Newsagency Financial Dashboard

3-Year Analysis

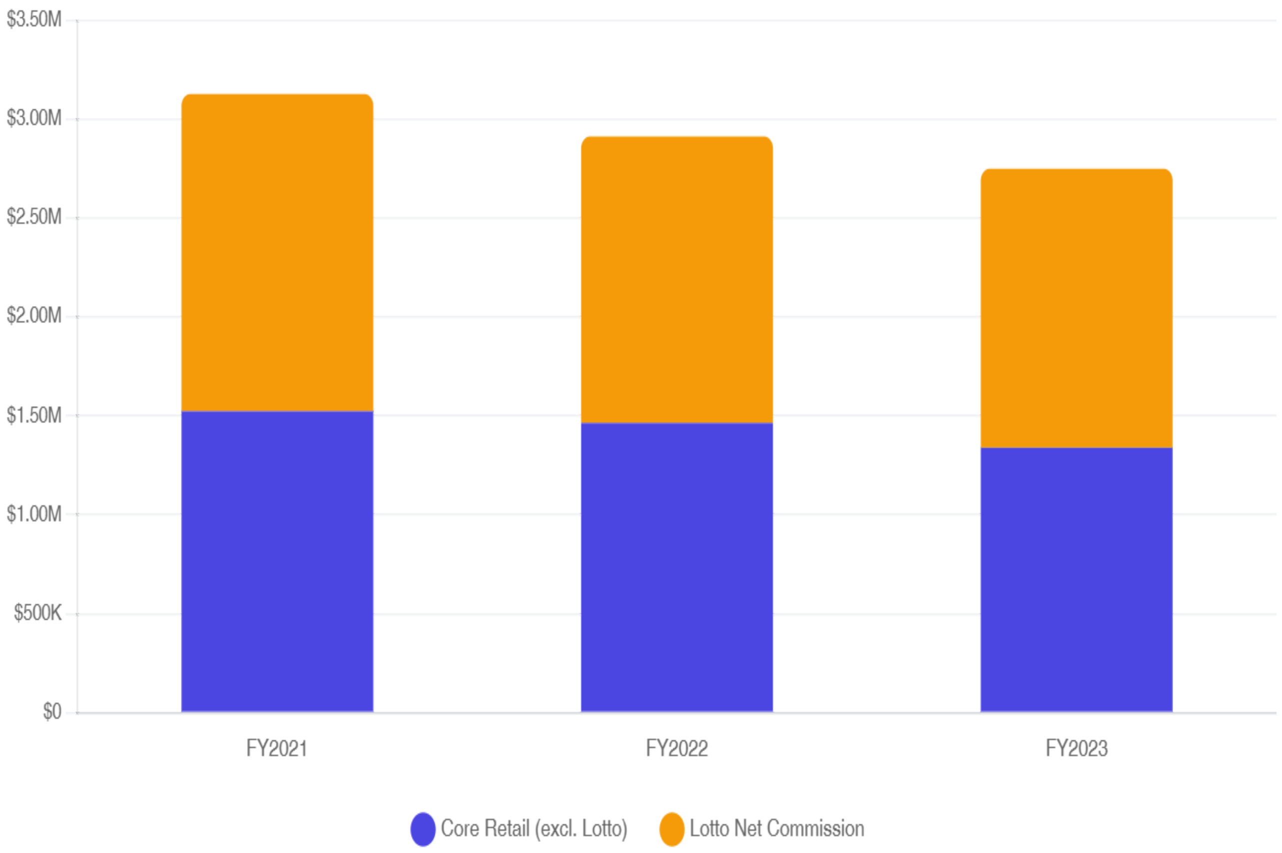
Dingley Village Shopping Centre · FY2021 – FY2023

3-YEAR TOTAL VALUE	BEST YEAR (GROSS)
$8.79M	**$3.13M**
Gross transactional value	FY2021

