

High Level P&L Report

2019

Key KPIs



1,387M

Sales \$ USD

55.18%

GM%

15.79%

EBIT%

4.2%

Sales YoY Growth %

1.01%

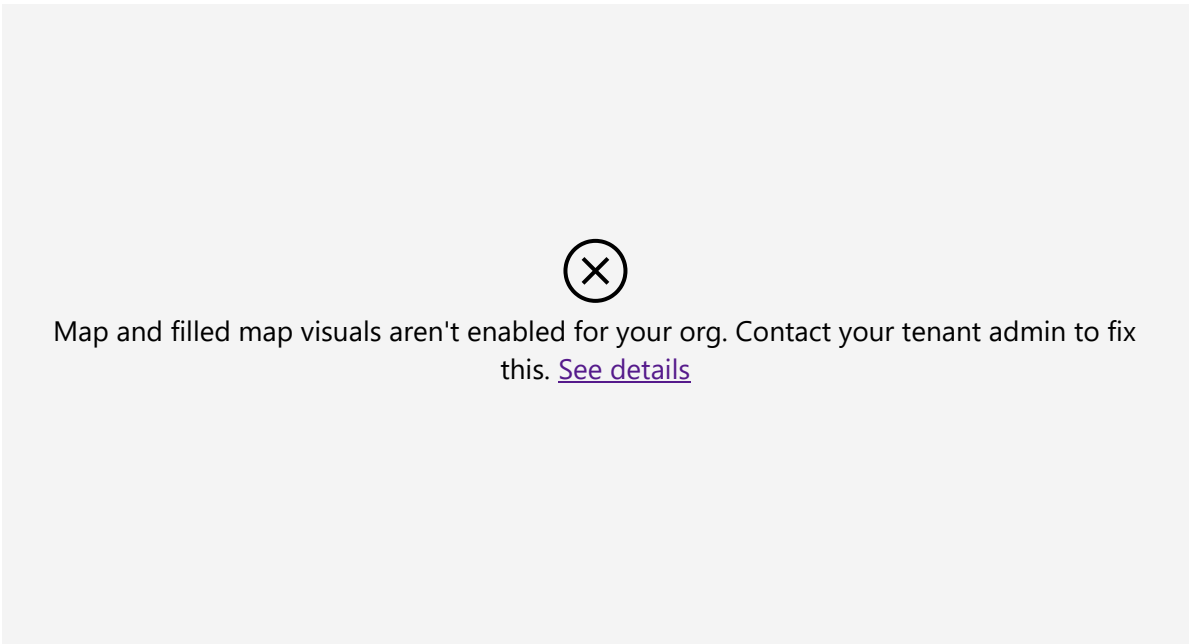
GM Growth YoY

0.56%

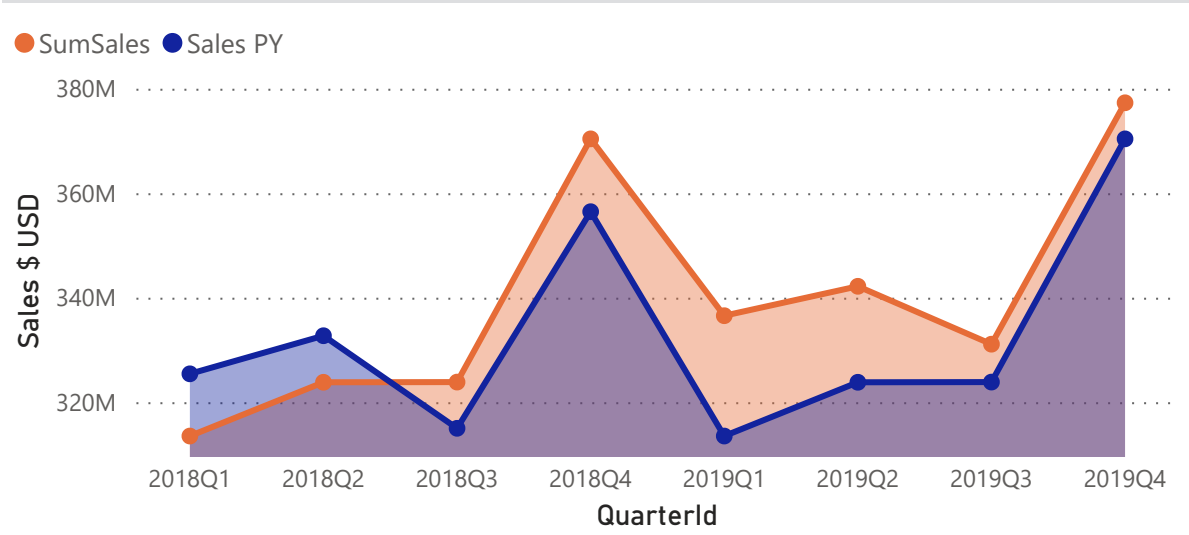
EBIT YoY Growth

P&L Breakdown By Period (\$USD)

	2019Q1	2019Q2	2019Q3	2019Q4	Total
Sales	336,557,733	342,184,247	331,104,385	377,312,045	1,387,158,410
COS	150,702,583	153,499,904	148,263,188	169,290,018	621,755,693
GM	185,855,150	188,684,343	182,841,197	208,022,027	765,402,717
GM%	55.22%	55.14%	55.22%	55.13%	55.18%
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Rent	71,626,057	72,538,707	70,207,847	80,292,688	294,665,299
Wages	56,595,589	58,116,812	56,160,296	63,952,235	234,824,932
Other	4,223,309	4,202,704	4,220,245	4,202,510	16,848,768
EBIT	53,410,195	53,826,120	52,252,809	59,574,594	219,063,718
EBIT%	15.87%	15.73%	15.78%	15.79%	15.79%



