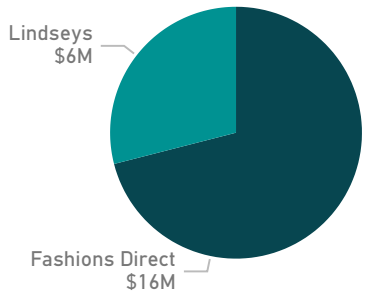


# Store Sales Overview

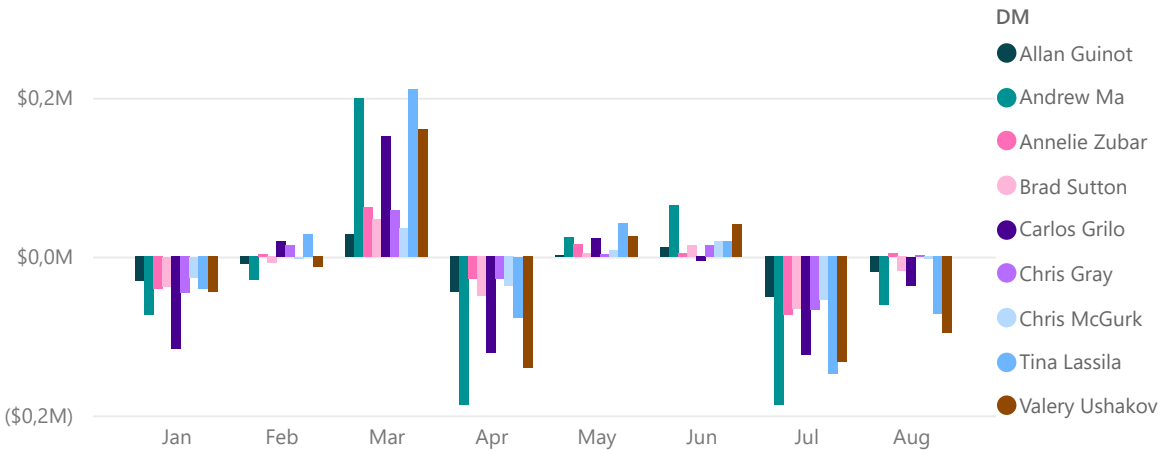
This Year Sales by Chain



10  
New Stores

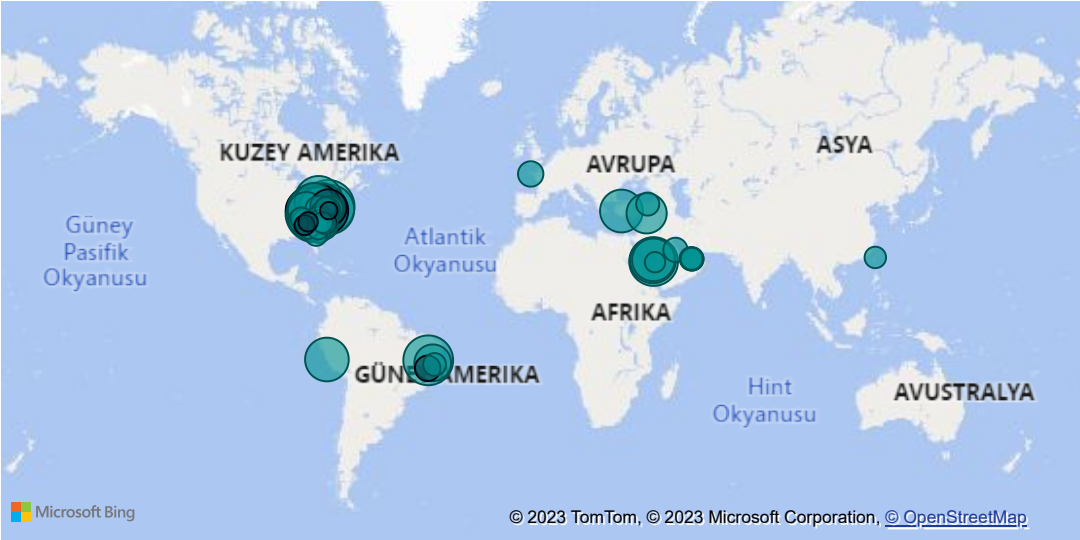
104  
Total Stores

