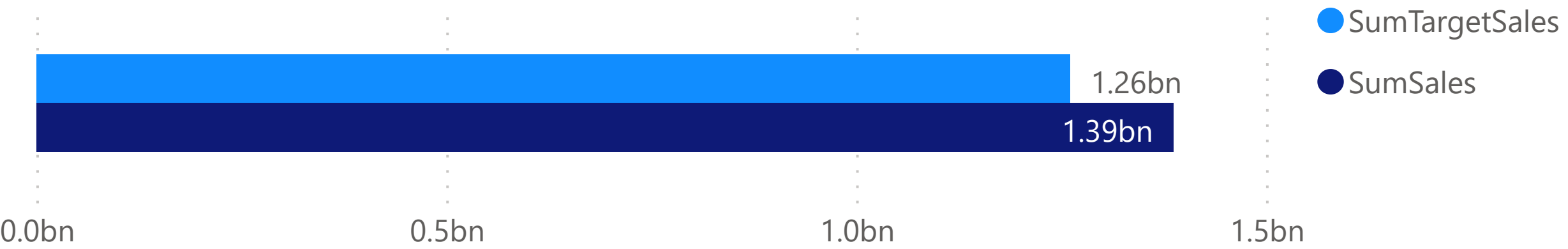
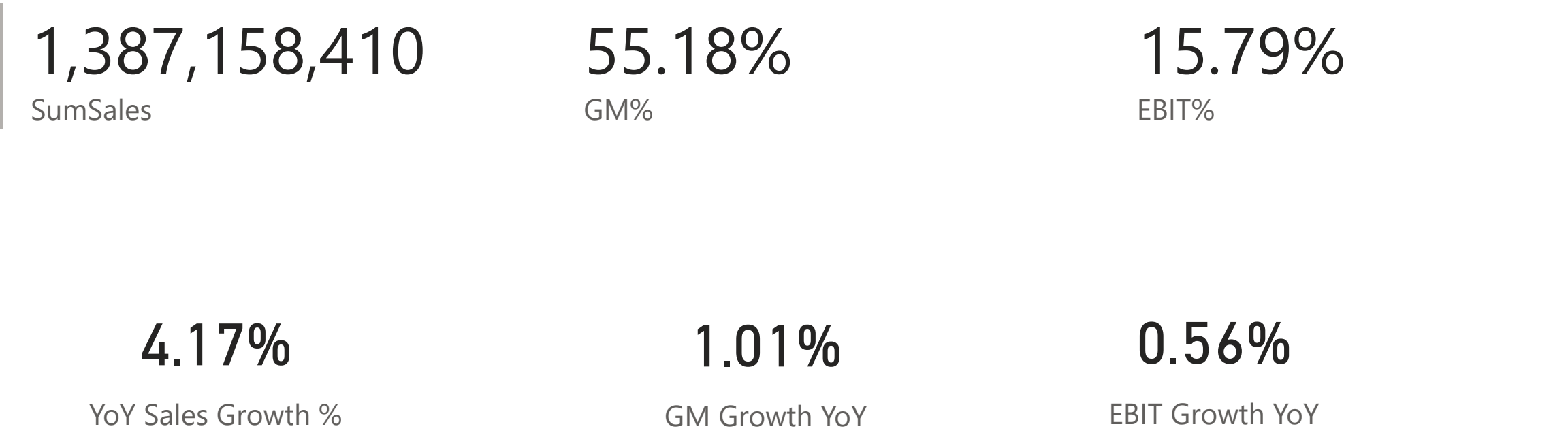




