

Jul 2022

MONTHLY REPORT

Automotive Monthly Report - Entity

This Area Is For Description Purpose For This Report.

Customize Report Cover



* This can be for notes and any details, comments, concerns, and overall notations for the client receiving this Report.

Summary - Jul'22



Revenue (\$)

\$6,320,085.40



Gross Profit/Loss (%)

69.80%



Net Profit/Loss (\$)

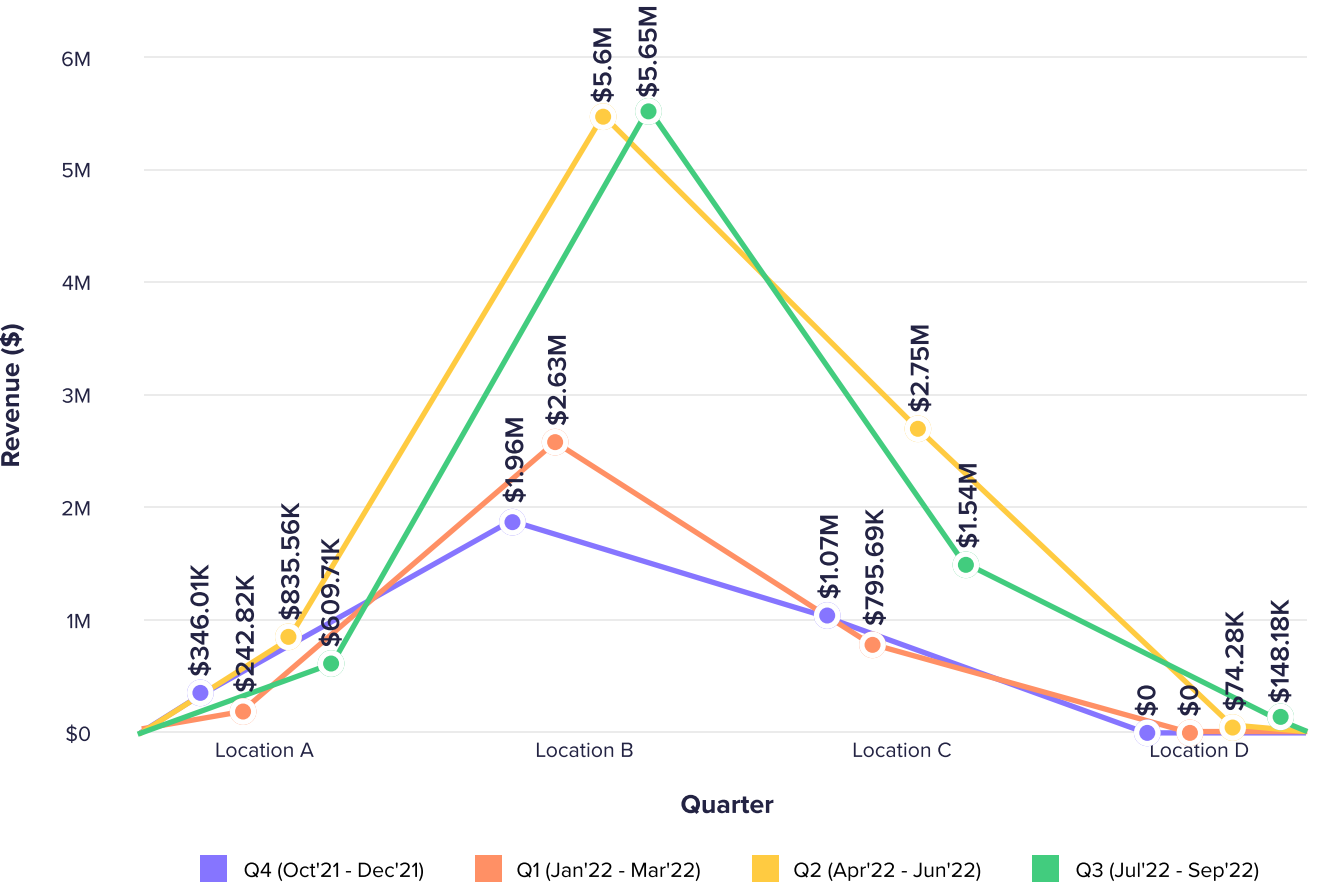
\$2,691,697.98



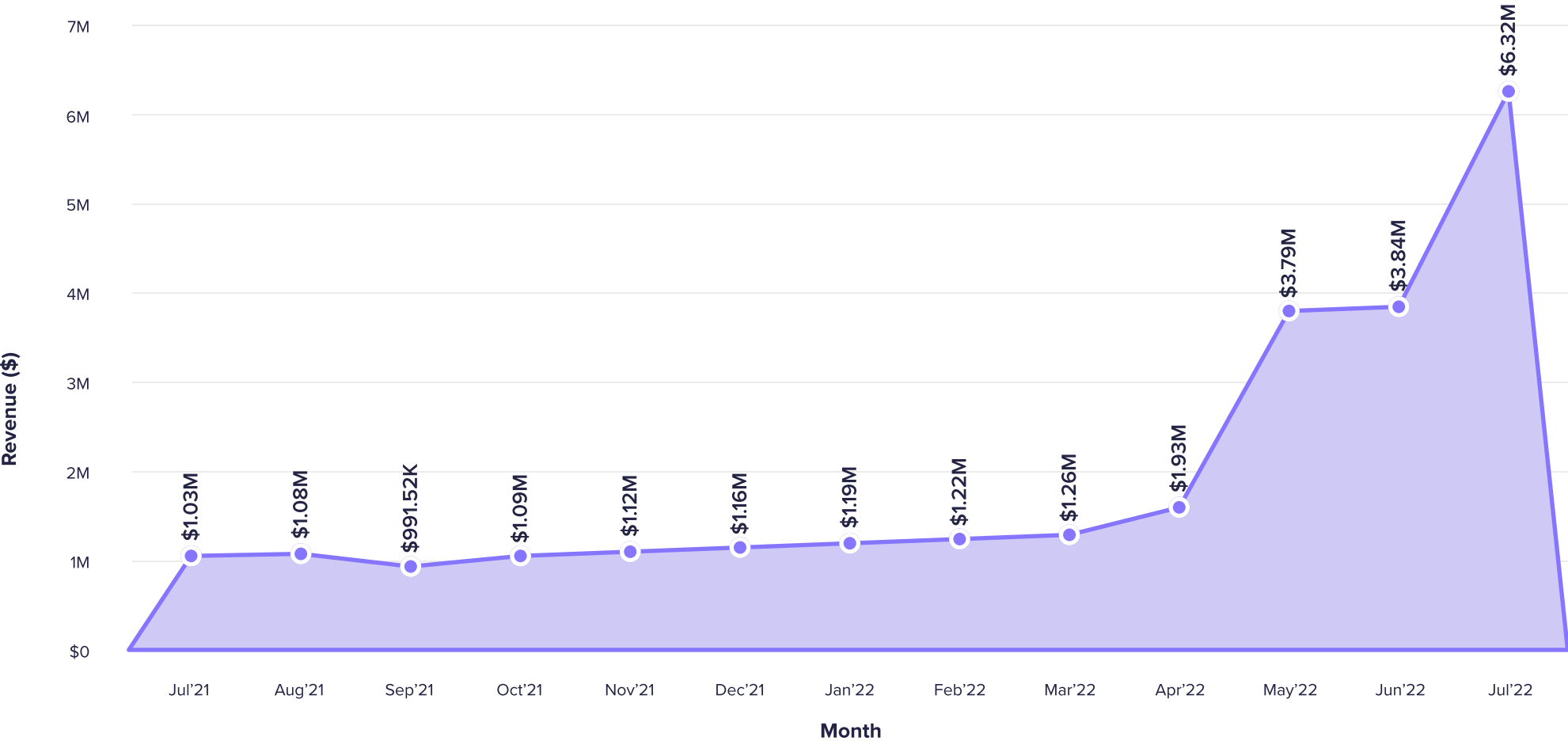
Net Profit/Loss (%)

42.59%

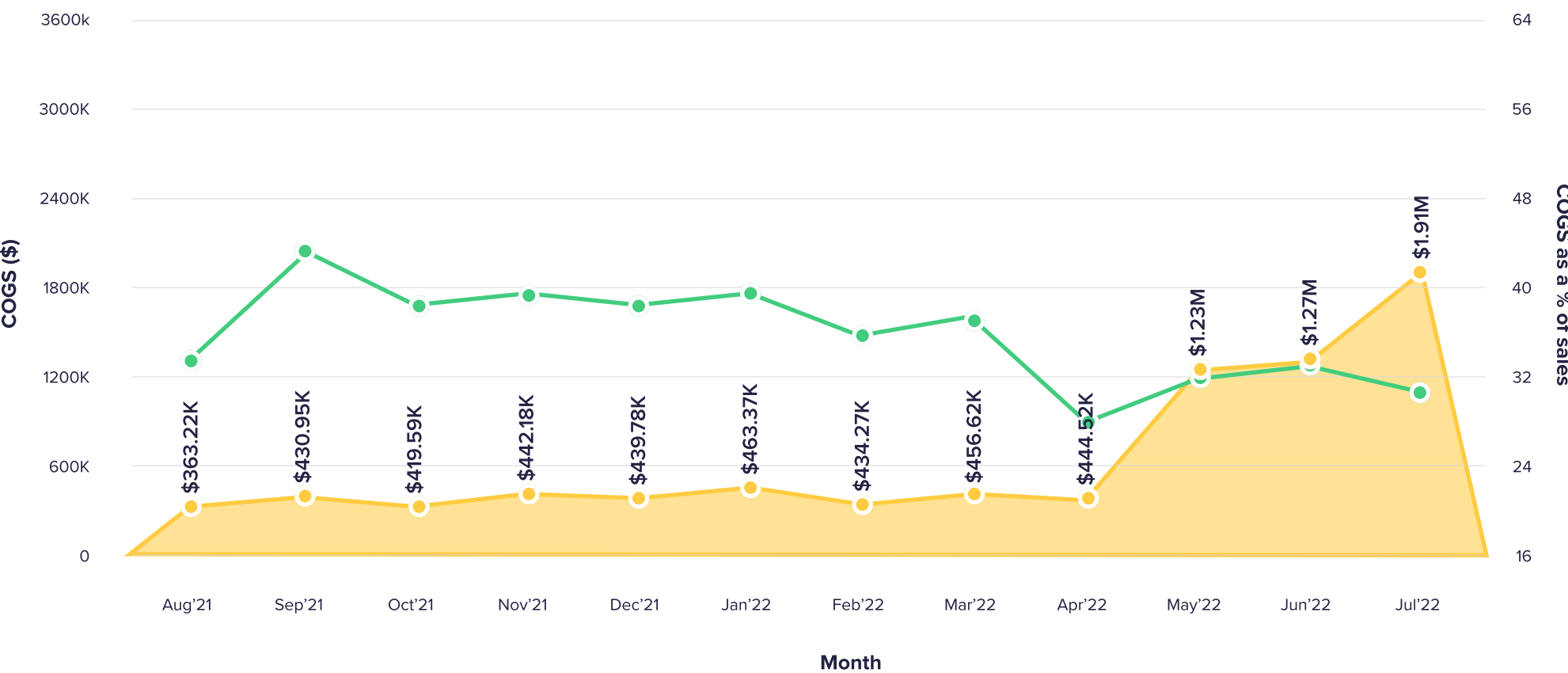
Revenue by location - Quarterly - All Locations Last 4 Qtr



