# Performance Trend for Demo Company Ltd

The following report has been designed to provide you with insight into your recent performance trend. Where possible we have also compared performance to the previous time period and the same period in the previous 12 months.

Should you wish to discuss any of the content further, please do contact us on t: 0123 4567890 or visit www.vfd-pro.com

| | |
|---|---|
| Report created on - 02/11/2020 | Accounts complete to - May - 2020 |

# Performance Trend for Demo Company Ltd

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# Performance Trend for Demo Company Ltd

**If you were only to read one thing…….**

The points below provide an overview of the performance of your business over the past 3 months, compared to the previous 3 months and also the same period last year (where data is availabe).

## What worked well (over the past 3 months)

Your average monthly revenue has increased by 21.4% compared to the previous 3 months. (Up from £69.6k to £84.6k). It was also 7% up on the same period last year.

Your average monthly transactions have increased by 29.3% compared to the previous 3 months. (Up from 0.29k to 0.38k). However, they were -13.7% down on the same period last year.

Your gross profit margin as a % of revenue has increased by 3.4% compared to the previous 3 months. (Up from 35.6% to 39%). It was also 5.1% up on the same period last year.

Your overheads as a % of revenue have decreased by 11.2% compared to the previous 3 months. (Down from 35.3% to 24.1%). They were also 7.7% down on the same period last year.

Your average monthly net profit has increased by 12.4k compared to the previous 3 months. (Up from £0.3k to £12.6k). It was also 10.9k up on the same period last year.

Your cash balance has increased by £27.9k compared to the previous 3 months. (Up from £-81.7k to £-53.7k). It was also £13.1k up on the same period last year.

Your net worth has increased by £21.5k compared to the previous 3 months. (Up from £12k to £33.5k). However, it was (£10.9k) down on the same period last year.

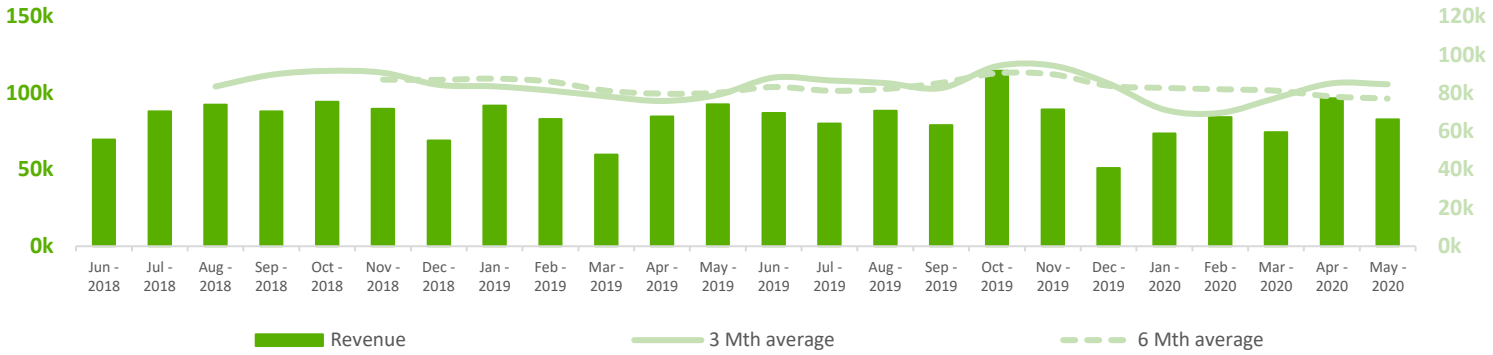
## What didn't work so well (over the past 3 months)

Your average value per transaction has decreased by (6.1%) compared to the previous 3 months. (Down from £0.24k to £0.22k). However, it was 24% up on the same period last year.

# Performance Trend for Demo Company Ltd

## REVENUE ANALYSIS

Revenue last month was £82.8k, which was -13.7k (or -14.2%) lower than the previous month. It was also -9.8k (or -10.6%) lower than the same month last year. Revenue over the last 3 months was £253.7k, which was 44.8k (or 21.4%) higher than the previous 3 months. It was also 16.6k (or 7%) higher than the same period last year.




### *Total Revenue*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 82.8k | **(14.2%)** vs prev Mth | 253.7k | **21.4%** vs prev 3 Mths | 462.6k | **(14.1%)** vs prev 6 Mths |
| | **(10.6%)** vs last year | *84.6k average* | **7.0%** vs last year | *77.1k average* | **(3.8%)** vs last year |

### *Total Transactions **

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 0.31k | **(24.5%)** vs prev Mth | 1.14k | **29.3%** vs prev 3 Mths | 2.03k | **(13.3%)** vs prev 6 Mths |
| | **(40.7%)** vs last year | *0.38k average* | **(13.7%)** vs last year | *0.34k average* | **(7.7%)** vs last year |

### *Average Transaction Value*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 0.269k | **13.6%** vs prev Mth | 0.222k | **(6.1%)** vs prev 3 Mths | 0.228k | **(1.0%)** vs prev 6 Mths |
| | **50.6%** vs last year | | **24.0%** vs last year | | **4.3%** vs last year |

