

High Level P&L Report

2019

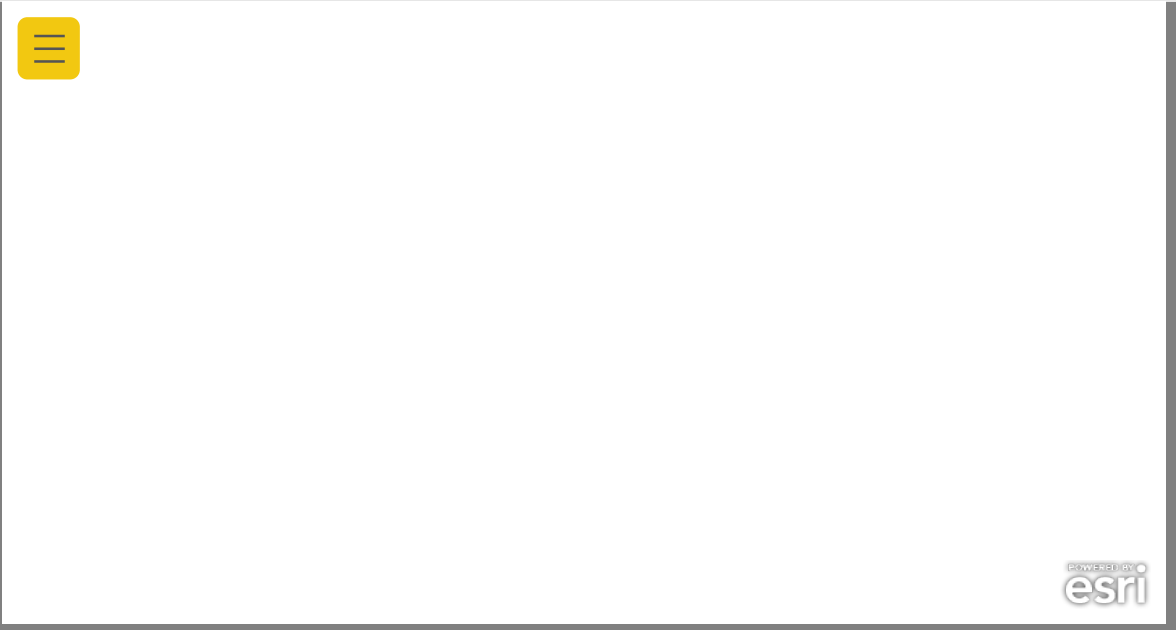
Key KPIs



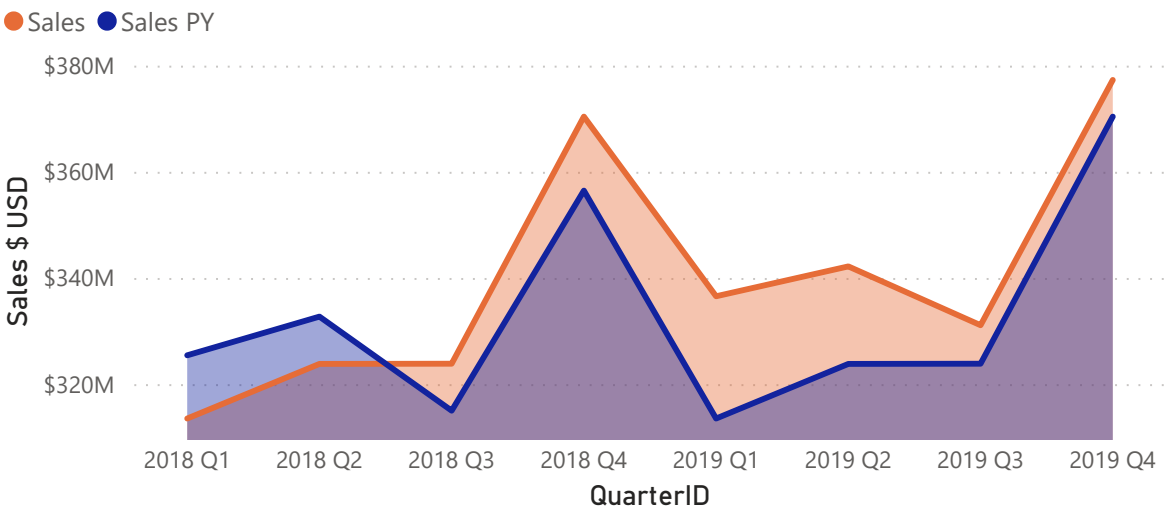
PNL Breakdown by period (\$ USD)

