



Business Performance Review

Prepared For:	
Prepared By:	
Review Month / Year:	
Date Prepared:	

Performance Summary

- Valuation:
 -
- Overall Business Health:
 -
- Gross Profit Margin:
 -
- Net Profit Margin:
 -
- Liquidity:
 -
- Cash Runway:
 -
- Average Receivables Days
 -
- Average Payables Days
 -
- Revenue Per Employee
 -
- Cash Generated From Operations
 -
- Monthly Cash Burn Rate
 -

General Comments

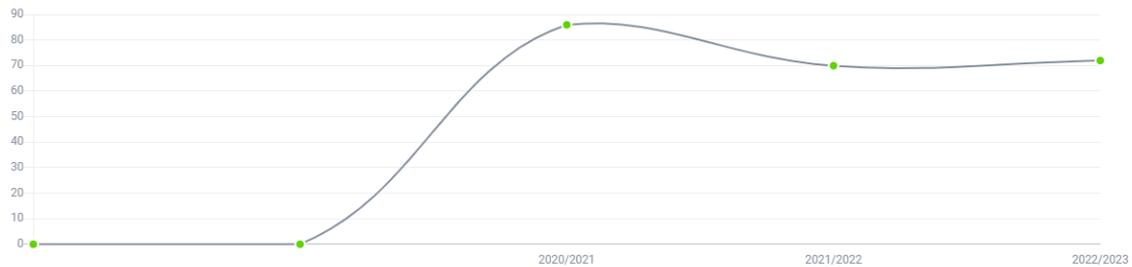
[Company Name]

Indicative Valuation

Current Valuation

\$71,963.94

History (\$K)



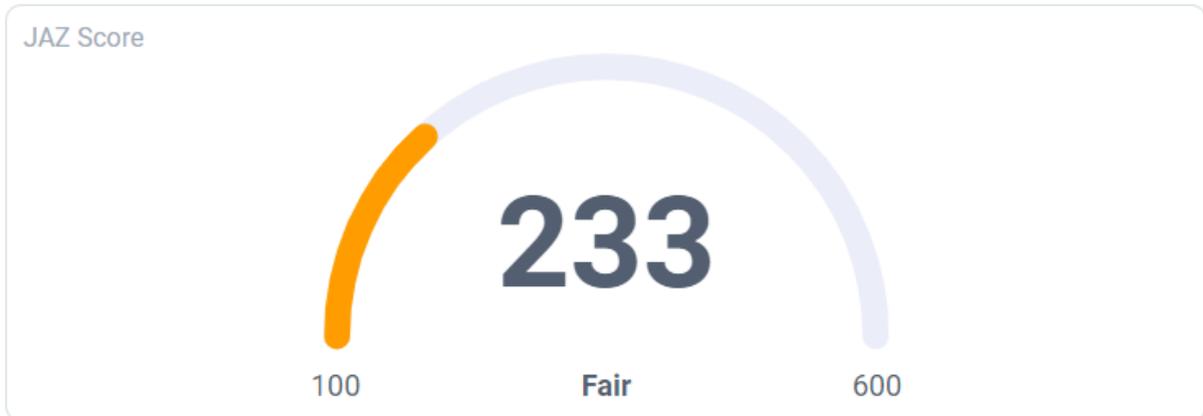
Valuation Comments

A business valuation is never a definite figure but can be used as another measure of the relative health and performance of a business. Remember, that the only true value of a business is that figure which a controlling entity is prepared to sell it for, and one in which a buyer is prepared to pay for it.

Your business value is an indicative measure as to the health, performance, and future ability for the business to generate profitable returns. There are a number of different measures of valuation. Our Indicative calculation assesses the consistency of earnings over time, as well as growth amounts and compares this to the net asset value of the business. In early-stage companies, the earnings history may not reflect value within the business. In this case, we also assess the assets that have been built within the business. The valuation indicated is the higher of either the Net Asset Value of the business, or a multiple of earnings, based upon its earnings volatility in the period assessed.

