ENGINUITY TUTORIAL



Using The Performance Summary



The **Company Performance Summary** provide a detailed set of performance statistics relating to the key functions in running the business.

Its main use is to **identify strengths and weaknesses**, and explain the rise and fall of particular key performance indicators.





Assessing performance Help

KEY PERFORMANCE INDICATORS

PERFORMANCE SUMMARY

CLICK ON THE DATA IN A COLUMN TO SEE HOW THE SELECTED KEY PERFORMANCE INDICATOR WAS CALCULATED

Status	Year/qtr	Turnover	Gross profit to Turnover	Profit to Turnover	Company Value	Capital Employed	Contract Completion	Forward Workload	Forward Margin	Share Price	Client Satisfaction	Total
History	2023 (Q4)	40	170	120	170	130	80	70	100	70	50	1,000
Early Years	2024 (Q1)	52	179	142	177	140	108	66	94	74	80	1,112
Early Years	2024 (Q2)	56	203	163	181	154	113	106	148	86	98	1,308
Early Years	2024 (Q3)	63	203	173	188	168	125	114	155	93	118	1,400
Early Years	2024 (Q4)	76	204	188	205	179	137	102	129	103	139	1,462
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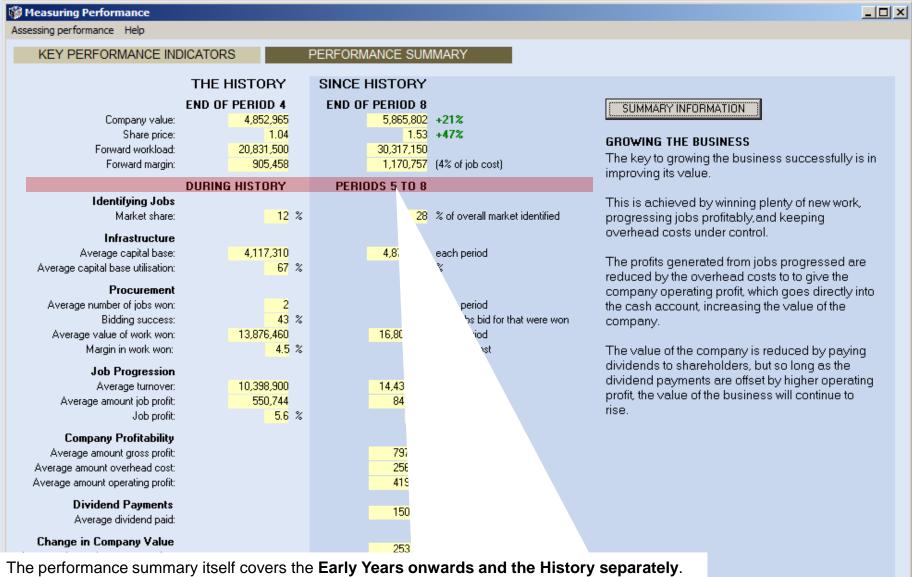
Consider the following example.

Since the end of the History the **Gross Profit to Turnover** indicator has **risen**.

This would appear to indicate that jobs have been managed better than during the History.

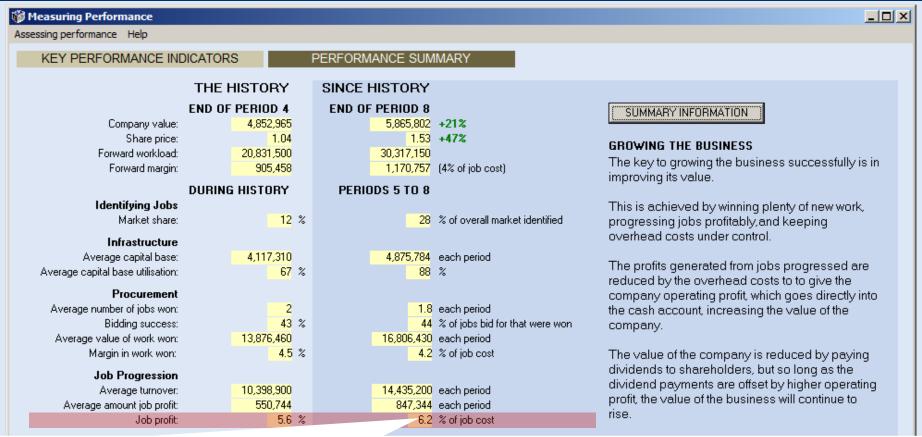
We can use the Performance Summary to investigate further.





