Pastel Accounting Business Intelligence Centre

Standard Reports

Get 8 ready-to-use reports that give you immediate insight into and across your business. Delivered in the familiar environment of Microsoft Excel®, the reports are fully customizable, and flexible with drill-down capabilities. You can access them at any time or have them delivered, real-time, from your Pastel Accounting software to Microsoft Excel®, in the format of your choice. It's as simple as that!

Report Name	Description	Business Benefits
Dashboard Analysis	The Dashboard Analysis report template displays summarized Financials and Customer Sales, Product Sales for the current month and YTD. Showing Top Customers and Items and Bottom Items. It contains both text and graphics to help with daily and long-term planning. In addition, comparative Profit and Loss figures are displayed for both the current month and year-to-date figures. This report allows you to easily drill down to get further insights into the summarized data. 	**Real-time** Provides a real-time overview of the overall health of the business at a glance. **Consolidation of data** Delivers critical information in one place to help business owners make better, faster, and smarter decisions for a significant competitive advantage. **Ease of Use** Can be generated at the click of a button – no copying, cutting and pasting of data from different sources. **Ready for Distribution** It can be scheduled, published to the web, and shared via e-mail to relevant people in the organization - putting critical information at their fingertips thereby improving collaboration and productivity. **Customizable** It can be customized to suit the unique requirements of a particular organization, providing access to real-time business information, even across multiple companies, divisions, and databases, to improve business decisions.

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Sales Master	Displays pertinent sales information including item sales quantities, costs and gross profits by customer and item. Displays Quantity, Cost, Selling Price, GP and GP% grouped by Rep, Customer and Product with an option to select a month and year at runtime. As with other reports, additional elements can be added to the PivotTable for further manipulation and analysis.	**Comprehensive** All your sales reporting requirements solved within one report. **Flexible** Users have the flexibility to group data that is appropriate for their requirements. The layouts can be dynamically changed on the fly in Microsoft Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs etc. These different views can then be saved for re-use. **Powerful** Allows for comparative analysis using drag-and-drop functionality in PivotTables. For example, comparing sales regions side by side or analyzing sales performance by sales representative. **Timesaving** Gives selling time back to the sales team by allowing them to access this report on-demand and get up-to-date information immediately instead of relying on IT or spending time collating and updating reports in Excel. Allows the sales team to analyze buying behaviors, identify up- and cross-selling opportunities and spend more time chasing prospects.

SALES MASTER
for the period from 01 Mar 2004 to 31 Mar 2005

Please note : This is a default layout and can be modified to include any of the other available fields.

| SalesmanName | (All) |
| Product Category | (All) |

		Data						
Customer	**Product Name**	**Quantity**	**UnitCost**	**TotalCost**	**UnitSell**	**TotalSale**	**GP**	**GP %**
ABB029 - Albott Limited		**3.00**	**7,752.37**	**28,769.49**	**17,500.00**	**32,000.00**	**3,230.51**	**10.10%**
	Accounting Software	1.00	2,240.00	2,240.00	3,000.00	3,000.00	760.00	25.33%
	SOHO / Multimedia Home Compu	2.00	13,264.74	26,529.49	14,500.00	29,000.00	2,470.51	8.52%
ACK001 - Ackerman Mr R		**2.00**	**7,752.37**	**15,504.74**	**17,500.00**	**17,500.00**	**1,995.26**	**11.40%**
	Accounting Software	1.00	2,240.00	2,240.00	3,000.00	3,000.00	760.00	25.33%
	SOHO / Multimedia Home Compu	1.00	13,264.74	13,264.74	14,500.00	14,500.00	1,235.26	8.52%
AST002 - Astcom Computer Traders		**21.00**	**790.00**	**15,010.00**	**4,750.24**	**14,900.54**	**(109.46)**	**(0.73%)**
	80GB Hard Drive	3.00	800.00	2,400.00	1,650.20	2,500.31	100.31	4.01%
	Accounting Software	4.00	2,240.00	8,960.00	1,999.99	7,999.97	(960.03)	(12.00%)
	Comfort Keyboard	6.00	150.00	900.00	200.02	1,200.15	300.15	25.01%
	Database Software V8	3.00	500.00	1,500.00	649.99	1,949.96	449.96	23.08%
	DVD Writer - High Speed	5.00	250.00	1,250.00	250.03	1,250.15	0.15	0.01%
COM004 - Computer Resale and Leasing		**10.00**	**2,493.52**	**21,548.16**	**5,850.00**	**25,100.00**	**3,551.84**	**14.15%**
	80GB Hard Drive	6.00	800.00	4,800.00	850.00	5,100.00	300.00	5.88%
	Word Processor Software V4	4.00	4,187.04	16,748.16	5,000.00	20,000.00	3,251.84	16.26%
SOF001 - Software Expert		**4.00**	**1,937.50**	**3,975.00**	**14,800.00**	**15,000.00**	**11,025.00**	**73.50%**
	Laser Mouse with Pad	3.00	50.00	150.00	100.00	300.00	150.00	50.00%
	Vector Computer	1.00	3,825.00	3,825.00	14,700.00	14,700.00	10,875.00	73.98%
Grand Total		**40.00**	**3,186.54**	**84,807.39**	**60,400.24**	**104,500.54**	**19,693.15**	**18.85%**

