

# Annual Health Check (For Cloud Clients)

Prepared for

**Restaurant Example**

Report Period

**Apr 2019**

Prepared

29 Apr '19



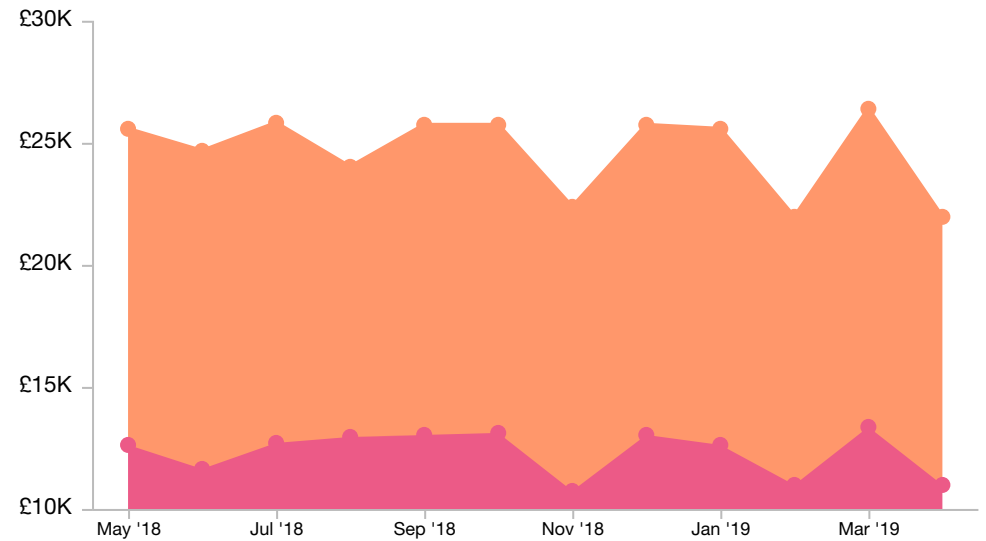
# HEALTH CHECK - PAGE 1

## Score Card

	31 Jul '18			31 Oct '18			31 Jan '19			30 Apr '19			Total		
	2017	2018	Column Variance	2017	2018	Column Variance	2018	2019	Column Variance	2018	2019	Column Variance	2018	2019	Column Variance
Income	£69,515	£71,669	▲ £2,154	£71,669	£69,515	▼ (£2,154)	£69,515	£70,218	▲ £703	£67,361	£66,658	▼ (£703)	£278,060	£278,060	£0
Gross Profit %	63%	64%	▲ 1%	64%	62%	▼ -2%	62%	63%	▲ 0%	62%	62%	▲ 0%	63%	63%	▲ 0%
Expenses	£6,755	£6,755	£0	£6,755	£6,905	▲ £150	£6,905	£6,755	▼ (£150)	£6,605	£6,605	£0	£27,020	£27,020	£0
Wages % to Sales	26.53%	25.73%	▼ -0.80%	25.73%	26.81%	▲ 1.08%	26.81%	26.26%	▼ -0.55%	27.08%	27.36%	▲ 0.29%	26.53%	26.53%	0.00%
Net Income	£36,880	£39,044	▲ £2,164	£39,044	£36,372	▼ (£2,673)	£36,372	£37,201	▲ £830	£35,256	£34,955	▼ (£301)	£147,552	£147,572	▲ £20
Net Cashflow	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Debtor Days	1,080	1,469	▲ 389	1,155	1,623	▲ 467	1,299	1,714	▲ 415	1,448	1,914	▲ 465	351	459	▲ 108
Creditor Days	1,476	1,970	▲ 494	1,600	2,066	▲ 466	1,701	2,187	▲ 486	1,873	2,412	▲ 538	462	585	▲ 123
Total Liabilities	£587,367	£773,636	▲ £186,269	£634,256	£820,615	▲ £186,359	£681,235	£867,608	▲ £186,373	£726,747	£912,576	▲ £185,830	£726,747	£912,576	▲ £185,830

