

WTL DESIGN

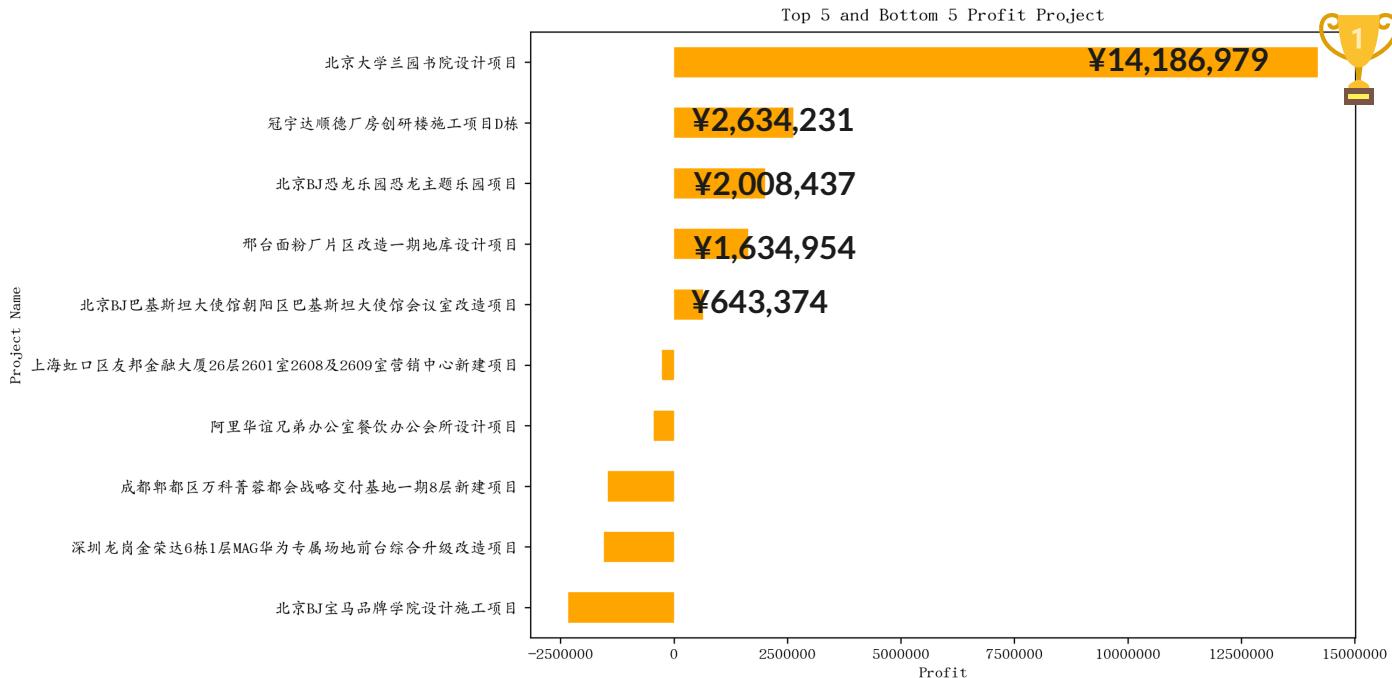
FINANCIAL REPORT

202X Q3

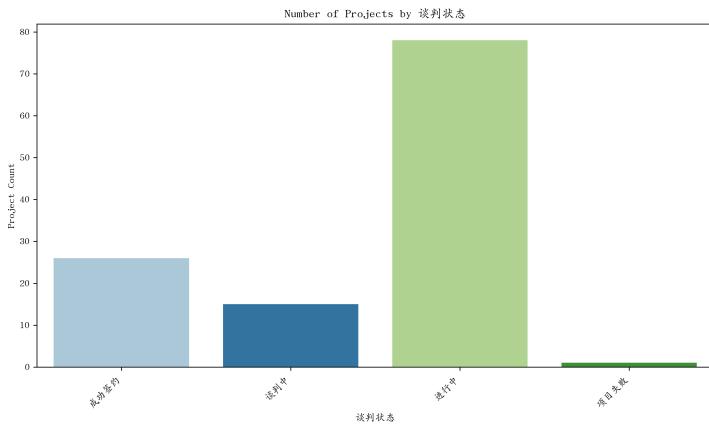
Shuran Yang
Analyst

OCT 27TH, 202X

Profit by Project and Status



GS Projects Status



(82% new and in-progress projects)



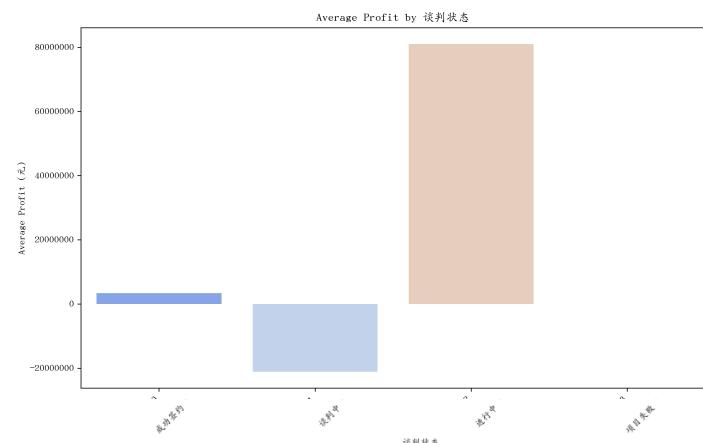
100 + new projects including secured and in-progress.



Only one failed, and 10+ in the process of negotiation.



Profit by Project Status



¥80,000,000 profit from in-progress projects.



Negative profit for negotiation projects because of a work error on 正午阳光 project.