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Inventory Master	Displays stock on hand quantity and value, over/under stocked quantity and value; reorder levels grouped by warehouse, per Group and item code. The report can be run for one of more warehouses and excludes items where the Quantity on Hand and Under stocked is zero. The report can easily be filtered by item number and location or additional fields can be dragged and dropped into the report, using standard Excel PivotTable functionality for further analysis. 	**Flexible** Easily filtered to view the data according to the user's preference, e.g. Store, product code, item. Users have the flexibility to group and compare data to enable analysis that is appropriate for their requirements. **Customizable** Can be customized for in depth analysis of inventory by store and/or product line to help you better manage your inventory levels and allow business owners / buyers / stock controllers to: • forecast consumption of goods for the near future • determine stock requirements with respect to seasonal fluctuations • measure statistics such as inventory turns • highlight inefficiencies in inventory management

The inventory report table content:

Store Name (All)

Category Name	Product Code Name	Opening Stock	Qty Bought	Qty Sold	Qty Adjusted	Stock on Hand	StockValue (AvgCost)	StockValue (LatestCost)	Maximum Level	Over Stocked	Over Stocked Value (Avg)
Inventory Goods		833.00	245.00	33.00	(60.00)	985.00	1,231,141	1,271,192	170.00	836.00	1,058,165
	ACC/LOC - Accounting Software	199.00	80.00	5.00	(5.00)	269.00	594,541	594,539		269.00	594,541
	COM/PCA - Communication Software V5.1	50.00			(5.00)	45.00	54,000	54,000	10.00	35.00	42,000
	DB/5/2 - Database Software V8	80.00		3.00		77.00	38,500	38,500	10.00	67.00	33,500
	DVD/RW - DVD Writer - High Speed	15.00			(5.00)	10.00	2,500	2,500	10.00		
	HDD/80 - 80GB Hard Drive	22.00	30.00	8.00	(5.00)	39.00	31,200	31,200	10.00	29.00	23,200
	INV2P - 2 Part Pre-printed Invoices	5.00	100.00			105.00	60,585	63,341	10.00	95.00	54,815
	KEYB/001 - Comfort Keyboard	97.00		6.00		91.00	13,650	13,650	10.00	81.00	12,150
	MOD/ISDN - IDSN Modem	12.00			(5.00)	7.00	840	840	10.00		
	MOPN/17 - 17 Inch SVGA Monitor	32.00			(5.00)	27.00	32,400	32,400	10.00	17.00	20,400
	MOUSE/STD - Laser Mouse with Pad	10.00		3.00	(5.00)	2.00	100	100	10.00		
	PEN4/CHP - Pentium 4 3.2Ghz Processor	20.00			(5.00)	15.00	45,000	45,000	10.00	5.00	15,000
	RAM/CHP - 512MB SDRAM	20.00			(5.00)	15.00	4,500	4,500	20.00		
	SOHO/200 - SOHO / Multimedia Home Computer	3.00		3.00	5.00	5.00	66,324	91,508		5.00	66,324
	SPEAK/EAS - 5.1 Speaker Kit	10.00			(5.00)	5.00	1,000	1,000	10.00		
	SPR/LOC - Spreadsheet Software V5	2.00	15.00		(5.00)	12.00	50,455	57,150	10.00	2.00	8,409
	STA2P - 2 Part Pre-printed Statements	34.00				34.00	1,190	1,190	10.00	24.00	840
	VEC/400 - Vector Computer	20.00		1.00		19.00	72,675	72,675		19.00	72,675
	WIN/OS - Operating System Software	200.00			(5.00)	195.00	107,250	107,250	10.00	185.00	101,750
	WP/LOC - Word Processor Software V4	2.00	20.00	4.00	(5.00)	13.00	54,432	59,849	10.00	3.00	12,561
Grand Total		833.00	245.00	33.00	(60.00)	985.00	1,231,141	1,271,192	170.00	836.00	1,058,165