Target Sales Vs Actual Sales



Key KPIs



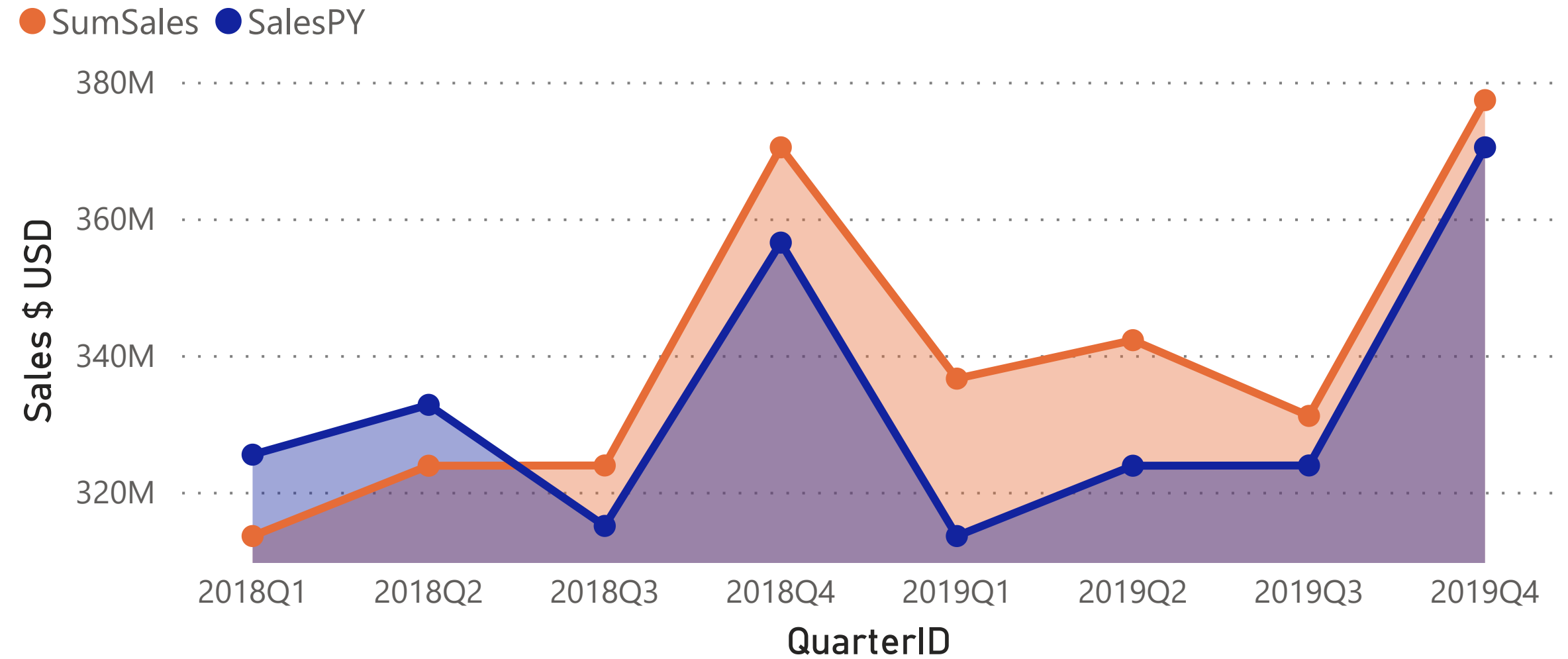
P&L Breakdow by Date

	2019Q1	2019Q2	2019Q3	2019Q4	Total
SumSales	336,557,733	342,184,247	331,104,385	377,312,045	1,387,158,410
COGS	150,702,583	153,499,904	148,263,188	169,290,018	621,755,693
GM\$	185,855,150.24	188,684,343.23	182,841,196.52	208,022,026.99	765,402,716.99
...					
GM%	55.22%	55.14%	55.22%	55.13%	55.18%
Rent	71,626,057	72,538,707	70,207,847	80,292,688	294,665,299
SumWages	56,595,589	58,116,812	56,160,296	63,952,235	234,824,932
OtherCosts	4,223,309.41	4,202,704.00	4,220,245.17	4,202,509.80	16,848,768.37
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%