Timeline



Department

☐ Clothing
☐ Electronics
☐ Garage
☐ Kitchen
☐ Other

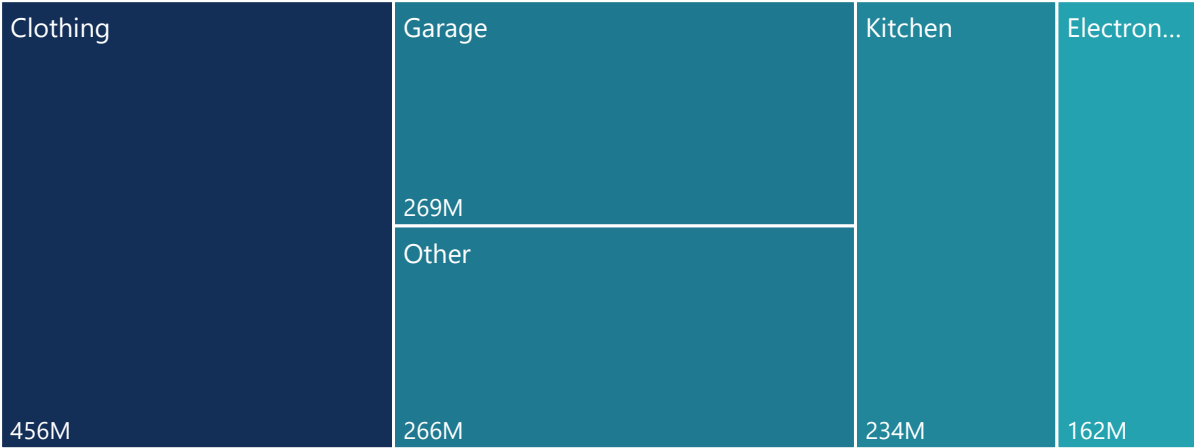
StoreID

All

State

All