Total Sales Variance by FiscalMonth and District Manager

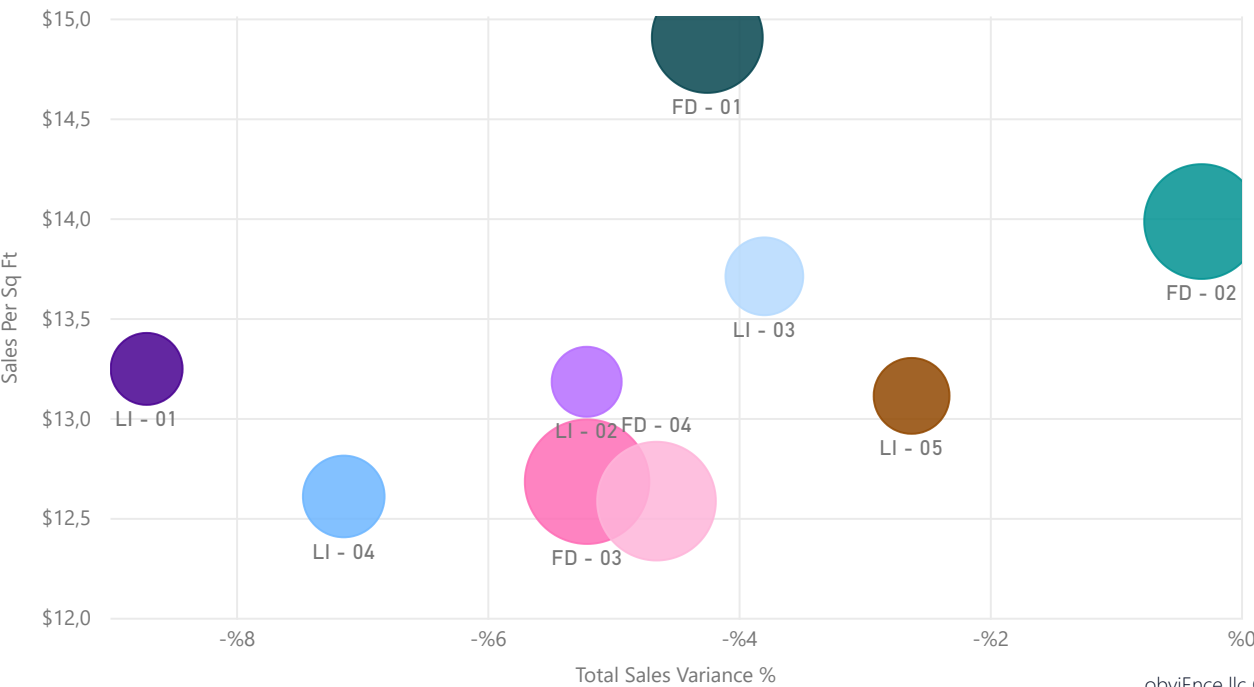


This Year Sales by PostalCode and Store Type

Store Type ● New Store ● Same Store



Total Sales Variance %, Sales Per Sq Ft and This Year Sales by District and District

