



Enginuity 2024 Competition

COMPARATIVE ASSESSMENT OF TEAMS REPORT FOR JACOBS

CURRENT POSITION

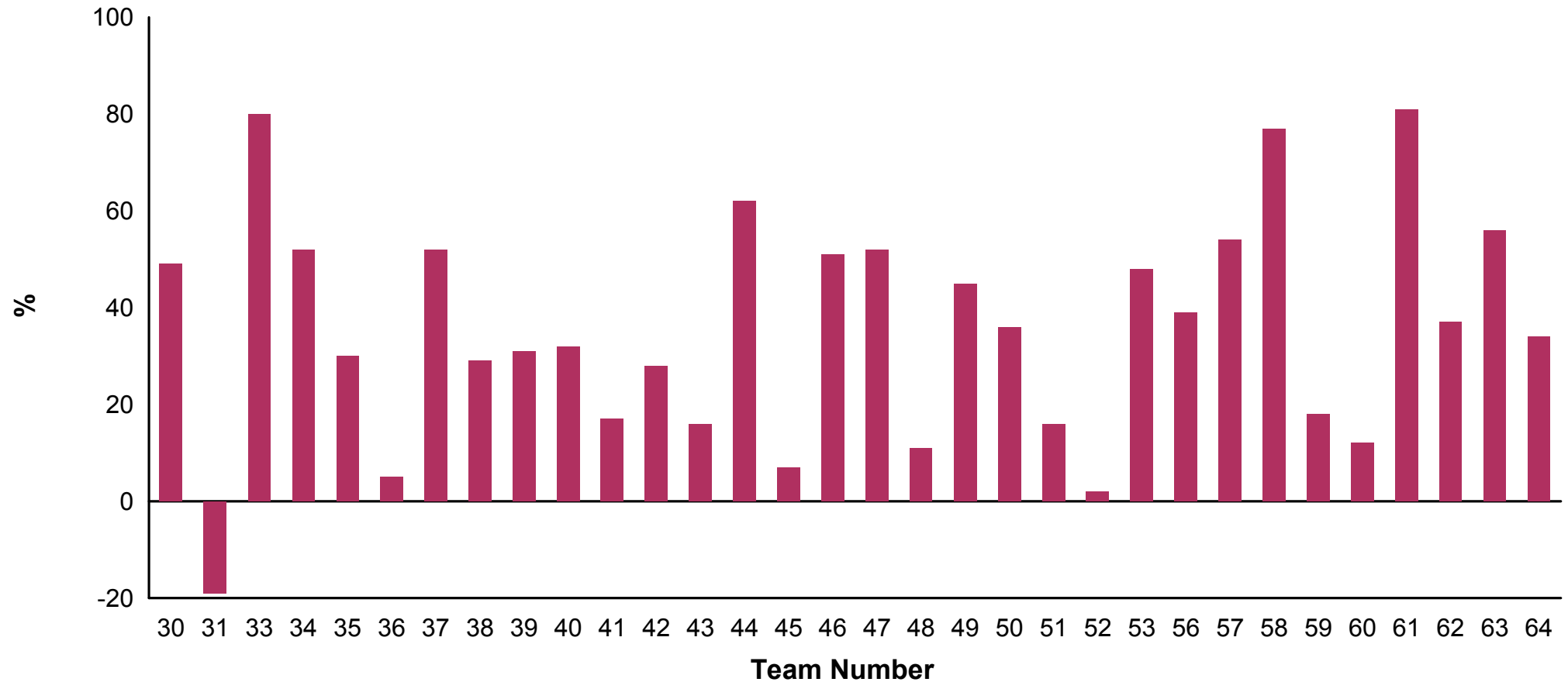
DURING TIME IN CHARGE

No.	Name	No. of pers	Chg in Value	Chg in Price Value	F/ward W/load	F/ward Margin	Market Share	PROCUREMENT		JOB PROGRESSION			COMPANY PROFITABILITY			COMPANY VALUE	
								Average value of work won each period	Average margin in jobs won	Average t/over each period	Average amount job profit each period	job profit	Average gross profit each period	Average amount overhead cost each period	Average amount operating profit each period	Average dividend paid each period	Average change in company value each period
30	Enginuity State of Mind	8	49 %	163 %	40.7 m	3.3 %	32 %	19.4 m	3.7 %	16.1 m	1.0 m	6.4 %	965,894	238,462	571,756	258,688	302,561
31	Almighty Bellevue Defer	8	-19 %	-29 %	33.3 m	3.4 %	29 %	12.8 m	3.7 %	10.5 m	0.4 m	3.9 %	391,330	381,534	-14,745	88,125	-119,602
33	BOMBAY ALLIIBAY S	8	80 %	39 %	44.7 m	3.5 %	25 %	19.9 m	3.9 %	16.1 m	1.0 m	6.4 %	945,870	210,798	580,963	75,283	492,477
34	Team Vertex	8	52 %	131 %	40.3 m	3.2 %	17 %	18.7 m	3.6 %	15.5 m	0.8 m	5.6 %	810,568	144,498	522,987	198,231	319,515
35	Ingenium	8	30 %	150 %	26.5 m	3.4 %	21 %	16.6 m	3.7 %	15.1 m	0.8 m	5.4 %	774,089	165,778	469,309	276,375	183,408
36	Square Engineering	8	5 %	74 %	32.2 m	2.9 %	25 %	17.0 m	3.6 %	14.8 m	0.7 m	4.8 %	672,784	250,742	327,895	284,238	31,083
37	Boiled beans	8	52 %	135 %	41.1 m	3.3 %	28 %	19.9 m	3.7 %	16.6 m	0.9 m	5.5 %	858,717	191,880	525,431	196,562	318,665
38	SPEC Avalanche	8	29 %	12 %	40.6 m	3.6 %	29 %	17.4 m	3.4 %	14.2 m	0.6 m	4.3 %	555,812	205,844	278,375	76,104	180,944
39	Ascent Engineering	8	31 %	12 %	49.9 m	3.5 %	24 %	18.5 m	3.7 %	14.1 m	0.6 m	4.6 %	606,414	219,741	302,427	98,875	188,599
40	Vigilant Investors	8	32 %	18 %	34.9 m	3.4 %	20 %	16.7 m	3.5 %	14.2 m	0.5 m	3.8 %	494,286	133,486	281,955	86,850	195,898
41	Engi-Venturers	8	17 %	17 %	30.7 m	3.6 %	27 %	15.9 m	3.9 %	13.9 m	0.5 m	3.8 %	501,229	279,902	164,474	60,936	103,084
42	Team Phoenix	8	28 %	91 %	36.7 m	3.1 %	20 %	16.3 m	3.7 %	13.5 m	0.7 m	5.2 %	671,508	193,990	371,546	192,500	171,695
43	Synthesis Squad	8	16 %	16 %	34.7 m	3.2 %	17 %	13.8 m	3.4 %	11.3 m	0.4 m	3.7 %	398,852	149,598	192,942	89,500	98,450
44	Antipodean Pavlovs	8	62 %	171 %	41.5 m	3.7 %	30 %	19.4 m	3.9 %	16.0 m	1.0 m	6.6 %	984,065	183,009	629,761	239,312	379,694
45	Strategic Visionaries	8	7 %	-9 %	35.4 m	3.1 %	21 %	14.6 m	3.7 %	12.0 m	0.4 m	3.3 %	389,966	213,070	119,095	77,038	44,462
46	Not The Crackers Compe	8	51 %	50 %	35.0 m	3.3 %	23 %	16.5 m	3.7 %	13.9 m	0.8 m	5.7 %	750,418	211,725	425,553	94,500	316,544
47	The Moose Dumplings T	8	52 %	17 %	41.2 m	3.6 %	26 %	17.7 m	3.9 %	14.4 m	0.8 m	6.0 %	807,752	281,488	400,529	68,750	320,126
48	Jacobs Crackers	8	11 %	90 %	24.8 m	2.9 %	19 %	14.9 m	3.3 %	13.6 m	0.6 m	4.6 %	572,566	190,959	296,707	217,312	68,497
49	ApexInnovate Solutions	8	45 %	-14 %	17.5 m	3.4 %	23 %	15.5 m	3.7 %	15.2 m	0.6 m	4.3 %	613,403	210,035	317,579	36,438	274,872
50	Velocity Venture	8	36 %	81 %	27.5 m	3.5 %	24 %	15.4 m	3.8 %	13.8 m	0.7 m	5.5 %	692,679	183,875	396,833	158,731	220,660

51	Jacobs Project Nomads	8	16 %	38 %	29.3 m	3.2 %	22 %	15.3 m	3.8 %	13.5 m	0.6 m	4.5 %	569,739	265,004	216,240	99,125	97,042
52	Profit Legends	8	2 %	69 %	31.9 m	2.9 %	22 %	16.0 m	3.8 %	13.8 m	0.6 m	4.9 %	634,455	210,319	330,277	305,493	14,168
53	Edge Solutions	8	48 %	83 %	37.2 m	3.3 %	29 %	18.5 m	3.7 %	15.7 m	0.8 m	5.4 %	793,222	229,971	436,675	125,381	295,203
56	Lightbulb Moment	8	39 %	127 %	36.2 m	3.4 %	31 %	16.6 m	3.9 %	13.9 m	0.8 m	6.0 %	778,171	203,670	449,206	206,438	238,984
57	Jade Construction Busine	8	54 %	-20 %	41.7 m	3.5 %	26 %	18.7 m	3.5 %	15.3 m	0.7 m	5.0 %	705,228	241,411	360,723	15,662	329,456
58	Strategy Squad	8	77 %	116 %	36.5 m	3.2 %	32 %	18.4 m	3.6 %	15.7 m	1.0 m	7.1 %	1,023,497	244,298	610,787	128,844	472,310
59	Biz Wizards	8	18 %	99 %	33.9 m	3.4 %	19 %	17.8 m	3.7 %	15.3 m	0.7 m	4.6 %	676,820	190,084	380,817	238,875	110,013
60	Boosters	8	12 %	107 %	32.2 m	3.7 %	24 %	14.4 m	3.9 %	12.2 m	0.7 m	5.9 %	693,331	192,175	391,437	302,919	71,047
61	Powerhouse	8	81 %	159 %	39.3 m	3.2 %	29 %	20.1 m	3.6 %	17.0 m	1.1 m	7.0 %	1,108,650	221,501	695,896	193,275	495,524
62	The Nuclides	8	37 %	116 %	32.9 m	3.8 %	23 %	16.4 m	4.0 %	14.1 m	0.8 m	6.0 %	782,505	234,246	430,495	188,188	229,059
63	Astra Engineering	8	56 %	154 %	41.5 m	3.3 %	32 %	19.0 m	3.8 %	15.6 m	1.0 m	6.7 %	971,724	227,192	585,329	228,106	344,594
64	KPI Annihilators	8	34 %	108 %	36.4 m	3.6 %	24 %	17.3 m	3.7 %	14.6 m	0.7 m	5.1 %	706,527	168,524	420,611	208,312	206,772

CURRENT POSITION

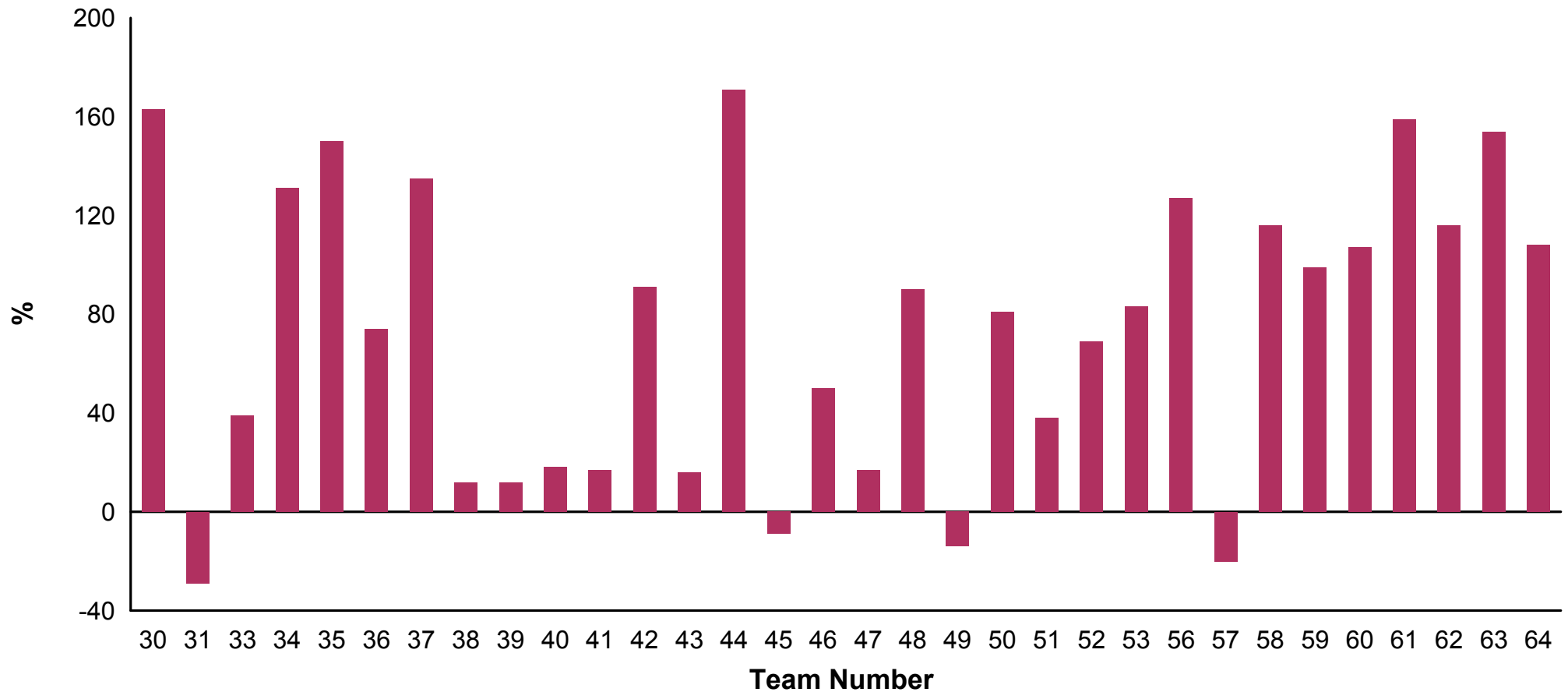
CHANGE IN COMPANY VALUE



The key to growing the business successfully is in improving its value.

This is achieved by winning plenty of new work, progressing jobs profitably and keeping overhead costs under control.