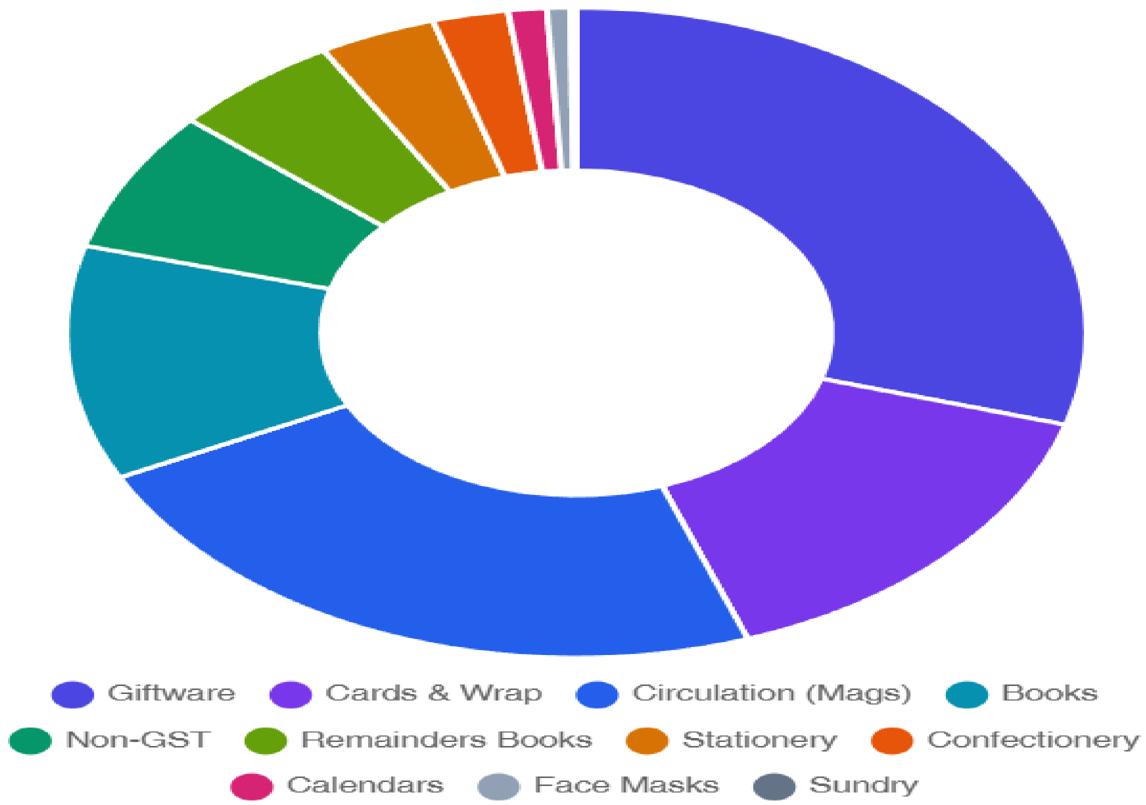
CORE RETAIL TREND	LOTTO NET COMMISSION
–12.1%	**$4.46M**
▼ FY21 → FY23	~9.2% of Lotto sales

BEST MONTH	TOP CORE CATEGORY
December	**Giftware**
58% above average	~$405K/yr avg

