



Filter Panel

Period

YTD

MTD

Business Unit

All

Fiscal Year

2023

Fiscal Month

11. FEB

Income Statement

Balance Sheet

Expenses

Operating CF

131,881

Budget: : 85,565 (+54.13%)

Revenue

361,312

Budget: : 336,437 (+7.39%)

COGS

324,775

Budget: : 299,339 (+8.5%)

Gross Profit

36,537

Budget: : 37,098 (-1.51%)

Gross Profit %

10.1%

Budget: : 11.0% (-8.29%)

Ordinary Profit

7,720

Budget: : 4,903 (+57.45%)

Ordinary Profit %

2%

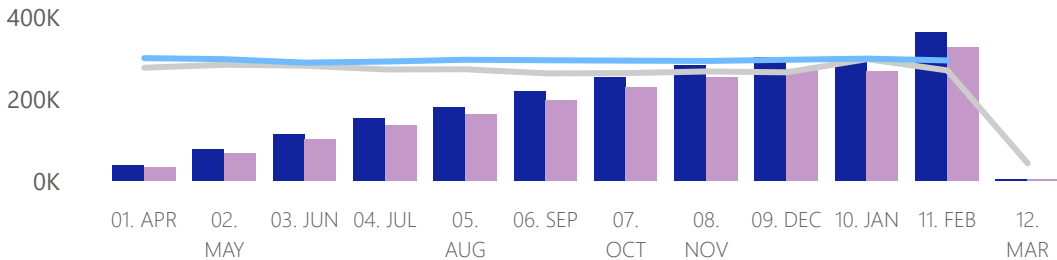
Budget: : 1% (+46.61%)

Income Statement - YTD

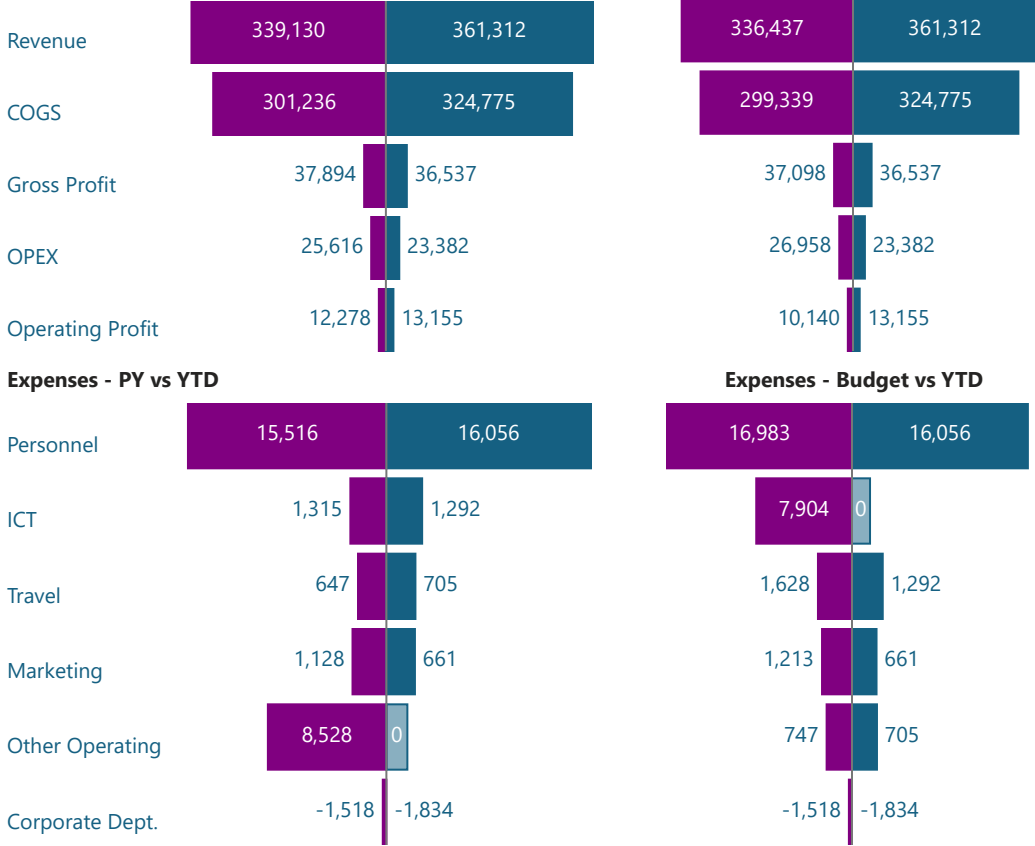
YEU Total (K EUR)		PY Result	Budget	Result	vs PY	vs Budget
Net Sales		339,130	336,437	361,312	6.5%	7.4%
Gross Profit		37,894	37,098	36,537	-3.6%	-1.5%
Gross Profit Ratio (%)		11	11	10	-1.1%	-0.9%
SG&A Expenses		25,616	26,958	23,382	-8.7%	-13.3%
	Personnel	15,516	16,983	16,056	3.5%	-5.5%
	Travel	647	747	705	8.9%	-5.7%
	Marketing	1,128	1,213	661	-41.4%	-45.5%
	ICT	1,315	1,628	1,292	-1.7%	-20.7%
	Corporate Dept.	-1,518	-1,834	-1,834	20.8%	20.9%
	Other Operating	8,528	7,904	6,503	-23.7%	-17.7%
SG&A Ratio (%)		8	8	6	-1.1%	-1.5%
Operating Profit		12,278	10,140	13,155	7.1%	29.7%
Operating Profit Ratio (%)		4	3	4	0.0%	0.6%
Non-operating Profit		-732	-2,623	-3,273	347.3%	24.8%
Result		11,546	7,517	9,882	-14.4%	31.5%

