

PIVOT BY

- Cost Centre
- Entity

FILTERS

ENTITY

- Axis Services NZ Ltd
- Axis Services Pty Ltd
- Axis Trading Pty Ltd

COST CENTRE

- Delivery
- G&A
- Marketing
- Operations
- Sales AU
- Sales NZ
- Support

SCENARIO

- Actual
- Budget
- Forecast

REVENUE

\$7.1M

recognised

COGS

\$2.3M

cost of sales

TOTAL OPEX

\$3.9M

total spend

OPEX VAR %

+0.2%

vs budget

OP MARGIN

12.4%

of revenue

OPEX / REV

0.55

ratio

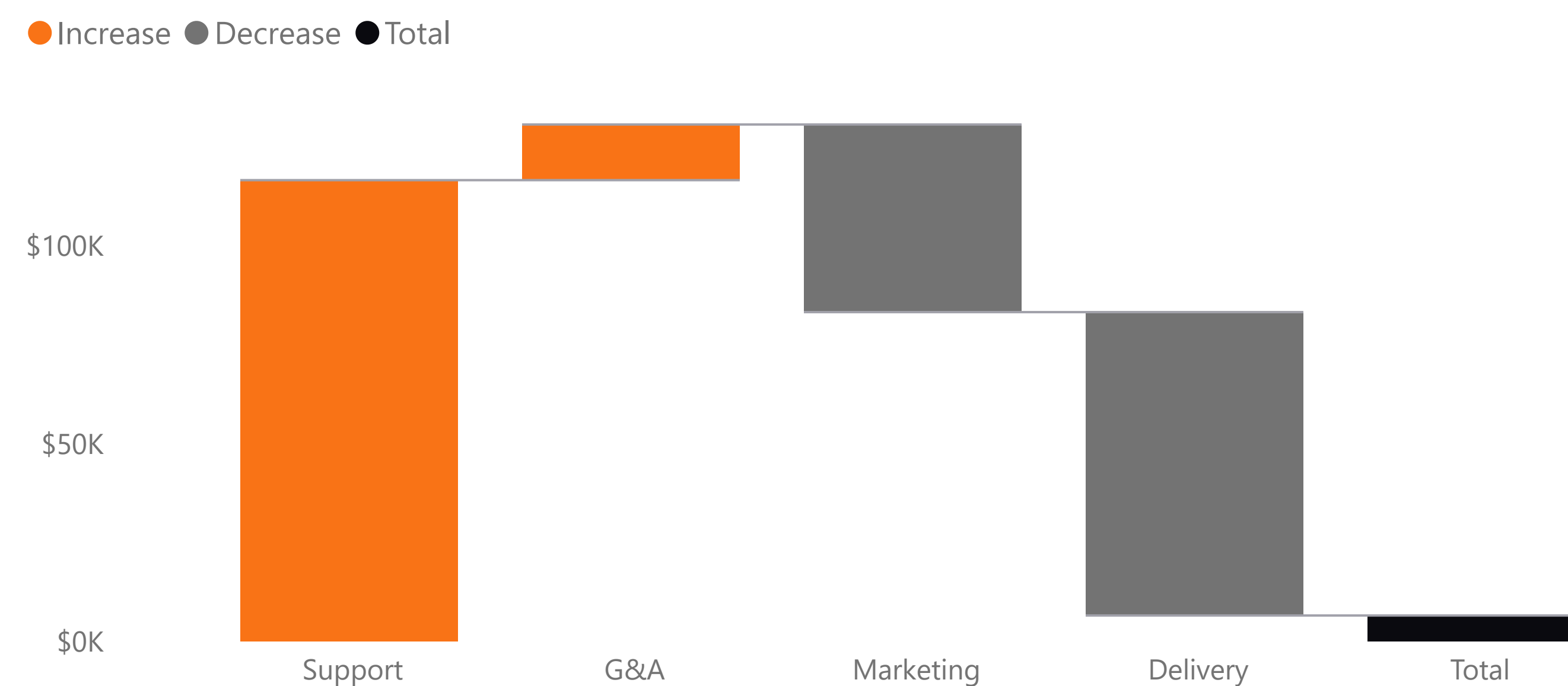
P&L VARIANCE · DRILL ACCOUNT · ALL BASES

