State

ACT	NSW	NT	QLD	SA	>

Sales by Date

$3.18M

Sales by Chain

Chain ● Ready Wear ● Bellings

Sales by State, Country

Bing
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Sales by State and Chain

Chain ● Bellings ● Ready Wear

Sales by Category and Chain

Chain ● Bellings ● Ready Wear

Sales and Gross Profit by FY Qtr

● Sales ● Gross Profit

FY Qtr	2016 Q3	2016 Q4	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1
Sales (top)	$7.3M	$8.4M	$10.4M	$8.7M	$8.6M	$8.6M	$5.6M
Gross Profit	$2.9M	$3.7M	$4.5M	$3.8M	$3.6M	$3.7M	$2.4M

Sales, Gross Profit and Sales by Category

● Sales ● Gross Profit

Category	Sales	Gross Profit
Mens	$11.5M	$5.3M
Shoes	$9.2M	$3.7M
Juniors	$7.8M	$3.6M
Home	$7.7M	$2.6M
Kids	$6.8M	$2.9M
Womens	$5.5M	$2.5M
Accessories	$3.5M	
Intimate	$2.3M	
Groceries	$2.1M	
Hosiery		

Chain
☐ Bellings
☐ Ready Wear

State
☐ ACT
☐ NSW
☐ NT
☐ QLD
☐ SA
☐ TAS
☐ VIC
☐ WA

$57,658,858
Sales

$24,480,986
Gross Profit

42.5%
GP %

Sales Trends

| | ACT | NSW | NT | QLD | SA | TAS | VIC | WA |

Sales by State and Chain