YTD Revenue vs COGS vs GP by Month

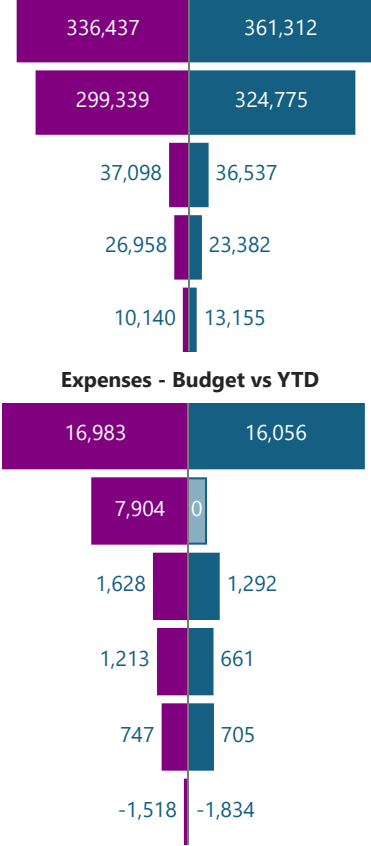
Revenue COGS GP Ratio (%) GP Budget Ratio (%)



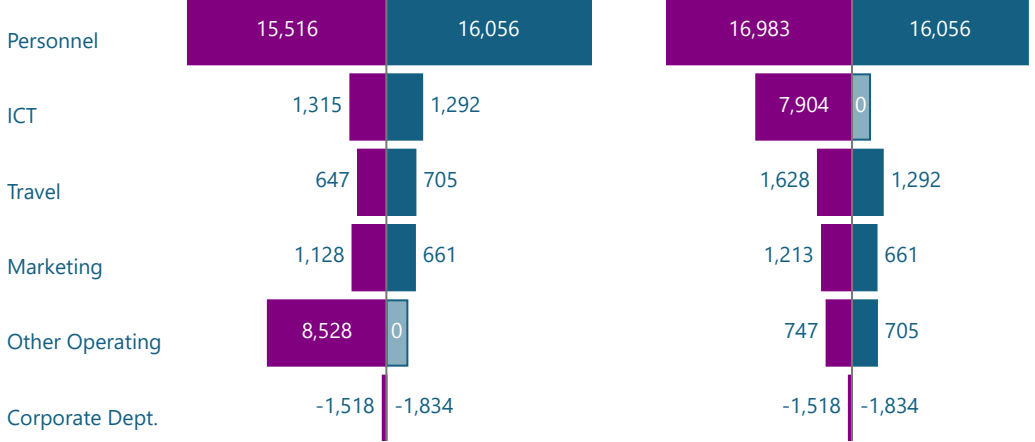
Income Statement Decomposition - PY vs YTD



