

## Management Summary Apr 22

### Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
<b>Stores Sales</b>	£2,281,783	£2,011,589	↑ 13.4%	£2,281,783	↑ 13.4%
<b>Direct Sales</b>	£1,426,623	£1,064,054	↑ 34.1%	£1,426,623	↑ 34.1%
<b>Rebate plus fee income</b>	£1,105,564	£1,056,048	↑ 4.7%	£1,105,564	↑ 4.7%
<b>Total Sales (Exc Gas)</b>	£3,437,990	£4,704,357	↓ -26.9%	£3,437,990	↓ -26.9%
<b>Stores Margin %</b>	32.80%	30.70%	↑ 2.10%	32.80%	↑ 2.10%
<b>Directs Margin %</b>	14.12%	14.81%	↓ (0.69%)	14.12%	↓ (0.69%)
<b>Total Gross Margin Inc Consumables Cost</b>	£2,655,012	£2,436,939	↑ 8.9%	£2,655,012	↑ 8.9%
<b>Total Expenditure</b>	£1,998,125	£2,005,683	↓ -0.4%	£1,998,125	↓ -0.4%
<b>Surplus</b>	£656,887	£431,256	↑ £225,631	£656,887	↑ £225,631
<b>Net Profit Margin %</b>	19.11%	9.17%	↑ 9.94%	19.11%	↑ 9.94%

	Actual	Budget /LY	Var	YTD Actual	YTD Var
<b>Eduzone Sales</b>	£36,432	£55,297	↓ -34.1%	£36,432	↓ -34.1%

### Customer Order KPI's

	TY YTD	LY YTD	Var
<b>AOV</b>	£171.79	£156.79	↑ £15.00
<b>Prop of orders over £15</b>	97.2%	97.2%	↑ 0.05pp

### Graph - Sales vs. Forecast



### HR

	Actual	Target	Var
<b>Sickness Absence Rates *</b>	0%	0.0	↓ 0.0
<b>No. of Apprentices</b>	4	7	↓ -3.0

**Comment:** Sickness Absence Rates currently unavailable

\*Average days lost per FTE in a 12 month rolling period

Mandatory Training Completion	Actual	Target	Var
<b>Fraud</b>	93%	90%	↑ 2.88pp
<b>Data Protection</b>	83%	90%	↓ -7.29pp
<b>Equality &amp; Diversity</b>	91%	90%	↑ 0.85pp
<b>Health &amp; Safety</b>	91%	90%	↑ 0.53pp
<b>GDPR</b>	78%	90%	↓ -11.69pp

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