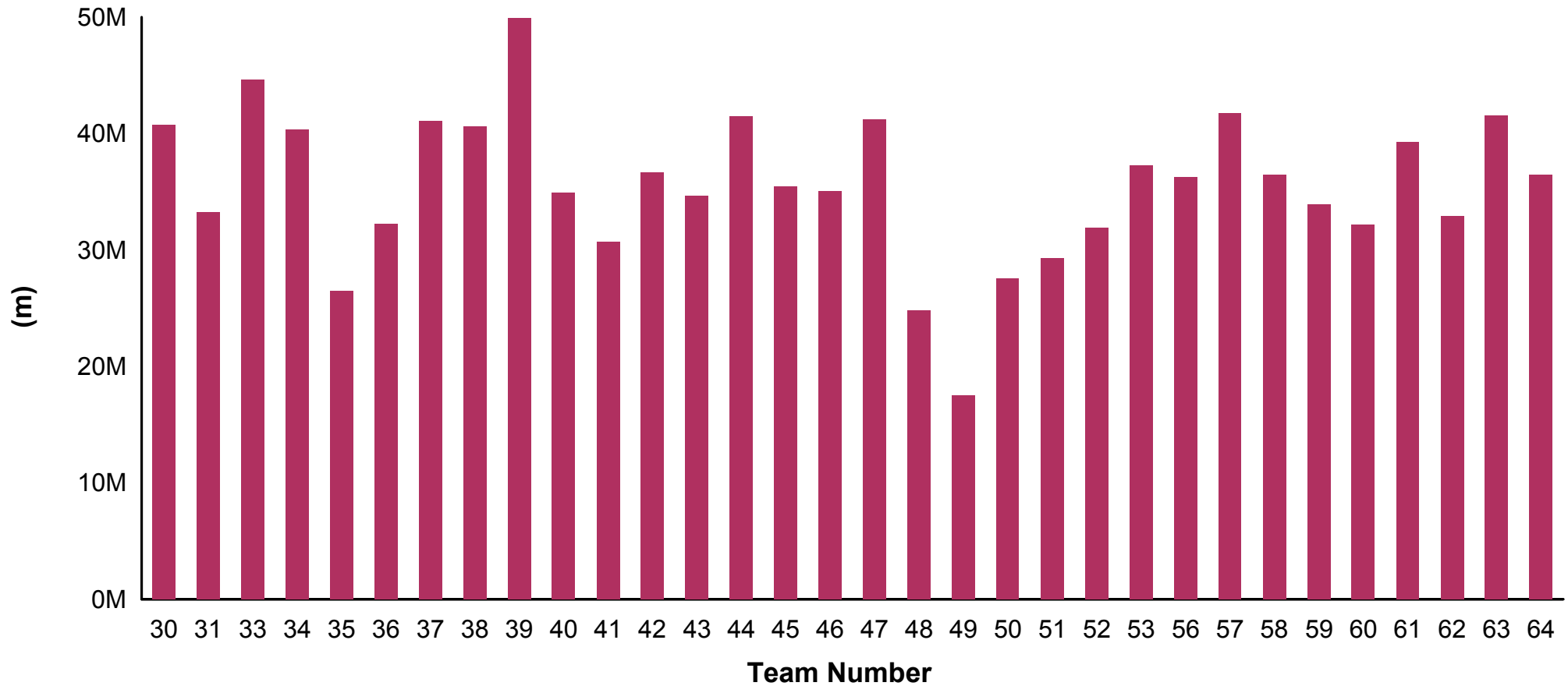
CHANGE IN SHARE PRICE



The company's share price is one of the key performance indicators in measuring the success or failure of the company, with a rising share price signifying increasing industry confidence in the fortunes of the company.

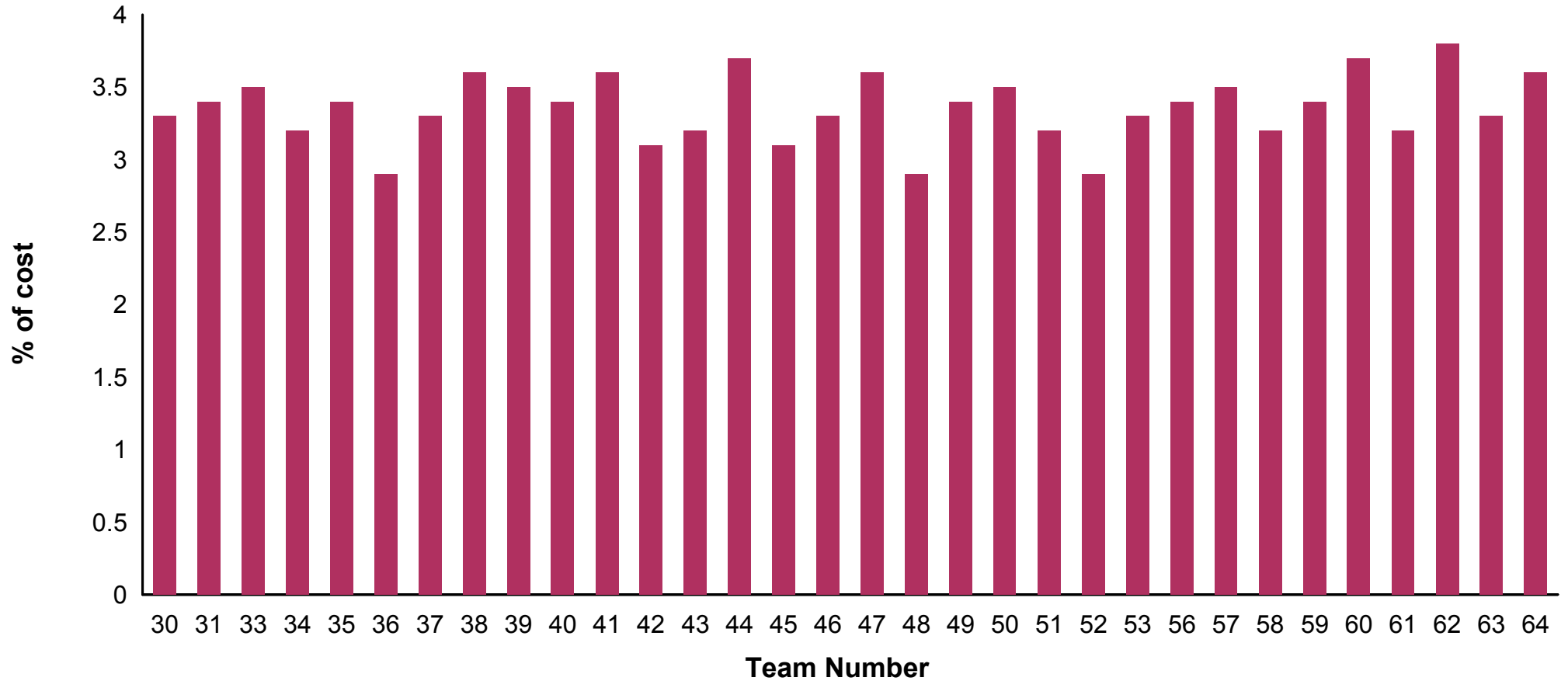
The share price is influenced by the level of dividend paid to the shareholders, the value of the company, the future profitability of the company and the debt burden (gearing ratio) of the company.

FOWARD WORKLOAD



As well as past performance, the future outlook in terms of forward workload is key to the future prosperity of the business.

FOWARD MARGIN



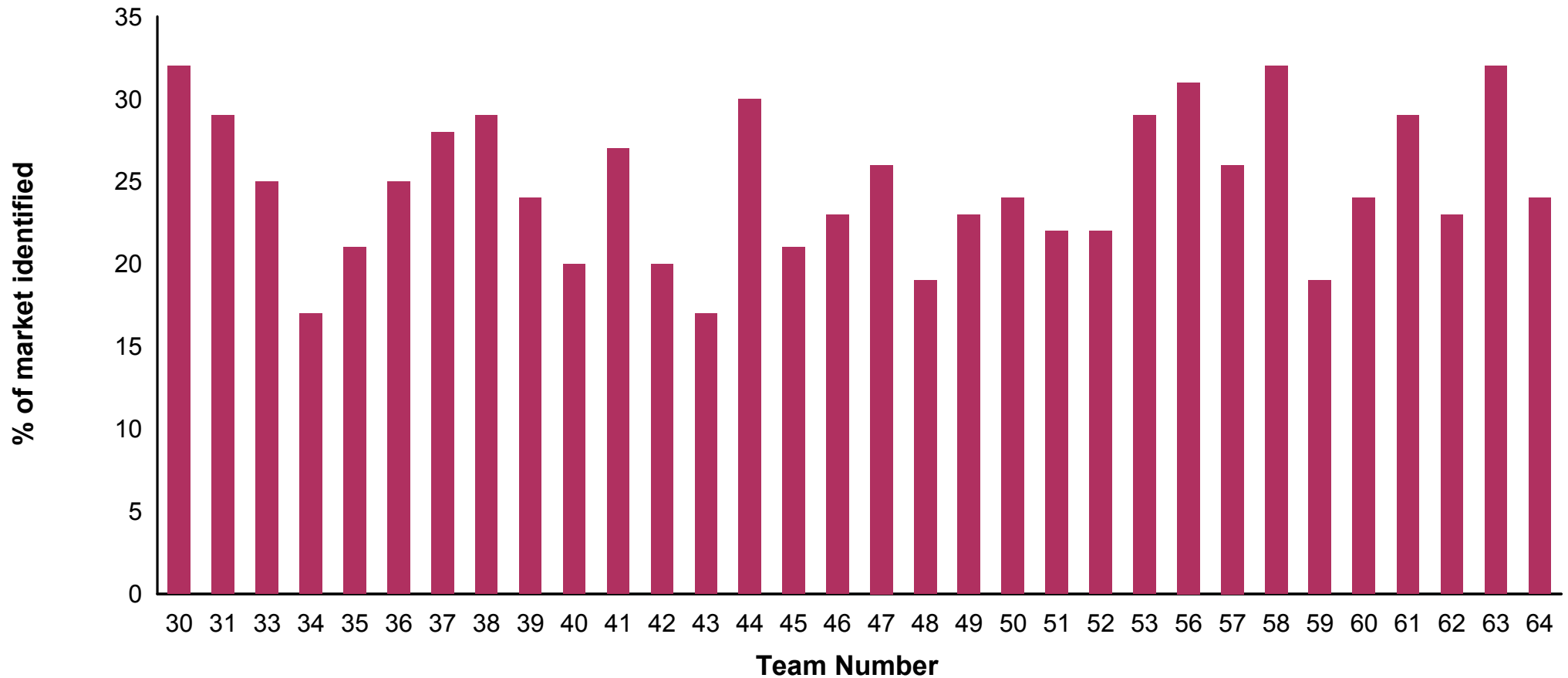
Forward workload needs to be profitable, and the forward margin measures this.

DURING TIME IN CHARGE

IDENTIFYING NEW WORK

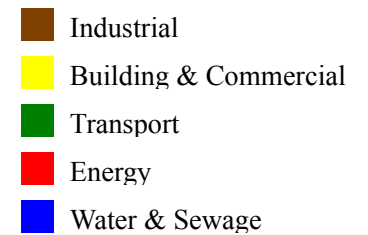
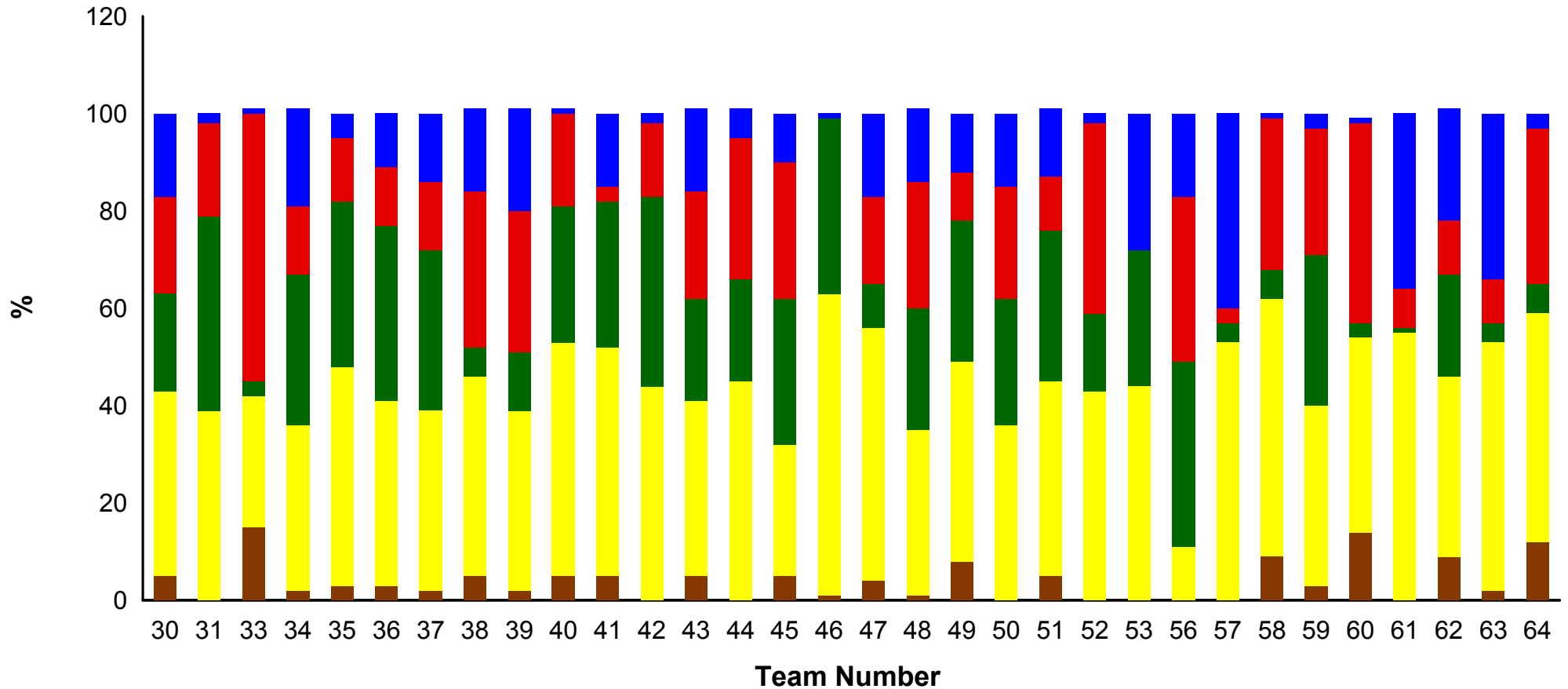
Market share is increased by identifying new work in different sectors and locations
(UK/Overseas)

MARKET SHARE (OVERALL)