📈 Annual Revenue: Lotto vs Core Retail

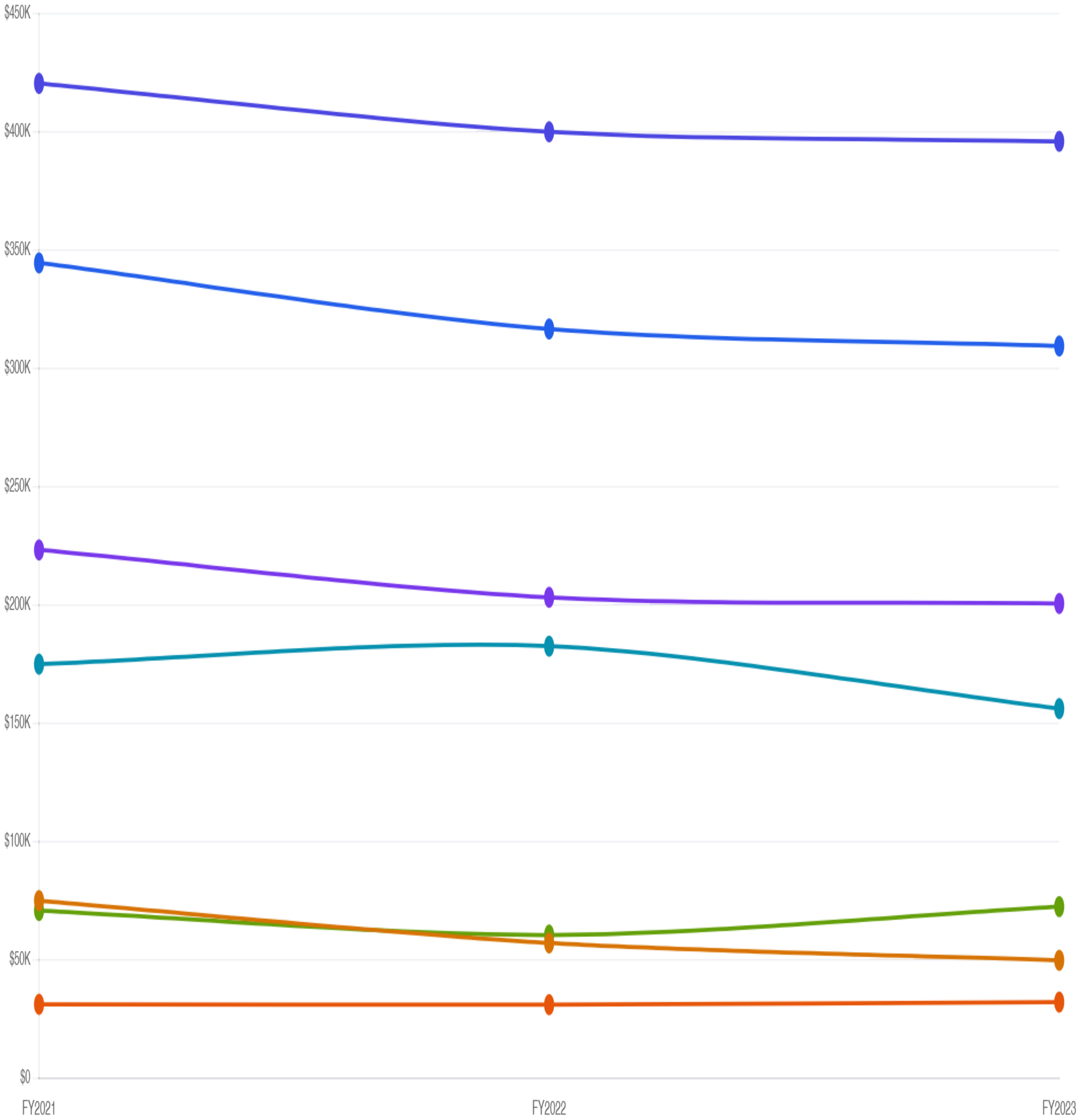


🍩 Core Retail Mix (FY2023)