Level 1	Actual Amount	Budget Amount	Variance	Variance %	Forecast Amount	Forecast Variance
Cost of Sales	\$2,277,241	\$2,286,875	-\$9,635	-0.4%	2,368,243	-\$91,002
Opex	\$3,914,880	\$3,908,328	\$6,552	+0.2%	4,065,252	-\$150,372
Revenue	\$7,065,189	\$7,266,764	-\$201,574	-2.8%	7,342,514	-\$277,325
Total	\$13,257,310	\$13,461,967	-\$204,657	-1.5%	13,776,010	-\$518,700

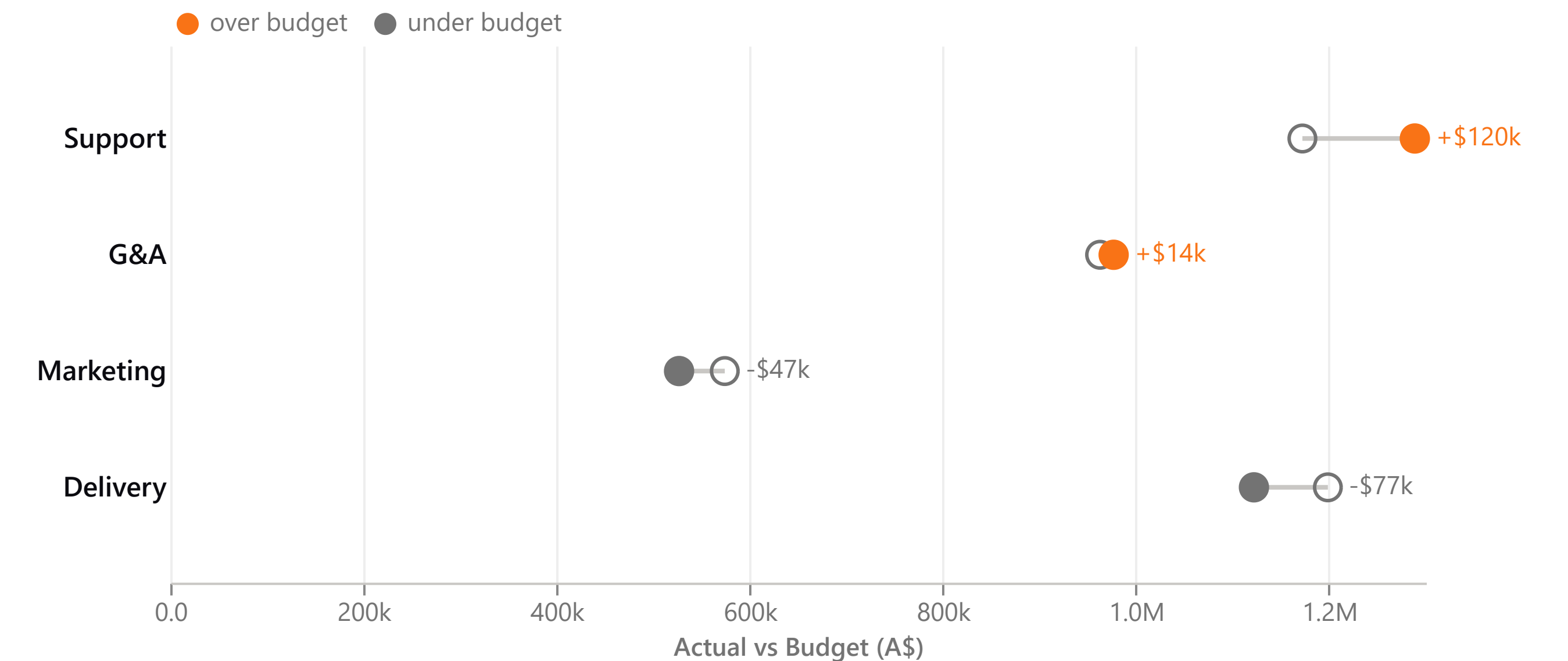
WORST VARIANCE FIRST · BY P&L LINE

Level 1	Level 2	Actual Amount	Budget Amount	Variance	Variance %
Opex	Professional Fees	\$541,443	\$521,775	\$19,668	+3.8%
Opex	Travel	\$533,721	\$522,865	\$10,856	+2.1%
Cost of Sales	Direct Labour	\$865,667	\$849,005	\$16,662	+2.0%
Cost of Sales	Subcontractors	\$572,080	\$562,092	\$9,988	+1.8%
Opex	Occupancy	\$529,227	\$529,237	-\$10	-0.0%
Opex	Other Opex	\$390,956	\$392,574	-\$1,618	-0.4%
Opex	Technology	\$635,645	\$639,925	-\$4,279	-0.7%
Opex	Marketing	\$514,993	\$521,563	-\$6,570	-1.3%
Revenue	Services Revenue	\$2,841,707	\$2,882,802	-\$41,095	-1.4%
Total		\$13,257,310	\$13,461,967	-\$204,657	-1.5%