Map Of Sales



Timeline





Store Breakdown By Department and Product Group

2019

▼

Department

StoreID

State

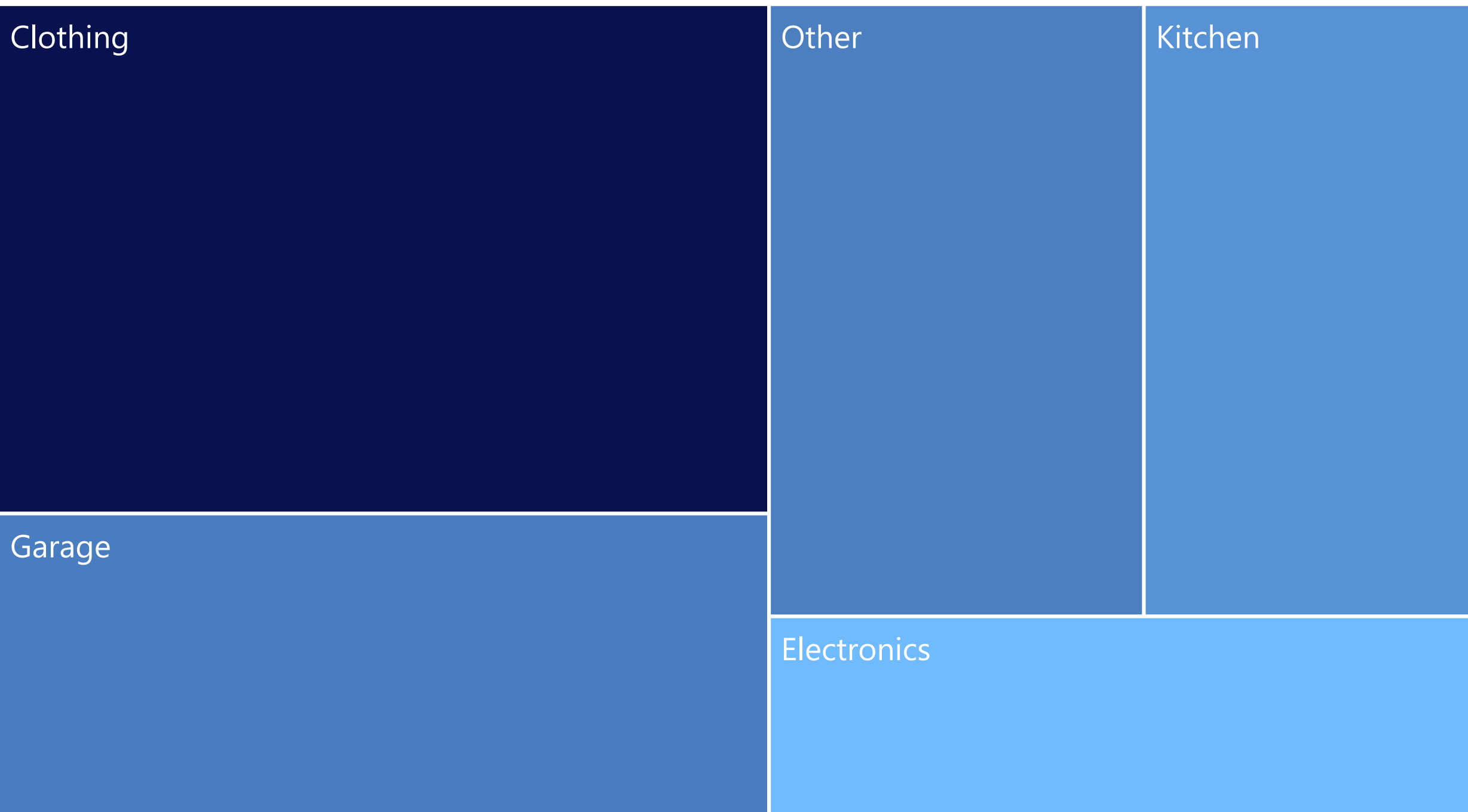
All

All

All



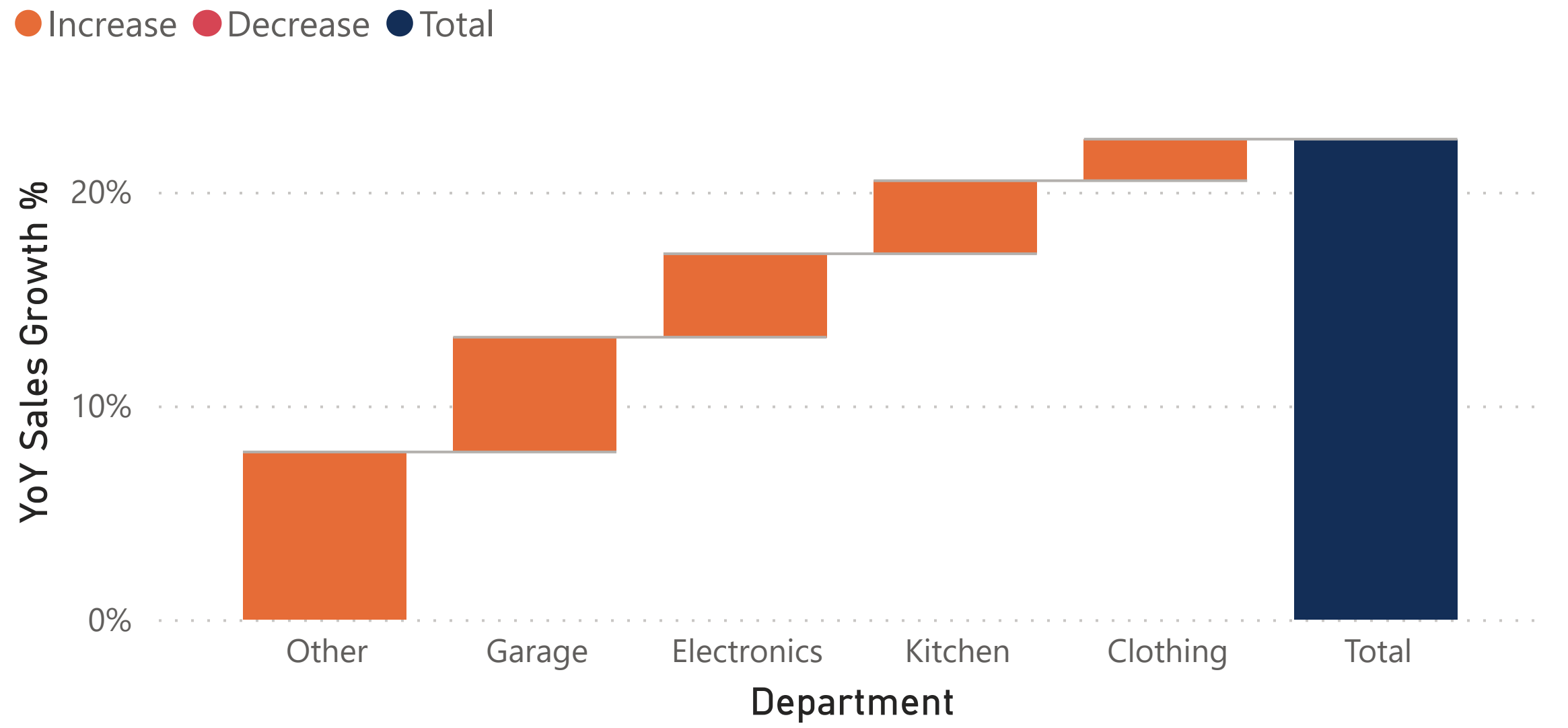
Sales Breakdown By Department / Group