** excludes Manual Journals, Credit Notes and Overpayments*

# Performance Trend for Demo Company Ltd

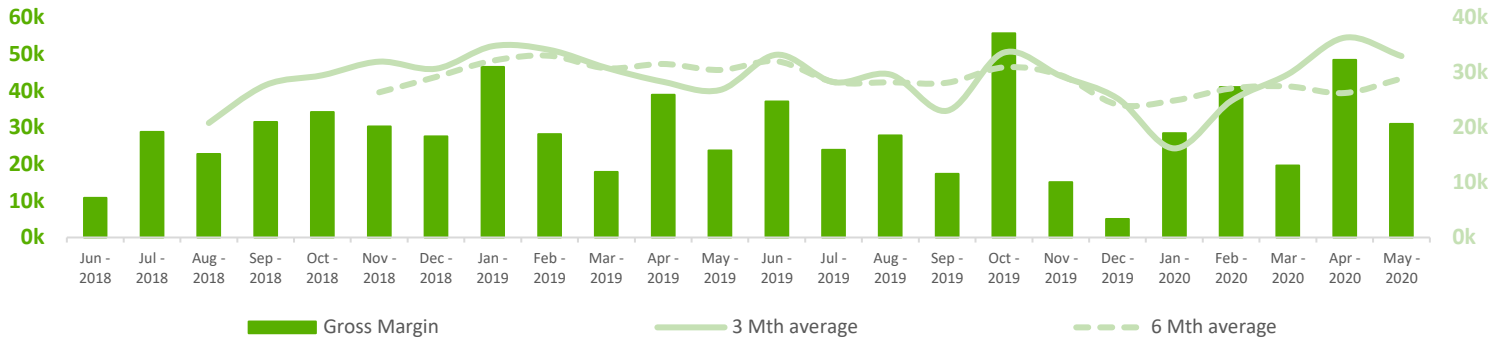
| Top 20 Customers (by value last 3 months) | Last Month | | | | Last 3 Months | | | |
|---|---|---|---|---|---|---|---|---|
| | £ | vs prev month | % of Revenue | vs prev month | £ (average) | vs prev 3 mths | % of Revenue | vs prev 3 mths |
| Company 00772 | 22.8k | 0.6k | 27.5% | 4.5% | 23.8k | 6.5k | 28.2% | 3.3% |
| Company 00396 | 14.6k | 1.2k | 17.6% | 3.8% | 11.0k | (0.5k) | 13.0% | (3.5%) |
| Company 00717 | 11.0k | 4.7k | 13.3% | 6.8% | 5.9k | 5.9k | 7.0% | 7.0% |
| Company 00964 | 0.0k | (17.0k) | 0.0% | (17.6%) | 5.7k | 5.7k | 6.7% | 6.7% |
| Company 00945 | 4.4k | (2.8k) | 5.4% | (2.1%) | 3.9k | 2.3k | 4.6% | 2.4% |
| Company 00472 | 0.0k | (0.9k) | 0.0% | (0.9%) | 3.4k | 2.4k | 4.0% | 2.5% |
| Company 00372 | 2.3k | (3.1k) | 2.8% | (2.8%) | 2.8k | (0.5k) | 3.3% | (1.4%) |
| Company 00970 | 5.6k | 3.1k | 6.7% | 4.2% | 2.7k | 1.0k | 3.2% | 0.8% |
| Company 00841 | 2.5k | 0.4k | 3.0% | 0.8% | 2.1k | 0.3k | 2.4% | (0.1%) |
| Company 00963 | 0.0k | (6.1k) | 0.0% | (6.4%) | 2.0k | 2.0k | 2.4% | 2.4% |
| Company 00494 | 3.6k | 3.3k | 4.3% | 4.1% | 1.8k | 1.8k | 2.1% | 2.1% |
| Company 00735 | 0.0k | 0.3k | 0.0% | 0.4% | 1.5k | 0.8k | 1.8% | 0.8% |
| Company 00787 | 4.1k | 4.1k | 4.9% | 4.9% | 1.4k | 1.4k | 1.6% | 1.6% |
| Company 00794 | 3.0k | 3.0k | 3.6% | 3.6% | 1.1k | 0.4k | 1.3% | 0.3% |
| Company 00462 | 0.0k | 0.0k | 0.0% | 0.0% | 0.9k | (1.6k) | 1.1% | (2.6%) |
| Company 00966 | 0.0k | (2.7k) | 0.0% | (2.8%) | 0.9k | 0.9k | 1.0% | 1.0% |
| Company 00442 | (0.4k) | (0.4k) | (0.5%) | (0.5%) | 0.9k | 0.7k | 1.0% | 0.7% |
| Company 00959 | 0.0k | 0.0k | 0.0% | 0.0% | 0.8k | 0.8k | 1.0% | 1.0% |
| Company 00905 | 0.0k | 0.0k | 0.0% | 0.0% | 0.8k | 0.8k | 0.9% | 0.9% |
| Company 00944 | 0.0k | (1.0k) | 0.0% | (1.1%) | 0.7k | 0.2k | 0.8% | 0.2% |
| Other | 9.4k | (0.6k) | 11.3% | 1.0% | 10.4k | (16.4k) | 12.4% | (26.3%) |
| **Total Revenue** | **82.8k** | **(13.7k)** | **100.0%** | **0.0%** | **84.6k** | **14.9k** | **100.0%** | **0.0%** |