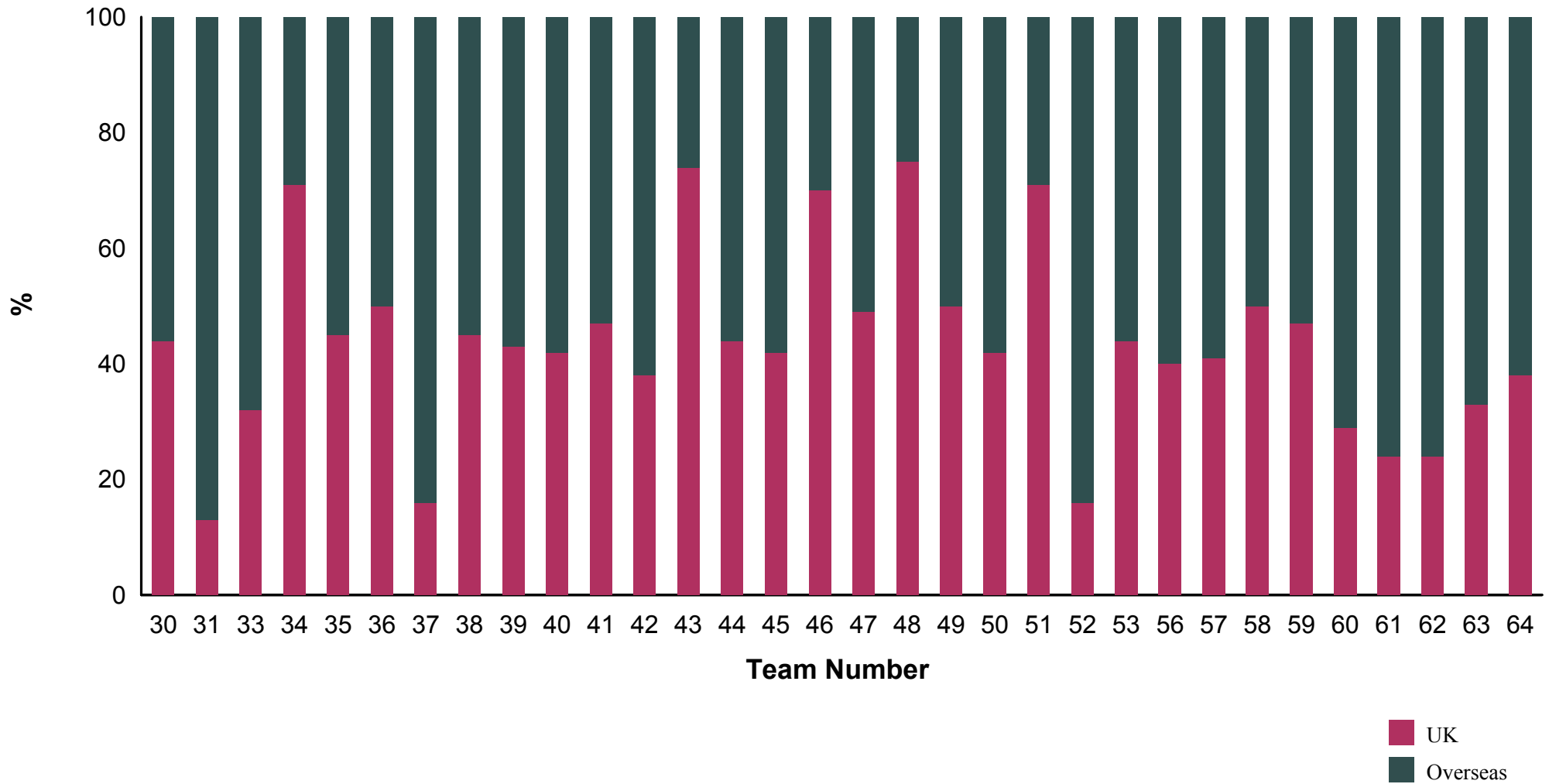


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)



MARKET SHARE SPLIT (BY LOCATION)

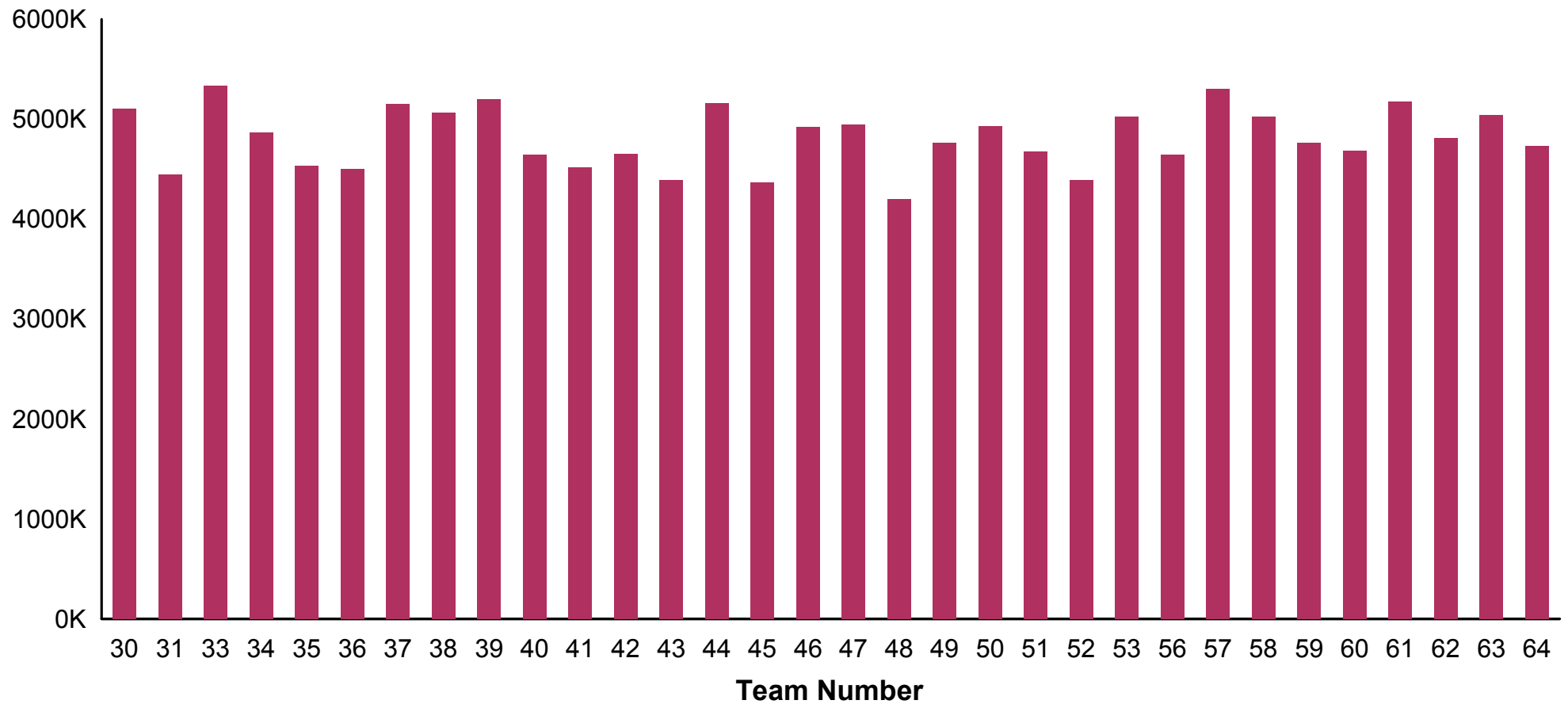


DURING TIME IN CHARGE

EXPANDING THE COMPANY INFRASTRUCTURE

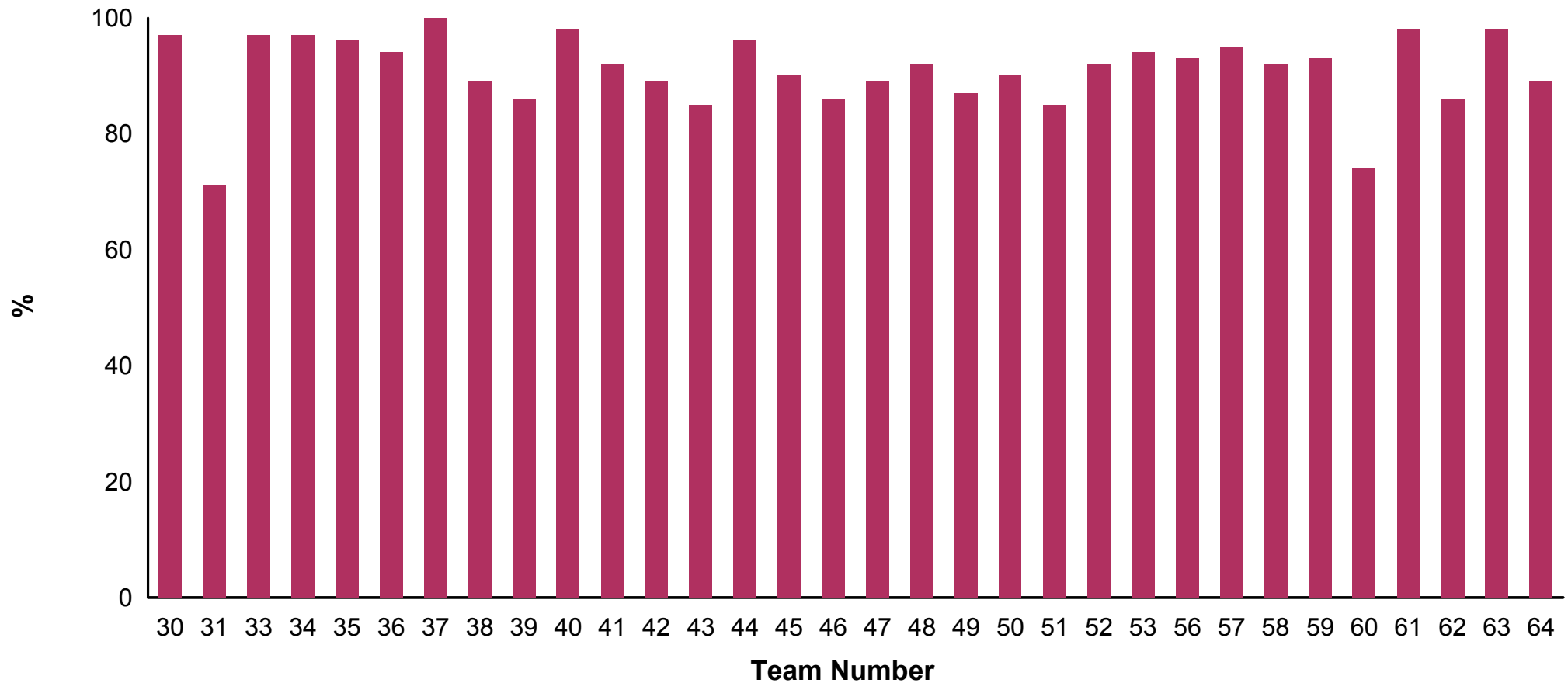
Having identified new work through the marketing decisions, the amount of new work that could be potentially won depends upon the size of the company's infrastructure, or capital base.

AVERAGE CAPITAL BASE SIZE EACH PERIOD



Expanding the company's capital base (infrastructure) enables more work to be undertaken, and potentially more growth.

CAPITAL EMPLOYED



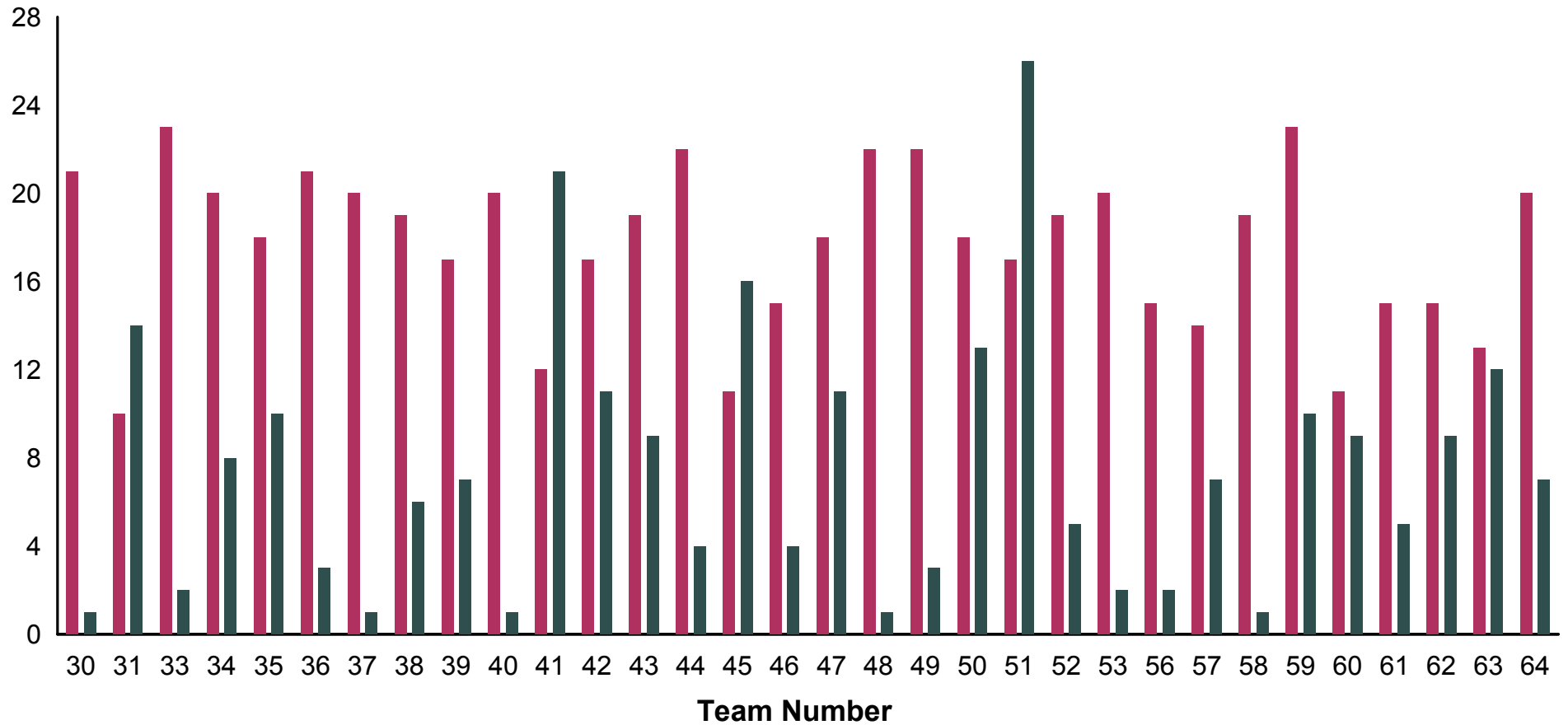
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning new work.