Add your Commentary around the KPI's

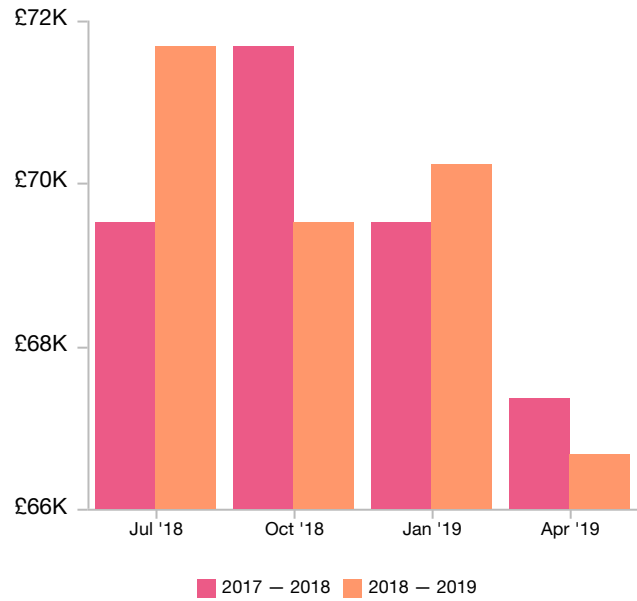
### Net Income



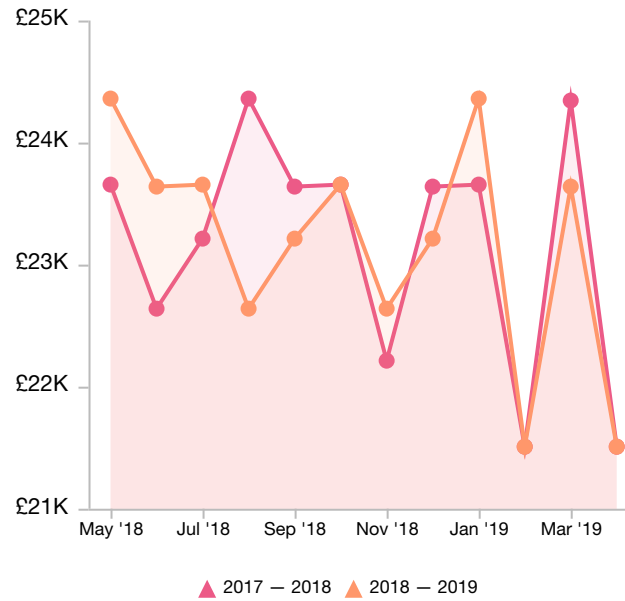
▲ 2017 – 2018 ▲ 2018 – 2019

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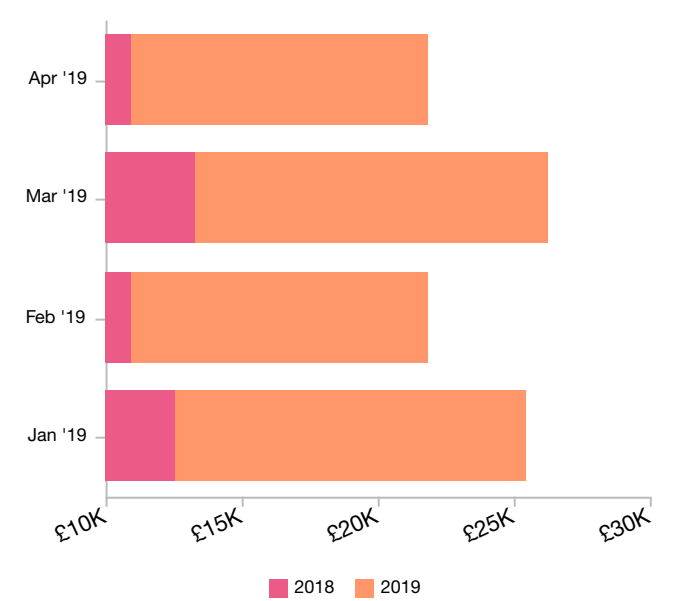
## Income