| Top 20 Customers (by value last 12 months) | Dec - 2019 to May - 2020 | | | | Jun - 2019 to May - 2020 | | | |
|---|---|---|---|---|---|---|---|---|
| | £ (average) | vs prev 6 mths | % of Revenue | vs prev 6 mths | £ (average) | vs prev 12 mths | % of Revenue | vs prev 12 mths |
| Company 00772 | 20.6k | 4.5k | 26.7% | 8.8% | 18.3k | 7.5k | 22.0% | 9.0% |
| Company 00396 | 11.3k | 7.5k | 14.6% | 10.4% | 7.5k | 7.5k | 9.0% | 9.0% |
| Company 00372 | 3.0k | (1.4k) | 3.9% | (1.0%) | 3.7k | (1.1k) | 4.5% | (1.3%) |
| Company 00472 | 2.2k | (2.7k) | 2.9% | (2.6%) | 3.6k | 0.8k | 4.3% | 0.9% |
| Company 00932 | 0.0k | (7.1k) | 0.0% | (7.9%) | 3.5k | 2.6k | 4.2% | 3.1% |
| Company 00555 | 1.4k | (3.4k) | 1.8% | (3.5%) | 3.1k | (0.5k) | 3.7% | (0.6%) |
| Company 00663 | 2.0k | (2.1k) | 2.6% | (2.0%) | 3.1k | (2.4k) | 3.7% | (2.9%) |
| Company 00717 | 3.0k | 2.1k | 3.8% | 2.9% | 1.9k | 0.4k | 2.3% | 0.5% |
| Company 00970 | 2.2k | 1.4k | 2.8% | 1.9% | 1.5k | 0.5k | 1.8% | 0.6% |
| Company 00841 | 1.9k | 0.9k | 2.5% | 1.3% | 1.5k | (1.3k) | 1.8% | (1.6%) |
| Company 00964 | 2.8k | 2.8k | 3.7% | 3.7% | 1.4k | 1.4k | 1.7% | 1.7% |
| Company 00945 | 2.7k | 2.6k | 3.5% | 3.4% | 1.4k | 1.0k | 1.7% | 1.2% |
| Company 00735 | 1.1k | (0.3k) | 1.5% | (0.1%) | 1.3k | 0.9k | 1.5% | 1.1% |
| Company 00917 | 0.2k | (2.0k) | 0.2% | (2.2%) | 1.2k | 1.2k | 1.4% | 1.4% |
| Company 00915 | 0.1k | (2.2k) | 0.1% | (2.4%) | 1.2k | 0.4k | 1.4% | 0.5% |
| Company 00933 | 2.0k | 2.0k | 2.6% | 2.6% | 1.0k | 0.9k | 1.2% | 1.1% |
| Company 00494 | 0.9k | (0.1k) | 1.2% | 0.0% | 1.0k | 0.7k | 1.1% | 0.9% |
| Company 00899 | 1.3k | 0.9k | 1.7% | 1.2% | 0.9k | 0.9k | 1.1% | 1.1% |
| Company 00562 | 0.6k | (0.5k) | 0.8% | (0.5%) | 0.9k | 0.4k | 1.1% | 0.5% |
| Company 00462 | 1.7k | 1.7k | 2.3% | 2.3% | 0.9k | 0.9k | 1.0% | 1.0% |
| Other | 16.0k | (17.3k) | 20.7% | (16.3%) | 24.6k | (22.8k) | 29.5% | (27.2%) |
| **Total Revenue** | **77.1k** | **(12.7k)** | **100.0%** | **0.0%** | **83.4k** | **(0.1k)** | **100.0%** | **0.0%** |

# Performance Trend for Demo Company Ltd

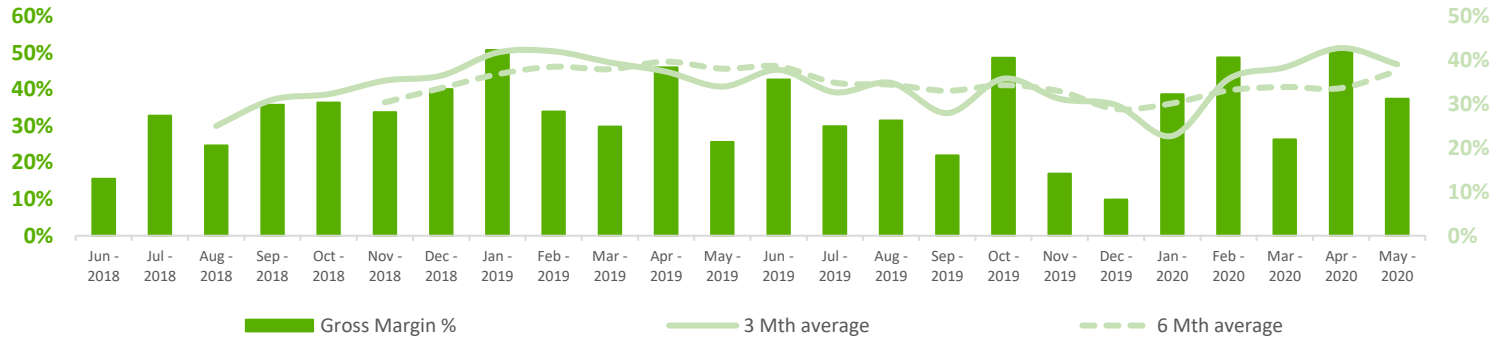
## MARGIN ANALYSIS

Gross margin last month was £30.9k, which was -17.5k (or -36.1%) lower than the previous month. It was also 7.3k (or 30.6%) higher than the same month last year. Gross margin over the last 3 months was £99k, which was 24.5k (or 32.9%) higher than the previous 3 months. It was also 18.5k (or 23%) higher than the same period last year.




### *Gross Margin*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 30.9k | **(36.1%)** vs prev Mth | 99.0k | **32.9%** vs prev 3 Mths | 173.4k | **(2.0%)** vs prev 6 Mths |
| | **30.6%** vs last year | *33k average* | **23.0%** vs last year | *28.9k average* | **(5.1%)** vs last year |



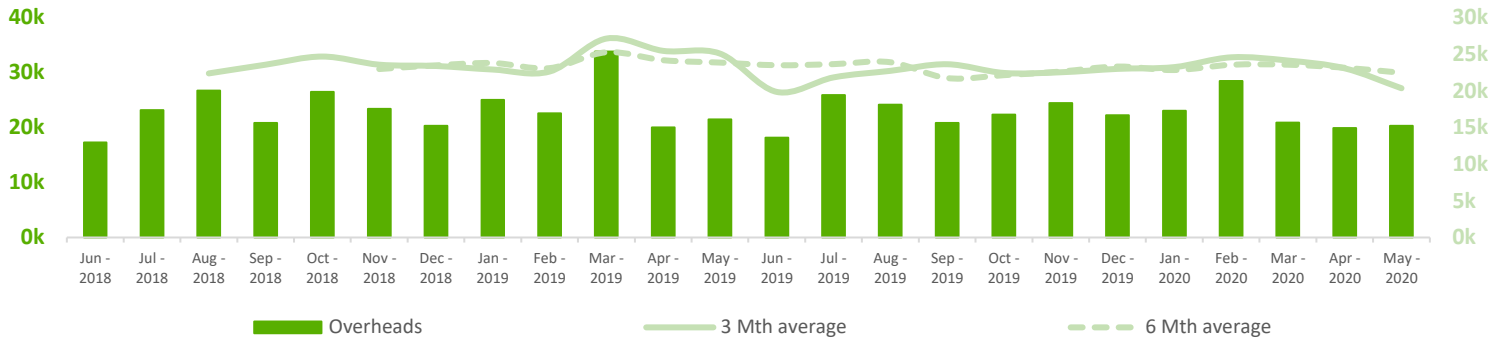

### *Gross Margin %*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 37.4% | **(12.8%)** vs prev Mth | 39.0% | **3.4%** vs prev 3 Mths | 37.5% | **4.6%** vs prev 6 Mths |
| | **11.8%** vs last year | | **5.1%** vs last year | | **(0.5%)** vs last year |

