

# MANAGEMENT DASHBOARD

31-Dec-19



Sales



Capital Budgeting

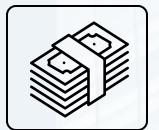


Human Resources

# Sales Overview

1/1/2019

12/31/2019



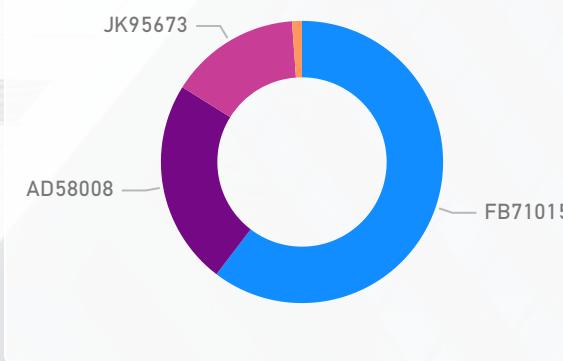
**\$117.1M**  
Sales  
+4.3% YoY

**\$37.6M**  
Gross profit  
+4.2% YoY

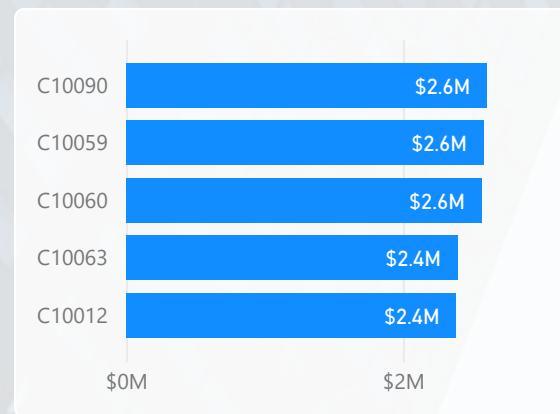
**980**  
Sales orders  
+9% YoY

**102**  
Active customers  
+7.4% YoY

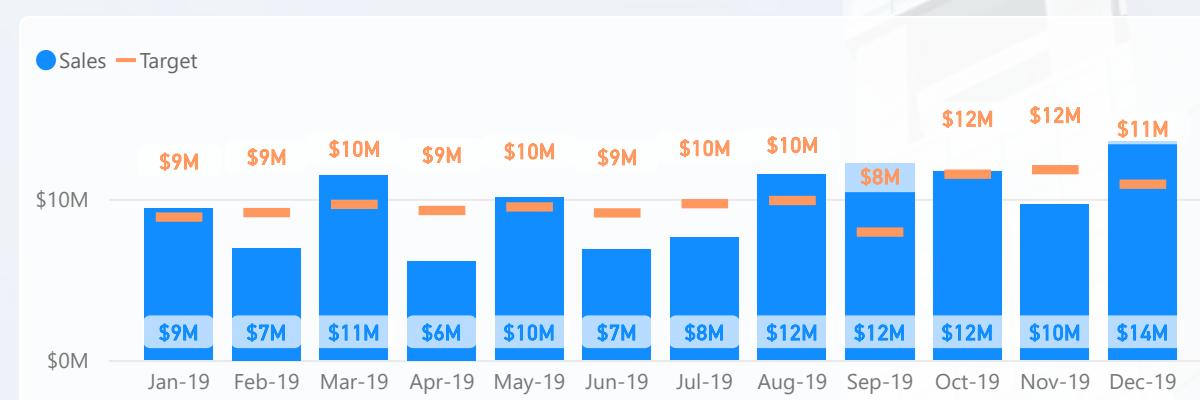
## Sales by products



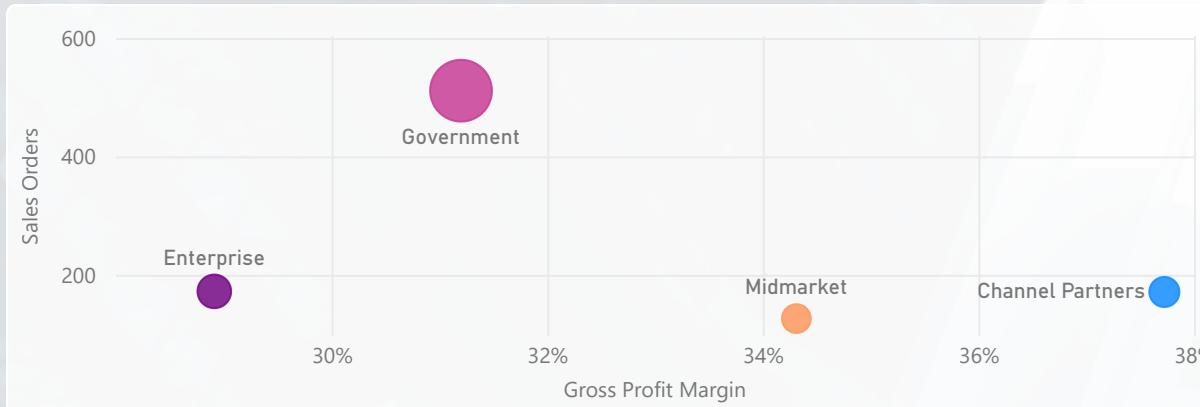
## Top customers by sales



## Sales vs target



## Sales by segments



## Product profitability

Gross profit margin	Product	Sales	
		Value	Label
50.1%	LO84601	\$1.3M	
35.2%	AD58008	\$27.6M	
31.3%	FB71015	\$70.7M	
29.0%	JK95673	\$17.5M	