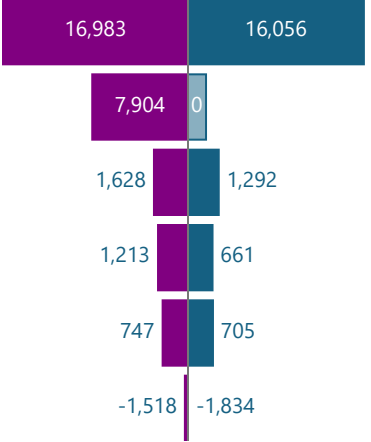
Budget vs YTD



Expenses - PY vs YTD

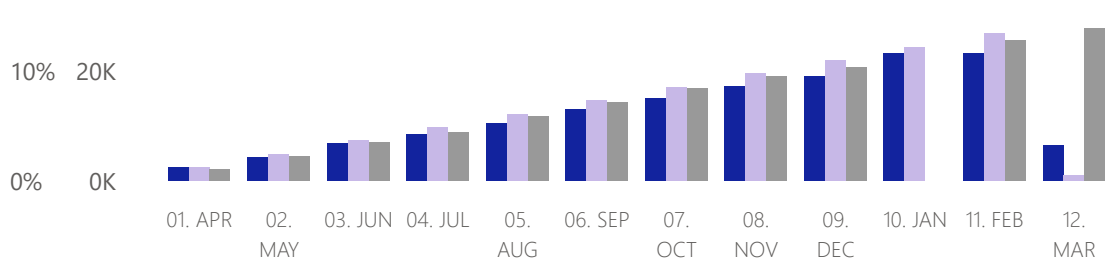


Expenses - Budget vs YTD



YTD Expenses by Month

CY Budget PY





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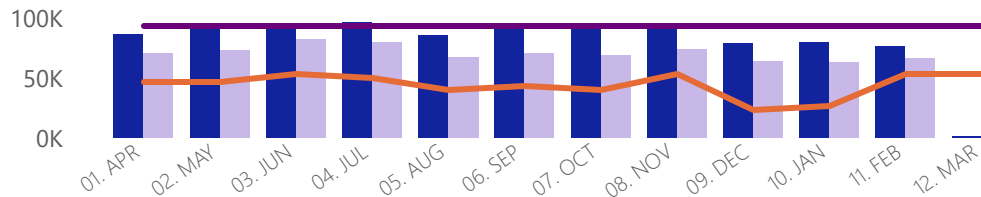
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Balance Sheet - YTD

YEU Total (K EUR)	Begin	Budget	Result	vs Begin	vs Budget
Cash	22,038	2,000	5,297	-16,741	3,297
A/R Incl Allowance	88,062	66,279	76,464	-11,598	10,185
Inventory incl Allowance	79,375	77,484	84,010	4,635	6,527
Other Current Assets	294,049	263,318	211,013	-83,036	-52,305
Group Loan					
Current Assets	483,525	409,081	376,784	-106,741	-32,297
Fixed Assets	6,877	8,034	7,169	292	-865
Total Assets	490,402	417,115	383,953	-106,449	-33,162
A/P	94,601	66,180	60,988	-33,612	-5,192
Loan Payable	71,250	4,679		-71,250	-4,679
Other Current Liabilities	47,041	49,161	45,454	-1,586	-3,706
Current Liabilities	212,891	120,020	106,443	-106,449	-13,578
Non-current Liabilities	0	-1	0	0	1
Total Liabilities	212,891	120,020	106,443	-106,449	-13,577
Total Equity	277,511	297,095	279,682	2,171	-17,414
Total Liabilities & Equity	490,402	417,115	386,124	-104,278	-30,991

Accounts Receivable vs Budget by Month

Accounts Receivable Budget NOD Actual NOD Budget



Number of Days

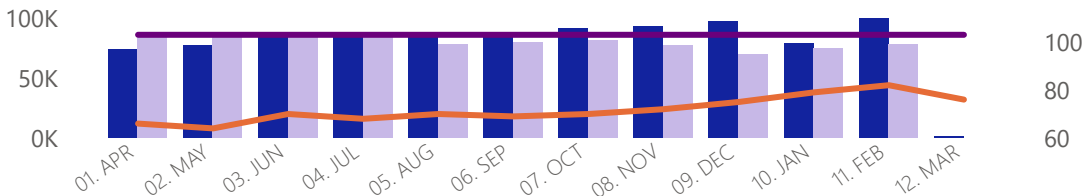
	Actual	Budget
CCC	82	103
Inventory NOD	76	95
Payables NOD	70	80
Receivables NOD	76	88

