

Workshop name
F.A.O the directors
Example 1
12345 Town

Workshop dashboard 2022

Annual overview - (RP22)

WESP Customer number:	101001
Address:	Example 1 12345 Town
Intended for:	example@mywesp.com
Last invoice date in our system:	04/06/2022
Your last processed invoice within this report:	22700154
Report produced based on .. invoices	12,989,166

WESP BV Disclaimer



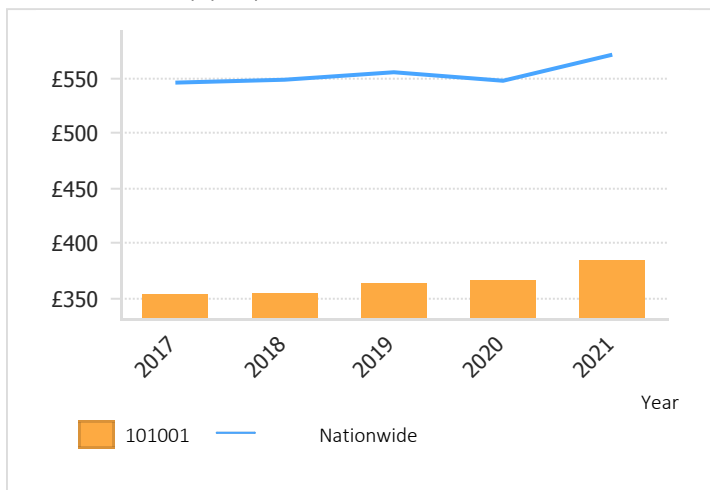
Historical summary

Summary & key figures

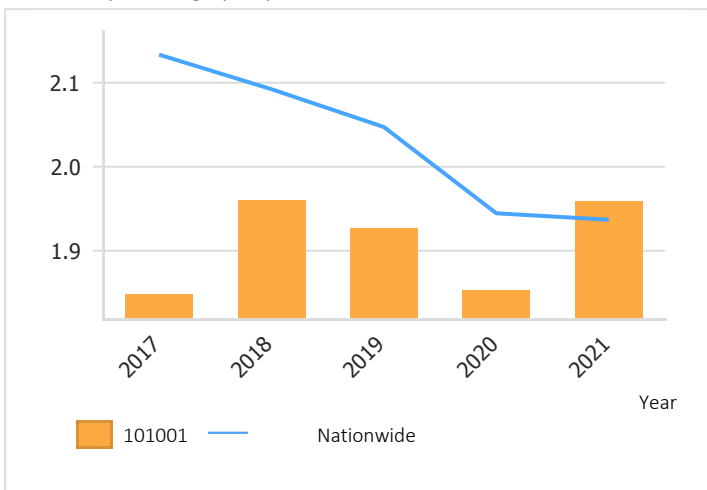
By year (2017 - 2021)

Year	Turnover	Number of invoices	Invoices per day	Revenue per invoice	Labour per invoice	Parts per invoice	Number of registrations	Number of customers	Turnover per day	Labour per invoice (%)	Turnover per reg.no.	Turnover per customer	Contacts per reg.no.	Customer turnover
2017	£529,472	2,768	11.0	£191.28	£79.47	£111.82	1,498	1,245	£2,101	42%	£353	£425	1.8	0%
2018	£500,024	2,765	11.0	£180.84	£75.66	£105.18	1,411	1,177	£1,984	42%	£354	£425	2.0	-5%
2019	£583,591	3,093	12.2	£188.68	£77.65	£111.03	1,605	1,291	£2,307	41%	£364	£452	1.9	10%
2020	£660,660	3,336	13.0	£198.04	£76.79	£121.25	1,800	1,457	£2,581	39%	£367	£453	1.9	13%
2021	£741,103	3,777	14.8	£196.21	£70.43	£125.78	1,928	1,537	£2,895	36%	£384	£482	2.0	5%

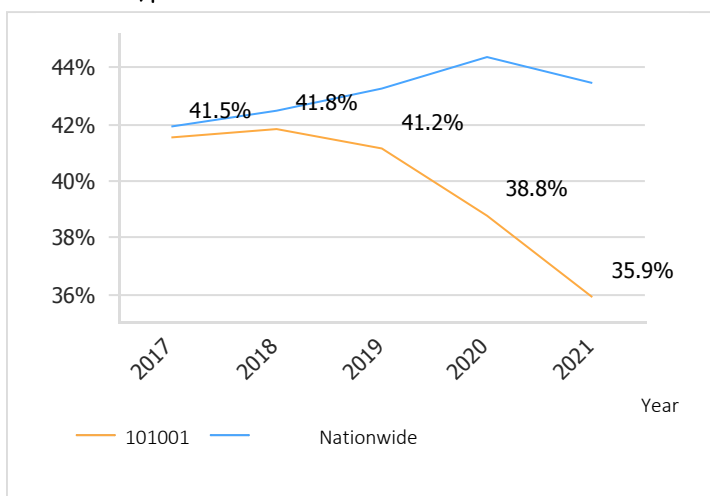
Cost of ownership per year



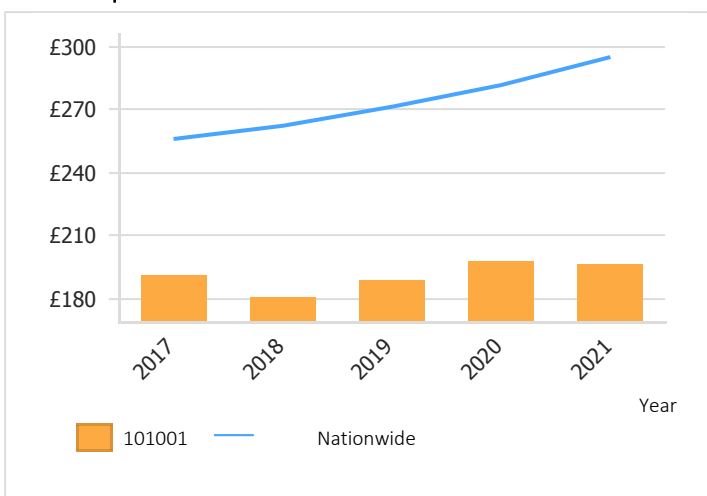
Contacts per badge per year



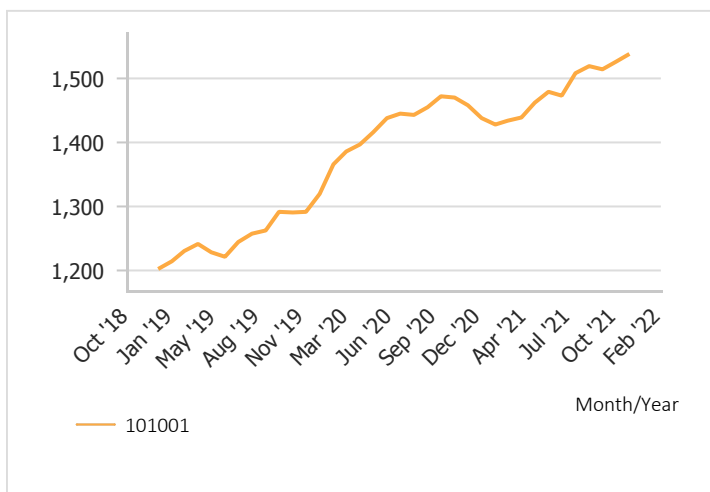
Ratio labour/parts



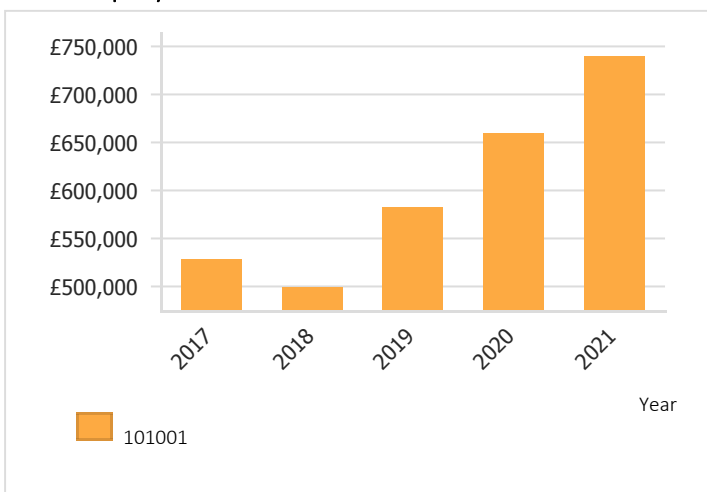
Turnover per work order



Number of customers



Turnover per year



Revenue per product group

By year (2017 - 2021)

Product group	Year	2017	2018	2019	2020	2021
Wages / Labour		£219,963	£209,205	£240,167	£256,173	£266,031
Other		£49,475	£46,426	£61,086	£74,571	£100,995
Tyres		£58,545	£55,363	£65,780	£69,970	£98,364
Oil and lubricants		£33,407	£36,693	£41,533	£50,942	£60,429
Small Parts & Environmental		£13,654	£13,725	£16,326	£16,983	£18,146
Brake discs		£20,829	£12,098	£18,022	£20,377	£16,510
Battery		£10,851	£9,675	£10,297	£15,511	£15,918
Interior filters		£8,563	£9,119	£9,740	£11,748	£14,974
Brake pads		£12,305	£9,542	£13,793	£14,781	£12,680
Spark plugs		£6,442	£7,254	£8,290	£10,664	£10,029
Oil filters		£5,841	£6,184	£6,839	£8,248	£9,671
Exhausts		£10,327	£6,340	£5,232	£7,657	£9,560
Bulbs		£7,584	£7,878	£7,476	£8,396	£9,553
Timing Belts & Water Pumps		£9,004	£5,999	£6,677	£7,348	£9,115
Damages / Bodywork		£3,503	£3,783	£6,595	£9,270	£8,955
Starter & Alternator		£5,013	£5,268	£6,595	£7,907	£8,219
Windscreen wipers		£5,135	£7,716	£5,863	£7,966	£7,743
Steering		£9,678	£4,419	£9,619	£7,989	£7,350
Additives		£1,630	£2,100	£3,551	£6,243	£5,822
Air filter		£4,070	£4,760	£4,883	£5,452	£5,784
Sensors		£3,610	£3,227	£3,250	£5,127	£5,465
Clutch		£4,394	£4,354	£2,500	£6,691	£4,931
Wheel Bearings		£2,665	£3,211	£4,160	£3,714	£4,610
Fuel filters		£3,414	£3,837	£4,074	£3,883	£4,160
Coolant		£2,082	£1,873	£2,629	£3,423	£4,003
Cables & Hoses		£3,736	£3,912	£3,466	£3,049	£3,498
springs		£2,824	£3,716	£2,207	£2,097	£2,909
V-belt		£2,363	£2,037	£3,188	£3,515	£2,692
Replacement vehicle		£1,015	£2,406	£1,511	£1,231	£2,664
Washer Fluid		£1,022	£1,412	£1,830	£2,149	£2,659
Shock absorbers		£1,987	£2,167	£1,304	£3,021	£2,582
switches		£1,645	£1,447	£1,244	£1,927	£1,843
Gaskets		£1,502	£848	£1,629	£1,428	£1,734
Towbar		£121	£342	£203	£301	£740
Wheel brake cylinders		£641	£428	£807	£684	£455
Clamps		£295	£309	£243	£223	£226
Windscreen repair and replacement		£340	£945	£979		£82
LPG			£7			
Total		£529,472	£500,024	£583,591	£660,660	£741,103

Turnover by place of residence

By year (2017 - 2021)

Place of residence	Year	2017	2018	2019	2020	2021
Vught		£374,275	£351,469	£387,711	£431,121	£494,746
'S-Hertogenbosch		£34,488	£31,284	£42,622	£62,632	£67,998
Sint-Michielsgestel		£21,474	£14,571	£21,480	£15,166	£15,148
Boxtel		£7,430	£8,719	£8,357	£11,902	£13,138
Rosmalen		£1,398	£1,438	£5,198	£9,028	£11,290
Sint Michielsgestel		£10,377	£11,772	£12,616	£11,353	£11,150
S'-Hertogenbosch		£15,043	£10,110	£12,070	£11,676	£8,081
Oss		£3,989	£2,648	£3,638	£4,622	£7,352
Vlijmen		£1,676	£2,393	£2,214	£2,454	£5,588
Veghel		£229	£88	£2,955	£4,290	£5,042
Waalwijk		£340	£1,881	£7,015	£10,664	£4,467
Den Bosch		£1,988	£3,510	£1,241	£1,973	£4,257
Helvoirt		£3,318	£3,895	£4,705	£4,359	£4,165
Tilburg		£1,910	£1,059	£2,058	£3,610	£2,576
Geffen		£0	£0	£410	£725	£2,571
Utrecht		£756	£4,003	£512	£1,038	£2,490
Cromvoirt		£5,384	£2,656	£3,477	£3,491	£2,482
Nijmegen		£37	£403	£15	£44	£2,301
Zevenbergen		£0	£0	£0	£0	£2,227
Eindhoven		£2,462	£996	£1,277	£3,463	£2,176
Den Dungen		£532	£1,249	£1,243	£1,253	£2,160
Drunen		£2,180	£2,303	£2,261	£2,811	£2,016
Mariahout		£5	£534	£2,062	£1,492	£1,912
Herwijnen		£136	£341	£2,253	£213	£1,908
Sint-Oedenrode		-£33	£398	£532	£1,549	£1,727
Other		£40,078	£42,305	£55,666	£59,732	£62,133
Total		£529,472	£500,024	£583,591	£660,660	£741,103

Price level

By year (2017 - 2021)

Product group	Year	2017	2018	2019	2020	2021
Wages / Labour		£0.00	£0.00	£0.00	£0.00	£0.00
Other		£42.17	£40.65	£48.14	£57.02	£66.63
Tyres		£89.52	£87.19	£85.54	£87.79	£94.04
Oil and lubricants		£15.23	£15.96	£15.81	£16.64	£16.63
Small Parts & Environmental		£9.24	£8.84	£9.14	£8.40	£8.07
Brake discs		£73.86	£71.59	£75.41	£70.51	£68.79
Battery		£106.38	£108.71	£115.70	£116.62	£117.91
Interior filters		£22.36	£22.41	£22.34	£22.25	£22.52
Brake pads		£70.31	£69.65	£73.37	£70.72	£67.45
Spark plugs		£12.06	£11.37	£12.17	£13.55	£13.52
Oil filters		£11.54	£11.94	£11.83	£11.85	£12.06
Exhausts		£143.43	£140.89	£137.69	£127.61	£151.75
Bulbs		£10.03	£9.41	£8.85	£9.48	£10.57
Timing Belts & Water Pumps		£136.43	£113.18	£113.17	£120.46	£119.54
Damages / Bodywork		£184.37	£420.33	£549.58	£403.05	£263.39
Starter & Alternator		£217.95	£263.40	£219.83	£202.75	£200.46
Windscreen wipers		£20.14	£21.61	£22.46	£23.57	£23.46
Steering		£46.75	£26.38	£44.53	£49.32	£35.86
Additives		£18.11	£23.60	£15.05	£16.94	£15.61
Air filter		£20.98	£22.04	£21.42	£22.62	£23.42
Sensors		£47.38	£57.62	£45.14	£59.27	£62.82
Clutch		£219.68	£167.44	£156.28	£185.87	£149.41
Wheel Bearings		£76.13	£118.94	£94.56	£74.27	£94.09
Fuel filters		£33.47	£35.86	£33.67	£37.70	£36.81
Coolant		£4.81	£4.92	£5.97	£6.86	£6.87
Cables & Hoses		£33.50	£33.44	£33.83	£36.74	£38.44
springs		£83.06	£79.06	£63.07	£67.63	£78.63
V-belt		£29.91	£23.41	£30.66	£31.11	£29.91
Replacement vehicle		£28.20	£18.02	£23.61	£33.27	£27.75
Washer Fluid		£3.27	£3.44	£4.31	£4.91	£5.03
Shock absorbers		£86.40	£108.33	£81.49	£100.72	£78.23
switches		£33.40	£42.56	£37.68	£37.07	£46.08
Gaskets		£17.67	£12.11	£29.09	£28.01	£26.27
Towbar		£60.55	£68.37	£40.69	£150.50	£105.78
Wheel brake cylinders		£30.53	£30.57	£27.84	£26.32	£30.33
Clamps		£4.60	£6.87	£3.52	£3.92	£5.79
Windscreen repair and replacement		£169.80	£472.73	£489.29		£82.40
LPG			£6.50			
Total		£49.56	£45.08	£47.16	£47.70	£47.65

Cost of ownership per car participant

By year (2017 - 2021)

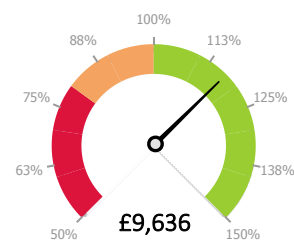
Year Participant	Cost of ownership per year					Number of unique registration no.				
	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
VOLKSWAGEN	£371	£418	£446	£431	£463	172	151	172	218	223
FORD	£382	£355	£398	£403	£367	145	131	151	157	166
OPEL	£286	£305	£320	£348	£385	96	95	91	122	133
VOLVO	£428	£521	£577	£460	£494	85	86	104	100	97
RENAULT	£366	£328	£273	£415	£414	101	94	95	107	114
MERCEDES-BENZ	£321	£524	£405	£462	£453	62	51	73	93	102
BMW	£439	£475	£483	£425	£514	52	56	66	80	89
PEUGEOT	£298	£262	£283	£335	£308	107	95	115	119	130
TOYOTA	£239	£255	£219	£229	£298	87	79	80	92	99
AUDI	£557	£420	£424	£444	£389	54	54	63	56	73
CITROEN	£380	£322	£379	£367	£347	59	61	60	73	81
FIAT	£373	£288	£366	£266	£296	87	71	82	101	93
MINI	£387	£461	£425	£403	£472	26	23	31	38	41
NISSAN	£348	£208	£352	£404	£329	35	34	36	36	46
SEAT	£417	£474	£303	£341	£375	23	15	26	27	37
HYUNDAI	£273	£265	£203	£395	£244	35	33	53	48	55
SUZUKI	£277	£214	£265	£234	£268	32	44	49	51	48
LAND ROVER	£537	£301	£785	£335	£945	5	6	5	10	13
SKODA	£278	£368	£351	£410	£415	13	24	22	25	25
KIA	£357	£267	£254	£232	£254	27	24	35	38	38
MAZDA	£296	£365	£281	£263	£288	26	22	23	34	28
HONDA	£220	£221	£192	£236	£274	22	14	18	14	21
ALFA ROMEO	£368	£298	£398	£381	£416	17	14	10	16	13
PORSCHE	£591	£675	£322	£76	£507	6	6	13	6	10
SAAB	£255	£473	£489	£361	£511	20	13	8	11	8
Other	£285	£231	£272	£239	£264	95	108	108	118	124
Total	£350	£346	£360	£363	£380	1,489	1,404	1,589	1,790	1,907



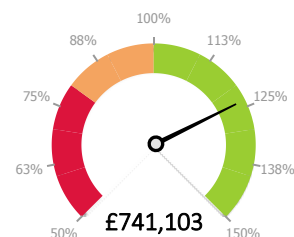
Annual overview 2022

Turnover vs budget

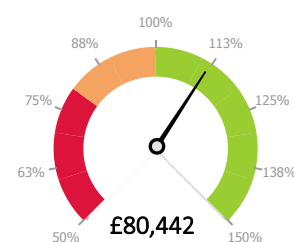
Month Dec: 1/12/2021 - 31/12/2021 (23 Working days)



Year 2021: 1/1/2022 - 31/12/2021 (256 Working days)



Revenue compared to previous year



Your self-set annual target is: £600,000. Based on your performance until now, we estimate that at the end of the year the following revenue will be generated (prognosis).

Forecast*: £741,103

Forecast*:
£741,103

* Prognosis calculated based on historical national data and your performance this year to date

Key figures YTD

Year: 2020 - 2021 (till 31 Dec)

Turnover

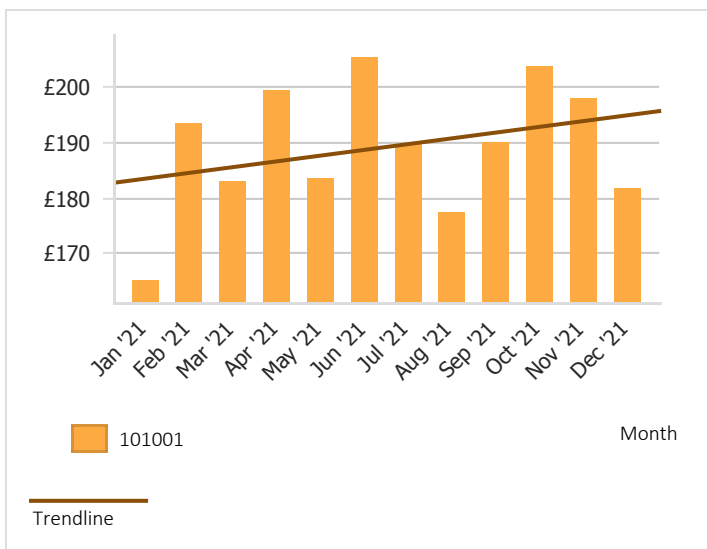
Month	Turnover 2020	Turnover 2021	Difference vs last year	Number of invoices 2020	Number of invoices 2021	Difference vs last year	Revenue per invoice 2020	Revenue per invoice 2021	Difference vs last year
Jan	£60,239	£52,031	-13.6%	282	304	7.8%	£213.62	£171.15	-19.9%
Feb	£46,210	£56,870	23.1%	268	286	6.7%	£172.42	£198.85	15.3%
Mar	£56,993	£65,121	14.3%	279	340	21.9%	£204.27	£191.53	-6.2%
Apr	£51,221	£56,804	10.9%	257	282	9.7%	£199.30	£201.43	1.1%
May	£52,073	£56,515	8.5%	263	296	12.6%	£197.99	£190.93	-3.6%
June	£60,591	£73,929	22.0%	294	350	19.1%	£206.09	£211.23	2.5%
July	£60,675	£63,938	5.4%	299	316	5.7%	£202.93	£202.34	-0.3%
Aug	£53,467	£58,558	9.5%	259	317	22.4%	£206.43	£184.72	-10.5%
Sept	£45,550	£59,482	30.6%	271	302	11.4%	£168.08	£196.96	17.2%
Oct	£62,197	£66,995	7.7%	297	311	4.7%	£209.42	£215.42	2.9%
Nov	£57,329	£63,955	11.6%	282	316	12.1%	£203.29	£202.39	-0.5%
Dec	£54,116	£66,906	23.6%	285	357	25.3%	£189.88	£187.41	-1.3%
Total	£660,660	£741,103	12.2%	3,336	3,777	13.2%	£198.04	£196.21	-0.9%

Turnover per day

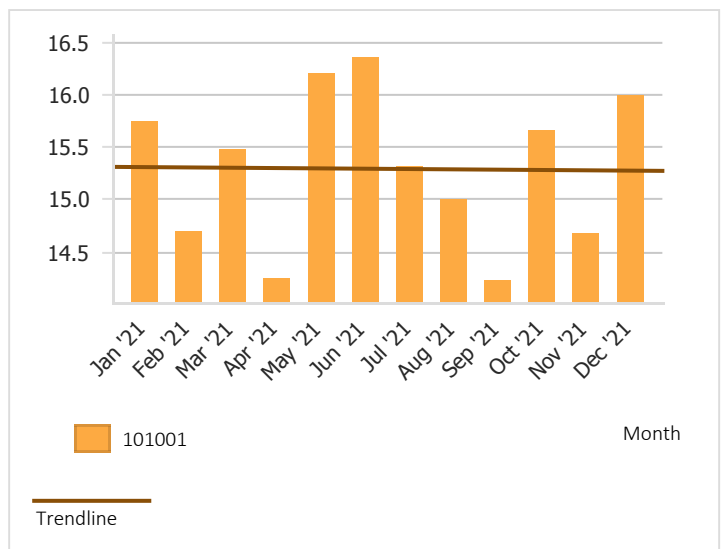
Month	Turnover per day 1	Turnover per day 2020	Difference vs last year	Number of invoices per day 1	Number of invoices per day 2020	Difference vs last year	Working days 1	Working days 2020
Jan	£2,738	£0		12.8	15.2	18.6%	22	20
Feb	£2,310	£0		13.4	14.3	6.7%	20	20
Mar	£2,591	£0		12.7	14.8	16.6%	22	23
Apr	£2,561	£0		12.9	14.1	9.7%	20	20
May	£2,604	£0		13.2	15.6	18.5%	20	19
June	£2,885	£0		14.0	15.9	13.6%	21	22
July	£2,638	£0		13.0	14.4	10.5%	23	22
Aug	£2,546	£0		12.3	14.4	16.8%	21	22
Sept	£2,070	£0		12.3	13.7	11.4%	22	22
Oct	£2,827	£0		13.5	14.8	9.7%	22	21
Nov	£2,730	£0		13.4	14.4	7.0%	21	22
Dec	£2,460	£0		13.0	15.5	19.8%	22	23
Total	£2,581	£0		13.0	14.8	13.2%	256	256