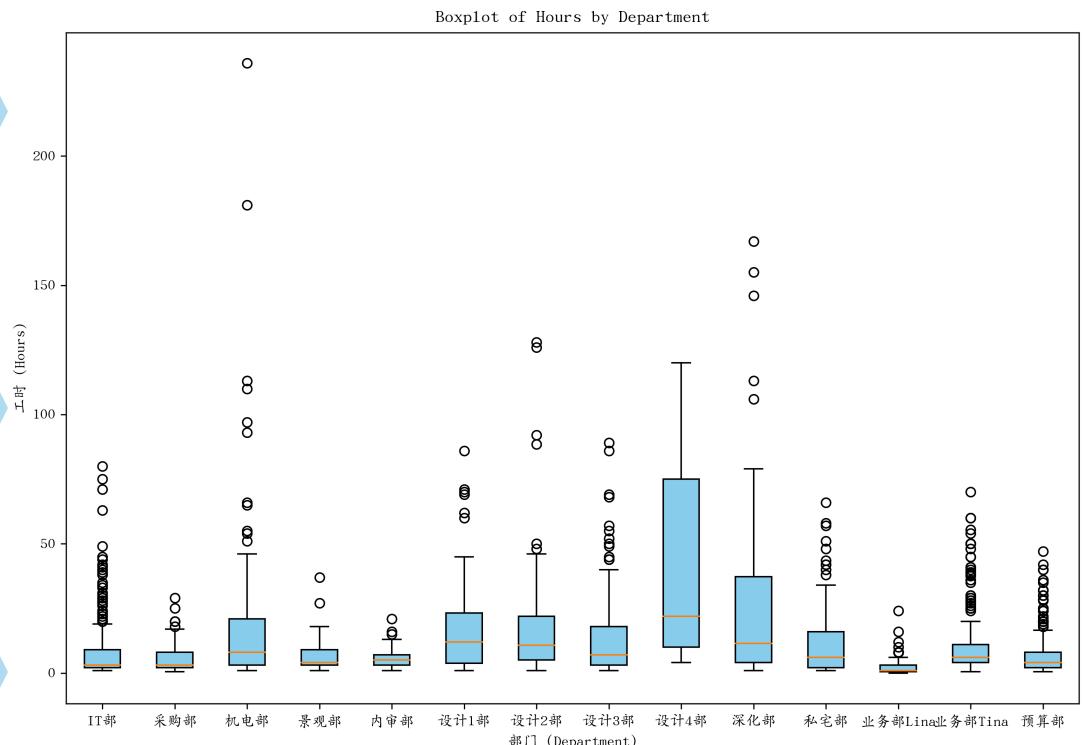
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Work Hour and Labor Efficiency

设计4部, 深化部 have the highest work hours in quarter 3. Workloads could be distributed more evenly for work-life balance.

IT部, 采购部, 景观部, 私宅部 have tighter IQRs, indicating more consistent working hours across employees.

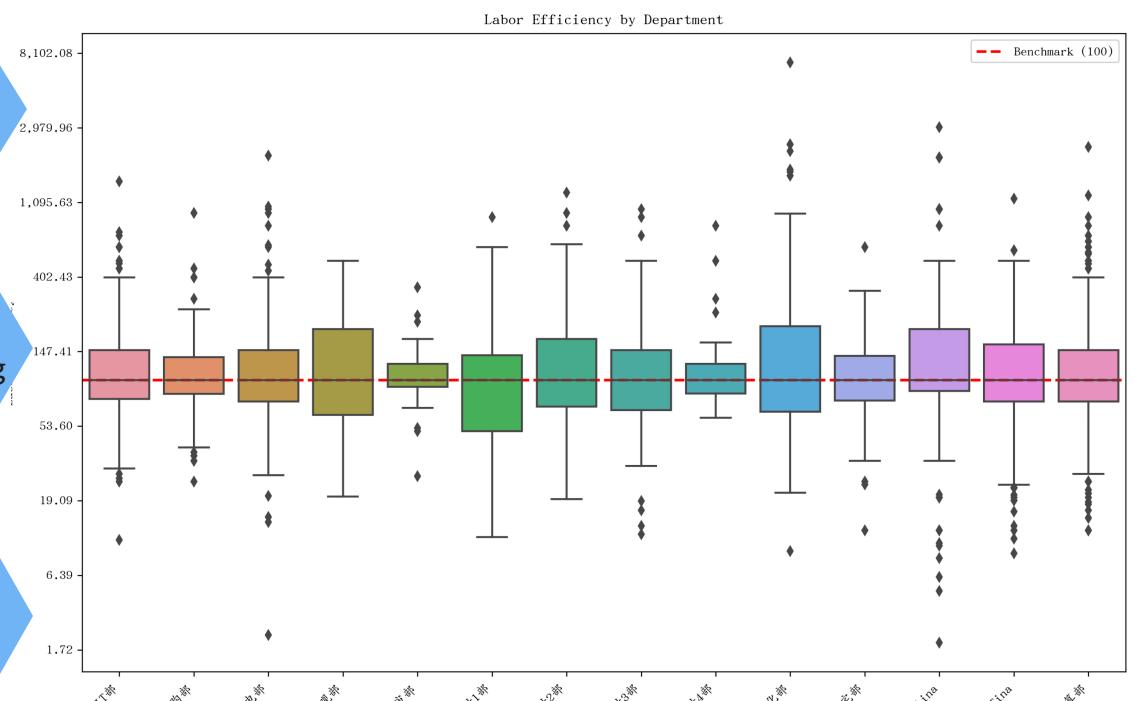
Specific tasks required significantly more hours than typical. These outliers are especially prevalent in the 机电部, 设计2部, 深化部.



Departments including 机电部, 设计部Lina, Tina, 深化部, 设计2部, 景观部 have a high-efficiency level.

机电部, 深化部 shows the highest median efficiency, indicating potential for sharing best practices.

