

ENGINEUITY TUTORIAL



Profit Definitions



COMPANY GROSS PROFIT

In any period, the gross profit of the company is a measure of how profitable the jobs in progress have been.

Gross Profit =

Monies IN	Monies OUT
<ul style="list-style-type: none">▪ Measured value across jobs progressed▪ Retentions repaid from completed jobs▪ Early completion bonuses	<ul style="list-style-type: none">▪ Retentions held from jobs progressed▪ Costs across all jobs progressed



COMPANY OPERATING PROFIT

In any period, the operating profit of the company is a measure of the overall profitability of the company.

Operating Profit =

Monies IN

- Gross profit
- Credit interest (cash account)

-

Monies OUT

- Company overhead costs
- Overdraft interest (cash account)
- Corporation Tax



Profit Definitions

Financial Performance

Navigate to "Main menu/Measuring performance/Assessing performance/Financial analysis"

Management consultants report Graphical analysis

OPERATIONAL

SHAREHOLDERS

INVESTMENTS

Summary

Assets and liabilities

Per	Status	Year/qtr	Job performance				Company performance				Shareholders		Future outlook		
			Total value	Total cost	Gross profit	GP % cost	Overhead costs	OVH % of cost	Net operating profit	NOP % cost	Share price	Dividend % cost	Company value	Forward workload	Forward margin
1	History	2023 (Q1)	0	0	0		34,080		-30,580		0.93		4,844,420	0	0
2	History	2023 (Q2)	0	0	0		84,000		-80,522		1.06		4,646,054	21,681,700	937,916
3	History	2023 (Q3)	7,880,711	7,402,859	477,852	6.5 %	169,720	2.3 %	237,934	3.2 %	1.05	1.4 %	4,754,218	20,973,480	903,198
4	History	2023 (Q4)	12,720,600	12,293,440	427,161	3.5 %	155,000	1.3 %	213,947	1.7 %	1.04	0.9 %	4,852,965	20,831,500	905,458

PERIOD 4

CLICK ON A LINE IN THE THE SUMMARY ABOVE TO SHOW THE PERIOD DETAILS

JOB PERFORMANCE

Measured value:	12,834,570	?
Early completion bonus:	0	
(less) Retention held:	131,220	?
Retention repaid:	17,253	?
Total value:	12,720,600	
(less) Costs:	12,293,440	?
Gross profit:	427,161	(3.5 % of job costs)

COMPANY PERFORMANCE

(less) Overheads:	155,000	?	(1.3 % of job costs)
Gross operating profit:	272,161		
(less) Corporation tax:	60,668	?	
(plus) Credit interest:	2,454	?	
(less) Overdraft interest:	0		
Net operating profit:	213,947		(1.7 % of job costs)

FUTURE OUTLOOK

Forward workload:	20,831,500	?
Forward margin:	905,458	

The Gross and Operating profits each period are shown in the **Financial performance**.