Last 12 months

Revenue per invoice



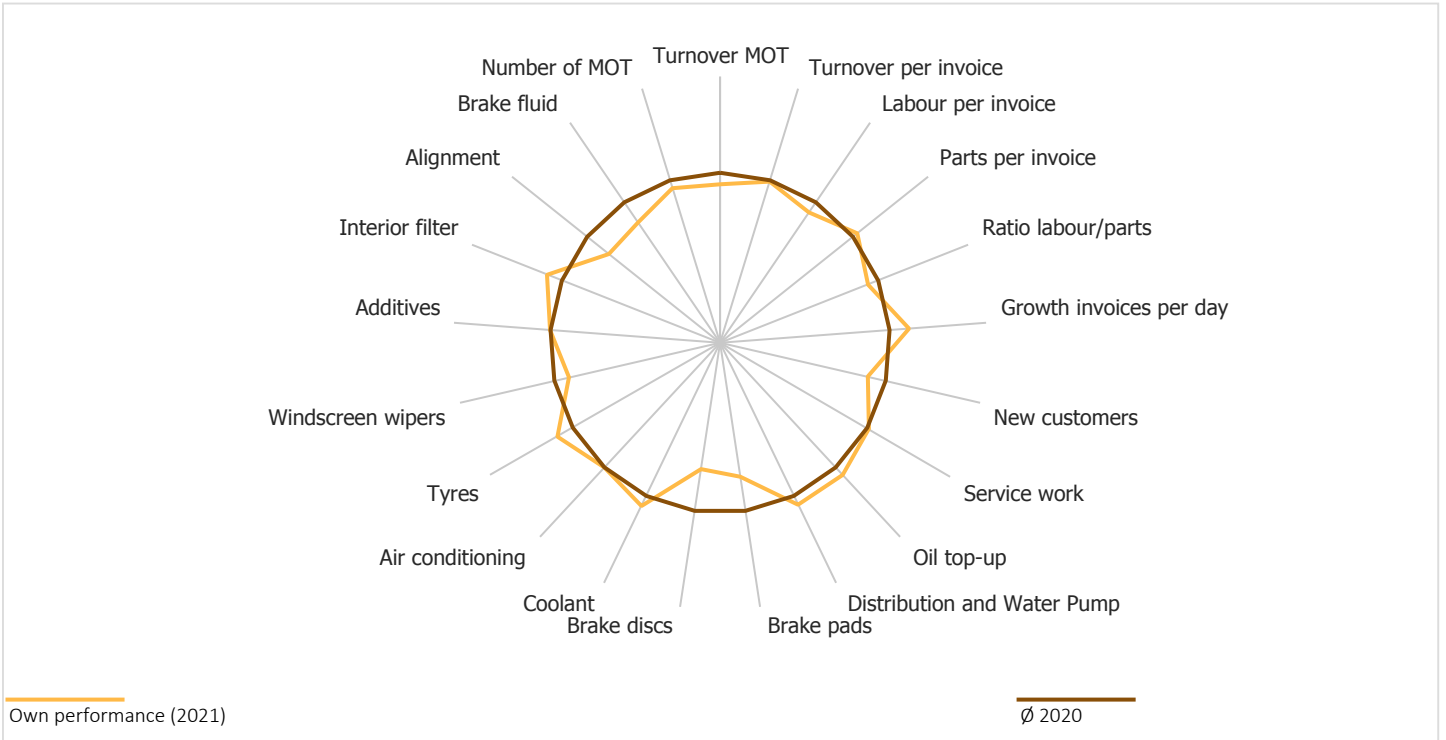
Number of invoices per day



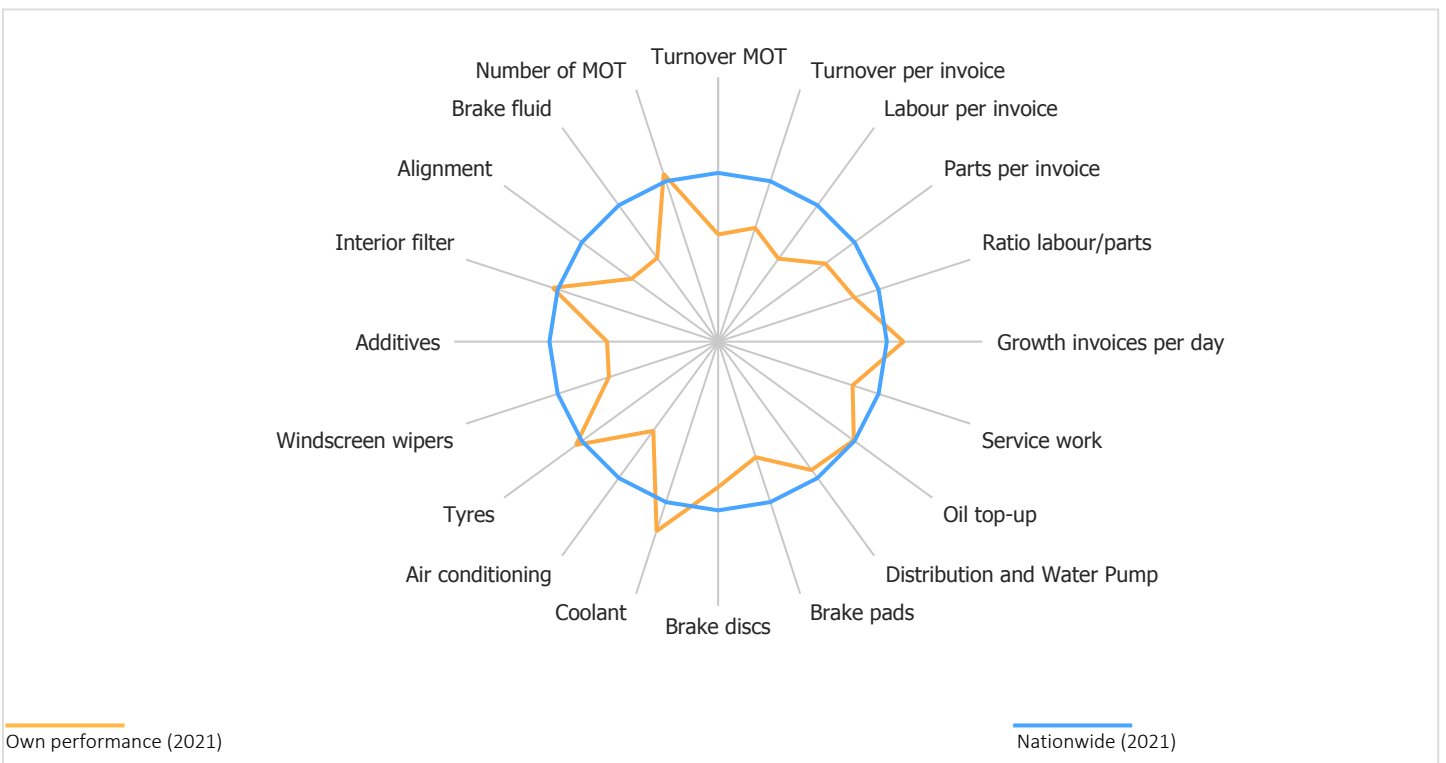
Performance

YTD: Year 2021 (till 31 Dec)

Performance 2021 relative to 2020 in the same period



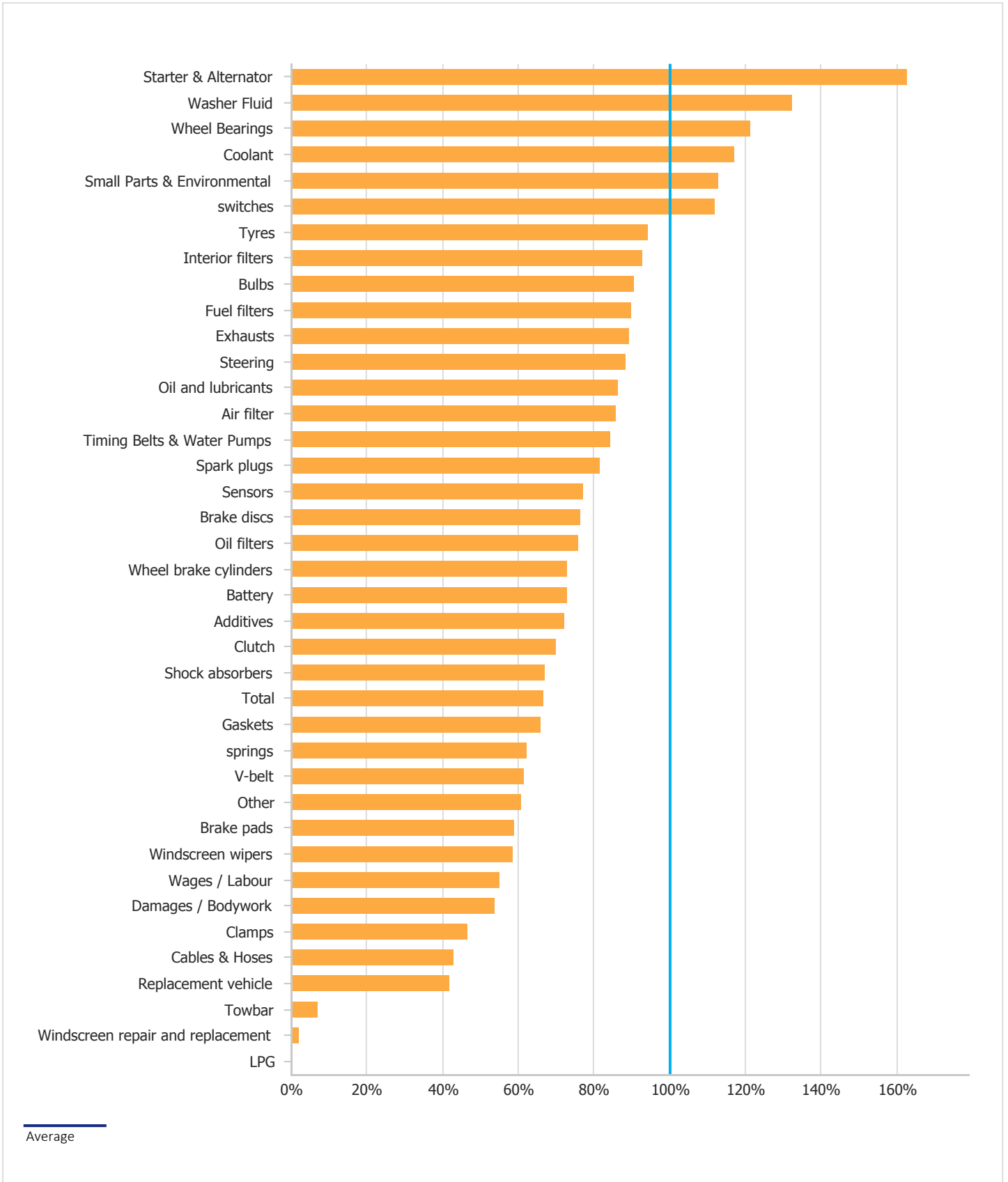
Performance compared to national (2021)



Change frequency

YTD

Which article groups do you replace more often, and which less often than average?



Revenue per invoice

YTD: Year 2021 (till 31 Dec)

Last 4 weeks

Product group	Revenue per invoice 2020	Revenue per invoice 2021	Difference vs last year	Invoice avg nationwide 2021	Difference vs national average	Revenue per invoice 2021	Invoice avg nationwide 2021	Difference vs national average
Wages / Labour	£76.79	£70.43	-8.3%	£128.19	-45.1%	£60.36	£123.84	-51.3%
Other	£22.35	£26.74	19.6%	£44.04	-39.3%	£18.23	£48.59	-62.5%
Tyres	£20.97	£26.04	24.2%	£27.64	-5.8%	£37.13	£40.15	-7.5%
Oil and lubricants	£15.27	£16.00	4.8%	£18.54	-13.7%	£13.17	£17.22	-23.5%
Small Parts & Environmental	£5.09	£4.80	-5.6%	£4.26	12.8%	£4.46	£4.10	8.9%
Brake discs	£6.11	£4.37	-28.4%	£5.72	-23.6%	£5.91	£5.50	7.4%
Battery	£4.65	£4.21	-9.4%	£5.79	-27.2%	£7.91	£6.56	20.5%
Interior filters	£3.52	£3.96	12.6%	£4.28	-7.3%	£3.72	£3.92	-5.2%
Brake pads	£4.43	£3.36	-24.2%	£5.71	-41.2%	£4.82	£5.48	-12.0%
Spark plugs	£3.20	£2.66	-16.9%	£3.26	-18.5%	£2.11	£3.14	-33.0%
Oil filters	£2.47	£2.56	3.6%	£3.38	-24.3%	£2.22	£3.02	-26.6%
Exhausts	£2.30	£2.53	10.3%	£2.84	-10.9%	£1.65	£2.71	-39.4%
Bulbs	£2.52	£2.53	0.5%	£2.80	-9.5%	£2.64	£3.23	-18.3%
Timing Belts & Water Pumps	£2.20	£2.41	9.6%	£2.87	-15.8%	£3.88	£2.55	51.9%
Damages / Bodywork	£2.78	£2.37	-14.7%	£4.41	-46.2%	£0.25	£5.11	-95.1%
Starter & Alternator	£2.37	£2.18	-8.2%	£1.34	62.6%	£2.45	£1.60	52.9%
Windscreen wipers	£2.39	£2.05	-14.2%	£3.51	-41.6%	£1.66	£3.27	-49.4%
Steering	£2.39	£1.95	-18.7%	£2.20	-11.7%	£0.57	£2.04	-72.1%
Additives	£1.87	£1.54	-17.6%	£2.14	-28.0%	£1.36	£2.07	-34.6%
Air filter	£1.63	£1.53	-6.3%	£1.79	-14.4%	£1.09	£1.62	-33.0%
Sensors	£1.54	£1.45	-5.9%	£1.88	-22.9%	£1.61	£2.12	-24.4%
Clutch	£2.01	£1.31	-34.9%	£1.87	-30.1%	£0.17	£1.85	-90.9%
Wheel Bearings	£1.11	£1.22	9.7%	£1.01	21.3%	£2.58	£0.82	214.5%
Fuel filters	£1.16	£1.10	-5.4%	£1.23	-10.2%	£1.36	£1.21	12.0%
Coolant	£1.03	£1.06	3.3%	£0.91	17.0%	£1.14	£0.87	30.8%
Cables & Hoses	£0.91	£0.93	1.3%	£2.17	-57.2%	£1.36	£1.97	-30.6%
springs	£0.63	£0.77	22.6%	£1.24	-37.9%	£0.70	£1.14	-38.6%
V-belt	£1.05	£0.71	-32.4%	£1.16	-38.6%	£0.43	£1.09	-60.5%
Replacement vehicle	£0.37	£0.71	91.2%	£1.69	-58.3%	£0.29	£1.82	-83.9%
Washer Fluid	£0.64	£0.70	9.3%	£0.53	32.2%	£0.74	£0.52	42.4%
Shock absorbers	£0.91	£0.68	-24.5%	£1.02	-33.0%	£0.12	£0.89	-86.5%
switches	£0.58	£0.49	-15.5%	£0.44	11.9%	£0.90	£0.41	116.5%
Gaskets	£0.43	£0.46	7.2%	£0.70	-34.2%	£0.20	£0.69	-70.2%
Towbar	£0.09	£0.20	117.3%	£2.82	-93.1%	£0.17	£2.19	-92.3%
Wheel brake cylinders	£0.21	£0.12	-41.3%	£0.17	-27.2%			
Clamps	£0.07	£0.06	-10.7%	£0.13	-53.5%			
Windscreen repair and replacement		£0.02		£1.11	-98.0%	£0.05	£0.16	-69.0%
LPG								
Total	£198.04	£196.21	-0.9%	£294.75	-33.4%	£187.41	£303.52	-38.3%

Revenue per product group

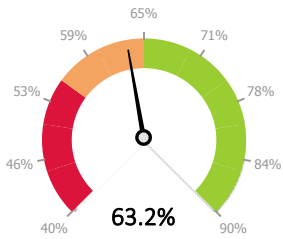
YTD: Year 2020 - 2021 (till 31 May)

Product group	Turnover 2020	Turnover 2021	Difference vs last year	Difference (%)	Difference (%) market
Wages / Labour	£256,173	£266,031	£9,859	3.9%	4.3%
Other	£74,571	£100,995	£26,424	35.4%	5.5%
Tyres	£69,970	£98,364	£28,393	40.6%	17.7%
Oil and lubricants	£50,942	£60,429	£9,487	18.6%	6.8%
Small Parts & Environmental	£16,983	£18,146	£1,163	6.9%	17.8%
Brake discs	£20,377	£16,510	£-3,867	-19.0%	7.5%
Battery	£15,511	£15,918	£408	2.6%	15.1%
Interior filters	£11,748	£14,974	£3,226	27.5%	7.3%
Brake pads	£14,781	£12,680	£-2,101	-14.2%	2.2%
Spark plugs	£10,664	£10,029	£-635	-6.0%	7.0%
Oil filters	£8,248	£9,671	£1,423	17.3%	5.1%
Exhausts	£7,657	£9,560	£1,903	24.9%	-0.3%
Bulbs	£8,396	£9,553	£1,157	13.8%	5.7%
Timing Belts & Water Pumps	£7,348	£9,115	£1,767	24.1%	-0.9%
Damages / Bodywork	£9,270	£8,955	£-315	-3.4%	6.1%
Starter & Alternator	£7,907	£8,219	£311	3.9%	9.3%
Windscreen wipers	£7,966	£7,743	£-223	-2.8%	9.2%
Steering	£7,989	£7,350	£-639	-8.0%	2.6%
Additives	£6,243	£5,822	£-421	-6.7%	16.5%
Air filter	£5,452	£5,784	£332	6.1%	0.3%
Sensors	£5,127	£5,465	£338	6.6%	9.8%
Clutch	£6,691	£4,931	£-1,761	-26.3%	5.0%
Wheel Bearings	£3,714	£4,610	£897	24.2%	-2.5%
Fuel filters	£3,883	£4,160	£277	7.1%	1.6%
Coolant	£3,423	£4,003	£580	17.0%	4.5%
Cables & Hoses	£3,049	£3,498	£449	14.7%	5.7%
springs	£2,097	£2,909	£813	38.8%	52.7%
V-belt	£3,515	£2,692	£-823	-23.4%	1.7%
Replacement vehicle	£1,231	£2,664	£1,433	116.4%	-5.9%
Washer Fluid	£2,149	£2,659	£510	23.7%	3.9%
Shock absorbers	£3,021	£2,582	£-440	-14.6%	9.8%
switches	£1,927	£1,843	£-84	-4.4%	3.7%
Gaskets	£1,428	£1,734	£306	21.4%	-0.9%
Towbar	£301	£740	£439	146.0%	20.2%
Wheel brake cylinders	£684	£455	£-229	-33.5%	-2.7%
Clamps	£223	£226	£3	1.1%	-1.9%
Windscreen repair and replacement	£0	£82			2.5%
LPG	£0	£0			-3.5%
Total	£660,660	£741,103	£80,442	12.2%	6.5%

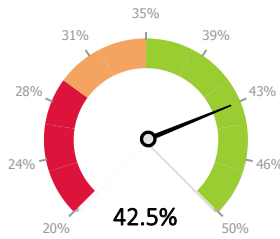
Margin*

YTD: Year 2021 - 2022 (till 31 May)

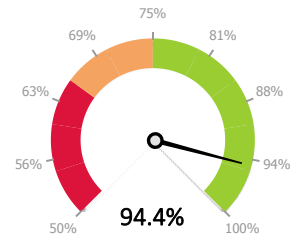
Overall gross margin



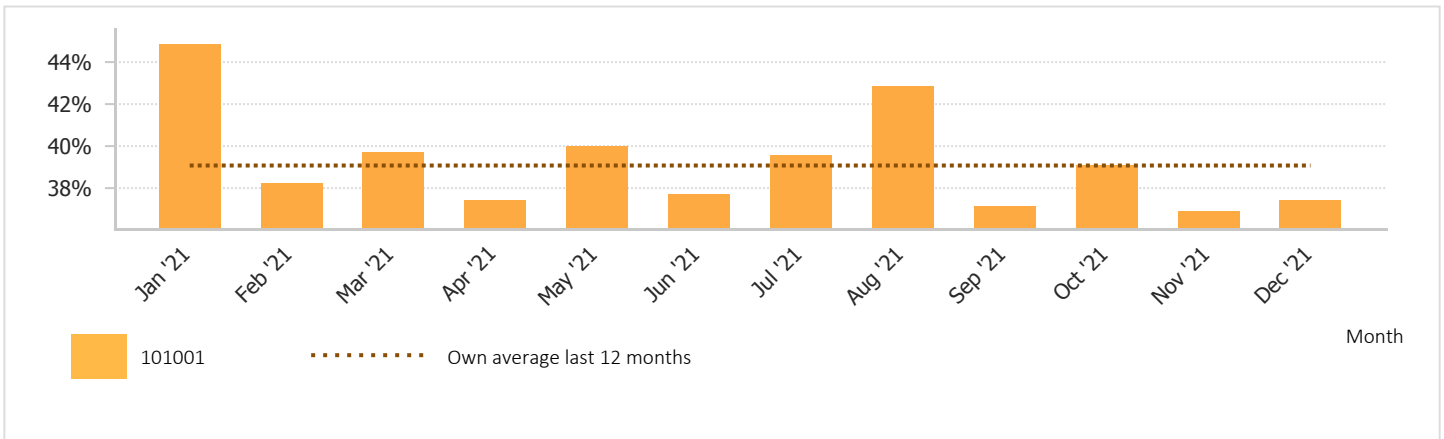
Parts margin



Purchase price coverage



Parts margin in % based on sales for which the purchase price is known



Margin per month

Month	Turnover 2020	Turnover 2021	Difference (€)	Difference (%)	Margi (€) 2020	Margi (€) 2021	Difference (€)	Margin-difference (%)	Margin forecast	Margin % 2020	Margin % 2021
Jan	£60,239	£52,031	£-8,209	-13.6%	£40,157	£34,417	£-5,741	-14.3%	£34,417	66.7%	66.2%
Feb	£46,210	£56,870	£10,661	23.1%	£31,100	£35,088	£3,988	12.8%	£35,088	67.3%	61.7%
Mar	£56,993	£65,121	£8,128	14.3%	£37,830	£41,192	£3,361	8.9%	£41,192	66.4%	63.3%
Apr	£51,221	£56,804	£5,583	10.9%	£33,888	£35,827	£1,938	5.7%	£35,827	66.2%	63.1%
May	£52,073	£56,515	£4,442	8.5%	£35,559	£37,037	£1,478	4.2%	£37,037	68.3%	65.5%
June	£60,591	£73,929	£13,337	22.0%	£40,677	£47,185	£6,507	16.0%	£47,185	67.1%	63.8%
July	£60,675	£63,938	£3,263	5.4%	£38,045	£42,635	£4,589	12.1%	£42,635	62.7%	66.7%
Aug	£53,467	£58,558	£5,091	9.5%	£37,008	£39,788	£2,779	7.5%	£39,788	69.2%	68.0%
Sept	£45,550	£59,482	£13,932	30.6%	£30,223	£35,807	£5,583	18.5%	£35,807	66.4%	60.2%
Oct	£62,197	£66,995	£4,798	7.7%	£40,105	£41,090	£985	2.5%	£41,090	64.5%	61.3%
Nov	£57,329	£63,955	£6,626	11.6%	£37,885	£37,965	£78	0.2%	£37,965	66.1%	59.4%
Dec	£54,116	£66,906	£12,790	23.6%	£35,580	£40,058	£4,477	12.6%	£40,058	65.8%	59.9%
Total	£660,660	£741,103	£80,442	12.2%	£438,057	£468,091	£30,033	6.9%	£468,091	66.3%	63.2%

Are your purchase prices up to date in the system?

Month	% of your products that have a purchase price?	How many products have a purchase price?	Net margin on parts	% of total margin
Jan	98.4%	4	47.7%	66.2%
Feb	97.6%	4	41.8%	61.7%
Mar	96.7%	6	42.6%	63.3%
Apr	98.1%	3	42.1%	63.1%
May	95.2%	6	43.4%	65.5%
June	98.5%	4	40.7%	63.8%
July	97.4%	5	43.4%	66.7%
Aug	98.4%	3	48.6%	68.0%
Sept	96.7%	3	39.8%	60.2%
Oct	98.2%	3	41.8%	61.3%
Nov	99.1%	3	39.9%	59.4%
Dec	98.6%	4	40.8%	59.9%
Total	97.8%	48	42.5%	63.2%

* Achieved margin WARNING: IF NO PURCHASE PRICE GIVEN, MARGIN WILL BE INCORRECT

Margin*

YTD: Year 2020 - 2021 (till 31 Dec)

Margin per product group YTD

Product group	Total sales	Parts sales	Purchase cost	Net margin on parts (€)	Net margin on parts (%)	Overall gross margin (€)	Overall gross margin (%)
Wages / Labour	£266,031	£0	£0	£0		£266,031	100.0%
Other	£100,995	£100,995	£72,075	£28,920	28.6%	£28,920	28.6%
Tyres	£98,364	£98,364	£69,818	£28,546	29.0%	£28,546	29.0%
Oil and lubricants	£60,429	£60,429	£13,581	£46,848	77.5%	£46,848	77.5%
Small Parts & Environmental	£18,146	£18,146	£181	£17,965	99.0%	£17,965	99.0%
Brake discs	£16,510	£16,510	£8,977	£7,533	45.6%	£7,533	45.6%
Battery	£15,918	£15,918	£9,452	£6,466	40.6%	£6,466	40.6%
Interior filters	£14,974	£14,974	£7,246	£7,728	51.6%	£7,728	51.6%
Brake pads	£12,680	£12,680	£6,716	£5,964	47.0%	£5,964	47.0%
Spark plugs	£10,029	£10,029	£5,766	£4,263	42.5%	£4,263	42.5%
Oil filters	£9,671	£9,671	£4,603	£5,068	52.4%	£5,068	52.4%
Exhausts	£9,560	£9,560	£7,009	£2,551	26.7%	£2,551	26.7%
Bulbs	£9,553	£9,553	£4,876	£4,677	49.0%	£4,677	49.0%
Timing Belts & Water Pumps	£9,115	£9,115	£6,842	£2,274	24.9%	£2,274	24.9%
Damages / Bodywork	£8,955	£8,955	£6,087	£2,869	32.0%	£2,869	32.0%
Starter & Alternator	£8,219	£8,219	£4,765	£3,454	42.0%	£3,454	42.0%
Windscreen wipers	£7,743	£7,743	£4,340	£3,404	44.0%	£3,404	44.0%
Steering	£7,350	£7,350	£4,622	£2,729	37.1%	£2,729	37.1%
Additives	£5,822	£5,822	£4,464	£1,358	23.3%	£1,358	23.3%
Air filter	£5,784	£5,784	£2,820	£2,964	51.2%	£2,964	51.2%
Sensors	£5,465	£5,465	£4,439	£1,026	18.8%	£1,026	18.8%
Clutch	£4,931	£4,931	£3,792	£1,138	23.1%	£1,138	23.1%
Wheel Bearings	£4,610	£4,610	£2,839	£1,772	38.4%	£1,772	38.4%
Fuel filters	£4,160	£4,160	£2,023	£2,137	51.4%	£2,137	51.4%
Coolant	£4,003	£4,003	£756	£3,247	81.1%	£3,247	81.1%
Cables & Hoses	£3,498	£3,498	£2,759	£739	21.1%	£739	21.1%
springs	£2,909	£2,909	£2,015	£895	30.8%	£895	30.8%
V-belt	£2,692	£2,692	£1,630	£1,061	39.4%	£1,061	39.4%
Replacement vehicle	£2,664	£2,664	£2,449	£215	8.1%	£215	8.1%
Washer Fluid	£2,659	£2,659	£531	£2,127	80.0%	£2,127	80.0%
Shock absorbers	£2,582	£2,582	£1,707	£875	33.9%	£875	33.9%
switches	£1,843	£1,843	£1,470	£373	20.2%	£373	20.2%
Gaskets	£1,734	£1,734	£1,293	£441	25.4%	£441	25.4%
Towbar	£740	£740	£532	£209	28.2%	£209	28.2%
Wheel brake cylinders	£455	£455	£319	£136	30.0%	£136	30.0%
Clamps	£226	£226	£159	£67	29.5%	£67	29.5%
Windscreen repair and replacement	£82	£82	£59	£24	28.5%	£24	28.5%
LPG	£0						
Total	£741,103	£475,071	£273,012	£202,059	42.5%	£468,091	63.2%