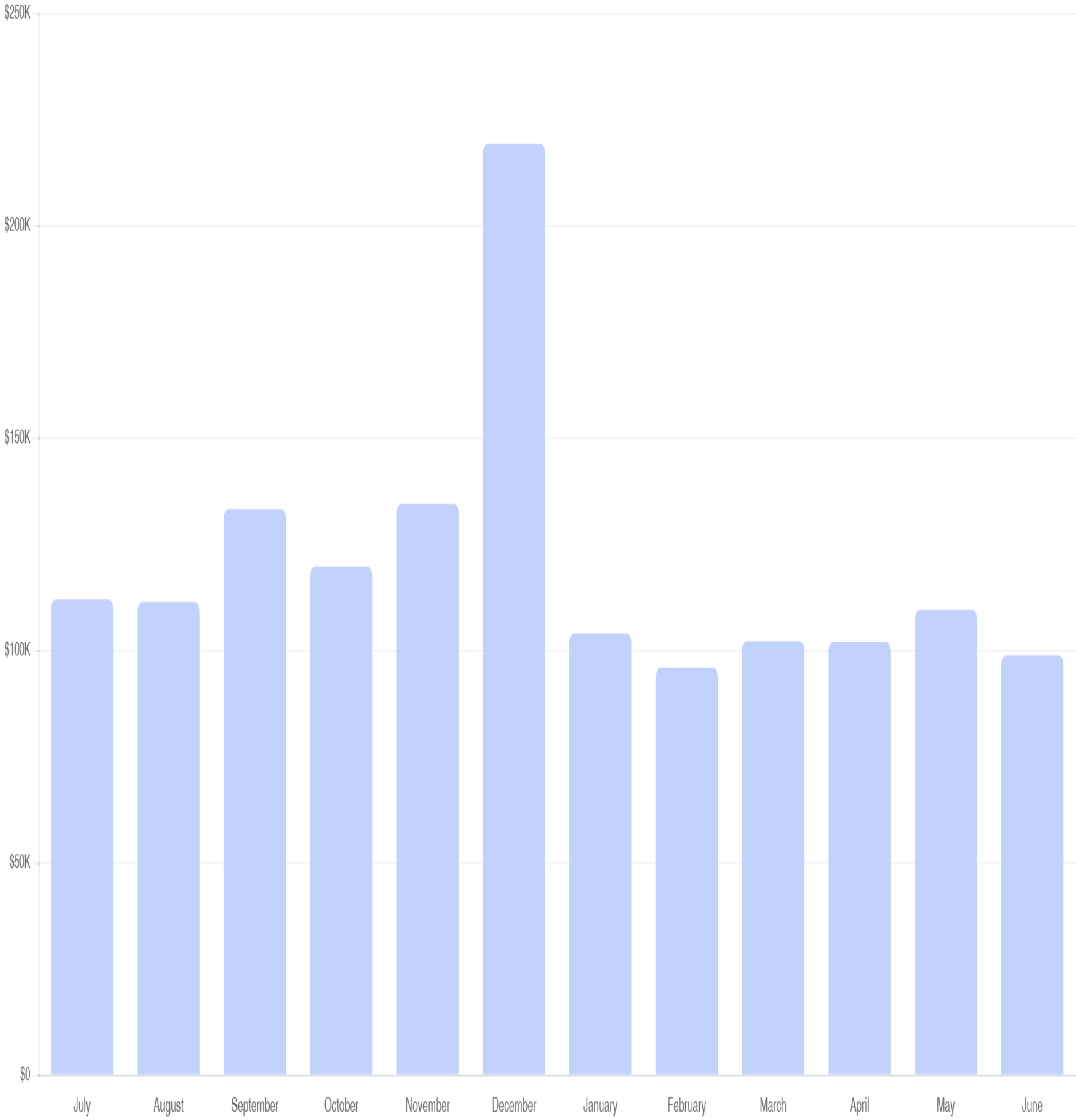
📊 Core Retail Categories — 3-Year Trend

Giftware Cards & Wrap Circulation (Mags) Books Stationery Remainders Books Confectionery