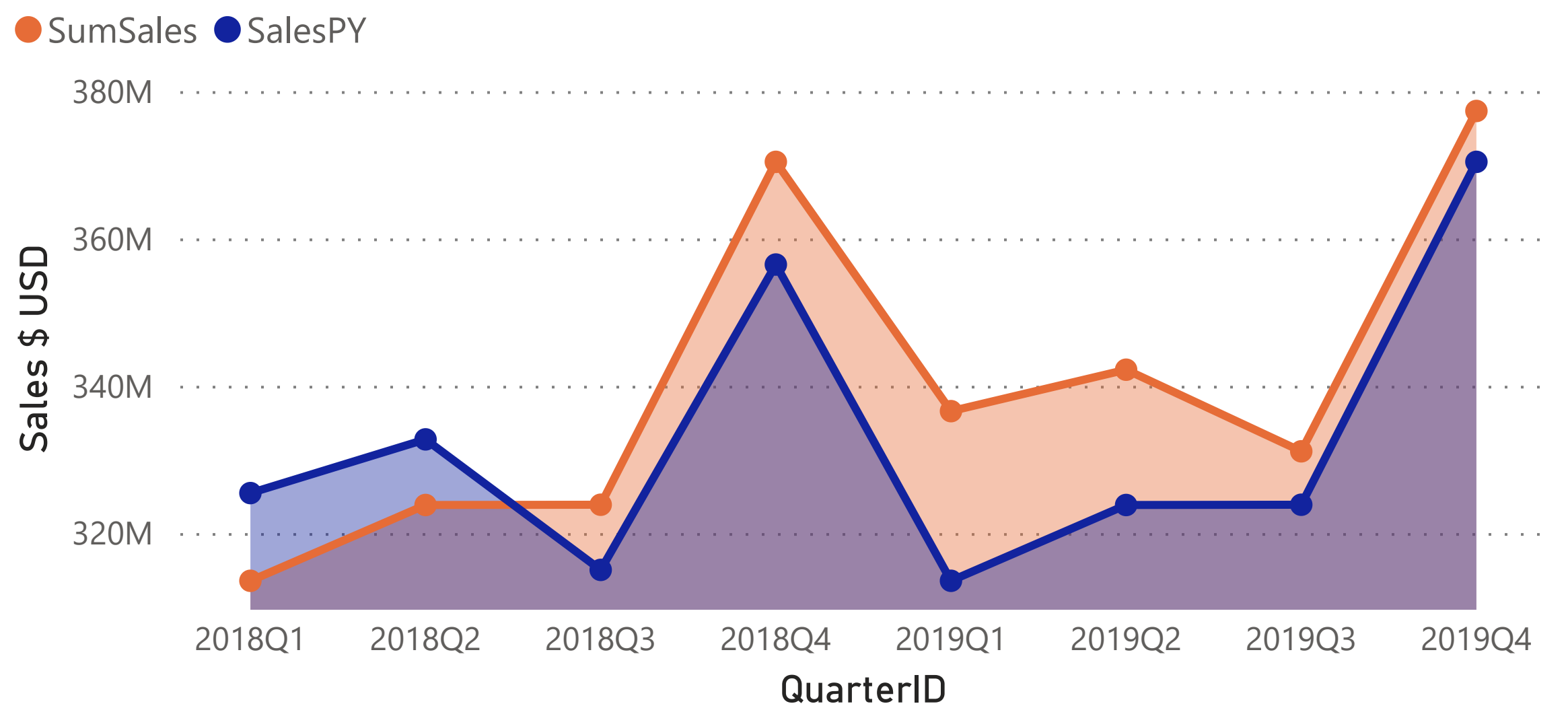
P&L Breakdow by Date

Department	SumSales	SalesPY	YoY Sales Growth %	GM%	GM\$
Clothing	455,705,968	447,011,657.67	1.94%	57.00%	259,752,401.57
Garage	269,438,843	255,709,080.77	5.37%	52.50%	141,452,349.35
Other	266,357,165	247,026,914.07	7.83%	49.24%	131,154,268.06
Kitchen	233,681,323	225,957,589.37	3.42%	58.68%	137,124,200.51
Electronics	161,975,111	155,888,830.72	3.90%	59.22%	95,919,497.50
Total	1,387,158,410	1,331,594,072.59	4.17%	55.18%	765,402,716.99

