



Business 1

Key Performance Indicators Actual/Forecast by Month

My I

FY Ending

05/06

View by Month Act/F'cast

July Aug Sept Oct Nov Dec Jan Feb Mar Apr

Balance Sheet Drivers

Days Receivable #	56.22	50.60	51.20	47.10	38.77	29.93	45.00	45.00	45.00	45.00
Days Inventory #	103.48	71.63	123.56	76.57	107.05	137.34	90.01	90.01	90.01	90.01
Days Payable #	28.72	35.92	61.46	30.21	34.92	46.48	45.01	45.01	45.00	45.00

Profitability

Gross Margin %	43.95 %	48.78 %	47.18 %	48.12 %	54.46 %	63.39 %	56.70 %	53.68 %	53.59 %	52.82 %
EBIT / Revenue (Profitability) %	10.23 %	17.82 %	13.89 %	22.19 %	23.78 %	34.01 %	20.36 %	21.30 %	22.15 %	20.87 %
Net Profit / Revenue (Net Profit Margin) %	1.75 %	9.82 %	6.40 %	18.22 %	18.46 %	28.95 %	11.51 %	13.41 %	14.50 %	13.08 %
Return on investment (ROI) %	11.94 %	23.99 %	15.97 %	32.19 %	37.62 %	63.47 %	22.50 %	26.01 %	27.49 %	24.99 %

Liquidity

Interest Cover #	8.04	15.55	11.20	21.03	25.22	44.85	13.51	15.87	17.00	15.75
Gross Cashflow	\$7,541	\$41,035	\$-12,538	\$11,535	\$-5,365	\$8,310	\$40,699	\$-8,452	\$4,922	\$9,382
Current Ratio #	9.83	8.12	5.43	9.16	8.54	7.18	10.11	8.78	8.75	8.94

Investment / Equity / Capital

Total Liabilities / Equity (Funding ratio) #	0.13	0.14	0.20	0.13	0.14	0.16	0.12	0.14	0.14	0.13
Equity / Total Assets (Net worth or Gearing) %	88.56 %	87.34 %	83.64 %	88.18 %	87.73 %	86.35 %	88.95 %	88.00 %	87.99 %	88.15 %
Borrowed Funds	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Debt to Equity #	0.06	0.06	0.06	0.06	0.06	0.05	0.05	0.05	0.05	0.05
ROCE %	14.48 %	27.64 %	19.75 %	36.17 %	42.20 %	71.26 %	25.95 %	29.99 %	31.68 %	28.82 %