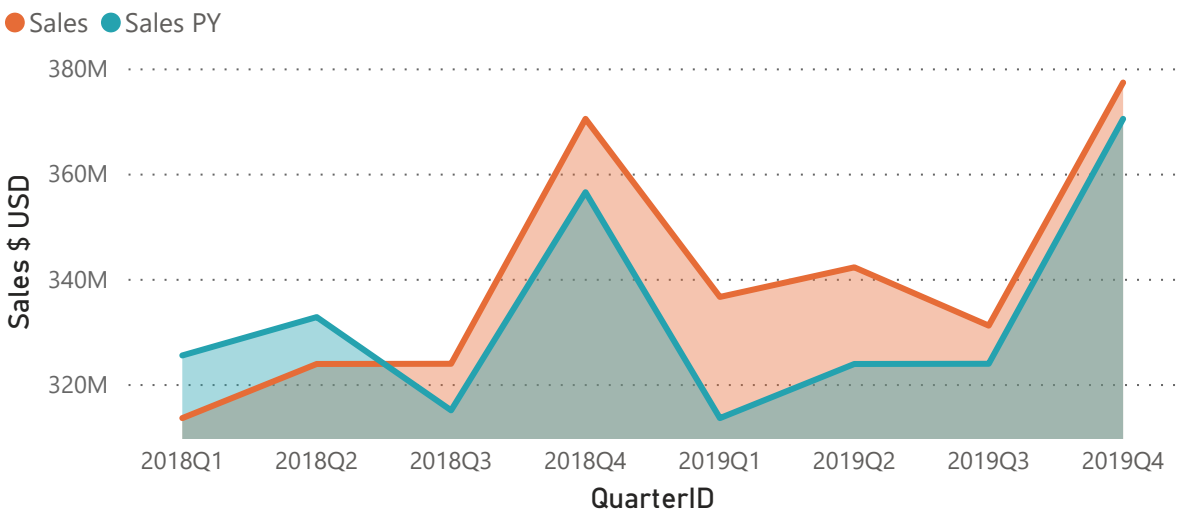
Sales Breakdown By Department (\$USD)

Department	Sales	Sales PY	Sales YoY Growth %	GM%	GM Growth YoY
Clothing	447,011,658	447,224,364	-0.05%	54.45%	0.12%
Garage	255,709,081	259,324,099	-1.39%	55.78%	-2.61%
Other	247,026,914	240,434,771	2.74%	48.15%	-1.71%
Kitchen	225,957,589	224,008,540	0.87%	55.75%	-3.31%
Electronics	155,888,831	158,632,374	-1.73%	57.97%	2.62%
Total	1,331,594,073	1,329,624,148	0.15%	54.17%	-1.06%