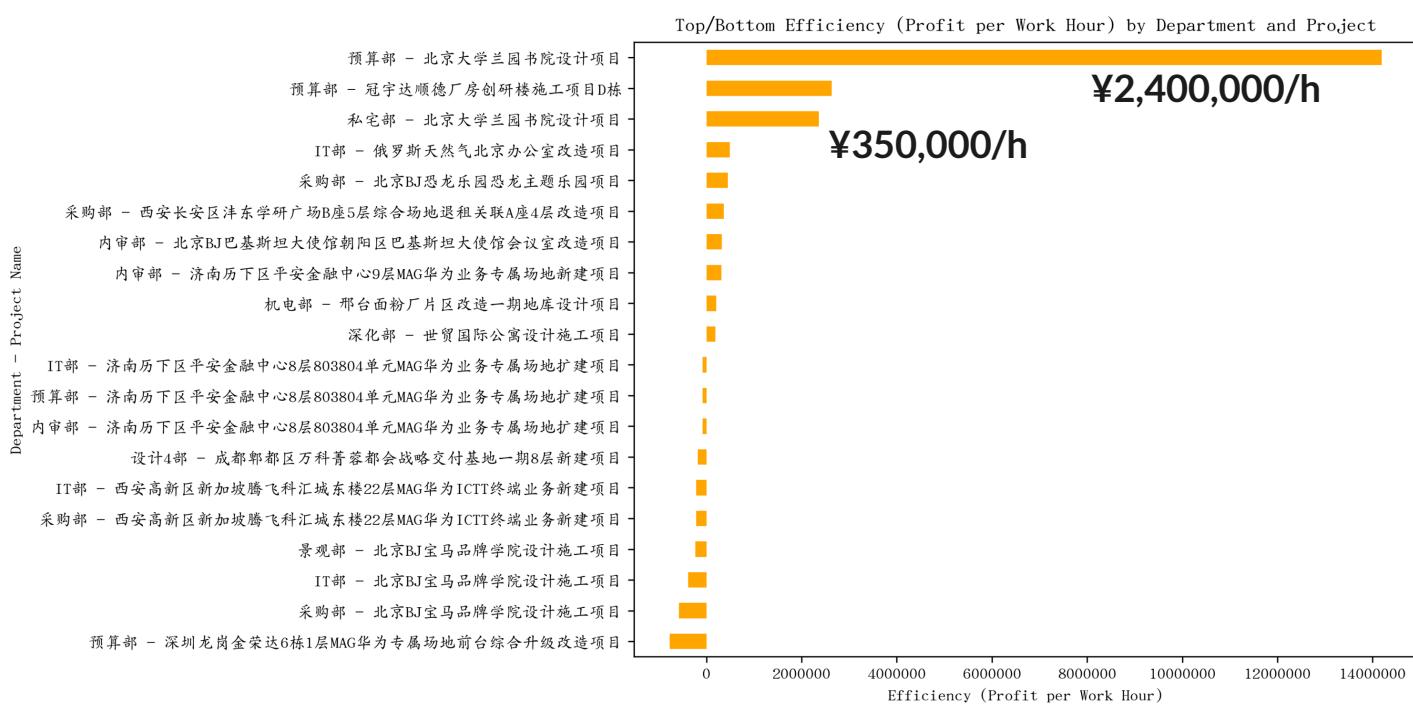
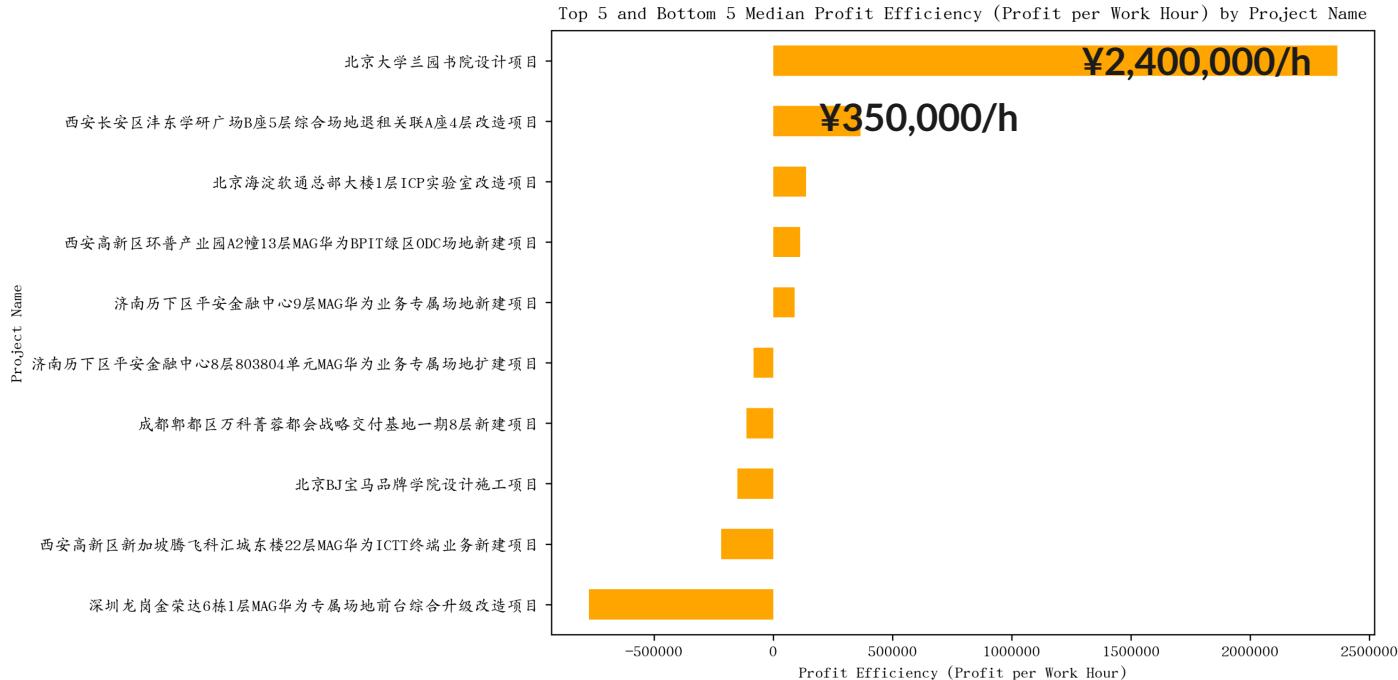
深化部, 景观部, 设计1部, ... showing large variability may benefit from process reviews and standardization efforts to stabilize performance.



Of course, there are some significantly high outliers, for example 机电部. These may represent isolated high-efficiency performances or data anomalies that need investigation.

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Profit Efficiency by Project and Dept



北京大学兰园书院设计项目	冠宇达顺德厂房创研楼施工	北京大学兰园书院设计项目	俄罗斯天然气北京办公室改造	北京恐龙乐园恐龙主题乐园项目
预算部	预算部	私宅部	IT部	采购部
¥14,186,979/h	¥2,634,231/h	¥2,364,496/h	¥494,301/h	¥446,319/h

