
Performance Dashboard

Vanderlay Industries
Jun 2018



KPI Results

	RESULT	TARGET		TREND	IMPORTANCE
A PROFITABILITY	JUN 2018			vs MAY 2018	
Total Revenue	\$569,621	\$641,852	✗	▲ 5.5%	Critical
Gross Profit Margin	73.7%	73.78%	✗	▲ 2.64%	High
Profitability Ratio	14.47%	14.18%	✓	▲ 1.31%	Critical
Net Profit After Tax Margin	14.07%	13.76%	✓	▲ 1.02%	Medium
Wages-to-Sales *	16.4%	15.7%	✗	▼ -0.6%	Medium
Rent-to-Sales *	6.4%	6.4%	✗	▼ 0%	Low
B ACTIVITY					
Activity Ratio	3.19 times	2.00 times	✓	▲ 0.04 times	High
C EFFICIENCY					
Return on Equity	66.43%	15%	✓	▲ 7.05%	High
Return on Capital Employed	46.11%	12.5%	✓	▲ 4.63%	Critical
D ASSET USAGE					
Asset Turnover	2.25 times	5.00 times	✗	▼ -0.14 times	Medium
Working Capital Absorption *	1.7%	25%	✓	▼ -1.47%	Low
E LIQUIDITY					
Current Ratio	2.42:1	2.00:1	✓	▼ -0.31:1	Medium
Quick Ratio	1.74:1	1.00:1	✓	▼ -0.11:1	Medium

Revenue Analysis

REVENUE

\$569,621

▲ 5.5% from last month



A measure of revenues received by the company for goods sold during the current month. The upcoming pricing review may assist to improve total turnover.

TOTAL REVENUE (2017/2018)

\$5,708,497

▲ 49.9% from last year (YTD)



A measure of the cumulative Total Revenue received from goods sold during the FY. The business has achieved significant revenue growth during this period.