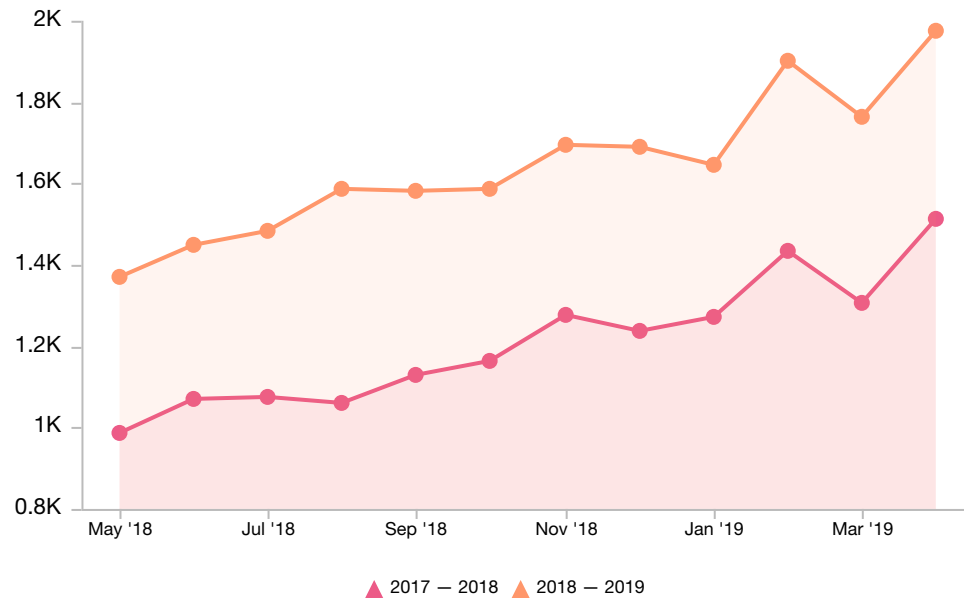
## Gross Profit %



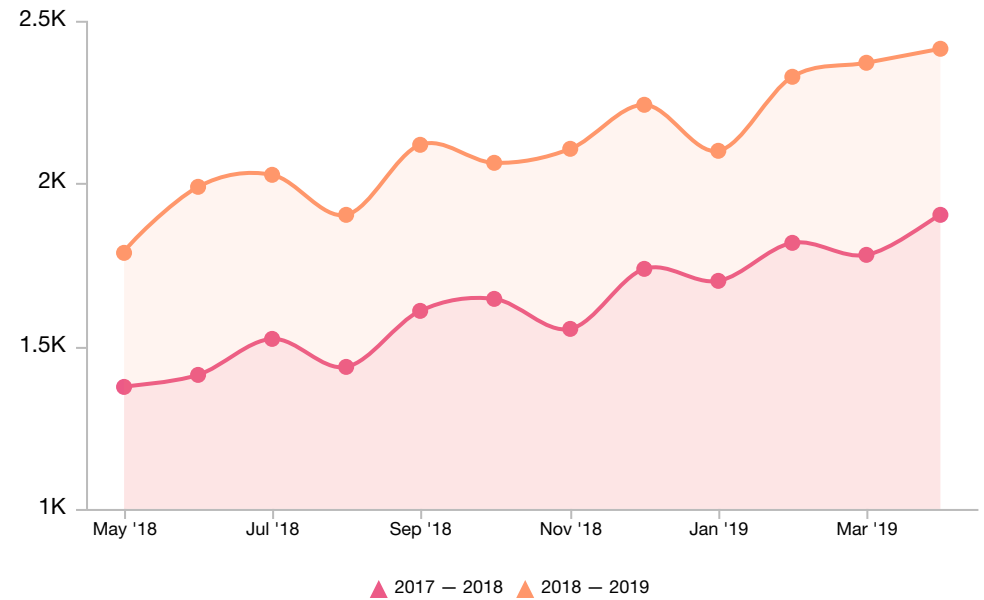
## Operating Profit



## Monthly Debtor Days



## Monthly Creditor Days



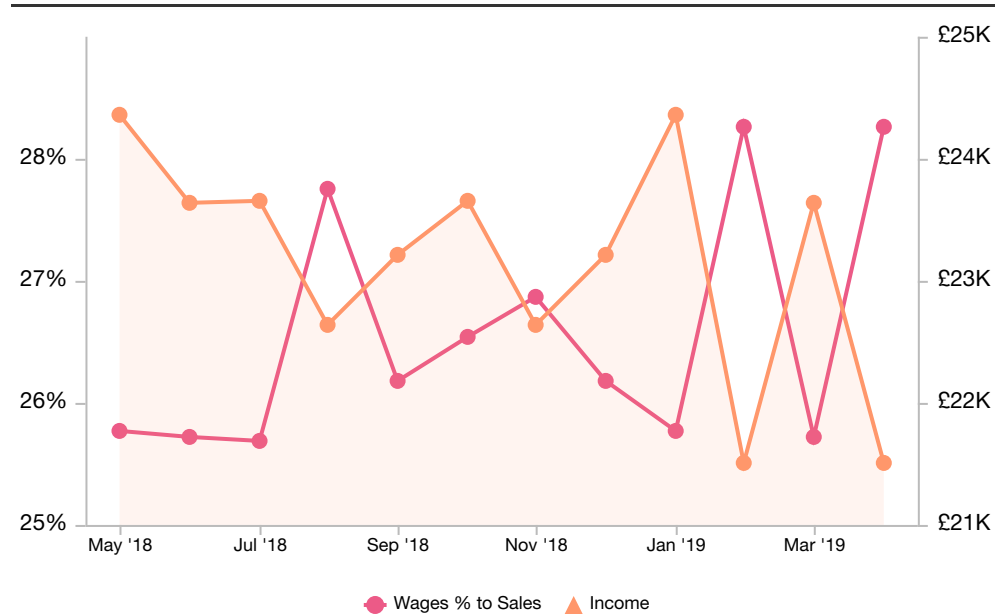
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## Profit & Loss