Operating CF Movement

	Actual	Budget
From Profit	6,683	4,859
Inventory Movement	-4,635	1,892
AR Movement	11,598	21,783
AP Movement	33,612	28,420

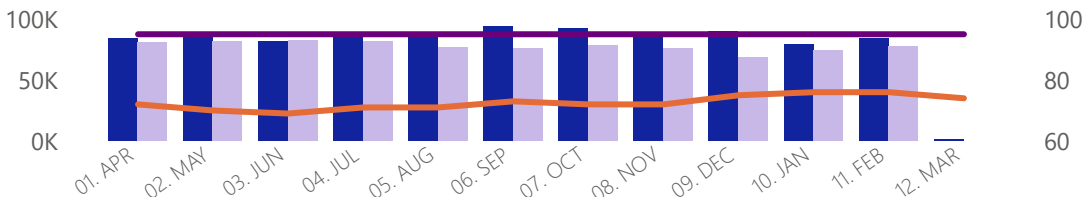
Working Capital vs Budget by Month

Working Capital Budget NOD Actual NOD Budget



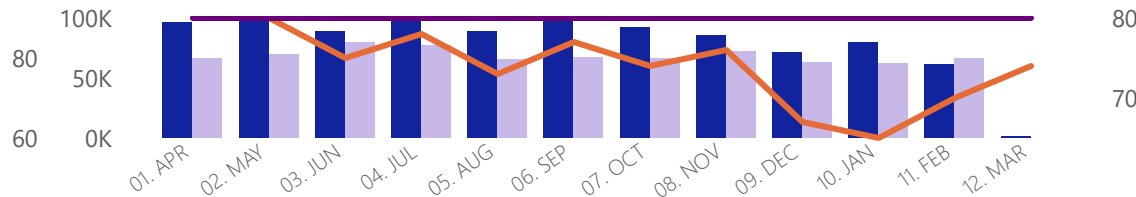
Inventory vs Budget by Month

Inventory Budget NOD Actual NOD Budget



Accounts Payable vs Budget by Month

Accounts Payable Budget NOD Actual NOD Budget





## Operating CF

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## Expenses - YTD

YEU Total (K EUR)	PY Result	Budget	Result	vs PY	vs Budget
15-Personnel Expense	15,516	16,983	16,056	3%	-5%
6111200-Office salaries	13,170	13,526	13,753	4%	2%
60001-Salary Standard, Gross	10,293	10,078	10,592	3%	5%
60002-Paid Overtime	147		79	-46%	-100%
60003-Paid Tbu & Vacation Days	40		83	107%	-100%
60005-Untaxed Payments	67		39	-42%	-100%
60008-Salary Year End Bonus	1,020	1,084	1,087	7%	0%
60030-Temporary Labour	1,514	1,647	1,418	-6%	-14%
60050-Other Payments/Receivals	69	17	-79	-215%	-561%
60150-Subsidy Low Salary/Gak	-11		-21	95%	-100%
60250-Accrual Holidaypay 8%	750	744	678	-10%	-9%
70001-YMR Salary	-719	-44	-123	-83%	178%
6124000-Cost of providing pension benefits	1,044	1,106	1,203	15%	9%
60500-Pension Plan	1,044	1,106	1,203	15%	9%
6125000-Welfare expenses and benefit	1,297	2,339	1,363	5%	-42%
60301-Employers Contribution (Sales)	983	1,369	1,024	4%	-25%
60401-Employers Contribution (WG Bijdrage ZKV)	11	542	12	2%	-98%
60510-WIA (IVA & WGA)	25	33	28	12%	-14%
60590-Costs Arbo Service	30	41	48	62%	17%
60950-Works Council		32		-100%	-100%
63330-Cleaning Office & Production	113	112	130	15%	16%
Total	26,348	29,581	26,655	1%	-10%

## Expenses - Decomposition Tree