OTHER INCOME

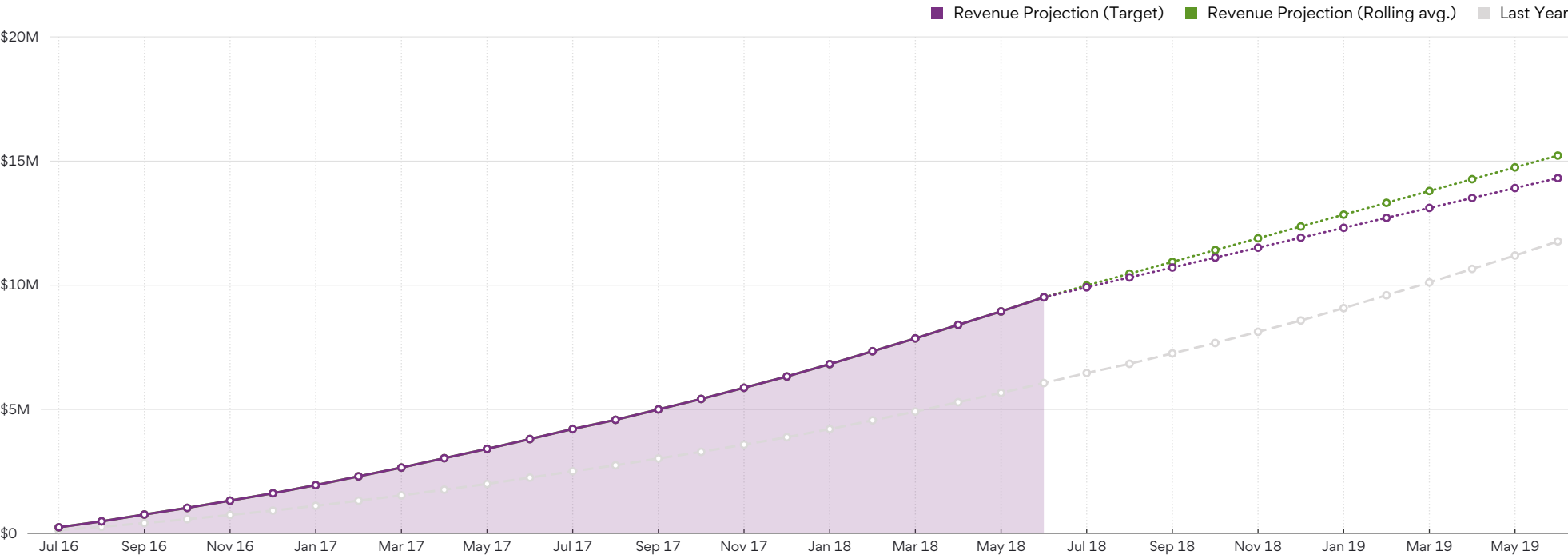
\$34,017

▲ 11.8% from last month



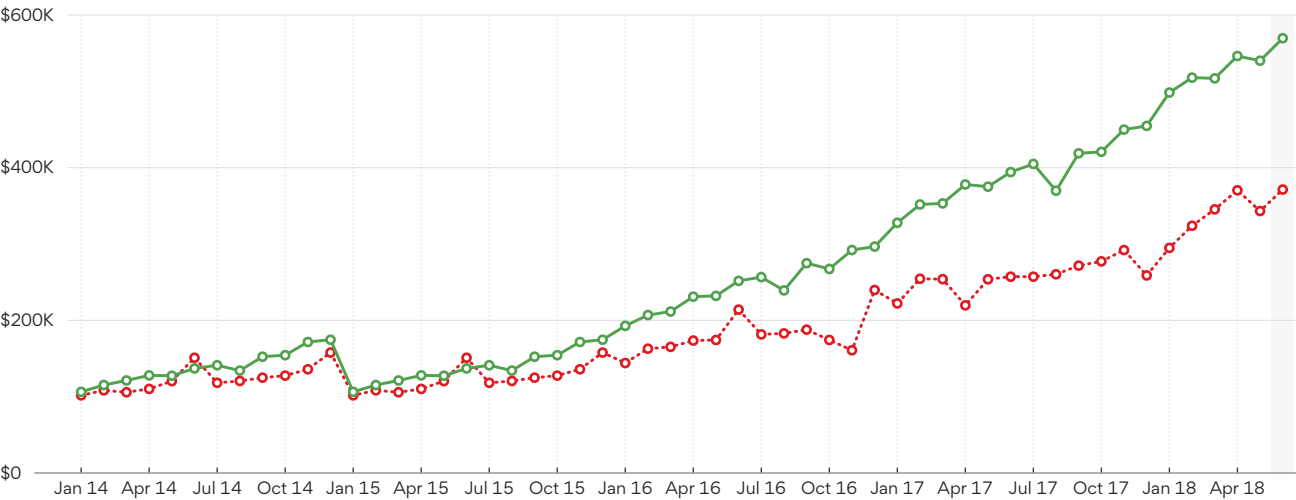
This includes income that does not come from the company's main business, such as interest on investments.