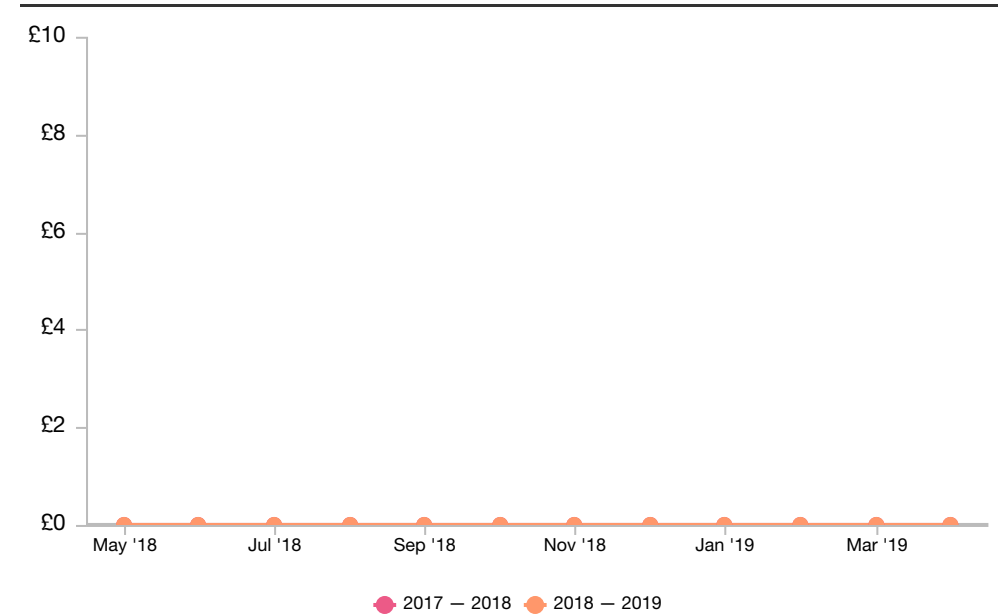
	30 Sep '18			31 Dec '18			31 Mar '19			30 Jun '19			Total		
	2017	2018	Column % Variance	2017	2018	Column % Variance	2018	2019	Column % Variance	2018	2019	Column % Variance	2018	2019	Column % Variance
Income	£71,226	£69,515	▼ -2%	£69,515	£69,515	0%	£69,515	£69,515	0%	£69,515	£21,509	▼ -69%	£279,771	£230,054	▼ -18%
Cost of Sales	£25,870	£25,870	0%	£25,870	£25,880	▲ 0%	£25,870	£25,860	▼ 0%	£25,870	£8,366	▼ -68%	£103,478	£85,974	▼ -17%
Gross Profit	£45,357	£43,646	▼ -4%	£43,646	£43,636	▼ 0%	£43,646	£43,656	▲ 0%	£43,646	£13,143	▼ -70%	£176,293	£144,080	▼ -18%
Gross Profit %	64%	63%	▼ -1%	63%	63%	▼ 0%	63%	63%	▲ 0%	63%	61%	▼ -3%	63%	63%	▼ -1%
Expenses	£6,755	£6,755	0%	£6,755	£6,755	0%	£6,755	£6,755	0%	£6,755	£2,175	▼ -68%	£27,020	£22,440	▼ -17%

