

Industry: Mattress & Furniture Stores  
 Sales Range: All Sales Ranges  
 Data Source: Private Companies  
 Location: US - West  
 Prepared On: 6/4/2014

## INDUSTRY FINANCIAL DATA AND RATIOS

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

Financial Metric	Last 12 Months (15)	2013 (17)	2012 (36)	Last 5 Years (201)	All Years (591)
Current Ratio	2.73	2.81	3.87	2.82	3.02
Quick Ratio	1.58	1.44	0.63	0.73	1.01
Gross Profit Margin	42.60%	42.02%	41.23%	43.06%	42.46%
Net Profit Margin	3.75%	3.98%	0.56%	0.46%	1.42%
Inventory Days	152.52	148.77	135.42	142.17	135.45
Accounts Receivable Days	22.58	19.99	8.56	11.61	12.53
Accounts Payable Days	45.19	39.82	33.36	42.24	41.29
Interest Coverage Ratio	11.03	12.47	8.20	6.64	6.49
Debt-to-Equity Ratio	2.76	2.38	1.65	2.74	2.56
Debt Service Coverage Ratio	6.37	9.19	6.71	5.79	5.60
Return on Equity	47.41%	42.96%	45.70%	28.70%	21.83%
Return on Assets	8.76%	8.85%	13.22%	6.69%	6.50%
Fixed Asset Turnover	11.73	11.75	13.20	11.39	13.06
Profit per Employee	(\$3,120)	(\$3,120)	(\$7,944)	\$3,324	\$8,268
Growth Metric	Last 12 Months (11)	2013 (13)	2012 (25)	Last 5 Years (136)	All Years (348)
Sales Growth	-6.78%	-3.69%	11.84%	4.38%	3.74%
Profit Growth	12.84%	26.16%	63.89%	25.68%	18.01%
Industry-Specific Metrics	Last 12 Months	2013	2012	Last 5 Years	All Years
Sales per Square Foot	N/A	N/A	N/A	N/A	\$73.36 (6)
Returns and	N/A	N/A	N/A	-0.10%	0.00%

<b>Allowances to Sales</b>				(4)	(6)
<b>Inventory to Total Assets</b>	51.00% (7)	50.30% (9)	50.60% (15)	48.50% (102)	46.90% (369)
<b>Advertising to Sales</b>	4.60% (4)	4.30% (5)	3.60% (8)	3.80% (50)	3.40% (139)
<b>Rent to Sales</b>	5.50% (4)	5.20% (5)	7.30% (9)	6.50% (56)	5.90% (139)
<b>Gross Profit Return on Inventory</b>	2.46 (6)	2.48 (8)	2.50 (14)	2.63 (82)	2.61 (289)
<b>Inventory Turnover</b>	1.78 (5)	2.36 (7)	2.38 (12)	2.61 (75)	3.35 (272)
<b>Revenue Per Employee</b>	N/A	N/A	N/A	\$201,225 (20)	\$227,575 (161)

## INDUSTRY DATA COMMON SIZE

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

<b>Income Statement</b>	<b>Last 12 Months (15)</b>	<b>2013 (17)</b>	<b>2012 (36)</b>	<b>Last 5 Years (201)</b>	<b>All Years (591)</b>
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Returns and Allowances	N/A	N/A	N/A	-0.10%	0.00%
Living Room Furniture Revenue	N/A	N/A	N/A	N/A	N/A
Dining Room Furniture Revenue	N/A	N/A	N/A	N/A	N/A
Bedroom Furniture Revenue	N/A	N/A	N/A	N/A	N/A
Upholstered Furniture Revenue	N/A	N/A	N/A	N/A	N/A
Office and Computer-Related Furniture Revenue	N/A	N/A	N/A	N/A	N/A
Cost of Sales (COGS)	59.28%	59.66%	58.77%	56.94%	57.54%
Gross Profit	42.60%	42.02%	41.23%	43.06%	42.46%
Depreciation	0.50%	0.46%	0.39%	0.60%	0.60%
Overhead or S,G,& A Expenses	29.49%	29.30%	34.06%	36.01%	35.43%
Payroll	13.35%	13.25%	13.95%	15.77%	16.20%
Rent	4.71%	4.65%	7.21%	7.79%	7.10%
Advertising	4.77%	4.57%	4.66%	4.50%	4.31%
Other Operating Income	0.07%	0.06%	0.02%	0.03%	0.03%
Other Operating Expenses	6.84%	6.41%	5.54%	5.40%	4.48%
Operating Profit	10.85%	10.67%	1.27%	1.08%	1.98%
Interest Expense	0.46%	0.48%	0.73%	0.63%	0.58%
Other Income	0.01%	0.02%	0.09%	0.07%	0.07%
Other Expenses	0.07%	0.07%	0.07%	0.06%	0.04%
Net Profit Before Taxes	3.75%	3.98%	0.56%	0.46%	1.42%
Adjusted Net Profit before Taxes	3.75%	3.98%	0.56%	0.46%	1.42%
EBITDA	6.44%	6.46%	1.67%	1.69%	2.60%
Taxes Paid	0.02%	0.02%	0.01%	0.01%	0.01%
Net Income	3.81%	3.91%	0.55%	0.45%	1.40%
<b>Balance Sheet</b>	<b>Last 12 Months (15)</b>	<b>2013 (17)</b>	<b>2012 (36)</b>	<b>Last 5 Years (201)</b>	<b>All Years (591)</b>
Cash (Bank Funds)	8.91%	9.05%	8.99%	9.05%	8.83%
Accounts Receivable	14.43%	12.77%	7.88%	8.79%	9.02%

Inventory	55.41%	54.38%	54.39%	51.23%	52.21%
Other Current Assets	1.92%	2.03%	1.60%	1.72%	1.66%
Total Current Assets	84.96%	86.21%	79.38%	77.31%	76.60%
Gross Fixed Assets	48.70%	49.02%	42.56%	45.07%	39.86%
Accumulated Depreciation	29.17%	28.22%	27.03%	25.70%	19.87%
Net Fixed Assets	16.44%	19.18%	15.53%	19.37%	19.99%
Other Assets	5.21%	4.88%	5.09%	3.32%	3.41%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	22.29%	19.63%	19.68%	22.18%	21.43%
Notes Payable / Current Portion of Long Term Debt	0.03%	0.08%	0.33%	0.74%	0.77%
Other Current Liabilities	14.54%	13.47%	15.69%	18.20%	20.60%
Total Current Liabilities	46.99%	43.41%	45.77%	50.30%	48.37%
Total Long Term Liabilities	34.23%	31.13%	30.40%	30.69%	24.27%
Total Liabilities	80.23%	77.61%	76.17%	80.99%	72.64%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	2.27%	1.96%	1.13%	1.56%	1.31%
Additional Paid-in Capital	1.94%	2.17%	1.75%	1.93%	1.46%
Other Stock / Equity	5.00%	4.35%	-0.66%	0.35%	2.23%
Ending Retained Earnings	15.11%	22.02%	24.36%	13.93%	9.84%
Total Equity	1.46%	9.75%	23.83%	19.01%	27.36%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%