

December 2025 Monthly Business Review

InterStationary

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1 December 2025 Monthly Business Review

Headline

- Revenue was \$827K against a budget of \$824K, a variance of \$3K.
- Operating income was \$8K against \$13K, a variance of (\$5K).
- Year to date, revenue is \$11.238K against \$11.600K, a variance of (\$362K).

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2 Headline

P&L vs budget

Metric	Actual	Budget	Variance
Revenue	\$827K	\$824K	\$3K
Costs paid	\$715K	\$712K	(\$3K)
Gross margin	26.1%	26.0%	(\$17K)
Operating expenses	\$208K	\$209K	\$14K
Operating income	\$8K	\$13K	(\$5K)

Revenue was \$827K over

Costs paid was \$715K over budget, due to the month the \$202K P&L. Operating expenses and operating income were \$14K and \$5K.

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3 P&L vs budget

KPI scorecard

KPI	Actual	Target	Status
Revenue	\$827K	\$824K	on target
On-time freight percent	26.1%	26.0%	on target
Days sales outstanding	51.2	45.0	off target
On-time delivery percent	93.3%	95.0%	off target
Order fill rate percent	97.8%	97.0%	on target
Active customers	40	42	off target
Inventory turns	5.35	6.50	off target
Open percent of interest	25.1%	25.0%	on target

Source: SAP, Q4 2025

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4 KPI scorecard

Drivers

- Other operating: a variance of (\$6K) in the month
- Cost of goods sold: a variance of (\$6K) in the month
- Technology: a variance of \$4K in the month
- Revenue: a variance of (\$362K) for the year to date

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5 Drivers

Watch list

- Days sales outstanding: 51.2 against 45.0; months off target: 3
- On-time delivery percent: 93.3% against 95.0%; months off target: 3
- Active customers: 40 against 42; months off target: 2
- Inventory turns: 5.33 against 6.50; months off target: 1

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6 Watch list