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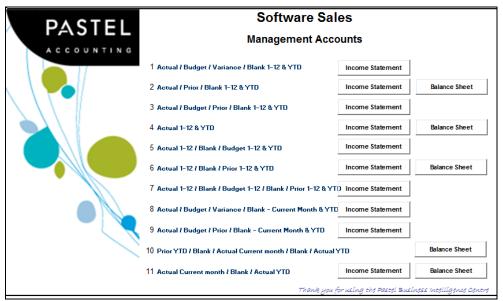| Purchase Master	Displays Quantity, Unit Costs and Purchase values grouped by Supplier per Product for a selected date range. Lists relevant purchase cost information by supplier and item number for any given date range and can be filtered by store, or product category. 	**Comprehensive** All your purchasing reporting requirements solved within one report. **Powerful and Simple** Allows for comparative analysis using drag-and-drop functionality in PivotTables. For example, comparing warehouses, divisions, product lines side by side for detailed or summarized analysis. Helps to identify suppliers with whom volume discounts or faster delivery times can potentially be negotiated. **Flexible** Users have the flexibility to group data that is appropriate for their requirements. The layouts can be dynamically changed on the fly in Microsoft Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs etc. These different views can then be saved for re-use. **Customizable** e.g. • add additional elements to the PivotTable for further manipulation and analysis • easily create top N views e.g. Top 5 Suppliers or graphical views of your data using standard Excel graphs or Pivot Charts

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Management Pack	Powerful Financial Report templates are available out of the box, offering a number of different report layouts to generate comparative balance sheets and/or income statements for any specified financial year, period, quarter, and budget. The layouts are automatically generated, grouped, and subtotaled by account group. It is possible to drill down to the GL Transaction details for any of these accounts. The report layouts within this report are neatly presented and readily customizable in Microsoft Excel® allowing users the ability to insert their own rows and columns, add their own formulas, customize account groupings and format their layouts exactly as they wish to see them. These customizations can be preserved in that format for future use. **Income Statement – Actual vs. Budget & Variance** Displays balances per General Ledger account number per financial period for the current financial year, current budget year and the variance. **Income Statement - Comparative Financial Report - Actual vs. Prior** Displays balances per General Ledger account number per financial period for the current and prior financial year by month.	**Timesaving** Saves bookkeepers and accountants hours of manual manipulation each month by automating the month-end financial reporting processes. Enables faster, fact-based decision making based on the business essentials of cash flow, profitability and growth. Allows for: • Real-time analysis of expenses and major streams of operating revenues of the company • An up-to-date, automated snapshot of a company's assets, liabilities and shareholders' equity in a presentable format, at any time, without the need for time-consuming manipulation of data in Excel. **Accuracy** Real-time data drawn directly from source eliminates human error and provides information in the familiar face of Excel which is trusted, secure and up-to-date. **Ease of Use** Allows accountants to prepare financial statements for government compliance or bank loans easily. The financial information required is now in one place and accountants can easily customize the templates without a report consultant to present the reports in a professional manner. **Flexible** Provides flexibility to business owners and/or

