

Performance Trend for  
A Fictional Software Company



virtual  
finance  
director

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.

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# Performance Trend for A Fictional Software Company

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# Performance Trend for A Fictional Software Company

## 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 available).

### 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)

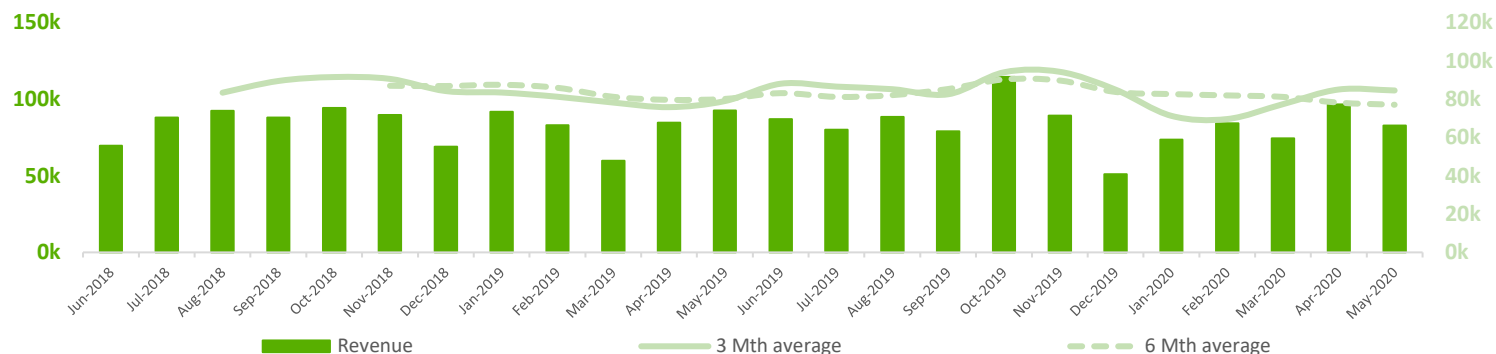
Your average value per transaction has decreased by (6.1%) compared to the previous 3 months. (Down from £0.24k to £0.22k). However, it was 24% up on the same period last year.



# Performance Trend for A Fictional Software Company

## 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

## 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

## 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 A Fictional Software Company

Top 20 Customers (by value last 3 months)	May-2020				Mar-2020 to May-2020			
	£	vs prev Mth	% of Revenue	vs prev Mth	£ (month avg)	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	9k	(1k)	11.3%	1.0%	10k	(16k)	12.4%	(26.3%)
<b>Total Revenue</b>	<b>83k</b>	<b>(14k)</b>	<b>100.0%</b>	<b>0.0%</b>	<b>85k</b>	<b>15k</b>	<b>100.0%</b>	<b>0.0%</b>