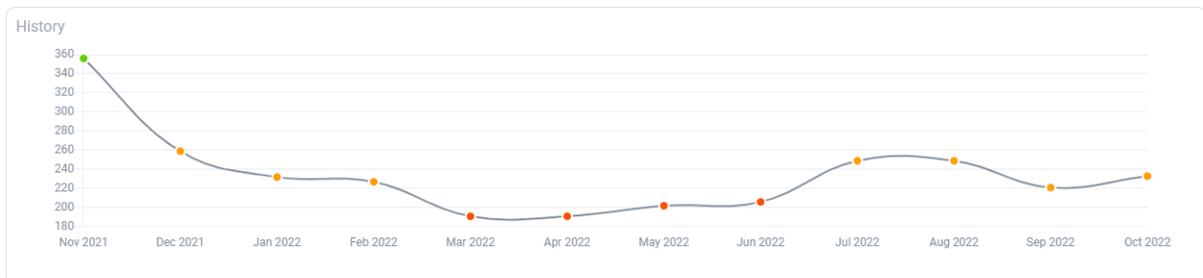
Performance KPIS

Jaz Score



The Jaz Score is a measure of overall business health. The [business health score](#) is the first place to start in assessing how your business is doing! Your score will change over time, and it is important to assess this regularly and to ensure that underlying performance trends are as you expect. The score can give you early warning of changes to the underlying success of your business. It is affected by a number of things, such as your revenues, your profit margins, your financial liabilities, amount of cash at your disposal, and the size and effectiveness of your asset base.

Jaz Score Trends

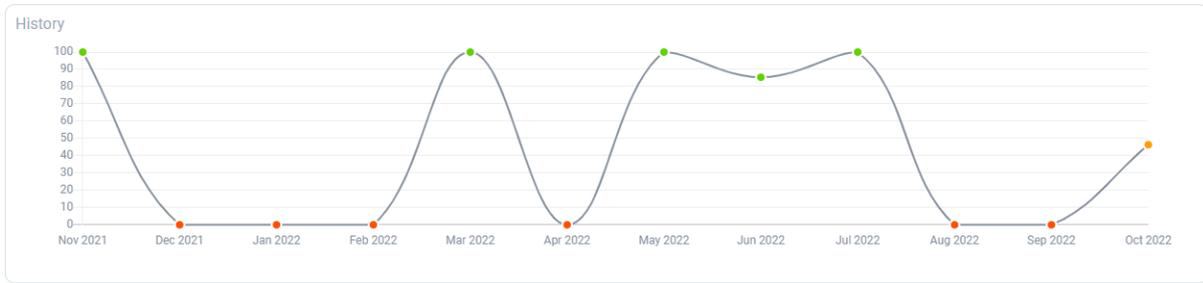


Gross Profit Margin



Gross Margin is highly important for many businesses where there are direct costs of goods or labour that have to be incurred with the sale of a product or service. The cost of sale could be a stock item for a physical product, or a unit of labour or process if a service item. Your cost of sale can be made up of multiple physical goods or units of labour.

Gross Profit Margin Trends



Net Profit Margin

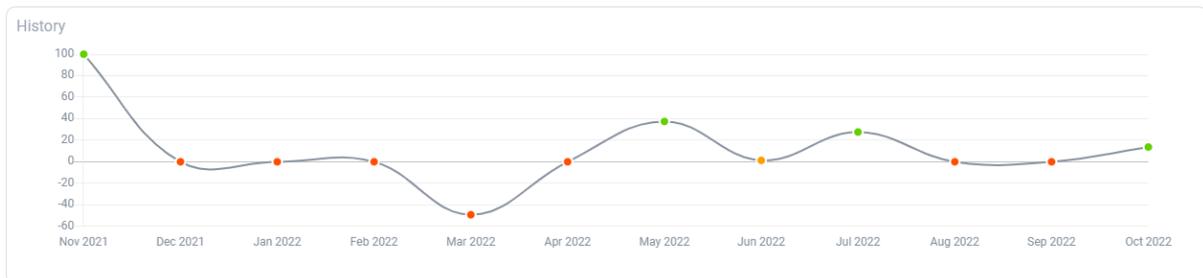
Net Profit Margin

13.72%

Good

Your profit does not necessarily indicate the positive levels of cash generated by your business. It is, however, a reliable time-based measure for gaining an understanding into the overall value that the business is providing. It is also useful to compare the efficiency of different businesses. For instance, a business generating a net margin of 10% is wholly more efficient at generating excess profits (and maybe ultimately cash) relative to its costs than a business generating 5% margins.

