

Onderneming

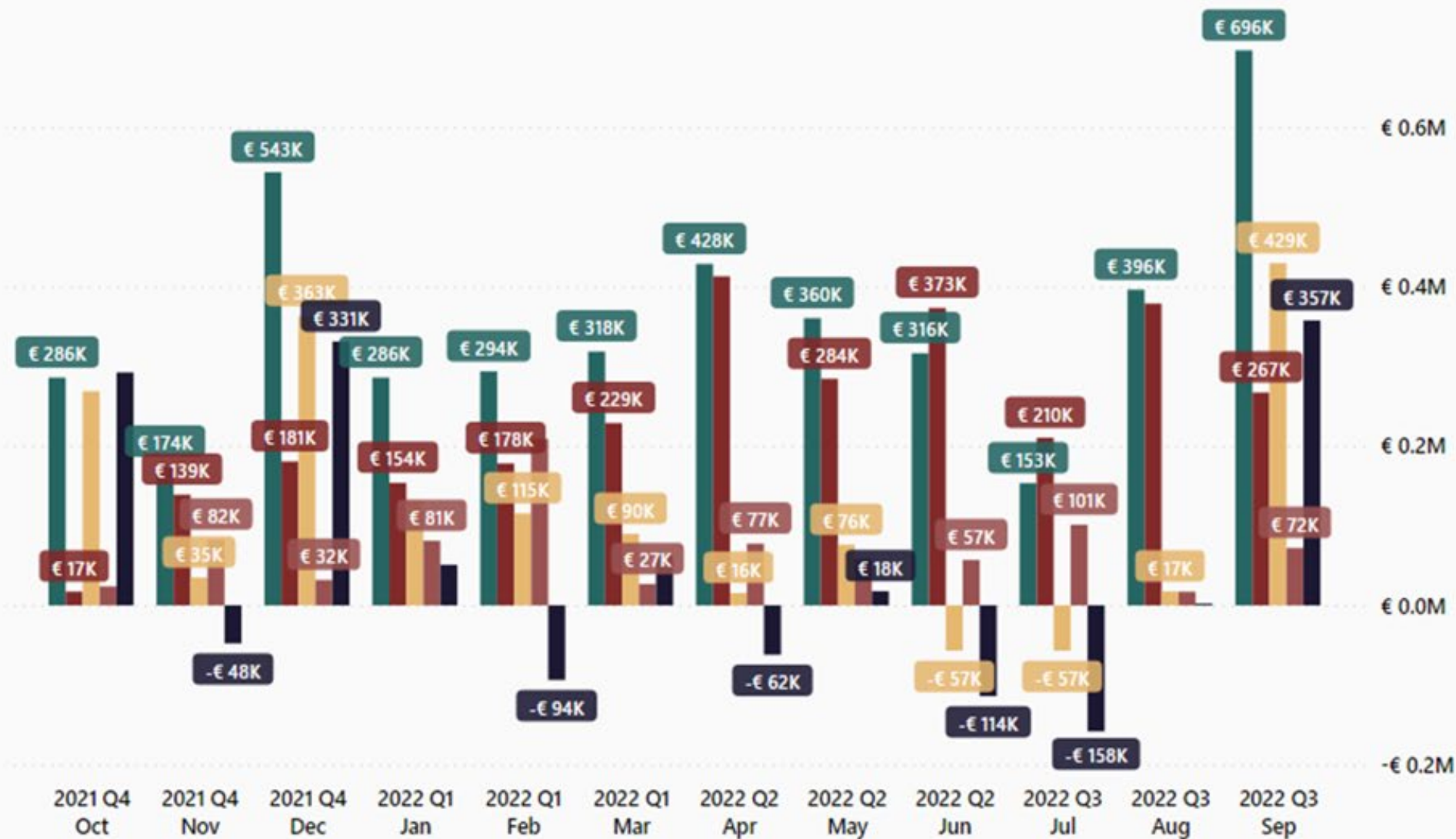
Fin. Dimension

KPI

Datum

## Financieel Resultaat

● Omzet ● Variabele Kosten ● Brutomarge € ● Vaste Kosten ● Bedrijfswinst €



Omzet

Variabele Kosten

Brutomarge

34%

Vaste Kosten

Bedrijfswinst

15%

Onderneming

Fin. Dimension

Datum

| Maand                     | Oct 2021  |         | Nov 2021   |         | Dec 2021   |         | Jan 2022   |        | Feb 2022   |          | Mar 2022   |        | Apr 2022   |        |
|---------------------------|-----------|---------|------------|---------|------------|---------|------------|--------|------------|----------|------------|--------|------------|--------|
| P&L                       | €         | MoM%    | €          | MoM%    | €          | MoM%    | €          | MoM%   | €          | MoM%     | €          | MoM%   | €          | MoM%   |
| ⊕ Revenue                 | € 285,731 |         | € 173,758  | -39%    | € 543,379  | +213%   | € 285,733  | -47%   | € 293,505  | +3%      | € 318,444  | +8%    | € 428,344  | +3%    |
| ⊕ Variable Costs          | -€ 17,197 | +2%     | -€ 138,914 | +708%   | -€ 180,553 | +30%    | -€ 153,744 | -15%   | -€ 178,115 | +16%     | -€ 228,733 | +28%   | -€ 412,837 | +8%    |
| ⊕ Brut Contribution       | € 268,533 | -1693%  | € 34,844   | -87%    | € 362,826  | +941%   | € 131,989  | -64%   | € 115,390  | -13%     | € 89,711   | -22%   | € 15,507   | -8%    |
| ⊖ Fixed Costs             | € 23,744  | -631%   | -€ 82,492  | -447%   | -€ 31,899  | -61%    | -€ 81,054  | +154%  | -€ 208,930 | +158%    | -€ 26,813  | -87%   | -€ 77,473  | +18%   |
| ⊕                         | -€ 4,332  |         | -€ 8,731   | +102%   | -€ 8,083   | -7%     | -€ 10,356  | +28%   | -€ 8,243   | -20%     | -€ 2,745   | -67%   | -€ 962     | -6%    |
| ⊖ Housing                 | -€ 3,755  | +513%   | -€ 4,371   | +16%    | -€ 299     | -93%    | -€ 23,073  | +7611% | -€ 132     | -99%     | -€ 6,299   | +4674% | -€ 12,639  | +10%   |