* Achieved margin WARNING: IF NO PURCHASE PRICE GIVEN, MARGIN WILL BE INCORRECT

Margin*

YTD

Margin per article group last year versus current year

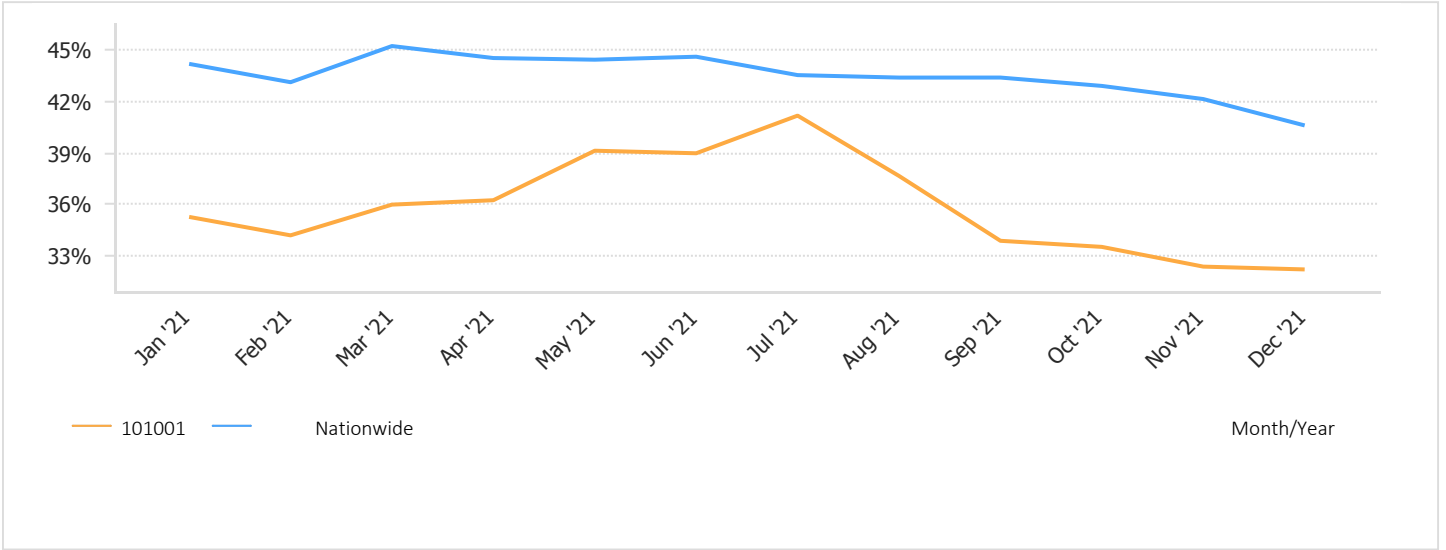
Product group	Gross margin (%) 2020	Gross margin (%) 2021	Gross margin (€) 2020	Gross margin (€) 2021
Wages / Labour	100.0%	100.0%	£256,173	£266,031
Other	31.1%	28.6%	£23,184	£28,920
Tyres	31.1%	29.0%	£21,779	£28,546
Oil and lubricants	78.3%	77.5%	£39,907	£46,848
Small Parts & Environmental	98.6%	99.0%	£16,739	£17,965
Brake discs	49.3%	45.6%	£10,039	£7,533
Battery	42.2%	40.6%	£6,546	£6,466
Interior filters	52.1%	51.6%	£6,117	£7,728
Brake pads	48.6%	47.0%	£7,187	£5,964
Spark plugs	42.3%	42.5%	£4,507	£4,263
Oil filters	52.3%	52.4%	£4,315	£5,068
Exhausts	28.4%	26.7%	£2,175	£2,551
Bulbs	52.3%	49.0%	£4,391	£4,677
Timing Belts & Water Pumps	24.4%	24.9%	£1,793	£2,274
Damages / Bodywork	28.5%	32.0%	£2,641	£2,869
Starter & Alternator	41.1%	42.0%	£3,247	£3,454
Windscreen wipers	44.8%	44.0%	£3,565	£3,404
Steering	37.8%	37.1%	£3,021	£2,729
Additives	32.7%	23.3%	£2,043	£1,358
Air filter	51.9%	51.2%	£2,828	£2,964
Sensors	25.5%	18.8%	£1,308	£1,026
Clutch	22.1%	23.1%	£1,480	£1,138
Wheel Bearings	37.8%	38.4%	£1,403	£1,772
Fuel filters	49.5%	51.4%	£1,921	£2,137
Coolant	81.8%	81.1%	£2,799	£3,247
Cables & Hoses	24.3%	21.1%	£742	£739
springs	33.4%	30.8%	£700	£895
V-belt	35.5%	39.4%	£1,246	£1,061
Replacement vehicle	12.5%	8.1%	£154	£215
Washer Fluid	81.7%	80.0%	£1,755	£2,127
Shock absorbers	37.0%	33.9%	£1,118	£875
switches	24.5%	20.2%	£472	£373
Gaskets	28.0%	25.4%	£400	£441
Towbar	33.3%	28.2%	£100	£209
Wheel brake cylinders	30.6%	30.0%	£210	£136
Clamps	23.4%	29.5%	£52	£67
Windscreen repair and replacement		28.5%		£24
LPG				
Total	66.3%	63.2%	£438,057	£468,091

* Achieved margin WARNING: IF NO PURCHASE PRICE GIVEN, MARGIN WILL BE INCORRECT

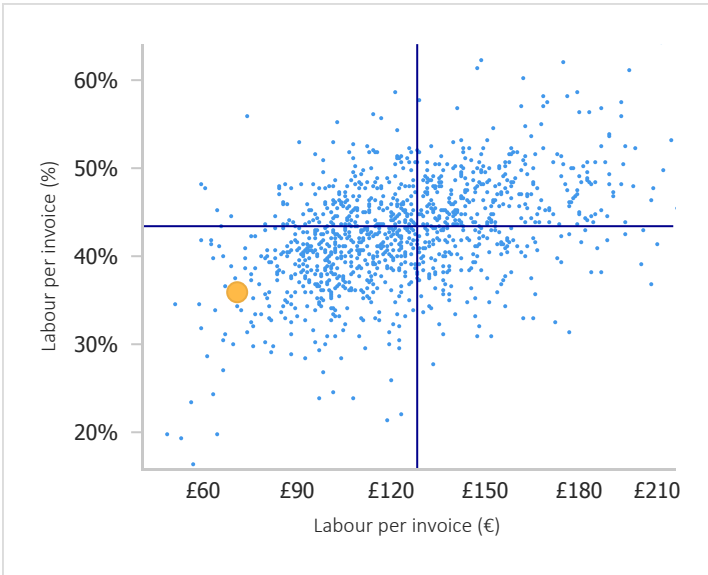
Labour / parts

YTD

Labour per invoice this year to date compared to national



Labour per invoice this year to date compared to national



Income from labour

Month/Year	Labour	Number of invoices	Labour per invoice	Specified hourly labour	Hour/invoice	Billed hours	Labour per invoice (%)
01-2021	£18,354	304	£60.38	£64.50	0.94	285	35%
02-2021	£19,449	286	£68.00	£64.50	1.05	302	34%
03-2021	£23,438	340	£68.94	£64.50	1.07	363	36%
04-2021	£20,591	282	£73.02	£64.50	1.13	319	36%
05-2021	£22,118	296	£74.72	£64.50	1.16	343	39%
06-2021	£28,824	350	£82.35	£64.50	1.28	447	39%
07-2021	£26,333	316	£83.33	£64.50	1.29	408	41%
08-2021	£22,056	317	£69.58	£64.50	1.08	342	38%
09-2021	£20,153	302	£66.73	£64.50	1.03	312	34%
10-2021	£22,460	311	£72.22	£64.50	1.12	348	34%
11-2021	£20,705	316	£65.52	£64.50	1.02	321	32%
12-2021	£21,550	357	£60.36	£64.50	0.94	334	32%
Total	£266,031	3,777	£70.43	£64.50	1.09	4,125	36%

Labour revenue per week

YTD

Labour, hourly labour and invoices

Week	Labour	Number of Labour per invoice invoices	Specified hourly labour	Hour/invoice	Billed hours	Labour per invoice (%)	
1	£6,060	80	£75.74	£64.50	1.17	94	42.0%
2	£5,305	81	£65.50	£64.50	1.02	82	36.6%
3	£3,125	78	£40.07	£64.50	0.62	48	30.6%
4	£3,864	65	£59.44	£64.50	0.92	60	29.9%
5	£4,527	76	£59.56	£64.50	0.92	70	35.2%
6	£3,358	70	£47.98	£64.50	0.74	52	31.3%
7	£5,534	68	£81.39	£64.50	1.26	86	32.1%
8	£6,029	72	£83.74	£64.50	1.30	93	37.6%
9	£4,987	74	£67.40	£64.50	1.04	77	34.4%
10	£5,670	74	£76.62	£64.50	1.19	88	39.3%
11	£4,047	64	£63.24	£64.50	0.98	63	38.3%
12	£6,309	78	£80.89	£64.50	1.25	98	35.9%
13	£4,683	78	£60.04	£64.50	0.93	73	29.0%
14	£4,262	67	£63.62	£64.50	0.99	66	30.3%
15	£5,199	72	£72.21	£64.50	1.12	81	45.4%
16	£5,189	67	£77.45	£64.50	1.20	80	37.9%
17	£3,701	51	£72.57	£64.50	1.13	57	36.9%
18	£6,256	62	£100.91	£64.50	1.56	97	42.0%
19	£4,330	58	£74.66	£64.50	1.16	67	39.0%
20	£5,807	84	£69.13	£64.50	1.07	90	38.2%
21	£4,130	70	£59.00	£64.50	0.91	64	36.7%
22	£6,413	90	£71.25	£64.50	1.10	99	39.4%
23	£7,014	82	£85.53	£64.50	1.33	109	43.1%
24	£7,721	87	£88.75	£64.50	1.38	120	38.3%
25	£6,103	66	£92.47	£64.50	1.43	95	38.7%
26	£5,526	70	£78.94	£64.50	1.22	86	37.5%
27	£5,947	66	£90.10	£64.50	1.40	92	39.6%
28	£7,038	83	£84.79	£64.50	1.31	109	43.9%
29	£5,211	66	£78.96	£64.50	1.22	81	35.8%
30	£5,760	75	£76.80	£64.50	1.19	89	45.9%
31	£5,891	61	£96.57	£64.50	1.50	91	45.4%
32	£5,202	82	£63.43	£64.50	0.98	81	30.5%
33	£5,340	76	£70.26	£64.50	1.09	83	42.7%
34	£3,933	74	£53.14	£64.50	0.82	61	32.8%
35	£3,670	63	£58.25	£64.50	0.90	57	35.1%
36	£3,593	63	£57.04	£64.50	0.88	56	31.4%
37	£5,517	69	£79.96	£64.50	1.24	86	32.1%
38	£5,434	74	£73.43	£64.50	1.14	84	36.4%
39	£4,753	74	£64.23	£64.50	1.00	74	34.8%
40	£4,307	76	£56.66	£64.50	0.88	67	34.5%
41	£5,631	65	£86.63	£64.50	1.34	87	34.1%
42	£6,006	79	£76.03	£64.50	1.18	93	34.1%
43	£5,393	74	£72.88	£64.50	1.13	84	33.3%
44	£4,228	67	£63.10	£64.50	0.98	66	35.5%
45	£6,184	74	£83.56	£64.50	1.30	96	35.5%
46	£4,275	64	£66.79	£64.50	1.04	66	32.1%
47	£4,065	77	£52.79	£64.50	0.82	63	27.4%
48	£4,348	88	£49.41	£64.50	0.77	67	35.6%
49	£5,077	76	£66.81	£64.50	1.04	79	31.2%
50	£4,443	76	£58.46	£64.50	0.91	69	33.3%
51	£4,924	82	£60.05	£64.50	0.93	76	27.2%
52	£4,712	69	£68.29	£64.50	1.06	73	34.9%
53	£0	0		£64.50		0	
Total	£266,031	3,777	£70.43		1.09	4,125	35.9%

Turnover MOT

YTD: Year 2021 (till 31 May)

Turnover MOT

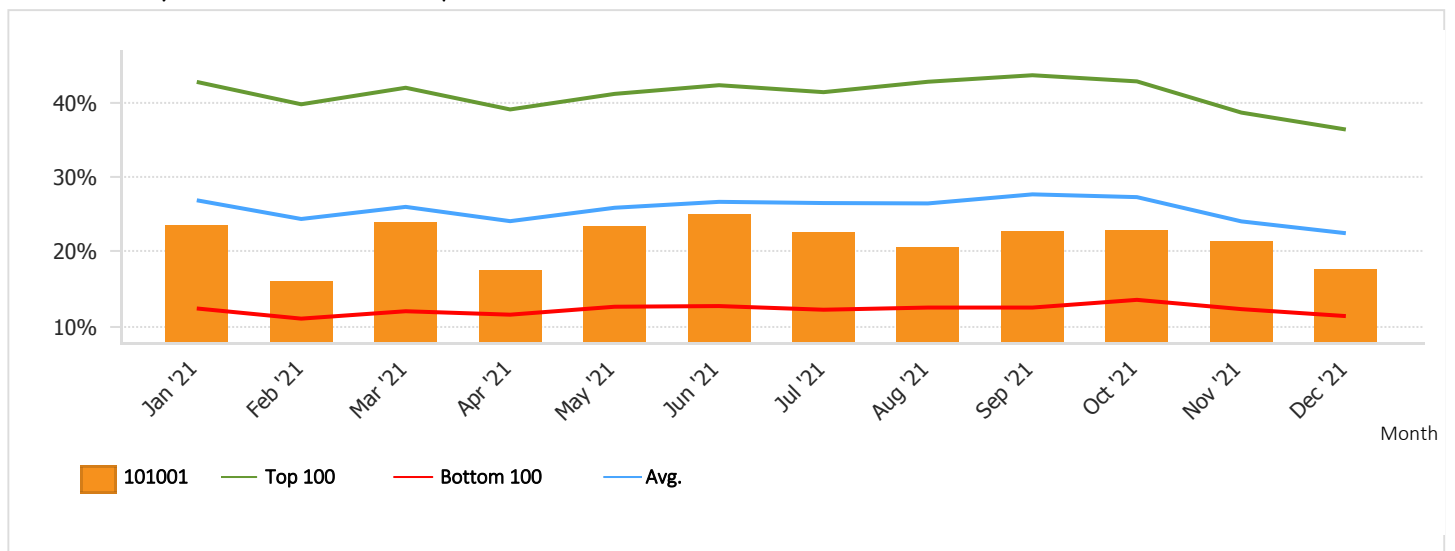
Product group	Turnover MOT	Turnover MOT nationwide	Difference (%)	Difference (€)
Wages / Labour	£51.92	£100.55	-48.4%	-£43,326.57
Other	£7.68	£19.81	-61.2%	-£10,806.68
Tyres	£21.04	£22.26	-5.5%	-£1,092.50
Oil and lubricants	£1.40	£2.10	-33.5%	-£627.79
Small Parts & Environmental	£2.97	£2.41	23.1%	£496.82
Brake discs	£2.43	£4.22	-42.5%	-£1,598.93
Battery	£1.30	£2.40	-45.8%	-£979.16
Interior filters	£0.13	£0.31	-59.7%	-£167.38
Brake pads	£2.27	£4.49	-49.4%	-£1,975.85
Spark plugs	£0.53	£0.50	6.1%	£26.91
Oil filters	£0.00	£0.00		£0.00
Exhausts	£1.45	£2.73	-47.0%	-£1,143.56
Bulbs	£2.73	£2.86	-4.7%	-£119.52
Timing Belts & Water Pumps	£0.98	£1.38	-29.3%	-£361.17
Damages / Bodywork	£0.40	£1.21	-67.3%	-£727.73
Starter & Alternator	£0.38	£0.44	-14.2%	-£56.29
Windscreen wipers	£2.31	£3.44	-32.9%	-£1,005.88
Steering	£2.21	£3.68	-39.8%	-£1,302.47
Additives	£0.21	£0.40	-47.9%	-£170.58
Air filter	£0.05	£0.11	-53.5%	-£54.12
Sensors	£0.20	£0.89	-77.2%	-£614.15
Clutch	£0.07	£0.77	-91.2%	-£623.25
Wheel Bearings	£2.32	£1.44	60.5%	£777.98
Fuel filters	£0.02	£0.16	-90.3%	-£126.95
Coolant	£0.33	£0.46	-29.3%	-£120.91
Cables & Hoses	£0.89	£1.47	-39.0%	-£510.12
springs	£0.98	£1.61	-39.1%	-£560.25
V-belt	£0.16	£0.56	-72.2%	-£358.98
Replacement vehicle	£0.37	£0.60	-38.6%	-£206.90
Washer Fluid	£0.20	£0.31	-35.9%	-£98.87
Shock absorbers	£0.00	£1.08	-100.0%	-£964.59
switches	£0.19	£0.33	-41.1%	-£120.67
Gaskets	£0.03	£0.27	-89.6%	-£213.00
Towbar	£0.00	£0.83	-100.0%	-£738.63
Wheel brake cylinders	£0.32	£0.33	-4.9%	-£14.60
Clamps	£0.04	£0.13	-66.8%	-£78.63
Windscreen repair and replacement	£0.00	£0.41	-100.0%	-£362.08
LPG		£0.27		
Total	£108.48	£186.62		

Maintenance inspections

Turnover contribution maintenance

Month	Number of services	Frequency of servicing as a %	Frequency of service as a % nationwide	Top branches total market	Avg. turnover during servicing	Average turnover during MOT nationwide	Difference with nationwide
Jan	72	23.7%	27.6%	43.1%	£323	£503	-12
Feb	47	16.4%	25.1%	40.2%	£467	£525	-25
Mar	81	23.8%	26.9%	42.2%	£399	£519	-11
Apr	50	17.7%	25.3%	39.4%	£435	£540	-21
May	70	23.7%	26.8%	41.4%	£361	£519	-9
June	82	23.4%	27.3%	42.4%	£361	£526	-14
July	64	20.3%	27.2%	42.0%	£423	£529	-22
Aug	62	19.6%	27.3%	43.1%	£337	£515	-24
Sept	64	21.2%	28.2%	43.9%	£387	£528	-21
Oct	74	23.8%	28.1%	43.4%	£413	£537	-13
Nov	67	21.2%	25.2%	39.3%	£439	£549	-13
Dec	65	18.2%	23.6%	36.7%	£356	£563	-19
Total	798	21.1%	26.6%	48.7%	£389	£529	-205

How often do you sell a maintenance inspection?



Participants in service

YTD

What type of cars are being maintained?

Car participant	Number of registration no.	Number of registration no. (%)	Number of registrations nationwide (%)
VOLKSWAGEN	223	11.7%	13.7%
FORD	166	8.7%	8.2%
OPEL	133	7.0%	7.3%
VOLVO	97	5.1%	3.9%
RENAULT	114	6.0%	6.5%
MERCEDES-BENZ	102	5.3%	4.3%
BMW	89	4.7%	3.3%
PEUGEOT	130	6.8%	6.7%
TOYOTA	99	5.2%	5.0%
AUDI	73	3.8%	3.6%
CITROEN	81	4.2%	4.4%
FIAT	93	4.9%	3.9%
MINI	41	2.1%	1.1%
NISSAN	46	2.4%	2.4%
SEAT	37	1.9%	2.5%
HYUNDAI	55	2.9%	2.9%
SUZUKI	48	2.5%	3.6%
LAND ROVER	13	0.7%	0.5%
SKODA	25	1.3%	2.7%
KIA	38	2.0%	2.8%
MAZDA	28	1.5%	1.8%
HONDA	21	1.1%	0.7%
ALFA ROMEO	13	0.7%	0.5%
PORSCHE	10	0.5%	0.3%
SAAB	8	0.4%	0.5%
Other	124	6.5%	6.9%
Total	1,907	100.0%	100.0%

Revenue per participant

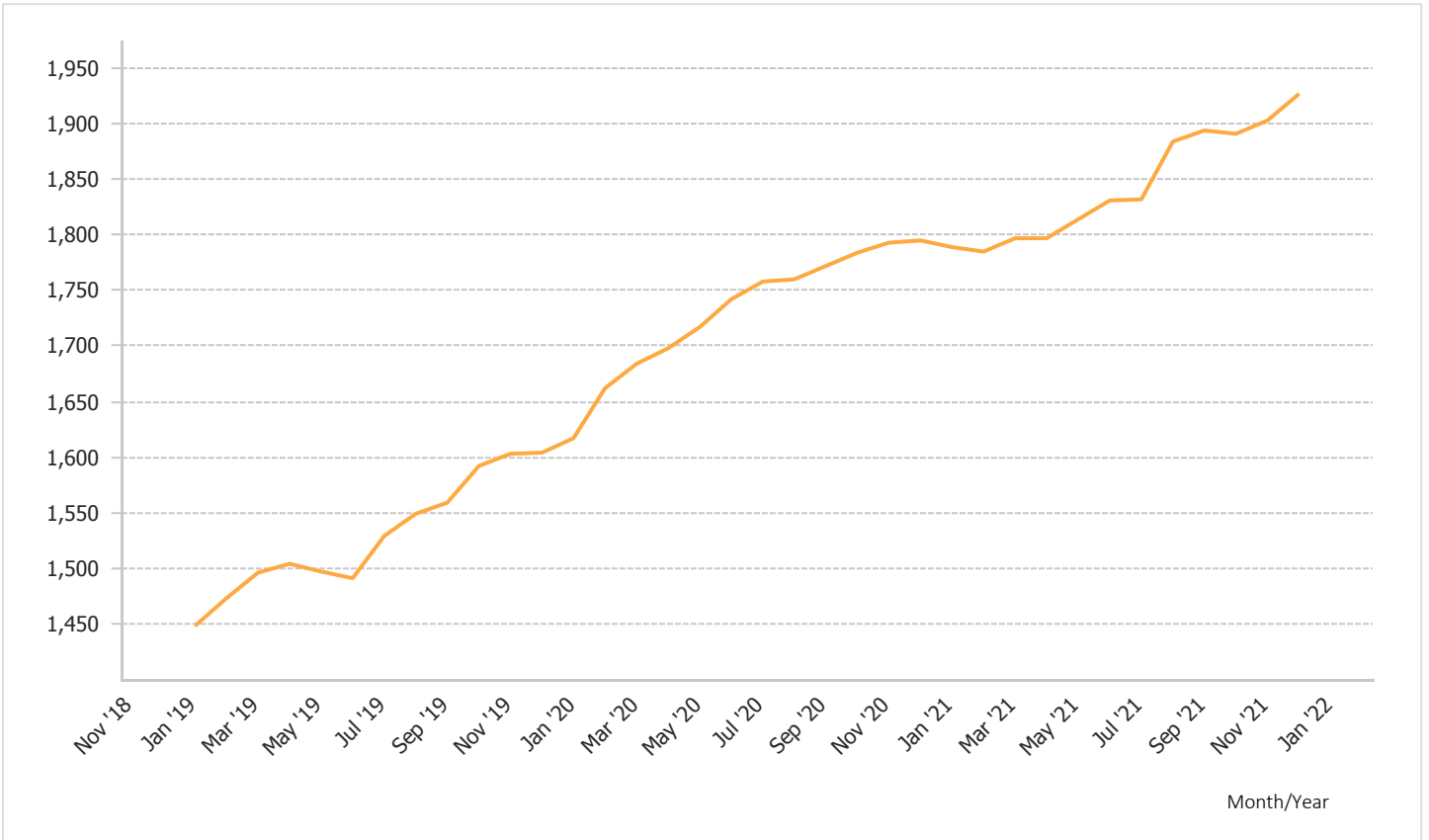
YTD

Turnover per make and turnover distribution by make

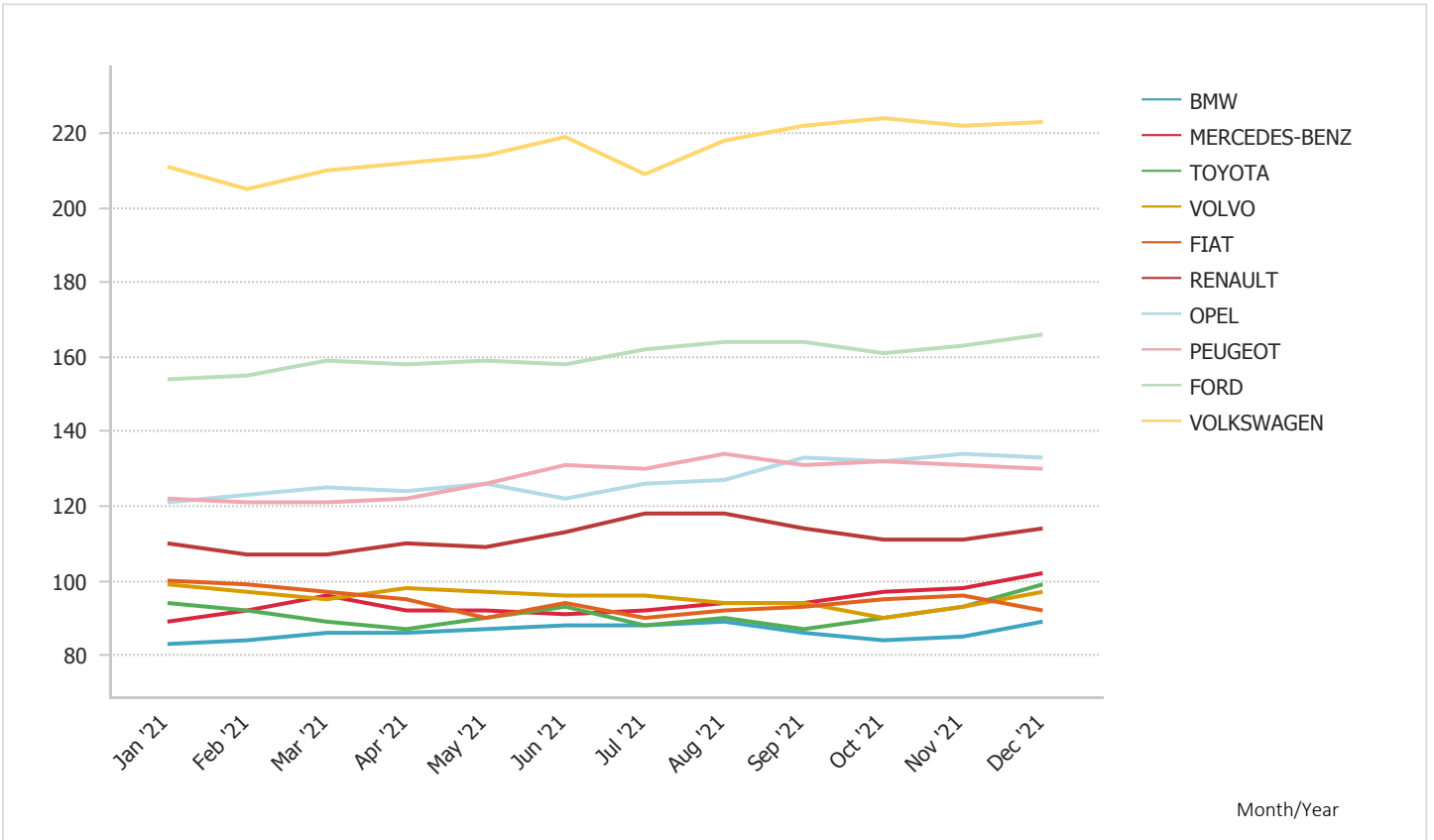
Car participant	Turnover (€) 2020	Turnover (€) 2021	Difference (%)	Difference nationwide (%)	Turnover (%) 2020	Turnover (%) 2021	Difference nationwide (%)
VOLKSWAGEN	£93,883	£103,310	10.0%	7.4%	14.3%	14.4%	15.1%
FORD	£63,347	£60,880	-3.9%	9.2%	8.4%	9.7%	8.1%
OPEL	£42,459	£51,238	20.7%	3.6%	7.1%	6.5%	6.7%
VOLVO	£45,994	£47,956	4.3%	4.4%	6.6%	7.1%	5.2%
RENAULT	£44,418	£47,228	6.3%	7.0%	6.5%	6.8%	6.5%
MERCEDES-BENZ	£42,968	£46,196	7.5%	14.1%	6.4%	6.6%	6.0%
BMW	£33,963	£45,744	34.7%	9.5%	6.3%	5.2%	3.9%
PEUGEOT	£39,825	£39,976	0.4%	4.0%	5.5%	6.1%	5.9%
TOYOTA	£21,097	£29,467	39.7%	2.0%	4.1%	3.2%	3.8%
AUDI	£24,871	£28,395	14.2%	7.5%	3.9%	3.8%	4.5%
CITROEN	£26,772	£28,104	5.0%	3.1%	3.9%	4.1%	4.0%
FIAT	£26,827	£27,549	2.7%	6.7%	3.8%	4.1%	3.5%
MINI	£15,323	£19,341	26.2%	14.2%	2.7%	2.4%	1.1%
NISSAN	£14,547	£15,152	4.2%	6.2%	2.1%	2.2%	2.0%
SEAT	£9,202	£13,879	50.8%	3.0%	1.9%	1.4%	2.2%
HYUNDAI	£18,942	£13,395	-29.3%	6.2%	1.8%	2.9%	2.4%
SUZUKI	£11,927	£12,840	7.7%	3.5%	1.8%	1.8%	2.7%
LAND ROVER	£3,352	£12,284	266.4%	3.7%	1.7%	0.5%	0.9%
SKODA	£10,259	£10,368	1.1%	11.8%	1.4%	1.6%	2.6%
KIA	£8,806	£9,648	9.6%	13.5%	1.3%	1.4%	2.1%
MAZDA	£8,943	£8,060	-9.9%	5.2%	1.1%	1.4%	1.6%
HONDA	£3,311	£5,753	73.8%	2.0%	0.8%	0.5%	0.5%
ALFA ROMEO	£6,097	£5,403	-11.4%	0.9%	0.7%	0.9%	0.5%
PORSCHE	£453	£5,072	1,018.6%	8.2%	0.7%	0.1%	0.6%
SAAB	£3,974	£4,088	2.9%	-1.2%	0.6%	0.6%	0.6%
Other	£28,174	£32,792	16.4%	4.4%	4.5%	4.3%	7.0%
Total	£649,735	£724,116	11.4%	6.6%	100.0%	100.0%	100.0%

