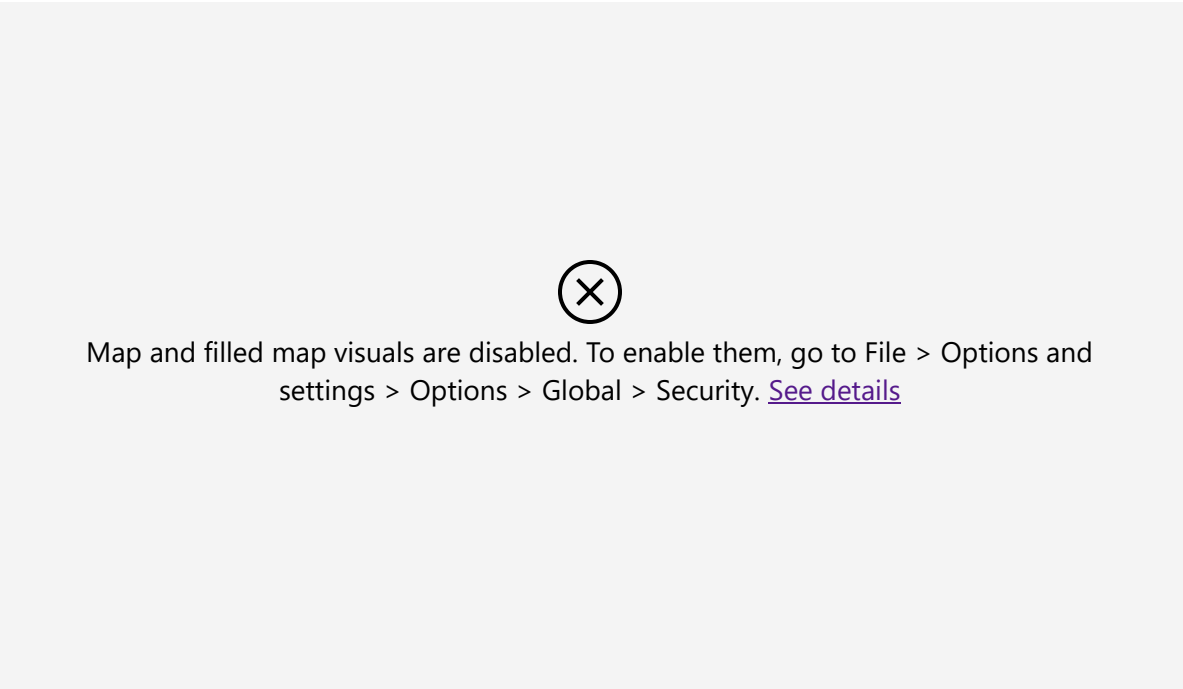


Key KPIs

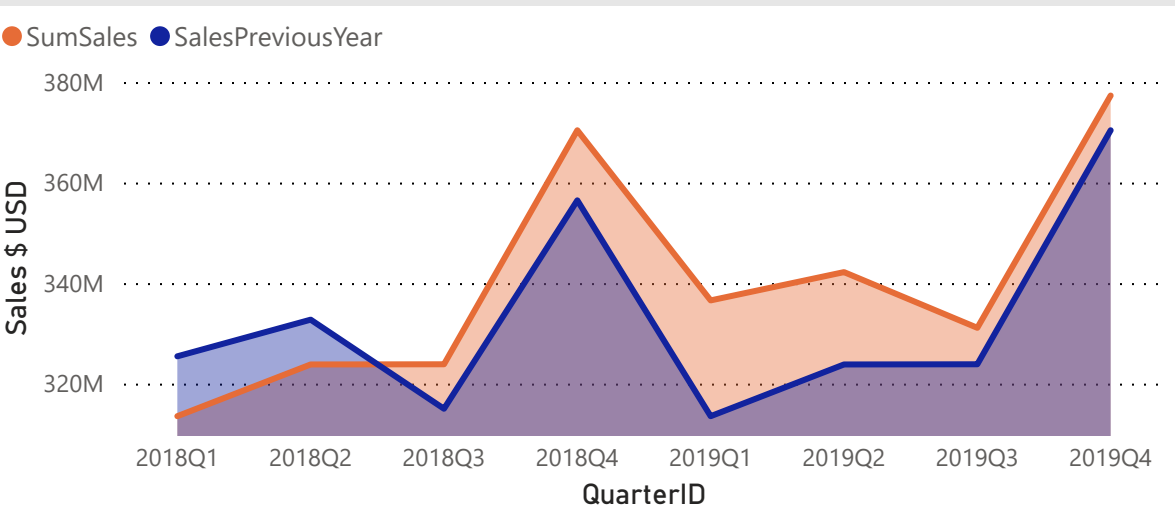


P&L Breakdown by Period (\$USD)

