



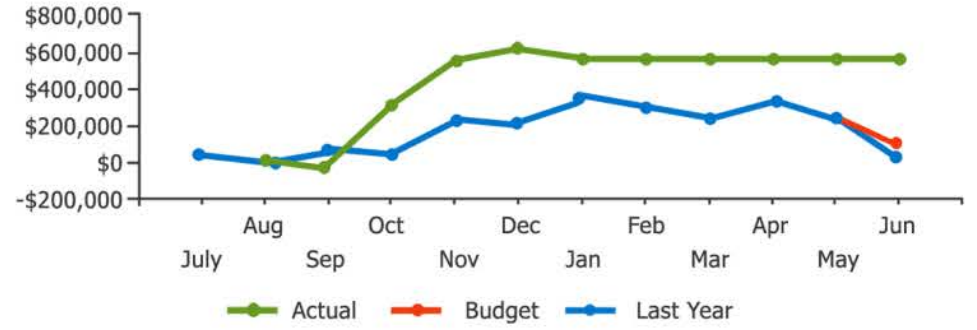
Sample Business

Dec 2011

December

	Actual	Budget/LY	Variance	Movement
Revenue	\$265,334	\$229,827	\$35,507	↑
Cost Of Sales	\$95,188	\$114,492	\$-19,305	↓
Gross Profit	\$170,146	\$115,334	\$54,811	↑
Gross Margin %	64%	50%	14%	↑
Expenses	\$103,962	\$121,706	\$-17,744	↓
Net Income (before tax)	\$66,184	\$-6,372	\$72,555	↑
Net Margin %	25%	-3%	28%	↑

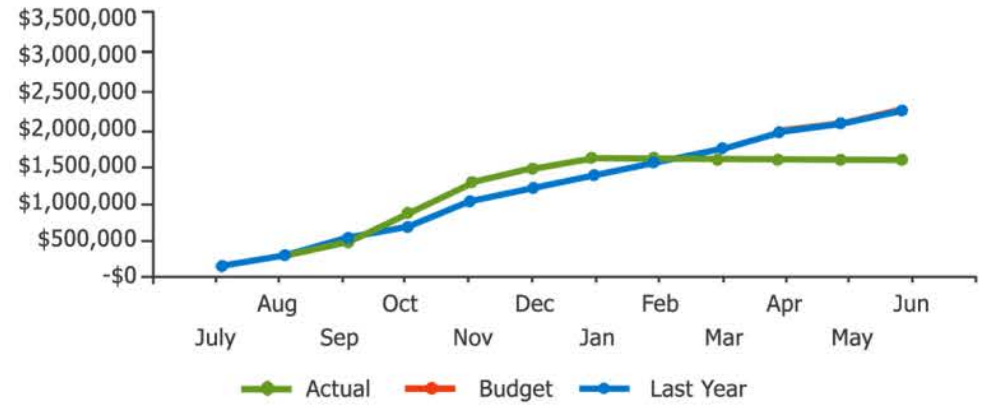
Cumulative Net Profit



Year to Date

	Actual	Budget/LY	Variance	Movement
Revenue	\$2,047,506	\$1,669,828	\$377,679	↑
Cost Of Sales	\$751,557	\$818,116	\$-66,560	↓
Gross Profit	\$1,295,950	\$851,711	\$444,238	↑
Gross Margin %	63%	51%	12%	↑
Expenses	\$679,628	\$635,508	\$44,122	↑
Net Income (before tax)	\$616,322	\$216,206	\$400,116	↑
Net Margin %	30%	13%	17%	↑

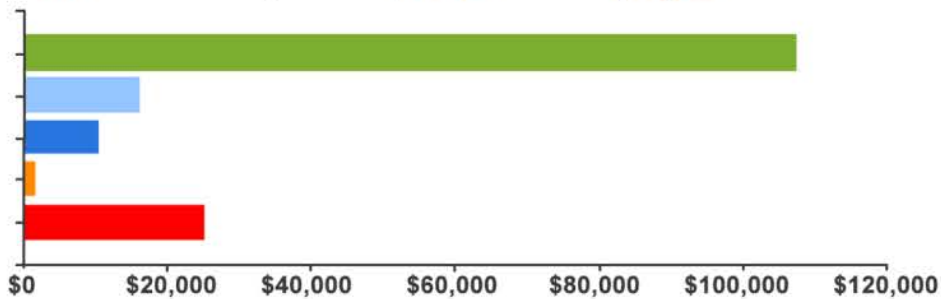
Cumulative Revenue



Receivable

Receivable	Dec	Last Month
Current	\$107,190	\$122,924
1 - 30 days	\$15,734	\$10,307
31 - 60 days	\$10,307	\$1,145
61 - 90 days	\$1,145	\$-34
90+	\$24,839	\$24,873
Total	\$159,215	\$159,215