Number of customer cars

YTD



Development in number of vehicle registrations per make



Customer growth

YTD

Developments in customer portfolio

Month	Number of customers	Number of new customers	Number of departing customers	Check column	Development of customer portfolio	Development of customer portfolio (%)	Development of customer portfolio nationwide (%)
Jan 2018	0	0	0	0	0		
Feb 2018	0	0	0	0	0		
Mar 2018	0	0	0	0	0		
Apr 2018	0	0	0	0	0		
May 2018	0	0	0	0	0		
Jun 2018	0	0	0	0	0		
Jul 2018	0	0	0	0	0		
Aug 2018	0	0	0	0	0		
Sep 2018	0	0	0	0	0		
Oct 2018	0	0	0	0	0		
Nov 2018	0	0	0	0	0		
Dec 2018	0	0	0	0	0		
Jan 2019	1,202	79	54	1,227	25	2.1%	0.4%
Feb 2019	1,214	51	39	1,226	12	1.0%	0.2%
Mar 2019	1,230	58	42	1,246	16	1.3%	-0.1%
Apr 2019	1,241	57	46	1,252	11	0.9%	0.4%
May 2019	1,228	55	68	1,215	-13	-1.1%	0.1%
Jun 2019	1,221	51	58	1,214	-7	-0.6%	-0.2%
Jul 2019	1,244	76	53	1,267	23	1.8%	0.5%
Aug 2019	1,257	61	48	1,270	13	1.0%	0.2%
Sep 2019	1,262	52	47	1,267	5	0.4%	0.3%
Oct 2019	1,291	72	43	1,320	29	2.2%	0.2%
Nov 2019	1,290	61	62	1,289	-1	-0.1%	0.1%
Dec 2019	1,291	67	66	1,292	1	0.1%	0.3%
Jan 2020	1,319	102	74	1,347	28	2.1%	0.0%
Feb 2020	1,365	100	54	1,411	46	3.4%	0.0%
Mar 2020	1,385	76	56	1,405	20	1.4%	0.1%
Apr 2020	1,396	71	60	1,407	11	0.8%	-0.4%
May 2020	1,415	66	47	1,434	19	1.3%	-0.4%
Jun 2020	1,437	71	49	1,459	22	1.5%	0.5%
Jul 2020	1,444	83	76	1,451	7	0.5%	0.1%
Aug 2020	1,442	74	76	1,440	-2	-0.1%	0.0%
Sep 2020	1,454	62	50	1,466	12	0.8%	0.3%
Oct 2020	1,471	87	70	1,488	17	1.2%	0.0%
Nov 2020	1,469	58	60	1,467	-2	-0.1%	-0.2%
Dec 2020	1,457	46	58	1,445	-12	-0.8%	0.1%
Jan 2021	1,437	71	91	1,417	-20	-1.4%	-0.3%
Feb 2021	1,427	62	72	1,417	-10	-0.7%	0.1%
Mar 2021	1,433	73	67	1,439	6	0.4%	0.1%
Apr 2021	1,438	66	61	1,443	5	0.3%	0.0%
May 2021	1,461	72	49	1,484	23	1.6%	0.0%
Jun 2021	1,478	83	66	1,495	17	1.2%	0.5%
Jul 2021	1,472	66	72	1,466	-6	-0.4%	0.2%
Aug 2021	1,507	97	62	1,542	35	2.3%	0.2%
Sep 2021	1,518	71	60	1,529	11	0.7%	0.1%
Oct 2021	1,513	71	76	1,508	-5	-0.3%	0.0%
Nov 2021	1,525	59	47	1,537	12	0.8%	0.4%
Dec 2021	1,537	67	55	1,549	12	0.8%	0.5%

Customer growth

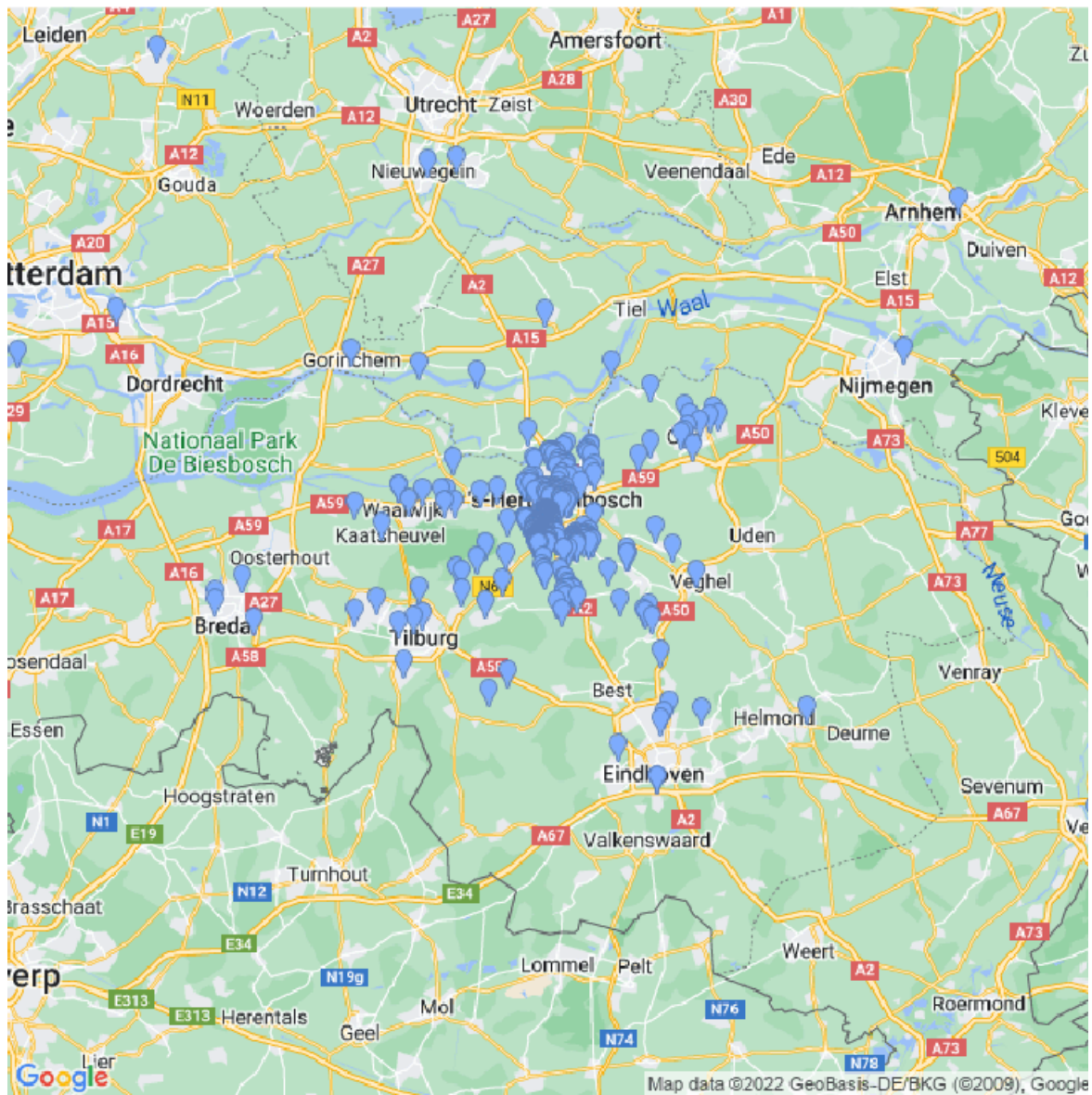
YTD

Customer portfolio growth per place of residence

Place of residence	Number of customers	Number of new customers	Number of departing customers	Check column	Development of customer portfolio	Development of customer portfolio (%)	Development of customer portfolio nationwide (%)
Other	173	10	8	175	2	1.2%	-0.1%
'S-Hertogenbosch	129	7	9	127	-2	-1.6%	0.2%
Amsterdam	5	0	0	5	0	0.0%	0.3%
Tilburg	8	0	2	6	-2	-25.0%	0.4%
Eindhoven	8	0	0	8	0	0.0%	-0.7%
Rosmalen	18	1	1	18	0	0.0%	0.5%
Oss	16	1	0	17	1	6.3%	1.6%
Veghel	6	0	0	6	0	0.0%	1.0%
Waalwijk	5	0	0	5	0	0.0%	0.6%
Esch	7	0	0	7	0	0.0%	-2.4%
Vlijmen	8	3	0	11	3	37.5%	-0.4%
Vught	948	44	27	965	17	1.8%	-0.2%
Sint-Oedenrode	5	0	0	5	0	0.0%	-2.6%
Den Bosch	6	0	0	6	0	0.0%	2.0%
Drunen	5	0	0	5	0	0.0%	1.1%
Sint Michielsgestel	27	2	0	29	2	7.4%	-0.9%
Sint-Michielsgestel	54	1	2	53	-1	-1.9%	1.1%
Boxtel	26	3	0	29	3	11.5%	0.1%
Cromvoirt	7	0	0	7	0	0.0%	0.0%
Total	1,461	72	49	1,484	23	1.6%	-0.1%

Customers in focus area

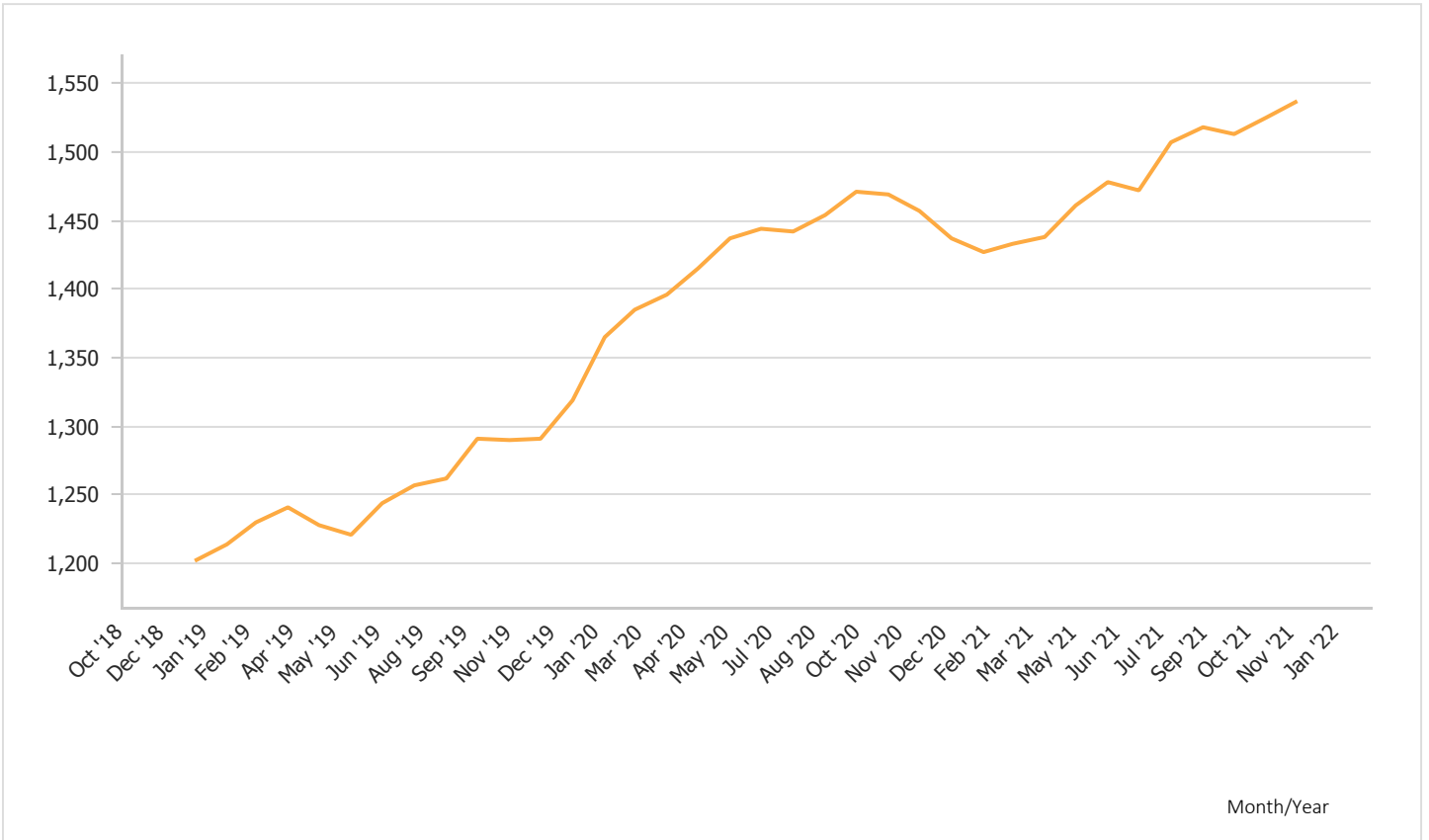
YTD



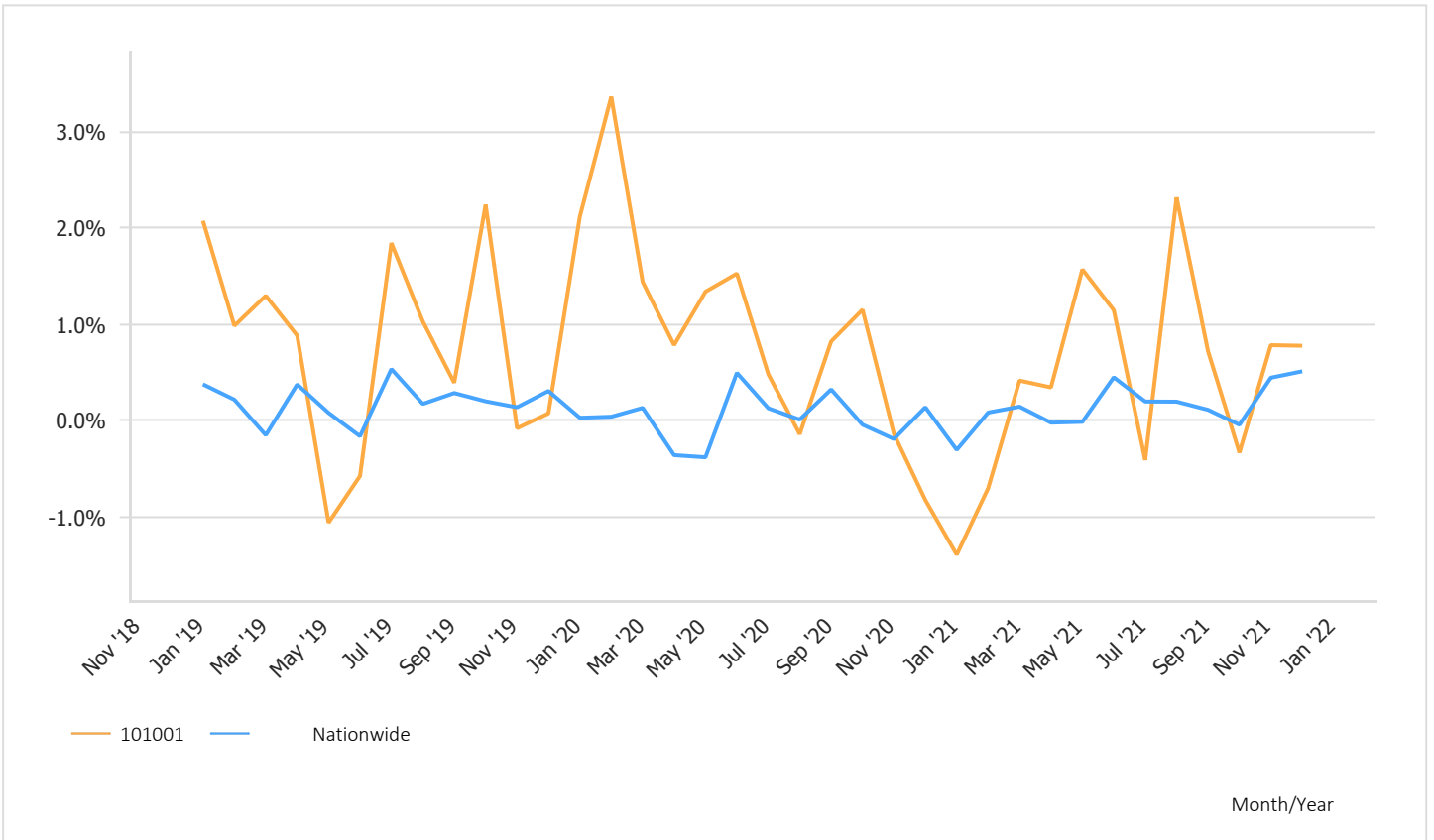
Customer growth

YTD

Multi-annual trend in number of active customers



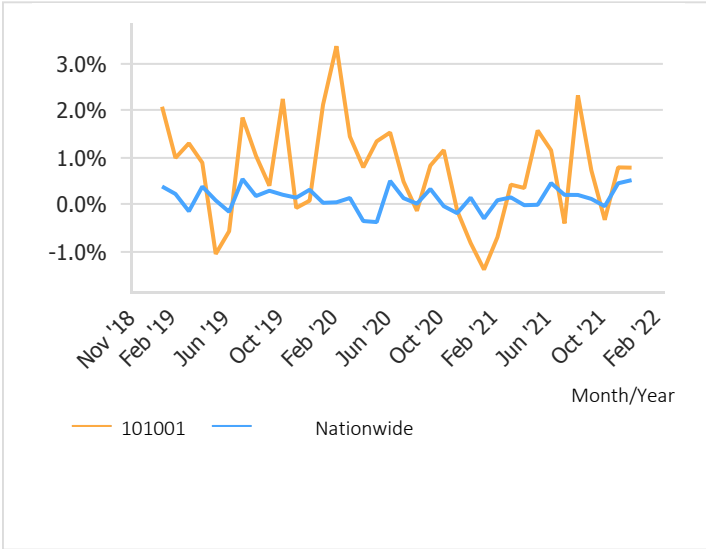
Relative development in customer portfolio per month compared to nationwide



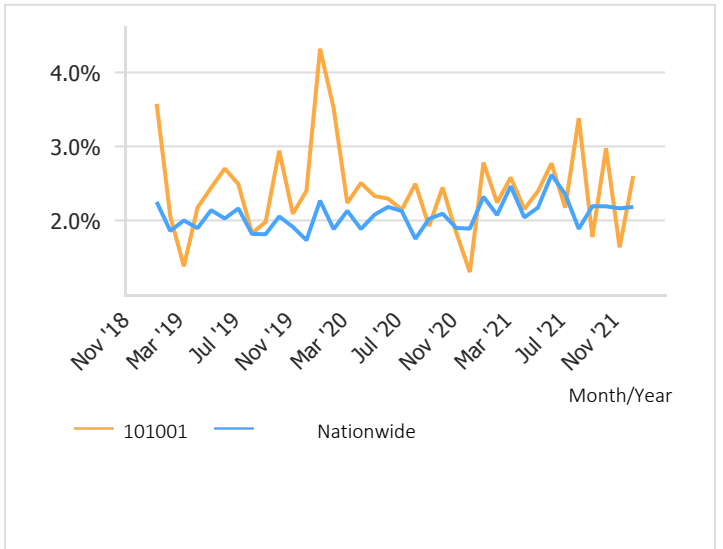
Customer growth

YTD

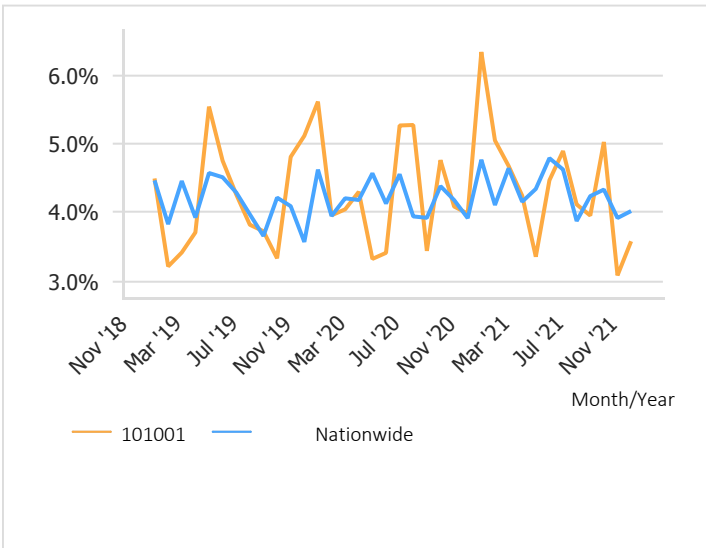
Customer growth



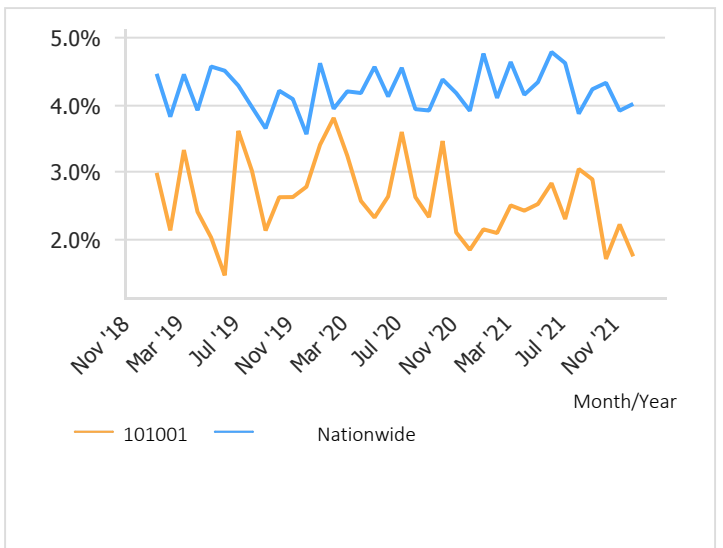
Rejoiners



Leavers



New customers



Customer growth

By year (2017 - 2021)

Turnover for top 10 customers per full calendar year

Customer name	Year	Turnover	Number of invoices	Revenue per invoice	Discount
Zetqlw	2021	£13,696	50	£274	£199
Zetqlw	2020	£7,023	23	£305	£6
Uzcvpp (40369)	2021	£8,081	35	£231	£100
Uzcvpp (40369)	2020	£11,676	31	£377	£658
Uzcvpp (40369)	2019	£12,070	33	£366	£349
Uzcvpp (40369)	2018	£10,110	44	£230	£680
Uzcvpp (40369)	2017	£15,043	41	£367	£702
Wov Uoffpfn Z.G. (24839)	2021	£7,688	27	£285	£523
Wov Uoffpfn Z.G. (24839)	2020	£4,742	24	£198	£159
Wov Uoffpfn Z.G. (24839)	2019	£5,461	36	£152	£25
Wov Uoffpfn Z.G. (24839)	2018	£3,651	33	£111	£31
Wov Uoffpfn Z.G. (24839)	2017	£1,792	10	£179	£0
Iussw (77786)	2021	£7,630	11	£694	£0
Iussw (77786)	2020	£1,419	4	£355	£0
Iussw (77786)	2019	£2,056	9	£228	£0
Iussw (77786)	2018	£1,643	8	£205	£41
Iussw (77786)	2017	£1,955	8	£244	£0
Qz Nuam G. Uqrhskpx (752)	2021	£6,888	316	£22	£143
Qz Nuam G. Uqrhskpx (752)	2020	£5,405	217	£25	£55
Qz Nuam G. Uqrhskpx (752)	2019	£4,001	230	£17	£38
Qz Nuam G. Uqrhskpx (752)	2018	£4,607	261	£18	£76
Qz Nuam G. Uqrhskpx (752)	2017	£4,522	225	£20	£138
VvhesvgyI Dawscppw Hvf Stoon (78139)	2021	£6,279	13	£483	£0
VvhesvgyI Dawscppw Hvf Stoon (78139)	2020	£2,489	8	£311	£0
VvhesvgyI Dawscppw Hvf Stoon (78139)	2019	£3,640	10	£364	£282
VvhesvgyI Dawscppw Hvf Stoon (78139)	2018	£1,417	6	£236	£0
VvhesvgyI Dawscppw Hvf Stoon (78139)	2017	£3,119	5	£624	£0
Uwrzmrs Urr lobeq Bzej (65765)	2021	£4,796	9	£533	£0
Uwrzmrs Urr lobeq Bzej (65765)	2020	£6,555	9	£728	£25
Uwrzmrs Urr lobeq Bzej (65765)	2019	£3,180	5	£636	£0
Uwrzmrs Urr lobeq Bzej (65765)	2018	£3,243	6	£541	£33
Uwrzmrs Urr lobeq Bzej (65765)	2017	£4,297	10	£430	£0
De Qgvth Lqdtja H.B (5942)	2021	£4,707	16	£294	£0
De Qgvth Lqdtja H.B (5942)	2020	£3,312	19	£174	£0
De Qgvth Lqdtja H.B (5942)	2019	£1,194	8	£149	£0
De Qgvth Lqdtja H.B (5942)	2018	£678	4	£170	£0
De Qgvth Lqdtja H.B (5942)	2017	£2,151	8	£269	£0
Oozsgg Wrywek A.F. (08513)	2021	£4,672	20	£234	£0
Oozsgg Wrywek A.F. (08513)	2020	£2,894	16	£181	£0
Oozsgg Wrywek A.F. (08513)	2019	£2,361	16	£148	£73
Oozsgg Wrywek A.F. (08513)	2018	£1,011	20	£51	£0
Oozsgg Wrywek A.F. (08513)	2017	£1,568	16	£98	£0
H. Jtgdvvub R.I.U. (05303)	2021	£4,614	13	£355	£0
H. Jtgdvvub R.I.U. (05303)	2020	£2,341	17	£138	£0
H. Jtgdvvub R.I.U. (05303)	2019	£2,975	12	£248	£0
H. Jtgdvvub R.I.U. (05303)	2018	£1,097	9	£122	£0
H. Jtgdvvub R.I.U. (05303)	2017	£2,079	11	£189	£0
	2021	£672,051	3,267	£206	£3,882
	2020	£612,804	2,968	£206	£6,107
	2019	£546,653	2,734	£200	£5,175
	2018	£472,568	2,374	£199	£6,548
	2017	£492,947	2,434	£203	£8,643

Customer growth

YTD

Developments in lease turnover

Month	Turnover 2020	Turnover 2021	Difference (%)	Number of invoices 2020	Number of invoices 2021	Difference (%)	Invoice 2020	Invoice 2021	Difference (%)	Discount (€)	Discount (%)
Jan	£0	£873		0	2			£436.68		£0	0.0%
Feb	£0	£90		0	2			£44.96		£0	0.0%
Mar	£0	£0		0	0					£0	
Apr	£15	£60	299.9%	1	1	0.0%	£14.88	£59.51	299.9%	£0	0.0%
May	£0	£0		0	0					£0	
June	£0	£231		0	1			£231.35		£0	0.0%
July	£0	£21		0	1			£20.66		£0	0.0%
Aug	£0	£8		0	1			£8.26		£0	0.0%
Sept	£63	£0	-100.0%	1	0	-100.0%	£62.51			£0	
Oct	£0	£0		0	0					£0	
Nov	£18	£0	-100.0%	1	0	-100.0%	£18.00			£0	
Dec	£0	£105		0	1			£104.55		£0	0.0%
Total	£95	£1,388	1,354.7%	3	9	200.0%	£31.80	£154.18	384.9%	£0	0.0%

