

Quarterly Financial Report - Q1 2024

RetailCorp International

Report Period: January 1, 2024 - March 31, 2024

Report Date: April 15, 2024

Executive Summary

RetailCorp International demonstrates strong financial performance in Q1 2024, with robust revenue growth and healthy profit margins. The company continues to expand its market presence while maintaining operational efficiency.

Financial Highlights

Metric	Q1 2024	Q1 2023	YoY Change
Revenue	\$45,200,000	\$41,300,000	+9.4%
Operating Cost	\$28,600,000	\$26,800,000	+6.7%
Gross Margin	\$16,600,000	\$14,500,000	+14.5%
Net Margin	\$5,850,000	\$4,980,000	+17.5%
Cash Flow	\$8,200,000	\$7,100,000	+15.5%
Total Liabilities	\$18,500,000	\$19,200,000	-3.6%

Key Performance Indicators

- Gross Margin %: 36.7%
- Net Margin %: 12.9%
- Operating Efficiency Ratio: 63.3%
- Debt-to-Revenue Ratio: 0.41

Management Commentary

Q1 2024 marks an excellent start to the fiscal year. Revenue growth of 9.4% was driven by strong same-store sales and successful expansion into three new markets. Our digital transformation initiatives have improved inventory management, reducing operating costs as a percentage of revenue.

The reduction in total liabilities by 3.6% reflects our strategic debt repayment program. Cash flow generation remains robust, providing ample resources for planned capital investments in Q2.

Marketing campaigns launched in February exceeded expectations, contributing to increased customer acquisition and higher average transaction values. We remain optimistic about continued growth throughout 2024.

Risk Assessment: LOW RISK ✓

Financial Health Status: HEALTHY