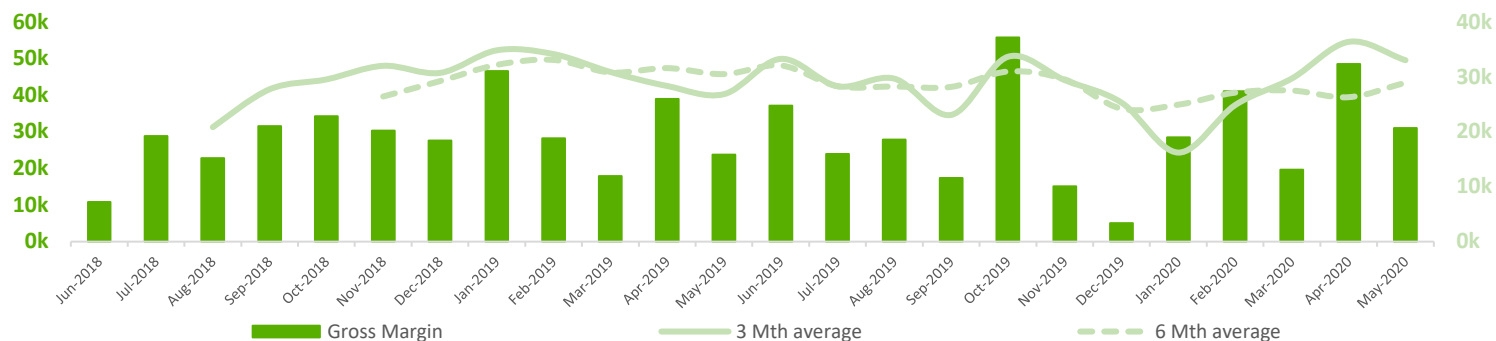
  

Top 20 Customers (by value last 12 months)	Dec-2019 to May-2020				Jun-2019 to May-2020			
	£ (month avg)	vs prev 6 Mths	% of Revenue	vs prev 6 Mths	£ (month avg)	vs prev 12 Mths	% of Revenue	vs prev 12 Mths
Company 00772	20.6k	4.5k	26.7%	8.8%	18.3k	7.5k	22.0%	9.0%
Company 00396	11.3k	7.5k	14.6%	10.4%	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	16k	(17k)	20.7%	(16.3%)	25k	(23k)	29.5%	(27.2%)
<b>Total Revenue</b>	<b>77k</b>	<b>(13k)</b>	<b>100.0%</b>	<b>0.0%</b>	<b>83k</b>	<b>(0k)</b>	<b>100.0%</b>	<b>0.0%</b>

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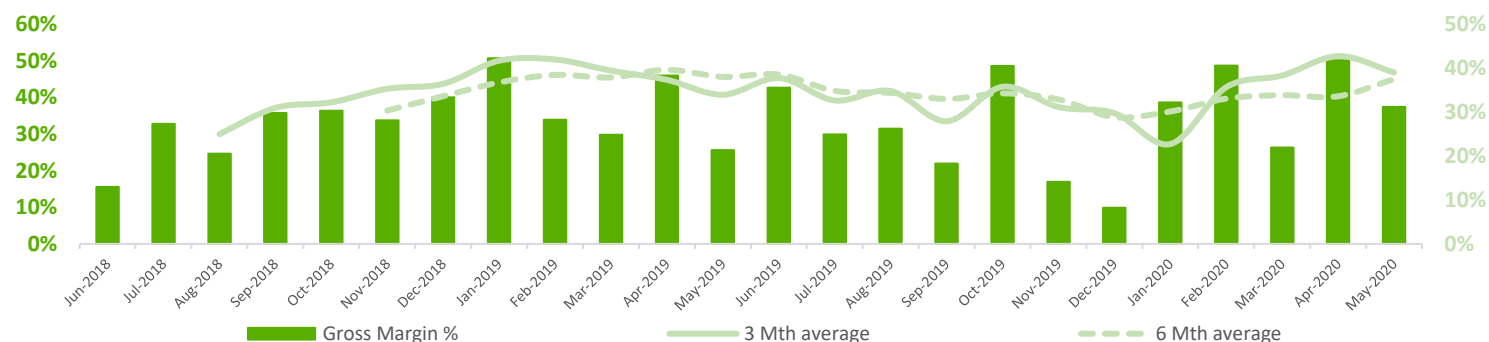
## MARGIN ANALYSIS

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 <i>33k average</i>	32.9% vs prev 3 Mths	173.4k <i>28.9k average</i>	(2.0%) vs prev 6 Mths
	30.6% vs last year		23.0% vs last year		(5.1%) vs last year



