KPI Financial Performance

Business Name: _____

Gross Profit Sales - Cost of Sales (COS)	
Gross Margin % Gross Profit / Sales x 100	
Expenses as a % of Sales Each Expense / Sales x 100	
Debtor Days Debtors / Sales x 365	
Stock Days on Hand Stock / Cost of Sales x 365	
Stock-Turn Cost of Sales / Stock	
Creditors Days Creditors / Purchases x 365	
Working Capital Current Assets / Current Liabilities	
Working Capital Ratio Current Assets / Current Liabilities	
Tax Paid Profit as % of Sales Normalised EBIT x 70% /sales	10% = **OK** 15% = **Good** 20% + = **Exceptional**
Break Even Point Fixed Cost (+profit) / margin% (GP) x 100	Divided by 12 = **$ monthly**
Return on Investment % Net Profit / SHF (equity) x 100	