	2019W01	2019W02	2019W03	2019W04	2019W05	2019W06	2019W07
Sales	24,214,487	26,352,330	27,368,685	24,800,398	25,376,434	25,567,453	25,567,453
GM	13,361,104	14,560,377	15,141,388	13,691,387	14,013,514	14,107,460	14,107,460
COS	10,853,383	11,791,953	12,227,297	11,109,012	11,362,921	11,459,993	11,459,993
GM%	55.18%	55.25%	55.32%	55.21%	55.22%	55.18%	55.18%
Rent	5,181,435	5,636,615	5,852,088	5,306,415	5,429,893	5,428,118	5,428,118
Wages	4,091,978.48	4,452,333.68	4,625,180.27	4,189,942.92	4,288,556.91	4,280,426.49	4,280,426.49
OtherCosts	328,199	327,877	326,259	320,259	328,292	324,749	324,749
EBIT	3,759,492	4,143,550	4,337,860	3,874,770	3,966,772	4,074,166	4,074,166
EBIT%	15.53%	15.72%	15.85%	15.62%	15.63%	15.93%	15.93%



Timeline



Store Breakdown By Department and Product Group

2019

StoreID

▼

State

▼

Department

▼

↶

All

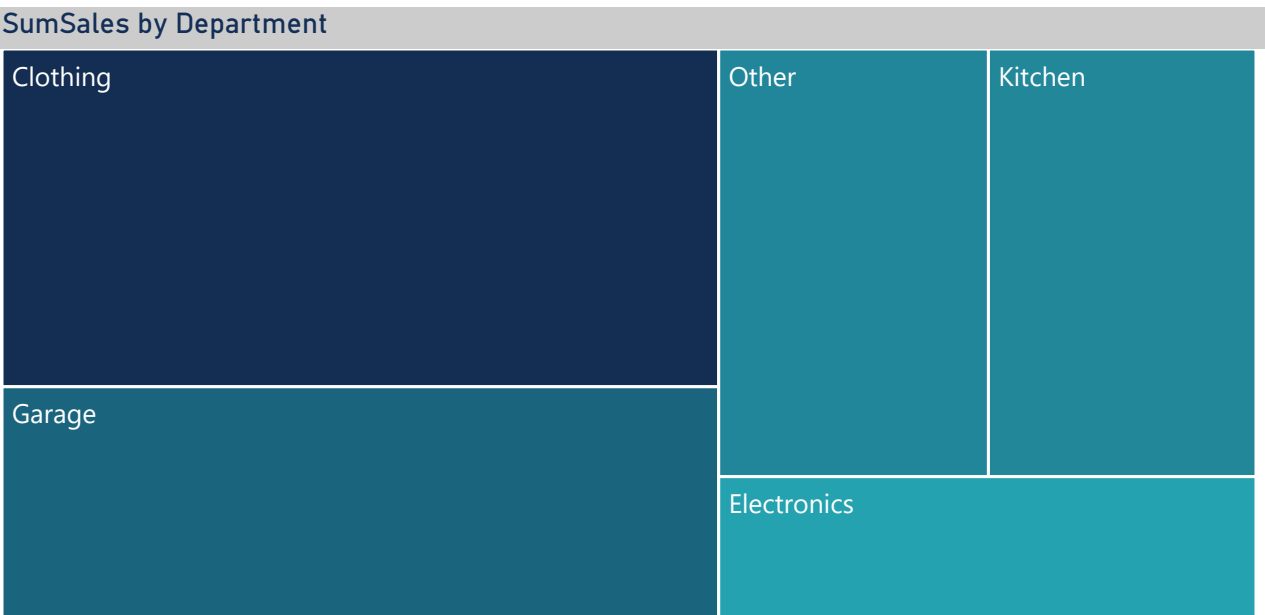
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Wyoming