VARIANCE BRIDGE · OPEX BY PIVOT



ACTUAL vs BUDGET · OPEX BY COST CENTRE



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COST CENTRE

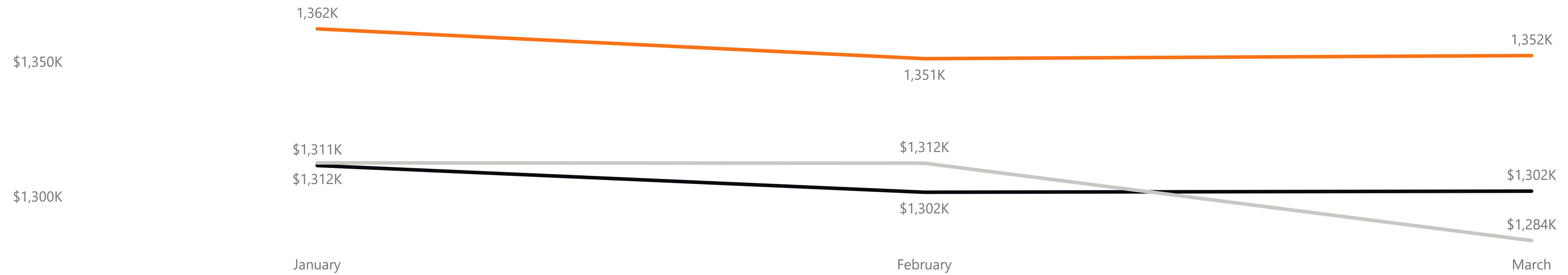
- Delivery
- G&A
- Marketing
- Operations
- Sales AU
- Sales NZ
- Support