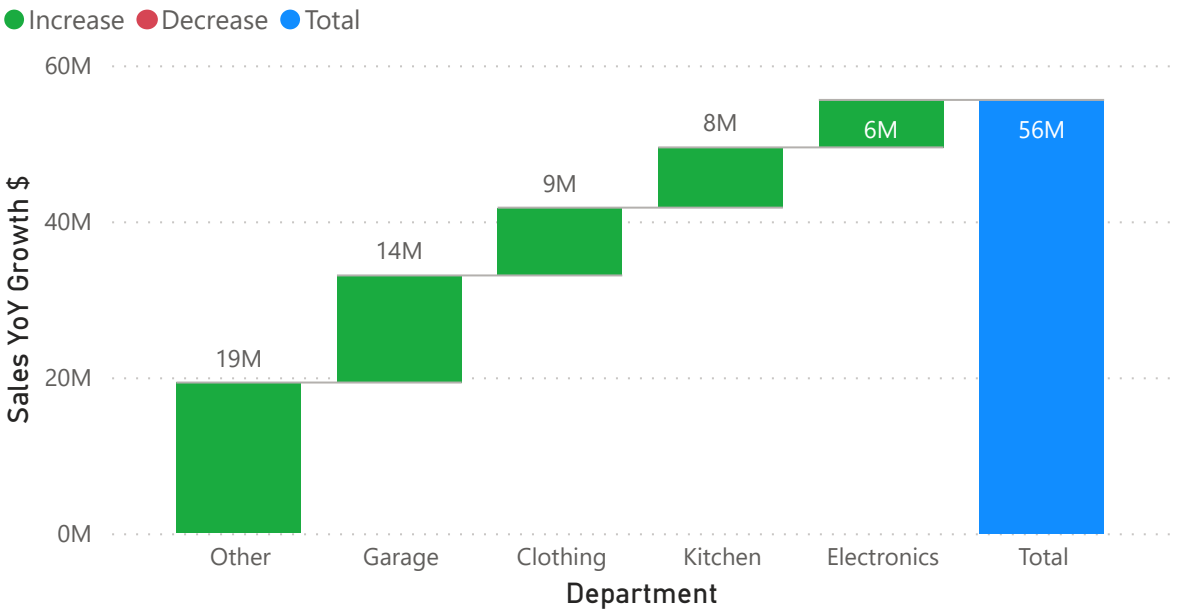
Sales Breakdown By Department / Group



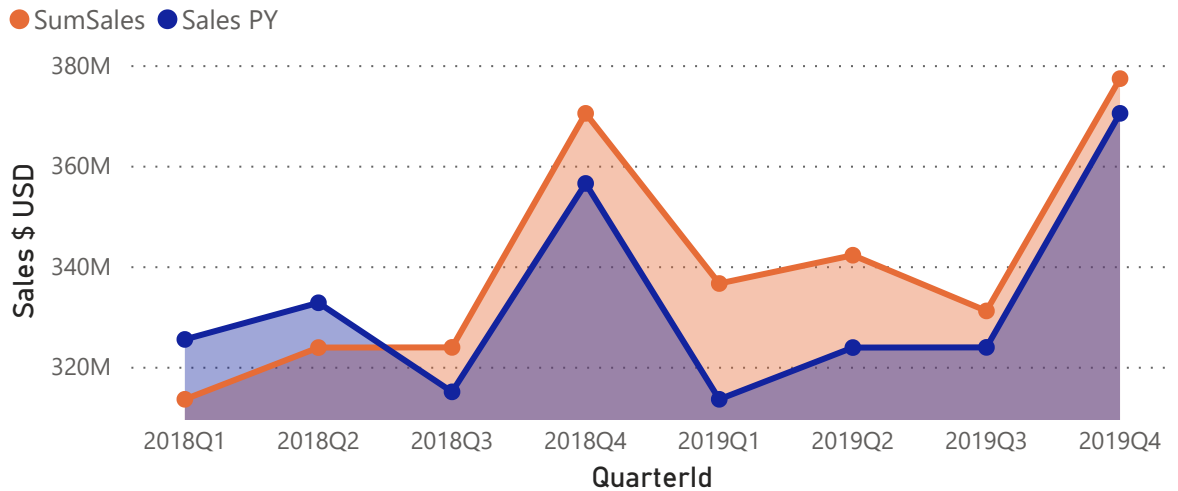
P&L Breakdown By Period (\$USD)