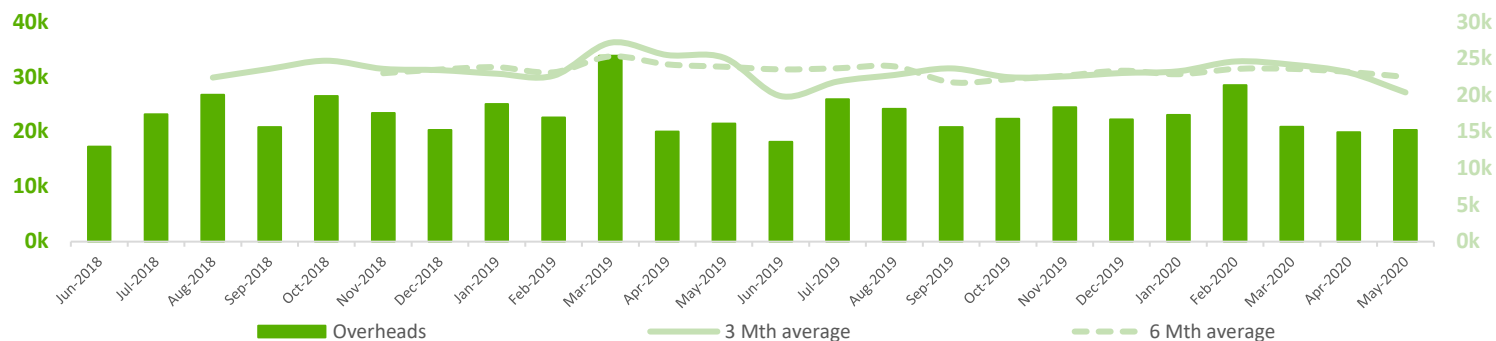
### Gross Margin %

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 A Fictional Software Company

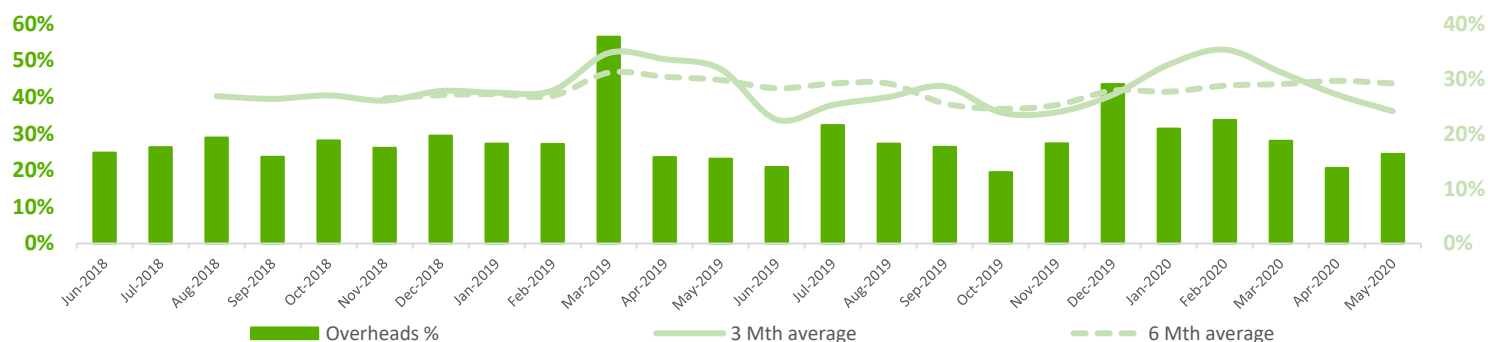
## OVERHEADS ANALYSIS

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 20.4k average	(17.2%) vs prev 3 Mths	134.8k 22.5k average	(0.7%) vs prev 6 Mths
	(5.5%) vs last year		(18.9%) vs last year		(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 A Fictional Software Company

## COST ANALYSIS

	May-2020			
	£	vs prev Mth	% of Revenue	vs prev Mth
<b>Cost of Sales</b>				
Cost of Sales 8	35.7k	3.4k	43.1%	9.6%
Cost of Sales 5	9.1k	(4.9k)	11.0%	(3.6%)
Cost of Sales 4	1.4k	1.4k	1.7%	1.7%
Cost of Sales 7	0.8k	0.8k	1.0%	1.0%
Cost of Sales 6	2.2k	1.9k	2.7%	2.4%
Other	3k	1k	3.2%	1.7%
<b>Total Cost of Sales</b>	<b>52k</b>	<b>4k</b>	<b>63%</b>	<b>13%</b>

	Mar-2020 to May-2020			
	£ (month avg)	vs prev 3 Mths	% of Revenue	vs prev 3 Mths
Cost of Sales 8	33.9k	1.7k	40.1%	(6.2%)
Cost of Sales 5	13.2k	2.6k	15.6%	0.4%
Cost of Sales 4	1.1k	1.1k	1.3%	1.3%
Cost of Sales 7	1.0k	(0.1k)	1.2%	(0.3%)
Cost of Sales 6	0.8k	0.7k	1.0%	0.8%
Other	1k	1k	1.7%	0.5%
<b>Total Cost of Sales</b>	<b>52k</b>	<b>7k</b>	<b>61%</b>	<b>(3%)</b>