# Performance Trend for Demo Company Ltd

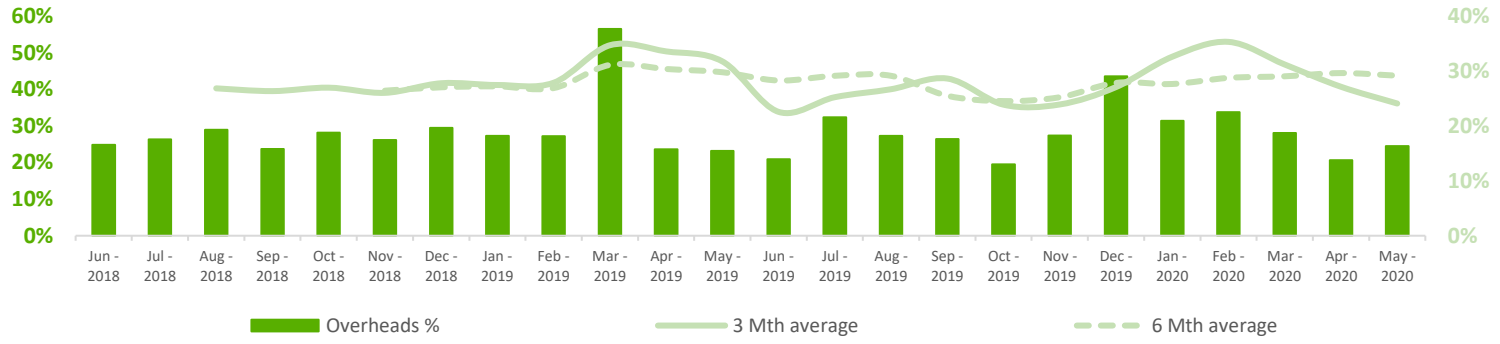
## OVERHEADS ANALYSIS

Overheads last month were £20.3k, they were 0.4k (or 2.1%) higher than the previous month. They were also -1.2k (or -5.5%) lower than the same month last year. Overheads over the last 3 months were £61.1k, they were -12.7k (or -17.2%) lower than the previous 3 months. They were also -14.2k (or -18.9%) lower than the same period last year.




### *Overheads*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 20.3k | **2.1%** vs prev Mth | 61.1k | **(17.2%)** vs prev 3 Mths | 134.8k | **(0.7%)** vs prev 6 Mths |
| | **(5.5%)** vs last year | *20.4k average* | **(18.9%)** vs last year | *22.5k average* | **(5.8%)** vs last year |




### *Overheads %*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 24.5% | **3.9%** vs prev Mth | 24.1% | **(11.2%)** vs prev 3 Mths | 29.1% | **3.9%** vs prev 6 Mths |
| | **1.3%** vs last year | | **(7.7%)** vs last year | | **(0.6%)** vs last year |

# Performance Trend for Demo Company Ltd

## COST ANALYSIS

| Cost of Sales | May - 2020 £ | vs prev month | % of Revenue | vs prev month | Mar - 2020 to May - 2020 £ (average) | vs prev 3 mths | % of Revenue | vs prev 3 mths |
|---|---|---|---|---|---|---|---|---|
| Cost of Sales 8 | 35.7k | 3.4k | 43.1% | 9.6% | 33.9k | 1.7k | 40.1% | (6.2%) |
| Cost of Sales 5 | 9.1k | (4.9k) | 11.0% | (3.6%) | 13.2k | 2.6k | 15.6% | 0.4% |
| Cost of Sales 4 | 1.4k | 1.4k | 1.7% | 1.7% | 1.1k | 1.1k | 1.3% | 1.3% |
| Cost of Sales 7 | 0.8k | 0.8k | 1.0% | 1.0% | 1.0k | (0.1k) | 1.2% | (0.3%) |
| Cost of Sales 6 | 2.2k | 1.9k | 2.7% | 2.4% | 0.8k | 0.7k | 1.0% | 0.8% |
| Other | 2.6k | 1.2k | 3.2% | 1.7% | 1.5k | 0.6k | 1.7% | 0.5% |
| **Total Cost of Sales** | **51.8k** | **3.7k** | **62.6%** | **12.8%** | **51.6k** | **6.8k** | **61.0%** | **(3.4%)** |
| **Overheads** | | | | | | | | |
| Overheads 39 | 4.8k | 0.0k | 5.8% | 0.8% | 4.8k | 0.0k | 5.7% | (1.2%) |
| Depreciation | 2.6k | 0.1k | 3.1% | 0.5% | 2.6k | 0.1k | 3.0% | (0.6%) |
| Overheads 21 | | (3.2k) | | (3.3%) | 2.1k | (1.1k) | 2.5% | (2.0%) |
| Heat & Light | 1.9k | (0.1k) | 2.3% | 0.2% | 2.1k | 0.0k | 2.5% | (0.5%) |
| Marketing | 1.8k | 0.4k | 2.2% | 0.7% | 1.4k | 0.2k | 1.7% | (0.0%) |
| Overheads 37 | 1.1k | 0.0k | 1.4% | 0.2% | 1.1k | 0.0k | 1.3% | (0.3%) |
| Overheads 1 | 0.6k | 0.0k | 0.7% | 0.1% | 0.5k | 0.0k | 0.6% | (0.1%) |
| Overheads 27 | 0.8k | 0.0k | 0.9% | 0.1% | 0.8k | (0.2k) | 0.9% | (0.4%) |
| Overheads 44 | 1.4k | 1.3k | 1.6% | 1.6% | 0.8k | (0.1k) | 1.0% | (0.4%) |
| Advertising | 1.0k | 0.9k | 1.2% | 1.1% | 0.7k | (1.3k) | 0.8% | (2.0%) |
| Other | 4.4k | 1.0k | 5.3% | 1.8% | 3.3k | (2.0k) | 3.9% | (3.7%) |
| **Total Overheads** | **20.3k** | **0.4k** | **24.5%** | **3.9%** | **20.4k** | **(4.2k)** | **24.1%** | **(11.2%)** |