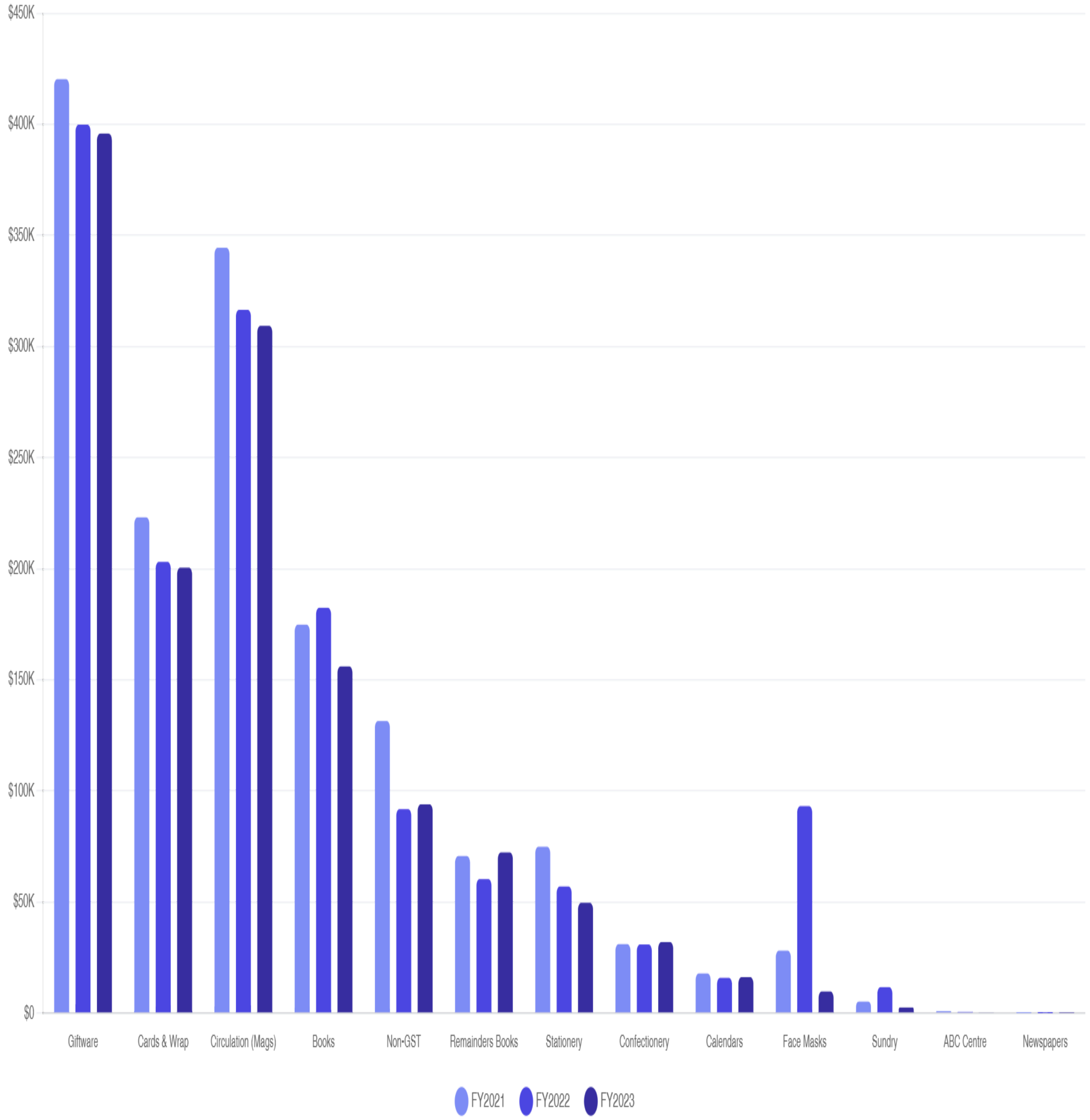
⚠️ **Stationery** is the fastest-declining category (–33.7% over 3 years). **Books** (–10.7%) and **Magazines** (–10.2%) are also eroding steadily. **Giftware** (–5.8%) is the most resilient major category.

