

High Level P&L Report

All

Key KPIs



2,719M

Sales Dollars USD

54.68%

GM Percentage

15.52%

EBIT %

2.16%

Sales YOY Growth %

-0.02%

GM Growth YOY

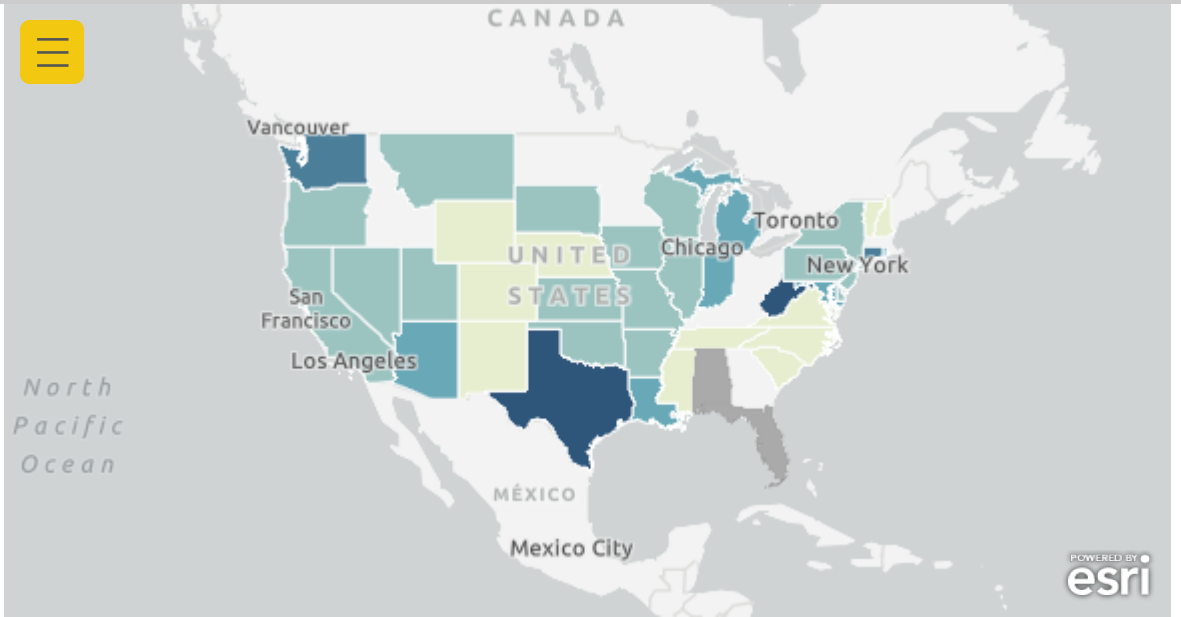
-0.39%

EBIT Growth YOY

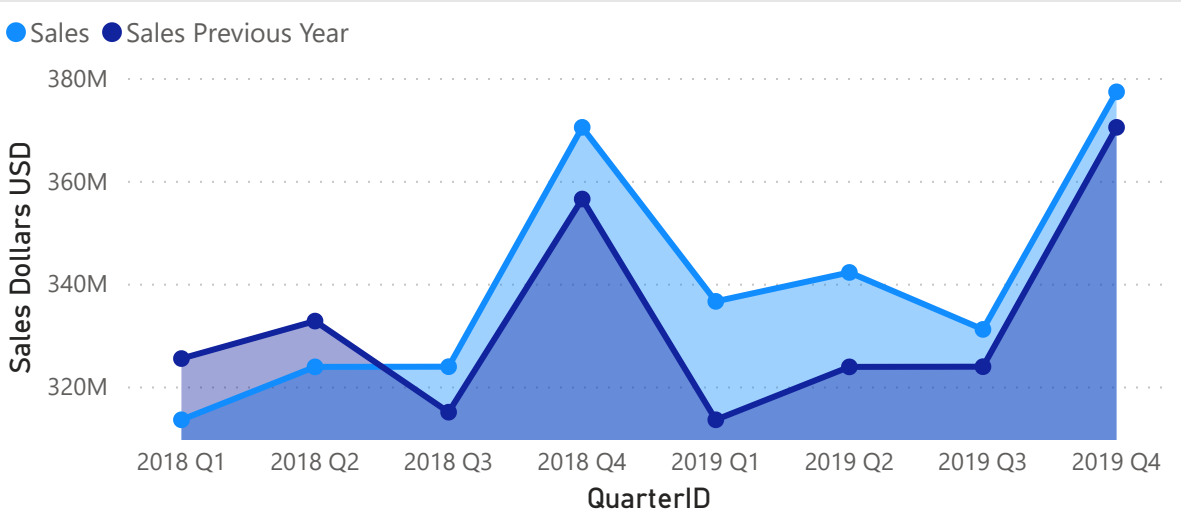
P&L Breakdown By Period

	2018	2019	Total
Sales	1,331,594,073	1,387,158,410	2,718,752,482
Gross Margin	721,323,024	765,402,717	1,486,725,741
COS	610,271,049	621,755,693	1,232,026,742
GM Percentage	54.17%	55.18%	54.68%
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Rent	274,817,653.06	294,665,298.78	569,482,951.84
Wages	226,840,146.24	234,824,932.07	461,665,078.31
Other	16,882,195.03	16,848,768.37	33,730,963.40
EBIT	202,783,029.64	219,063,717.76	421,846,747.40
EBIT %	15.23%	15.79%	15.52%