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Standard Reports

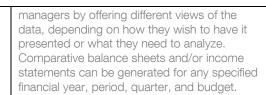|		
	Income Statement - Comparative Financial Report - Actual vs. Budget vs. Prior Displays balances per General Ledger account number per financial period for the current financial year actual, budget and prior financial year by month. **Income Statement – Actual & YTD** Displays balances per General Ledger account number per financial period for the current financial year by month. **Income Statement – Comparative Financial Report – Actual vs. Budget** Displays balances per General Ledger account number per financial period for the current financial year, displaying actual monthly and budget monthly and the YTD. **Income Statement – Comparative Financial Report – Actual vs. Prior** Displays balances per General Ledger account number per financial period for the current financial year, displaying actual monthly and prior financial year displayed monthly and the YTD comparison. **Income Statement – Comparative Financial Report – Actual vs. Budget vs. Prior** Displays balances per General Ledger account number per financial period for the current financial year, displaying actual monthly and budget monthly and prior financial year displayed monthly and the YTD comparison of the three. **Balance Sheet – Actual & Prior YTD** Displays balances per General Ledger account number per financial period for the current financial year and previous financial year. **Balance Sheet – Actual & YTD** Displays balances per General Ledger account number for the current financial year by month and YTD **Balance Sheet - Comparative Financial Report - Actual vs. Prior** Displays balances per General Ledger account number per financial period for the current and prior financial year by month. **Balance Sheet – Prior YTD vs. Actual Current Month and YTD** Displays the opening balance for the current financial year and prior YTD and the balance for the current month and the YTD. **Balance Sheet – Actual Current Month and YTD** Displays the opening balance for the current financial year and the balance for the current month and the YTD.	managers by offering different views of the data, depending on how they wish to have it presented or what they need to analyze. Comparative balance sheets and/or income statements can be generated for any specified financial year, period, quarter, and budget. Allows for easy side-by-side comparison of actual income, expenses and GL balances to the budgeted numbers or prior financial year's figures, by month, quarter or YTD, in detailed or summarized views. <u>Customizable</u> Can be customized to suit any unique requirements of a particular organization <u>Drill Downs</u> Users can drill down to GL transactions on-the-fly within Microsoft Excel® to quickly access details and understand immediately what makes up the numbers.

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General Ledger Transaction Details	Displays Ledger Details by Account number for GL accounts, Debtors and Creditors with an option on selecting the date range at runtime. Can also be used to display a monthly trial balance if summarized using the Microsoft Excel® PivotTable.	**Flexible** Flexible analysis of GL at a transactional level using graphical drag-and-drop functionality of a PivotTable, catering for any combination of views e.g. Top N expenses, best performing revenue lines etc. **Timesaving** Provides comprehensive details across all GL transactions, with the ability to filter by account category for viewing specific portions of your general ledger, enabling you to quickly answer those specific questions and save time. **Customizable** It is possible to transform this report into a monthly trial balance by simply manipulating the PivotTable® within Microsoft Excel®.
	LEDGER TRANSACTION DETAILS *for the period 1 to period 1* ***Please note*** *: This is a default layout and can be modified to include any of the available fields* 	