| Cost of Sales | Dec - 2019 to May - 2020 £ (average) | vs prev 6 mths | % of Revenue | vs prev 6 mths | Jun - 2019 to May - 2020 £ (average) | vs prev 12 mths | % of Revenue | vs prev 12 mths |
|---|---|---|---|---|---|---|---|---|
| Cost of Sales 8 | 33.1k | (3.7k) | 42.9% | 1.9% | 35.0k | (0.8k) | 41.9% | (0.9%) |
| Cost of Sales 5 | 11.8k | (5.2k) | 15.4% | (3.7%) | 14.5k | 0.8k | 17.3% | 1.0% |
| Cost of Sales 7 | 1.1k | (1.5k) | 1.4% | (1.4%) | 1.8k | (0.3k) | 2.2% | (0.3%) |
| Cost of Sales 4 | 0.6k | (0.7k) | 0.7% | (0.7%) | 0.9k | (0.5k) | 1.1% | (0.6%) |
| Cost of Sales 2 | 0.3k | (0.7k) | 0.4% | (0.7%) | 0.7k | (0.2k) | 0.8% | (0.2%) |
| Other | 1.3k | (0.2k) | 1.7% | 0.0% | 1.4k | 0.0k | 1.7% | 0.0% |
| **Total Cost of Sales** | **48.2k** | **(12.1k)** | **62.5%** | **(4.6%)** | **54.2k** | **(0.9k)** | **65.0%** | **(1.0%)** |
| **Overheads** | | | | | | | | |
| Overheads 39 | 4.8k | 0.0k | 6.2% | 0.9% | 4.8k | 0.0k | 5.8% | 0.0% |
| Overheads 21 | 2.6k | (0.0k) | 3.4% | 0.5% | 2.6k | 0.5k | 3.2% | 0.7% |
| Heat & Light | 2.1k | (1.0k) | 2.7% | (0.7%) | 2.6k | (0.5k) | 3.1% | (0.6%) |
| Depreciation | 2.5k | 0.1k | 3.3% | 0.5% | 2.5k | 0.1k | 3.0% | 0.1% |
| Marketing | 1.3k | (0.0k) | 1.7% | 0.2% | 1.3k | 0.8k | 1.6% | 1.0% |
| Overheads 37 | 1.1k | 0.0k | 1.5% | 0.2% | 1.1k | (0.3k) | 1.4% | (0.4%) |
| Overheads 44 | 0.9k | (0.4k) | 1.2% | (0.2%) | 1.1k | (0.7k) | 1.3% | (0.9%) |
| Advertising | 1.4k | 0.9k | 1.8% | 1.2% | 0.9k | 0.5k | 1.1% | 0.5% |
| Overheads 27 | 0.9k | (0.0k) | 1.1% | 0.1% | 0.9k | 0.2k | 1.0% | 0.3% |
| Promotion | 0.7k | 0.1k | 0.9% | 0.2% | 0.6k | (0.3k) | 0.7% | (0.4%) |
| Other | 4.2k | 0.2k | 5.4% | 1.0% | 4.1k | (1.2k) | 4.9% | (1.4%) |
| **Total Overheads** | **22.5k** | **(0.2k)** | **29.1%** | **3.9%** | **22.5k** | **(0.9k)** | **27.0%** | **(1.0%)** |

