

# Quarterly Financial Report - Q2 2024

## RetailCorp International

**Report Period:** April 1, 2024 - June 30, 2024

**Report Date:** July 15, 2024

### Executive Summary

RetailCorp International continues its positive trajectory in Q2 2024, maintaining strong revenue growth and improving operational metrics. Seasonal factors and new product lines contributed to exceptional performance.

### Financial Highlights

Metric	Q2 2024	Q2 2023	YoY Change
Revenue	\$52,800,000	\$47,200,000	+11.9%
Operating Cost	\$31,200,000	\$29,500,000	+5.8%
Gross Margin	\$21,600,000	\$17,700,000	+22.0%
Net Margin	\$7,450,000	\$5,900,000	+26.3%
Cash Flow	\$9,800,000	\$7,800,000	+25.6%
Total Liabilities	\$17,200,000	\$18,900,000	-9.0%

### Key Performance Indicators

- Gross Margin %:** 40.9%
- Net Margin %:** 14.1%
- Operating Efficiency Ratio:** 59.1%
- Debt-to-Revenue Ratio:** 0.33

### Management Commentary

Q2 2024 exceeded all projections, with revenue growth accelerating to 11.9%. The launch of our summer collection generated exceptional customer response, while our e-commerce platform saw a 28% increase in transactions compared to Q2 2023.

Operating leverage improved significantly, with costs growing at less than half the rate of revenue growth. This efficiency gain reflects the successful implementation of automated inventory systems and optimized supply chain logistics.

Cash flow generation of \$9.8M provides strong support for our expansion plans. We have strategically reduced liabilities by 9%, improving our balance sheet strength and reducing interest expenses.

The outlook for Q3 remains very positive, with back-to-school campaigns already showing strong early results.

**Risk Assessment: LOW RISK ✓**

**Financial Health Status:** HEALTHY