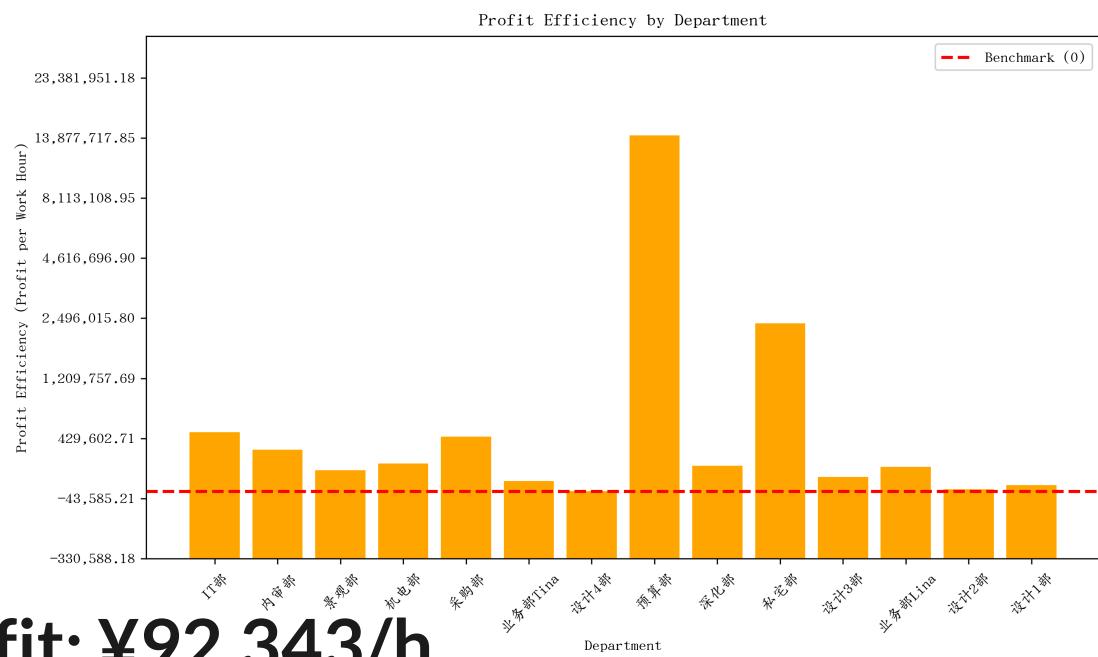
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Profit Efficiency Analysis in Depth

预算部, 私宅部
outperforms others with a very high profit efficiency.

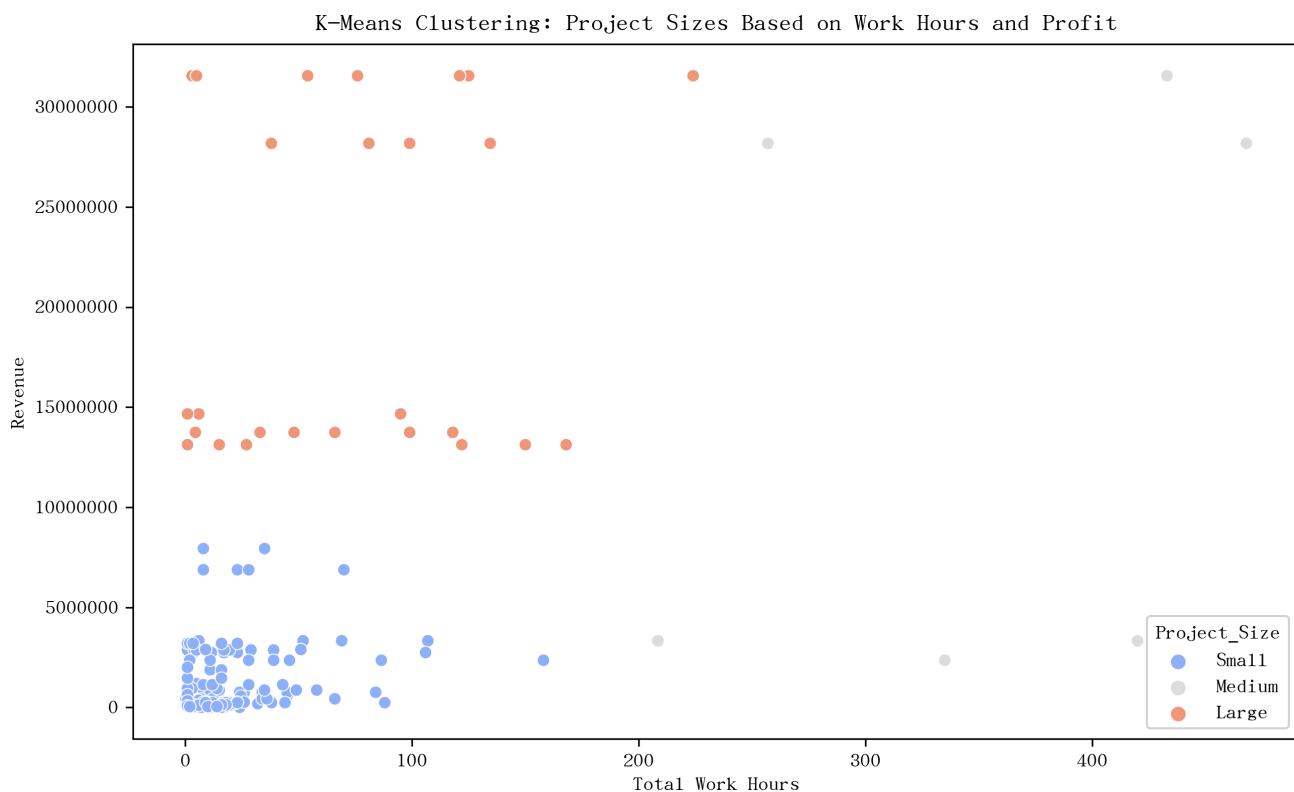
IT部, 采购部 also show strong profit efficiency. All departments at WTL have positive profit efficiency above the benchmark.

Maximum ¥14,186.979 can be made per hour.



Average Profit: ¥92,343/h

For deeper analysis, we classify projects to small, medium, large, based on revenue and work hours.