DURING TIME IN CHARGE

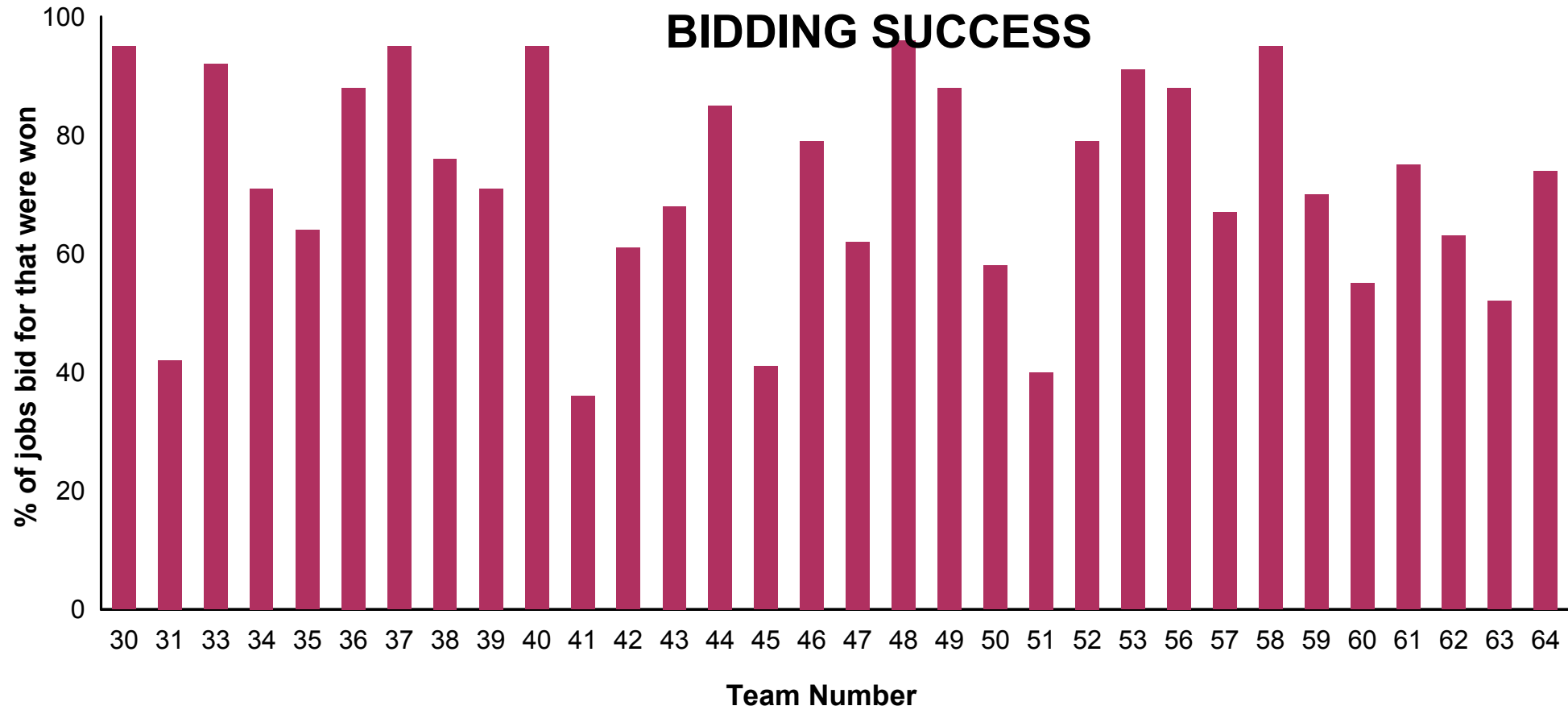
WINNING NEW WORK

To grow the business it is essential that the company is able to win new work in a competitive bidding environment

JOBS WON AND LOST



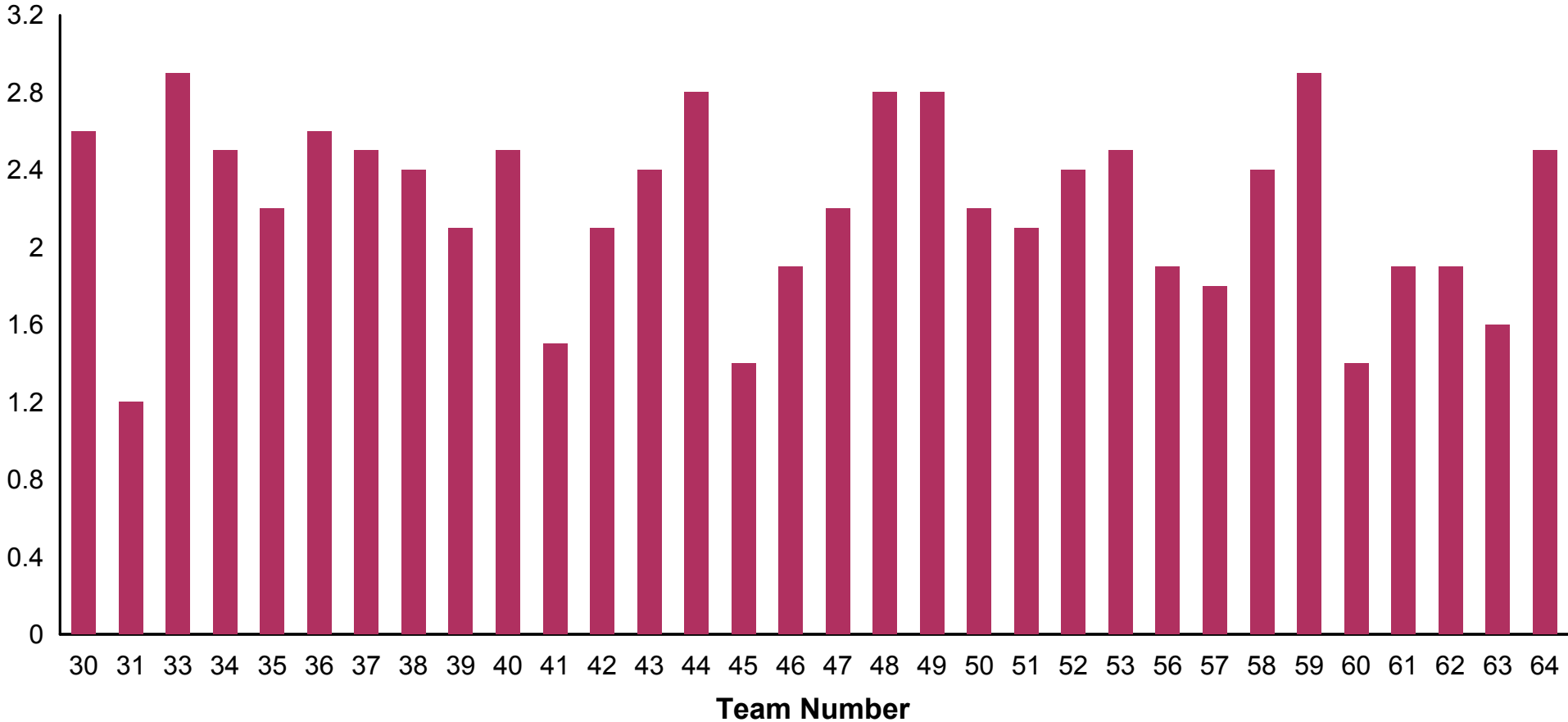
Jobs won
Jobs lost



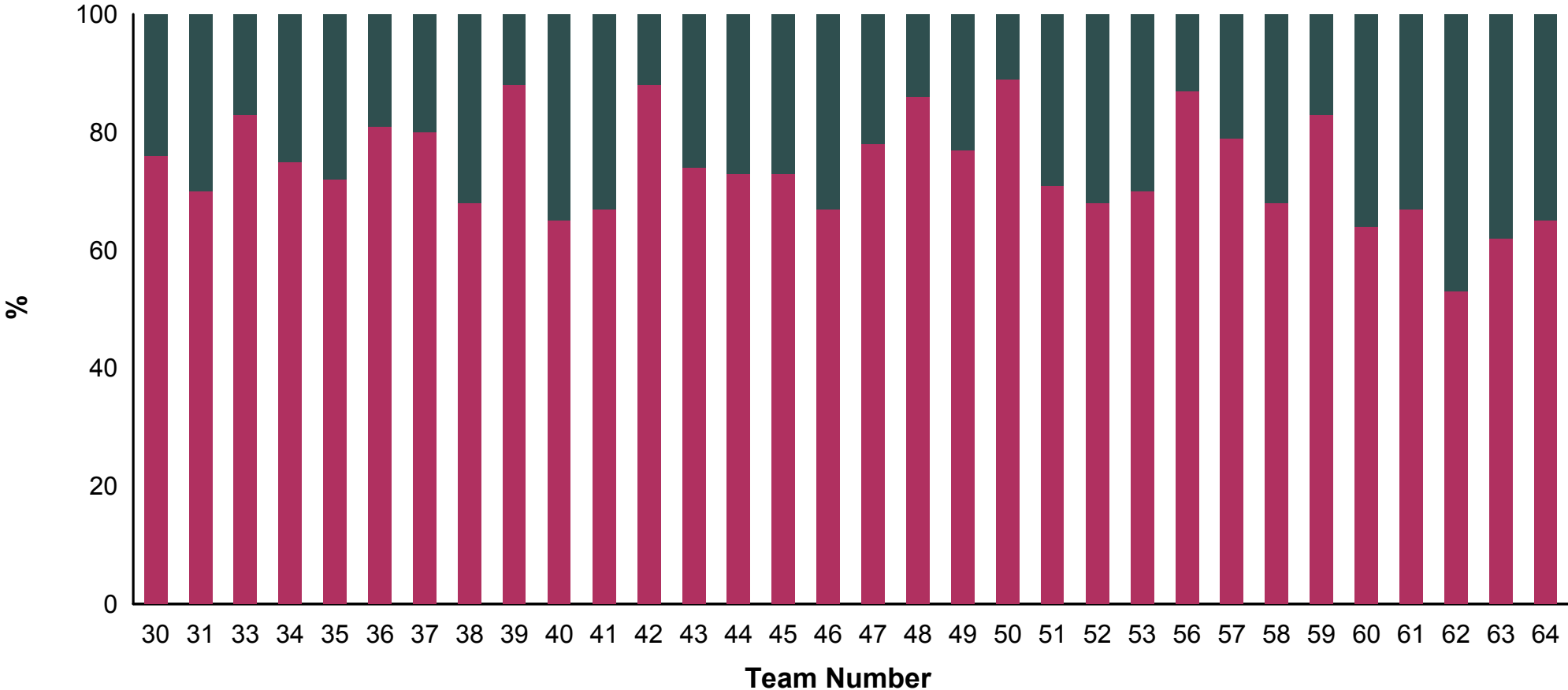
Every job that is bid for incurs a bidding cost putting the tender together, which increases overhead costs.

High bidding success keeps bidding costs to a minimum.