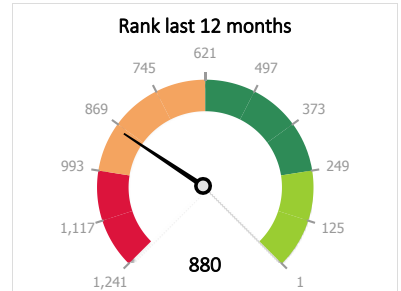


Product groups

Battery

1/Jan/2021 till 31/Dec/2021

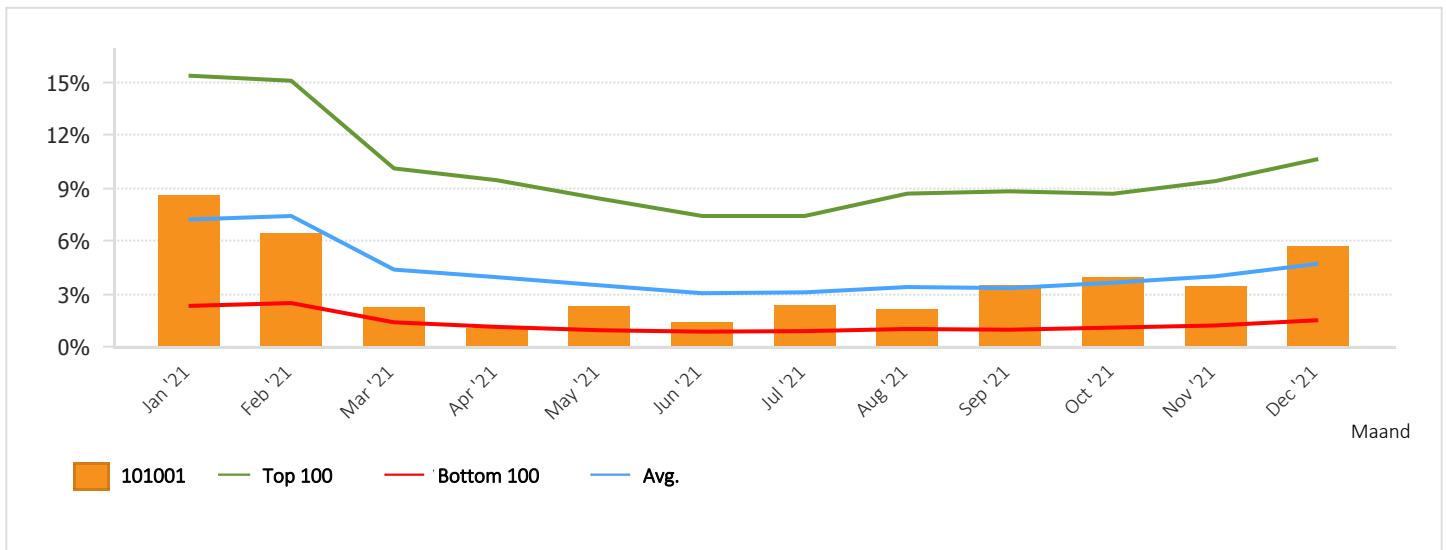
Number of cars with workshop invoice	1,927
Number of vehicles with replaced battery	130
Turnover battery	£15,918
Cost of ownership per year per car	£8.26
National average	£11.27
Top 100	£27.12
% Of all vehicles sold with battery	6.8%
% National average	8.0%
% Top 100	14.1%
Difference amount vs national	-24
Difference sales vs national average	-£5,790
Difference sales vs top	-£36,344



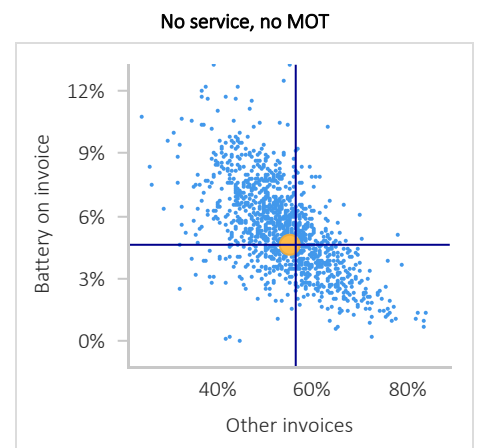
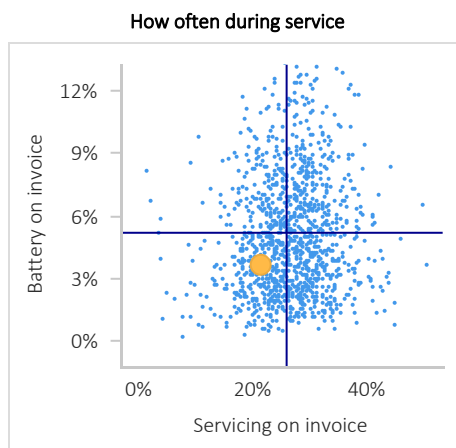
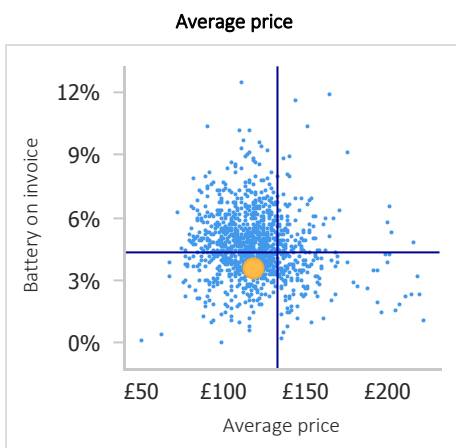
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Invoices with battery	136	45	21
% of total invoices	3.6%	4.4%	5.9%
% invoices nationwide	4.3%	4.1%	4.8%
How often during service	3.6%	3.8%	4.6%
How often during MOT nationwide	5.2%	5.3%	6.1%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles with replaced battery	92	79	81	125	130
% Of all vehicles sold with battery	6.2%	5.6%	5.0%	7.0%	6.7%

Invoices with battery



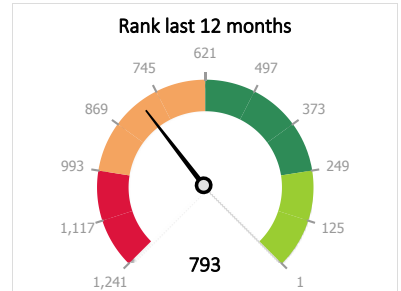
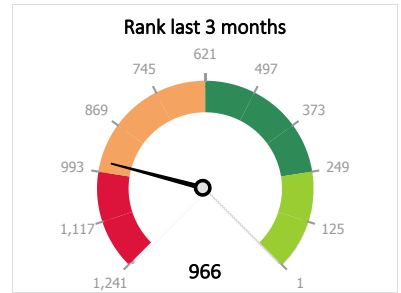
% of invoices sold with battery



Air conditioning

1/Jan/2021 till 31/Dec/2021

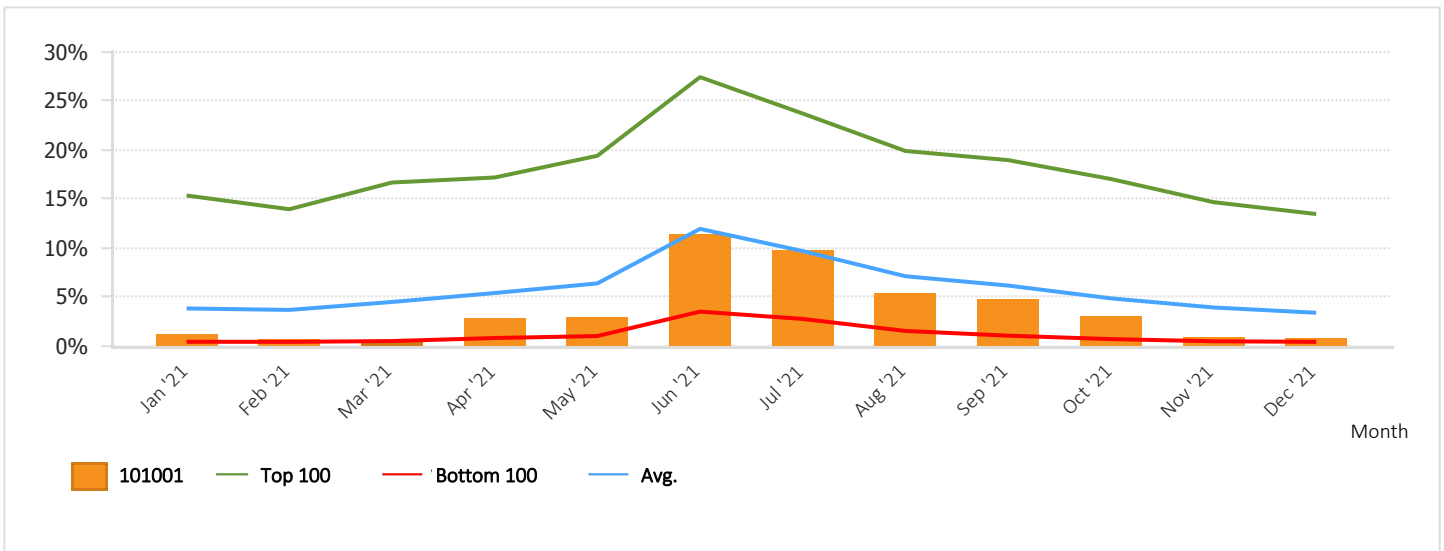
Number of cars with workshop invoice	1,927
Cars with new air conditioning	130
% of all cars sold with new aircon	6.8%
% National average	10.9%
% Top 100	29.5%
Difference amount vs national	-81
Difference number vs top	-438



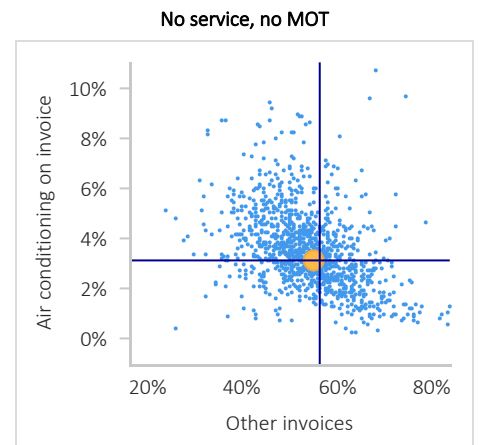
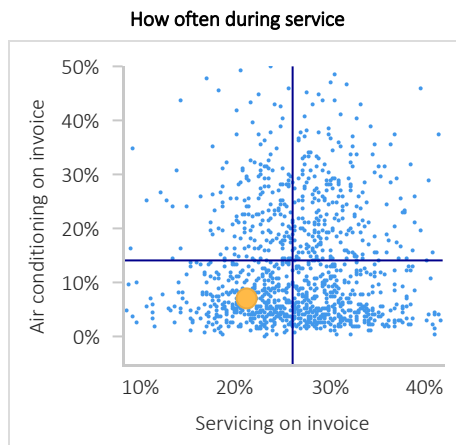
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with air conditioning	136	16	3
% of total invoices	3.6%	1.6%	0.8%
% invoices nationwide	6.0%	4.0%	3.4%
How often during service	7.1%	6.7%	4.6%
How often during MOT nationwide	14.3%	12.1%	11.3%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Cars with new air conditioning	100	80	88	115	130
% of all cars sold with new aircon	6.7%	5.7%	5.5%	6.4%	6.7%

Total invoices with air conditioning



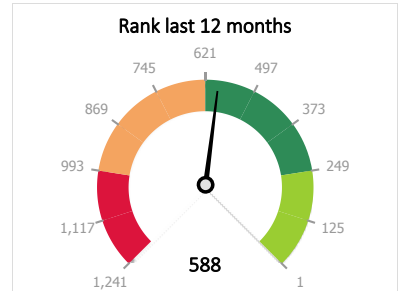
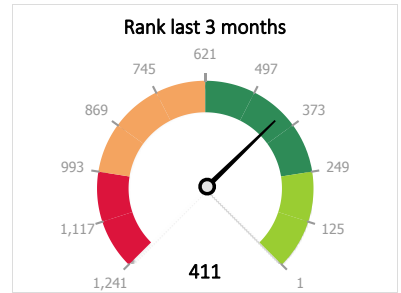
% of all invoices with air conditioning replaced



Tyres

1/Jan/2021 till 31/Dec/2021

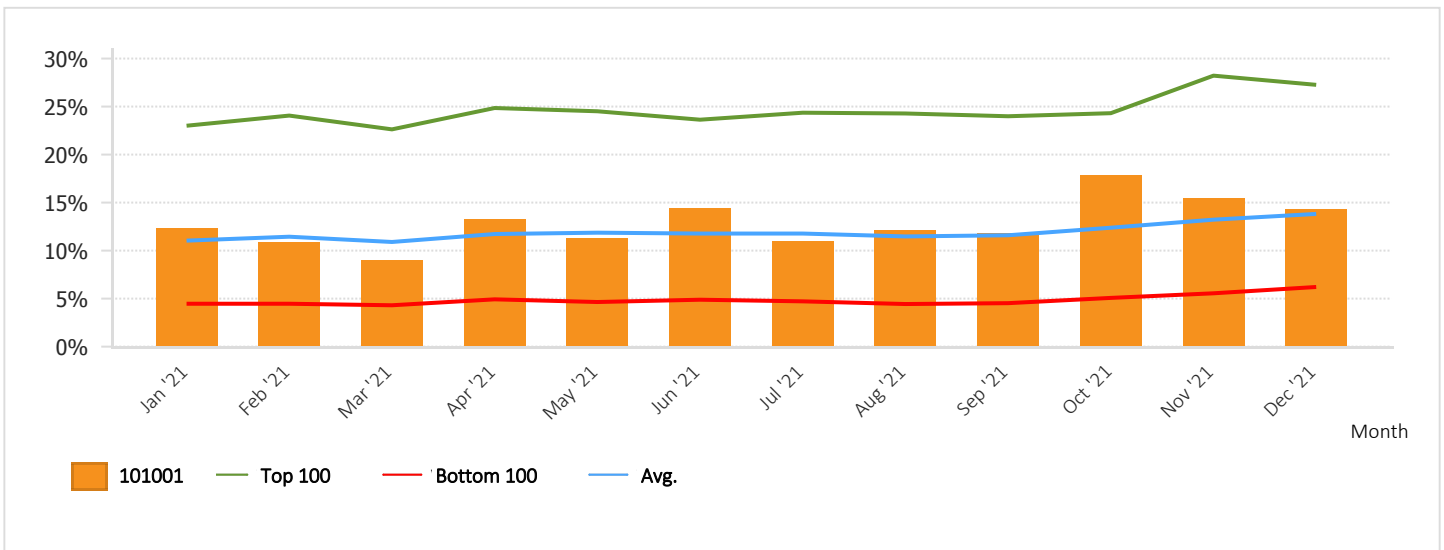
Number of cars with workshop invoice	1,927
Number of cars with replacement tyres	415
Revenue from tyres	£98,364
Cost of ownership per year per car	£51.04
National average	£53.75
Top 100	£107.26
% of all cars with tires replaced	21.5%
% National average	20.6%
% Top 100	32.9%
Difference amount vs national	17
Difference sales vs national average	-£5,216
Difference sales vs top	-£108,334



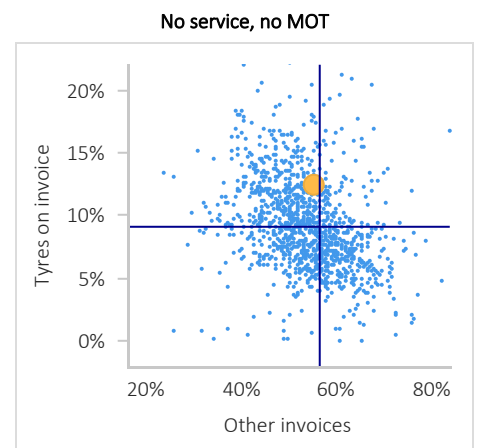
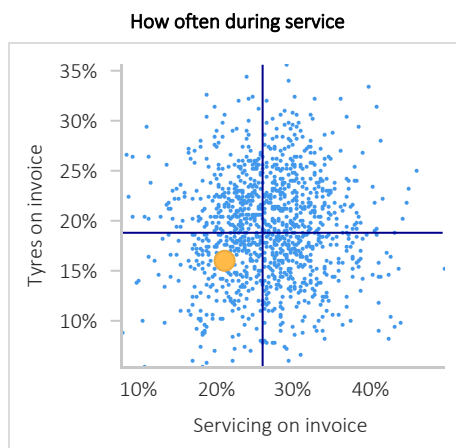
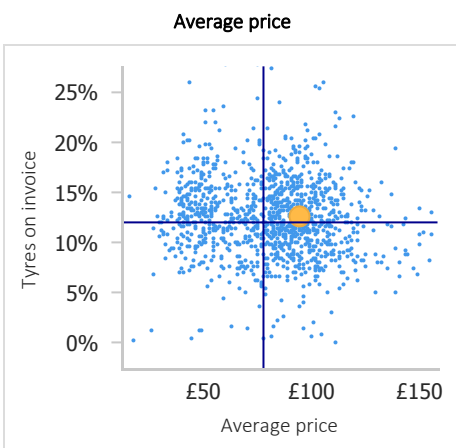
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with tyres	477	162	51
% of total invoices	12.6%	15.9%	14.3%
% invoices nationwide	12.1%	13.2%	13.9%
How often during service	16.0%	17.7%	18.5%
How often during MOT nationwide	18.8%	19.6%	20.0%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of cars with replacement tyres	272	276	335	333	415
% of all cars with tires replaced	18.3%	19.6%	20.9%	18.6%	21.5%

Total invoices with tyres



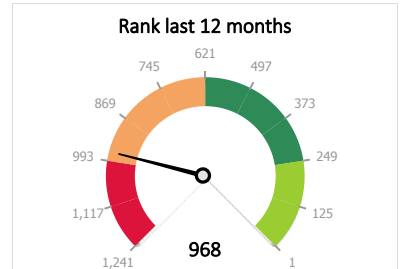
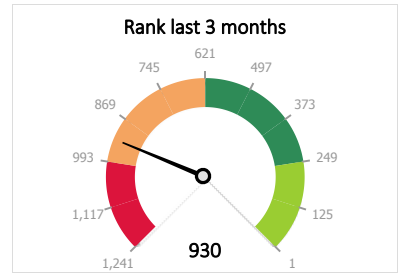
% of all invoices with tires replaced



Service work

1/Jan/2021 till 31/Dec/2021

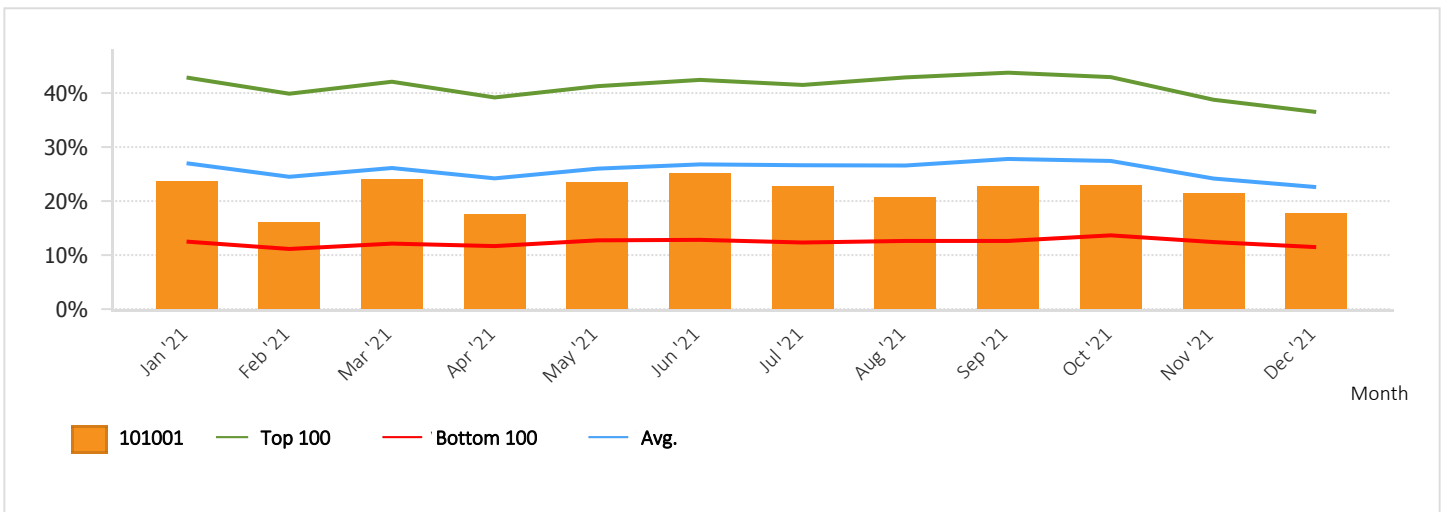
Number of cars with workshop invoice	1,927
Cars with new oil filters	748
Turnover oil filter	£9,671
Cost of ownership per year per car	£5.02
National average	£6.58
Top 100	£9.90
% of all cars with new oil filters	38.8%
% National average	47.7%
% Top 100	67.9%
Difference amount vs national	-170
Difference sales vs national average	-£3,006
Difference sales vs top	-£9,407



	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with new oil filters	798	209	65
% of total invoices	21.1%	20.5%	18.2%
% invoices nationwide	26.0%	24.5%	22.8%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Cars with new oil filters	478	484	539	663	748
% of all cars with new oil filters	32.1%	34.4%	33.6%	36.9%	38.8%

Total invoices with new oil filters

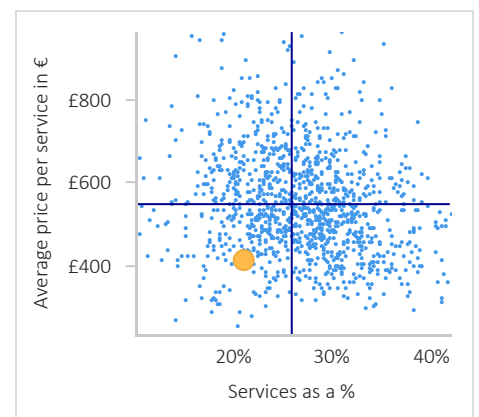


% invoices with oil filters replaced

Viscosity

Viscosity	Turnover	Turnover nationwide	Total sales	Price in €	Price in € nationwide
5W40	8.3%	11.9%	£5,038	£14.05	£12.35
5W30	80.2%	11.7%	£48,443	£16.64	£14.80
5W20	0.4%	2.8%	£249	£19.01	£14.40
0W20	2.0%	7.4%	£1,213	£16.15	£18.27
75W80	0.1%	0.1%	£83	£16.56	£16.26
0W30	3.3%	7.9%	£1,984	£16.95	£16.16
10W40	0.1%	1.3%	£69	£10.20	£10.96
	3.3%	1.7%	£2,020	£26.64	£16.30
75W90	0.7%	0.1%	£414	£17.34	£16.06
0W40	0.1%	0.4%	£69	£34.67	£18.09
10W60	1.3%	0.0%	£790	£19.33	£16.93
20W50	0.0%	0.0%	£13	£6.50	£12.68
15W40	0.1%	0.0%	£45	£44.71	£10.97
Total	100.0%	100.0%	£60,429	£16.63	£14.57

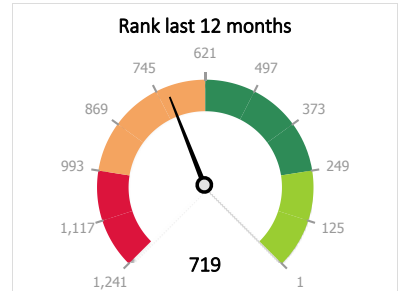
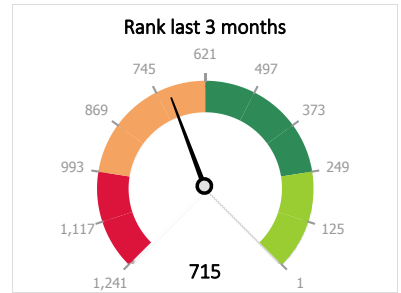
Average price



Spark plugs

1/Jan/2021 till 31/Dec/2021

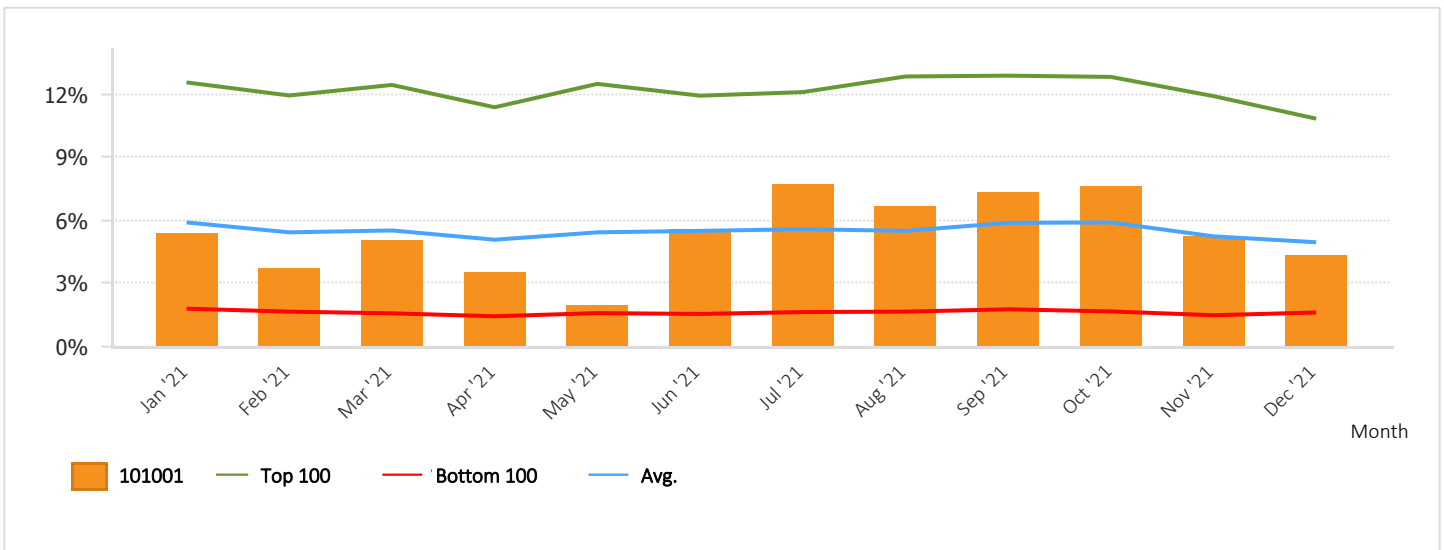
Number of cars with workshop invoice	1,927
Number of cars with replacement spark plugs	191
Revenue from spark plugs	£10,029
Cost of ownership per year per car	£5.20
National average	£6.33
Top 100	£10.96
% of all cars with spark plug replacements	9.9%
% National average	10.5%
% Top 100	18.0%
Difference amount vs national	-11
Difference sales vs national average	-£2,174
Difference sales vs top	-£11,094