	2019 W01	2019 W02	2019 W03	2019 W04	2019 W05	2019 W06	2019 W07
Sales	\$24,214,487	\$26,352,330	\$27,368,685	\$24,800,398	\$25,376,434	\$25,567,453	\$25,768,434
COGS	10,853,383	11,791,953	12,227,297	11,109,012	11,362,921	11,459,993	11,541,953
GM\$	13,361,104	14,560,377	15,141,388	13,691,387	14,013,514	14,107,460	14,227,481
GM%	55.18 %	55.25 %	55.32 %	55.21 %	55.22 %	55.18 %	55.25 %
...							
SumRent	5,181,434.52	5,636,615.29	5,852,088.22	5,306,414.91	5,429,893.18	5,428,118.37	5,466,561.90
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	4,313,051.90
OtherCosts	328,198.61	327,877.15	326,259.45	320,259.24	328,291.68	324,749.37	316,901.52
EBIT	3,639,694	4,022,636	4,213,261	3,758,168	3,843,831	3,954,387	4,015,561.90
EBIT%	15.03 %	15.26 %	15.39 %	15.15 %	15.15 %	15.47 %	15.55 %

Map of Sales



Timeline



Store Breakdown By Department and Product Group

2019



Department

StoreID

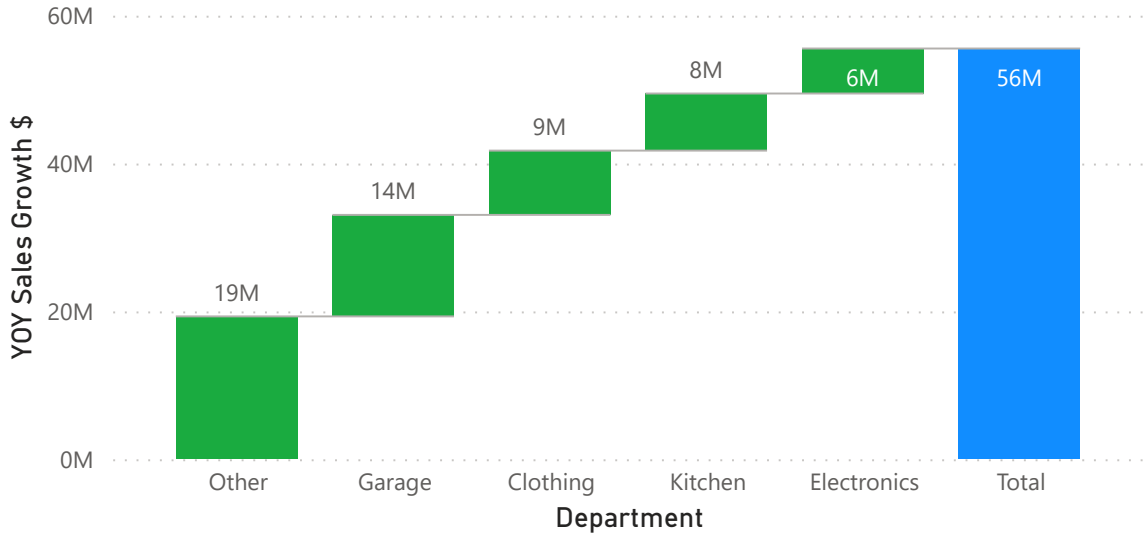
State



YoY \$ Growth Waterfall By Department / Group

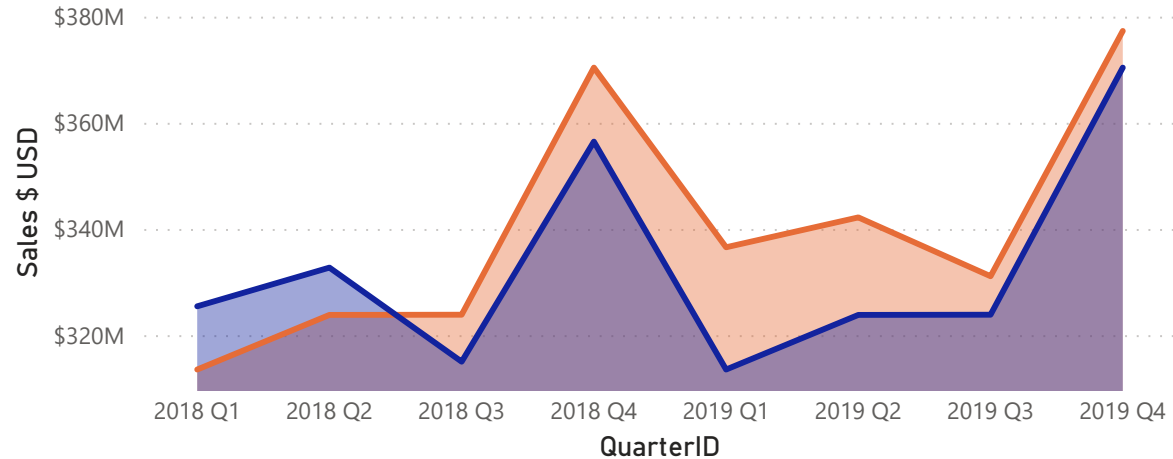
YOY Sales Growth \$ by Department

● Increase ● Decrease ● Total

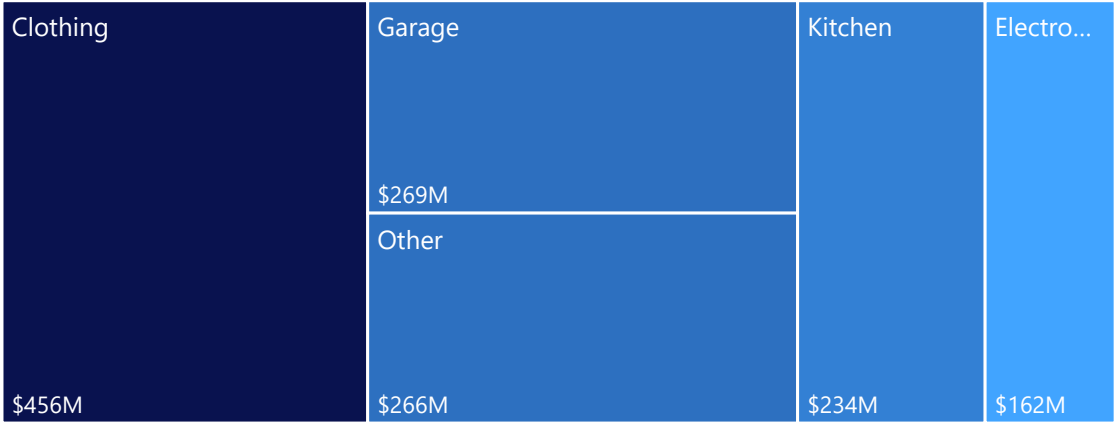


Timeline

● SumSales ● Sales PY



SumSales by Department



PNL Breakdown by period (\$ USD)

Department	Sales	Sales PY	GM%	YOY Sales Growth %	GM Growth YOY