AVERAGE NUMBER OF JOBS WON EACH PERIOD

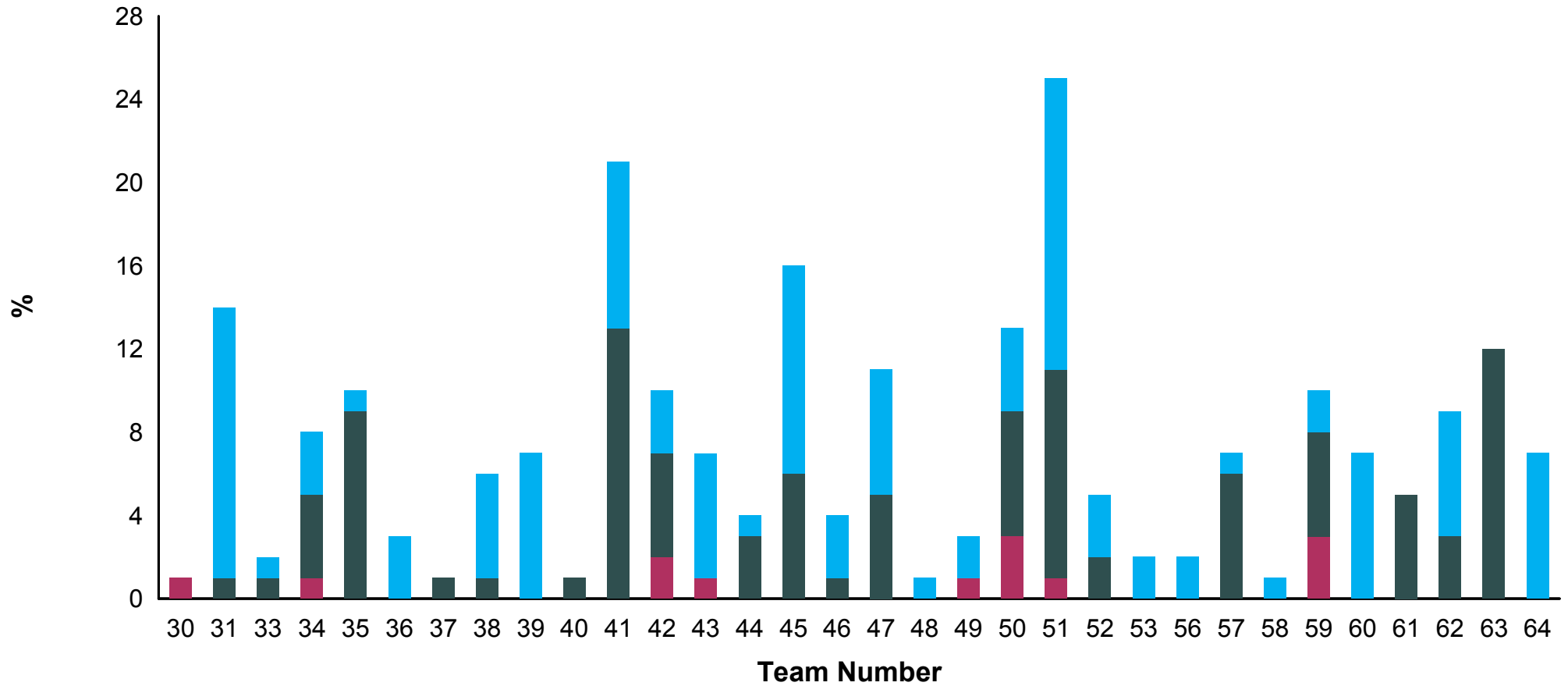


TYPE OF JOBS WON



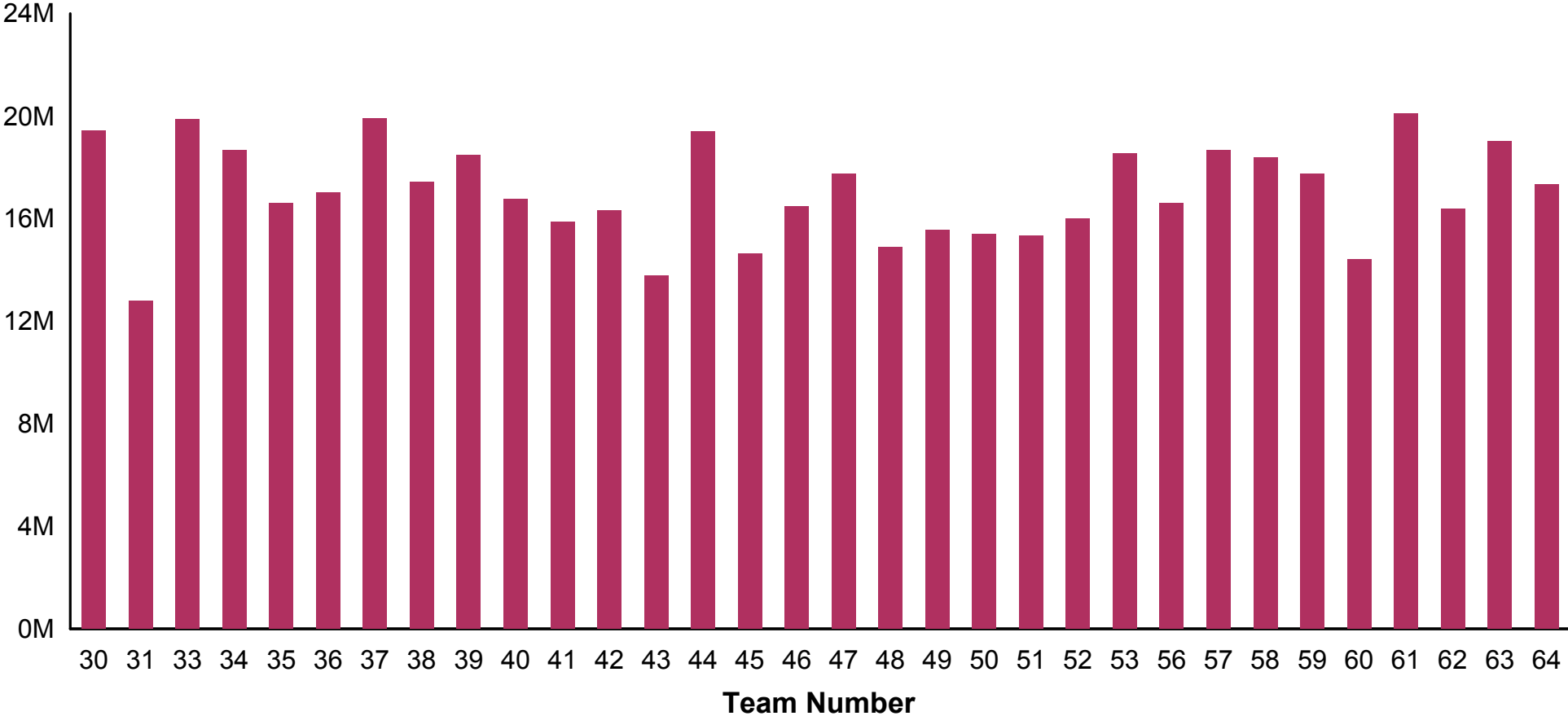
Build only
Design & Build

REASON FOR JOB LOSS

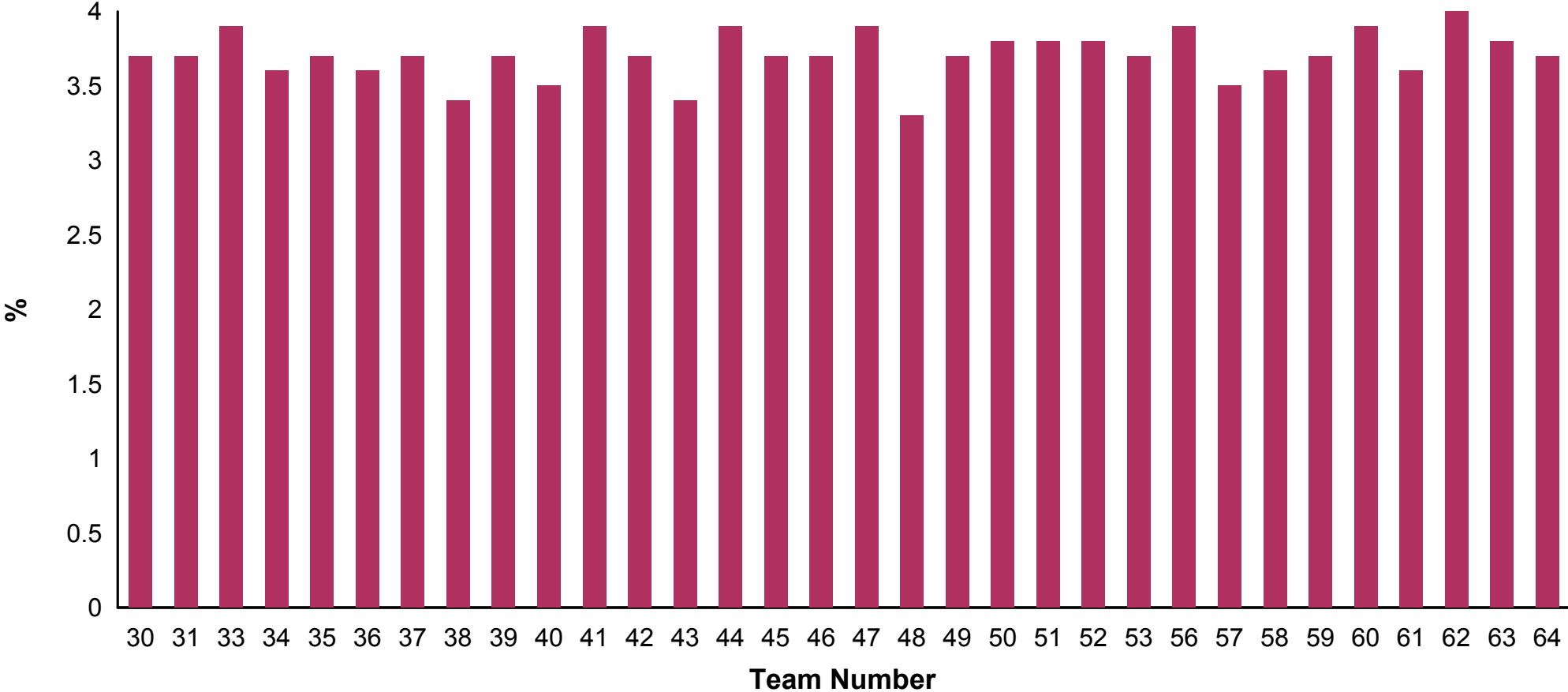


- Too many jobs in progress
- Capital base workload limitation
- Bid too low
- Bid too high

AVERAGE VALUE OF WORK WON EACH PERIOD



MARGIN IN WORK WON

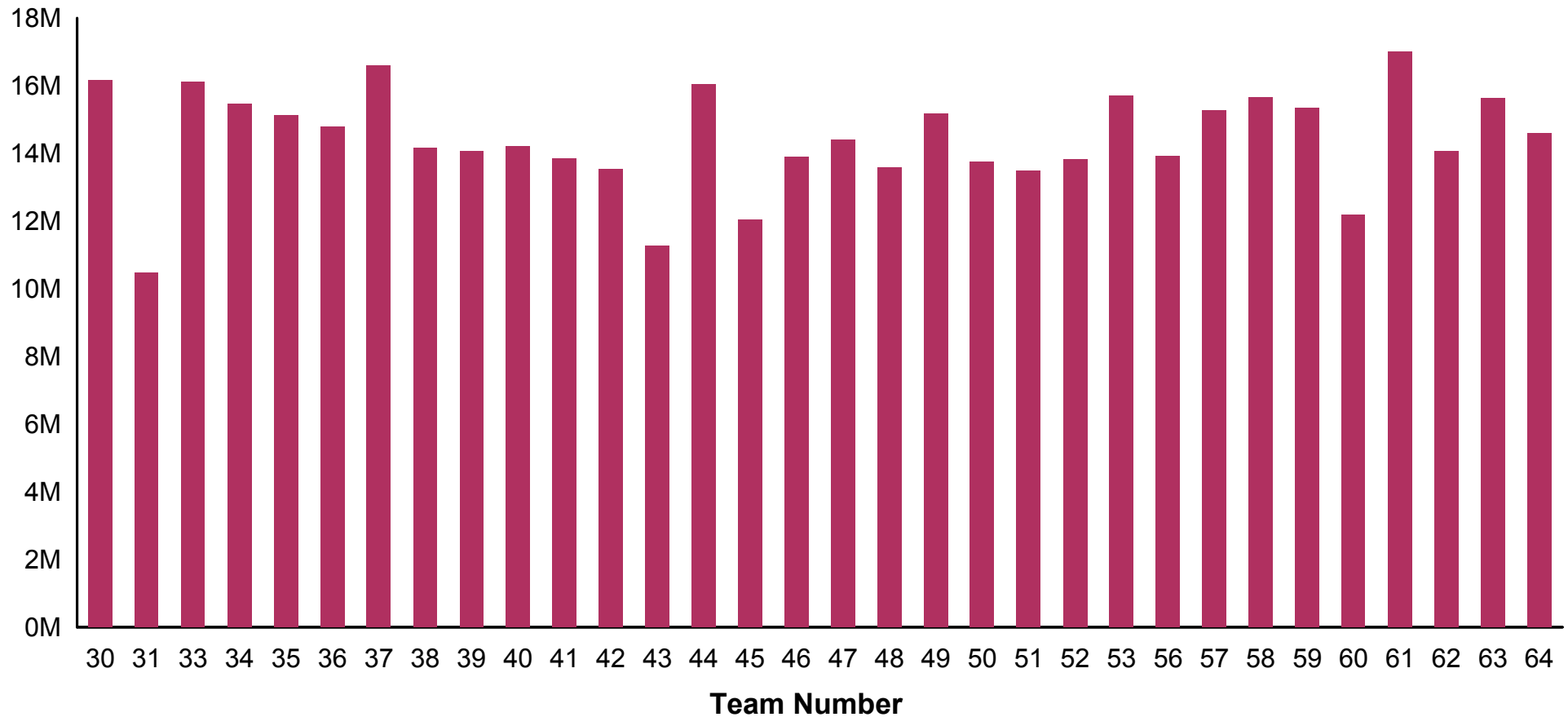


DURING TIME IN CHARGE

TURNOVER

If the company is able to win more new work, this should be reflected in an increase in the turnover, or the amount of work progressed.

AVERAGE TURNOVER EACH PERIOD



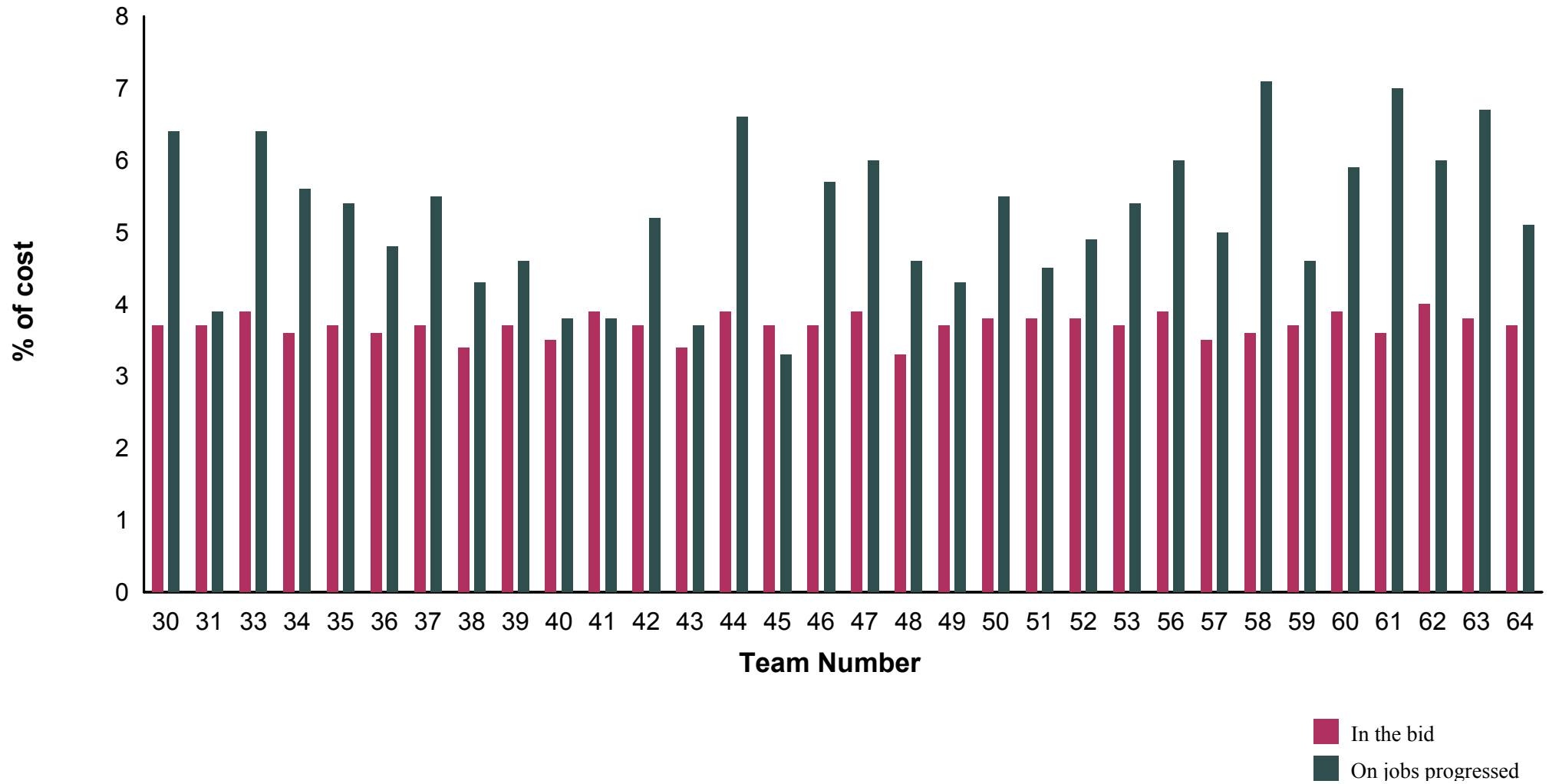
Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

