



Client Service Applications & Consulting Opportunities

Report

Industry Data & Industry Data with Company Comparisons

INDUSTRY FINANCIAL DATA AND RATIOS
Client Company metrics highlighted in green are within the top 20% of the industry. Red Company metrics highlighted in red are within the bottom 20% of the industry.

Financial Metric	Company Data	Industry Data			
		Report 12 Months	Report 12 Months	2019 Average	2020 Average
Current Ratio	1.75	1.75	100%	1.50	1.50
Quick Ratio	0.84	1.20	90%	1.00	1.00
Gross Profit Margin	67.0%	65.7%	4%	66.7%	66.0%
Net Profit Margin	20.4%	19.4%	5%	19.5%	19.5%
Operating Exp.	0.00	0.00	0%	0.00	0.00
Accounts Receivable Days	63.00	42.55	33%	36.55	37.24
Accounts Payable Days	6.00	27.55	46%	24.75	26.00
Interest Coverage Ratio	37.60	9.75	26%	9.75	10.10
Dividends per Share	0.00	0.00	0%	0.00	0.00
Return on Equity	150.0%	76.40%	51%	51.0%	63.7%
Return on Assets	68.40%	42.40%	62%	38.6%	38.2%
Shareholder Turnover	7.23	10.45	45%	10.75	11.7%

Report Components

- Real time industry data
- Industry growth rates
- Industry intelligence (KPIs)
- Client's % distance from industry
- Metrics within the top 20% of the industry highlighted in green
- Metrics within the bottom 20% of the industry highlighted in red

Client Service Applications

- Industry research and benchmarking
- Marketing collateral
- Last minute client meetings
- (Follow-up) prospect meetings
- Exit conferences / closing meetings
- Management presentations
- Client vs industry SWOT analysis

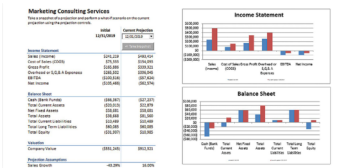
Narrative



- Comprehensive written analysis of 2-5 periods of client data using:
 - ◇ Ratio and trend analysis
 - ◇ Common size analysis
 - ◇ Industry intelligence (KPIs)
 - ◇ Industry comparisons
 - ◇ Client-to-client comparisons

- Value-added tool for:
 - ◇ Year-end review
 - ◇ Exit conferences/closing meetings
 - ◇ Management/client presentations
 - ◇ Delivery of financial statements
 - ◇ Cross-selling opportunities

Projections



- Monthly, quarterly, and annual forecasts and projections
- Cash flow statement forecasts and projections
- “What-if” scenario analysis
- Loan analysis tool
- (Informal) valuation tool
- Ratio and trend analysis

- Forecasts and projections
- Contingency and strategic planning
- Profitability modeling
- Start-up plans
- Cash flow management
- Cost control modeling
- Exit strategy/succession planning
- Viability analysis

Analytical Procedures

Income Statement Data	12/31/2018	12/31/2017	Actual 12/31/2018	Expected 12/31/2018	% Diff	Notes
Revenue	\$70,000	\$70,000	\$70,000	\$70,000	0%	
Cost of Sales (COGS)	\$20,000	\$14,000	\$14,000	\$14,000	0%	
Depreciation (COGS-related)	\$0	\$0	\$0	\$0	0%	
Direct Labor	\$0	\$0	\$0	\$0	0%	
Direct Materials	\$0	\$0	\$0	\$0	0%	
Gross Profit	\$50,000	\$56,000	\$56,000	\$56,000	10%	
Gross Profit Margin	71.4%	79.9%	80.0%	80.0%	4%	
Operating Exp.	\$1,000	\$0	\$0	\$0	0%	
Amortization	\$0	\$0	\$0	\$0	0%	
Overhead of S.G.A. & Expenses	\$19,000	\$16,000	\$16,000	\$16,000	0%	
G & A Payroll Expense	\$19,000	\$16,000	\$16,000	\$16,000	10%	

- Automatic expected values with industry comparisons
- Narrative report detailing financial performance
- Documented entities performance
- Calculated financial ratios, trends, expectations, and variances

- Risk assurance
- Internal audits and reviews in compliance with guidelines
- Regulatory compliance and risk identification
- Measurement and review of an entity's financial performance