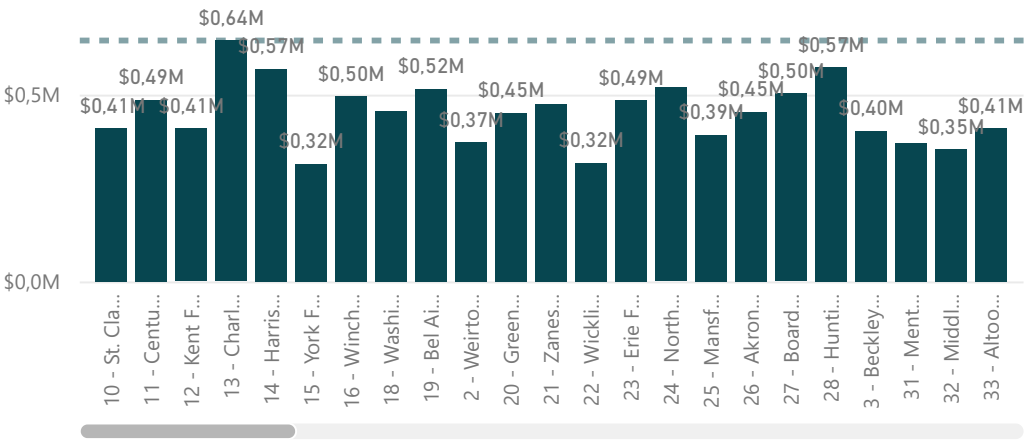


# District Monthly

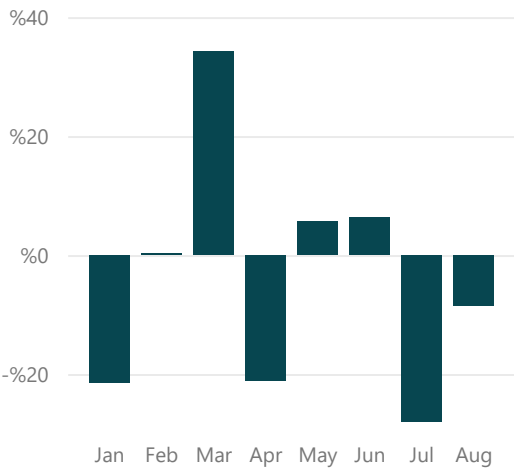
## District Manager

- ☐ Allan Guinot
- ☐ Andrew Ma
- ☐ Annelie Zu...
- ☐ Brad Sutton
- ☐ Carlos Grilo
- ☐ Chris Gray
- ☐ Chris McG...
- ☐ Tina Lassila
- ☐ Valery Ush...

This Year Sales by StoreNumberName

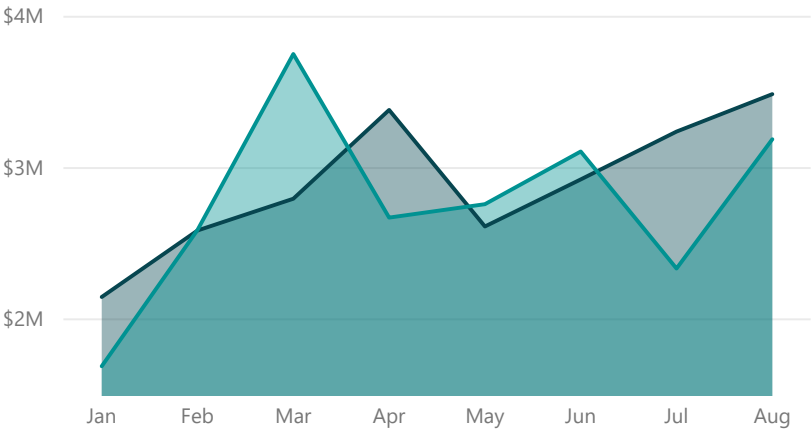


Total Sales Variance % by FiscalMonth



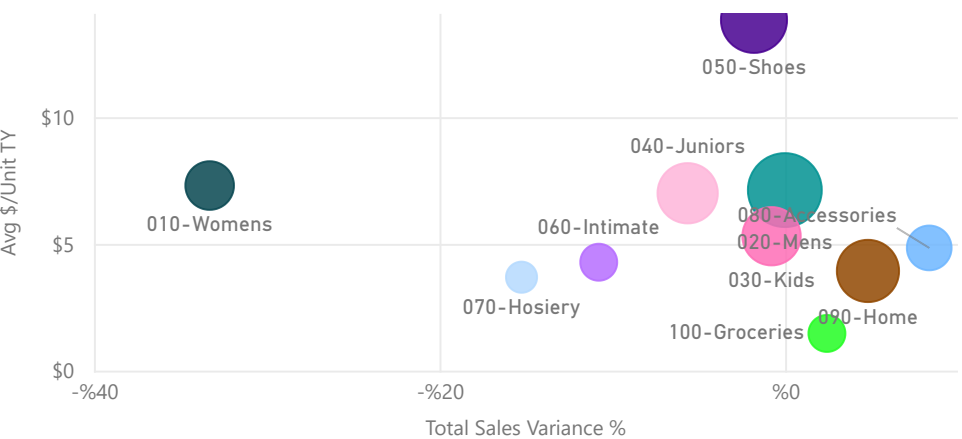
Last Year Sales and This Year Sales by FiscalMonth

