

NTMA Individualized Financial Performance Report

What's in it for you?

By participating in the NTMA OCEC survey you will receive two individualized management tools. And it's free to you through NTMA!

Individualized Financial Performance Report

- Compares your company to the industry, to other companies in your line of business and to other manufacturers your size
- Provides management commentary to help you interpret the results
- Establishes a solid basis for working with lenders

Financial Toolkit computer program

- Microsoft® Excel® template with your data already loaded
- Provides "what-if" capabilities
- Establishes a basis for budgeting

What's inside your Financial Performance Report...

Executive Summary – The Executive Summary is a two-page overview of your key financial results. Areas of strength or weakness are easily identified on the Performance Scorecard.

Detailed Results – The report also provides eleven pages detailing your results compared to the industry, to other companies in your line of business, and to other companies your size.

Summary Financial Results											
	Typical NTMA Mfr	High Profit NTMA	NTMA Mfr \$15-\$25 Million	Tools & <u>Dies</u>	Tool& Die Over \$8 Million	Your Firm					
Number Of Firms Reporting Typical Sales Volume Sales Growth (2004 To 2005)	215 \$5,109,380 9.2%	54 \$7,230,039 13.3%	16 \$20,708,311 9.0%	29 \$5,022,512 20.8%	9 \$12,353,545 26.6%	\$17,000,00 8.7%					

Strategic Profit Model R Profit Margin	Performance Scorecard: Your Results Compared to NTMA								
Asset Turnover Return On Assets	© 2007 Mackay Research Group 1	Your Firm	1 In 7h Darcant	26 To 50 Percent	51 To 75 Percent	76 To 100 P			
inancial Leverage Return On Net Worth	Strategic Profit Model Ratios	FILL							
Sales By Industry	Profit Margin (Pre-tax)	18							
Tools & Dies Molds	Asset Turnover	1.1							
General Precision Machir Aerospace Machining & F	Return On Assets (Pre-tax)	19.8							
Special Machines Production Operations	Financial Leverage	1.8							
Total Sales	Return On Net Worth (Pre-tax)	35.6							
ncome Statement Net Sales	Income Statement								
Cost Of Goods Sold	Sales Volume (Millions)	17							
Direct Materials Subcontracting	Sales Growth	9							
Total Direct Labor Repairs & Maintenance	Direct Materials	27							
ndirect Labor Supervision	Direct Labor	21							
Payroll Burden Employee Welfare	Indirect Labor	9							
Fools & Supplies Stilities (heat, light, power	Supervision	0							
Rent/Lease (buildings) nsurance (liability & cast	Mfg. Payroll Burden	2.4							
Faxes (property, busines:		2.8							
Depreciation All Other Manufacturing E	Tools & Supplies	5							
Total Cost Of Goods	Utilities	0.7							