SCENARIO

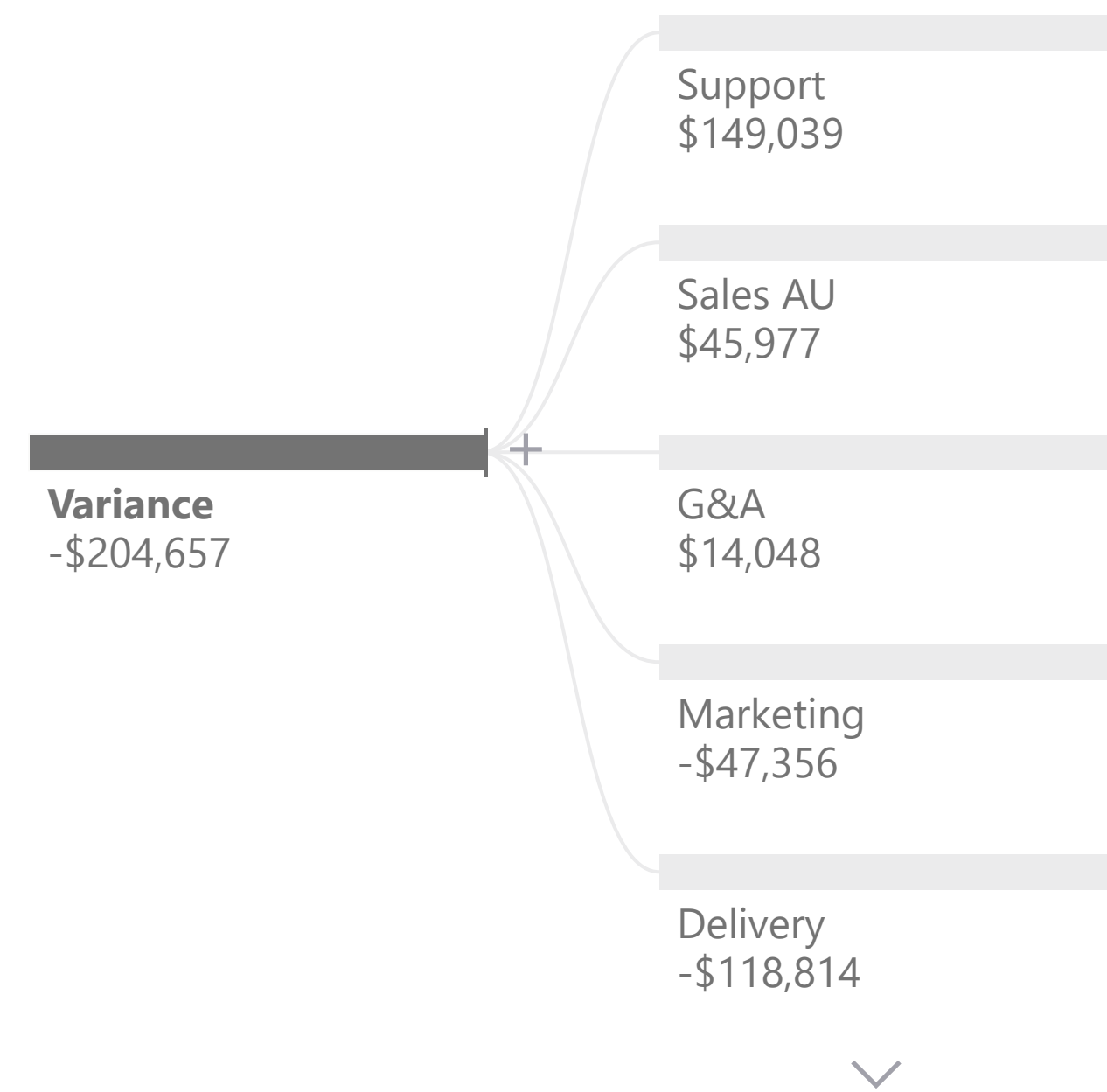
- Actual
- Budget
- Forecast

TREND • OPEX ACTUAL / BUDGET / FORECAST