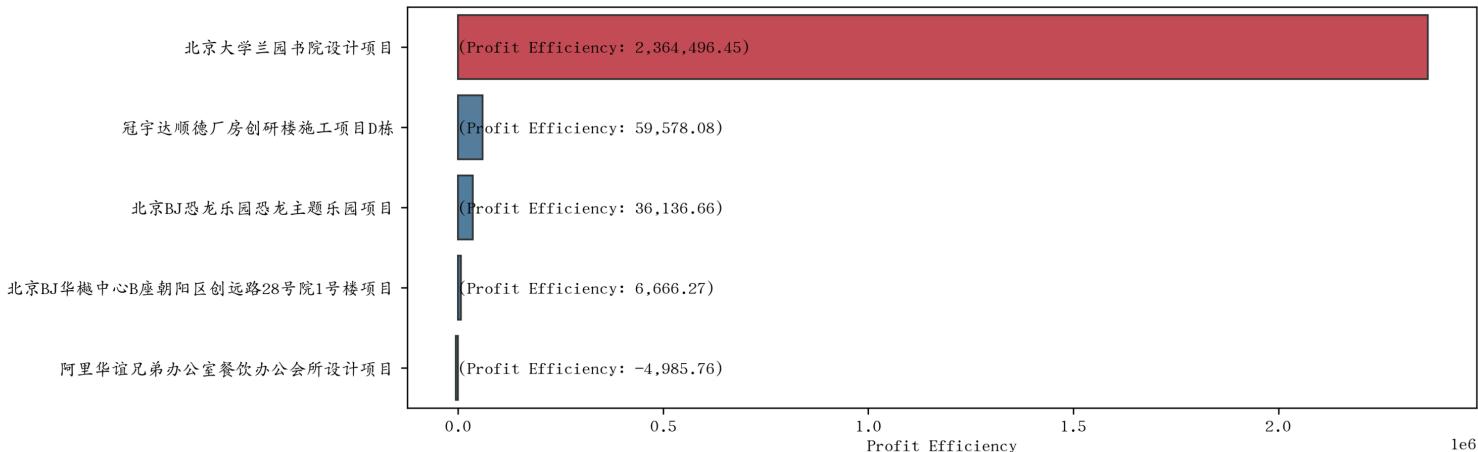


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Large Project Profit

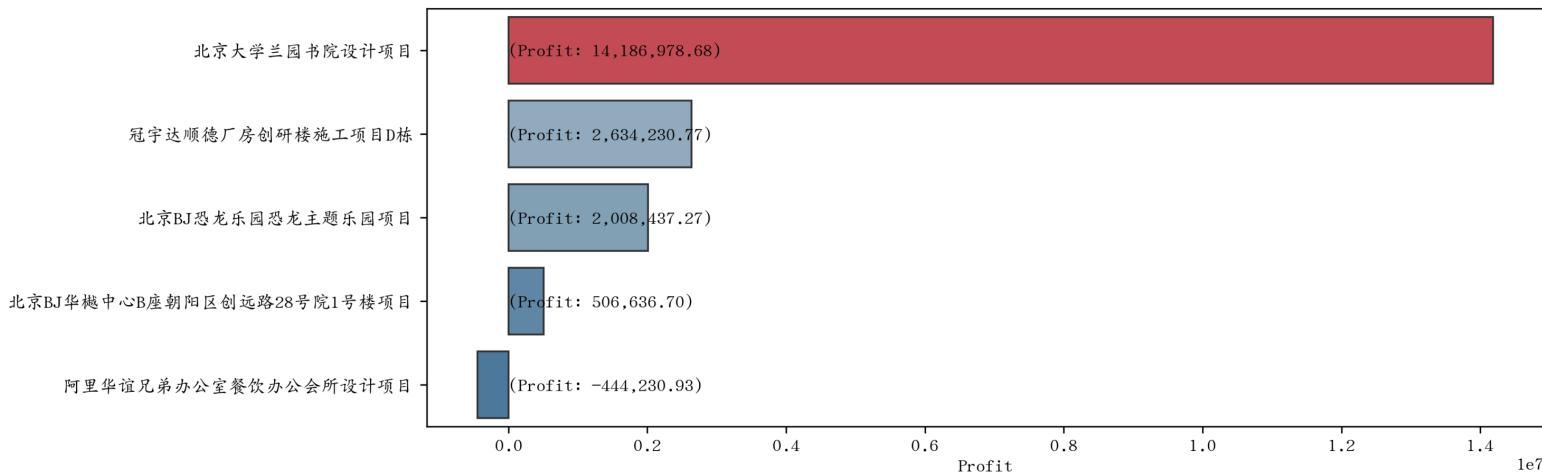
Project Name

Profit Efficiency by Project for Large Projects



Project Name

Profit Ranking by Project for Large Projects

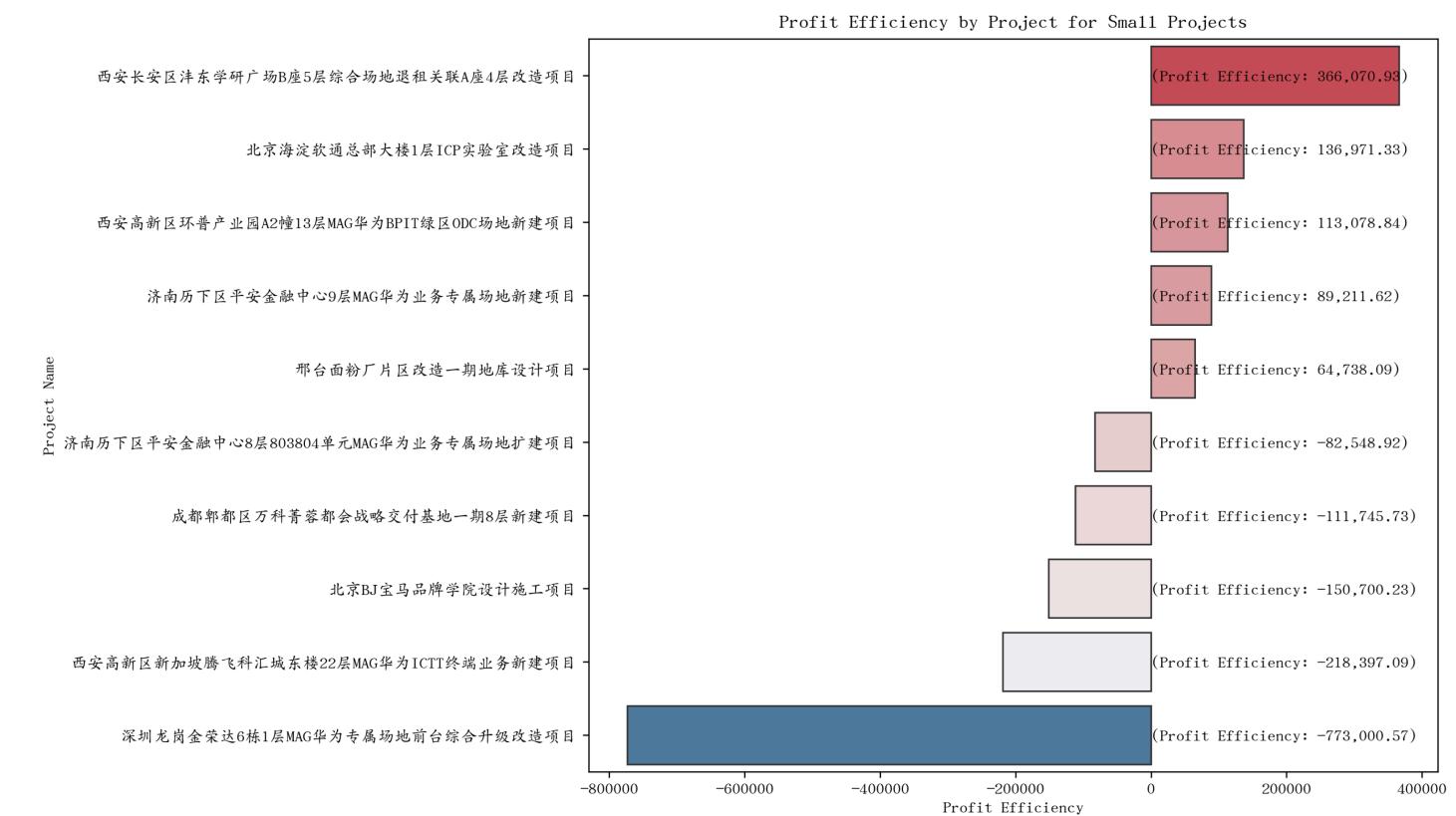
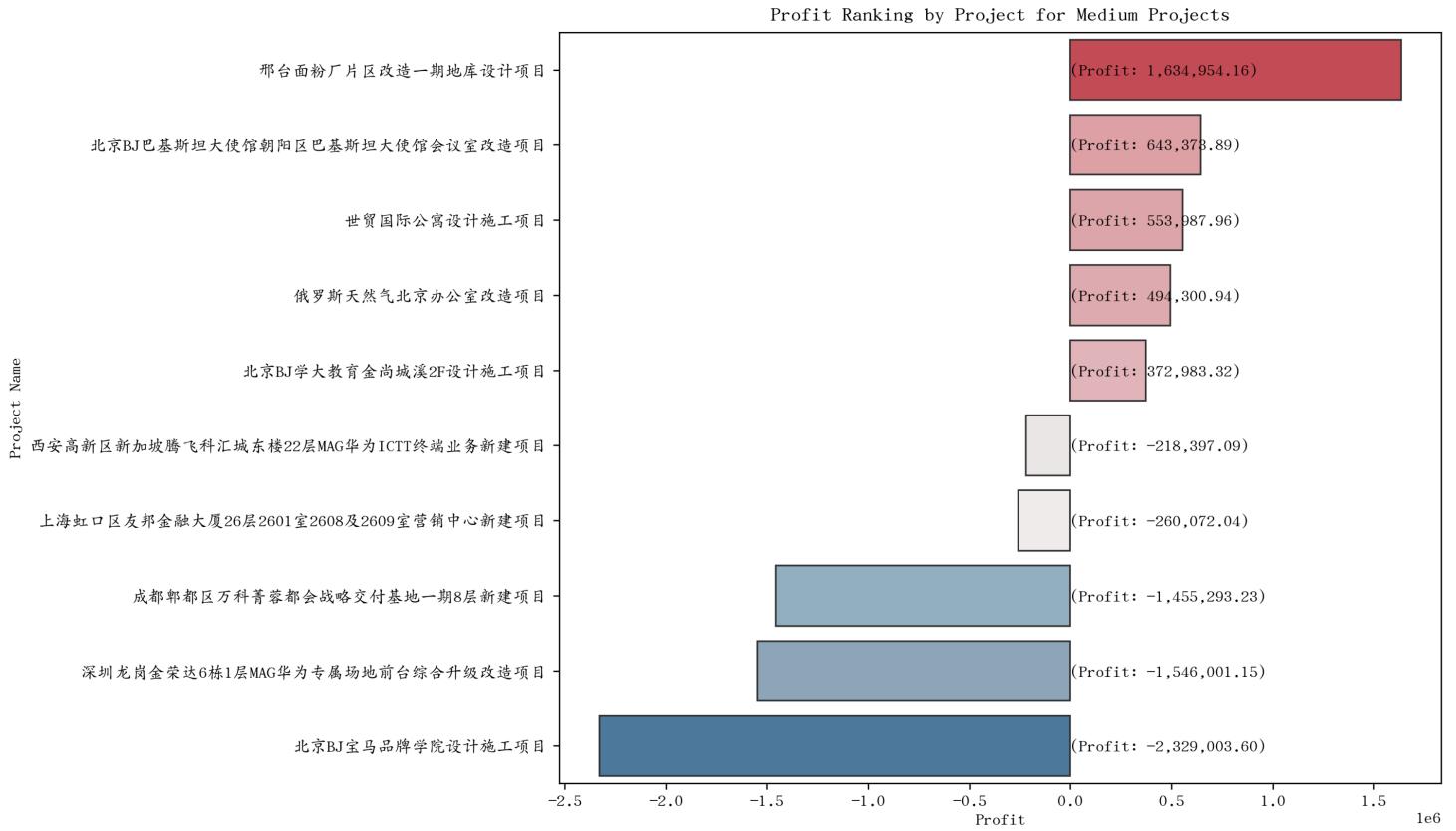


北京大学兰州书院设计项目 is by far the most profitable and efficient project.

冠宇达顺德厂房创新楼施工项目D栋	北京BJ恐龙乐园恐龙主题乐园项目	北京BJ华樾中心B座	阿里华谊兄弟办公楼餐饮办公会所
Earned ¥2,634,231 and have positive profit efficiency.	Earned ¥2,008,437 and have positive profit efficiency.	Earned ¥506,637 and have profit efficiency slightly above zero.	The only project with a negative profit efficiency and a slight loss of ¥-444,231.
Managed resources well and generated solid returns, though not as outstanding as the top project.	Managed resources well and generated solid returns, though not as outstanding as the top project.	Lower profit margin compared to the higher-ranking projects. This project could be stable but may need optimizations to enhance efficiency further	This suggests challenges with cost control, potential overestimation of revenue, or inefficient resource allocation.

