



## Business Reporting

## Executive Overview

**About the report –** This report provides an executive dashboard view of the financial health of a company including P&L, KPI's, Balance Sheet, Cash Flow and changes to Current Assets and Liabilities for the current and previous year. Date calculations are based on a calendar year. Dates used in filtering must be formatted to the same format used in NAV.

**Modifying this report –** This report can be modified by entering design mode from the Jet tab.

The account numbers in the Dashboard worksheet must be revised to match the chart of accounts for the database before this report will work on a customized database.

My Company Name MANAGEMENT REPORT For dez 'YY EXECUTIVE DASHBOARD					
Profit and Loss Statement (Total)					
	YTD dez 'yy	YTD dez 'yy	FY 2019	FY 2019	FY 2018
	Actual	Actual	Forecast	Budget	Actual
Sales, Retail - North America	8 915 909	5 867 819	9 571 491	17 492 726	14 637 260
Sales, Retail - EU	3 618 940	2 450 006	3 885 039	7 278 162	5 763 508
Discounts, Retail - North Amer	(448 282)	(180 993)	(481 244)	(846 651)	(503 015)
Discounts, Retail - EU	(134 573)	(69 714)	(144 468)	(228 841)	(175 758)
<b>Total Net Sales</b>	<b>11 951 995</b>	<b>8 067 119</b>	<b>12 830 818</b>	<b>23 695 396</b>	<b>19 721 999</b>
COGS, Retail - North America	(5 254 000)	(3 320 175)	(5 640 324)	(10 596 530)	(8 442 651)
COGS, Retail - EU	(1 517 467)	(1 120 357)	(1 629 045)	(3 137 144)	(2 530 680)
<b>Total Cost of Sales</b>	<b>(6 771 467)</b>	<b>(4 440 532)</b>	<b>(7 269 369)</b>	<b>(13 733 674)</b>	<b>(10 973 331)</b>
<b>Gross Profit</b>	<b>5 180 528</b>	<b>3 626 587</b>	<b>5 561 449</b>	<b>9 961 722</b>	<b>8 748 669</b>
Total Selling Expenses	(917 394)	(725 064)	(984 849)	(1 939 498)	(1 581 371)
Total Personnel Expenses	(4 398 118)	(2 902 910)	(4 721 509)	(7 755 176)	(6 502 602)
Total Computer Expenses	(21 038)	(23 424)	(22 550)	(47 207)	(49 970)
Total Bldg. Maint. Expenses	(25 035)	(27 286)	(26 876)	(55 063)	(60 500)
Total Administrative Expenses	(15 631)	(15 017)	(16 780)	(34 529)	(36 122)
Total Fixed Asset Depreciation	-	-	-	-	-
Other Operating Exp., Total	-	-	-	-	-
<b>Total Expenses</b>	<b>(5 377 276)</b>	<b>(3 693 702)</b>	<b>(5 772 664)</b>	<b>(9 831 473)</b>	<b>(8 230 566)</b>
<b>Net Profit Before Tax</b>	<b>(196 748)</b>	<b>(67 115)</b>	<b>(211 215)</b>	<b>130 249</b>	<b>518 103</b>
Total Interest Income	(0)	(0)	(0)	0	(0)
Total Currency Gains and Losses	-	-	-	-	-
Total Income Taxes	-	-	-	-	-
<b>Net Profit After Tax</b>	<b>(196 748)</b>	<b>(67 115)</b>	<b>(211 215)</b>	<b>130 249</b>	<b>518 103</b>
Key Performance Measures					
	YTD dez 'yy	YTD dez 'yy	FY 2019	FY 2019	FY 2018
	Actual	Actual	Forecast	Budget	Actual
Sales Margin (%)	43,3%	45,0%	43,3%	42,0%	44,4%
Sales / Total Assets (ratio)	0,2	0,1	-	-	-
Return on Total Assets (%)	-0,3%	-0,1%	-	-	-
Cash Flow Statement					
	For dez 'YY	For dez 'YY	FY 2019	FY 2019	FY 2018
	Actual	Actual	Forecast	Budget	Actual
Net Income	126 770	65 879	1 435 511	1 435 511	1 017 747
<b>Changes in Current Assets and Liabilities</b>					
Accum. Depreciation, Vehicles	-	-	-	-	-
Securities, Total	-	-	-	-	-