Add your commentary here

## Wage to Sales %

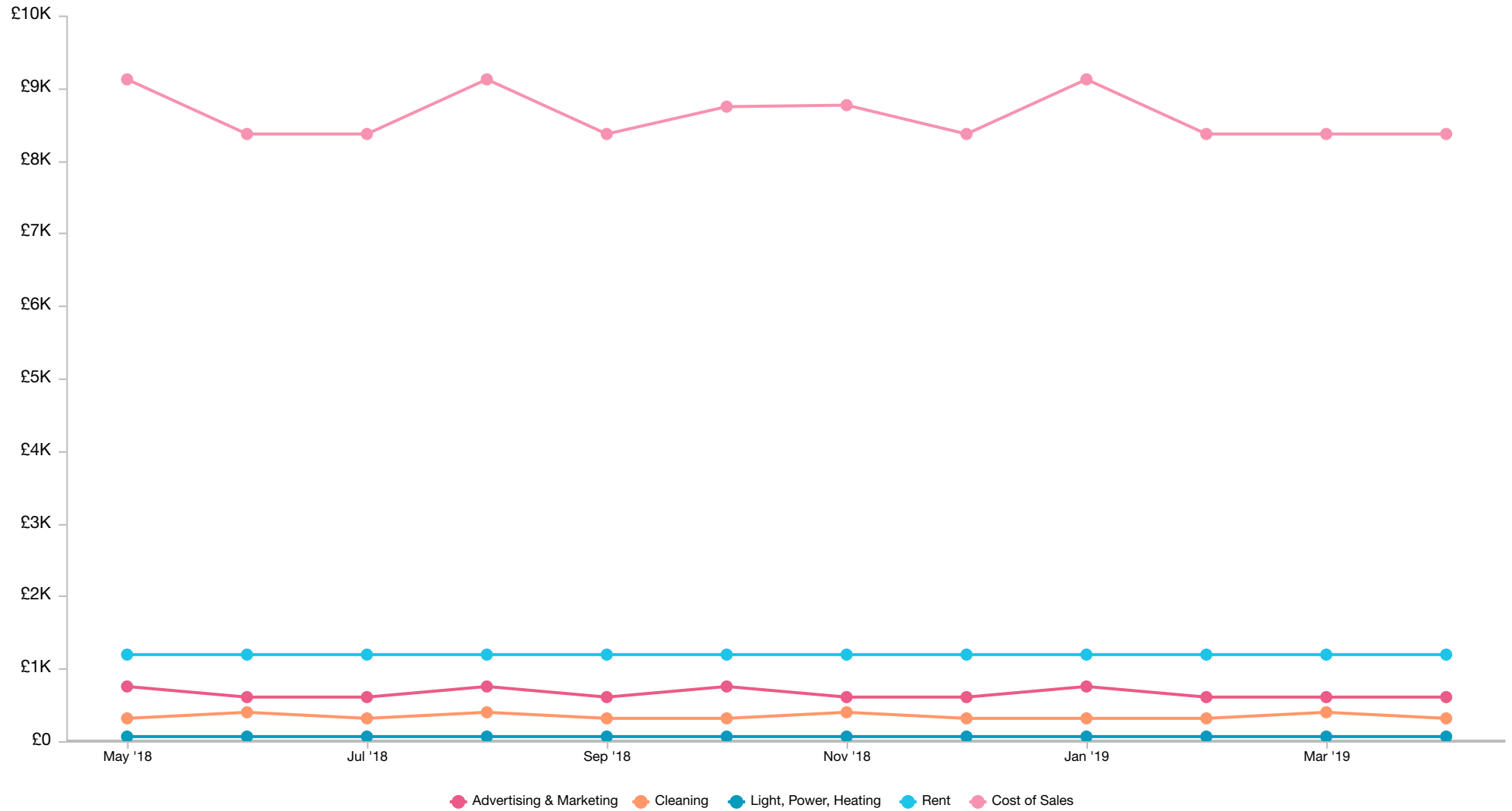


## Cash In/Out



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## Expenses Comparison