DURING TIME IN CHARGE

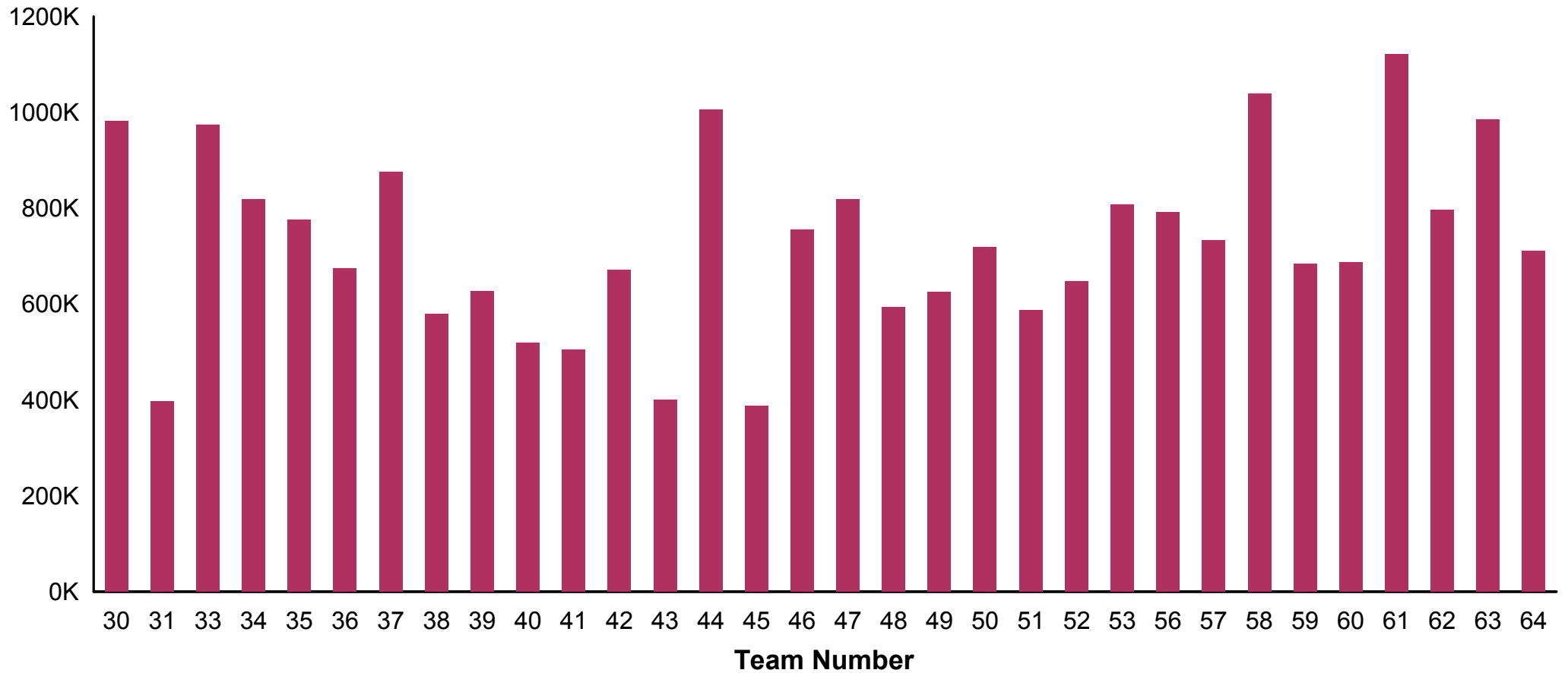
JOB PROFIT

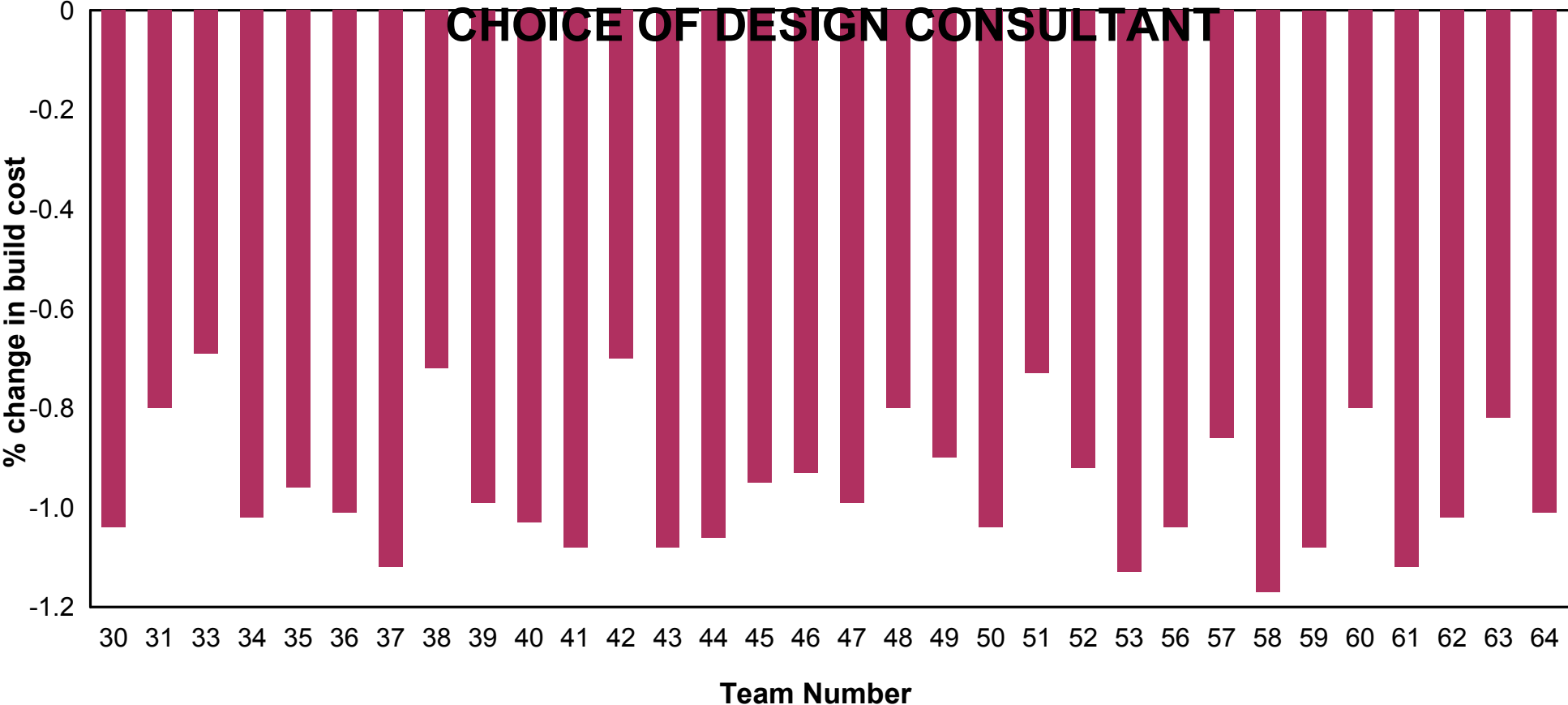
Turnover is required to grow the business, but managing jobs in progress as profitably as possible is the key to improving the value of the business.

MARGINS



AVERAGE AMOUNT OF JOB PROFIT EACH PERIOD

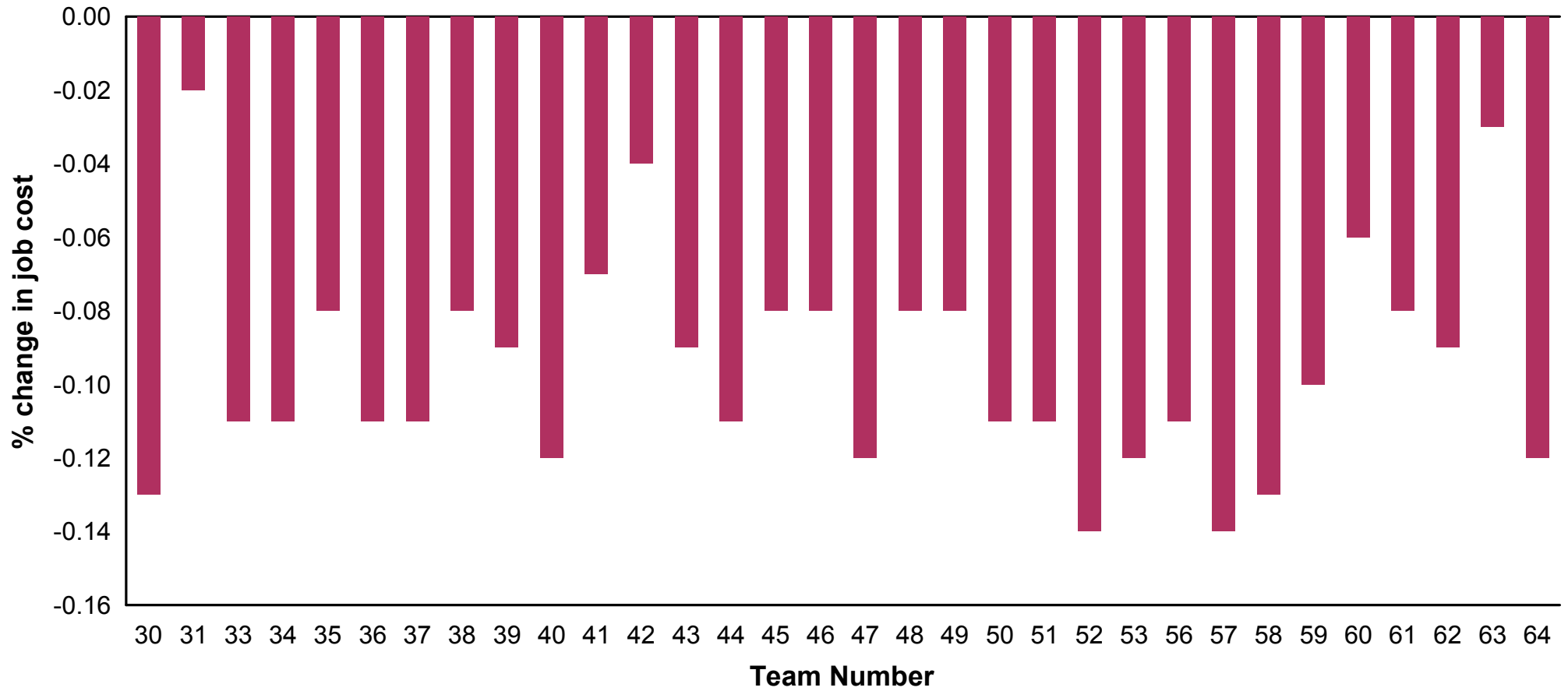




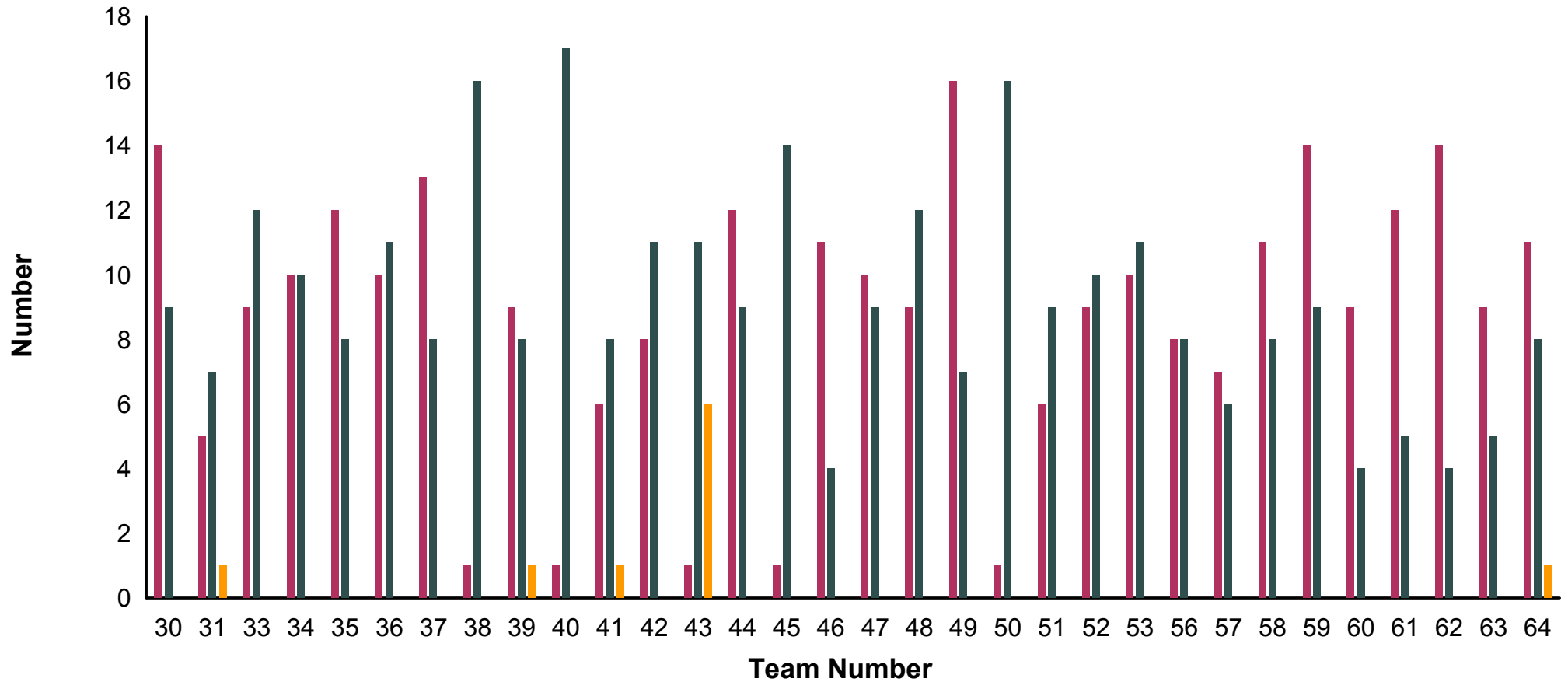
The choice of design consultant for Design and Build jobs can have a significant impact on the build costs.

Consultants with appropriate expertise and BIM experience produce designs that reduce the expected build cost when a job is progressed, which improves the profit margin on the job.

IMPACT OF WORLD EVENTS



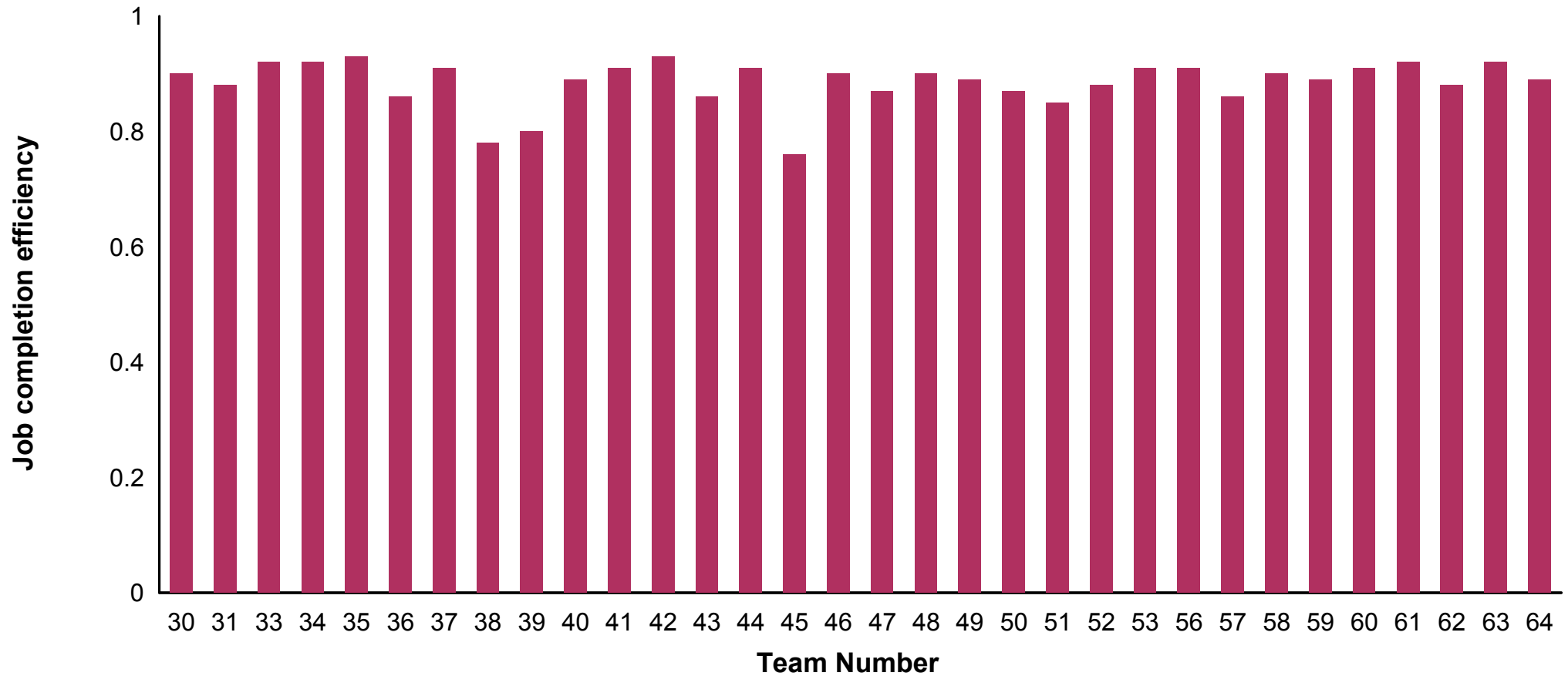
JOB COMPLETION



Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

- Early
- On Time
- Late

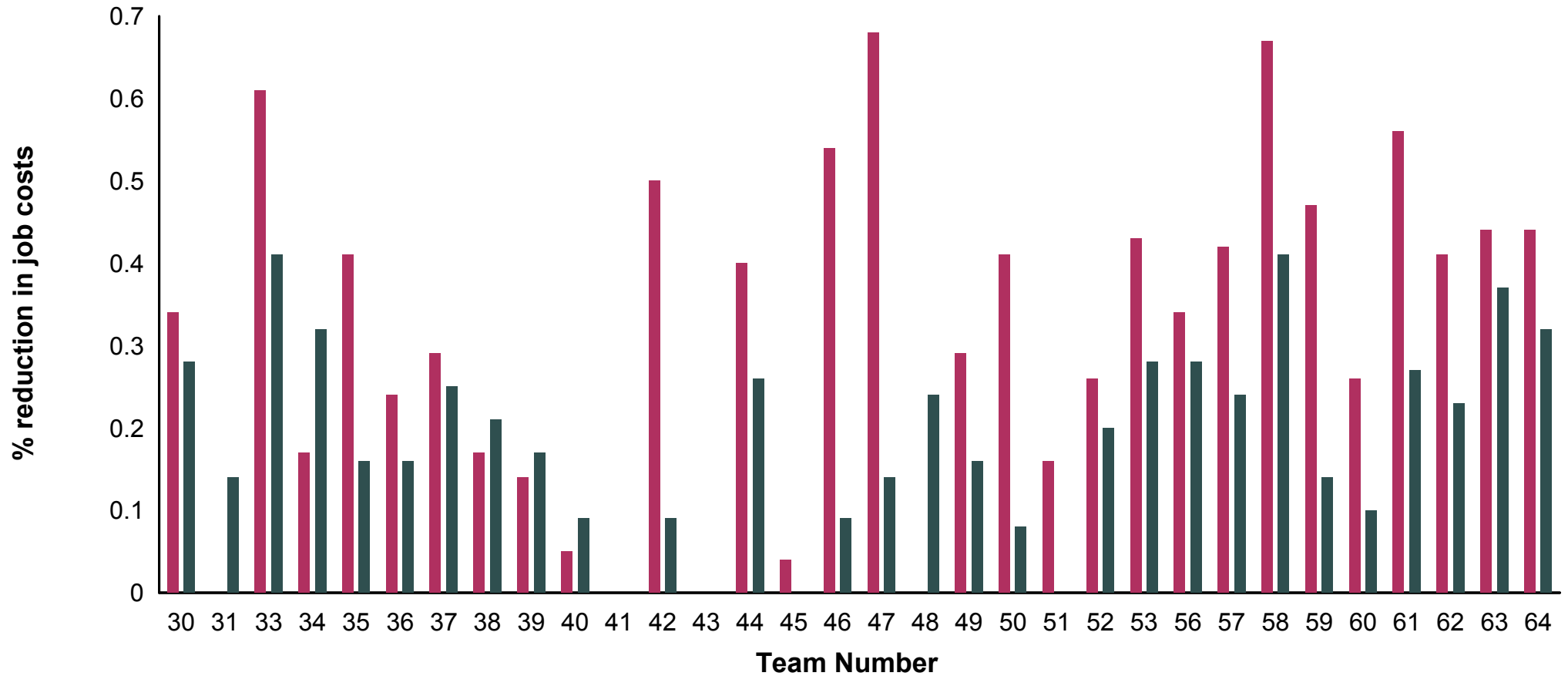
LABOUR MANAGEMENT



Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits.