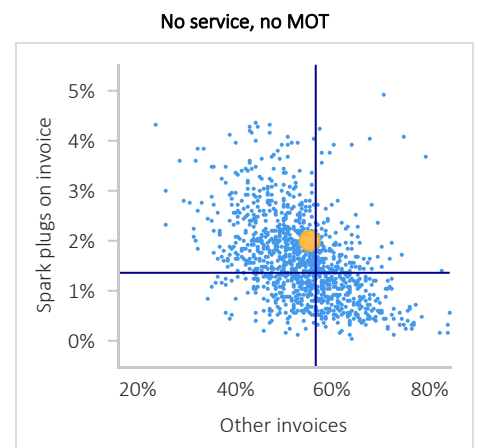
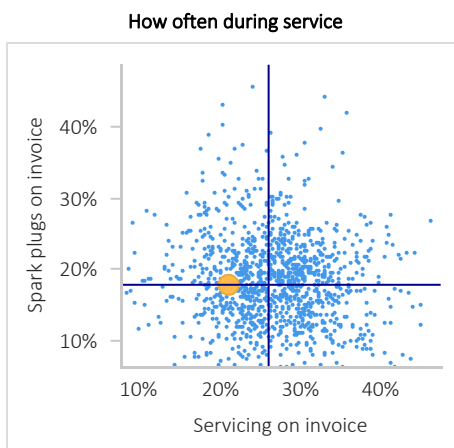
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with plugs	193	58	14
% of total invoices	5.1%	5.7%	3.9%
% invoices nationwide	5.5%	5.3%	5.0%
How often during service	17.9%	19.6%	12.3%
How often during MOT nationwide	17.8%	17.8%	17.5%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of cars with replacement spark plugs	130	162	166	194	191
% of all cars with spark plug replacements	8.7%	11.5%	10.3%	10.8%	9.9%

Total invoices with plugs



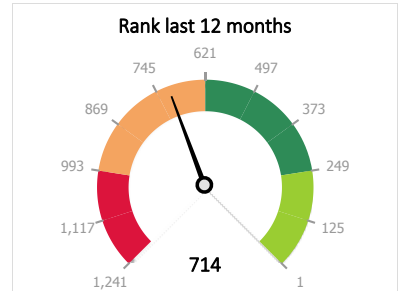
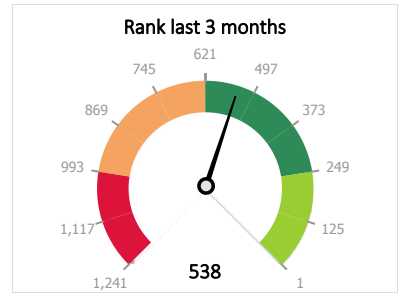
% of all invoices with spark plugs replaced



Distribution and Water Pump

1/Jan/2021 till 31/Dec/2021

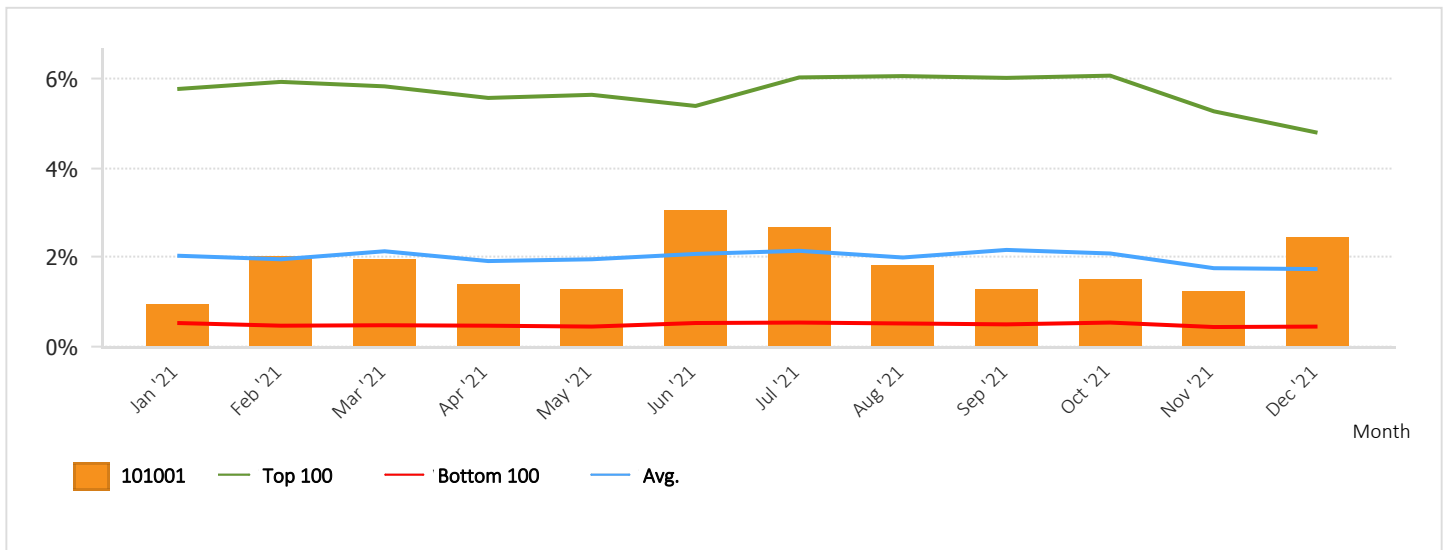
Number of cars with workshop invoice	1,927
Vehicles with replaced distribution/water pump	70
Turnover distribution and water pump	£9,115
Cost of ownership per year per car	£4.73
National average	£5.58
Top 100	£12.78
% of all cars with distribution/water pump replaced	3.6%
% National average	3.7%
% Top 100	7.5%
Difference amount vs national	-2
Difference sales vs national average	-£1,629
Difference sales vs top	-£15,513



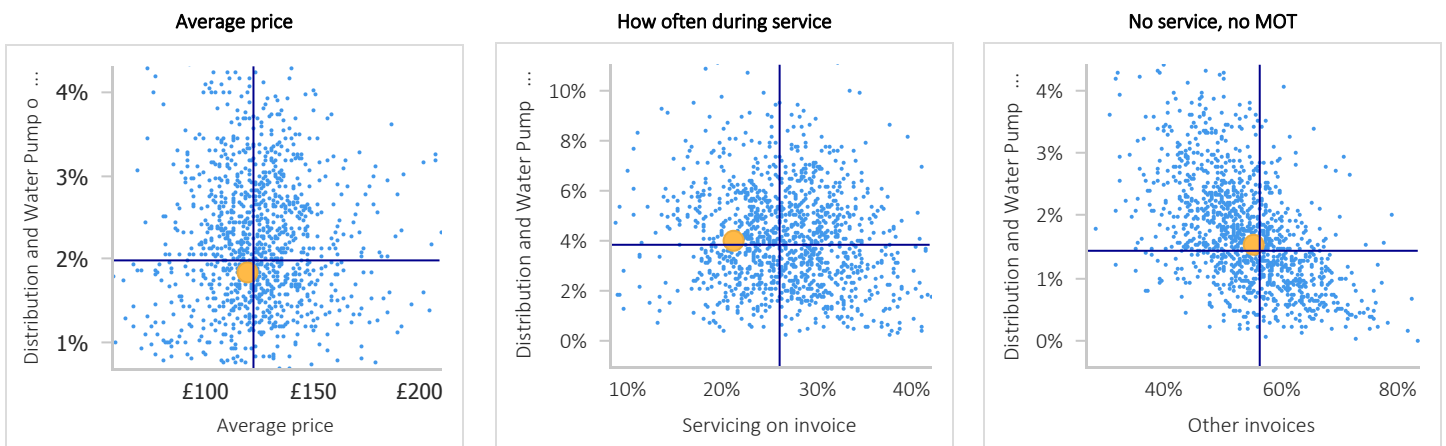
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with distribution and water pump	70	18	9
% of total invoices	1.9%	1.8%	2.5%
% invoices nationwide	2.0%	1.9%	1.7%
How often during service	4.0%	3.3%	4.6%
How often during MOT nationwide	3.9%	3.8%	3.7%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Vehicles with replaced distribution/water pump	58	48	52	57	70
% of all cars with distribution/water pump replaced	3.9%	3.4%	3.2%	3.2%	3.6%

Total invoices with distribution and water pump



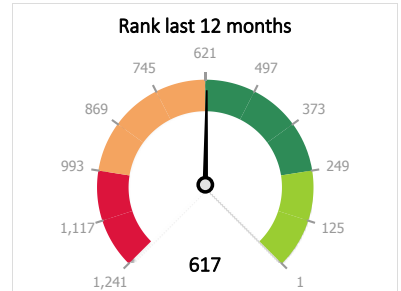
% of all invoices with distribution and water pump replaced



Interior filter

1/Jan/2021 till 31/Dec/2021

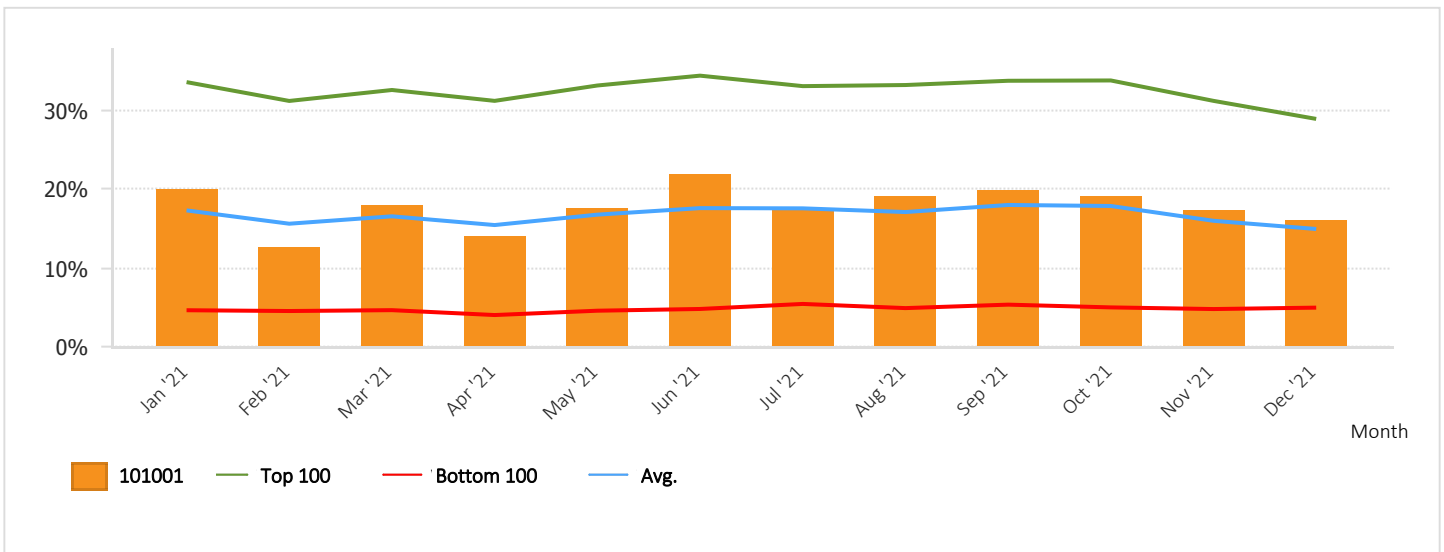
Number of cars with workshop invoice	1,927
Number of vehicles with replaced cabin filter	628
Turnover interior filter	£14,974
Cost of ownership per year per car	£7.77
National average	£8.32
Top 100	£15.45
% of all cars with interior filter replaced	32.6%
% National average	31.6%
% Top 100	54.3%
Difference amount vs national	19
Difference sales vs national average	-£1,060
Difference sales vs top	-£14,807



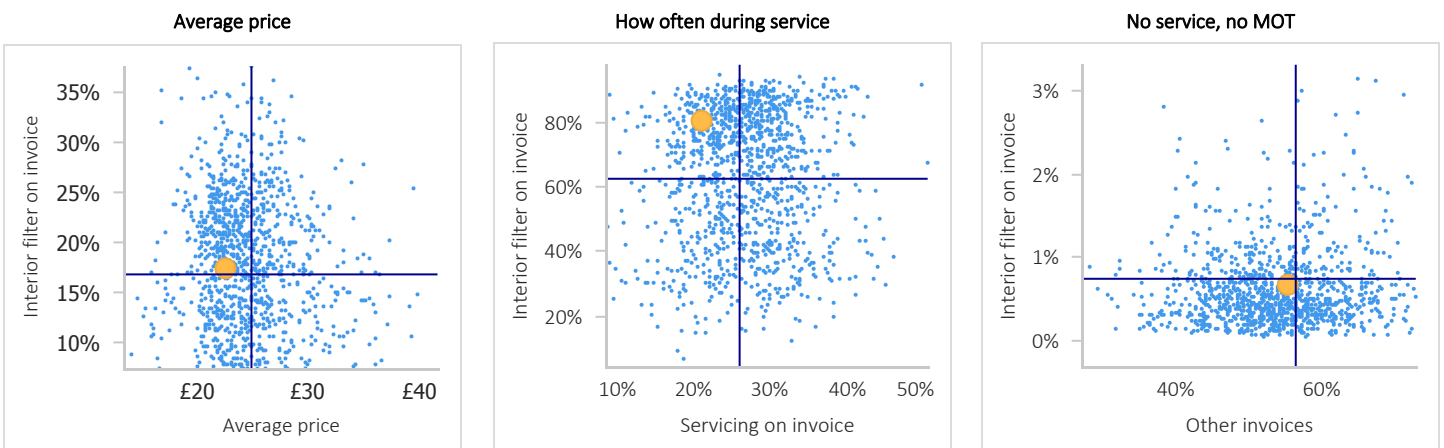
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with interior filter	661	178	59
% of total invoices	17.5%	17.5%	16.5%
% invoices nationwide	16.9%	16.2%	15.2%
How often during service	80.6%	83.3%	89.2%
How often during MOT nationwide	62.7%	63.5%	64.0%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles with replaced cabin filter	365	379	408	509	628
% of all cars with interior filter replaced	24.5%	26.9%	25.4%	28.4%	32.6%

Total invoices with interior filter



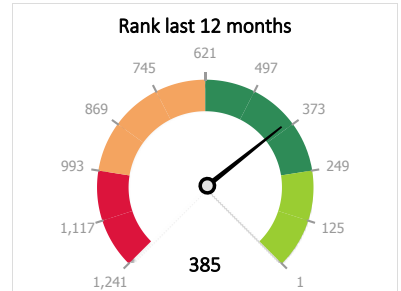
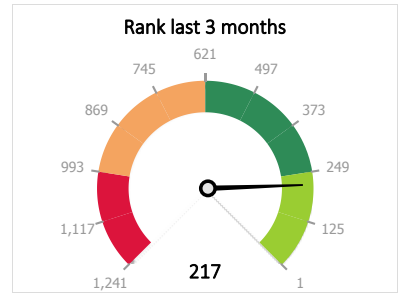
% of all invoices with interior filter replaced



Sundries/ecotax

1/Jan/2021 till 31/Dec/2021

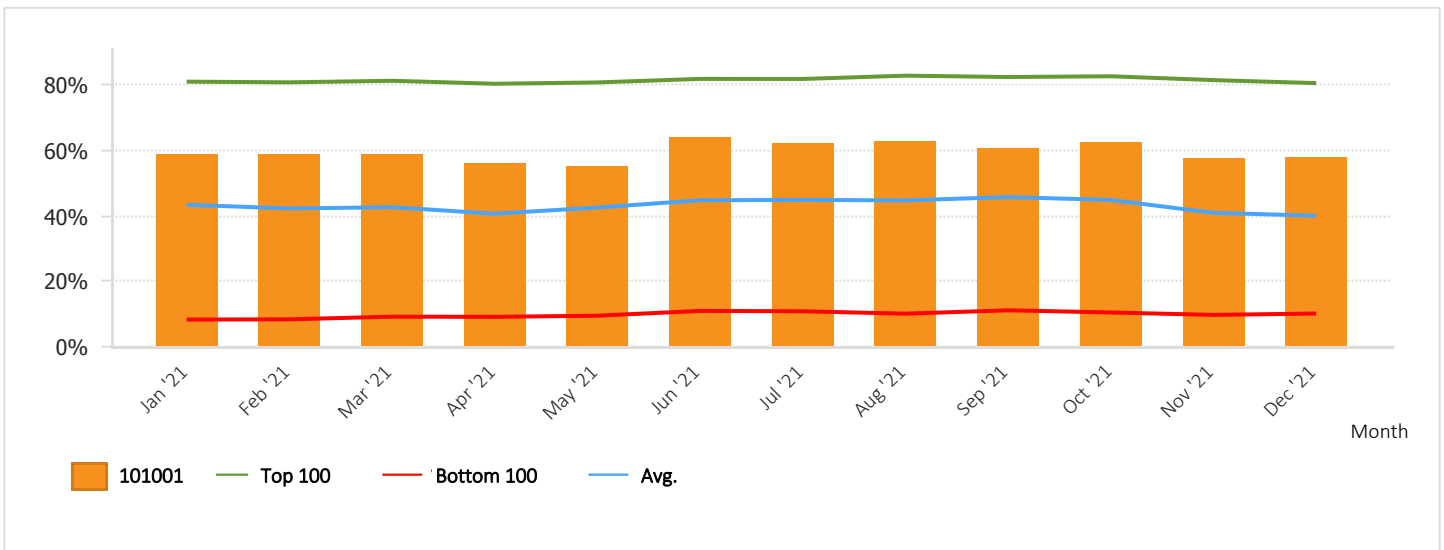
Number of cars with workshop invoice	1,927
Number of vehicles replaced with sundries/ecotax	1,407
Turnover sundries/ecotax	£18,146
Cost of ownership per year per car	£9.42
National average	£8.28
Top 100	£19.74
% of all cars with small parts replaced / environmental charge	73.0%
% National average	61.4%
% Top 100	90.7%
Difference amount vs national	223
Difference sales vs national average	£2,189
Difference sales vs top	-£19,899



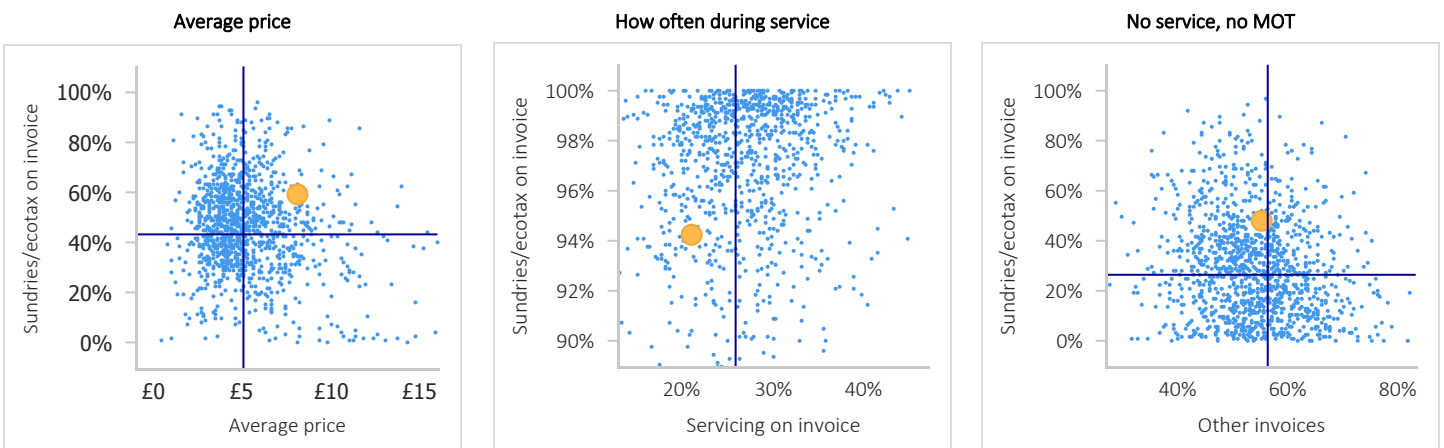
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with sundries/ecotax	2,228	604	206
% of total invoices	59.0%	59.2%	57.7%
% invoices nationwide	43.3%	41.7%	40.2%
How often during service	94.2%	94.3%	93.8%
How often during MOT nationwide	88.1%	88.4%	88.4%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with sundries/ecotax	971	969	1,107	1,297	1,407
% of all cars with small parts replaced / environmental charge	65.2%	68.8%	69.0%	72.3%	73.0%

Total invoices with sundries/ecotax



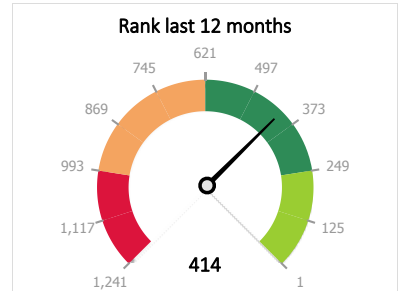
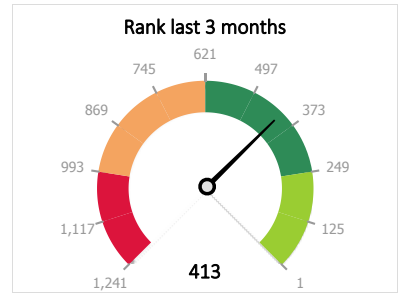
% invoices with small parts replaced / environmental charge



Coolant

1/Jan/2021 till 31/Dec/2021

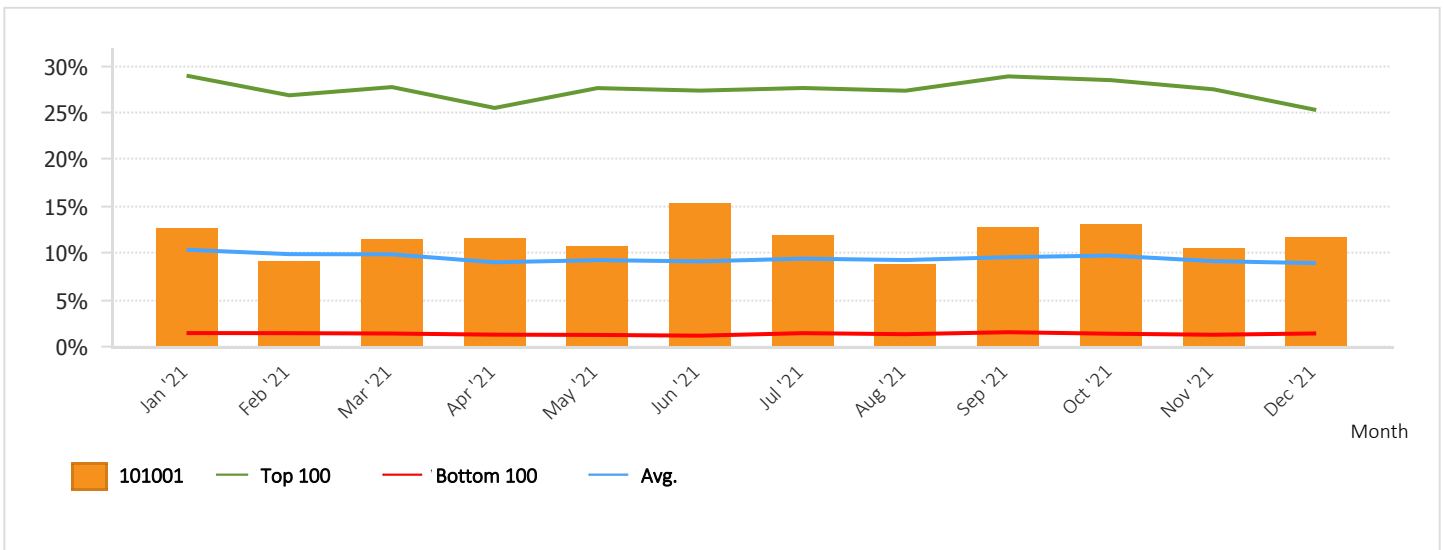
Number of cars with workshop invoice	1,927
Number of vehicles replaced with coolant	397
Turnover coolant	£4,003
Cost of ownership per year per car	£2.08
National average	£1.76
Top 100	£4.40
% of all cars with coolant replaced	20.6%
% National average	16.8%
% Top 100	44.5%
Difference amount vs national	73
Difference sales vs national average	£609
Difference sales vs top	-£4,469



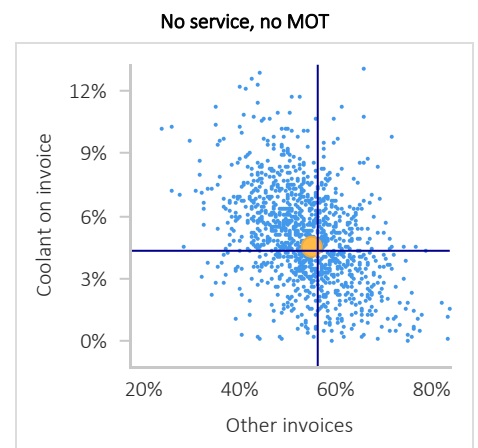
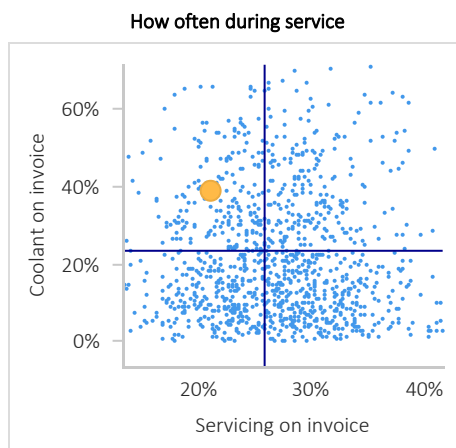
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with coolant	436	120	43
% of total invoices	11.5%	11.8%	12.0%
% invoices nationwide	9.6%	9.2%	9.1%
How often during service	38.7%	41.6%	46.2%
How often during MOT nationwide	23.7%	23.7%	24.1%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with coolant	204	239	315	331	397
% of all cars with coolant replaced	13.7%	17.0%	19.6%	18.4%	20.6%

Total invoices with coolant



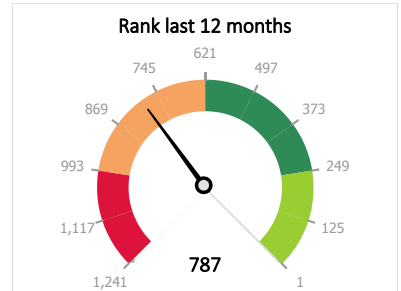
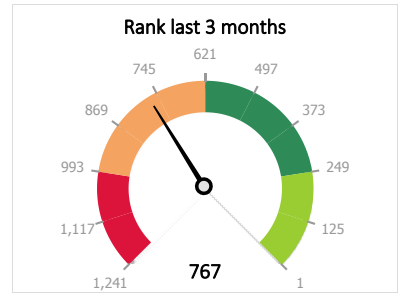
% of all invoices with coolant replaced



Air filter

1/Jan/2021 till 31/Dec/2021

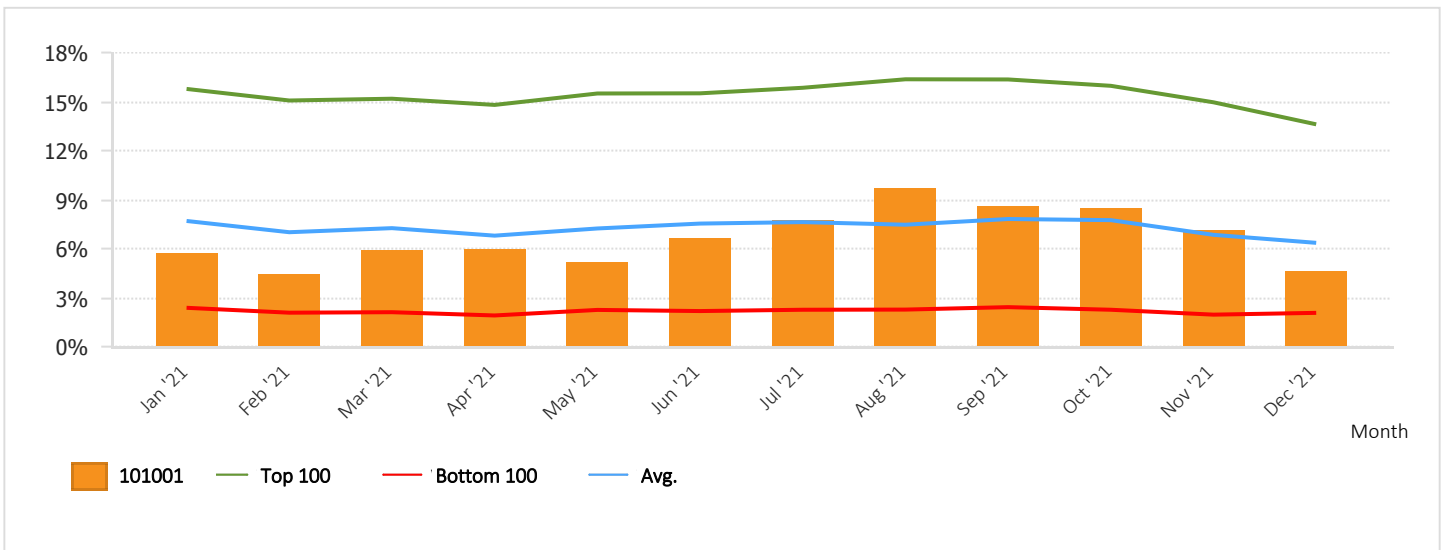
Number of cars with workshop invoice	1,927
Number of vehicles replaced with air filter	244
Turnover air filter	£5,784
Cost of ownership per year per car	£3.00
National average	£3.48
Top 100	£6.30
% of all cars with air filter replaced	12.7%
% National average	14.1%
% Top 100	24.2%
Difference amount vs national	-27
Difference sales vs national average	-£917
Difference sales vs top	-£6,354