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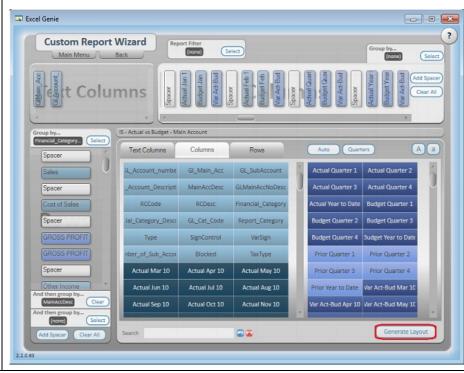|		
Excel Genie Financial Report	These reports require an active Excel Genie site license. This report generates an Excel Genie enabled workbook with raw financial data and enables use of the unique Excel Genie interface launched from within Microsoft Excel®; this can then be used to transform the raw financial data into powerful report layouts. The drag and drop style interface makes it very simple to define new customized layouts with multi-level groupings. It also allows column and page level groupings by any field such as Segments, Companies, or Regions. The predefined layouts are provided with the Excel Genie for the easy generation of customized income statements and balance sheets. 	**Excel Genie Enabled** Gain access to the powerful and simple Excel Genie module with this report. The Excel Genie's 'What-If Analyzer' feature can quickly simulate how future scenarios may impact the bottom line, making it a useful scenario planning tool. **Timesaving** Pre-defined financial layouts and calculations are real time-savers and eliminate the need for an advanced understanding of Excel formulas and functions. Newly added accounts and updated data can be refreshed in existing financial report layouts at the click of a button. **Ease of use** Advanced financial reports can quickly and easily be set up by the user, without having to rely on IT, to include meaningful aggregated prior, actual and budget figures, providing invaluable detail for better decision making. **Flexible** Caters for segmented general ledgers, consolidations and column-based reporting.

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| Financial Ratio Report | Financial ratios report allows you to evaluate the overall financial condition of your organization. | Compare the strengths and weaknesses in various companies/ divisions with financial ratios.

Simplifies the comprehension of financial statements

Helps in planning and forecasting |
|---|---|---|

Financial Ratio's - NEWCO

	Mar 06	Apr 06	May 06	Jun 06	Jul 06	Aug 06	Sep 06	Oct 06	Nov 06	Dec 06	Jan 07	Feb 07	Period 13
Acid Test Ratio	1.15	0.98	1.17	1.19	1.15	1.17	1.34	1.35	1.40	1.32	1.08	1.08	1.13
Asset Financing Ratio	0.31	0.17	0.24	0.27	0.34	0.33	0.39	0.40	0.43	0.41	0.24	0.24	0.33
Current Ratio	1.27	1.05	1.21	1.25	1.26	1.28	1.45	1.47	1.53	1.46	1.17	1.17	1.27
Customers Days Ratio	47.28	67.49	84.72	81.52	35.22	45.25	54.43	53.75	49.48	28.80	29.26	29.88	32.37
Inventory Days Ratio	6.83	3.00	1.52	1.33	1.13	1.03	0.97	0.88	0.87	0.83	0.88	0.88	0.88
Inventory Turnover Ratio	4.40	10.00	19.77	22.50	26.50	29.11	31.04	34.16	34.45	36.21	33.98	34.07	34.07
Profitability Ratio	-13.80%	-20.82%	7.79%	6.67%	-2.19%	-2.68%	1.15%	0.92%	0.89%	-0.33%	-2.11%	-2.25%	-2.25%
Return on Equity Ratio	-9.99%	-42.18%	20.88%	21.21%	-9.80%	-15.55%	5.97%	5.27%	5.60%	-2.46%	-20.08%	-21.68%	-21.68%
Solvency Ratio	1.18	1.18	1.29	1.34	1.47	1.43	1.57	1.61	1.68	1.61	1.28	1.29	1.44
Supplier Days Ratio	23.05	31.19	36.19	28.86	14.21	11.91	7.99	9.35	17.74	17.91	27.44	24.02	26.02

Acid Test Ratio	(Current Assets - Inventory) / Current Liabilities
Asset Financing Ratio	Total Shareholder Interest / Total Assets
Current Ratio	Current Assets / Current Liabilities
Customers Days Ratio	Accounts Receivable x 30 x Period / Sales (YTD figure)
Inventory Ratio	Closing Inventory x 30 / Cost of Sales
Inventory Turnover Ratio	Cost of Sales / Closing Inventory
Profitability Ratio	Earnings before Interest and Tax / Sales
Return on Equity Ratio	Earnings of Ordinary Shareholders After Tax / Ordinary Equity
Solvency Ratio	Total Assets / Total Debt
Supplier Days Ratio	Accounts Payable x 30 x Period / Cost of sales (YTD Figure)