Accounts Receivable, Total	(6 052 126)	(3 648 760)	(11 653 483)	(11 653 483)	(8 905 093)
Inventory, Total	(54 307)	(135 333)	1 138 678	1 138 678	653 333
Purchase Prepayments, Total	-	-	-	-	-
Accounts Payable, Total	7 481 414	5 233 662	14 648 534	14 648 534	11 548 317
Revolving Credit	-	-	-	-	-
Total Personnel-related Items	-	-	-	-	-
Other Liabilities, Total	-	-	-	-	-
<b>Net Cash From/(Used in) Operating Activities</b>	<b>1 501 751</b>	<b>1 515 448</b>	<b>5 569 240</b>	<b>5 569 240</b>	<b>4 314 304</b>
Land and Buildings	-	-	-	-	-
Vehicles	-	-	-	-	-
<b>Net Cash From/(Used in) Investing Activities</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Long-term Liabilities	-	-	-	-	-
Capital Stock	-	-	-	-	-
Retained Earnings	-	-	-	-	-
<b>Net Cash From/(Used in) Financing Activities</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Increase/(Decrease) in Cash</b>	<b>1 501 751</b>	<b>1 515 448</b>	<b>5 569 240</b>	<b>5 569 240</b>	<b>4 314 304</b>
Cash at Beginning of Period	11 933 999	7 619 695	12 811 499	11 933 999	7 619 695
<b>Cash at End of Period</b>	<b>13 435 750</b>	<b>9 135 143</b>	<b>18 380 739</b>	<b>17 503 239</b>	<b>11 933 999</b>
Profit and Loss Statement (Division)					
	YTD dez 'yy	YTD dez 'yy	FY 2019	FY 2019	FY 2018
	Actual	Actual	Forecast	Budget	Actual
Net Sales	8 467 627	5 686 826	9 090 247	16 646 075	14 134 245
North America	3 484 368	2 380 293	3 740 571	7 049 321	5 587 754
EU	4 983 259	3 306 533	5 349 676	9 596 754	8 546 491
<b>Net Sales</b>	<b>11 951 995</b>	<b>8 067 119</b>	<b>12 830 818</b>	<b>23 695 396</b>	<b>19 721 999</b>
Gross Profit					
	Actual	Actual	Forecast	Budget	Actual
North America	3 213 627	2 366 651	3 449 923	6 049 545	5 691 595
EU	1 966 901	1 259 935	2 111 526	3 912 177	3 057 074
<b>Gross Profit</b>	<b>5 180 528</b>	<b>3 626 587</b>	<b>5 561 449</b>	<b>9 961 722</b>	<b>8 748 669</b>
Sales by division					
Bar chart showing Sales by division (North America and EU) for YTD dez 'yy, YTD dez 'yy, Forecast FY 2019, Budget FY 2019, and Actual FY 2018.					
Balance Sheet as of					
	6/12/2019	06/12/2018	Net Change	% Change	
Total Assets	70 692 885	55 818 177	14 874 708	27%	
Total Liabilities	(60 180 353)	(46 384 284)	(13 796 069)	30%	
Total Liabilities and Equity	(70 566 115)	(55 752 298)	(14 813 817)	27%	
Changes in Current Assets and Liabilities in the Analyzed month for the CURRENT year					
Bar chart showing changes in Current Assets and Liabilities for the current year, comparing Actual vs Budget for various items like Accum. Depreciation, Vehicles, Securities, Total, Accounts Receivable, Total, Inventory, Total, Purchase Prepayments, Total, Accounts Payable, Total, Revolving Credit, Total Personnel-related Items, and Other Liabilities, Total.					
Changes in Current Assets and Liabilities in the Analyzed month for the PREVIOUS year					
Bar chart showing changes in Current Assets and Liabilities for the previous year, comparing Actual vs Budget for various items like Accum. Depreciation, Vehicles, Securities, Total, Accounts Receivable, Total, Inventory, Total, Purchase Prepayments, Total, Accounts Payable, Total, Revolving Credit, Total Personnel-related Items, and Other Liabilities, Total.					