# Performance Trend for Demo Company Ltd

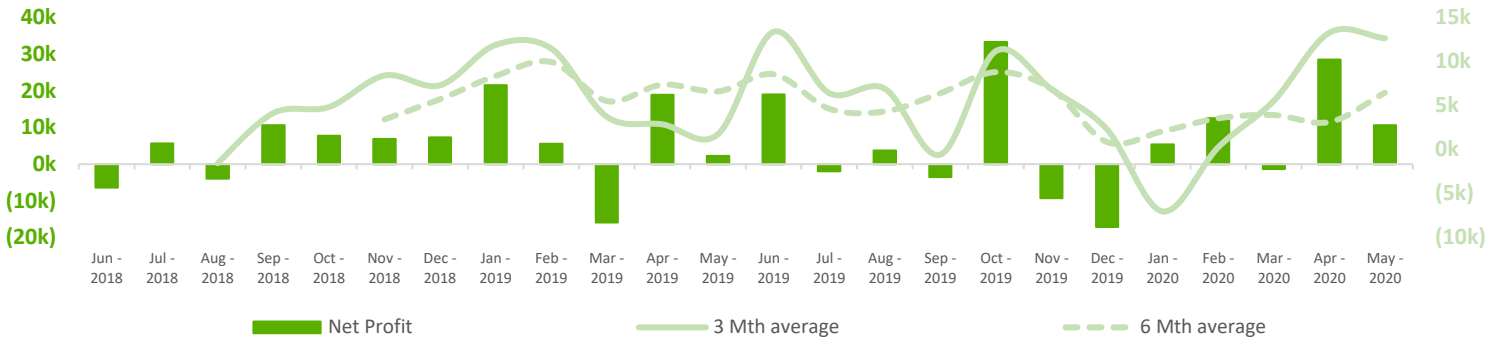
| Top 20 Suppliers (by value 3 months) | Last Month | | | | Last 3 Months | | | |
|---|---|---|---|---|---|---|---|---|
| | £ | vs prev month | % of Revenue | vs prev month | £ (average) | vs prev 3 mths | % of Revenue | vs prev 3 mths |
| Company 00079 | 28.9k | 5.9k | 34.9% | 11.0% | 25.1k | 3.0k | 29.6% | (2.0%) |
| Company 00185 | 8.9k | 0.7k | 10.7% | 2.2% | 8.7k | 1.4k | 10.3% | (0.2%) |
| Company 00013 | 6.1k | (2.9k) | 7.4% | (2.0%) | 7.8k | (2.0k) | 9.3% | (4.9%) |
| Company 00072 | 4.8k | 0.0k | 5.8% | 0.8% | 4.8k | 0.0k | 5.7% | (1.2%) |
| Company 00423 | | 0.0k | | 0.0% | 2.5k | 2.5k | 3.0% | 3.0% |
| Company 00001 | 2.6k | 1.3k | 3.1% | 1.7% | 2.4k | 1.0k | 2.8% | 0.8% |
| Company 00789 | 0.8k | (2.4k) | 0.9% | (2.3%) | 2.4k | 0.3k | 2.8% | (0.2%) |
| Company 00354 | 1.3k | (0.0k) | 1.6% | 0.2% | 1.6k | (0.3k) | 1.8% | (0.8%) |
| Company 00134 | 1.8k | 0.4k | 2.2% | 0.7% | 1.4k | 0.2k | 1.7% | (0.0%) |
| Company 00101 | 0.7k | (0.7k) | 0.9% | (0.6%) | 1.2k | (0.2k) | 1.4% | (0.7%) |
| Company 00954 | 1.4k | 1.4k | 1.7% | 1.7% | 1.1k | 1.1k | 1.3% | 1.3% |
| Company 00761 | 1.1k | 0.0k | 1.4% | 0.2% | 1.1k | 0.0k | 1.3% | (0.3%) |
| Company 00783 | | (3.0k) | | (3.1%) | 1.0k | 1.0k | 1.2% | 1.2% |
| Company 00251 | 2.2k | 1.7k | 2.6% | 2.1% | 0.9k | 0.4k | 1.0% | 0.3% |
| Company 00557 | | (2.5k) | | (2.6%) | 0.8k | (0.2k) | 1.0% | (0.5%) |
| Company 00695 | | 0.0k | | 0.0% | 0.8k | 0.1k | 0.9% | 0.0% |
| Company 00014 | 0.5k | 0.0k | 0.6% | 0.1% | 0.5k | 0.0k | 0.6% | (0.1%) |
| Company 00792 | 0.5k | (0.1k) | 0.6% | 0.0% | 0.5k | 0.0k | 0.6% | (0.1%) |
| Company 00923 | 1.3k | 1.3k | 1.5% | 1.5% | 0.4k | 0.0k | 0.5% | (0.1%) |
| Company 00123 | 0.4k | 0.1k | 0.5% | 0.1% | 0.4k | 0.4k | 0.5% | 0.5% |
| Other | 8.8k | 3.1k | 10.7% | 4.7% | 6.4k | (6.3k) | 7.6% | (10.6%) |
| **Total Expenditure** | **72.1k** | **4.2k** | **87.1%** | **16.7%** | **71.9k** | **2.5k** | **85.1%** | **(14.6%)** |

| Top 20 Suppliers (by value last 12 months) | Dec - 2019 to May - 2020 | | | | Jun - 2019 to May - 2020 | | | |
|---|---|---|---|---|---|---|---|---|
| | £ (average) | vs prev 6 mths | % of Revenue | vs prev 6 mths | £ (average) | vs prev 12 mths | % of Revenue | vs prev 12 mths |
| Company 00079 | 23.5k | (1.8k) | 30.5% | 2.3% | 24.4k | (2.1k) | 29.3% | (2.5%) |
| Company 00013 | 8.9k | (0.7k) | 11.5% | 0.9% | 9.2k | 0.3k | 11.0% | 0.3% |
| Company 00185 | 8.0k | (2.3k) | 10.4% | (1.1%) | 9.2k | 1.1k | 11.0% | 1.3% |
| Company 00072 | 4.8k | 0.0k | 6.2% | 0.9% | 4.8k | 2.3k | 5.8% | 2.8% |
| Company 00001 | 1.9k | (1.1k) | 2.5% | (0.9%) | 2.5k | (0.4k) | 2.9% | (0.5%) |
| Company 00354 | 1.7k | (1.0k) | 2.2% | (0.9%) | 2.2k | (0.4k) | 2.7% | (0.5%) |
| Company 00789 | 2.2k | 0.7k | 2.9% | 1.1% | 1.9k | 1.3k | 2.3% | 1.6% |
| Company 00695 | 0.7k | (1.4k) | 0.9% | (1.5%) | 1.4k | (0.0k) | 1.7% | (0.0%) |
| Company 00134 | 1.3k | (0.0k) | 1.7% | 0.2% | 1.3k | 0.8k | 1.6% | 1.0% |
| Company 00101 | 1.3k | 0.3k | 1.7% | 0.6% | 1.2k | 0.9k | 1.4% | 1.0% |
| Company 00761 | 1.1k | 0.0k | 1.5% | 0.2% | 1.1k | (0.3k) | 1.4% | (0.4%) |
| Company 00177 | 0.6k | (0.1k) | 0.8% | (0.0%) | 0.7k | 0.4k | 0.8% | 0.5% |
| Company 00423 | 1.2k | 1.2k | 1.6% | 1.5% | 0.7k | 0.3k | 0.8% | 0.3% |
| Company 00272 | | (1.3k) | 0.0% | (1.4%) | 0.6k | (0.6k) | 0.8% | (0.7%) |
| Company 00100 | 0.5k | (0.0k) | 0.7% | 0.1% | 0.5k | 0.5k | 0.6% | 0.6% |
| Company 00014 | 0.5k | 0.0k | 0.7% | 0.1% | 0.5k | 0.0k | 0.6% | 0.0% |
| Company 00792 | 0.5k | 0.0k | 0.6% | 0.1% | 0.5k | 0.3k | 0.6% | 0.3% |
| Company 00648 | 0.1k | (0.8k) | 0.1% | (0.9%) | 0.5k | 0.0k | 0.6% | 0.0% |
| Company 00253 | 0.5k | 0.0k | 0.6% | 0.1% | 0.5k | (0.2k) | 0.6% | (0.2%) |
| Company 00251 | 0.7k | 0.5k | 0.9% | 0.7% | 0.4k | 0.1k | 0.5% | 0.1% |
| Other | 10.4k | (4.3k) | 13.5% | (2.9%) | 12.6k | (6.0k) | 15.1% | (7.2%) |
| **Total Expenditure** | **70.7k** | **(12.2k)** | **91.6%** | **(0.7%)** | **76.8k** | **(1.8k)** | **92.0%** | **(2.0%)** |

