

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

- Measured value across jobs progressed
- Retentions repaid from completed jobs
- Early completion bonuses

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Monies OUT

- 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)

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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

			Job performance				Company performance				Shareholders		Future outlook		
Per	Status	Year/qtr	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	2024 (Q1)	0	0	0		34,080		-29,080		0.93		4,845,920	0	0
2	History	2024 (Q2)	0	0	0		70,000		-65,645		1.06		4,662,431	19,783,380	826,173
3	History	2024 (Q3)	6,904,933	6,780,843	124,090	1.8 %	127,720	1.9 %	-247	0.0 %	0.94	1.6 %	4,534,196	15,051,310	627,212
4	History	2024 (Q4)	11,039,530	10,451,260	588,273	5.6 %	129,000	1.2 %	350,539	3.4 %	1.09	0.9 %	4,781,791	20,822,000	886,934

PERIOD 4

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

JOB PERFORMANCE

Measured value:	11,177,830	?
Early completion bonus:	0	
(less) Retention held:	152,517	?
Retention repaid:	14,214	?
Total value:	11,039,530	
(less) Costs:	10,451,260	?
Gross profit:	588,273	(5.6 % of job costs)

COMPANY PERFORMANCE

(less) Overheads:	129,000	?	(1.2 % of job costs)
Gross operating profit:	459,273		
(less) Corporation tax:	111,138	?	
(plus) Credit interest:	2,404	?	
(less) Overdraft interest:	0		
Net operating profit:	350,539		(3.4 % of job costs)

FUTURE OUTLOOK

Forward workload:	20,822,000	?
Forward margin:	886,934	

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