Map Of Sales



Timeline



Store Breakdown By Department and Product Group

StoreID

All

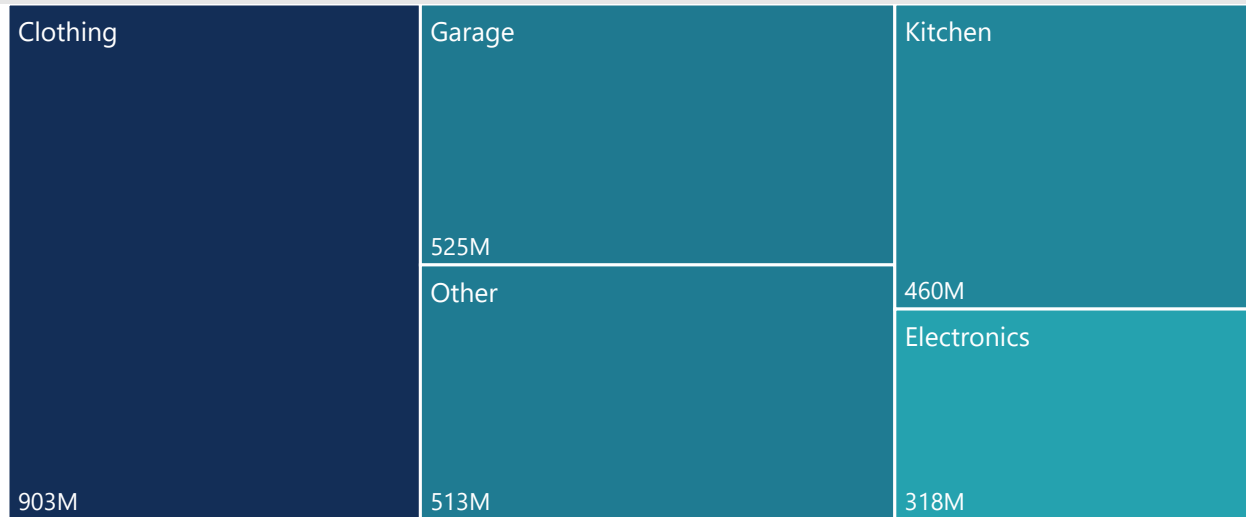
StoreType

All

Department

All

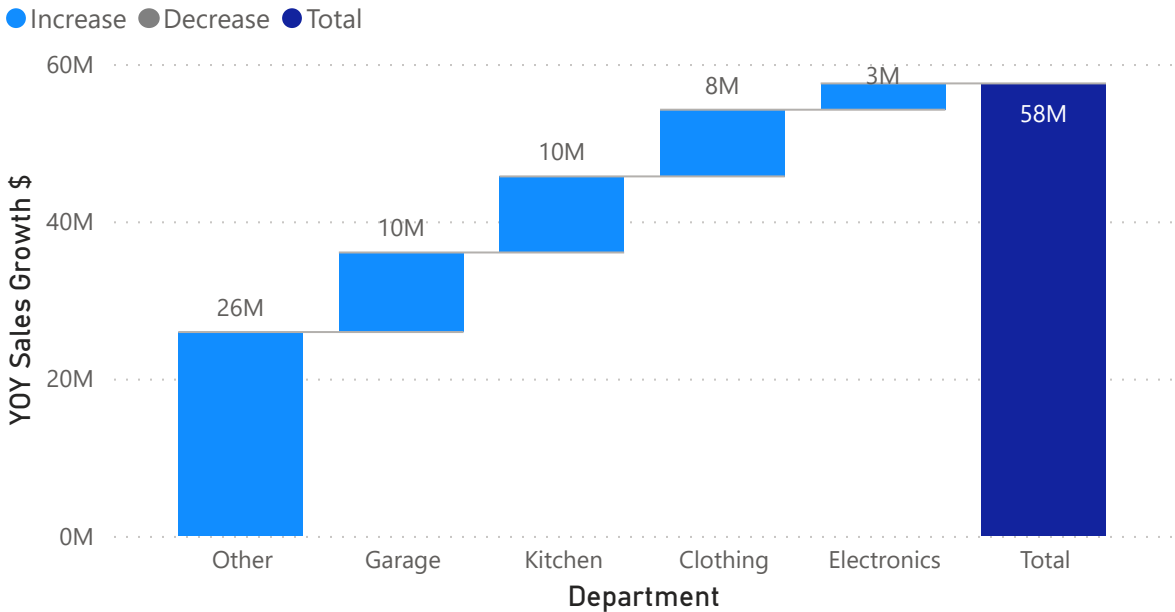
SumSales by Department



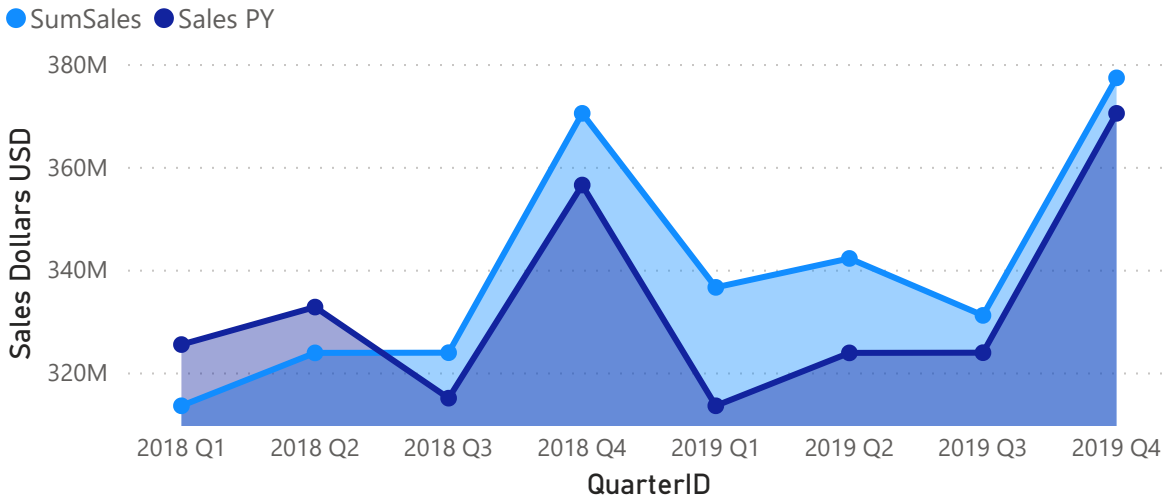
P&L Breakdown By Period

Department	Sales	Sales PY	GM Percentage	Sales YOY Growth %	GM Growth YOY
⊕ Electronics	317,863,941	314,521,204.63	58.61%	1.06%	1.96%
⊕ Kitchen	459,638,913	449,966,129.27	57.24%	2.15%	-0.16%
⊕ Clothing	902,717,625	894,236,021.87	55.74%	0.95%	1.35%
⊕ Garage	525,147,924	515,033,180.13	54.10%	1.96%	-3.00%
⊕ Other	513,384,079	487,461,684.76	48.72%	5.32%	-0.28%
Total	2,718,752,482	2,661,218,220.65	54.68%	2.16%	-0.02%