### Overheads

Overheads 39	4.8k	0.0k	5.8%	0.8%
Depreciation	2.6k	0.1k	3.1%	0.5%
Overheads 21		(3.2k)		(3.3%)
Heat & Light	1.9k	(0.1k)	2.3%	0.2%
Marketing	1.8k	0.4k	2.2%	0.7%
Overheads 37	1.1k	0.0k	1.4%	0.2%
Overheads 44	1.4k	1.3k	1.6%	1.6%
Overheads 27	0.8k	0.0k	0.9%	0.1%
Advertising	1.0k	0.0k	1.2%	0.2%
Overheads 20	0.6k	0.0k	0.7%	0.1%
Other	4k	2k	5.3%	2.7%
<b>Total Overheads</b>	<b>20k</b>	<b>0k</b>	<b>24.5%</b>	<b>3.9%</b>

Overheads 39	4.8k	0.0k	5.7%	(1.2%)
Depreciation	2.6k	0.1k	3.0%	(0.6%)
Overheads 21	2.1k	(1.1k)	2.5%	(2.0%)
Heat & Light	2.1k	0.0k	2.5%	(0.5%)
Marketing	1.4k	0.2k	1.7%	(0.0%)
Overheads 37	1.1k	0.0k	1.3%	(0.3%)
Overheads 44	0.8k	(0.1k)	1.0%	(0.4%)
Overheads 27	0.8k	0.0k	0.9%	(0.2%)
Advertising	1.0k	0.0k	1.2%	(0.2%)
Overheads 20	0.6k	0.0k	0.7%	(0.2%)
Other	3k	(3k)	3.6%	(5.6%)
<b>Total Overheads</b>	<b>20k</b>	<b>(4k)</b>	<b>24.1%</b>	<b>(11.2%)</b>

	Dec-2019 to May-2020			
	£ (month avg)	vs prev 6 Mths	% of Revenue	vs prev 6 Mths
<b>Cost of Sales</b>				
Cost of Sales 8	33.1k	(3.7k)	42.9%	1.9%
Cost of Sales 5	11.8k	(5.2k)	15.4%	(3.7%)
Cost of Sales 7	1.1k	(1.5k)	1.4%	(1.4%)
Cost of Sales 4	0.6k	(0.7k)	0.7%	(0.7%)
Cost of Sales 2	0.3k	(0.7k)	0.4%	(0.7%)
Other	1k	(0k)	1.7%	0.0%
<b>Total Cost of Sales</b>	<b>48k</b>	<b>(12k)</b>	<b>62.5%</b>	<b>(4.6%)</b>

	Jun-2019 to May-2020			
	£ (month avg)	vs prev 12 Mths	% of Revenue	vs prev 12 Mths
Cost of Sales 8	35.0k	(0.8k)	41.9%	(0.9%)
Cost of Sales 5	14.5k	0.8k	17.3%	1.0%
Cost of Sales 7	1.8k	(0.3k)	2.2%	(0.3%)
Cost of Sales 4	0.9k	(0.5k)	1.1%	(0.6%)
Cost of Sales 2	0.7k	(0.2k)	0.8%	(0.2%)
Other	1k	0k	1.7%	0.0%
<b>Total Cost of Sales</b>	<b>54k</b>	<b>(1k)</b>	<b>65.0%</b>	<b>(1.0%)</b>

### Overheads

Overheads 39	4.8k	0.0k	6.2%	0.9%
Overheads 21	2.6k	(0.0k)	3.4%	0.5%
Heat & Light	2.1k	(1.0k)	2.7%	(0.7%)
Depreciation	2.5k	0.1k	3.3%	0.5%
Marketing	1.3k	(0.0k)	1.7%	0.2%
Overheads 37	1.1k	0.0k	1.5%	0.2%
Overheads 44	0.9k	(0.4k)	1.2%	(0.2%)
Advertising	1.4k	0.9k	1.8%	1.2%
Overheads 27	0.8k	0.0k	1.0%	0.1%
Promotion	(0.1k)	0.0k	(0.1%)	(0.0%)
Other	5k	0k	6.5%	1.3%
<b>Total Overheads</b>	<b>22k</b>	<b>(0k)</b>	<b>29.1%</b>	<b>3.9%</b>