Department	Sales	Sales PY	Sales YoY Growth %	GM%	GM Growth YoY
Clothing	455,705,968	447,011,658	1.9%	57.00%	2.55%
Electronics	161,975,111	155,888,831	3.9%	59.22%	1.25%
Garage	269,438,843	255,709,081	5.4%	52.50%	-3.28%
Kitchen	233,681,323	225,957,589	3.4%	58.68%	2.93%
Other	266,357,165	247,026,914	7.8%	49.24%	1.09%
Total	1,387,158,410	1,331,594,073	4.2%	55.18%	1.01%

YoY \$ Growth Waterfall By Department / Group



Timeline



Top Performing Product Groups

2019

Department

☐ Clothing

☐ Electronics

☐ Garage

☐ Kitchen

☐ Other

StoreID

All

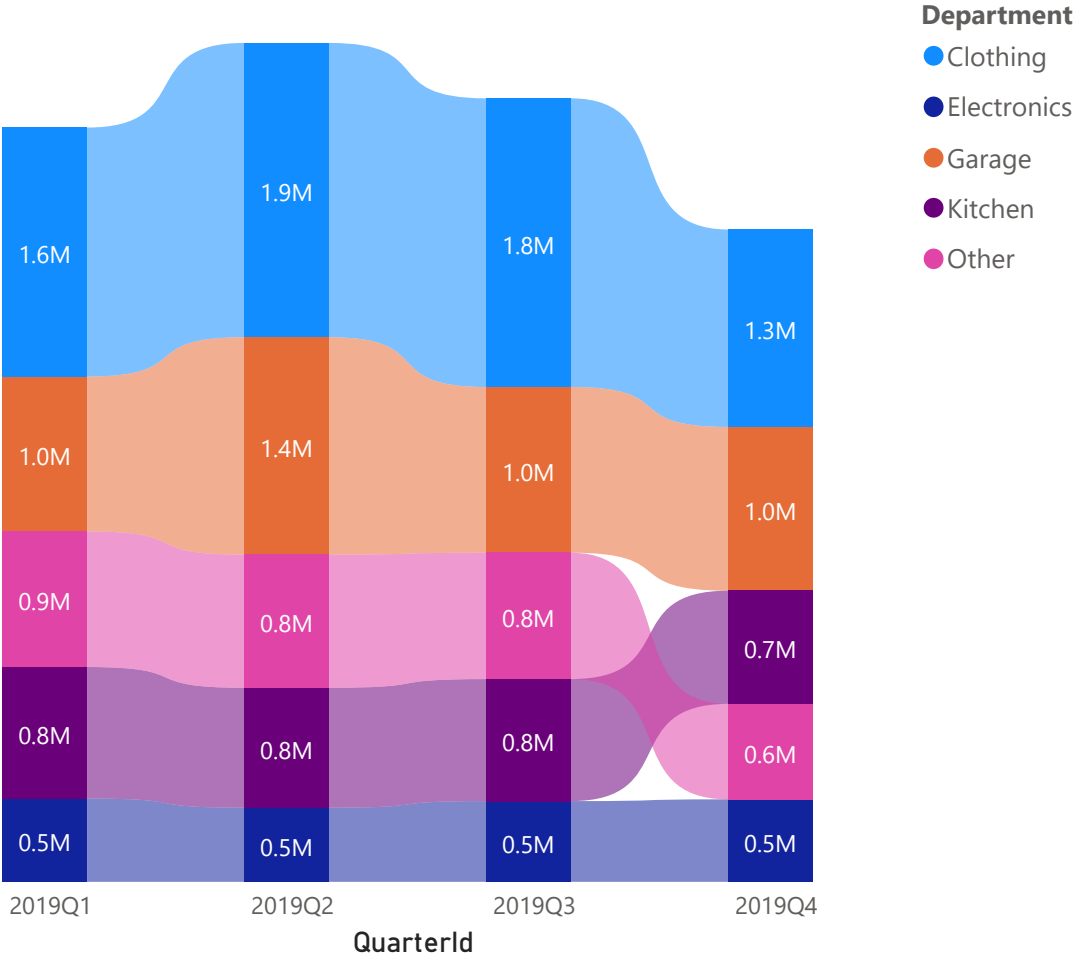
State

Wyoming

StoreType

All

Top Performing Product Groups Over Time



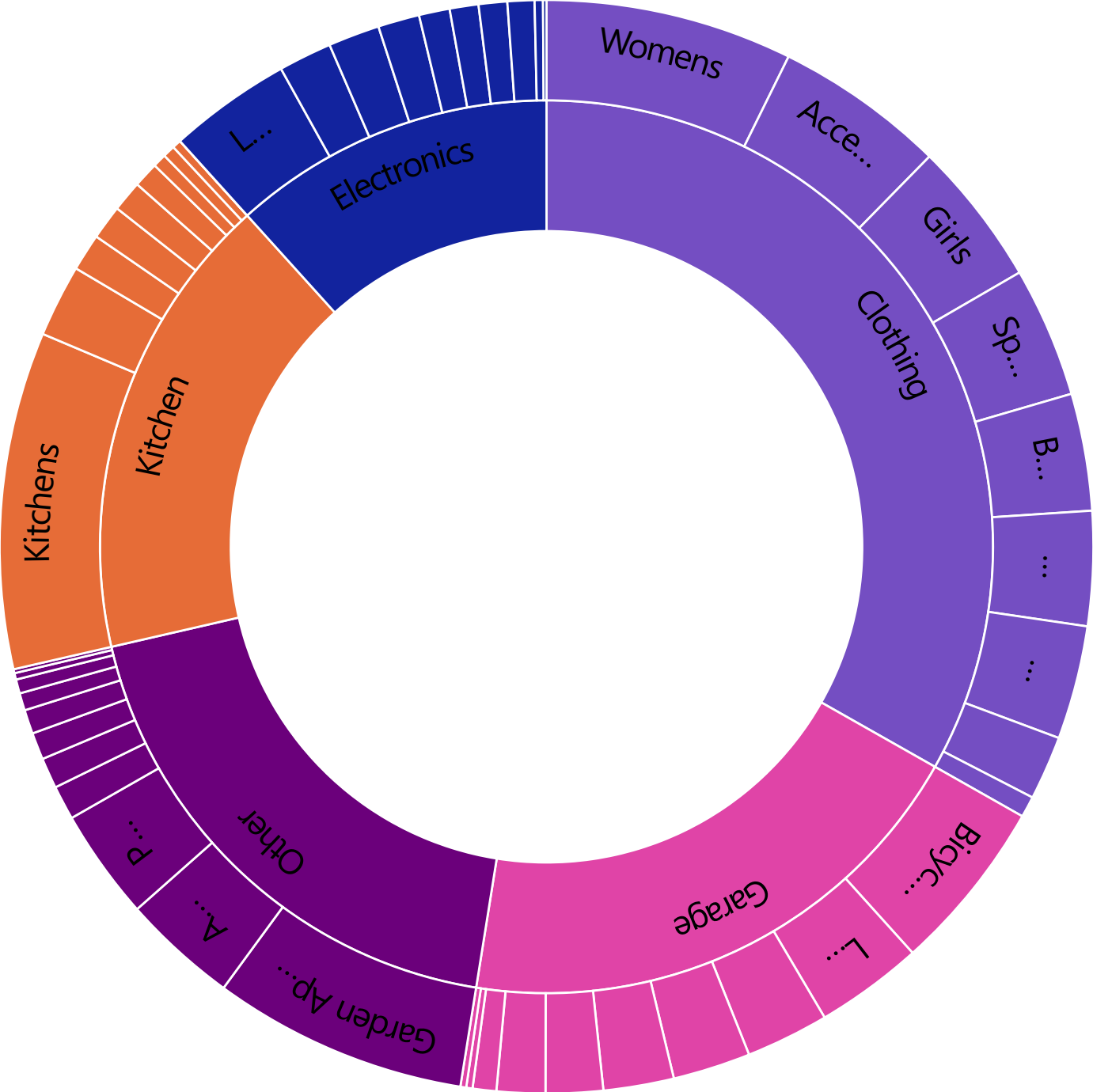
Top Product Groups By Sales \$ USD

Group & Depart	Sales	Sales Share %	Sales YoY Growth %	Sales YoY Growth \$
Misc: Clothing	1,695,083.51	8.8%	10.3%	157,797.70
Kitchens: Kitchen	1,613,823.02	8.4%	-2.7%	-44,183.31
Garden Appliances: Other	1,556,679.82	8.1%	-6.7%	-111,841.73
Womens: Clothing	1,155,055.13	6.0%	-3.8%	-45,970.04
Large Storage: Garage	1,044,348.18	5.4%	-10.0%	-115,604.72