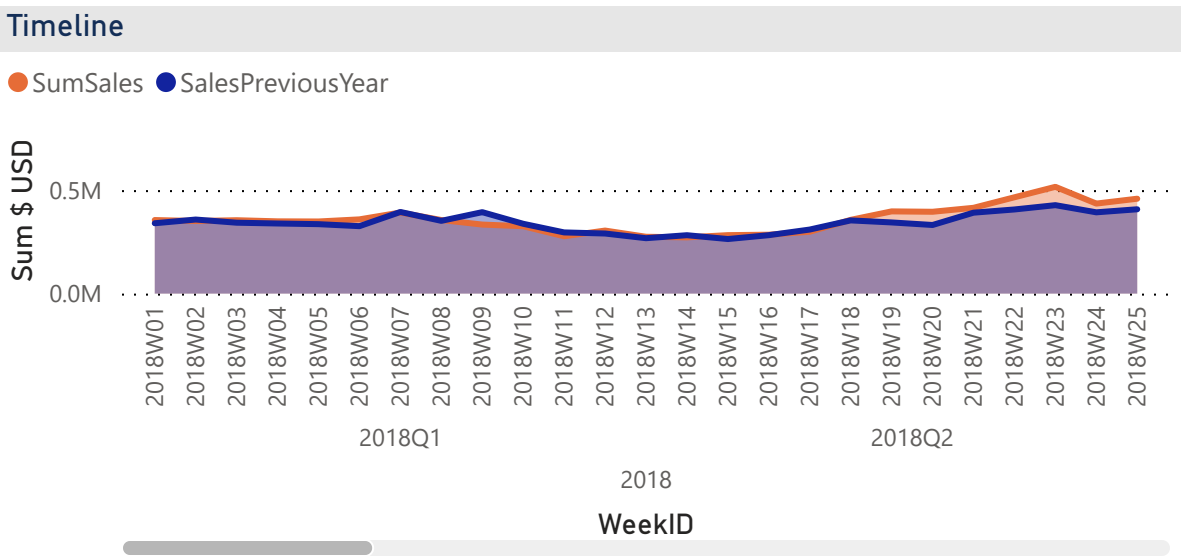
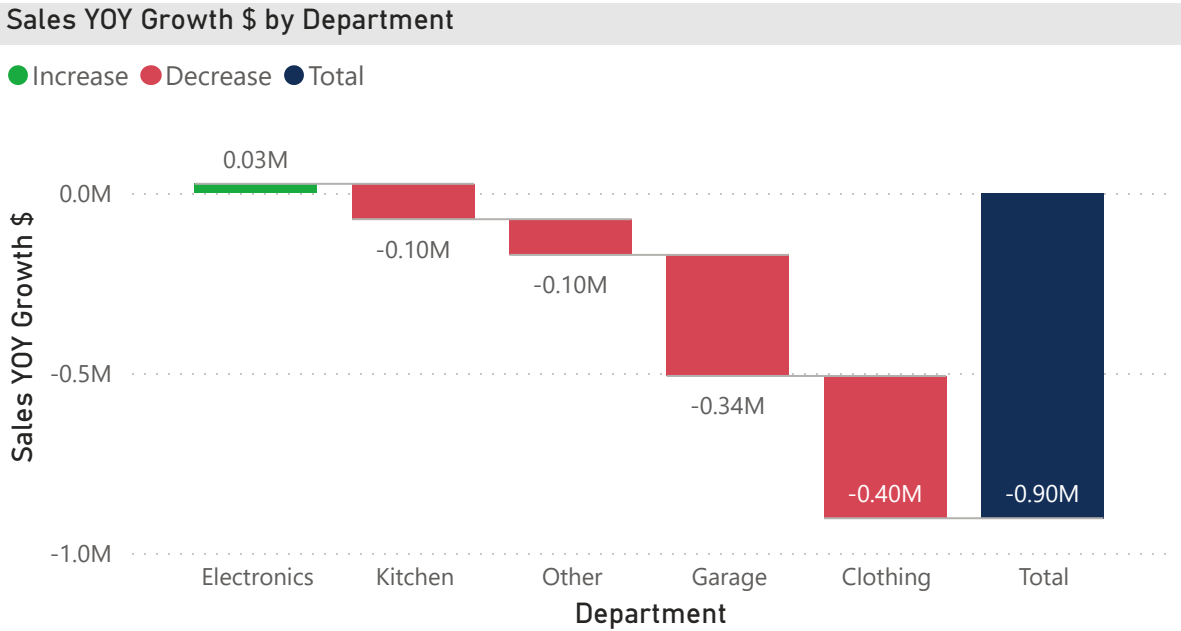
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All

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P&L Breakdown by Period (\$USD)					
Department	Sales	SalesPreviousYear	Sales YOY Growth %	GM%	GM Growth YOY
⊕ Clothing	6,522,470	6,917,802.89	-5.71%	57.00%	2.55%
⊕ Electronics	2,031,984	2,006,435.18	1.27%	59.24%	1.17%
⊕ Garage	4,446,489	4,782,872.99	-7.03%	52.43%	-3.33%
⊕ Kitchen	3,083,128	3,181,468.03	-3.09%	58.68%	2.93%
⊕ Other	3,107,630	3,206,786.54	-3.09%	49.24%	1.09%
Total	19,191,700	20,095,365.63	-4.50%	55.19%	0.87%