Clothing	\$455,705,968	447,011,657.67	57.00 %	1.94 %	2.55 %
Garage	\$269,438,843	255,709,080.77	52.50 %	5.37 %	-3.28 %
Other	\$266,357,165	247,026,914.07	49.24 %	7.83 %	1.09 %
Kitchen	\$233,681,323	225,957,589.37	58.68 %	3.42 %	2.93 %
Electronics	\$161,975,111	155,888,830.72	59.22 %	3.90 %	1.25 %
Total	\$1,387,158,410	1,331,594,072.59	55.18 %	4.17 %	1.01 %

Top Performing Product Groups

2019

Department

☐ Clothing

☐ Electronics

☐ Garage

☐ Kitchen

☐ Other

StoreID

All

State

All

StoreType

All



Top Product Groups By Sales

Group&Department	SumSales	SalesShare%	YOY Sales Growth %	YOY Sales Growth \$
Kitchens: Kitchen	\$138,423,262	10.0 %	4.54 %	6,005,898.85
Garden Appliances: Other	\$107,376,254	7.7 %	10.08 %	9,828,878.88
Womens: Clothing	\$101,591,756	7.3 %	4.89 %	4,734,122.84
Bicycle Storage: Garage	\$72,628,199	5.2 %	9.01 %	6,004,460.63
Accessories: Clothing	\$71,664,804	5.2 %	9.28 %	6,084,002.64
Girls: Clothing	\$59,874,485	4.3 %	5.60 %	3,175,599.00
Laptops: Electronics	\$49,550,361	3.6 %	1.20 %	587,403.80
Misc: Clothing	\$48,588,332	3.5 %	12.15 %	5,264,509.20
Mens: Clothing	\$48,558,871	3.5 %	13.49 %	5,773,175.68
Assorted Food: Other	\$48,254,237	3.5 %	8.42 %	3,746,276.67
Total	\$746,510,560	53.8 %	7.36 %	51,204,328.19