Overheads 39	4.8k	0.0k	5.8%	0.0%
Overheads 21	2.6k	0.5k	3.2%	0.7%
Heat & Light	2.6k	(0.5k)	3.1%	(0.6%)
Depreciation	2.5k	0.1k	3.0%	0.1%
Marketing	1.3k	0.8k	1.6%	1.0%
Overheads 37	1.1k	(0.3k)	1.4%	(0.4%)
Overheads 44	1.1k	(0.7k)	1.3%	(0.9%)
Advertising	0.9k	0.5k	1.1%	0.5%
Overheads 27	0.8k	0.0k	0.9%	0.0%
Promotion	(0.1k)	0.0k	(0.1%)	(0.0%)
Other	5k	(1k)	5.8%	(1.5%)
<b>Total Overheads</b>	<b>23k</b>	<b>(1k)</b>	<b>27.0%</b>	<b>(1.0%)</b>



# Performance Trend for A Fictional Software Company

Top 20 Customers (by value last 3 months)	May-2020				Mar-2020 to May-2020			
	£	vs prev Mth	% of Revenue	vs prev Mth	£ (month avg)	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	9k	3k	10.7%	4.7%	6k	(6k)	7.6%	(10.6%)
<b>Total Expenditure</b>	<b>72k</b>	<b>4k</b>	<b>87.1%</b>	<b>16.7%</b>	<b>72k</b>	<b>3k</b>	<b>85.1%</b>	<b>(14.6%)</b>

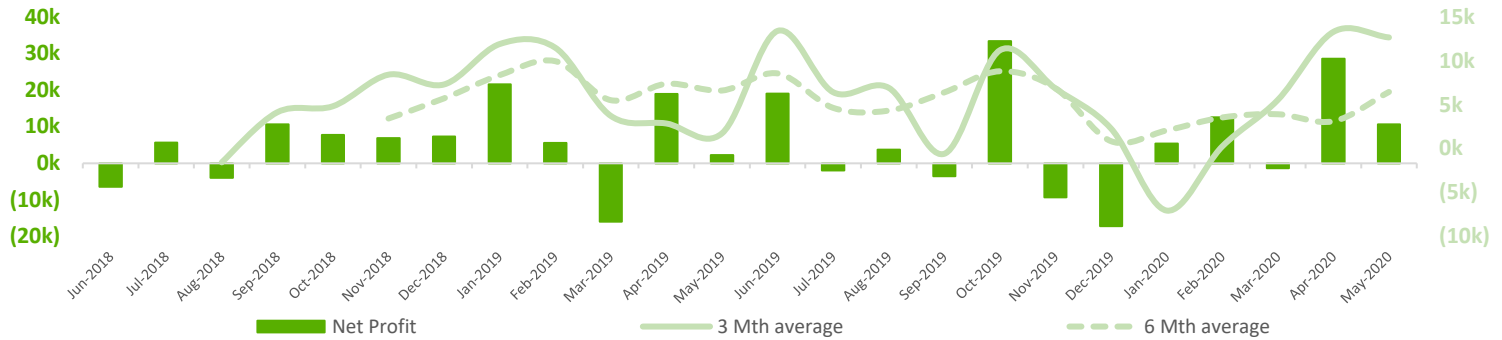
  

Top 20 Customers (by value last 12 months)	Dec-2019 to May-2020				Jun-2019 to May-2020			
	£ (month avg)	vs prev 6 Mths	% of Revenue	vs prev 6 Mths	£ (month avg)	vs prev 12 Mths	% of Revenue	vs prev 12 Mths
Company 00079	23.5k	(1.8k)	30.5%	2.3%	24.4k	(2.1k)	29.3%	(2.5%)
Company 00013	8.9k	(0.7k)	11.5%	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	10k	(4k)	13.5%	(2.9%)	13k	(6k)	15.1%	(7.2%)
<b>Total Expenditure</b>	<b>71k</b>	<b>(12k)</b>	<b>91.6%</b>	<b>(0.7%)</b>	<b>77k</b>	<b>(2k)</b>	<b>92.0%</b>	<b>(2.0%)</b>