| ⊖                         | -€ 3,755  | +513%   | -€ 4,371   | +16%    | -€ 299     | -93%    | -€ 23,073  | +7611% | -€ 132     | -99%     | -€ 6,299   | +4674% | -€ 12,639  | +10%   |
| 610000                    | -€ 427    |         |            | ● -100% |            |         |            |        |            |          |            |        |            |        |
| 610100                    | -€ 252    |         | -€ 277     | ◆ +10%  | -€ 227     | ● -18%  | -€ 378     | ◆ +67% |            | ● -100%  |            |        |            |        |
| 611100                    | -€ 4,057  |         | -€ 4,057   | ▲ 0%    |            | ● -100% | -€ 22,683  |        | € 0        | ● -100%  | -€ 6,268   |        | -€ 12,536  | ◆ +10% |
| 611850                    | -€ 39     |         | -€ 36      | ● -7%   | -€ 72      | ◆ +98%  | -€ 11      | ● -85% | -€ 132     | ◆ +1086% | -€ 31      | ● -77% | -€ 103     | ◆ +23% |
| 612300                    | € 1,020   | ● -266% |            | ● -100% |            |         |            |        |            |          |            |        |            |        |
| ⊕ Fees                    | € 40,964  |         | -€ 55,440  | -235%   | -€ 5,040   | -91%    | -€ 38,650  | +667%  | -€ 188,937 | +389%    | -€ 5,040   | -97%   | -€ 55,440  | +100%  |
| ⊕ Marketing               | -€ 2,938  | -24%    | -€ 3,707   | +26%    | -€ 7,031   | +90%    | -€ 507     | -93%   | -€ 6,124   | +1109%   | -€ 8,128   | +33%   | -€ 781     | -9%    |
| ⊕ Others                  | -€ 6,196  |         | -€ 10,243  | +65%    | -€ 11,446  | +12%    | -€ 8,468   | -26%   | -€ 5,494   | -35%     | -€ 4,601   | -16%   | -€ 7,652   | +6%    |
| ⊕ Net Contribution        | € 292,277 | -1470%  | -€ 47,648  | -116%   | € 330,927  | -795%   | € 50,935   | -85%   | -€ 93,540  | -284%    | € 62,898   | -167%  | -€ 61,966  | -19%   |
| ⊕ Net Result before taxes | € 292,277 | -1470%  | -€ 47,648  | -116%   | € 330,927  | -795%   | € 50,935   | -85%   | -€ 93,540  | -284%    | € 62,898   | -167%  | -€ 61,966  | -19%   |