Chain ● Bellings ● Ready Wear

Sales by Date and Chain

Chain ● Bellings ● Ready Wear

Sales by Manager

Manager	Sales
John Gar...	$5.3M
Jeremy G...	$4.9M
Lillian Pruitt	$4.8M
Rachael L...	$4.6M
Jerry Fulton	$4.5M
Terri Wright	$3.7M
George C...	$3.7M
Brian Hub...	$3.7M
Miles Ha...	$3.1M
Claire Bri...	$3.0M
Shellie Th...	$2.9M
Ricky Wil...	$2.6M
John Har...	$1.7M
Ray Watson	$1.4M
Amber W...	$1.3M
Michael C...	$1.2M
Tom McK...	$1.2M
Owen Pie...	$1.2M
Simone P...	$1.1M
Caroline T...	$1.0M
Alex Nash	$0.7M
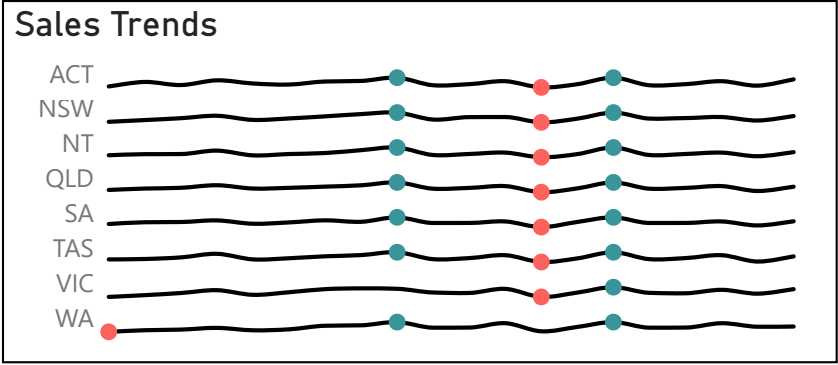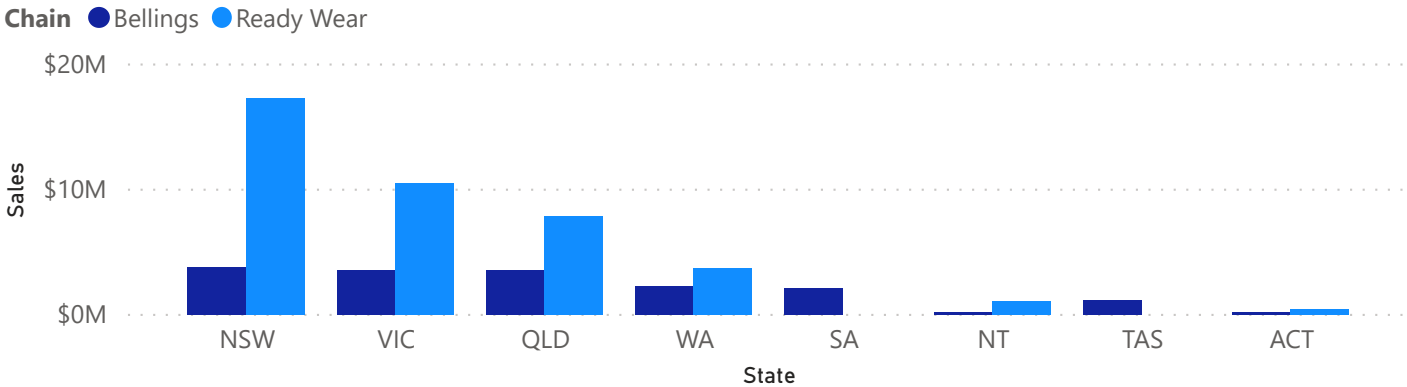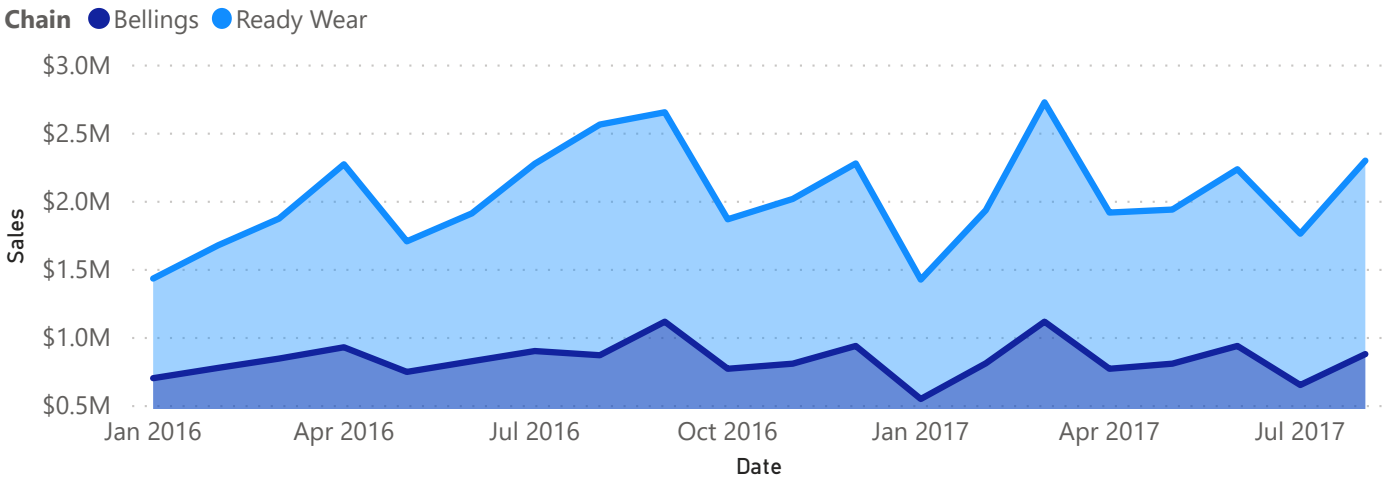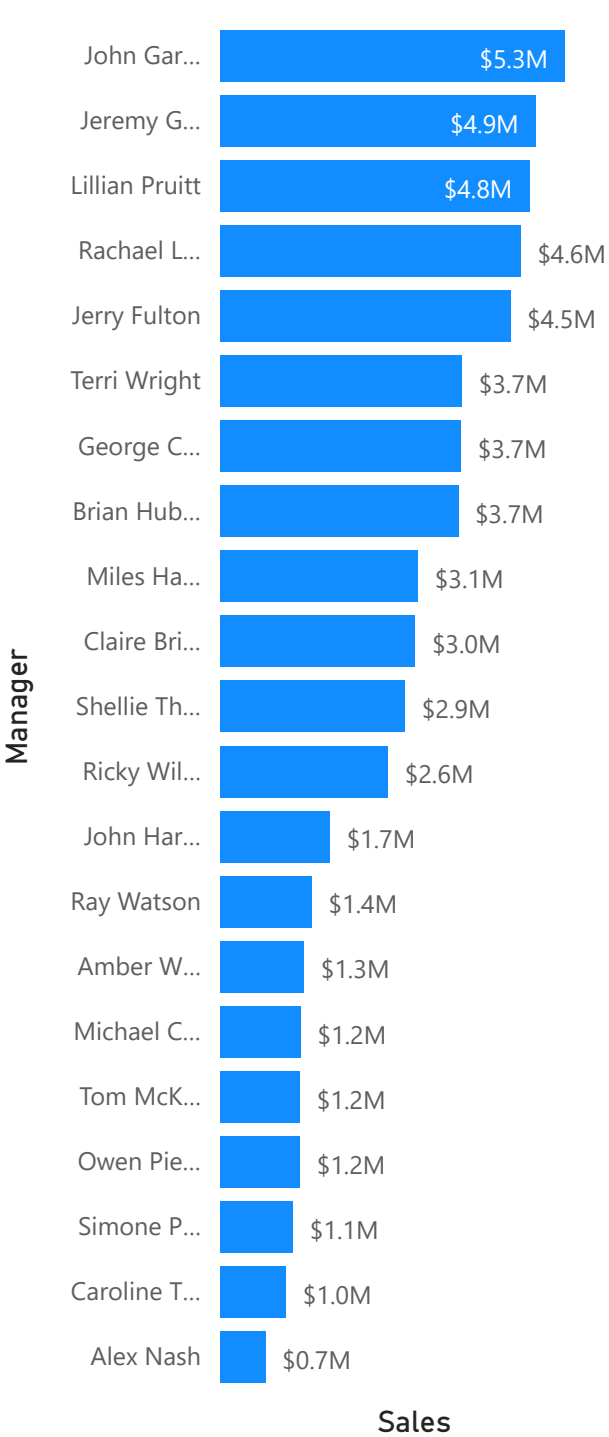
Sales by Postcode, Suburb, State, Cou...

Chain ● Bellings ● Ready Wear

Pacific Ocean

Southern Ocean

Bing
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Sales by Buyer

Buyer	Sales
Bruce Cur...	$11M
Howard ...	$9M
Chester G...	$8M
Richard C...	$8M
Elizabeth ...	$7M
Amy Buch...	$6M
Maggie ...	$3M
Sara Ferrell	$2M
Chris Mo...	$2M
Ella Hick...	$1M