

MANAGEMENT DASHBOARD

31-Dec-19



Sales



Capital Budgeting

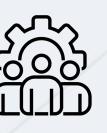
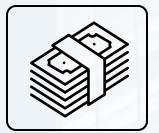


Human Resources

Sales Overview

1/1/2019

12/31/2019



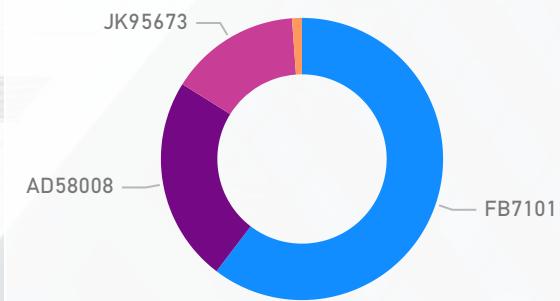
\$117.1M
Sales
+4.3% YoY

\$37.6M
Gross profit
+4.2% YoY

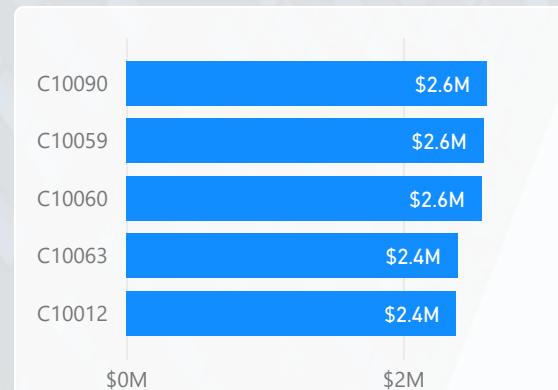
980
Sales orders
+9% YoY

102
Active customers
+7.4% YoY

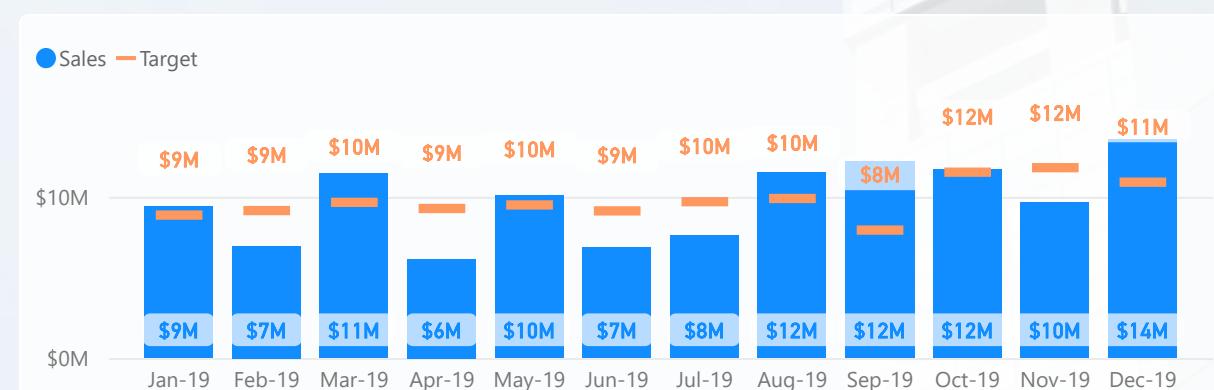
Sales by products



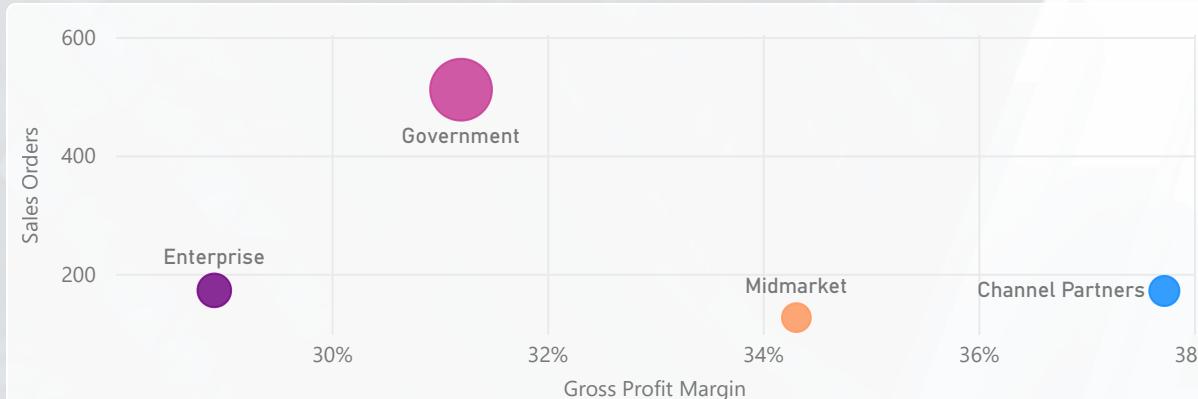
Top customers by sales



Sales vs target



Sales by segments



Product profitability

Gross Profit Margin	Product	Total Revenue	
		Revenue (\$M)	Revenue (\$M)
50.1%	LO84601	\$1.3M	\$1.3M
35.2%	AD58008	\$27.6M	\$27.6M
31.3%	FB71015	\$70.7M	\$70.7M
29.0%	JK95673	\$17.5M	\$17.5M