# Performance Trend for Demo Company Ltd

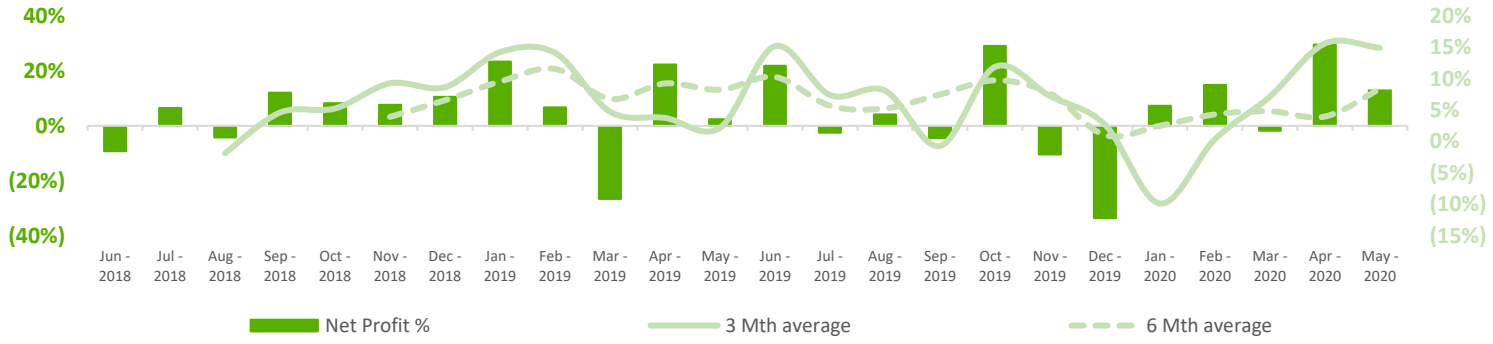
## NET PROFIT ANALYSIS

Net profit last month was £10.7k, which was -17.9k (or -62.7%) lower than the previous month. It was also 8.4k (or 376.8%) higher than the same month last year. Net profit over the last 3 months was £37.9k, which was 37.2k (or 4937.1%) higher than the previous 3 months. It was also 32.7k (or 626.8%) higher than the same period last year.




### *Net Profit*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 10.7k | **(62.7%)** vs prev Mth | 37.9k | **4,937.1%** vs prev 3 Mths | 38.7k | **(6.2%)** vs prev 6 Mths |
| | **376.8%** vs last year | *12.6k average* | **626.8%** vs last year | *6.4k average* | **(2.4%)** vs last year |



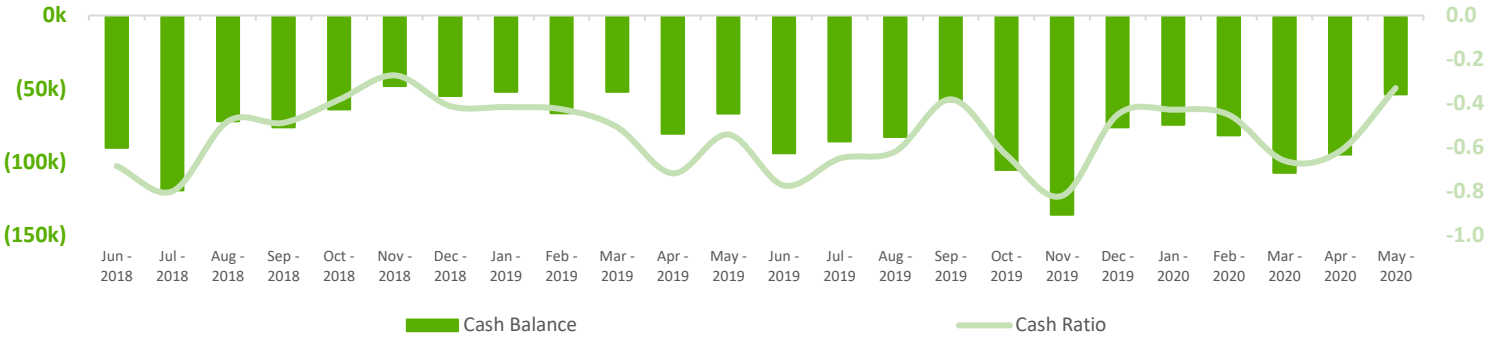

### *Net Profit %*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 12.9% | **(16.7%)** vs prev Mth | 14.9% | **14.6%** vs prev 3 Mths | 8.4% | **0.7%** vs prev 6 Mths |
| | **10.5%** vs last year | | **12.7%** vs last year | | **0.1%** vs last year |