# Capital Budgeting



**\$13M**

Available budget

**20.00%**

Hurdle rate

Discount rate

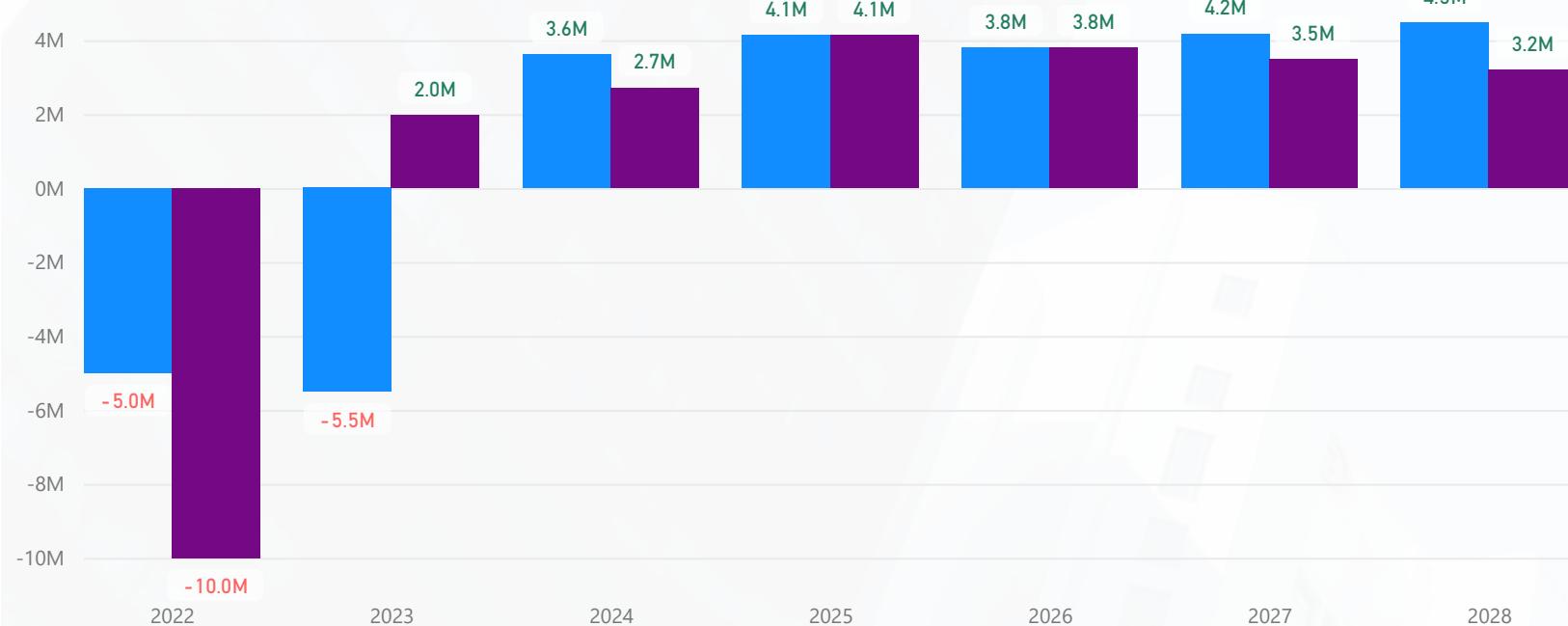
9.00%

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

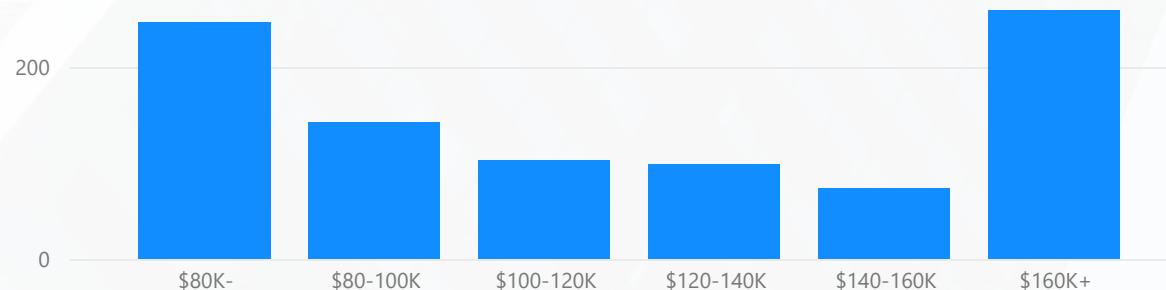
**3.3**

Current employees  
average years of service

**17**

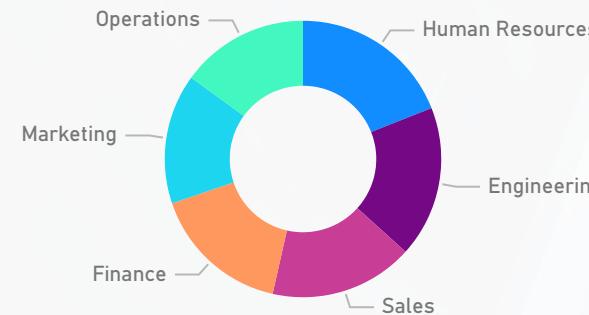
Current vacancies

## Employees by salary bucket



## Employees by department

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



## Attrition by employment year