Bicycle Storage: Garage	786,664.49	4.1%	0.2%	1,304.77
Laptops: Electronics	781,739.60	4.1%	4.1%	30,813.95
Accessories: Clothing	769,278.05	4.0%	8.3%	58,969.95
Girls: Clothing	752,381.92	3.9%	-6.2%	-49,691.86
Photo Services: Other	693,145.45	3.6%	-12.6%	-99,731.48
Total	10,848,199.17	56.5%	-2.0%	-218,136.77

Worst Product Groups By Sales \$ USD

Group & Depart	Sales	Sales Share %	Sales YoY Growth %	Sales YoY Growth \$
Bicycles: Garage			-100.0%	
Misc: Garage	0.00	0.0%	-100.0%	-574.06
Misc: Kitchen			-100.0%	
Misc: Other			-100.0%	
Gadgets: Kitchen	8,073.24	0.0%	-61.3%	-12,799.77
Sports: Clothing	388,689.75	2.0%	-34.8%	-207,025.91
Infants: Clothing	233,476.37	1.2%	-30.7%	-103,509.26
Dishware: Kitchen	198,355.32	1.0%	-30.1%	-85,532.64
Small Storage: Garage	675,786.27	3.5%	-20.8%	-177,073.81
Boys: Clothing	606,020.04	3.2%	-20.6%	-156,950.46
Total	2,110,400.99	11.0%	-26.1%	-743,465.91

Sales by Department and Group



Top Issues Identified



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

StoreID	SumRent	SumWages	SumAllRent	SumAllWages	OtherCosts
99			10,646,582.02	6,202,186.35	
40	5,005,972	4,107,324	5,005,972.28	4,107,323.99	296,361