# Performance Trend for Demo Company Ltd

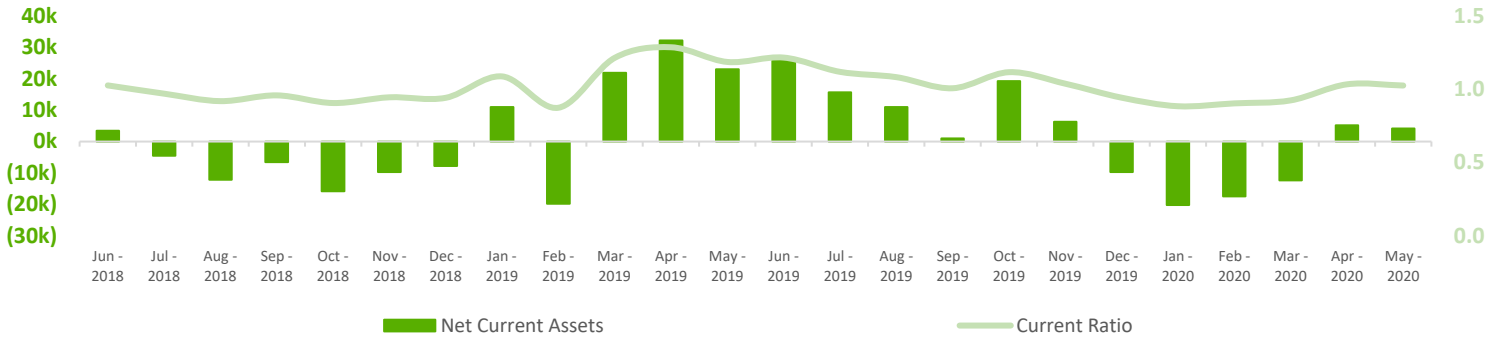
## BALANCE SHEET ANALYSIS

Cash balance last month was £-53.7k, which was 41k (or -43.3%) higher than the previous month. It was also 13.1k (or -19.6%) higher than the same month last year. Average cash balance over the last 3 months was £-85.3k, which was -7.8k (or 10%) lower than the previous 3 months. It was also -18.8k (or 28.2%) lower than the same period last year.




### *Cash Balance*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| (53.7k) | **(43.3%)** vs prev Mth | (85.3k) | **10.0%** vs prev 3 Mths | (81.4k) | **(13.2%)** vs prev 6 Mths |
| *cash ratio = -0.3* | **(19.6%)** vs last year | *cash ratio = -0.5* | **28.2%** vs last year | *cash ratio = -0.5* | **30.9%** vs last year |




### *Net Current Assets*

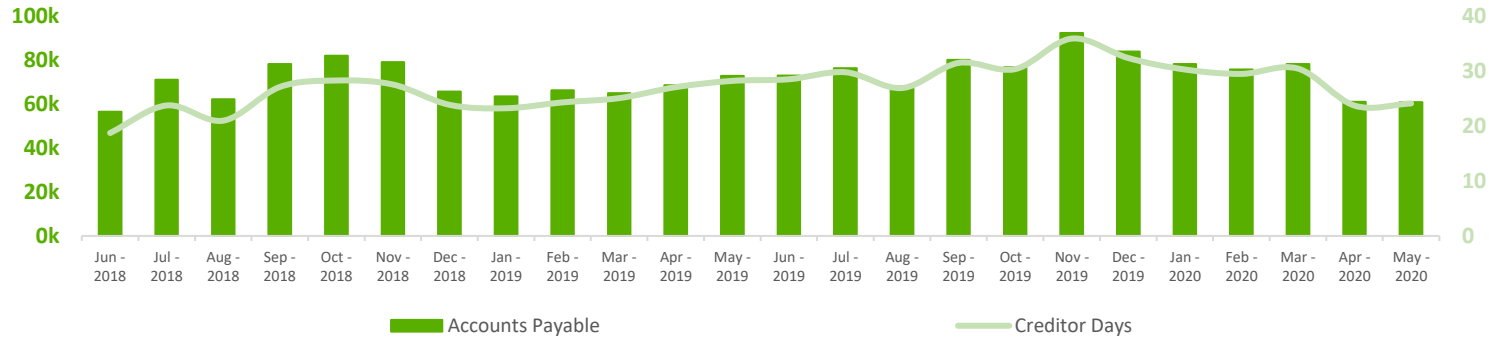
| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 4.1k | **(19.9%)** vs prev Mth | (1.0k) | **(93.4%)** vs prev 3 Mths | (8.4k) | **(163.6%)** vs prev 6 Mths |
| *current ratio = 1* | **(82.1%)** vs last year | *current ratio = 1* | **(104.1%)** vs last year | *current ratio = 0.9* | **(183.6%)** vs last year |

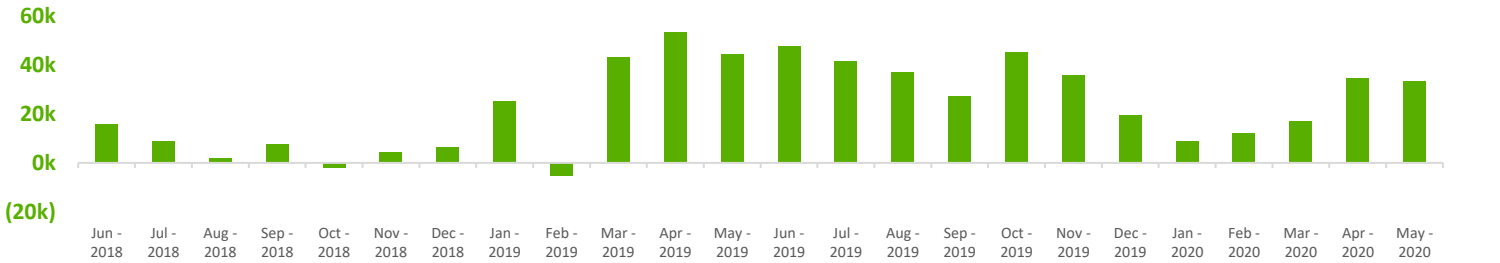
# Performance Trend for Demo Company Ltd

## *Accounts Receivable*

| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 196.9k | **(14.3%)** vs prev Mth | 220.0k | **7.4%** vs prev 3 Mths | 212.4k | **(6.3%)** vs prev 6 Mths |
| | **4.0%** vs last year | | **21.6%** vs last year | | **20.0%** vs last year |
| *debtor days = 71.8* | | *debtor days = 80* | | *debtor days = 76.8* | |

## *Accounts Payable*




| Last Month | | Last 3 Months | | Last 6 months | |
|---|---|---|---|---|---|
| *May - 2020* | | *Mar - 2020 to May - 2020* | | *Dec - 2019 to May - 2020* | |
| 60.9k | **(0.3%)** vs prev Mth | 66.7k | **(15.9%)** vs prev 3 Mths | 73.0k | **(6.1%)** vs prev 6 Mths |
| | **(16.5%)** vs last year | | **(3.0%)** vs last year | | **9.0%** vs last year |
| *creditors days = 24.1* | | *creditors days = 26.1* | | *creditors days = 28.4* | |

## *Net Worth*