YoY Sales Growth % by Department



Timeline



Top Performing Product Groups

2019

Department

- ☐ Clothing
- ☐ Electronics
- ☐ Garage

StoreID

All

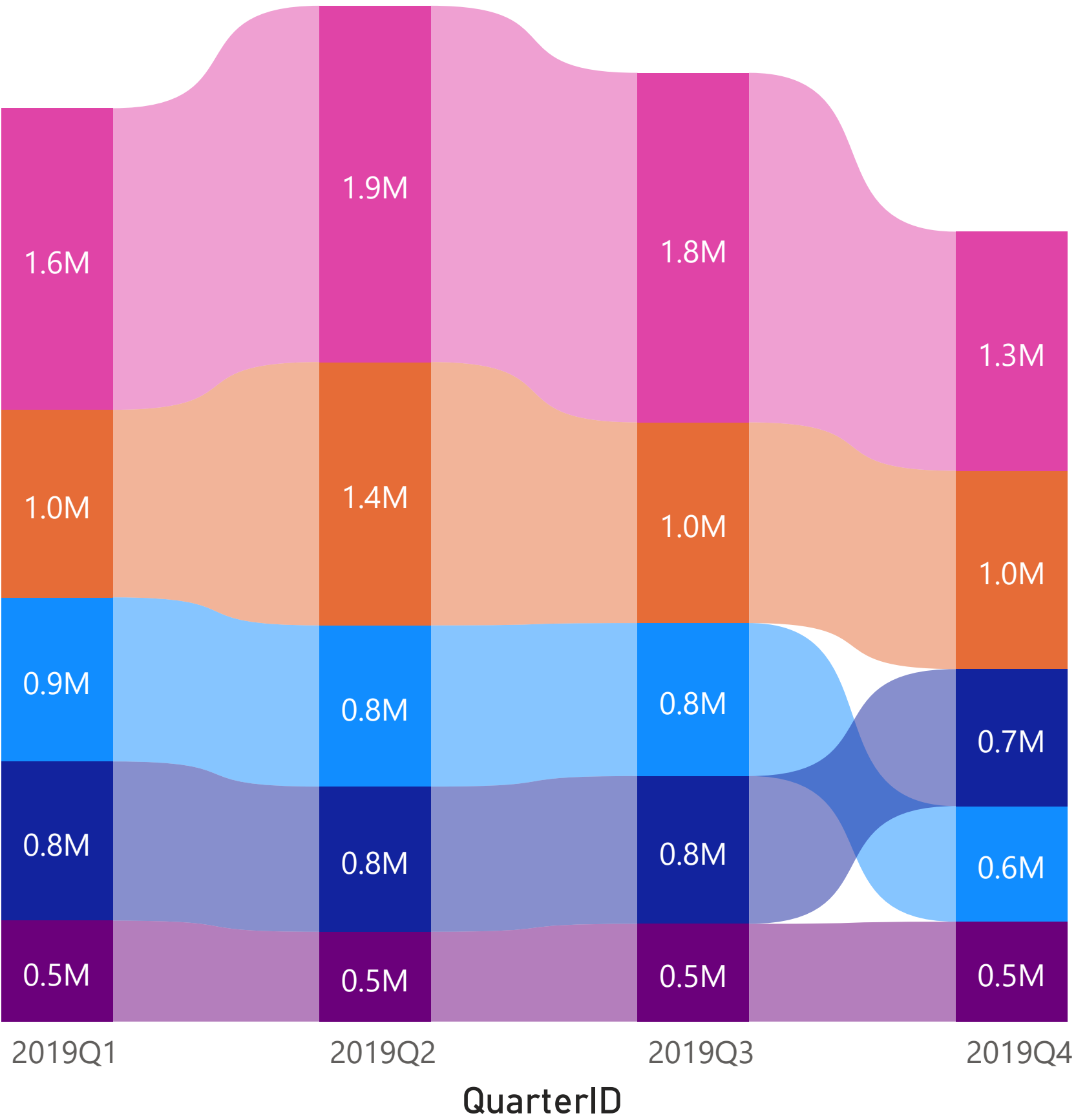
State

Wyoming

StoreType

All

Top Product Groups By Sales



Department

- Other
- Kitchen
- Garage
- Electronics
- Clothing

Top 10 Performing Product Groups

Group& Dept	SumSales	SalesShare	YoY Sales Growth %	YoY Sales Growth \$
Misc:Clothing	1,695,084	8.83%	10.26%	157,797.70
Kitchens:Kitchen	1,613,823	8.41%	-2.66%	-44,183.31
Garden Appliances:Other	1,556,680	8.11%	-6.70%	-111,841.73
Womens:Clothing	1,155,055	6.02%	-3.83%	-45,970.04
Large Storage:Garage	1,044,348	5.44%	-9.97%	-115,604.72
Bicycle Storage:Garage	786,664	4.10%	0.17%	1,304.77
Laptops:Electronics	781,740	4.07%	4.10%	30,813.95
Accessories:Clothing	769,278	4.01%	8.30%	58,969.95
Girls:Clothing	752,382	3.92%	-6.20%	-49,691.86
Photo Services:Other	693,145	3.61%	-12.58%	-99,731.48
Total	10,848,199	56.53%	-1.97%	-218,136.77

Worst Performing Product Groups By % Sales Growth

Group& Dept	SumSales	SalesShare	YoY Sales Growth %	YoY Sales Growth \$
Bicycles:Garage			-100.00%	
Misc:Garage	0	0.00%	-100.00%	-574.06
Misc:Kitchen			-100.00%	
Misc:Other			-100.00%	
Gadgets:Kitchen	8,073	0.04%	-61.32%	-12,799.77
Sports:Clothing	388,690	2.03%	-34.75%	-207,025.91
Infants:Clothing	233,476	1.22%	-30.72%	-103,509.26
Dishware:Kitchen	198,355	1.03%	-30.13%	-85,532.64
Small Storage:Garage	675,786	3.52%	-20.76%	-177,073.81
Boys:Clothing	606,020	3.16%	-20.57%	-156,950.46
Total	2,110,401	11.00%	-26.05%	-743,465.91

 Wyoming needs attention due to jan 28