

SIX-MONTH MERCHANDISING PLAN						Last Year	Plan	Actual					
						% initial markup	57.38%	56.45%					
						% reductions	30.00%	25.00%					
Department Name: Lululemon (Women's Shoes)						% maintained markup							
						% alteration expense							
Department Number: 19						% cash discount	0.90%	1.24%					
						% gross margin	45.50%	46.80%					
Merchandise Manager: Jane Werner						% operating expense	40%	40.00%					
						% net profit	5.50%	6.80%					
Buyer: Sivan Surkin						season turnover	1.8	1.823547881					
						average stock	\$218,750	\$265,417					
Period: Spring 2023						stock sales ratio	3.5	3.33					
	Spring 2023	February	March	April	May	June	July	SEASON TOTALS					
SALES	Last Year	\$60,000	\$56,250	\$60,000	\$63,750	\$71,250	\$63,750	\$375,000					
	Plan	\$75,000	\$67,000	\$78,000	\$84,000	\$95,000	\$85,000	\$484,000					
	Revised												
	Actual												
	% Change	25.00%	19.11%	30.00%	31.76%	33.33%	33.33%	29.07%					
	% of LY Sales	16.00%	15.00%	16.00%	17.00%	19.00%	17.00%	100.00%					
	% of Plan Sales	15%	14%	16%	17%	20%	18%	100%					
EOM STOCK	Last Year	\$196,875	\$210,000	\$223,125	\$249,375	\$223,125	\$218,750	\$1,321,250					
	Plan	\$251,250	\$273,000	\$252,000	\$261,250	\$255,000	\$265,417	\$1,557,917					
	LY S-S-R												
	TY S-S-R												
	Revised												
	Actual												
REDUCTIONS	Last Year	\$16,875	\$20,250	\$16,875	\$22,500	\$18,000	\$18,000	\$112,500					
	Plan	\$16,940	\$18,150	\$15,730	\$24,200	\$24,200	\$21,780	\$121,000					
	Revised												
	Actual												
	% Change	1%	3%	2%	0%	4%	2%	0%					
	% of LY Reductions	15.00%	18.00%	15.00%	20.00%	16.00%	16.00%	100.00%					
	% of Plan Reductions	14.00%	15.00%	13.00%	20.00%	20.00%	18.00%	100.00%					
BOM STOCK	Last Year	\$210,000	\$196,875	\$210,000	\$223,125	\$249,375	\$223,125	\$1,312,500					
	Plan	\$300,000	\$251,250	\$273,000	\$252,000	\$261,250	\$255,000	\$1,611,720					
	Revised												
	Actual												
	LY Stock/Sales Ratio	3.5	3.5	3.5	3.5	3.5	3.5	3.5					
	Plan Stock/Sales Ratio	4	3.75	3.5	3	2.75	3	3.33					
PLANNED PURCHASES AT RETAIL	Last Year	\$63,750	\$89,625	\$90,000	\$112,500	\$63,000	\$77,375	\$496,250					
	Plan	\$43,190	\$106,900	\$72,730	\$117,450	\$112,950	\$117,197	\$551,197					
	Revised												
	Actual												
PLANNED PURCHASES AT COST	Last Year	\$27,167	\$38,194	\$38,354	\$47,942	\$26,848	\$32,974	\$211,479					
	Plan	\$18,810	\$46,557	\$31,675	\$51,152	\$49,192	\$51,041	\$240,057					
	Revised												

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