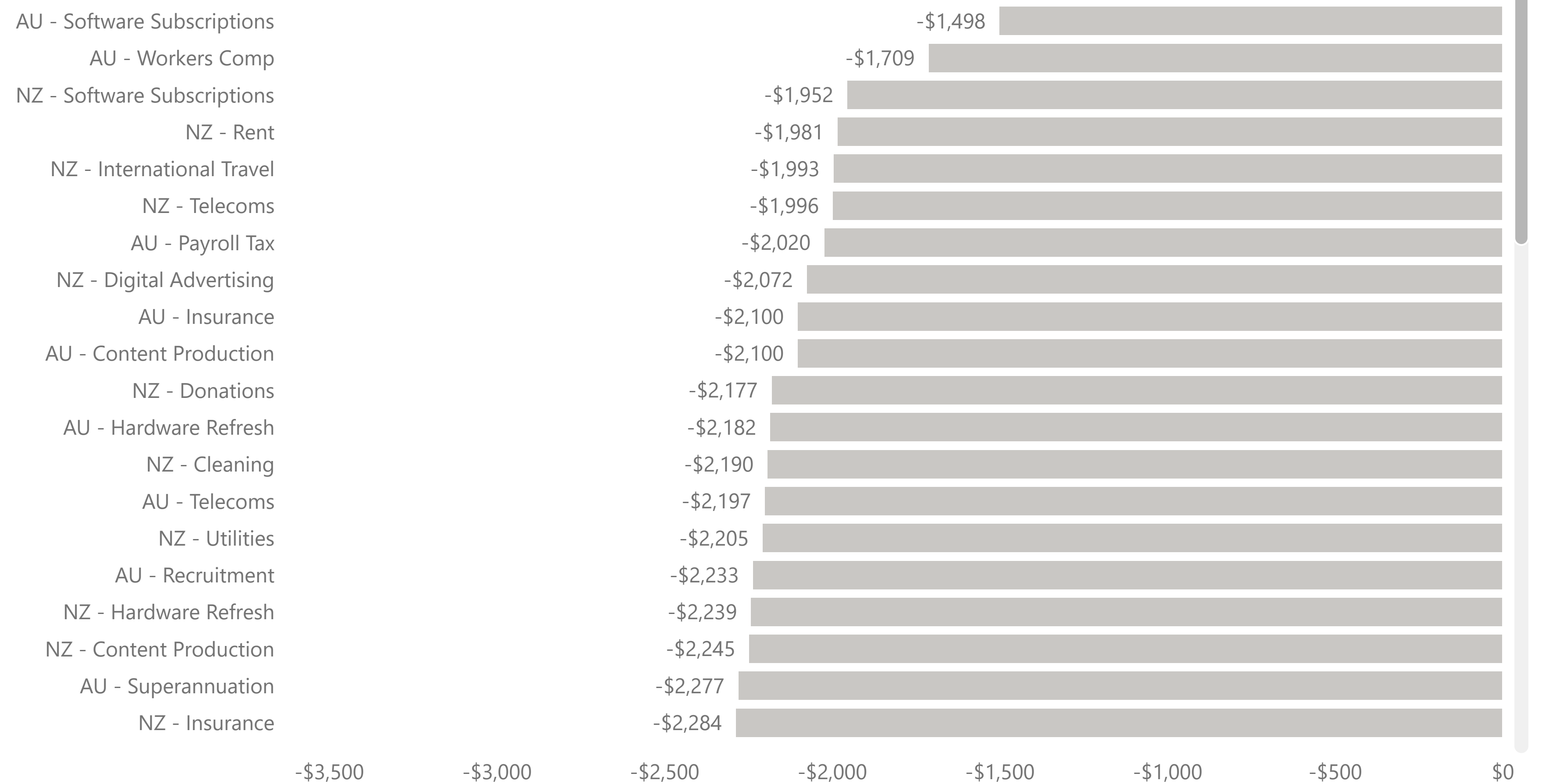
● Actual Amount ● Budget Amount ● Forecast Amount