🗓️ Monthly Seasonality — Core Retail (All Categories, 3-Year Average)

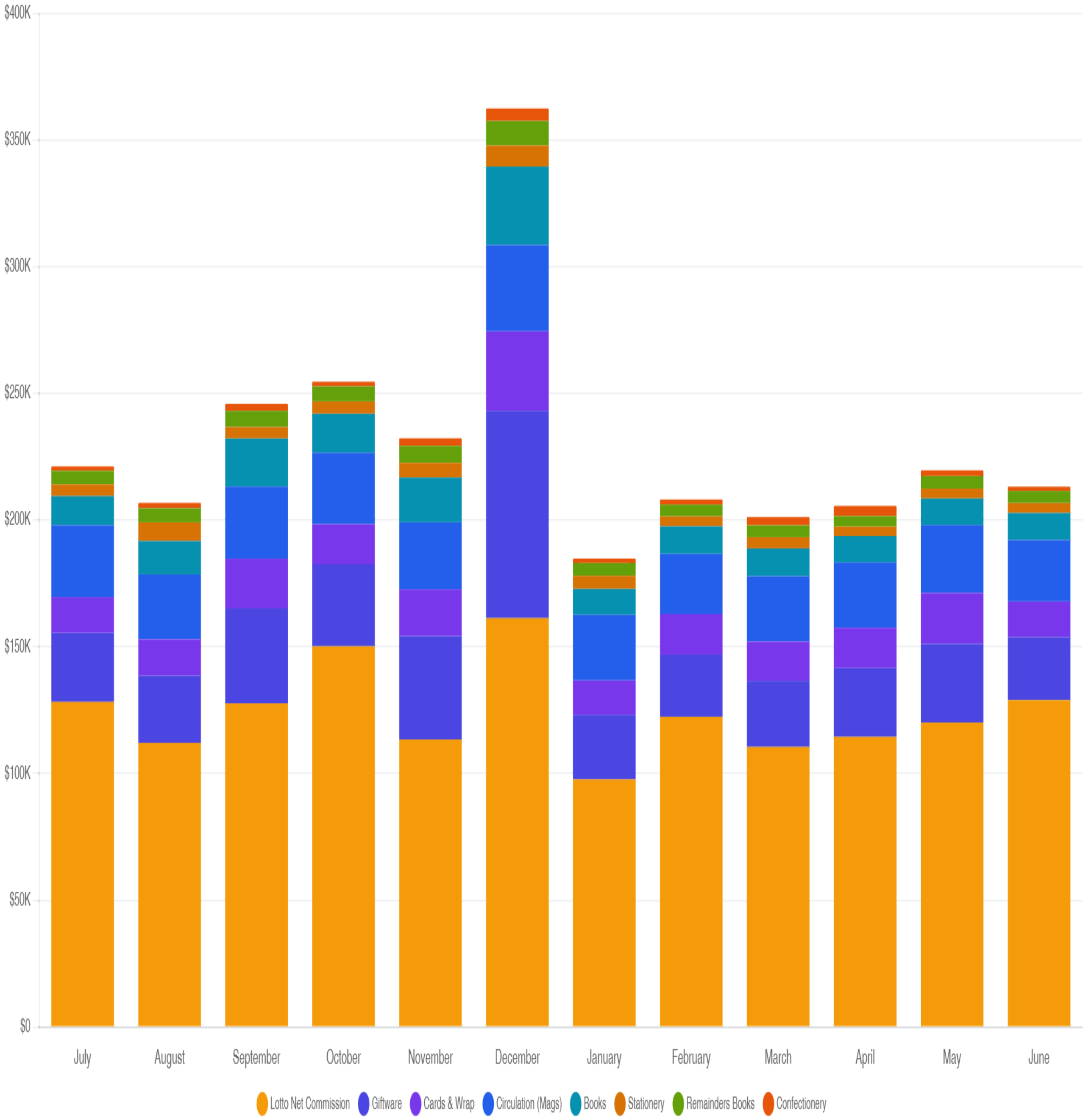


🎄 **December** averages **$1.16M** — 58% above the monthly norm. **October** ($804K) is the second-best month. **January** ($587K) is the quietest — plan inventory and staffing accordingly.

📋 All Categories — Annual Totals by Year



🔥 Monthly Revenue Composition — Core Retail + Lotto Commission (3-Year Avg)



Dingley Village Newsagency · Data: FY2021–FY2023 · Generated for strategic planning