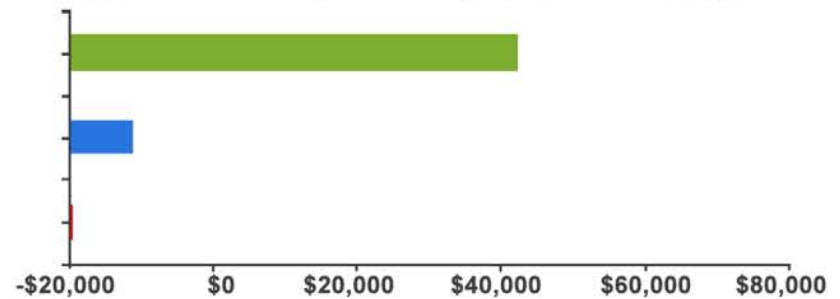
Days
16



Payable

Receivable	Dec	Last Month
Current	\$60,616	\$70
1 - 30 days	\$0	\$0
31 - 60 days	\$9,987	\$0
61 - 90 days	\$0	\$0
90+	\$-145	\$-145
Total	\$70,458	\$70,458

Days
40





Sample Business

Dec 2011

Balance Sheet This Year / Last Year

	Dec	Begin Year	Diff	
Current Assets	\$709,706	\$142,618	\$567,088	↑
Non Current Assets	\$857,405	\$667,346	\$190,059	↑
Current Liabilities	\$126,847	\$246,939	\$-120,092	↓
Non Current Liabilities	\$625,813	\$364,896	\$260,917	↑
Net Assets	\$814,450	\$198,129	\$616,322	↑
Share Capital	\$116,386	\$116,386	\$0	
Retained Earnings	\$81,743	\$-30,377	\$112,120	↑
Current Year Earnings	\$616,322	\$31,631	\$584,691	↑
Equity	\$814,450	\$117,639	\$696,811	↑

Cash Position and Ratios

	Dec	Last Month	Diff	
Available Cash	\$568,957	\$468,778	\$100,179	↑
Bank Accounts	\$564,747	\$462,897	\$101,850	↑
Credit Cards	\$0	\$0	\$0	
Other	\$4,210	\$5,881	\$-1,671	↓
Critical Ratios	Dec	Last Month	Dec Last Year	
Total Exp as % Revenue	39.2%	27.6	52.8%	↑
Salaries & Wages as % Revenue	17.1%	7.7%	23.6%	↑
Current Ratio	5.6	2.6	2.4	↑
Return on Capital	7.5%	30.2%	-2.1%	↓

Top 10 Products and Services

	Month Revenue	% of Total	YTD Revenue	% of Total
Paint 5	\$35,700	13.40%	\$35,700	1.08%
Paint 20	\$21,546	8.09%	\$57,492	1.74%
Paint 1	\$16,928	6.36%	\$33,292	1.01%
Ladder Ext	\$16,710	6.27%	\$24,508	0.74%
Ladder Step	\$15,584	5.85%	\$82,663	2.50%
Ladder Small	\$14,856	5.58%	\$495,181	14.95%
Platforms	\$13,510	5.07%	\$83,351	2.52%
Ground Sheets	\$12,382	4.65%	\$21,691	0.65%
Brushes Large	\$9,468	3.55%	\$9,468	0.29%
Brushes Medium	\$8,856	3.32%	\$8,856	0.27%
Total		62.14%		25.75%

Top 10 Customers

	Month Revenue	% of Total	YTD Revenue	% of Total
Wilson	\$49,038	18.14%	\$49,038	1.50%
Owens	\$35,700	13.21%	\$58,200	1.78%
Adams*	\$31,330	11.59%	\$31,330	0.96%
Smith*	\$30,501	11.28%	\$30,501	0.93%
Matthews	\$27,964	10.35%	\$92,496	2.82%
Mooney	\$23,468	8.68%	\$54,317	1.66%
Patterson	\$13,883	5.14%	\$13,883	0.42%
Skelton	\$9,690	3.58%	\$9,690	0.30%
Murphy*	\$8,753	3.24%	\$8,753	0.27%
Collier	\$6,089	2.25%	\$8,705	0.27%
Total		87.46%		10.91%

Top 10 Clients owing money

	Overdue	Current	Total
Adams	\$7,700	\$0.00	\$7,700
Mariconte	\$5,504	\$0.00	\$5,504
Whitworth	\$5,400	\$0.00	\$5,400
Smith	\$4,907	\$0.00	\$4,907
Horton	\$4,458	\$0.00	\$4,458
Murphy	\$3,850	\$0.00	\$3,850
Shaw	\$3,750	\$0.00	\$3,750
Manchester	\$2,402	\$0.00	\$2,402
Wallace	\$1,277	\$0.00	\$1,277
Kew	\$1,145	\$0.00	\$1,145

Top 10 Suppliers I need to pay

	Overdue	Current	Total
Opal Paints	\$9,987	\$4,607.00	\$14,594
Lightwell Paints	\$429	\$0.00	\$429
Signwrite ladders	\$337	\$0.00	\$337
Al-made ladders	\$0	\$26,166.50	\$26,166
Canvas Goods	\$0	\$11,859.76	\$11,860
Paint N Brushes	\$0	\$11,580.00	\$11,580
All Brushes	\$0	\$1,621.95	\$1,622
McClenahan Suppliers	\$0	\$1,349.46	\$1,349
City Central	\$0	\$492.88	\$493
Welldone Solutions	\$0	\$391.00	\$391

Explanations

- For an explanation of the colour logic and KPIs within this document, click here.