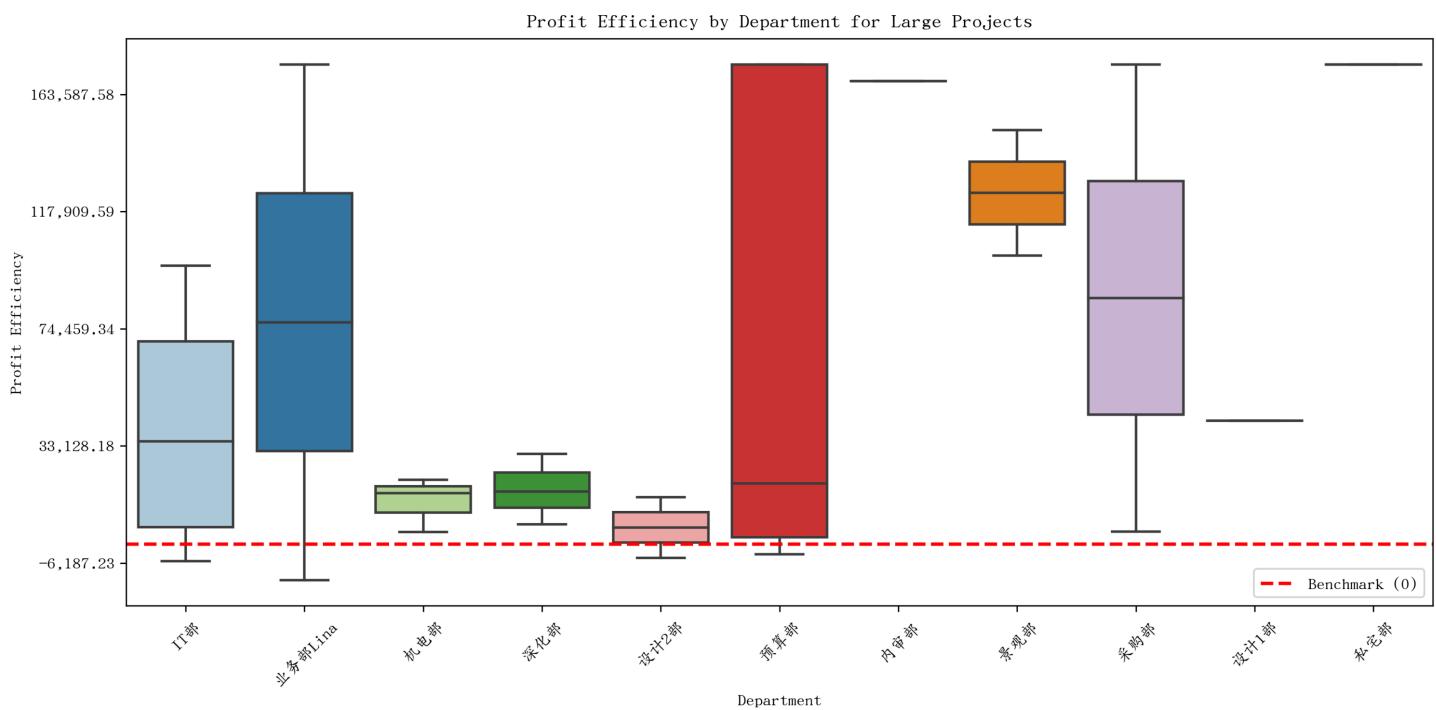
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Medium-Small Project Profit



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Large Project Efficiency by Dept

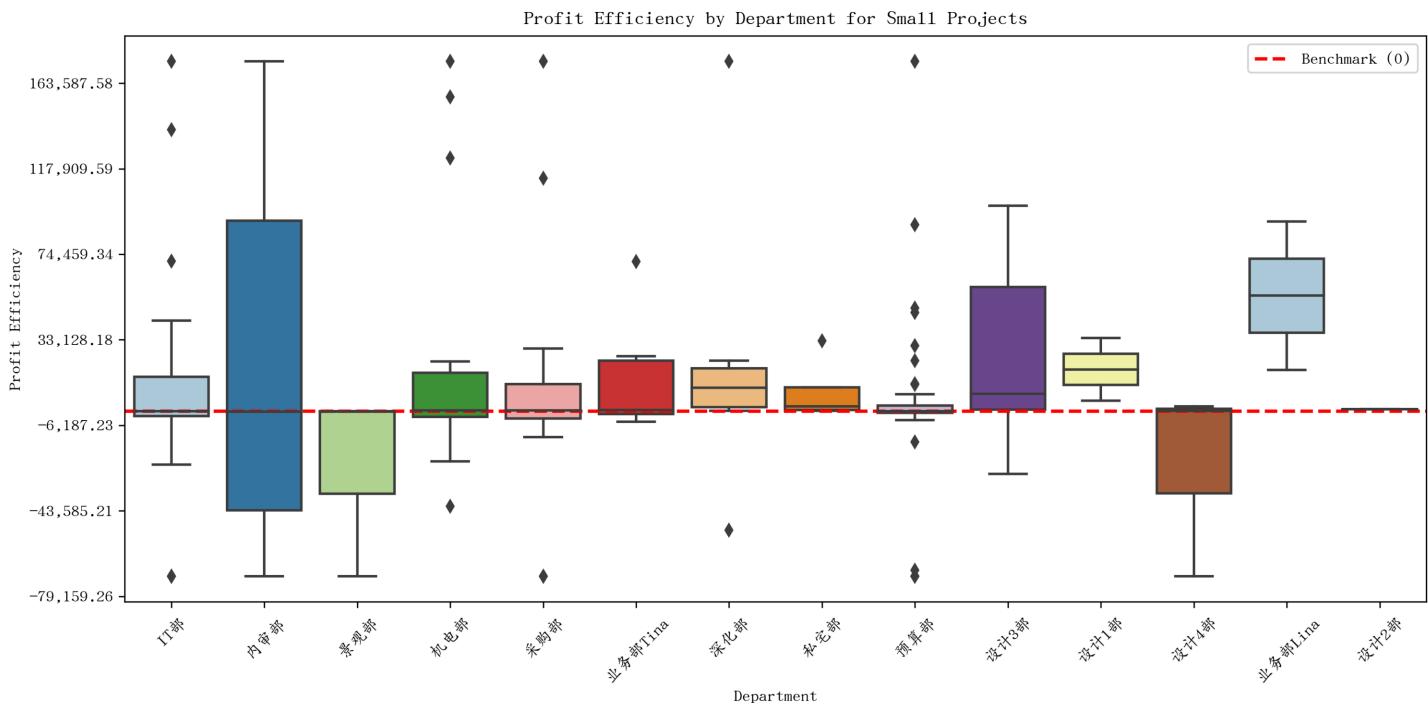


Comparative Analysis and Recommendations

Department	Performance	Benchmark	Observation
IT部	Moderate to high profit efficiency with some variability	Mostly above benchmark	Generally consistent performance with occasional dips below benchmark. Good overall profitability.
业务部Lina, 采购部	High median efficiency with a wide range	Mostly above Benchmark	Strong performer, indicating effective project management and high-profit potential across large projects..
机电部, 深化部, 设计2部	Moderate and stable efficiency	Mostly above benchmark	Stable performance with little variation. Could benefit from efficiency improvements to boost profit margins.
预算部	Moderate to high efficiency, very high variability, large range	Nearly all above benchmark	Large range of profit efficiencies with major fluctuations. Indicates potential issues with cost control and budget allocation.
景观部	Extremely high and stable profit efficiency	Way above benchmark	Strong performer and stable performer, likely with reliable budgeting and project management practices. Suitable for steady, low-risk, high profit projects.
内审部, 设计1部, 私宅部	High efficiency	Above benchmark	Data sample is small; may not be able to show the whole picture.