However, many of the performance indicators cover the **full lifecycle of the company**. These are specifically the trend-based ones such as turnover, gross profit to turnover etc.





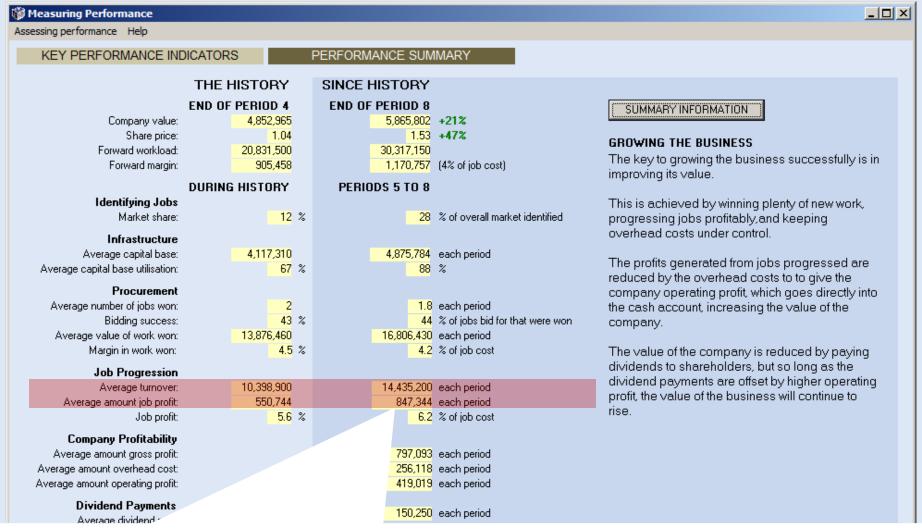
JOB PROFITABLITY

Evidence from the **Performance summary** shows that the during the History the average job profit was **5.6%** (of cost), but that since the History the average job profit has been **6.2%** (of cost).

This explains why the **Gross Profit to Turnover KPI has risen**, indicating that the jobs the company have been progressing have indeed been managed more profitably than during the History.

The **SUMMARY INFORMATION** can be used to look in more detail at the factors that have affected how well the jobs in progressed have been managed, and also covers Finance, Overheads and Procurement.

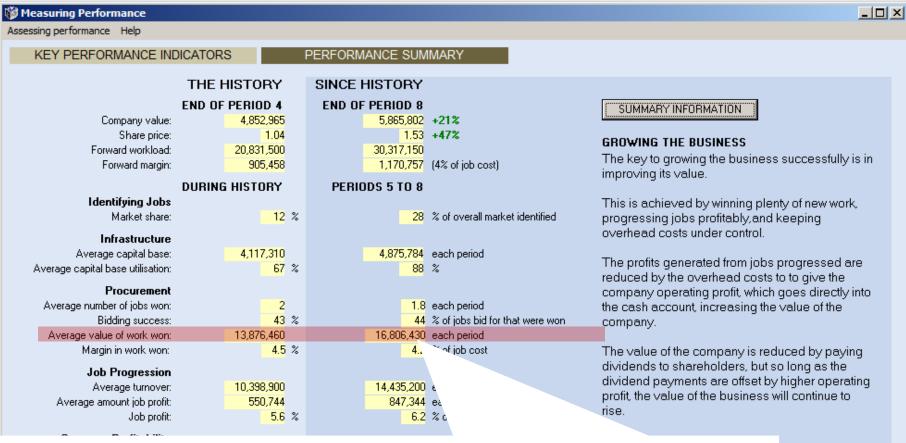




WORK PROGRESSED

As well as jobs in progress being managed well, the average turnover per period from jobs progressed improved considerably during periods 5 to 8, resulting in a much higher job profit each period.