# Performance Trend for A Fictional Software Company

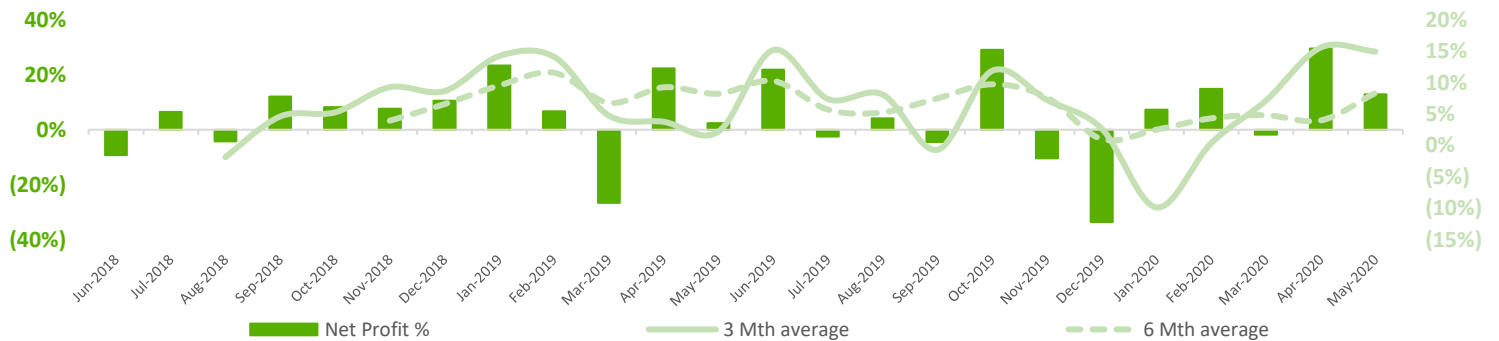
## NET PROFIT ANALYSIS

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 12.6k average	4,937.1% vs prev 3 Mths	38.7k 6.4k average	(6.2%) vs prev 6 Mths
	376.8% vs last year		626.8% vs last year		(2.4%) vs last year



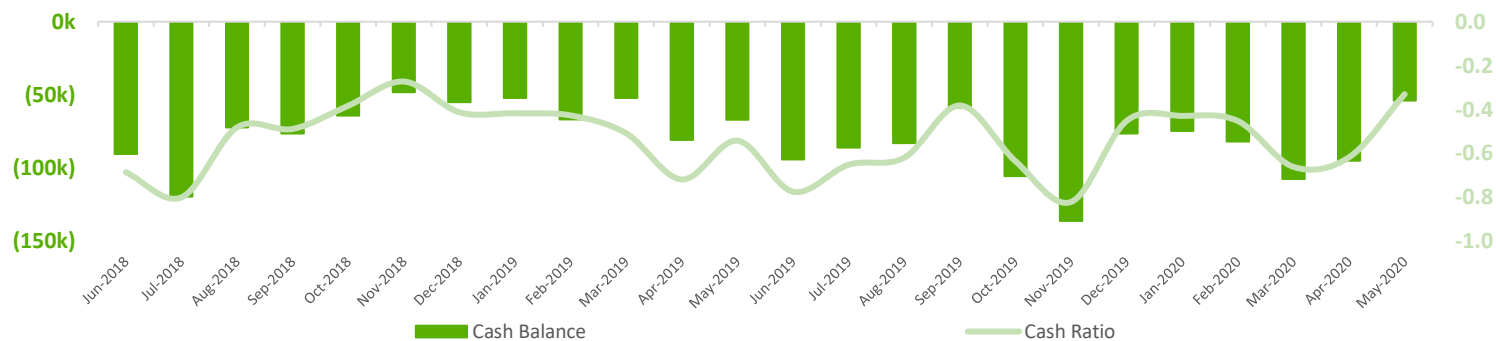
### Net Profit %

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 A Fictional Software Company