● Last Year Sales ● This Year Sales



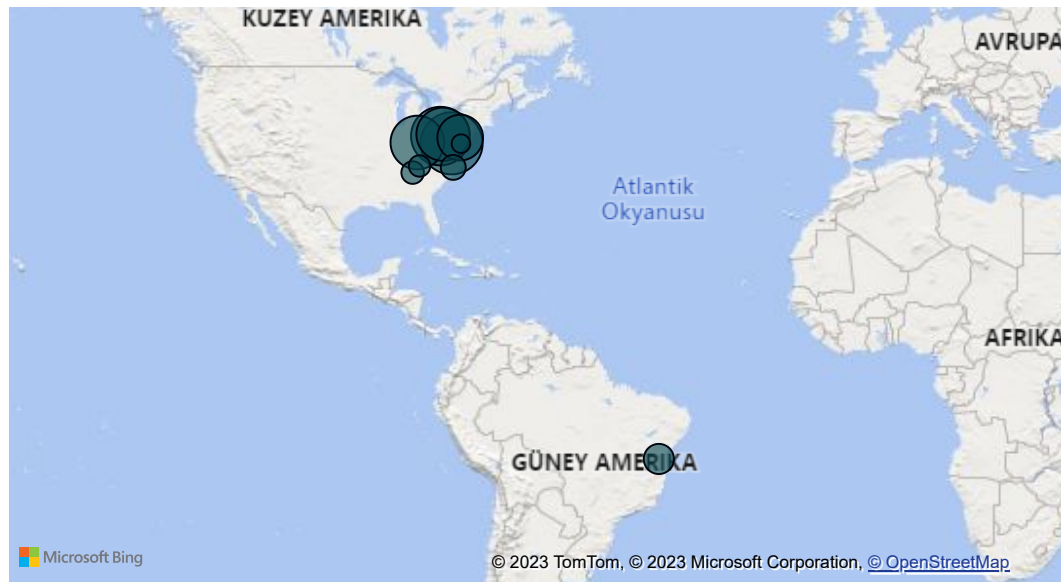
Total Sales Variance %, Avg \$/Unit TY and This Year Sales by Category and Category

Category ● 010-Womens ● 020-Mens ● 030-Kids ● 040-Juniors ● 050-Shoes ● 060-Intimate