Capital Budgeting



\$13M

Available Budget

20.00%

Hurdle Rate

Discount Rate

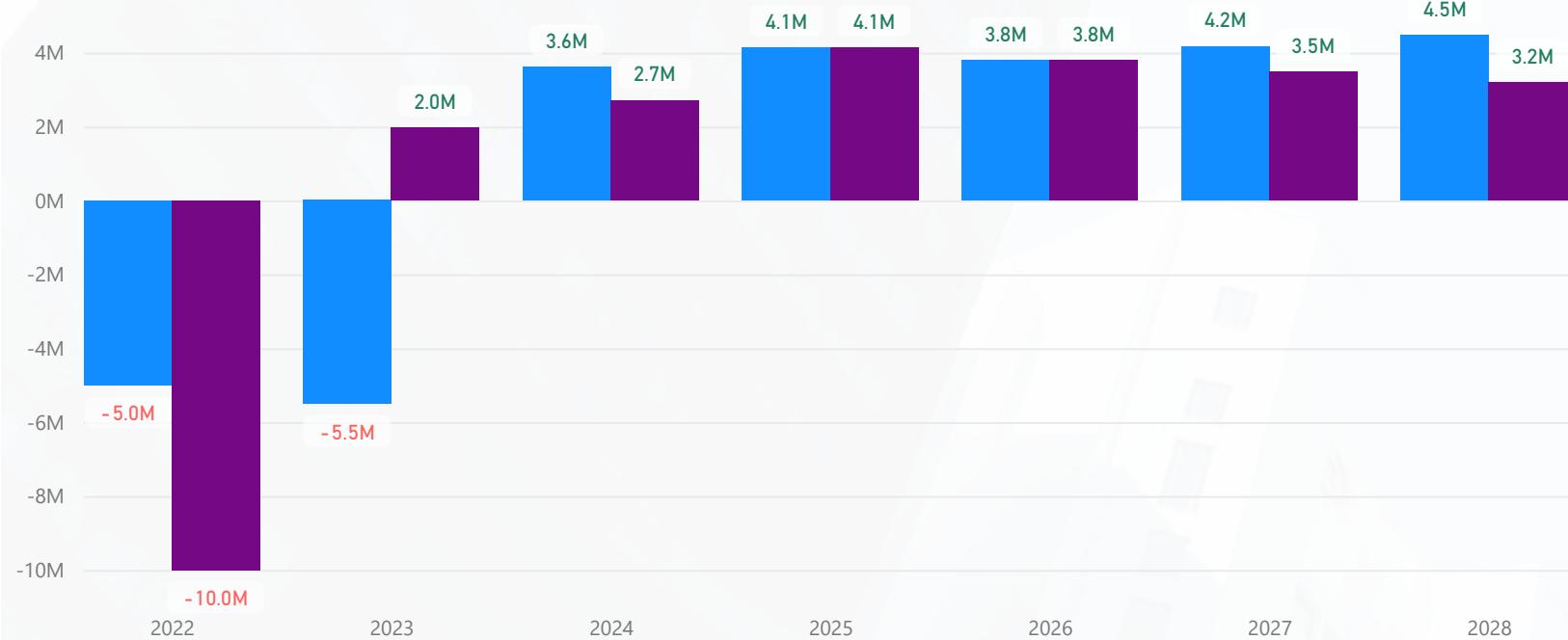
9.00%

Degree of optimism*

7.00%

Discounted Cash Flow Chart

Project ● TC25147 ● ZB95486



Project Evaluation

TC25147	\$9,653,752.1
Project	NPV
1.88	29.3%
Profitability Index	Project IRRs
4 Years	4 Years
Payback Period	Discounted Payback Period
ZB95486	\$9,250,071.2
Project	NPV
1.93	28.9%
Profitability Index	Project IRRs
3 Years	4 Years
Payback Period	Discounted Payback Period

* Degree of optimism increases/decreases amount of projected positive cash flow by 7.00 %

Human Resources



921
Employees at firm
+7.3% YoY

45
Left company
-80.5% YoY

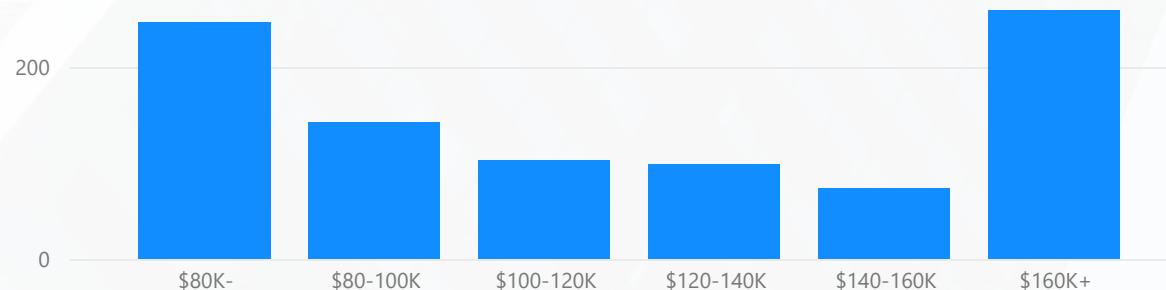
3.3

Current employees
average years of service

17

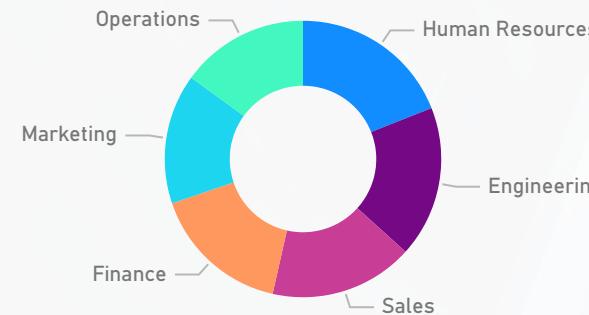
Current vacancies

Employees by salary bucket



Employees by department

- Year ▾
- 2015
 - 2016
 - 2017
 - 2018
 - 2019



Attrition by employment year