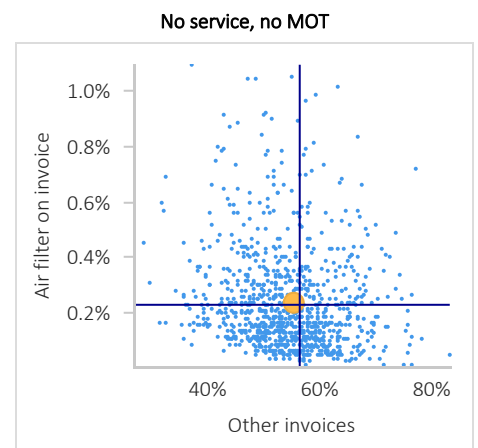
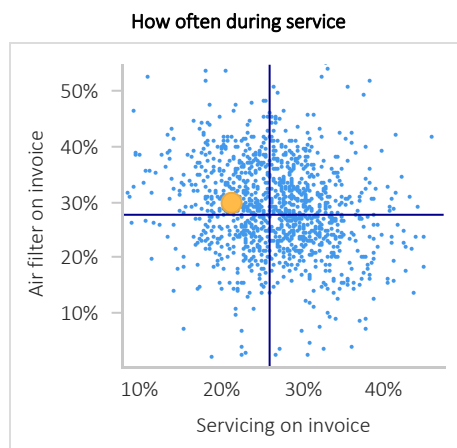
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with air filter	246	68	17
% of total invoices	6.5%	6.7%	4.8%
% invoices nationwide	7.4%	6.9%	6.5%
How often during service	30.0%	32.1%	26.2%
How often during MOT nationwide	27.5%	27.6%	27.6%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with air filter	191	213	225	239	244
% of all cars with air filter replaced	12.8%	15.1%	14.0%	13.3%	12.7%

Total invoices with air filter



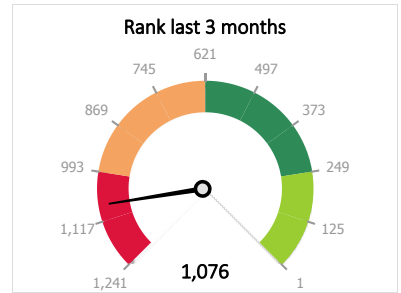
% of all invoices with air filter replaced



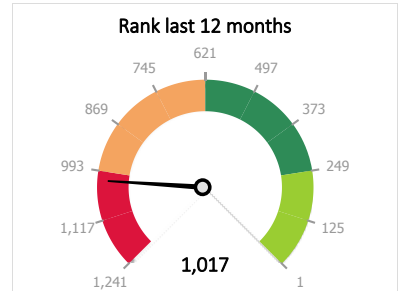
Breakdown service

1/Jan/2021 till 31/Dec/2021

Number of cars with workshop invoice	1,927
Number of cars with replacement roadside assistance	0
% of all cars with breakdown assistance	0.0%
% National average	8.6%
% Top 100	40.3%
Difference amount vs national	0
Difference number vs top	-777

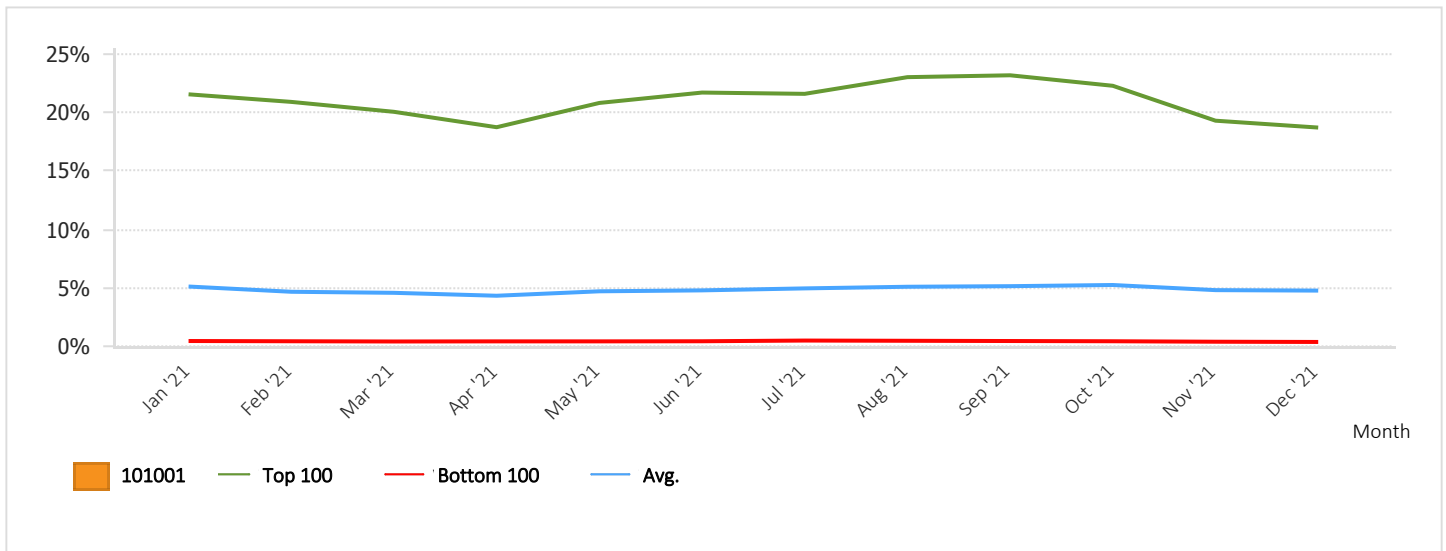


	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with roadside assistance	0	0	0
% of total invoices	0.0%	0.0%	0.0%
% invoices nationwide	4.7%	4.9%	4.7%
How often during service	0.0%	0.0%	0.0%
How often during MOT nationwide	11.5%	12.1%	11.6%

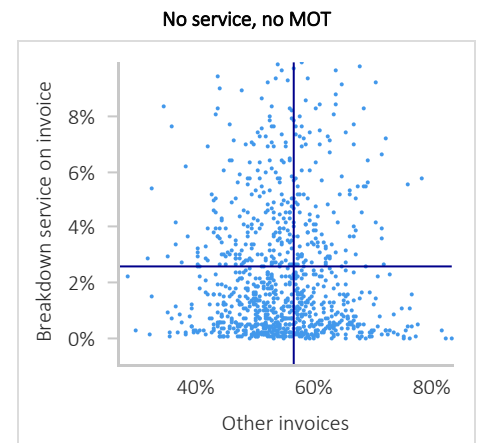
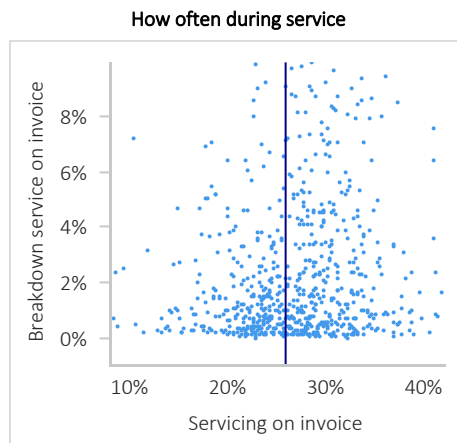


Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of cars with replacement roadside assistance	10	8	12		
% of all cars with breakdown assistance	0.7%	0.6%	0.7%		

Total invoices with roadside assistance



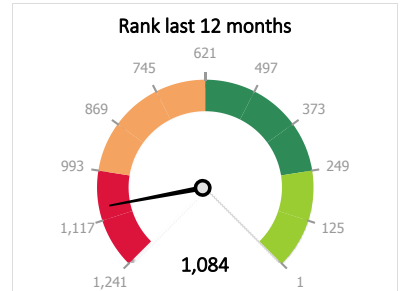
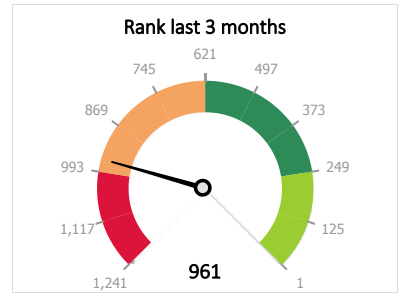
% invoices with breakdown assistance



Brake pads

1/Jan/2021 till 31/Dec/2021

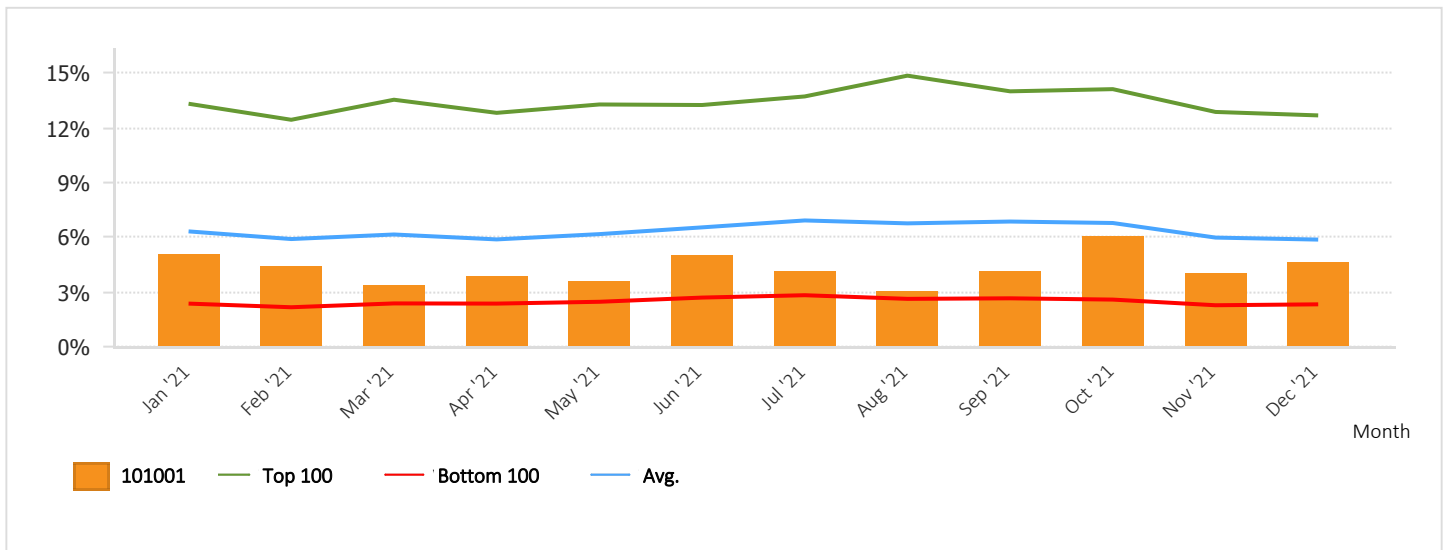
Number of cars with workshop invoice	1,927
Number of vehicles with replaced brake pads	160
Turnover brake pads	£12,680
Cost of ownership per year per car	£6.58
National average	£11.11
Top 100	£22.40
% Of all cars sold with new brake pads	8.3%
% National average	11.8%
% Top 100	19.6%
Difference amount vs national	-66
Difference sales vs national average	-£8,725
Difference sales vs top	-£30,478



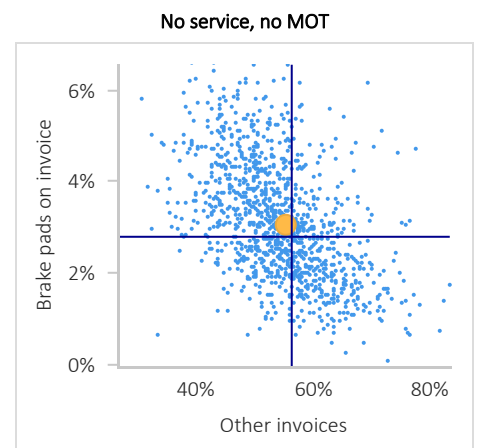
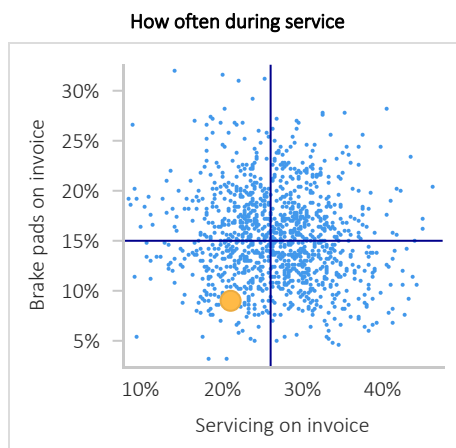
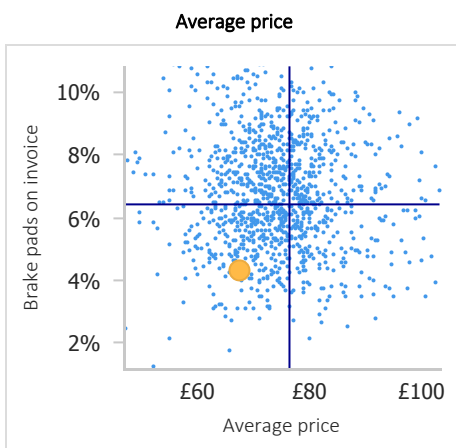
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoiced with brake pads	164	50	17
% of total invoices	4.3%	4.9%	4.8%
% invoices nationwide	6.4%	6.2%	5.9%
How often during service	9.2%	10.0%	6.2%
How often during MOT nationwide	14.9%	15.2%	15.7%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles with replaced brake pads	150	124	154	182	160
% Of all cars sold with new brake pads	10.1%	8.8%	9.6%	10.1%	8.3%

Total invoiced with brake pads



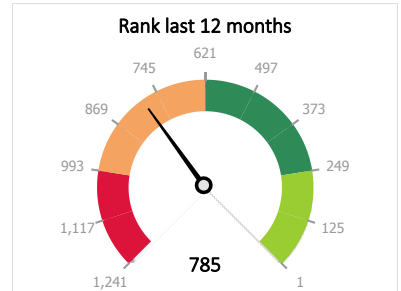
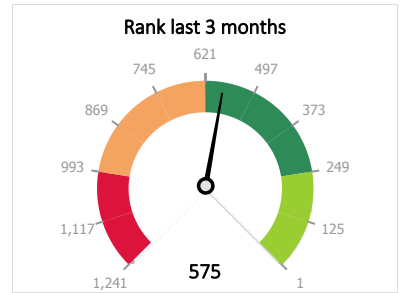
% invoices with brake pad replacement



Brake discs

1/Jan/2021 till 31/Dec/2021

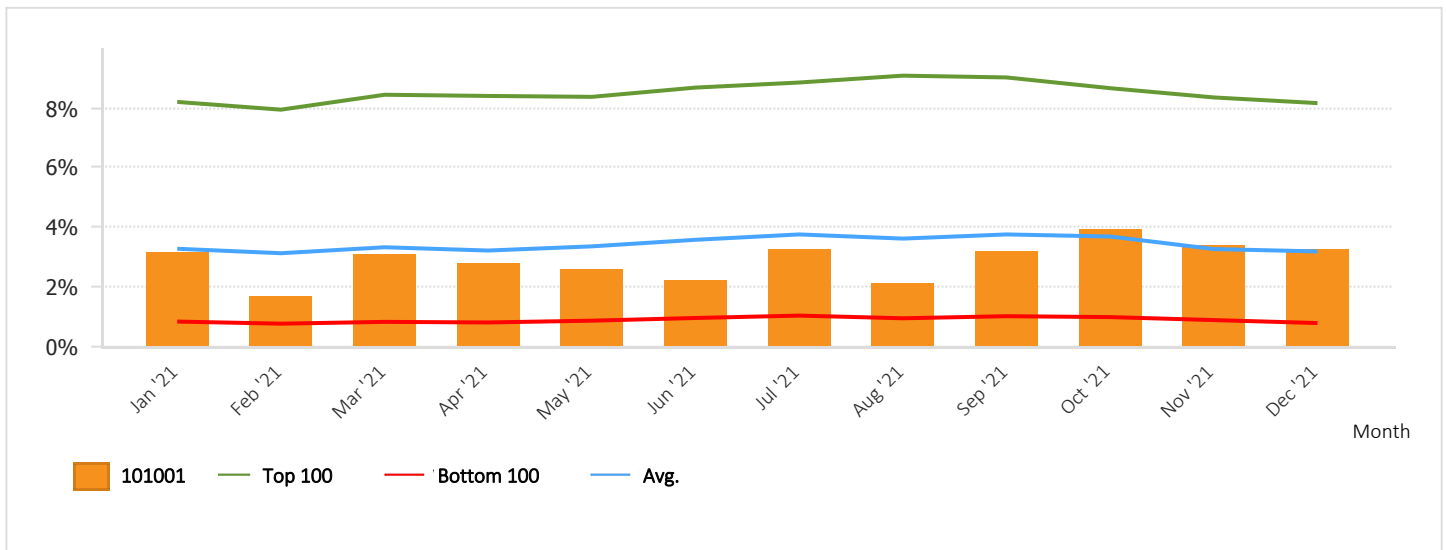
Number of cars with workshop invoice	1,927
Number of vehicles with replaced brake discs	109
Turnover brake discs	£16,510
Cost of ownership per year per car	£8.57
National average	£11.13
Top 100	£22.41
% Of all cars sold with new brake discs	5.7%
% National average	6.5%
% Top 100	12.2%
Difference amount vs national	-16
Difference sales vs national average	-£4,939
Difference sales vs top	-£26,671



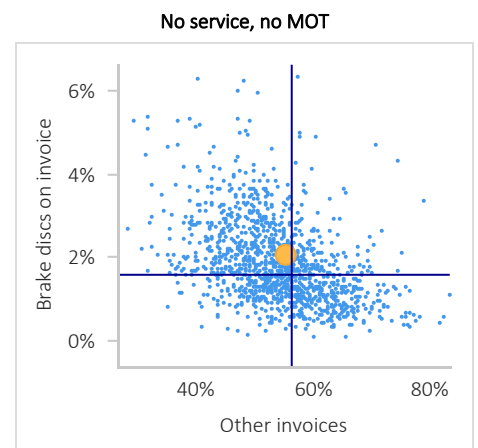
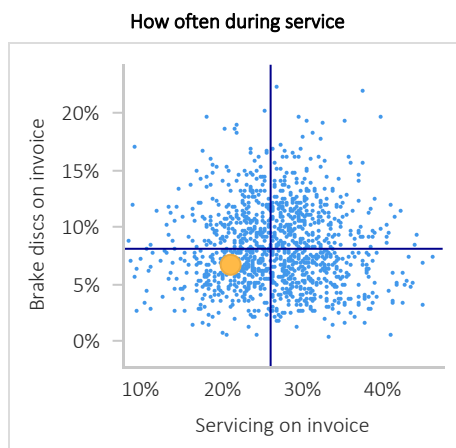
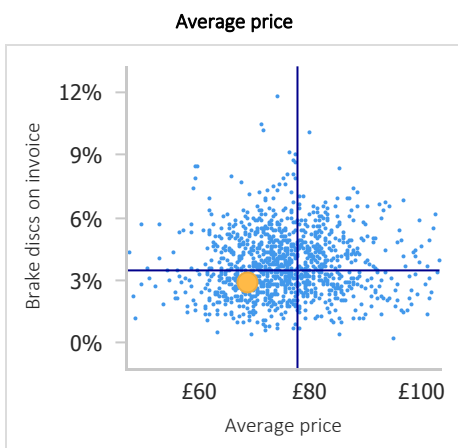
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoiced with brake discs	110	36	12
% of total invoices	2.9%	3.5%	3.4%
% invoices nationwide	3.5%	3.4%	3.2%
How often during service	6.6%	7.7%	4.6%
How often during MOT nationwide	8.1%	8.2%	8.5%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles with replaced brake discs	127	80	108	134	109
% Of all cars sold with new brake discs	8.5%	5.7%	6.7%	7.5%	5.7%

Total invoiced with brake discs



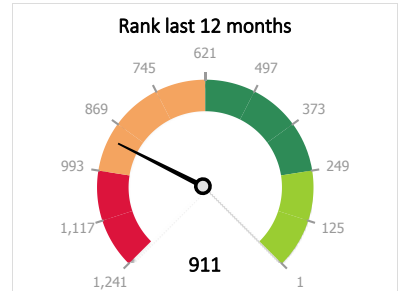
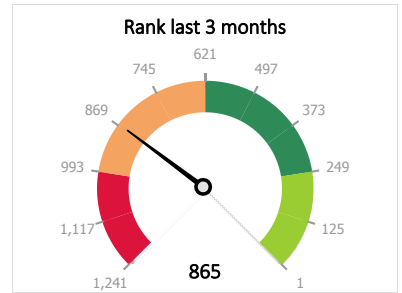
% invoices with brake disk replacement



Brake fluid

1/Jan/2021 till 31/Dec/2021

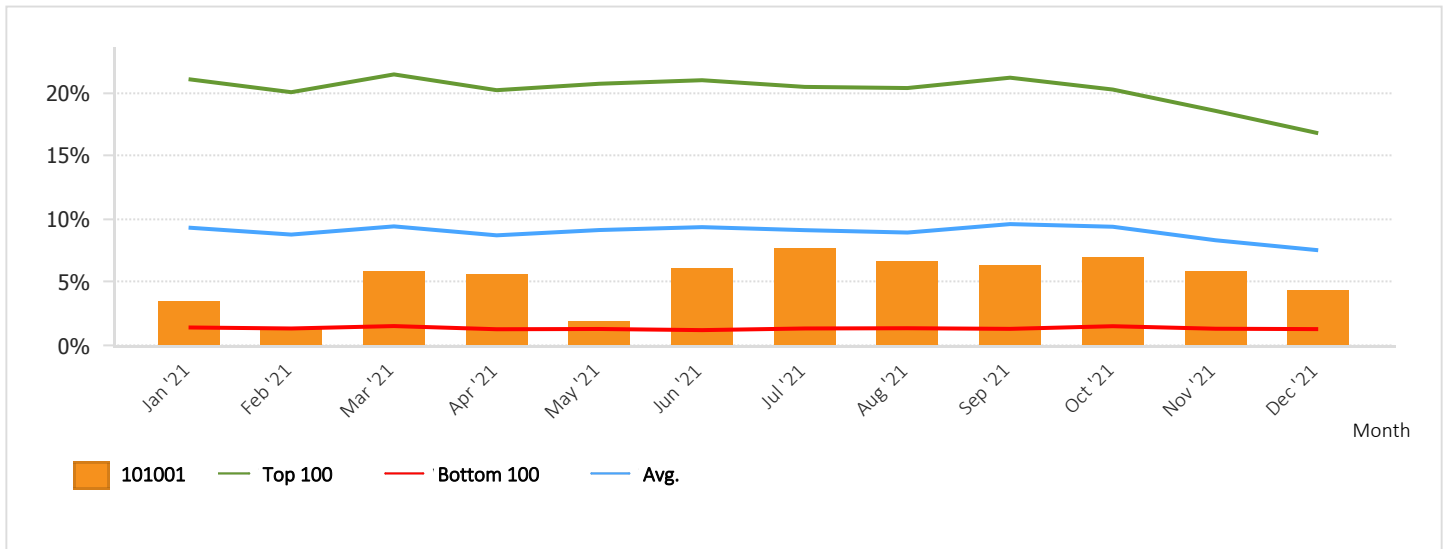
Number of cars with workshop invoice	1,927
Number of vehicles with replaced brake fluid	188
% Of all cars sold with new brake fluid	9.8%
% National average	17.2%
% Top 100	33.6%
Difference amount vs national	-143
Difference number vs top	-460



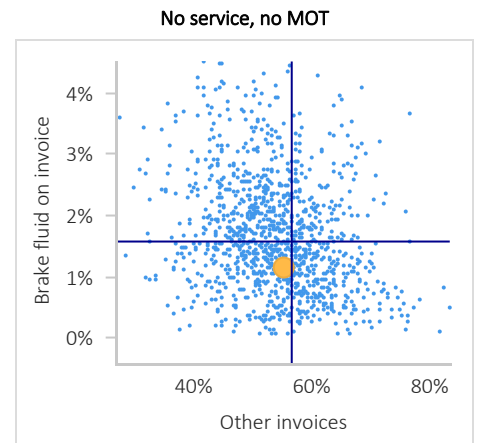
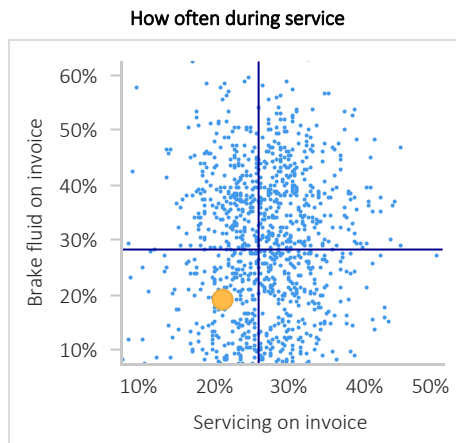
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with brake fluid	190	58	15
% of total invoices	5.0%	5.7%	4.2%
% invoices nationwide	9.1%	8.4%	7.6%
How often during service	18.9%	20.6%	18.5%
How often during MOT nationwide	28.3%	27.7%	27.0%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles with replaced brake fluid	163	107	201	199	188
% Of all cars sold with new brake fluid	10.9%	7.6%	12.5%	11.1%	9.8%

Total invoices with brake fluid



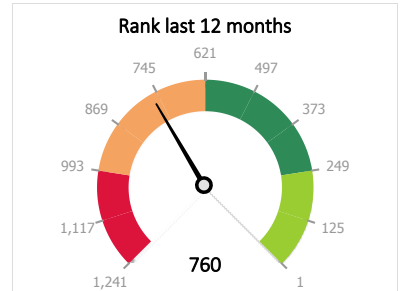
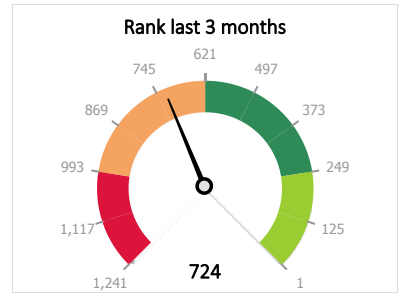
% of all invoices with brake fluid replaced



