

SHOP PROFIT & LOSS STATEMENT
YTD MAY 2015

Amounts in LC

	CURRENT PERIOD							
	CURRENT YEAR	BUDGET	LAST YEAR	% IFRS SALES			\$ VARIANCE	
				CURR YEAR	BUDGET	LAST YEAR	BUDGET	LAST YEAR
Hazmat	235,630	175,566	168,477	0.2%	0.1%	0.1%	(60)	(67)
Utilities Other	521,710	507,171	359,806	0.3%	0.4%	0.3%	(15)	(162)
Utilities	757,339	682,737	528,283	0.5%	0.5%	0.5%	(75)	(229)
Telecom	206,413	194,236	169,276	0.1%	0.1%	0.1%	(12)	(37)
Private Data Network	320,485	407,741	422,270	0.2%	0.3%	0.4%	87	102
Courier	182,850	151,270	136,440	0.1%	0.1%	0.1%	(32)	(46)
Communications	709,748	753,247	727,986	0.5%	0.5%	0.6%	43	18
Cash Escort	152,465	137,519	113,132	0.1%	0.1%	0.1%	(15)	(39)
Alarms	11,578	59,641	137,861	0.0%	0.0%	0.1%	48	126
Guards	4,904	3,163	6,088	0.0%	0.0%	0.0%	(2)	1
Security Services	168,947	200,322	257,081	0.1%	0.1%	0.2%	31	88
Bank Charges	1,817,435	1,681,259	1,415,258	1.2%	1.2%	1.2%	(136)	(402)
Cash Over/Short & Forged Notes	29,951	31,676	21,533	0.0%	0.0%	0.0%	2	(8)
Equipment Depreciation	343,090	615,918	246,784	0.2%	0.4%	0.2%	273	(96)
Amortization	167,406	167,406	167,406	0.1%	0.1%	0.1%	-	-
Facility Depreciation	5,004,855	4,915,264	4,890,651	3.2%	3.5%	4.2%	(90)	(114)
Depreciation	5,515,351	5,698,588	5,304,841	3.6%	4.0%	4.5%	183	(211)
EDU Training	19,767	14,695	123,778	0.0%	0.0%	0.1%	(5)	104
Store T&E	820,013	781,027	639,355	0.5%	0.5%	0.5%	(39)	(181)
Travel & Entertainment	839,780	795,722	763,133	0.5%	0.6%	0.7%	(44)	(77)
Remodel	23,415	57,445	17,872	0.0%	0.0%	0.0%	34	(6)
Professional Fees	545			0.0%	0.0%	0.0%	(1)	(1)
Equipment Rent				0.0%	0.0%	0.0%	-	-
Physical Inventory	49,706	134,379	97,346	0.0%	0.1%	0.1%	85	48
Property Taxes				0.0%	0.0%	0.0%	-	-
Paid Out	100,656	99,543	107,059	0.1%	0.1%	0.1%	(1)	6
Misc	758,802	507,271	505,554	0.5%	0.4%	0.4%	(252)	(253)
FSC Cross-Charge	354,179	352,529	547,922	0.2%	0.2%	0.5%	(2)	194
Insurance	25,314	19,685	33,162	0.0%	0.0%	0.0%	(6)	8
Other Contract	64,647	49,000	4,446	0.0%	0.0%	0.0%	(16)	(60)
Other Store Supplies	7,999	3,560	14,758	0.0%	0.0%	0.0%	(4)	7
3rd Party Gift Cards	79,931	109,784	4,609	0.1%	0.1%	0.0%	30	(75)
Contributions				0.0%	0.0%	0.0%	-	-
Other Office Expense	1,290		6,115	0.0%	0.0%	0.0%	(1)	5
Bad Debt & Ret. Checks	22,527	29,097	25,163	0.0%	0.0%	0.0%	7	3
Taxes	117,805	85,588	70,920	0.1%	0.1%	0.1%	(32)	(47)
Other Income				0.0%	0.0%	0.0%	-	-
Employee Related	3,285	3,061	3,414	0.0%	0.0%	0.0%	(0)	0
Other Store Expense	676,977	652,305	710,510	0.4%	0.5%	0.6%	(25)	34
Preopen - Payroll	361,288	513,673	168,315	0.2%	0.4%	0.1%	152	(193)
Preopen - Rent	226,846	398,598	137,669	0.1%	0.3%	0.1%	172	(89)
Preopen - Other	529,764	175,513	99,569	0.3%	0.1%	0.1%	(354)	(430)
Preopen - Travel	53,238	31,428	27,378	0.0%	0.0%	0.0%	(22)	(26)
Preopen - Supplies	276,273	255,693	117,596	0.2%	0.2%	0.1%	(21)	(159)
Preopen - Advertising	111,118	38,009	71,114	0.1%	0.0%	0.1%	(73)	(40)
Store Opening	1,558,527	1,412,914	621,640	1.0%	1.0%	0.5%	(146)	(937)
Total Other Selling	16,067,730	15,939,901	13,676,539	10.4%	11.2%	11.7%	(128)	(2,391)
Selling Expenses	52,564,641	50,439,576	41,565,452	33.9%	35.4%	35.6%	(2,125)	(10,999)
Shop Profit	35,060,260	29,449,200	24,488,330	22.6%	20.7%	21.0%	5,611	10,572

