

<b>Graph 1 - Current Ratio</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	3.19	2.06
Budget	1.10	1.10
<p>Measures the company's ability to pay short-term obligations. A higher ratio is more favorable. <i>Current asset/current liabilities = current ratio</i></p>		

<b>Graph 2 - Working Capital Turnover</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	5.07	8.98
Budget	7.50	7.50
<p>The sales generated from operations in relation to the money used to fund the operations. A higher number generally means the company utilizes working capital efficiently, a lower number can indicate too much working capital or inefficient operations. <i>Contract revenues / (current assets - current liabilities) = working capital TO</i></p>		

<b>Graph 3 - Days Accounts Receivable Outstanding</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	16.66	10.29
Budget	25.00	25.00
<p>The average number of days that a company takes to collect revenue after a sale. A lower number is more favorable and indicates fast collections. <i>Contract receivables / contract revenues x 360 = days AR outstanding</i></p>		

<b>Graph 4 - Days Accounts Payable Outstanding</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	16.17	11.49
Budget	30.00	30.00
<p>The average number of days that a company takes to pay vendors working on projects. A lower number is more favorable and indicates fast collections. <i>Contracts payable / contract costs x 360 = days AP outstanding</i></p>		

<b>Graph 5 - Return on Equity</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	29.49%	13.99%
Budget	20.00%	20.00%
<p>Measures how much profit a company generates with the money stockholders have invested. <i>Net income / total equity = return on equity</i></p>		

<b>Graph 6 - Gross Profit Margin</b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	23.36%	19.11%
Budget	25.00%	25.00%
<p>Measures the company's job profitability. Contract costs include direct and indirect expenses. <i>Gross profit / contract revenues = gross profit margin</i></p>		

<b><u>Graph 7 - Operating Expenses to Revenues</u></b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	14.49%	15.37%
Budget	18.00%	18.00%
Measures operating expenses (overhead) as against revenues earned from the overhead. <i>Operating expenses / contract revenues = OE to contract revenue ratio</i>		

<b><u>Graph 8 - Net Income to Contract Revenues</u></b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	9.09%	3.87%
Budget	10.00%	10.00%
Considers both contract and other overhead costs in measuring the company's overall profitability  <i>Net income / contract revenues = NI to contract revenue ratio</i>		

<b><u>Graph 9 - Interest Bearing Debt to Equity Ratio</u></b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	0.12	0.00
Budget	0.10	0.00
Measures the leverage used by the company. <i>Interest bearing debt / total equity = debt to equity ratio</i>		

<b><u>Graph 10 - Days in Cash</u></b>		
	<u>2024</u>	<u>2023</u>
Insulation Contractor	62.75	40.10
Budget	60.00	60.00
Measures the amount of days of cash with current operations held by the company. <i>Cash / (expenses / 360) = days in cash</i>		