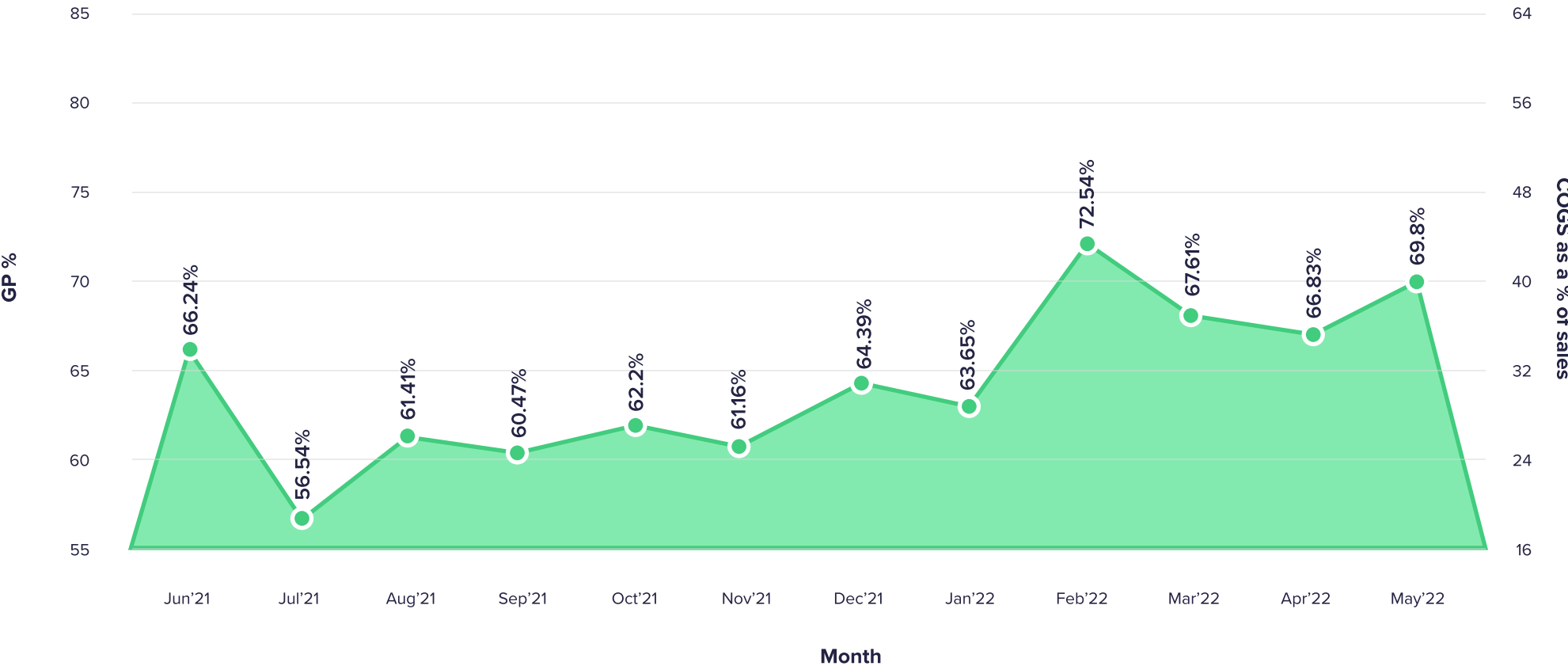
Revenue by Month - All Locations



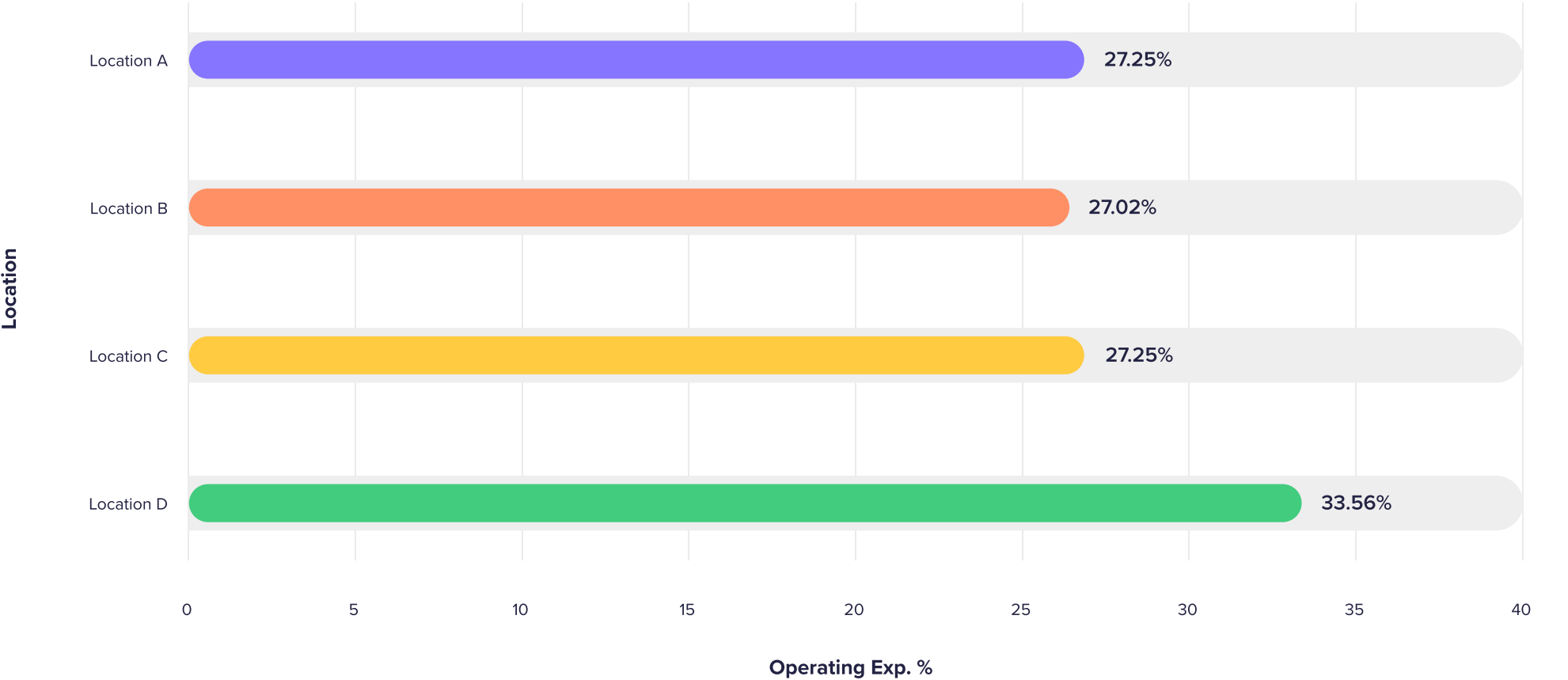
COGS by Month - All Locations



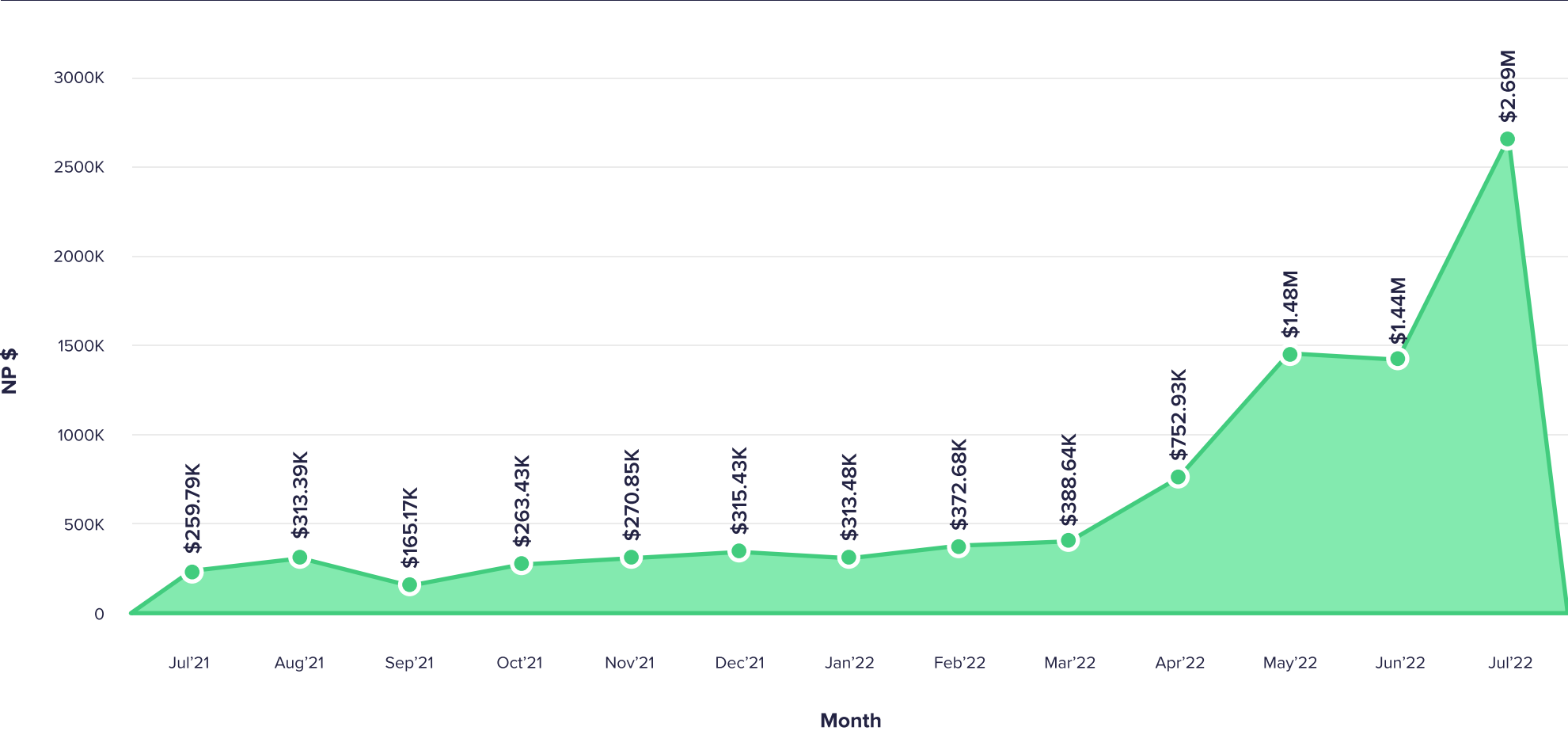
GP % by Month - All Locations



Operating Exp. by Location

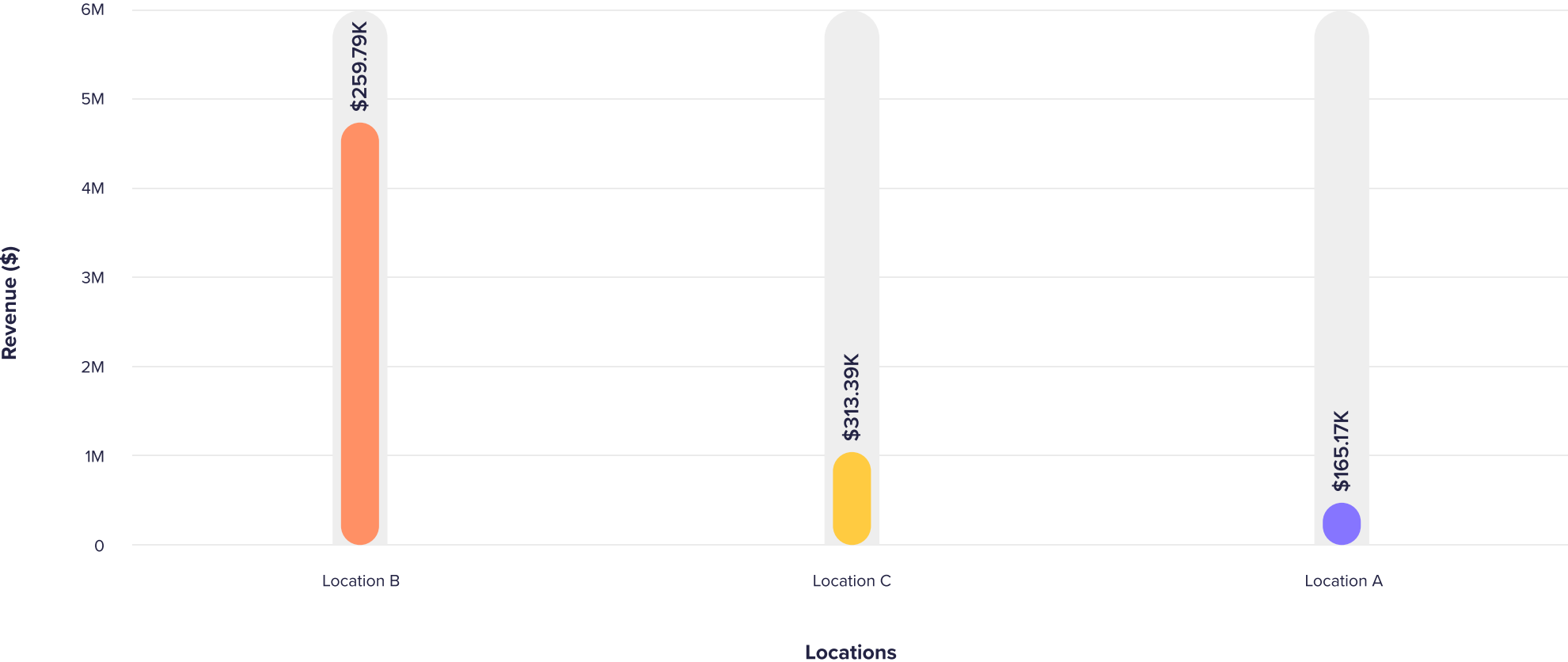


NP by Month - All Locations



Business Rank By Group - All Locations

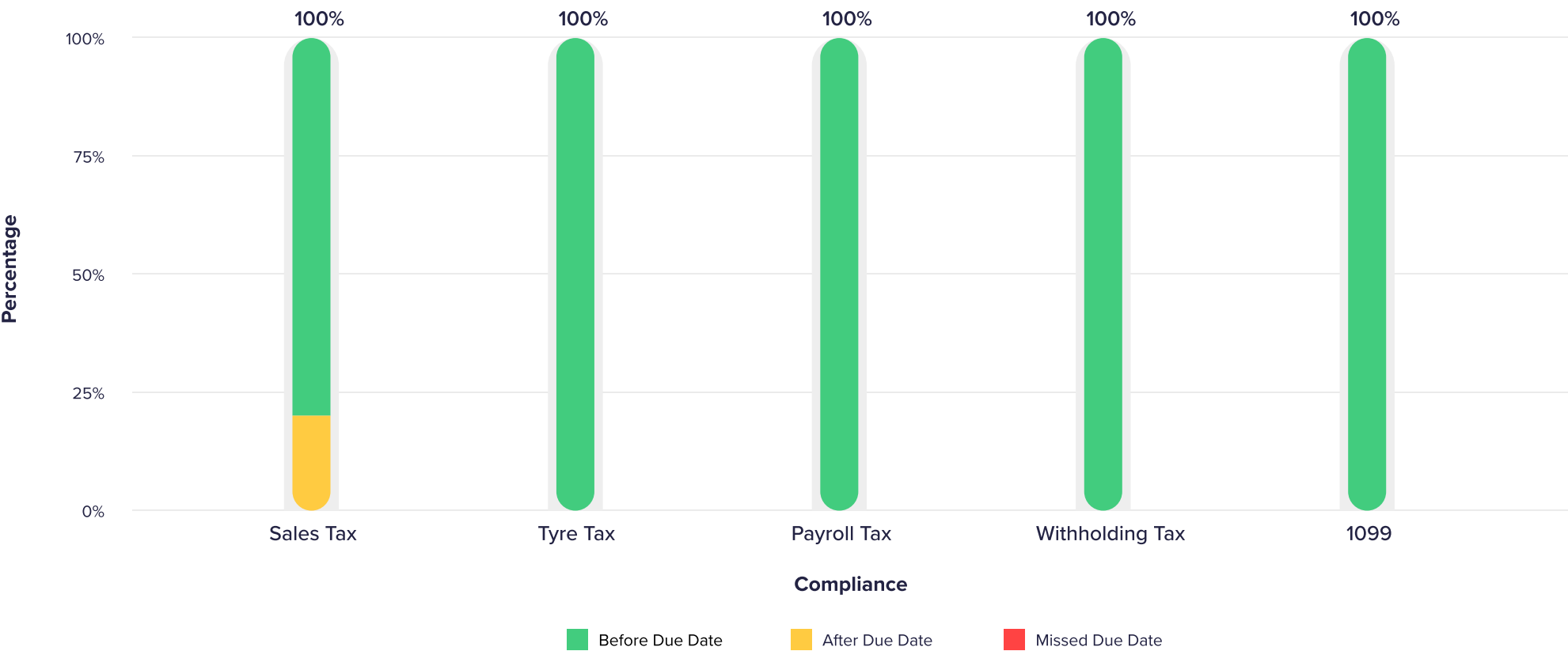
Revenue



Sustainability Index By Location - All Locations



My Compliance - Automotive - 2021



Improvement Opportunity - All Locations

Prior Month

Executive Summary


For the month of July 2022, Top line has improved by **64.49%** totaling to **\$2,477,921.99** as compared with the Prior Month. The Gross margin stands at 69.80% of total revenue. Overall, the Bottom line