Net Profit Margin Trends



Liquidity Ratio

Liquidity Ratio

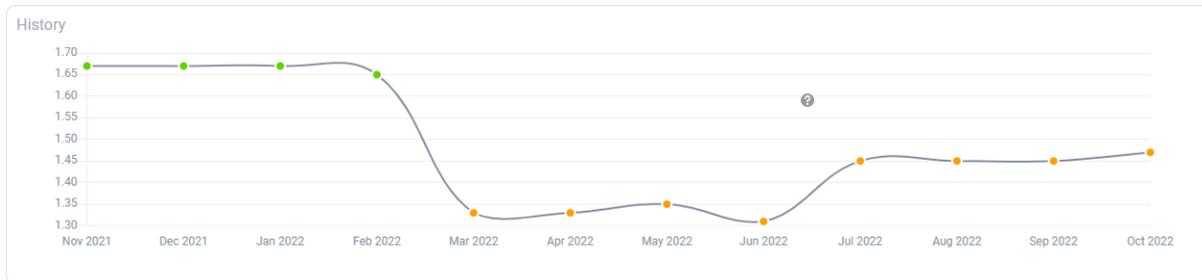
1.47

Fair

Liquidity is a means of understanding a company's susceptibility to either current or future financial distress. It also helps build a risk profile of the business. But remember though that a single "safe" liquidity measure does not exist across all industries. Some industries traditionally and successfully trade at low liquidity levels, whereas for others, the same figure is a sign of distress.

How do you get your Liquidity Ratio? The Liquidity Ratio gives a relative measure of current liabilities compared to current assets. Strive for a figure greater than 1.5. This means that your accessible assets can easily offset your immediate liabilities.

Liquidity Ratio Trends

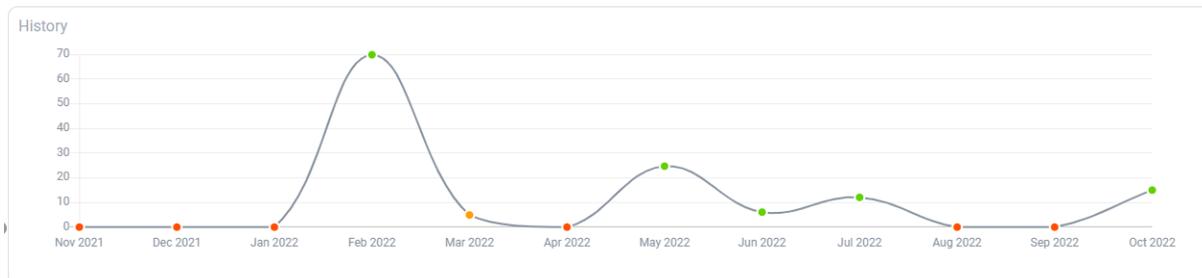


Cash Runway



Your Cash Runway is the amount of cash at hand compared to your average monthly gross burn rate. The measure shows the number of months (or part months) cash available to your business before you go cash negative. Suppose that all sales stopped within your business tomorrow. How long could your business remain solvent? This measure, tells you, in the number of months, how many months your business could remain cash balance positive or remain solvent should all your income streams dry up

Cash Runway Trends



Average Receivables Days

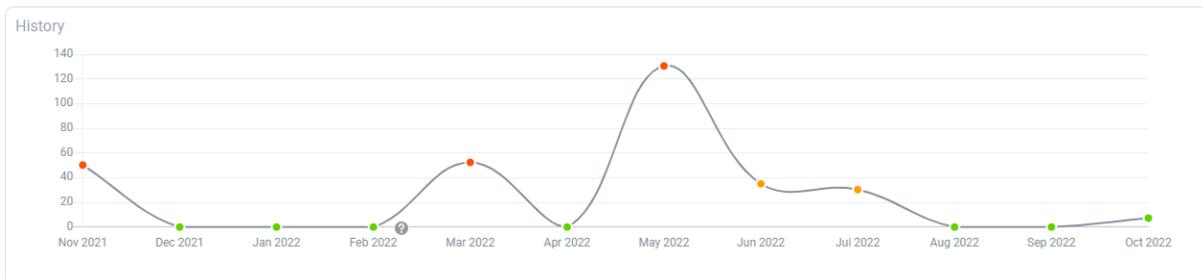
Average Receivables Days

7.22

Good

The average number of days it takes to collect your client invoices / debt. Note, for monthly calculations, we use the change in accounts receivables as the base number. The higher the figure, the less efficient the business is in collecting its client debts. Watch for this over time and look for any deterioration. An overhaul of accounts receivables processes or client communications may be needed. Alternatively, it could reflect the winning of a large account, with a client who perhaps takes longer than average to pay, but who may always do so. If this is the case, assess in conjunction with other measures, such as profitability measures or liquidity measures.