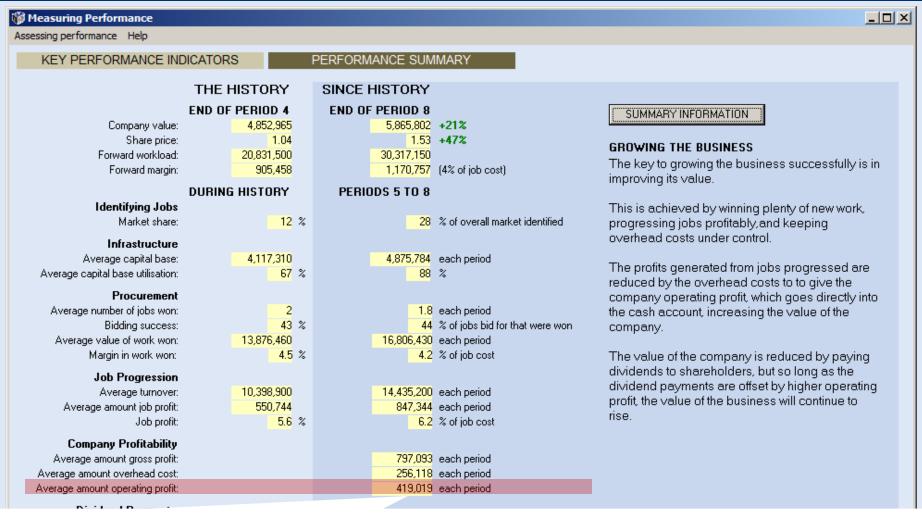




WORK WON

The rise in the amount of work progressed, or turnover, was due to the actual amount of work won each period increasing from 13,876,460 during the History to 16,806,430 from the History onwards.



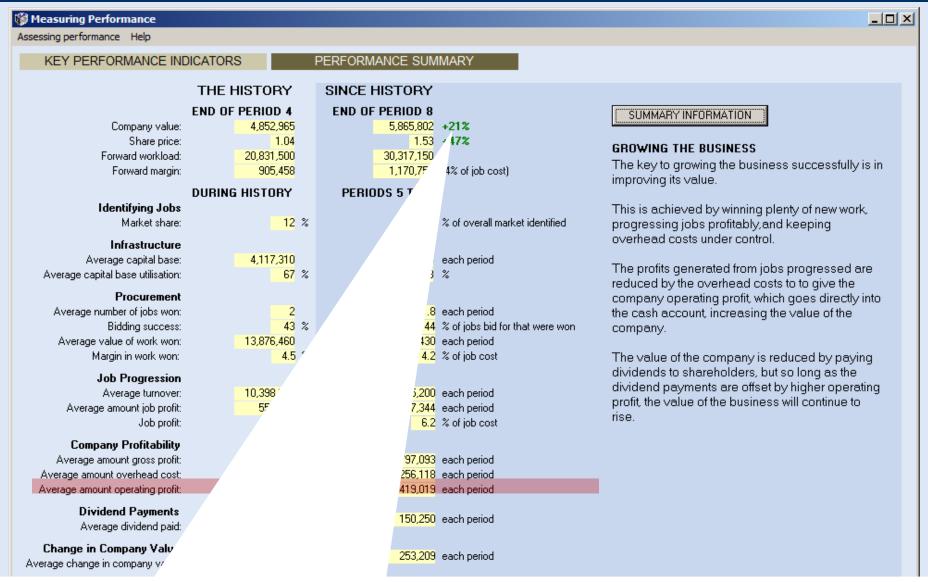


OPERATING PROFITABILITY

The increased job profit each period resulted in a gross profit of 797,093 which was more than enough to cover the company's overhead costs of 256,118. As a result a substantial Operating Profit of 419,019 each period was made,

How did this affect the value of the company?





COMPANY VALUE

After taking Dividend Payments off the Operating Profit the average amount going into the Cash Account was a very healthy 253,209. This improved the Company Value from the History onwards by 21%.



The **Company Performance Summary** has clearly explained that since the History more work has been won, and more gross and operating profit being generated, which fed as a profit into the Cash Account and increased the value of the company.

The **Performance Summary** could be used to look in more detail at the performance of the other Key Performance Indicators, in conjunction with both the **SUMMARY INFORMATION**, and the **Assessing Performance** tools, which are covered in a separate topic.