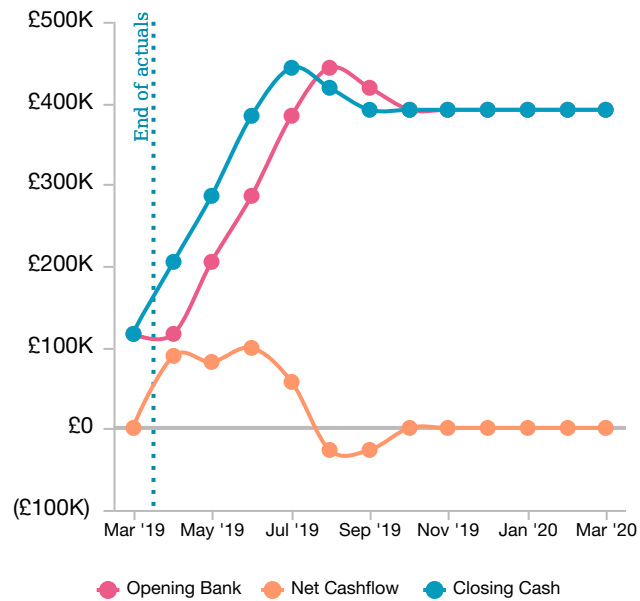
Add your commentary

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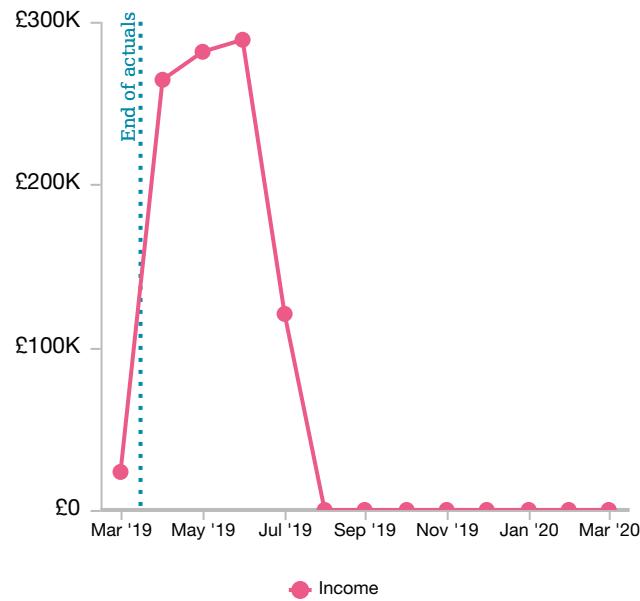
Profit & Loss Forecast – Here is how the next 12 months could look!