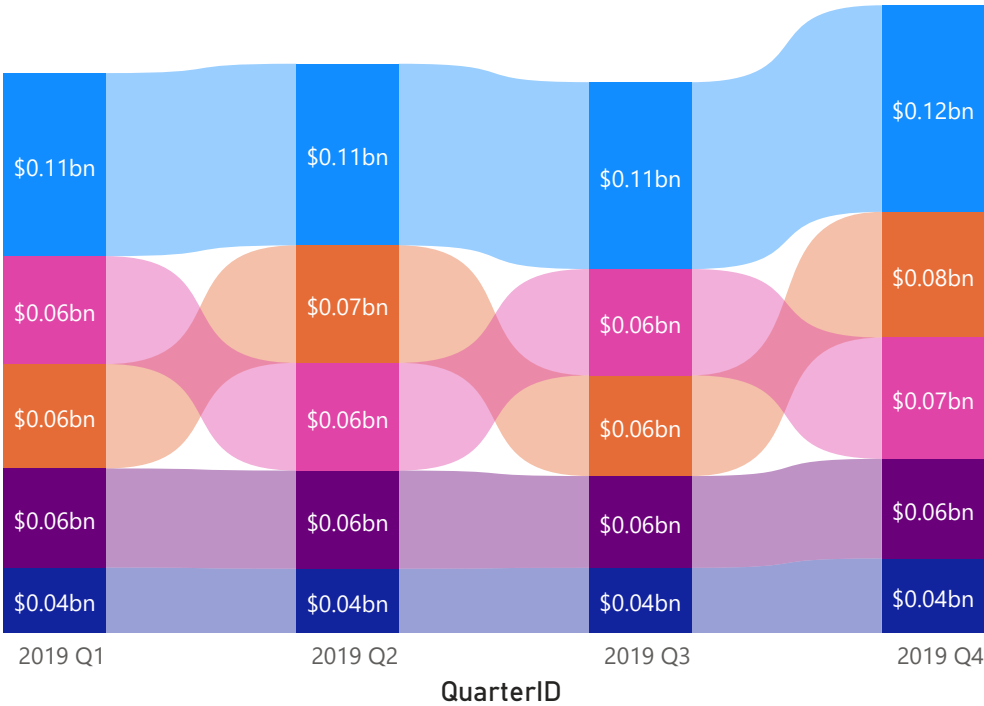
Worst Performing Product Groups By % Sales Growth

Group&Department	SumSales	SalesShare%	YOY Sales Growth %	YOY Sales Growth \$
Infants: Clothing	\$7,202,501	0.5 %	-25.78 %	-2,501,571.4
Sports: Clothing	\$47,504,070	3.4 %	-16.92 %	-9,675,589.6
Food Storage: Kitchen	\$3,249,846	0.2 %	-16.17 %	-626,897.5
Dishware: Kitchen	\$13,025,413	0.9 %	-11.17 %	-1,637,285.3
Small Storage: Garage	\$29,779,949	2.1 %	-8.80 %	-2,873,243.0
Cutlery: Kitchen	\$4,668,307	0.3 %	-8.58 %	-438,276.3
Boys: Clothing	\$45,261,912	3.3 %	-7.31 %	-3,570,333.2
Appliances: Kitchen	\$9,973,992	0.7 %	-4.25 %	-442,614.2
Bicycle Accessories: Garage	\$32,700,783	2.4 %	-3.82 %	-1,299,247.7
Unisex: Clothing	\$25,459,237	1.8 %	-2.26 %	-589,604.9
Total	\$218,826,010	15.8 %	-9.76 %	-23,654,663.6

Top Performing Product Groups Over Time

SumSales by QuarterID and Department

Department Clothing Electronics Garage Kitchen Other



StoreID	SumAllRent	SumAllWages	OtherCosts
99	21,310,187.84	12,420,775.56	
40	9,728,987.68	8,119,855.68	595,705.20
39	17,238,126.15	14,365,470.29	1,055,122.87
38	6,726,831.32	4,687,098.98	344,317.82
37	7,993,825.05	5,586,623.41	408,822.13
36	4,144,506.56	2,889,539.34	211,887.33
35	12,297,193.67	10,387,564.30	753,006.22
34	11,296,804.97	9,492,585.23	691,557.88
33	3,559,006.30	2,496,832.75	182,116.06
32	13,617,582.87	11,369,892.81	833,340.97
31	14,377,953.62	12,025,295.07	880,424.42
Total	590,793,139.69	474,085,853.87	33,730,963.40



 There is an issue in Wyoming.