Cumulative Revenue

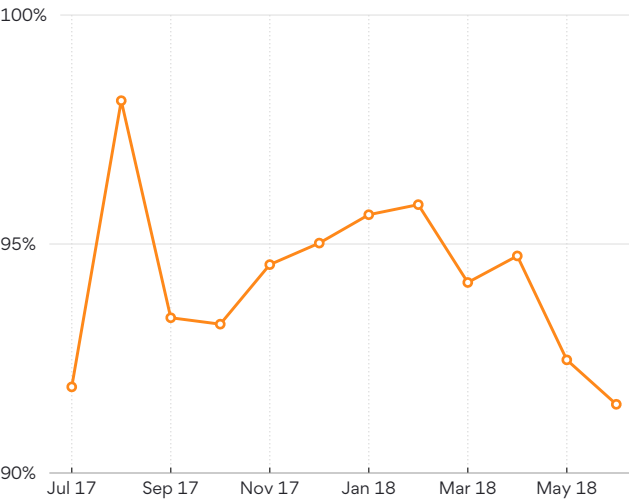


Revenue & Expenses

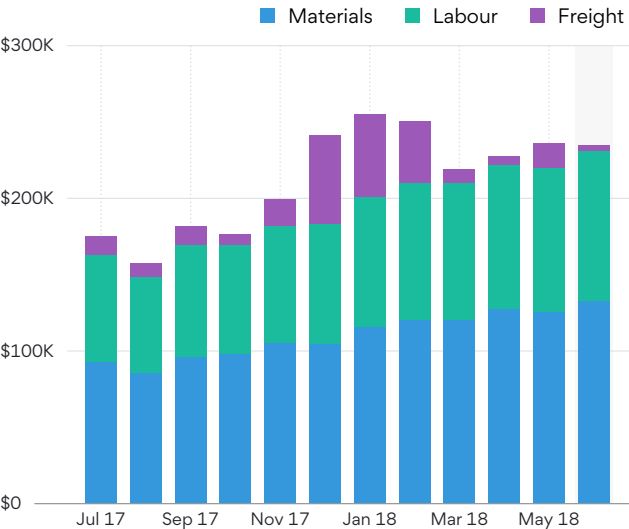
Revenue & Expenses for all time



Expense-to-Revenue Ratio



Cost of Sales



Cost of Sales breakdown

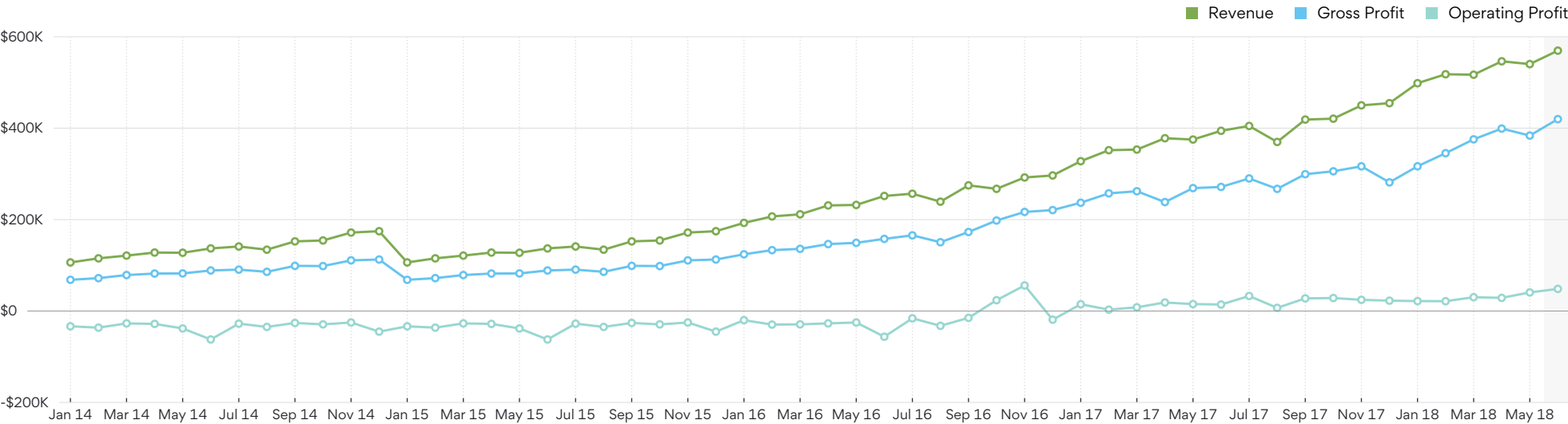
Materials	\$132,615
Commissions	\$14,108
Freight	\$3,112