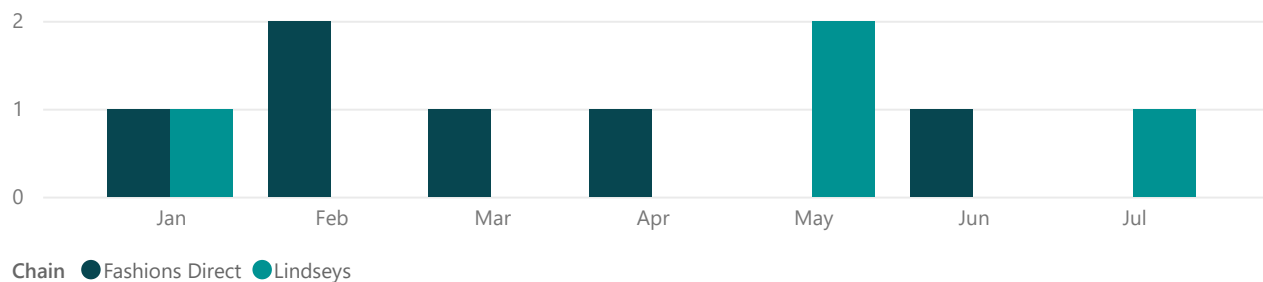


# New Stores Analysis

This Year Sales by PostalCode



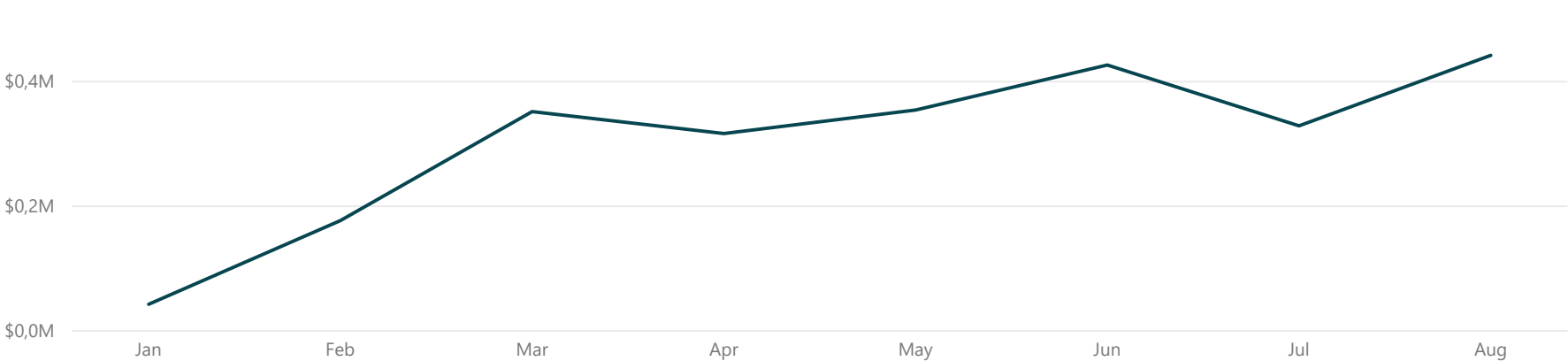
Open Store Count by Open Month and Chain