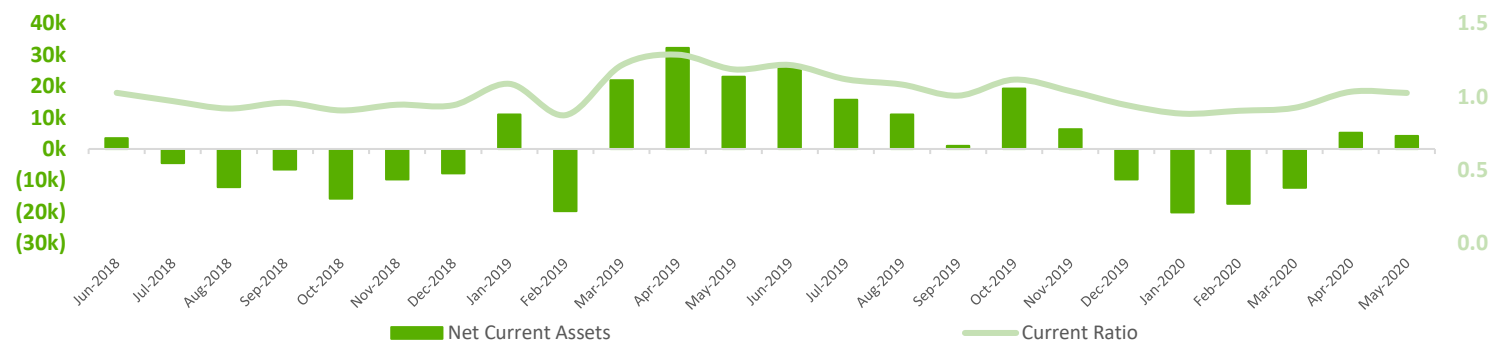
## BALANCE SHEET ANALYSIS

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. 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	
<b>(53.7k)</b>	<b>(43.3%)</b> vs prev Mth	<b>(85.3k)</b>	<b>10.0%</b> vs prev 3 Mths	<b>(81.4k)</b>	<b>(13.2%)</b> vs prev 6 Mths
	<b>(19.6%)</b> vs last year		<b>28.2%</b> vs last year		<b>30.9%</b> vs last year
Cash Ratio = -0.3		Cash Ratio = -0.5		Cash Ratio = -0.5	



### Net Current Assets

Last Month		Last 3 Months		Last 6 months	
May-2020		Mar-2020 to May-2020		Dec-2019 to May-2020	
<b>4.1k</b>	<b>(19.9%)</b> vs prev Mth	<b>(1.1k)</b>	<b>(93.4%)</b> vs prev 3 Mths	<b>(8.4k)</b>	<b>(163.6%)</b> vs prev 6 Mths
	<b>(82.1%)</b> vs last year		<b>(104.1%)</b> vs last year		<b>(183.6%)</b> vs last year
Current Ratio = 1		Current Ratio = 1		Current Ratio = 0.9	

# Performance Trend for A Fictional Software Company

## Accounts Receivable



Last Month		Last 3 Months		Last 6 months	
May-2020		Mar-2020 to May-2020		Dec-2019 to May-2020	
<b>196.9k</b>	<b>(14.3%)</b> vs prev Mth	<b>220.0k</b>	<b>7.4%</b> vs prev 3 Mths	<b>212.4k</b>	<b>(6.3%)</b> vs prev 6 Mths
	<b>4.0%</b> vs last year		<b>21.6%</b> vs last year		<b>20.0%</b> vs last year
Debtor Days = 71.8		Debtor Days = 80		Debtor Days = 77.8	

## Accounts Payable



Last Month		Last 3 Months		Last 6 months	
May-2020		Mar-2020 to May-2020		Dec-2019 to May-2020	
<b>68.7k</b>	<b>(0.3%)</b> vs prev Mth	<b>75.0k</b>	<b>(14.2%)</b> vs prev 3 Mths	<b>81.2k</b>	<b>(7.5%)</b> vs prev 6 Mths
	<b>(15.4%)</b> vs last year		<b>(2.0%)</b> vs last year		<b>9.3%</b> vs last year
Creditor Days = 27.2		Creditor Days = 29.3		Creditor Days = 31.6	

## Net Worth