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Small Project Efficiency by Dept

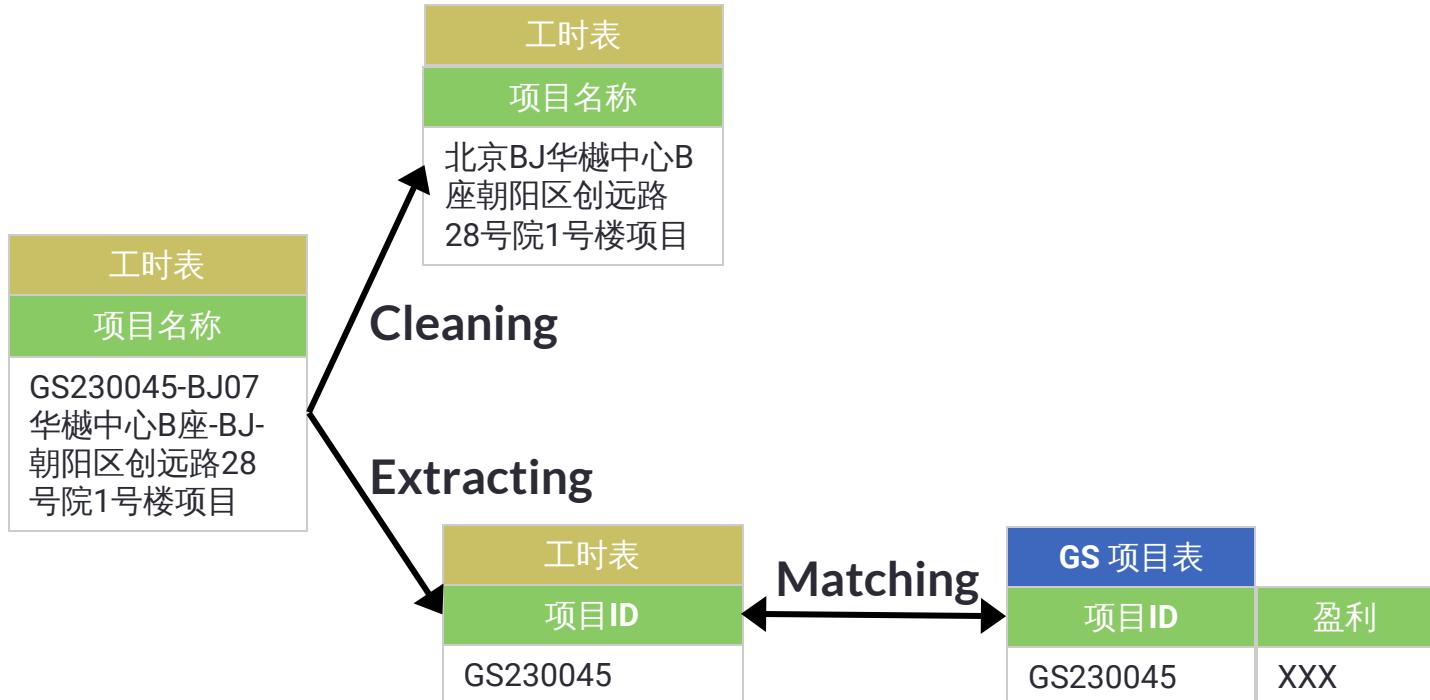


Comparative Analysis and Recommendations

Department	Performance	Benchmark	Observation
业务部Lina	High and stable profit efficiency	All above benchmark	Strong performer with consistent profitability and little variability; effective in managing small projects.
IT部, 业务部Tina, 私宅部	Moderate profit efficiency with a narrow range	Mostly above benchmark	Stable, low-risk performer with little variability; reliable but could benefit from optimizations.
内审部, 设计3部	Moderate profit efficiency with a wide range	Mostly above benchmark	Performs well with moderate variability, suggesting effective management in smaller projects.
机电部, 采购部, 深化部	Moderate profit efficiency with outliers	Mostly above benchmark	Stable performance with little variation. Could benefit from efficiency improvements to boost profit margins.
景观部, 设计4部	Low efficiency	Nearly all below benchmark	Projects they work on are making negative profit, which lead to a negative profit efficiency. May not be suitable for small projects.

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NLP in Project Matching



工时表	
项目描述	项目名称
1、图纸输出-北京 海淀软通总部大楼 5层高管区域楼梯 地砖维修改造项目	N/A

ISS 项目表	
项目名称	盈利
北京海淀软通 总部大楼5层 高管区域楼梯 地砖维修改造 项目	XXX

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Efficiency Calculation

Labor Productivity

$$\text{Labor Productivity} = \frac{\text{Value of Goods & Services Produced}}{\text{Input Man Hour}}$$



Labor/product

- Directly measures the productivity of employees, making it ideal for understanding how effectively labor time translates into output
- **Have not implemented yet**

Additive Profit Efficiency

$$\text{Profit Efficiency} = \frac{\text{Profit}}{\text{Work Hours}}$$

Profit/hour

- Useful for assessing how effectively labor time is converted into profit.
- For projects with negative profit, adding more work hours can make profit per hour appear “better” (less negative), even though it doesn’t reflect improved project outcomes.

Labor Efficiency Calculation

Formula:

$$\text{Labor Efficiency} = \frac{\text{Actual Work Hours}}{\text{Benchmark Work Hours}}$$

Multiplicative Profitability Efficiency

$$\text{Profitability Efficiency} = \frac{\text{Revenue}}{\text{Cost}}$$

Actual Hour/benchmark hour

- Shows how actual labor hours compare to a standard, making it easy to identify underperformance or overperformance in time management.
- Heavily depends on the quality and relevance of the benchmark.

Revenue-to-Cost Ratio

- Help identify cost-effectiveness
- **Have not implemented yet**

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Limitation in Analysis

Department

- Could have grouped departments into 业务, 设计
- And then perform analysis on each 'group'

Locations

- Noticed that there is location information for example 北京, 成都 in project names
- Consider visualize the geological distribution in the future

Limited understanding in finance

- I have limited knowledge in finance, efficiency formula as mentioned on last page may need more thinking and improvement

Data missing

- Revenue data missing, not able to interpolate yet, need to figure out if it is system error or not
- If no way to recover it, may consider using models to predict a reasonable guess

Always need to know the story

- In real practice, it is necessary to check in with each department, make sure the data is correct, and learn about their project details

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Reproductivity and Automation