is 42.59% of total revenue equating to \$2,691,697.98. However, as compared with the Prior Month it is \$1,254,539.11 more, an increase of 87.29%.

Observations and Recommendations

Revenue

Jul'22	Jun'22	Difference
\$6,171,909.74	\$3,767,882.04	\$2,404,027.70 63.80%






Overview

 Wow! Excellent work. The Revenue this month is grown massively and stands at **\$6,320,085.40**, as compared to Prior Month Revenue of \$3,842,163.41. This is a exponential improvement of 64.49%.

Top Contributors

- Below are the main contributors as top Revenue accounts which has contributed 100.00% towards the total Revenue.
- 1.) 4100 Sales- Labor [43.15%]
 - 2.) 4200 Sales- Parts [38.56%]
 - 3.) 4400 Sales- Oil [9.86%]
 - 4.) 4300 Sales- Tires [7.55%]
 - 5.) 4500 Other Income [0.88%]

Key Variations

-  This month there is an increase in 4500 Other Income by \$19,794.10 which is up by 55.00%.
-  This month there is an increase in 4300 Sales- Tires by \$182,711.70 which is up by 62.06%.
-  This month there is an increase in 4400 Sales- Oil by \$239,375.94 which is up by 62.37%.
-  This month there is an increase in 4200 Sales- Parts by \$958,533.63 which is up by 64.83%.
-  This month there is an increase in 4100 Sales- Labor by \$1,077,506.62 which is up by 65.32%.


Concluding Observations

 The Revenue for this month is at **\$6,320,085.40**, While comparing it with Prior Month, it is increased by **64.49%** amounting to **\$2,477,921.99**.

Cost of Goods Sold

Jul'22	Jun'22	Difference
\$1,886,757.98 30.57%	\$1,246,782.23 33.09%	\$639,975.75 2.52%

Overview

 COGS for this month is \$1,908,894.38. i.e. 30.20% to the total Revenue. However, it has climbed sharply by 49.78% as compared to Prior Month.











Top Contributor's (% to Total Revenue)

- ▶ Below are the main contributors as top COGS accounts which has contributed 29.99% towards the total Revenue.
- 1.) 5220 Local [16.70%]
 - 2.) 5110 Technician Wages [5.81%]
 - 3.) 5130 Technician Overtime [5.63%]
 - 4.) 5230 Oil & Bulk Fluid [1.08%]
 - 5.) 5235 Shop Supplies [0.77%]

Top Contributor's (% COGS)

- ▶ Below are the main contributors as top COGS accounts which has contributed 99.26% towards the total COGS.
- 1.) 5220 Local [55.29%]
 - 2.) 5110 Technician Wages [19.23%]
 - 3.) 5130 Technician Overtime [18.63%]
 - 4.) 5230 Oil & Bulk Fluid [3.57%]
 - 5.) 5235 Shop Supplies [2.54%]