Sales Per Sq Ft by Name



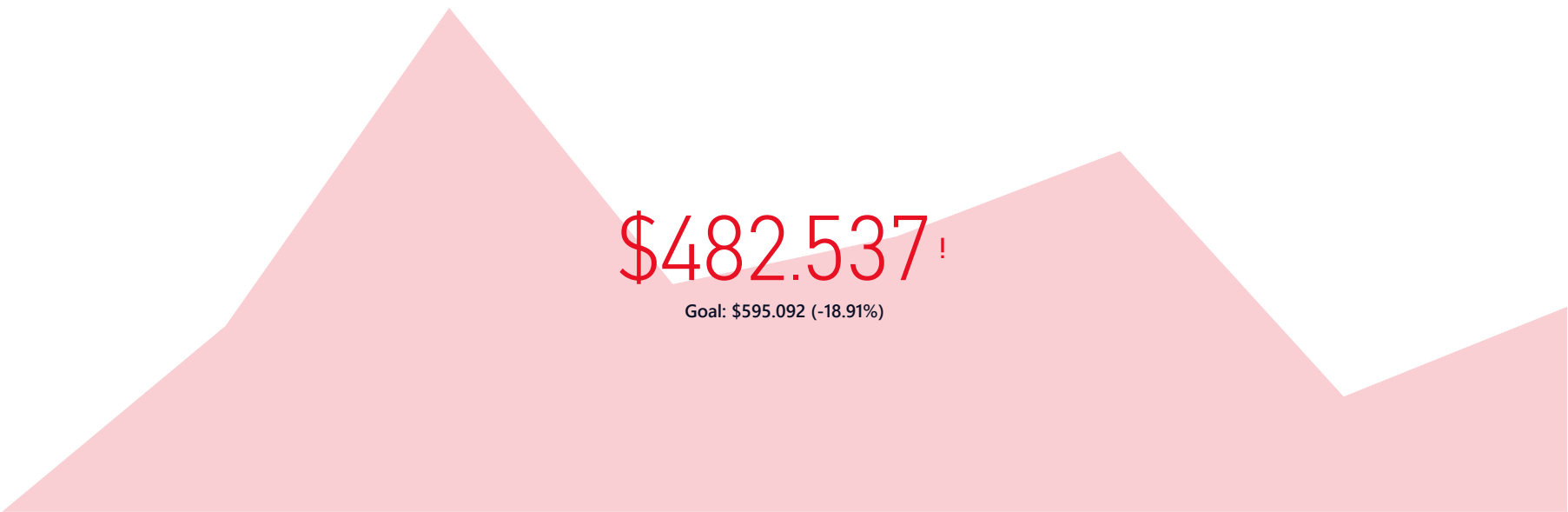
This Year Sales by FiscalMonth



Name

- ☐ Cincinnati 2 Fashions Direct
- ☐ Ft. Oglethorpe Lindseys
- ☐ Knoxville Lindseys
- ☐ Monroeville Fashions Direct
- ☐ Pasadena Lindseys
- ☐ Sharonville Fashions Direct
- ☐ Washington Fashions Direct
- ☐ Wilson Lindseys
- ☐ Winchester Fashions Direct
- ☐ York Fashions Direct