The efficiency rating is from 0 to 1, where 1 is the optimum level.

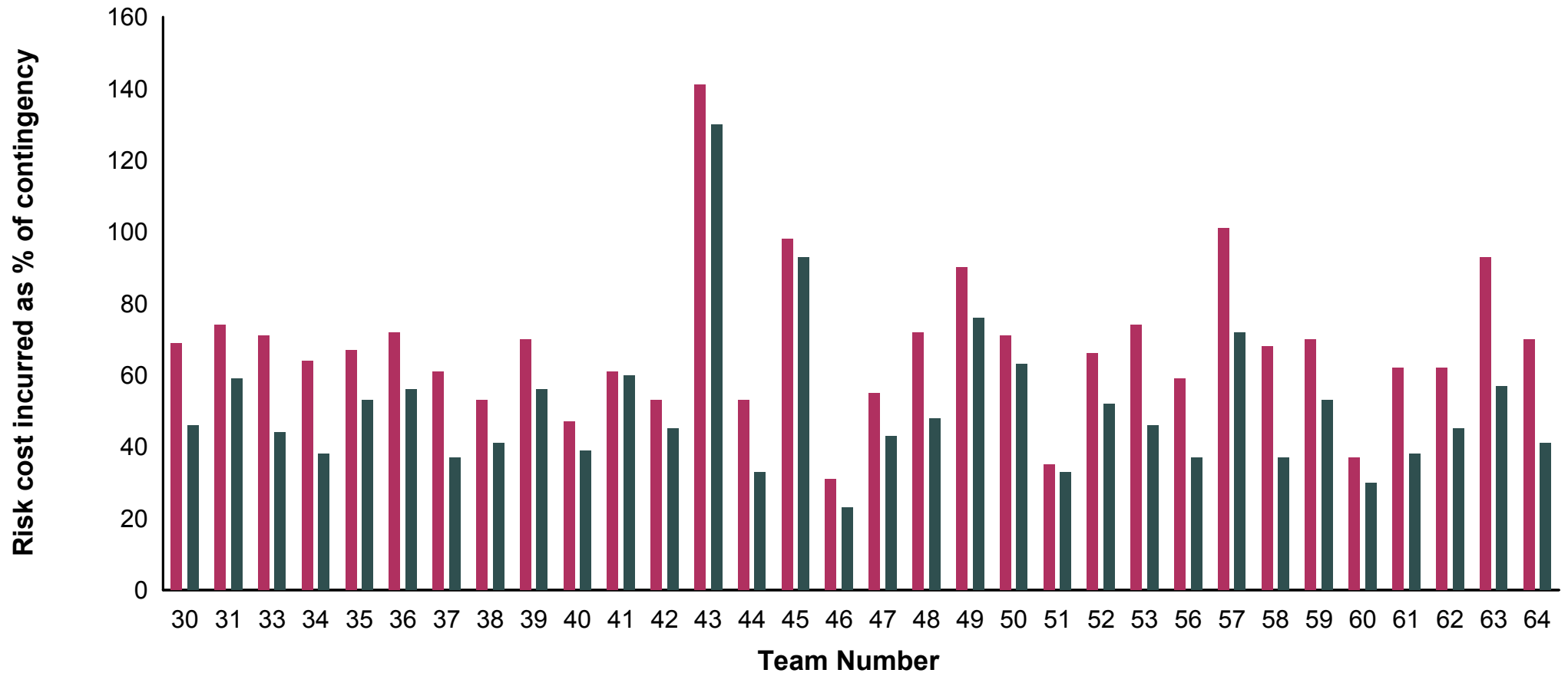
TARGETED INVESTMENTS



Targeted investments can reduce job costs, such as build and risk costs, significantly.

- Reduction in job costs due to build cost cost reductions
- Reduction in job costs due to risk cost reductions

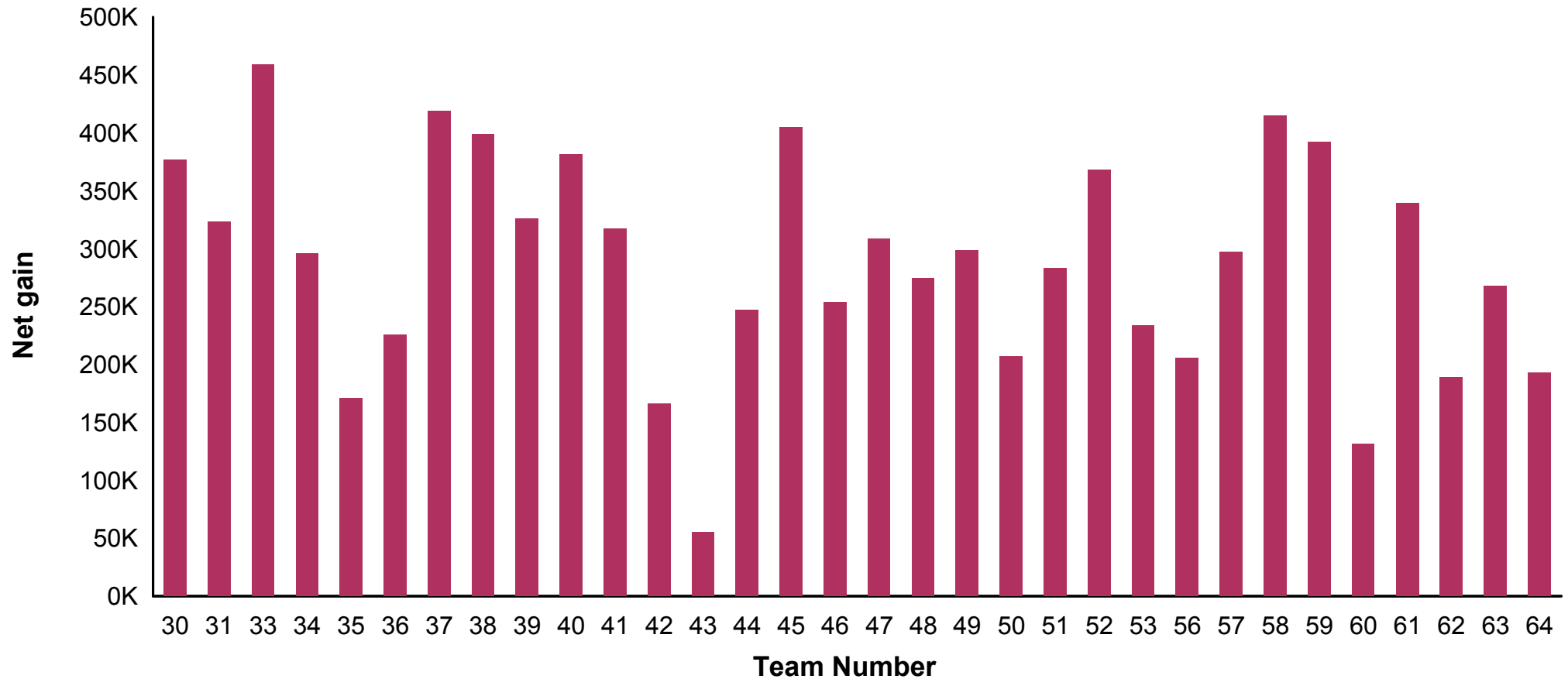
RISK MANAGEMENT



An effective risk management policy is crucial to keeping projects as profitable as possible.

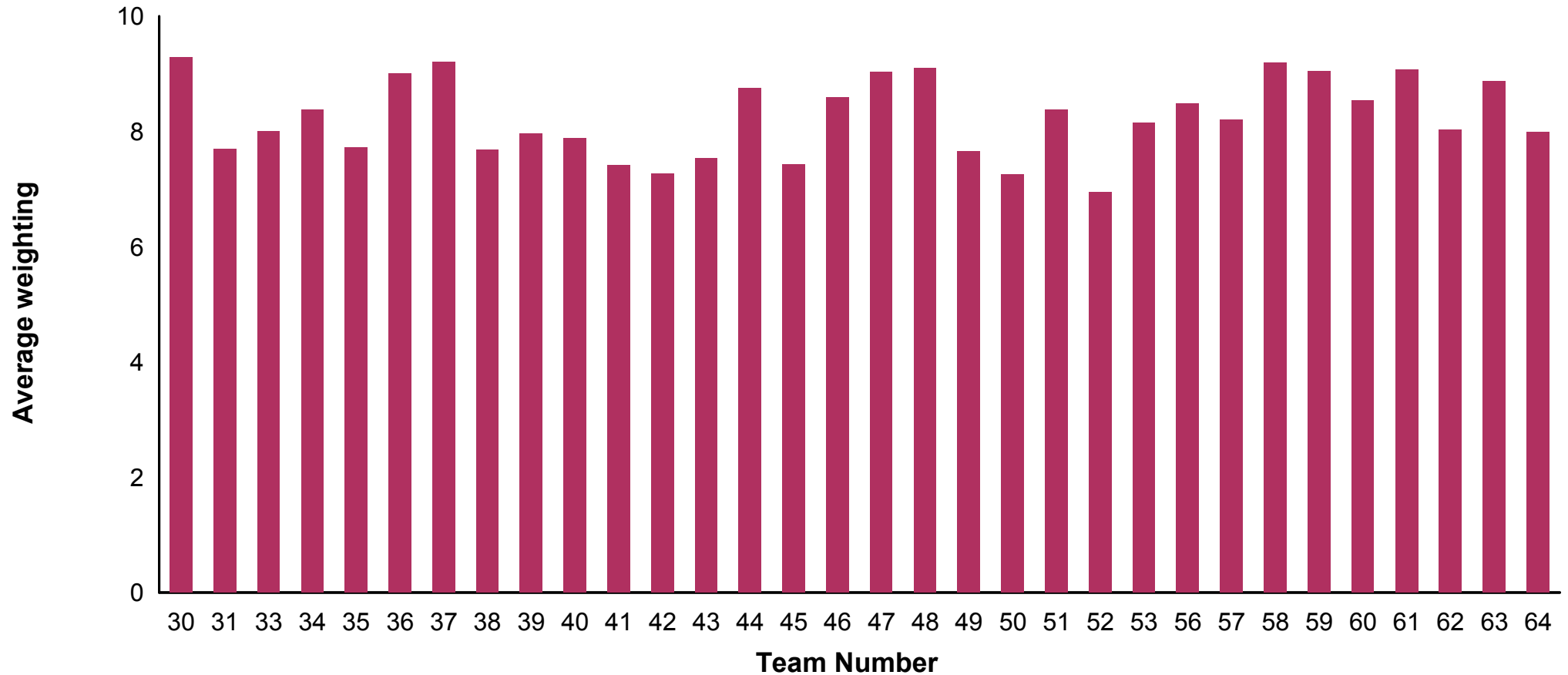
- Before mitigating actions
- After mitigating actions

PROJECT MANAGER (BONUS AFFECT)



Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

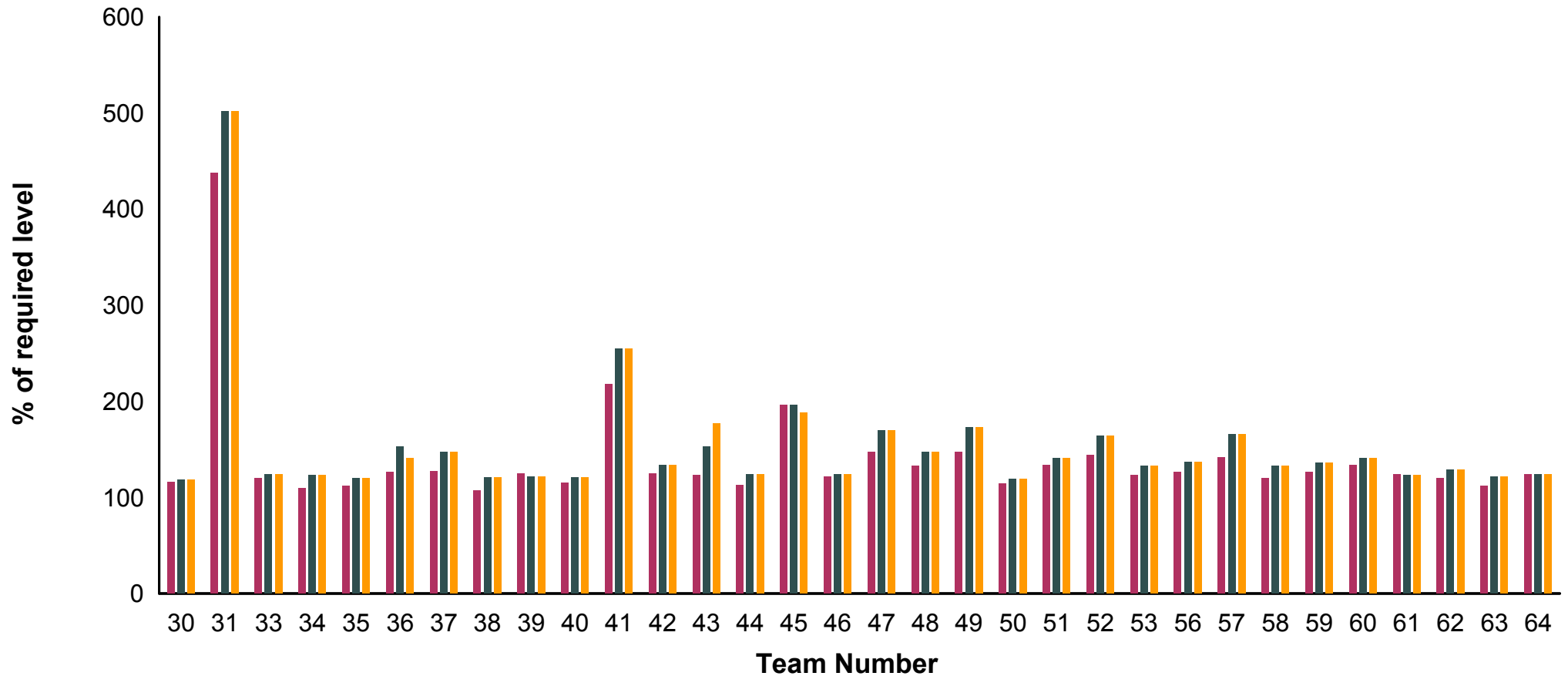
PROJECT MANAGER (PERFORMANCE)



A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency.