Key Variations

-  This month there is a decrease in 5250 Return by **(\$680.86)** which is down by 150.86%.
-  This month there is a decrease in 5299 Purchase -Parts Rebates by **(\$218.04)** which is down by 290.80%.
-  This month there is a decrease in 5399 Purchase- Tire Rebates by **(\$108.50)** which is down by 100%.
-  This month there is an increase in 5225 Tires by \$1,240.75 which is up by 1490.75%.
-  This month there is an increase in 5140 Technician Bonus by \$4,650.42 which is up by 48.05%.
-  This month there is an increase in 5235 Shop Supplies by \$16,973.69 which is up by 53.74%.
-  This month there is an increase in 5230 Oil & Bulk Fluid by \$22,103.62 which is up by 48.04%.
-  This month there is an increase in 5130 Technician Overtime by \$115,400.01 which is up by 48.04%.
-  This month there is an increase in 5110 Technician Wages by \$107,675.64 which is up by 41.51%.
-  This month there is an increase in 5220 Local by \$367,355.98 which is up by 53.39%.

Concluding Observations

 The Gross Profit for this month stand at \$4,411,191.02 which is 69.80% to total revenue. While comparing it with Prior Month, it is increased by 71.80% amounting to **\$1,843,529.28**.

Operating Expenses

Jul'22	Jun'22	Difference
\$1,671,091.70 27.08%	\$1,106,343.97 29.36%	\$564,747.73 2.28%

Overview



Overall, Operating Expenses for this month is \$1,720,122.47. i.e. 27.22% to the total Revenue. However, it has shoot up by 52.11% as compared to Prior Month.

Top Contributor's (% to Total Revenue)



Below are the main contributors as top Operating Expenses accounts which has contributed 23.60% towards the total Revenue.

- 1.) 5610 Manager Wages [4.49%]
- 2.) 5915 Advertising Fee [4.43%]
- 3.) 5910 Franchise Fee Expense [3.78%]
- 4.) 5625 Overtime [3.63%]
- 5.) 6010 Rent [2.90%]

Top Contributor's (% COGS)



Below are the main contributors as top Operating Expenses accounts which has contributed 71.45% towards the total Operating Expenses.

- 1.) 5610 Manager Wages [16.48%]
- 2.) 5915 Advertising Fee [16.29%]
- 3.) 5910 Franchise Fee Expense [13.88%]
- 4.) 5625 Overtime [13.33%]
- 5.) 6010 Rent [10.66%]

Key Variations



This month there is an increase in 6110 Telephone, Interenet & Cable by \$9,537.24 which is up by 55.93%.



This month there is an increase in 6265 Insurance Expense by \$8,588.19 which is up by 41.38%.



This month there is an increase in 5710 Payroll Tax Expense by \$31,020.95 which is up by 42.01%.



This month there is an increase in 6305 Merchant Fees by \$36,069.67 which is up by 51.97%.



This month there is an increase in 6010 Rent by \$63,213.70 which is up by 52.61%.



This month there is an increase in 5625 Overtime by \$74,419.57 which is up by 48.04%.



This month there is an increase in 5910 Franchise Fee Expense by \$83,632.33 which is up by 53.91%.



This month there is an increase in 5915 Advertising Fee by \$96,207.30 which is up by 52.27%.



This month there is an increase in 5610 Manager Wages by \$92,020.78 which is up by 48.04%.

Concluding Observations



Great Show! The Net Income for this month is \$2,691,697.98 which is 42.59% of total revenue and it has increased greatly by 87.29% amounting to \$1,254,539.11 when compared to Prior Month.

Profit and Loss Summary - All Locations(s)

Last 3 Months(Default Format)

	MAY'22		JUN'22		JUL'22		TOTAL	
	Amount(\$)	Income(%)	Amount(\$)	Income(%)	Amount(\$)	Income(%)	Amount(\$)	Income(%)
INCOME								
Total Income	\$3,794,652.56	100%	\$3,842,163.41	100%	\$6,320,085.40	100%	\$13,956,901.37	100%
COST OF GOODS SOLD								
Total Cost of Goods Sold	\$1,229,089.12	32.39%	\$1,274,501.67	33.17%	\$1,908,894.38	30.20%	\$4,412,485.17	31.62%
GROSS PROFIT	\$2,565,563.44	67.61%	\$2,567,661.74	66.83%	\$4,411,191.02	69.80%	\$9,544,416.20	68.38%
EXPENSE								
Total Expense	\$1,084,399.79	28.58%	\$1,130,871.37	29.43%	\$1,720,122.47	27.22%	\$3,935,393.63	28.20%
NET OPERATING INCOME	\$1,481,163.65	39.03%	\$1,436,790.37	37.40%	\$2,691,068.55	42.58%	\$5,609,022.57	40.19%
OTHER INCOME								
Total Other Income	\$464.34	0.01%	\$368.50	0.01%	\$629.43	0.01%	\$1,462.27	0.01%
NET INCOME	\$1,481,627.99	39.05%	\$1,437,158.87	37.40%	\$2,691,697.98	42.59%	\$5,610,484.84	40.20%

Balance Sheet Summary

Last 3 Months(Default Format)