YOY \$ Growth Waterfall By Department /Group



Timeline



Top Performing Product Groups

StoreID

▼

All

▼

StoreType

▼

All

▼

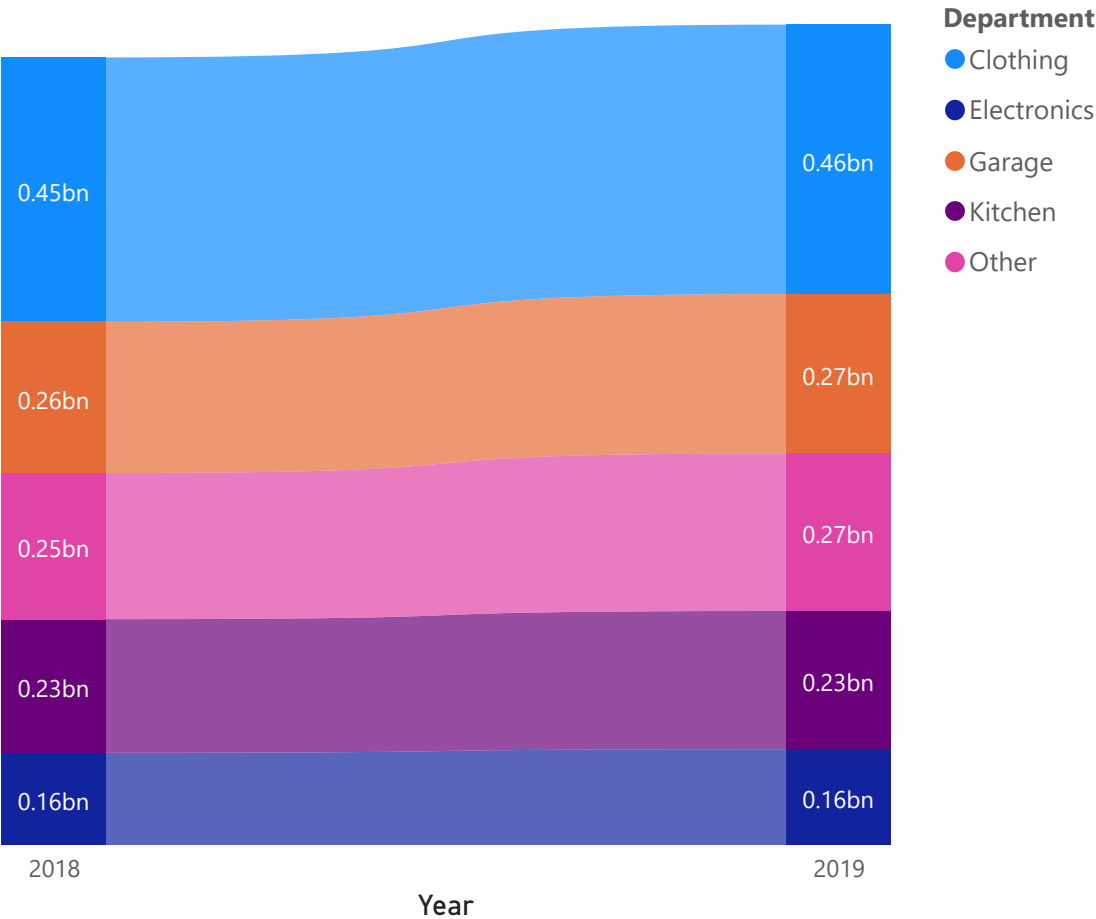
Department

▼

All

▼

Top Performing Product Groups Over Time



Top Product Groups By Sales \$ USD

Group & Dept	SumSales	SalesShare	Sales YOY Growth %	YOY Sales Growth \$
Kitchens: Kitchen	270,840,625	10.0%	3.64%	9,521,443.58
Garden Appliances: Other	204,923,629	7.5%	5.24%	10,199,631.80
Womens: Clothing	198,449,389	7.3%	3.75%	7,174,242.91
Bicycle Storage: Garage	139,251,937	5.1%	3.95%	5,285,457.22
Accessories: Clothing	137,245,606	5.0%	4.87%	6,369,330.54
Girls: Clothing	116,573,371	4.3%	4.13%	4,623,624.35
Sports: Clothing	104,683,730	3.9%	-8.60%	-9,851,041.22
Laptops: Electronics	98,513,317	3.6%	0.96%	939,521.86
Boys: Clothing	94,094,158	3.5%	-7.04%	-7,127,663.46
Assorted Food: Other	92,762,197	3.4%	7.17%	6,203,715.53
Total	1,457,337,959	53.6%	2.34%	33,338,263.12

Worst Performing Product Groups By Sales Growth %

Group & Dept	SumSales	SalesShare	Sales YOY Growth %	YOY Sales Growth \$
Infants: Clothing	16,906,573	0.6%	-23.20%	-5,108,419.60
Sports: Clothing	104,683,730	3.9%	-8.60%	-9,851,041.22
Boys: Clothing	94,094,158	3.5%	-7.04%	-7,127,663.46
Dishware: Kitchen	27,688,111	1.0%	-6.57%	-1,945,896.69
Appliances: Kitchen	20,390,598	0.7%	-5.63%	-1,217,060.82
Radios: Electronics	21,613,693	0.8%	-5.15%	-1,173,578.67
Food Storage: Kitchen	7,126,590	0.3%	-5.12%	-384,211.12
Small Storage: Garage	62,433,141	2.3%	-5.00%	-3,287,042.96
Cutlery: Kitchen	9,774,890	0.4%	-4.52%	-462,694.37
Tools: Garage	56,609,554	2.1%	-4.33%	-2,560,426.20
Total	421,321,038	15.5%	-7.29%	-33,118,035.11