Project managers are weighted from 1 (Poor) to 10 (The best possible).

OVERHEAD STAFFING

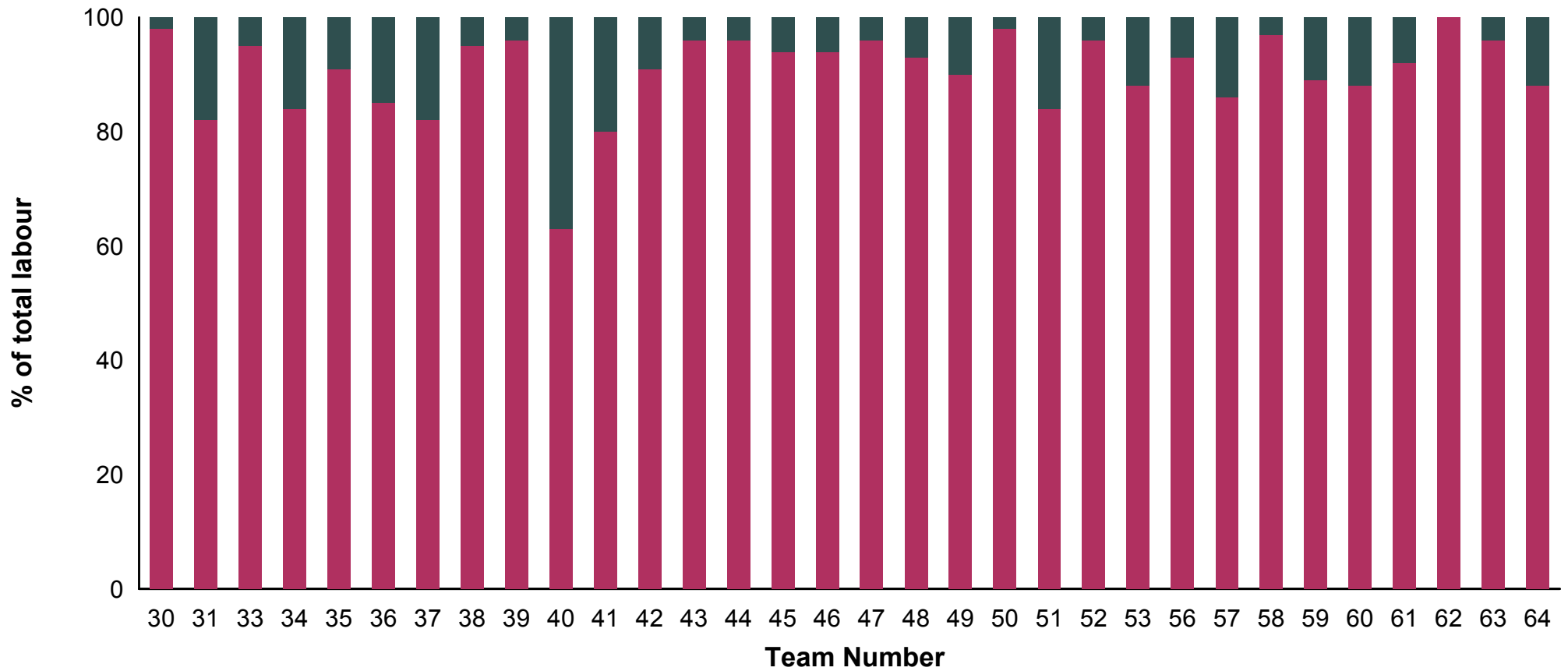


Efficient overhead management has a significant impact on operating profitability.

100% is the required level. Anything lower indicates understaffing, with an adverse affect on costs (Head Office and QHSE) or value (Measurement).

- Head Office
- QHSE
- Measurement

LABOUR USAGE

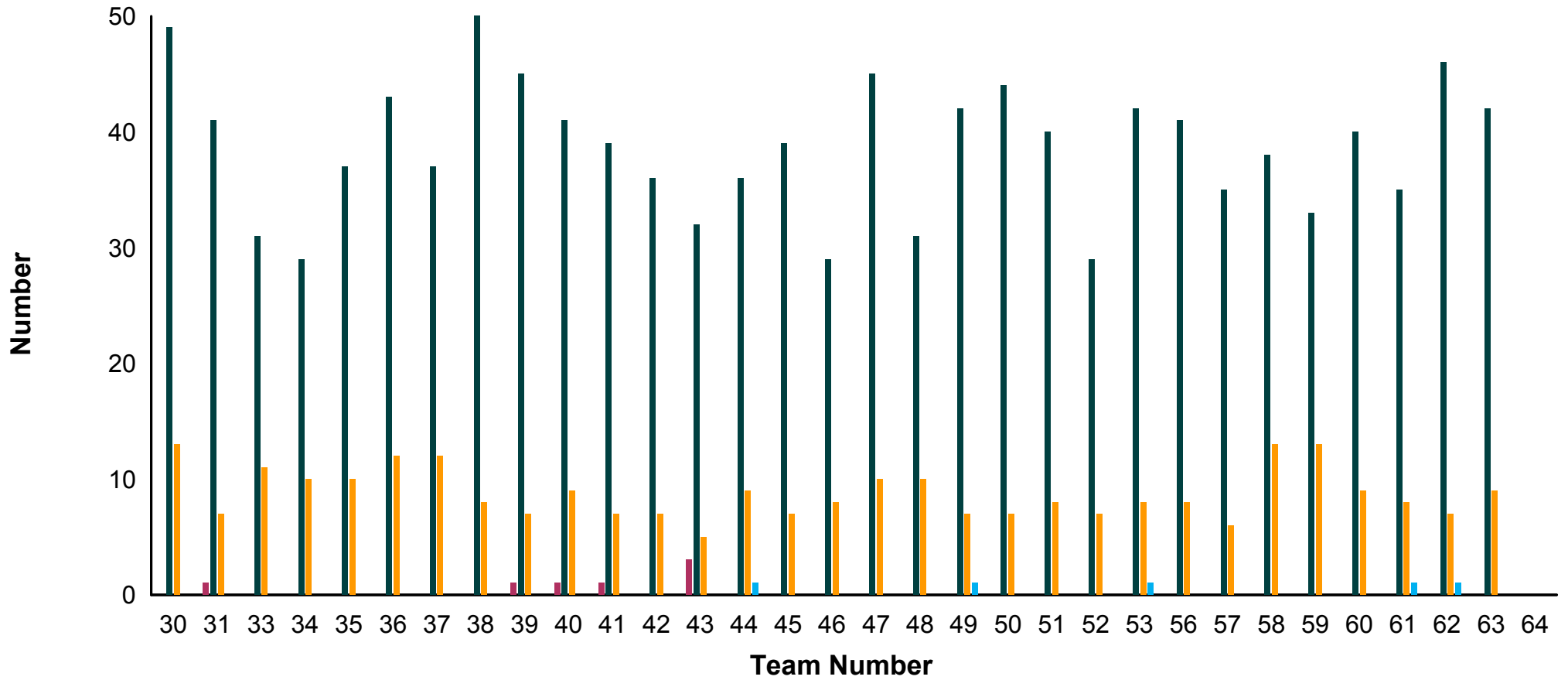


Subcontractor costs vary from country to country.

Excessive use of subcontractors can have an adverse affect on the morale of the company's own labour.

Own labour
Subcontract labour

CLIENT RELATIONSHIPS



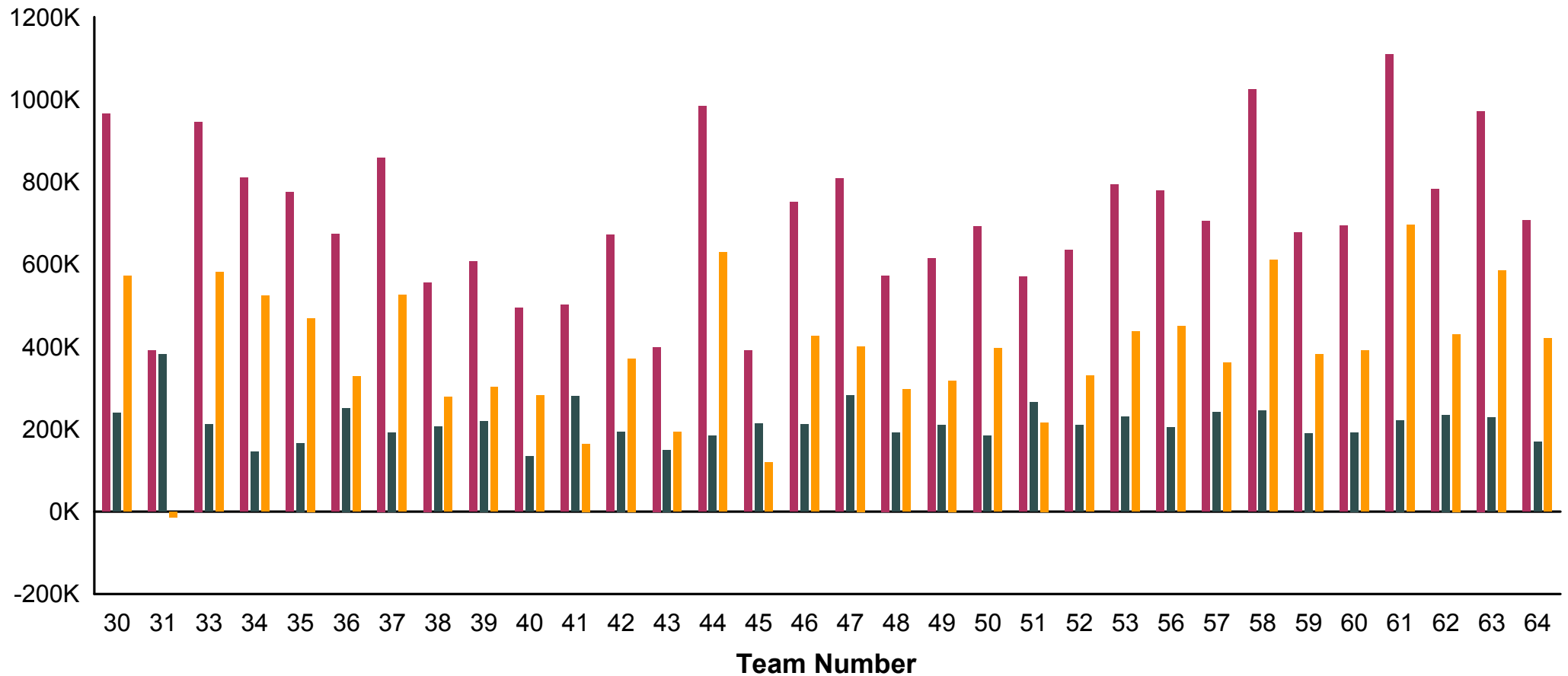
Building strong client relationships can be crucial in securing new work.

- Poor or worst
- Satisfactory
- Fairly good to Extremely good
- Excellent or better

DURING TIME IN CHARGE

CHANGE IN COMPANY VALUE

AVERAGE COMPANY PROFITS AND COSTS EACH PERIOD

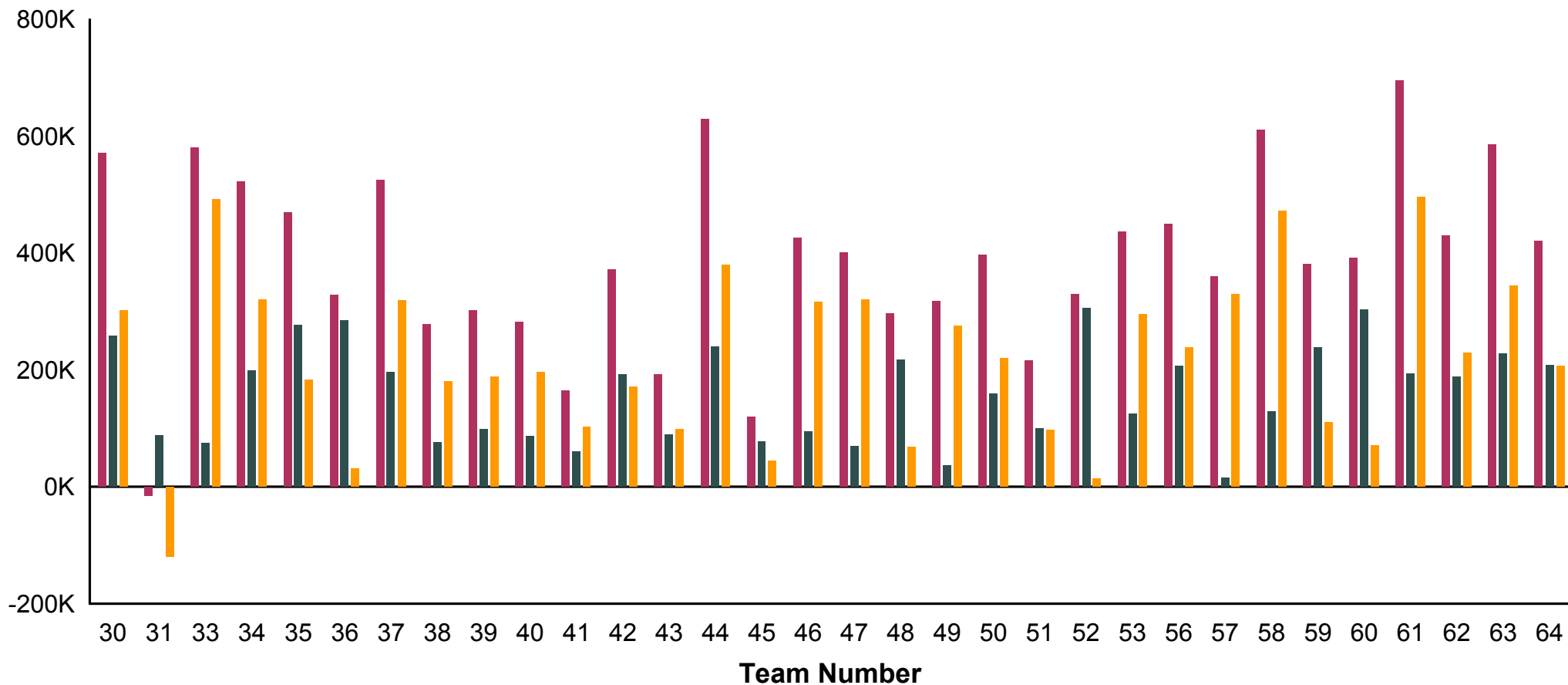


Ultimately the Operating profit improves the value of the business, going straight into the Cash Account.

$$\text{OPERATING PROFIT} = \text{GROSS PROFIT} - \text{OVERHEAD COSTS}$$

- Gross profit
- Overhead costs
- Operating profit

CHANGE IN COMPANY VALUE EACH PERIOD



The value of the company is reduced by paying dividends to shareholders.

So long as the dividend payments are offset by higher operating profit, the value of the business will continue to rise.

- Operating profit
- Dividend paid
- Change in company value