	MAY'22	JUN'22	JUL'22
	Amount(\$)	Income(%)	Amount(\$)
ASSETS			
Current Assets	\$11,073,891.99	\$10,388,175.35	\$10,297,157.14
Fixed Assets	\$298,841.48	\$402,491.95	\$504,244.48
Total Assets	\$11,372,733.47	\$10,790,667.30	\$10,801,401.62
LIABILITIES AND EQUITY			
Current Liabilities	\$7,224,405.86	\$5,589,422.46	\$5,508,059.16
Total Liabilities	\$7,224,405.86	\$5,589,422.46	\$5,508,059.16
Equity	\$4,148,327.61	\$5,201,244.84	\$5,293,342.46
Total Liabilities and Equity	\$11,372,733.47	\$10,790,667.30	\$10,801,401.62

Cashflow

	JAN'22 - JUL'22	JUL'22
	Amount(\$)	Amount(\$)
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net Surplus/(Deficit)	\$0.00	\$0.00
ADJUSTMENTS TO RECONCILE NET INCOME (LOSS) TO NET CASH FROM OPERATING ACTIVITIES:		
Amortization	\$0.00	\$0.00
Changes In Accounts Payable	(\$6,789,140.31)	(\$90,100.45)
Changes In Accounts Receivable	\$4,567,580.77	\$80,022.76
Changes In Current Assets	\$79,315.78	\$6,696.76
Changes In Current Liability	\$6,345.36	\$5,174.20
Changes In Other Assets	\$0.00	\$0.00
Changes In Other Current Liability	\$7,330.33	\$3,562.95
Depreciation	\$0.00	\$0.00
Net cash provided by operating activities	(\$2,128,568.07)	\$5,356.22

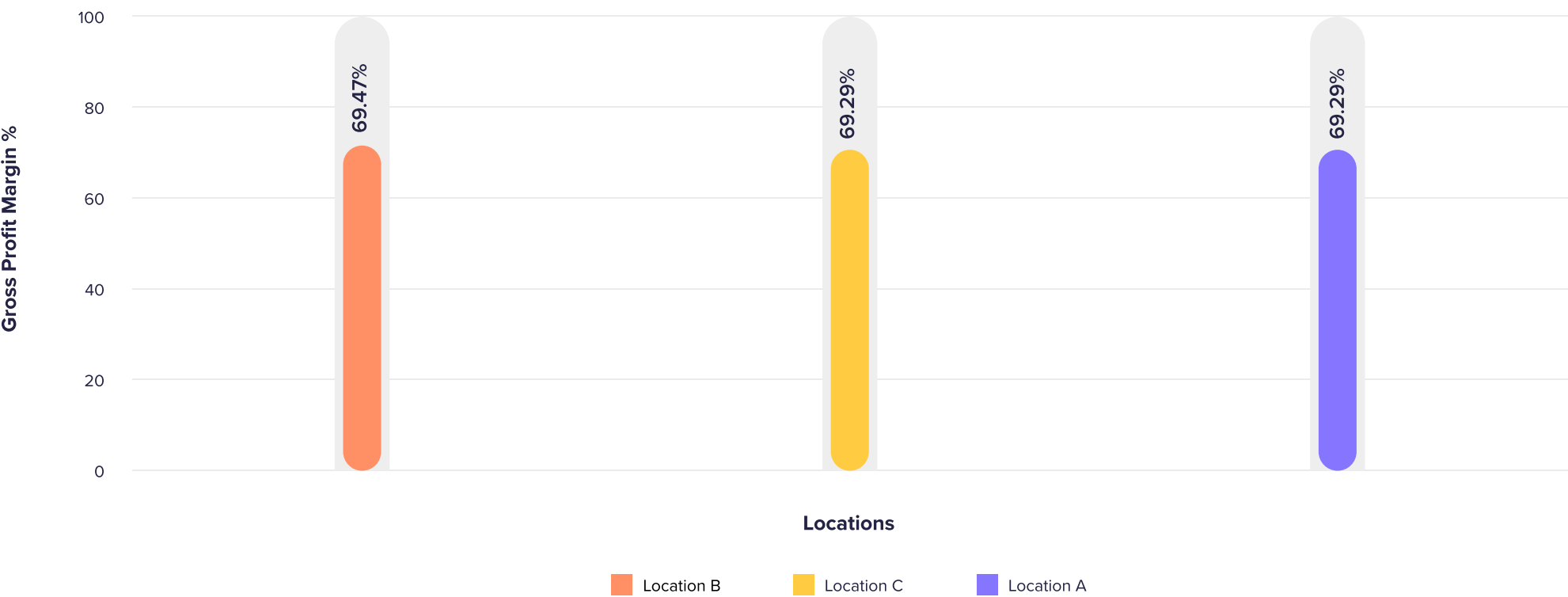
CASH FLOWS FROM INVESTING ACTIVITIES:

Fixed Assets	(\$504,244.48)	(\$101,752.53)
Intangible Assets	\$0.00	\$0.00
Non-Current Assets	\$0.00	\$0.00
Short-Term Investment	\$0.00	\$0.00
Net cash provided by investing activities	(\$504,244.48)	(\$101,752.53)

CASH FLOWS FROM FINANCING ACTIVITIES:

Capital Stock	\$4,639,069.14	\$2,747,789.11
Non Current Liabilities	\$0.00	\$0.00
Net cash provided by financing activities	\$4,639,069.14	\$2,747,789.11
Net increase (decrease) in cash	\$2,006,256.59	\$2,651,392.80
Cash & cash equivalents, Beginning of Period	\$731,526.14	\$425,976.78
Cash & cash equivalents, End of Period	\$421,678.09	\$421,678.09

Gross Profit Margin - All Locations



Net Profit Margin - All Locations