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Fin. Dimension

Datum

| Maand                     | Oct 2021  |        | Nov 2021   |       | Dec 2021   |       | Jan 2022   |       | Feb 2022   |       | Mar 2022   |       | Apr 2022   |       | May 2022   |      |
|---------------------------|-----------|--------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|------|
| P&L                       | €         | MoM%   | €          | MoM%  | €          | MoM%  | €          | MoM%  | €          | MoM%  | €          | MoM%  | €          | MoM%  | €          | MoM% |
| + Revenue                 | € 285,731 |        | € 173,758  | -39%  | € 543,379  | +213% | € 285,733  | -47%  | € 293,505  | +3%   | € 318,444  | +8%   | € 428,344  | +35%  | € 360,307  | -18% |
| + Variable Costs          | -€ 17,197 | +2%    | -€ 138,914 | +708% | -€ 180,553 | +30%  | -€ 153,744 | -15%  | -€ 178,115 | +16%  | -€ 228,733 | +28%  | -€ 412,837 | +80%  | -€ 284,258 | -31% |
| + Brut Contribution       | € 268,533 | -1693% | € 34,844   | -87%  | € 362,826  | +941% | € 131,989  | -64%  | € 115,390  | -13%  | € 89,711   | -22%  | € 15,507   | -83%  | € 76,049   | +39% |
| + Fixed Costs             | € 23,744  | -631%  | -€ 82,492  | -447% | -€ 31,899  | -61%  | -€ 81,054  | +154% | -€ 208,930 | +158% | -€ 26,813  | -87%  | -€ 77,473  | +189% | -€ 58,288  | -21% |
| + Net Contribution        | € 292,277 | -1470% | -€ 47,648  | -116% | € 330,927  | -795% | € 50,935   | -85%  | -€ 93,540  | -284% | € 62,898   | -167% | -€ 61,966  | -199% | € 17,761   | -12% |
| + Net Result before taxes | € 292,277 | -1470% | -€ 47,648  | -116% | € 330,927  | -795% | € 50,935   | -85%  | -€ 93,540  | -284% | € 62,898   | -167% | -€ 61,966  | -199% | € 17,761   | -12% |
| + Taxes                   |           |        |            |       |            |       |            |       |            |       |            |       | -€ 25,200  |       | € 0        | -10% |
| + EBITDA                  | € 292,277 | -1470% | -€ 47,648  | -116% | € 330,927  | -795% | € 50,935   | -85%  | -€ 93,540  | -284% | € 62,898   | -167% | -€ 61,966  | -199% | € 17,761   | -12% |
| + Net Result              | € 292,277 | -1470% | -€ 47,648  | -116% | € 330,927  | -795% | € 50,935   | -85%  | -€ 93,540  | -284% | € 62,898   | -167% | -€ 36,766  | -158% | € 17,761   | -14% |
|                           |           |        |            |       |            |       |            |       |            |       |            |       |            |       |            |      |