39	9,134,142	7,480,468	9,134,142.15	7,480,468.03	540,801
38	3,605,976	2,520,077	3,605,976.00	2,520,077.11	182,366
37	4,090,429	2,867,215	4,090,429.44	2,867,214.98	206,720
36	1,937,703	1,383,529	1,937,703.12	1,383,528.88	98,032
35	6,341,645	5,274,138	6,341,645.27	5,274,138.34	375,506
34	5,824,254	4,888,169	5,824,253.77	4,888,169.50	344,681
33	1,868,190	1,325,653	1,868,189.76	1,325,652.53	94,467
32	7,092,626	5,873,576	7,092,625.87	5,873,576.07	419,573
31	7,310,908	5,944,646	7,310,907.82	5,944,646.34	432,746
30	3,215,330	2,263,857	3,215,330.40	2,263,857.02	162,559
29	4,068,049	3,388,623	4,068,049.11	3,388,622.53	240,835
28	8,988,404	6,676,419	8,988,403.58	6,676,419.33	483,475
27	13,018,346	9,638,640	13,018,346.01	9,638,640.13	699,102
26	5,758,006	4,781,144	5,758,005.56	4,781,144.48	340,958
25	5,270,081	4,320,082	5,270,080.89	4,320,081.70	307,612
24	7,478,487	6,121,220	7,478,487.15	6,121,220.36	438,779
23	10,831,974	8,944,474	10,831,974.31	8,944,473.93	632,596
22	7,650,010	6,334,719	7,650,010.01	6,334,718.64	452,502
Total	294,665,299	234,824,932	305,311,880.81	241,027,118.42	16,848,768