Average Receivables Days Trends



Average Payables Days

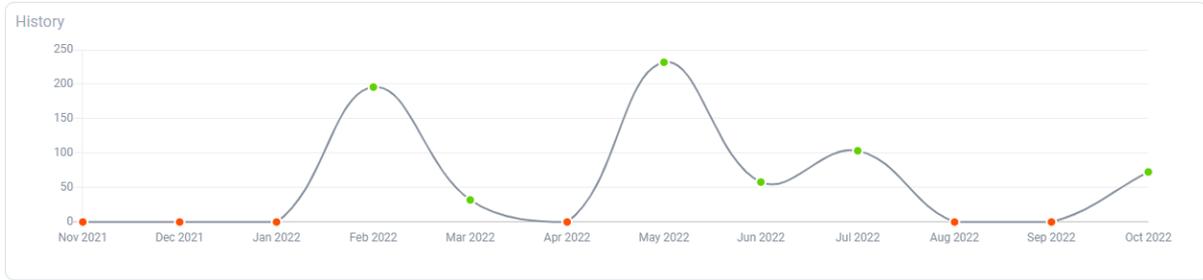
Average Payables Days

72.68

Good

This measure assesses how efficient your supplier payment policies and practices are. Check for changes over time plus also ensure this figure is not less than your average receivables period.

Average Payables Days Trends



Operating Revenue Per Employee

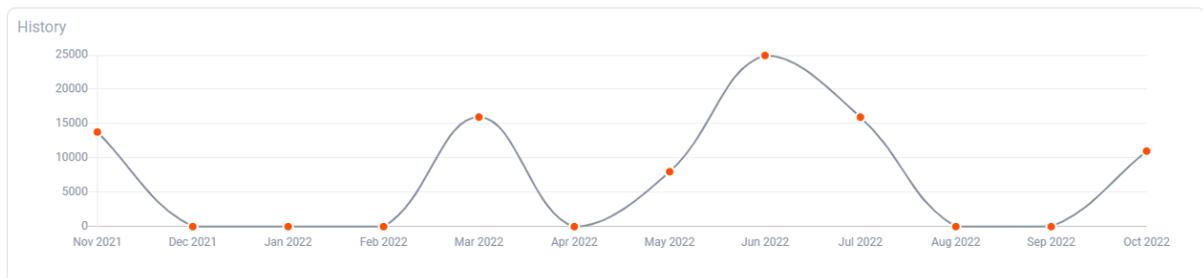
Operating Revenue per Employee

\$11.00K

Poor

How do you establish revenue earned for each of your employees? Here, we measure the revenue earned from operations generated by each employee within your business. The number is recorded both for the financial year as well as on an individual monthly basis. The number of employees is recorded within the Jazoodle application, and in the “Employee” section.

Operating Revenue Per Employee Trends



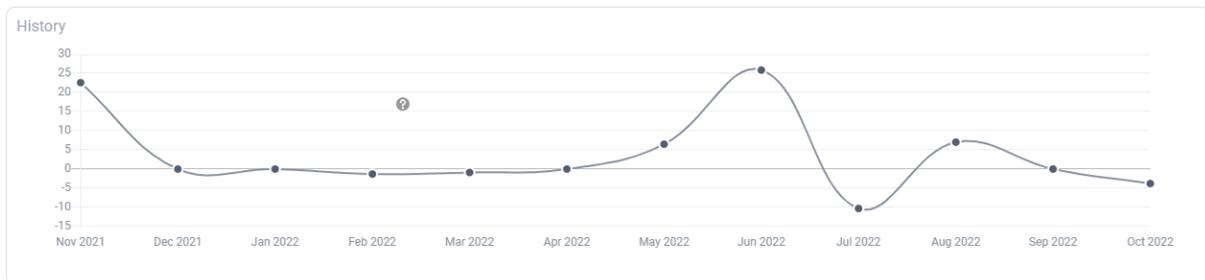
Cashflow From Operations

Cashflow from Operations

(\$3.78K)

What is my cashflow from operations? Understanding CFOA indicates to you and other business analysts where your business is generating its cash from. Generating cash from normal operations is vital to a healthy business. Other sources of cash generation include Cash from Investments (ie purchase or disposal of assets), and cash from Financing (ie credit/loans)

Cashflow From Operations Trends



Monthly Gross Cash Burn Rate



Your burn rate is the amount of cash your business “burns” through on average each and every month. The rate is an average of each month’s rate over the past 12 months

Monthly Gross Cash Burn Rate Trends