Top Performing Product Groups

2019

StoreID

All

StoreType

All

Department

☐ Clothing

☐ Electronics

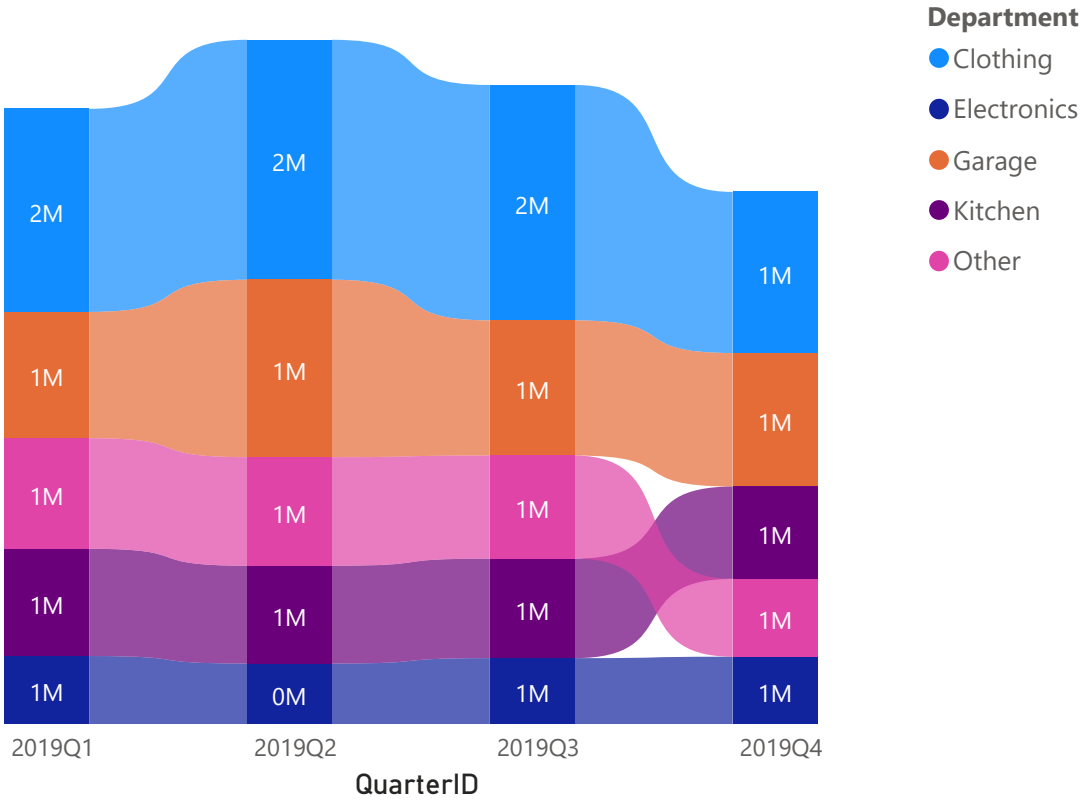
☐ Garage

☐ Kitchen

State

Wyoming

SumSales by QuarterID and Department



Top Product Groups by Sales \$ USD

Group & Dept	Sales	SalesShare	Sales YOY Growth \$	Sales YOY Growth %
Misc: Clothing	1,695,084	8.8%	157,797.70	10.26%
Kitchens: Kitchen	1,613,823	8.4%	-44,183.31	-2.66%
Garden Appliances: Other	1,556,680	8.1%	-111,841.73	-6.70%
Womens: Clothing	1,155,055	6.0%	-45,970.04	-3.83%
Large Storage: Garage	1,044,348	5.4%	-115,604.72	-9.97%
Bicycle Storage: Garage	786,664	4.1%	1,304.77	0.17%
Laptops: Electronics	781,740	4.1%	30,813.95	4.10%
Accessories: Clothing	769,278	4.0%	58,969.95	8.30%
Girls: Clothing	752,382	3.9%	-49,691.86	-6.20%
Total	10,848,199	56.5%	-218,136.77	-1.97%

Worst Performing Product Groups by Sales Growth \$ USD

Group & Dept	Sales	SalesShare	Sales YOY Growth \$	Sales YOY Growth %
Sports: Clothing	388,690	2.0%	-207,025.91	-34.75%
Small Storage: Garage	675,786	3.5%	-177,073.81	-20.76%
Boys: Clothing	606,020	3.2%	-156,950.46	-20.57%
Infants: Clothing	233,476	1.2%	-103,509.26	-30.72%
Dishware: Kitchen	198,355	1.0%	-85,532.64	-30.13%
Gadgets: Kitchen	8,073	0.0%	-12,799.77	-61.32%
Misc: Garage	0	0.0%	-574.06	-100.00%
Bicycles: Garage				-100.00%
Misc: Kitchen				-100.00%
Total	2,110,401	11.0%	-743,465.91	-26.05%