Sales YoY Growth \$ by Department



Timeline



Top Performing Product Groups

2018

Department

☐ Clothing

☐ Electronics

☐ Garage

☐ Kitchen

☐ Other

StoreID

All

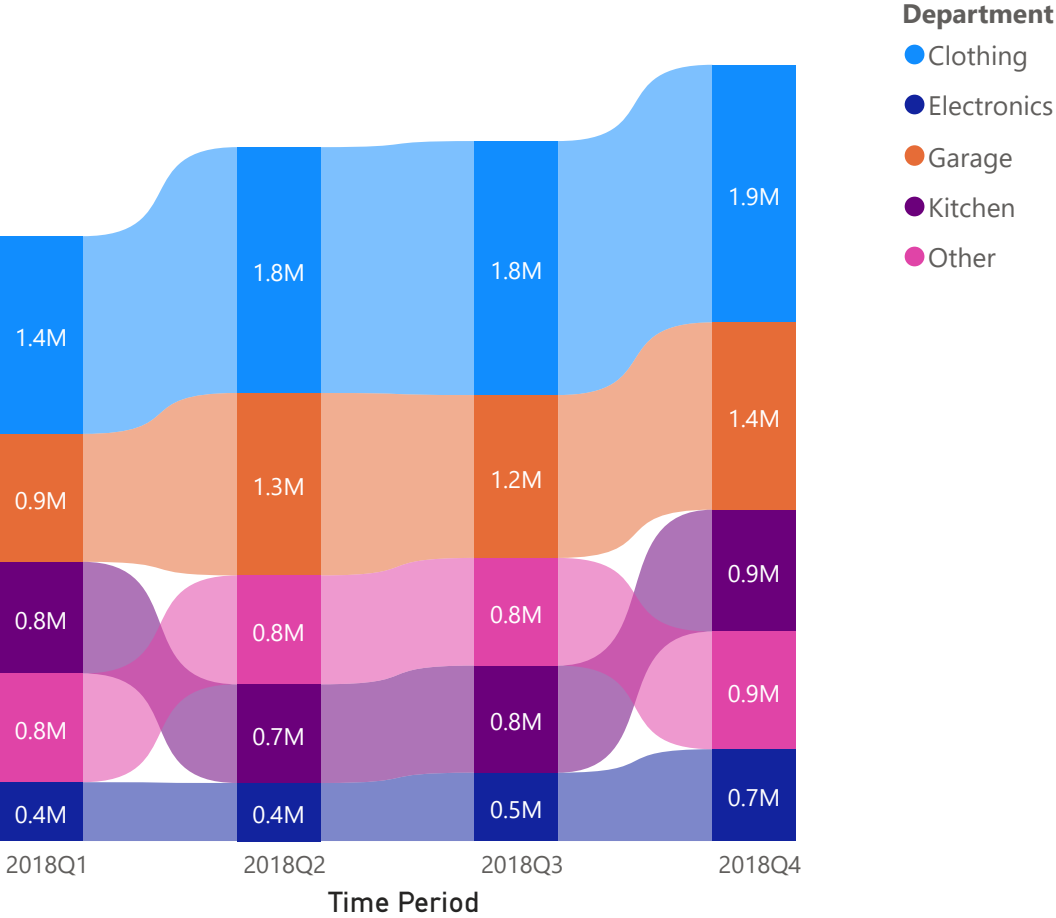
State

Wyoming

StoreType

All

Top Performing Product Groups Over Time



Top Product Groups By Sales \$ USD

Group & Dept	Sales	Sales Share %	Sales YoY Growth %	Sales YoY Growth \$
Garden Appliances: Other	1,668,522	8.3%	4.84%	76,963.69
Kitchens: Kitchen	1,658,006	8.3%	2.80%	45,147.32
Misc: Clothing	1,537,286	7.6%	18.12%	235,878.06
Womens: Clothing	1,201,025	6.0%	8.96%	98,730.46
Large Storage: Garage	1,159,953	5.8%	4.49%	49,884.44
Small Storage: Garage	852,860	4.2%	6.00%	48,267.82
Girls: Clothing	802,074	4.0%	11.77%	84,460.11
Photo Services: Other	792,877	3.9%	15.30%	105,195.97
Bicycle Storage: Garage	785,360	3.9%	6.47%	47,692.90
Boys: Clothing	762,971	3.8%	-1.57%	-12,200.70
Total	11,220,933	55.8%	7.47%	780,020.07

Worst Performing Product Groups By Sales Growth %

Group & Dept	Sales	Sales Share %	Sales YoY Growth %	Sales YoY Growth \$
Blankets: Other	-16	-0.0%	-107.14%	-240.00
Bicycles: Garage			-100.00%	
Misc: Kitchen			-100.00%	
Misc: Other			-100.00%	
Misc: Garage	574	0.0%	-97.59%	-23,201.64
Gadgets: Kitchen	20,873	0.1%	-27.25%	-7,816.75
Stacking Products: Kitchen	228,350	1.1%	-15.63%	-42,299.12
Appliances: Kitchen	52,999	0.3%	-11.71%	-7,027.85
Infants: Clothing	336,986	1.7%	-9.71%	-36,254.79
Accessories: Electronics	256,230	1.3%	-9.43%	-26,685.94
Total	895,996	4.5%	-13.81%	-143,526.09

Top Issues Identified

-  2020 Jan 28 - Wyoming Q4 sales dipping across many top sellers. Investigate possible supply chain issue.

SumSales by Department and Group