DECOMPOSE VARIANCE • DRILL ANY PATH ▶



FORECAST VARIANCE • OPEX BY ACCOUNT ▼





FILTERS

ACCOUNT

Search

- Assets
- AU - Accommodation
- AU - AU Subcontractors
- AU - Audit & Tax
- AU - Bank Fees
- AU - Billable Salaries
- AU - Bonuses - Delivery
- AU - Building Maintenance

DATE

1/1/2022 6/30/2026



JOURNAL SOURCE

- Accounts Payable Invoice
- Accounts Receivable Invoice
- Bank Feed
- Expense Reimbursement
- Manual General Journal
- Payroll Journal

ENTITY

- Axis Services NZ Ltd
- Axis Services Pty Ltd
- Axis Trading Pty Ltd

ACTUAL vs PLAN

\$247M

Actual Amount

\$171M

Budget Amount

\$76M

Variance

+44.4%

Variance %

FORECAST

29M

Forecast

\$218M

Fcst Var

LINES

206K

Txns

\$15K

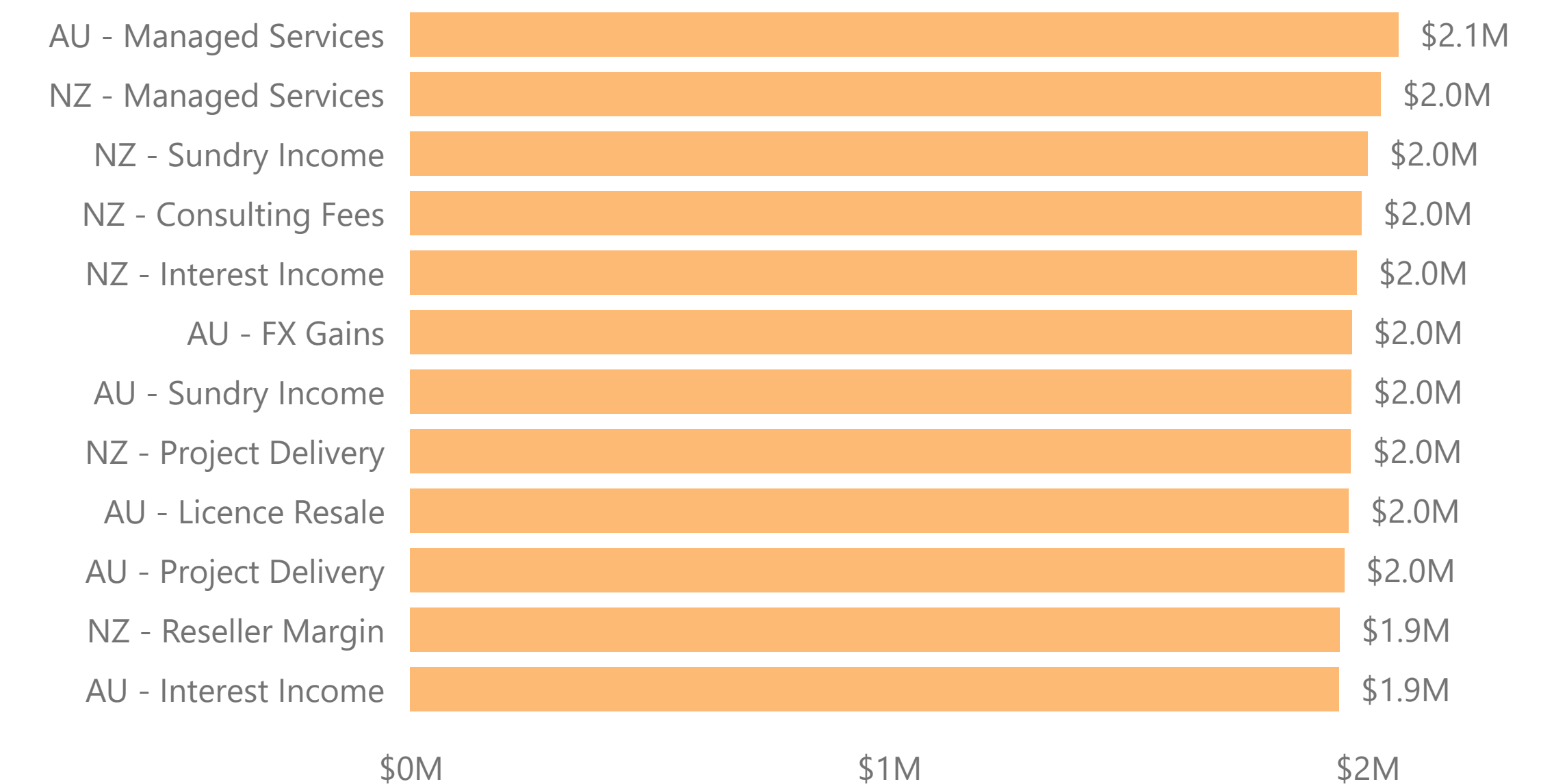
Max Line

43.9%

Top Src %

Date	Account Name	Cost Centre	Source	Actual Amount
2022-01-01	AU - Accommodation	G&A	Accounts Payable Invoice	\$1,119
2022-01-01	AU - Accommodation	G&A	Bank Feed	\$696
2022-01-01	AU - Accommodation	G&A	Expense Reimbursement	\$889
2022-01-01	AU - Accommodation	G&A	Manual General Journal	\$575
2022-01-01	AU - Accommodation	G&A	Payroll Journal	\$2,346
2022-01-01	AU - Accommodation	Marketing	Accounts Payable Invoice	\$3,168
2022-01-01	AU - Accommodation	Marketing	Manual General Journal	\$1,391
2022-01-01	AU - Accommodation	Operations	Accounts Payable Invoice	\$4,028
2022-01-01	AU - Accommodation	Operations	Bank Feed	\$604
2022-01-01	AU - Accommodation	Operations	Expense Reimbursement	\$1,609
2022-01-01	AU - Accommodation	Operations	Manual General Journal	\$1,140
2022-01-01	AU - Accommodation	Operations	Payroll Journal	\$1,527
2022-01-01	AU - AU Subcontractors	Operations	Accounts Payable Invoice	\$25,652
2022-01-01	AU - AU Subcontractors	Operations	Manual General Journal	\$9,947
2022-01-01	AU - AU Subcontractors	Operations	Payroll Journal	\$8,554
2022-01-01	AU - Audit & Tax	G&A	Accounts Payable Invoice	\$4,178
2022-01-01	AU - Audit & Tax	G&A	Bank Feed	\$634
2022-01-01	AU - Audit & Tax	G&A	Expense Reimbursement	\$455
2022-01-01	AU - Audit & Tax	G&A	Manual General Journal	\$730
2022-01-01	AU - Audit & Tax	G&A	Payroll Journal	\$1,050
2022-01-01	AU - Audit & Tax	Marketing	Accounts Payable Invoice	\$3,114
2022-01-01	AU - Audit & Tax	Marketing	Expense Reimbursement	\$177
2022-01-01	AU - Audit & Tax	Marketing	Payroll Journal	\$1,713
2022-01-01	AU - Audit & Tax	Operations	Accounts Payable Invoice	\$5,121
2022-01-01	AU - Audit & Tax	Operations	Bank Feed	\$772
Total				\$246,572,926

TOP ACCOUNTS · \$ VARIANCE



TOP JOURNAL SOURCES · \$ VARIANCE

