

Industry: 45399 - All Other Miscellaneous Store Retailers  
Sales Range: Yearly sales under \$1 Million  
Data Source: Private Companies  
Location: US - Texas  
Prepared On: 1/26/2017

## INDUSTRY FINANCIAL DATA AND RATIOS

### Average by Year (Number of Financial Statements)

<b>Financial Metric</b>	<b>Last 12 Months (5)</b>	<b>2016 (5)</b>	<b>2015 (13)</b>	<b>Last 5 Years (108)</b>	<b>All Years (243)</b>
Current Ratio	4.45	4.45	9.02	4.08	4.35
Quick Ratio	1.98	1.98	4.83	2.47	2.43
Gross Profit Margin	55.84%	55.84%	63.24%	65.00%	57.41%
Net Profit Margin	10.89%	10.89%	6.67%	3.18%	4.53%
Inventory Days	131.89	131.89	43.37	95.68	131.63
Accounts Receivable Days	12.25	12.25	0.60	8.66	11.43
Accounts Payable Days	41.01	41.01	4.40	20.71	51.30
Interest Coverage Ratio	17.83	17.83	8.41	9.59	6.48
Debt-to-Equity Ratio	2.26	2.26	1.42	3.52	3.68
Debt Service Coverage Ratio	--	--	7.38	7.06	5.62
Return on Equity	77.93%	77.93%	28.21%	40.81%	45.86%
Return on Assets	18.03%	18.03%	19.58%	16.22%	12.66%
Gross Fixed Asset Turnover	10.03	10.03	11.85	10.71	9.98
Profit per Employee	--	--	--	--	\$4,099
<b>Growth Metric</b>	<b>Last 12 Months (0)</b>	<b>2016 (0)</b>	<b>2015 (6)</b>	<b>Last 5 Years (48)</b>	<b>All Years (112)</b>
Sales Growth	--	--	-2.59%	11.81%	10.26%
Profit Growth	--	--	-43.74%	21.53%	18.82%
<b>Industry-Specific Metric</b>	<b>Last 12 Months</b>	<b>2016</b>	<b>2015</b>	<b>Last 5 Years</b>	<b>All Years</b>
<b>Direct Labor Ratio</b>	-- (0)	-- (0)	-- (0)	-- (0)	-- (0)
<b>Rent to Sales</b>	-- (0)	-- (0)	-- (0)	-- (0)	6.80% (8)
<b>Advertising to Sales</b>	-- (0)	-- (0)	-- (0)	-- (0)	1.80% (11)
<b>Inventory</b>	--	--	--	--	2.99

Turnover	(0)	(0)	(0)	(1)	(18)
Revenue per Employee	--	--	--	--	\$110,568
	(0)	(0)	(0)	(0)	(9)

## INDUSTRY DATA COMMON SIZE

### Average by Year (Number of Financial Statements)

<b>Income Statement</b>	<b>Last 12 Months (5)</b>	<b>2016 (5)</b>	<b>2015 (13)</b>	<b>Last 5 Years (108)</b>	<b>All Years (243)</b>
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	48.57%	48.57%	44.84%	35.00%	42.59%
Gross Profit	55.84%	55.84%	63.24%	65.00%	57.41%
Depreciation	0.00%	0.00%	0.08%	0.76%	0.93%
Overhead or S,G, & A Expenses	36.30%	36.30%	44.20%	47.72%	41.39%
Payroll	17.82%	17.82%	16.78%	18.78%	16.58%
Rent	3.69%	3.69%	5.75%	6.94%	7.24%
Advertising	1.57%	1.57%	0.72%	1.23%	1.44%
Other Operating Income	0.00%	0.00%	0.00%	0.01%	0.01%
Other Operating Expenses	8.01%	8.01%	5.80%	12.66%	9.62%
Operating Profit	11.53%	11.53%	8.14%	3.87%	5.48%
Interest Expense	0.64%	0.64%	0.32%	0.67%	0.93%
Other Income	0.00%	0.00%	0.00%	0.00%	0.02%
Other Expenses	0.00%	0.00%	0.03%	0.02%	0.04%
Net Profit Before Taxes	10.89%	10.89%	6.67%	3.18%	4.53%
Adjusted Net Profit Before Taxes	10.89%	10.89%	6.67%	3.18%	4.53%
EBITDA	11.52%	11.52%	11.43%	4.61%	6.39%
Taxes Paid	0.75%	0.75%	0.35%	0.49%	1.32%
Net Income	10.74%	10.74%	5.76%	2.68%	3.21%
<b>Balance Sheet</b>	<b>Last 12 Months (5)</b>	<b>2016 (5)</b>	<b>2015 (13)</b>	<b>Last 5 Years (108)</b>	<b>All Years (243)</b>
Cash (Bank Funds)	21.25%	21.25%	23.28%	14.00%	12.58%
Accounts Receivable	4.05%	4.05%	0.74%	3.59%	3.28%
Inventory	26.10%	26.10%	31.44%	32.83%	37.87%
Other Current Assets	1.30%	1.30%	0.56%	1.21%	0.82%
Total Current Assets	73.69%	73.69%	64.30%	65.61%	65.36%
Gross Fixed Assets	36.15%	36.15%	78.05%	73.63%	72.02%
Accumulated Depreciation	13.59%	13.59%	49.98%	43.91%	42.23%
Net Fixed Assets	22.56%	22.56%	35.56%	29.72%	29.78%
Other Assets	3.75%	3.75%	5.89%	4.67%	4.85%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	11.08%	11.08%	3.35%	6.00%	8.22%

Notes Payable / Current Portion of Long Term Debt	0.00%	0.00%	0.29%	0.87%	0.93%
Other Current Liabilities	21.19%	21.19%	11.50%	11.81%	9.19%
Total Current Liabilities	35.25%	35.25%	44.49%	40.47%	42.69%
Total Long Term Liabilities	22.23%	22.23%	15.07%	33.40%	37.20%
Total Liabilities	61.35%	61.35%	60.66%	73.87%	79.90%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	0.53%	0.53%	0.15%	1.25%	1.05%
Additional Paid-in Capital	0.35%	0.35%	0.00%	0.25%	0.84%
Other Stock / Equity	0.00%	0.00%	0.00%	-0.08%	0.05%
Ending Retained Earnings	48.68%	48.68%	30.23%	10.03%	8.35%
Total Equity	49.56%	49.56%	58.34%	26.13%	20.10%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%

\*There is not enough real-time industry data to include an average for this metric. Instead this figure represents the industry benchmark found through industry research.