Onderneming

Fin. Dimension

€ 217,015

Kas

## Cash in- en uitflow 6 maand



CustomerInvoice

PurchaseInvoice

0-30 days overdue

30-60 days

60-90 days

&gt;90 days

● 0-30 days overdue ● 30-60 days ● 60-90 days ● &gt;90 days



Receivables

€ 1M

AR Open Amount

€ 508K

due

€ 277K

&lt;30 days overdue

€ 32K

30-60 days

€ 30K

60-90 days

€ 214K

&gt;90 days

Payables

€ 356K

AP Open amount

€ 113K

due

€ 188K

&lt;30 days overdue

€ 952

30-60 days

€ 27K

60-90 days

€ 27K

&gt;90 days

Onderneming

▼

Fin. Dimension

All

▼

Datum

Multiple selections

▼

Verkopen

100

Klanten

€ 42,267

AVG Deal Size

9,185

Hours Sold

145.75%

Sales Target

€ 2.823K

€ 1.322K

€ 46K

€ 24K

€ 10K

€ 629K

€ 266K

€ 192K

€ 182K

€ 178K

€ 172K

€ 170K

Resource

€ 1,848K

Account

€ 1,802K

Item

€ 577K

€ 708K

€ 313K

€ 190K

€ 153K

€ 288K

€ 166K

€ 409K

€ 361K

€ 283K

€ 203K

€ 434K

€ 719K

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Fin. Dimension

| Balance Sheet                 | YTD                 | PYTD              | Variance          | Variance %   | PYFY               |
|-------------------------------|---------------------|-------------------|-------------------|--------------|--------------------|
| <b>Assets</b>                 | <b>€ 1,814,129</b>  | <b>€ 978,384</b>  | <b>+€ 835,746</b> | <b>+85%</b>  | <b>€ 1,314,210</b> |
|                               | € 21,903            | -€ 14,437         | +€ 36,340         | -252%        | € 46,821           |
| Debiteuren                    | € 1,356,713         | € 655,170         | +€ 701,543        | +107%        | € 831,729          |
| Financiële Vaste Activa       | € 25,280            | € 39,819          | -€ 14,540         | -37%         | € 39,819           |
| Immateriële Vaste Activa      | € 35,231            | € 35,231          | € 0               | 0%           | € 35,231           |
| Kas                           | € 217,015           | € 118,980         | +€ 98,035         | +82%         | € 214,771          |
| Materiële Vaste Activa        | € 156,463           | € 142,023         | +€ 14,440         | +10%         | € 144,242          |
| Vaste activa                  | € 1,596             | € 1,596           | € 0               | 0%           | € 1,596            |
| Vlottende activa              | € 0                 |                   | € 0               |              |                    |
| Voorraad                      | -€ 72               |                   | -€ 72             |              |                    |
| <b>Liabilities</b>            | <b>-€ 1,045,250</b> | <b>-€ 426,716</b> | <b>-€ 618,534</b> | <b>+145%</b> | <b>-€ 608,507</b>  |
|                               | € 84,517            | -€ 44,976         | +€ 129,493        | -288%        | -€ 44,976          |
| Overige Schulden              | -€ 103,072          | -€ 17,237         | -€ 85,835         | +498%        | -€ 8,365           |
| Salarisverplichtingen         | -€ 219,792          | -€ 45,834         | -€ 173,958        | +380%        | -€ 13,142          |
| Schulden op meer dan één jaar | -€ 112,840          | -€ 112,840        | € 0               | 0%           | -€ 112,840         |
| Vlottende verplichtingen      | -€ 694,064          | -€ 205,829        | -€ 488,234        | +237%        | -€ 429,184         |

vs vorig jaar

KPI's dit jaar

-1.33

1.55

Current Ratio YTD

(Blank)

Debt Ratio

(Blank)

Proprietary Ratio