	31 Mar '19	30 Apr '19	31 May '19	30 Jun '19	31 Jul '19	31 Aug '19	30 Sep '19	31 Oct '19	30 Nov '19	31 Dec '19	31 Jan '20	29 Feb '20	31 Mar '20
Income	£23,639	£264,594	£281,430	£288,809	£120,095	£0	£0	£0	£0	£0	£0	£0	£0
Cost of Sales	£8,366	£161,707	£171,896	£176,248	£36,028	£0	£0	£0	£0	£0	£0	£0	£0
Gross Profit	£15,273	£102,887	£109,534	£112,561	£84,066	£0	£0	£0	£0	£0	£0	£0	£0
Gross Profit %	65%	39%	39%	39%	70%	-	-	-	-	-	-	-	-
Expenses	£2,255	£21,479	£21,996	£22,223	£12,813	£0	£0	£0	£0	£0	£0	£0	£0
Other Income	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Other Expenses	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Net Income	£13,018	£81,408	£87,538	£90,338	£71,254	£0	£0	£0	£0	£0	£0	£0	£0

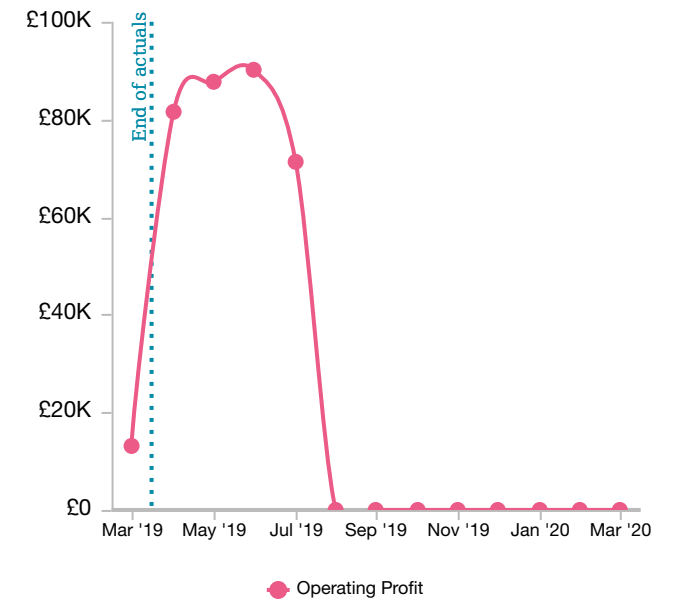
### Cashflow – Projected



### Income – Projected



### Operating Profit – Projected



## **GLOSSARY**

### **Gross Profit**

The difference between revenue and the cost of producing goods or services sold

### **Gross Profit %**

Gross profit is very important because it indicates how efficiently management uses labour and supplies in the production process. You want a high % here

### **Debtor Days**

The debtors days ratio measures how quickly cash is being collected from debtors. The longer it takes for a company to collect, the greater the number of debtors days.

### **Creditor Days**

The Creditor days number is a similar ratio to debtor days and it gives an insight into whether a business is taking full advantage of trade credit available to it. Creditor days estimates the average time to settle debts with trade suppliers.

### **Net Income**

The bottom line: a measure of the profitability of a venture after accounting for all costs

### **Operating Profit**

Income resulting from a firm's primary business operations, excluding other income and expenses. Also called earnings before interest and taxes (EBIT), it gives a more accurate picture of a firm's profitability than gross profit