Total Units This Year and Total Units Last Year by FiscalMonth



Chain

☐

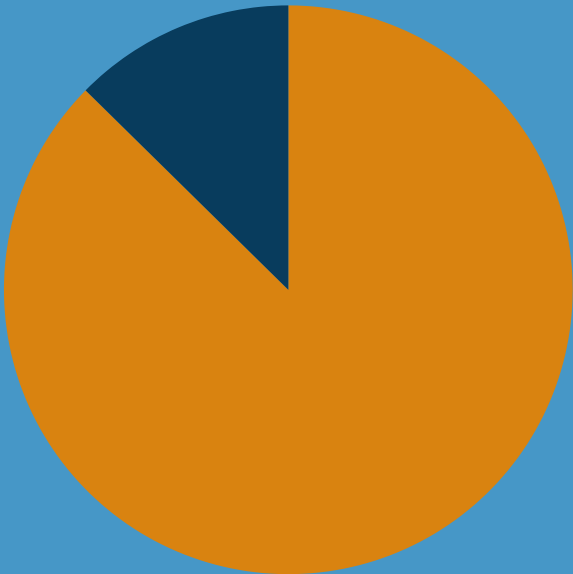
Fashions Direct

☐

Lindseys

Regular Sales and Markdown Sales Units

Regular\_Sales\_Units    Markdown\_Sales\_Units

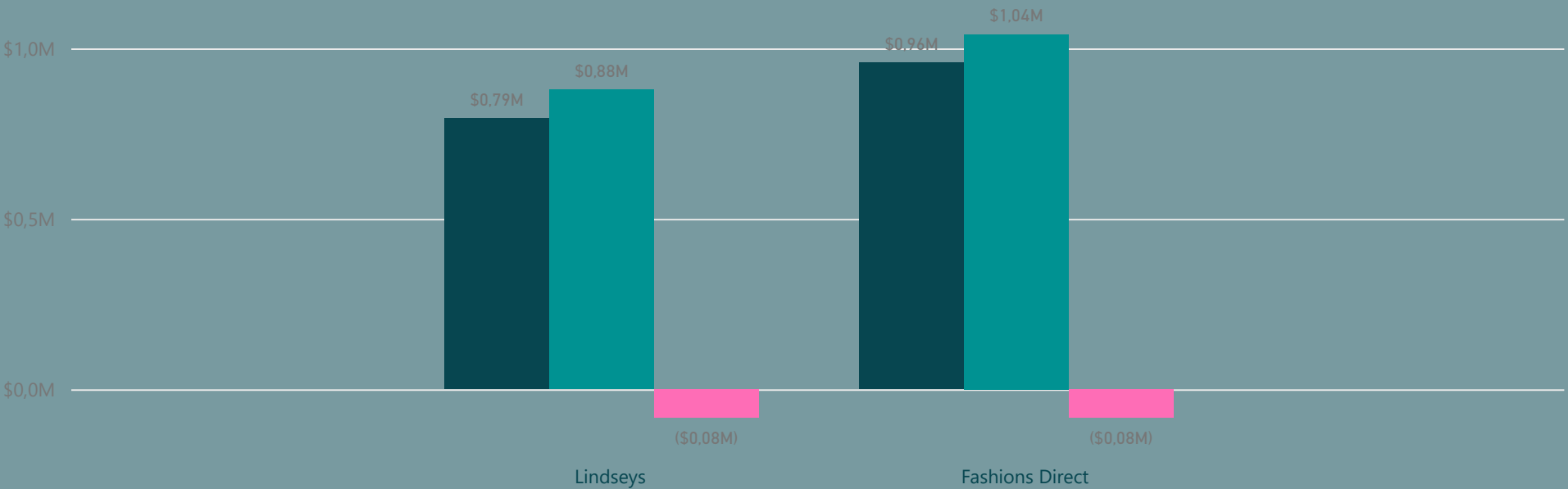


Chain

- ☐ Fashions Direct
- ☐ Lindseys

This Year Sales, Last Year Sales and Total Sales Variance by Chain

● This Year Sales ● Last Year Sales ● Total Sales Variance



Last Year Sales	This Year Sales
\$1.919.256	\$1.753.042

Chain

☐ Fashions Direct

☐ Lindseys

Territory

DE	NC	TN
GA	OH	VA
KY	PA	WV
MD	SC	



\$3.640.471

Last Year Sales

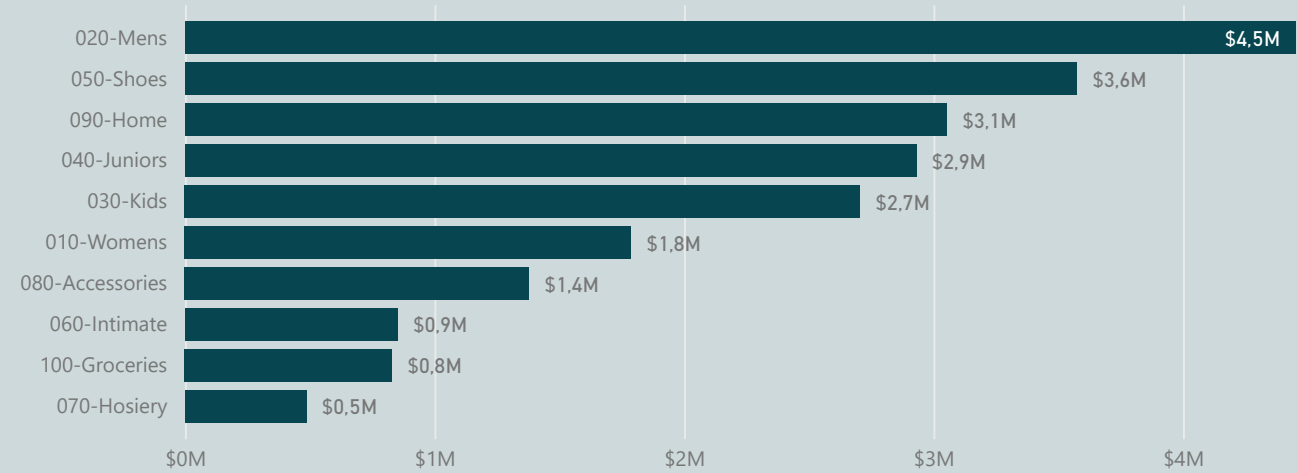
\$3.574.900

This Year Sales

-%1,80

Total Sales Var %

This Year Sales by Category



Chain

All

Buyer

All

Category	This Year Sales
070-Hosiery	\$486.106
100-Groceries	\$829.776
060-Intimate	\$852.329
080-Accessories	\$1.379.259
010-Womens	\$1.787.958
030-Kids	\$2.705.490
040-Juniors	\$2.930.385
090-Home	\$3.053.326
050-Shoes	\$3.574.900
020-Mens	\$4.452.421
Total	\$22.051.952