Top 10 Expenses

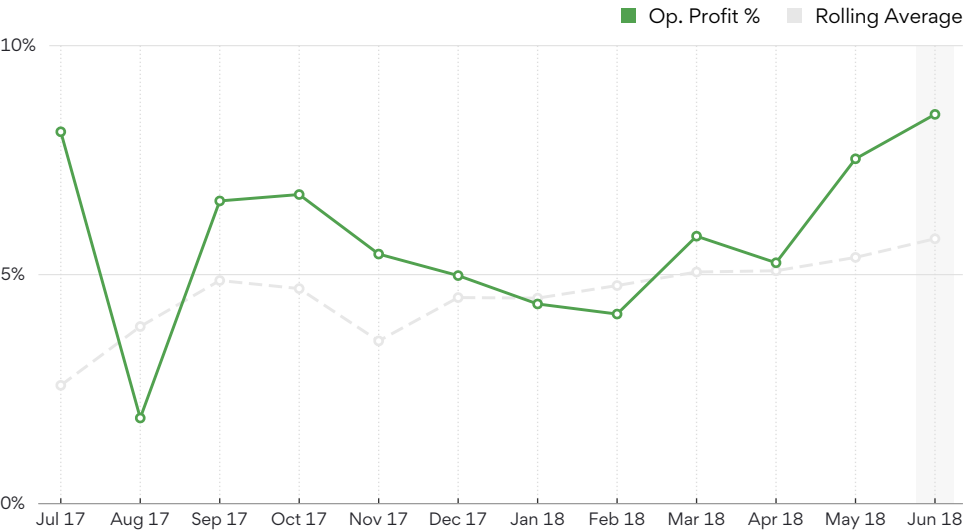
Labour	\$98,756
Salaries & Wages	\$93,118
Income Tax Expense	\$39,530
Rent	\$36,681
Entertainment	\$13,458
Advertising & Promotions	\$13,295
Contractors	\$13,263
General Expenses	\$9,281
Telephone & Internet	\$9,255
Consulting Fees	\$9,047

Profitability

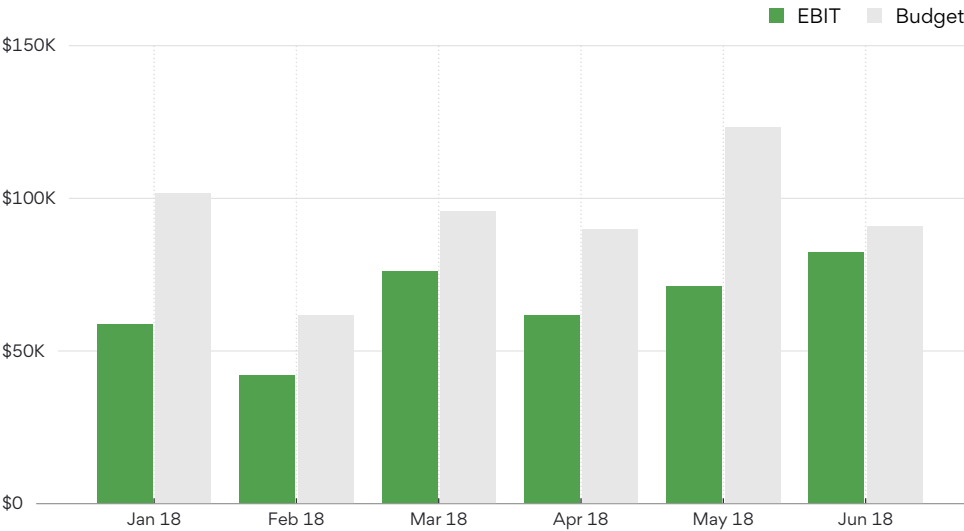
Profitability for all time



Operating Profit %



EBIT vs Budget (Last 6 months)



Key Numbers

TOTAL REVENUE

\$569,621

▲ 5.5% from last month



GROSS PROFIT MARGIN

73.7%

▲ 2.64% from last month



PROFITABILITY RATIO

14.47%

▲ 1.31% from last month



REVENUE GROWTH

5.45%

▲ 6.57% from last month



RETURN ON EQUITY

66.43%

▲ 7.05% from last month



EBIT GROWTH

15.93%

▲ 0.54% from last month



WAGES-TO-SALES

16.4%

▼ -0.6% from last month



ASSET TURNOVER

2.25 times

▼ -5.9% from last month



CURRENT RATIO

2.42:1

▼ -11.4% from last month



GROSS PROFIT GROWTH

9.37%

▲ 13.2% from last month



QUICK RATIO

1.74:1

▼ -5.9% from last month



NET VARIABLE CASH FLOW

71.91%

▲ 4.12% from last month



CASH ON HAND

\$1,599,532

▲ 33.7% from last month