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Operational Sales	6,884,420	6,522,799	5,277,776	100.0%	100.0%	100.0%	362	1,607
Operational Margin	4,179,020	4,033,017	3,251,527	60.7%	61.8%	61.6%	146	927
Operational Margin %	60.7%	61.8%	61.6%	0.0%	0.0%	0.0%	(0)	(0)
IFRS Sales	6,884,810	6,522,799	5,278,001	100.0%	100.0%	100.0%	362	1,607
IFRS COGS	2,705,400	2,489,782	2,026,249	39.3%	38.2%	38.4%	(216)	(679)
Gross Margin	4,179,410	4,033,017	3,251,752	60.7%	61.8%	61.6%	146	928
Damages	217,598	222,862	153,199	3.2%	3.4%	2.9%	5	(64)
Testers	82,512	117,513	82,990	1.2%	1.8%	1.6%	35	0
Vendor Recoveries	(234,835)	(284,931)	(174,226)	-3.4%	-4.4%	-3.3%	(50)	61
Net T&D	65,276	55,444	61,962	0.9%	0.9%	1.2%	(10)	(3)
Shrinkage	107,025	101,008	48,479	1.6%	1.5%	0.9%	(6)	(59)
Obsolescence				0.0%	0.0%	0.0%	-	-
Private Label				0.0%	0.0%	0.0%	-	-
Other Inventory Costs	3	5,297	3,512	0.0%	0.1%	0.1%	5	4
Total Other Costs	172,304	161,750	113,953	2.5%	2.5%	2.2%	(11)	(58)
Gross Profit	4,007,106	3,871,268	3,137,799	58.2%	59.3%	59.5%	136	869
CAM	92,590	99,434	84,588	1.3%	1.5%	1.6%	7	(8)
Other Rental Rates	3,398	3,580	3,281	0.0%	0.1%	0.1%	0	(0)
HVAC	8,876	9,156	7,751	0.1%	0.1%	0.1%	0	(1)
Real Estate Taxes	56,092	61,749	52,746	0.8%	0.9%	1.0%	6	(3)
Facility Rent/Lease	183,275	196,979	177,438	2.7%	3.0%	3.4%	14	(6)
Sales Based Rent	118,319	110,844	68,369	1.7%	1.7%	1.3%	(7)	(50)
Occupancy Costs	462,549	481,743	394,172	6.7%	7.4%	7.5%	19	(68)
Store Salaries and Wages	791,686	698,586	568,817	11.5%	10.7%	10.8%	(93)	(223)
LP Salaries & Wages	5,592	14,118	15,647	0.1%	0.2%	0.3%	9	10
Other S&W	1,121	0	0	0.0%	0.0%	0.0%	(1)	(1)
Total Salaries & Wages	798,399	712,704	584,465	11.6%	10.9%	11.1%	(86)	(214)
PTO	54,790	40,614	33,035	0.8%	0.6%	0.6%	(14)	(22)
401K	2,930	1,198	532	0.0%	0.0%	0.0%	(2)	(2)
FICA	52,432	43,881	22,778	0.8%	0.7%	0.4%	(9)	(30)
Medical Ins.	8,501	12,837	7,748	0.1%	0.2%	0.1%	4	(1)
Other Benefits	32,072	37,490	24,247	0.5%	0.6%	0.5%	5	(8)
Benefits	150,724	136,020	88,341	2.2%	2.1%	1.7%	(15)	(62)
Bonus	45,626	98,618	71,287	0.7%	1.5%	1.4%	53	26
Total Shop Payroll	994,749	947,341	744,093	14.4%	14.5%	14.1%	(47)	(251)
Retrofits				0.0%	0.0%	0.0%	-	-
Updates	316			0.0%	0.0%	0.0%	(0)	(0)
Other Updates	0			0.0%	0.0%	0.0%	(0)	(0)
Updates	316			0.0%	0.0%	0.0%	(0)	(0)
Sales Supplies	42,044	40,611	33,048	0.6%	0.6%	0.6%	(1)	(9)
Noncontrollable	3,446	572	644	0.1%	0.0%	0.0%	(3)	(3)
Costumes	1,372	4,414	2,855	0.0%	0.1%	0.1%	3	1
Holiday				0.0%	0.0%	0.0%	-	-
Store Supplies	46,862	45,598	36,547	0.7%	0.7%	0.7%	(1)	(10)
POS Equipment		333		0.0%	0.0%	0.0%	0	-
Phone Equipment				0.0%	0.0%	0.0%	-	-
Computer Equipment				0.0%	0.0%	0.0%	-	-
IT R&M		333		0.0%	0.0%	0.0%	0	-
Animation R&M	1,311	1,124	973	0.0%	0.0%	0.0%	(0)	(0)
Electrical	4,233		7,489	0.1%	0.0%	0.1%	(4)	3
HVAC			2,981	0.0%	0.0%	0.1%	-	3
Escalator				0.0%	0.0%	0.0%	-	-
Plumbing				0.0%	0.0%	0.0%	-	-
Fire Protection System			99	0.0%	0.0%	0.0%	-	0
Security System				0.0%	0.0%	0.0%	-	-
Cabinetry/Counters	1,145		3,364	0.0%	0.0%	0.1%	(1)	2
Windows/Glazing			1,161	0.0%	0.0%	0.0%	-	1
Painting				0.0%	0.0%	0.0%	-	-
Other Maint./Construction	(302)		752	0.0%	0.0%	0.0%	0	1
Cleaning Services	1,298		1,974	0.0%	0.0%	0.0%	(1)	1
Other Regular R&M	0	19,164	0	0.0%	0.3%	0.0%	19	-
Regular R&M	6,374	19,164	17,820	0.1%	0.3%	0.3%	13	11
3rd Party Cleaning				0.0%	0.0%	0.0%	-	-
Repairs and Maintenance	7,685	20,621	18,793	0.1%	0.3%	0.4%	13	11