Washer fluid

1/Jan/2021 till 31/Dec/2021

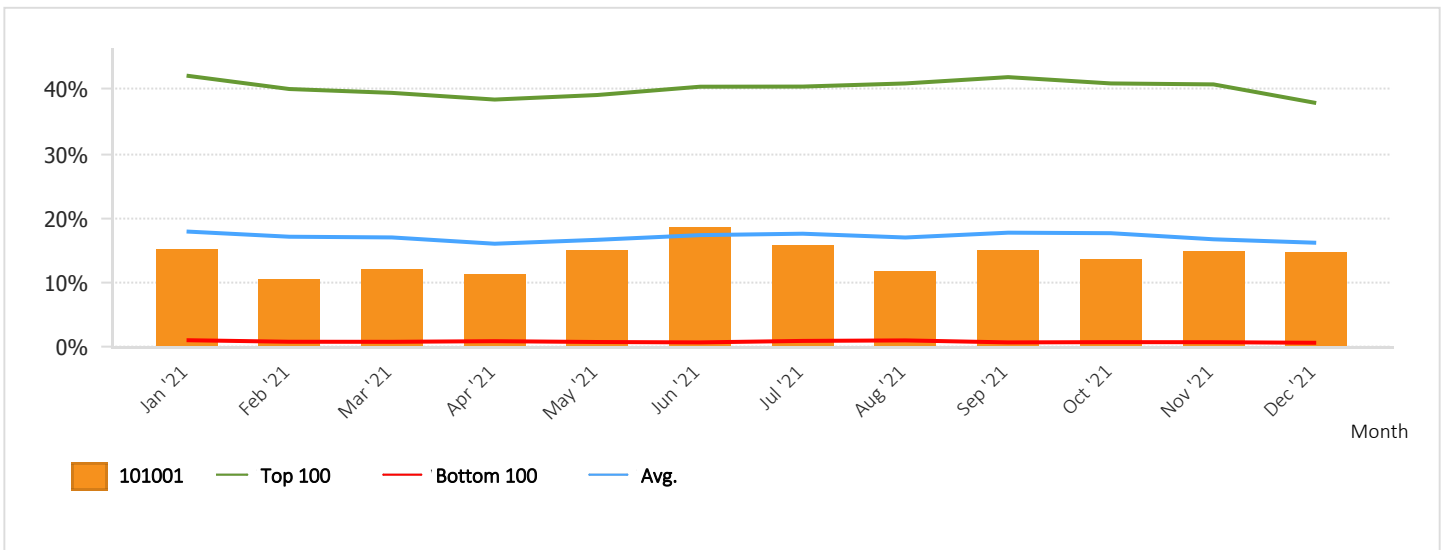
Number of cars with workshop invoice	1,927
Number of vehicles replaced with washer fluid	491
Turnover washer fluid	£2,659
Cost of ownership per year per car	£1.38
National average	£1.04
Top 100	£3.01
% of all cars with windscreen washer fluid replaced	25.5%
% National average	30.5%
% Top 100	65.1%
Difference amount vs national	-96
Difference sales vs national average	£663
Difference sales vs top	-£3,138



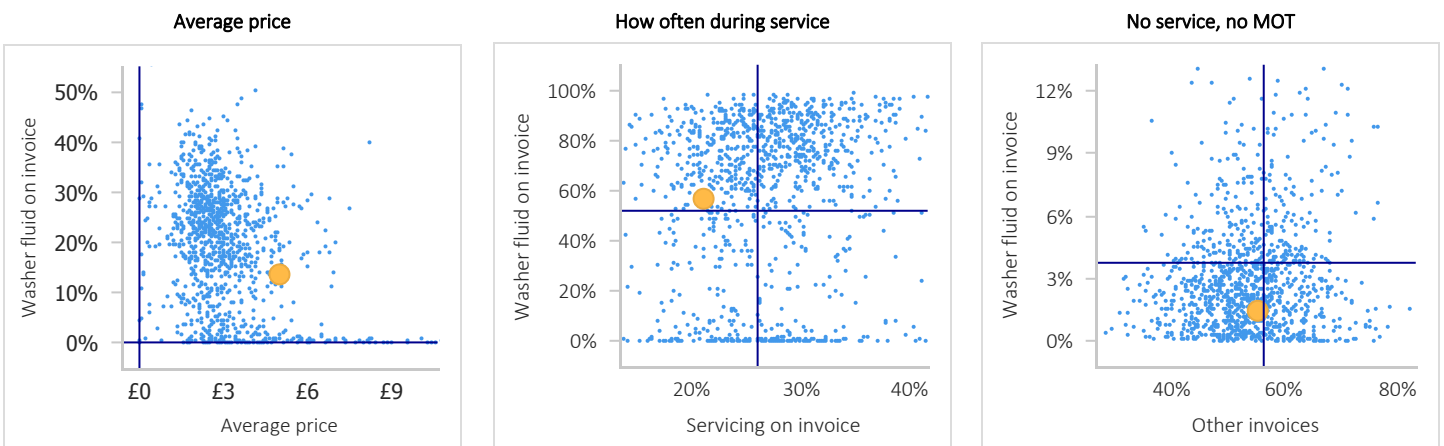
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with washer fluid	519	147	54
% of total invoices	13.7%	14.4%	15.1%
% invoices nationwide	17.2%	16.8%	16.3%
How often during service	57.1%	60.3%	66.2%
How often during MOT nationwide	52.2%	52.4%	53.1%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with washer fluid	285	380	387	412	491
% of all cars with windscreen washer fluid replaced	19.1%	27.0%	24.1%	23.0%	25.5%

Total invoices with washer fluid



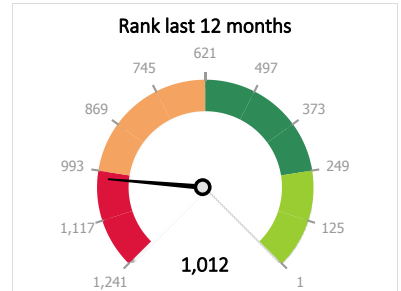
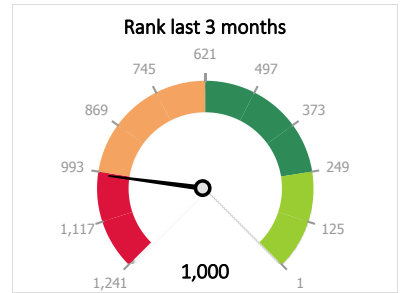
% invoices with windscreen washer fluid replaced



Windscreen wipers

1/Jan/2021 till 31/Dec/2021

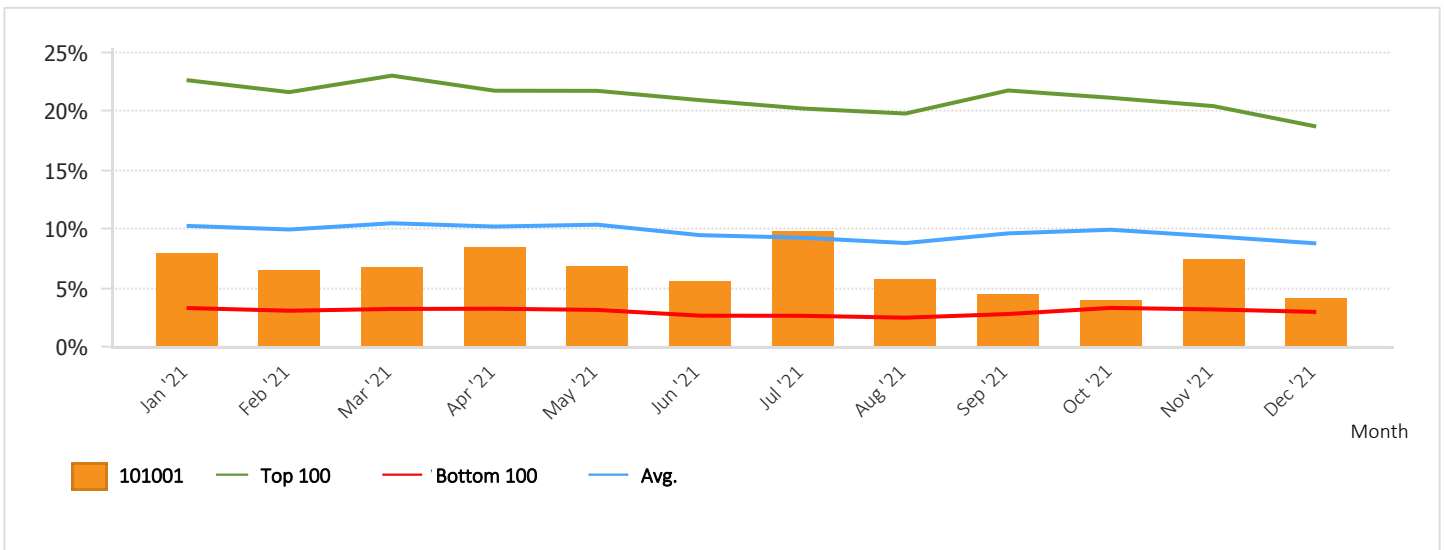
Number of cars with workshop invoice	1,927
Number of vehicles replaced with windscreen wipers	216
Turnover windscreen wipers	£7,743
Cost of ownership per year per car	£4.02
National average	£6.82
Top 100	£14.84
% of all cars with replaced wipers	11.2%
% National average	18.1%
% Top 100	34.7%
Difference amount vs national	-134
Difference sales vs national average	-£5,404
Difference sales vs top	-£20,847



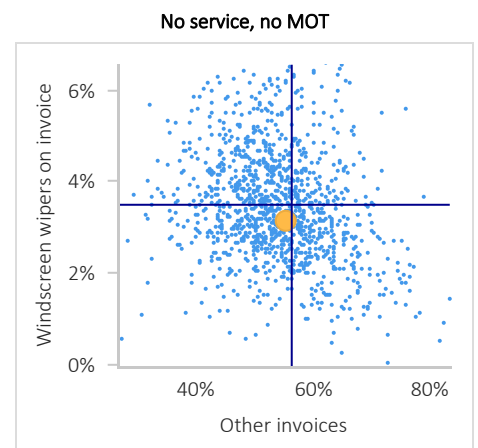
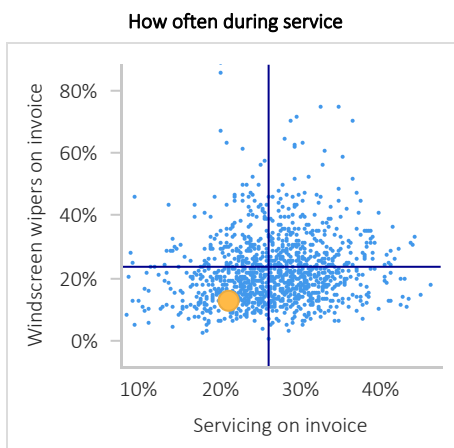
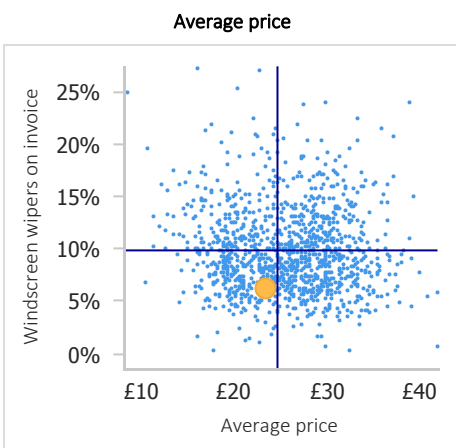
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with windscreen wipers	235	52	15
% of total invoices	6.2%	5.1%	4.2%
% invoices nationwide	9.8%	9.3%	8.9%
How often during service	13.3%	12.0%	12.3%
How often during MOT nationwide	23.7%	23.4%	23.0%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with windscreen wipers	148	193	161	208	216
% of all cars with replaced wipers	9.9%	13.7%	10.0%	11.6%	11.2%

Total invoices with windscreen wipers



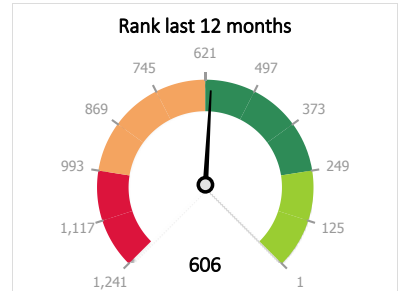
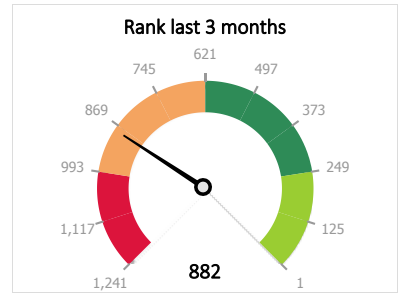
% of all invoices with wipers replaced



Steering wheel parts

1/Jan/2021 till 31/Dec/2021

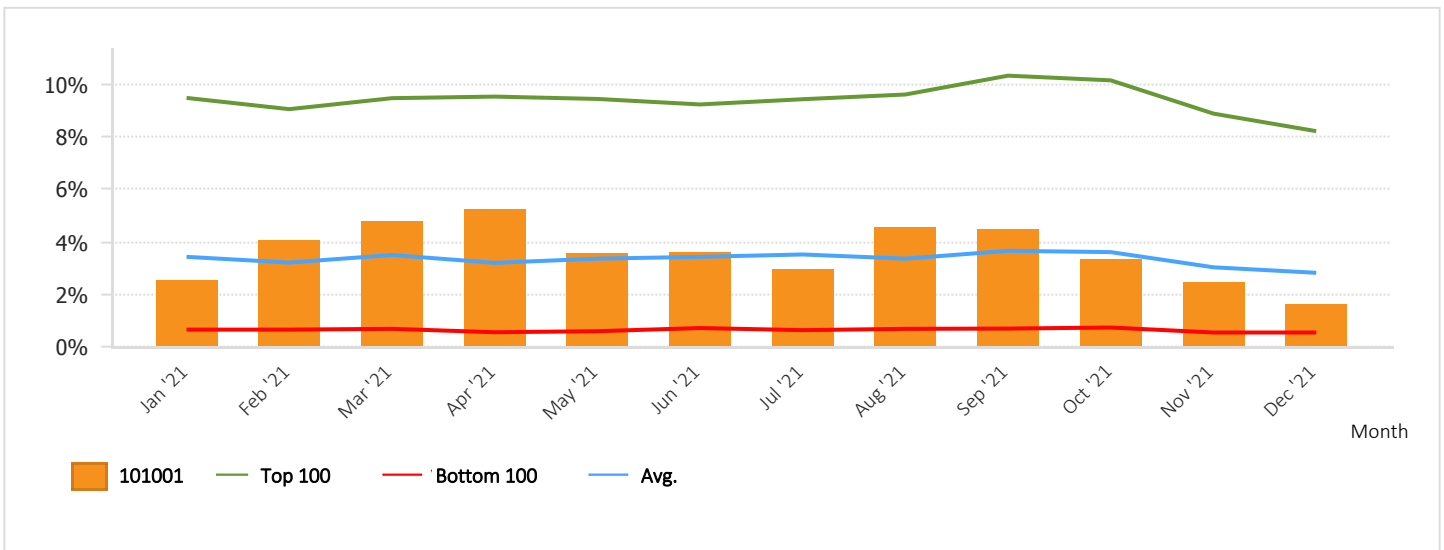
Number of cars with workshop invoice	1,927
Number of vehicles replaced with steering wheel parts	132
Turnover steering wheel parts	£7,350
Cost of ownership per year per car	£3.81
National average	£4.29
Top 100	£11.72
% of all cars with replaced steering parts	6.9%
% National average	6.2%
% Top 100	13.7%
Difference amount vs national	13
Difference sales vs national average	-£913
Difference sales vs top	-£15,225



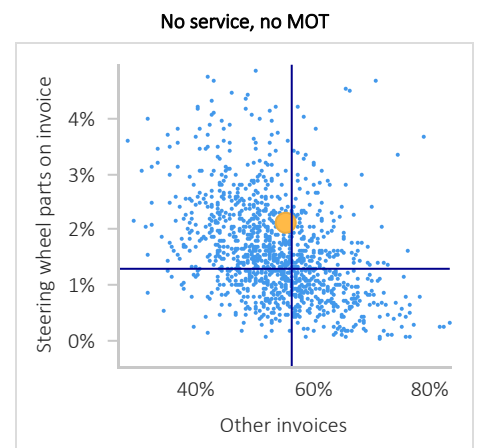
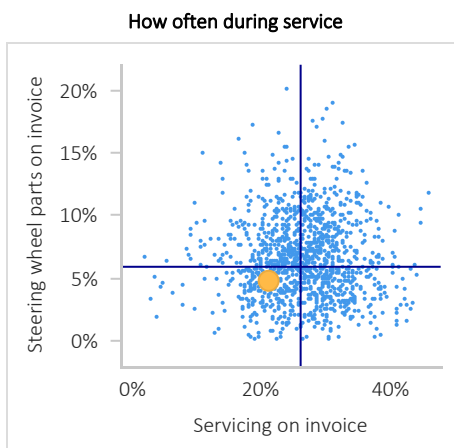
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with steering wheel parts	136	25	6
% of total invoices	3.6%	2.5%	1.7%
% invoices nationwide	3.4%	3.1%	2.9%
How often during service	4.9%	4.3%	4.6%
How often during MOT nationwide	6.0%	5.9%	5.7%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with steering wheel parts	123	111	139	101	132
% of all cars with replaced steering parts	8.3%	7.9%	8.7%	5.6%	6.9%

Total invoices with steering wheel parts



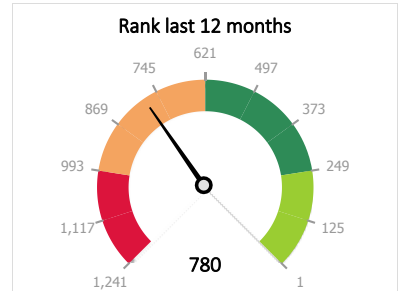
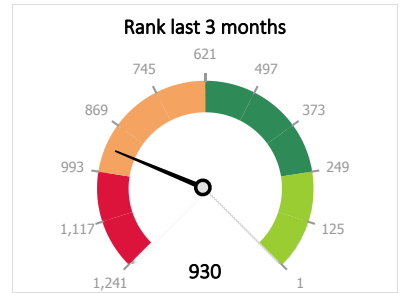
% invoices with replaced steering parts



Exhausts

1/Jan/2021 till 31/Dec/2021

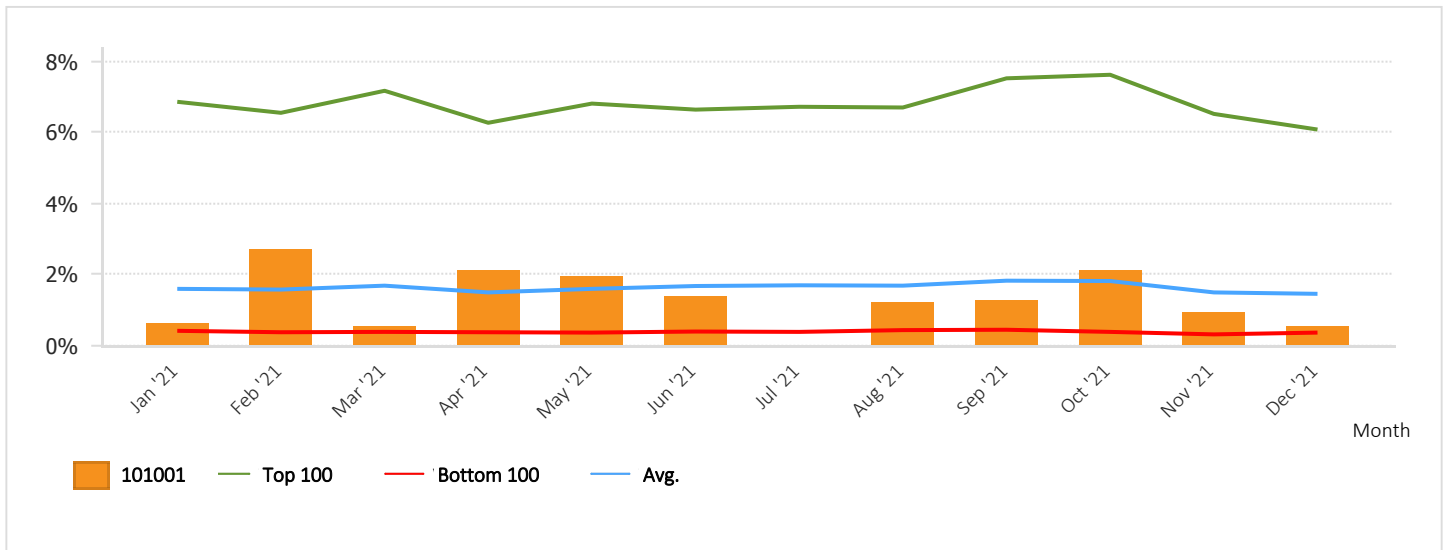
Number of cars with workshop invoice	1,927
Number of vehicles replaced with exhausts	48
Turnover exhausts	£9,560
Cost of ownership per year per car	£4.96
National average	£5.52
Top 100	£14.83
% of all cars with replaced exhaust pipes	2.5%
% National average	3.0%
% Top 100	9.5%
Difference amount vs national	-9
Difference sales vs national average	-£1,083
Difference sales vs top	-£19,009



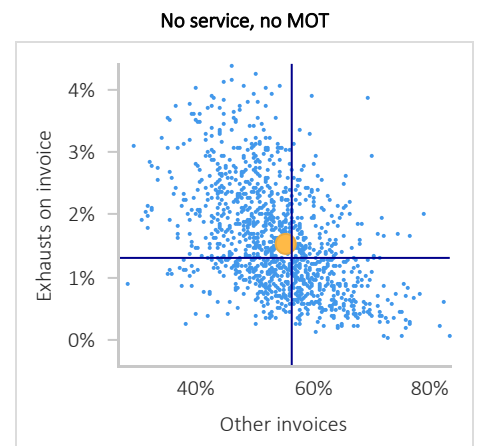
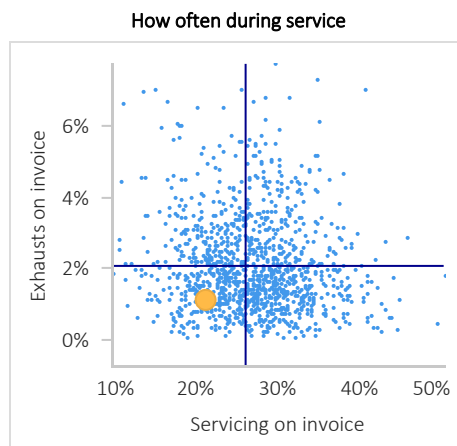
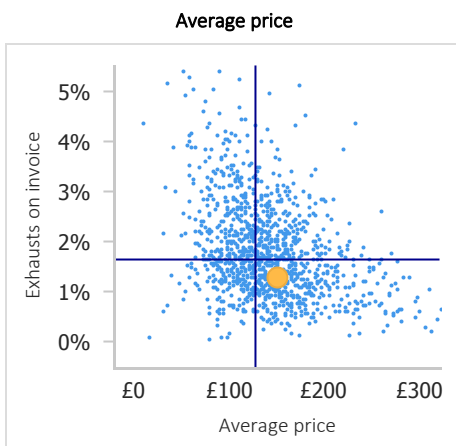
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Total invoices with exhausts	49	12	2
% of total invoices	1.3%	1.2%	0.6%
% invoices nationwide	1.6%	1.6%	1.5%
How often during service	1.1%	1.0%	0.0%
How often during MOT nationwide	2.1%	2.1%	2.1%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of vehicles replaced with exhausts	61	36	34	44	48
% of all cars with replaced exhaust pipes	4.1%	2.6%	2.1%	2.5%	2.5%

Total invoices with exhausts



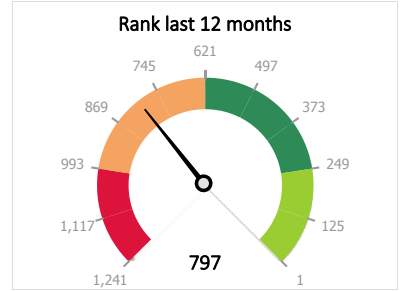
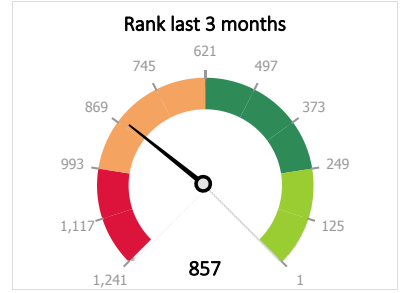
% of all invoices with replaced exhausts



Alignment

1/Jan/2021 till 31/Dec/2021

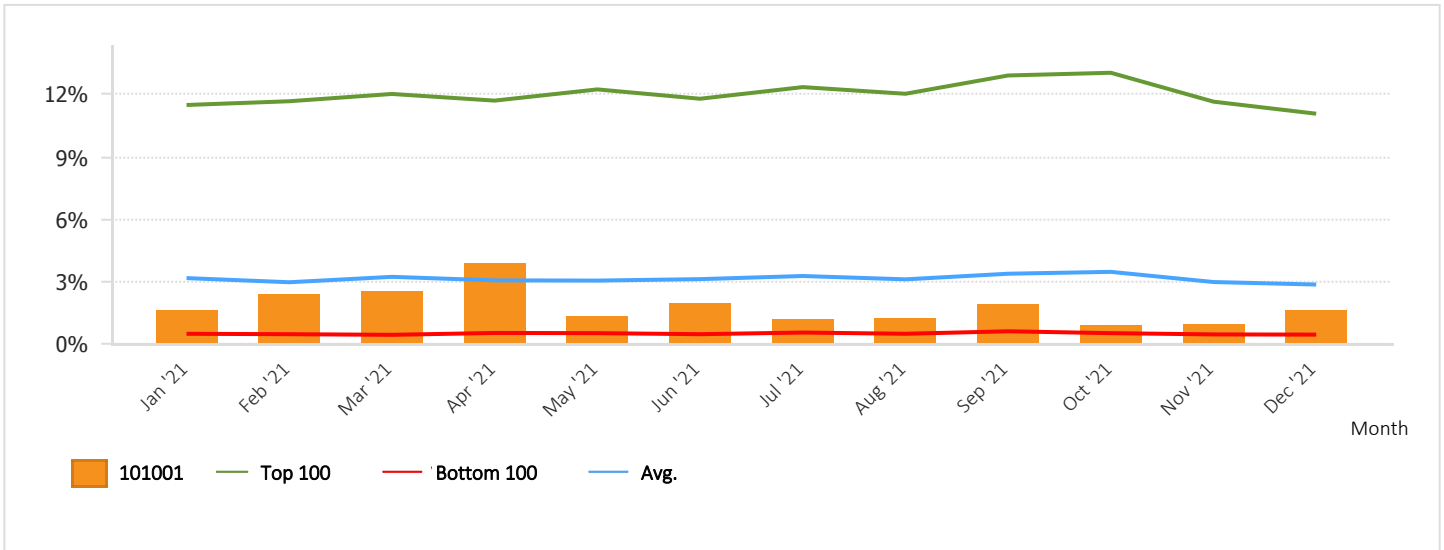
Number of cars with workshop invoice	1,927
Number of cars that are aligned	67
% of all cars that are aligned	3.5%
% National average	5.6%
% Top 100	17.8%
Difference amount vs national	-41
Difference number vs top	-275



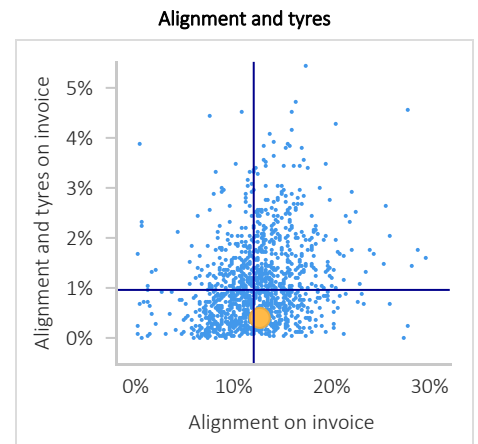
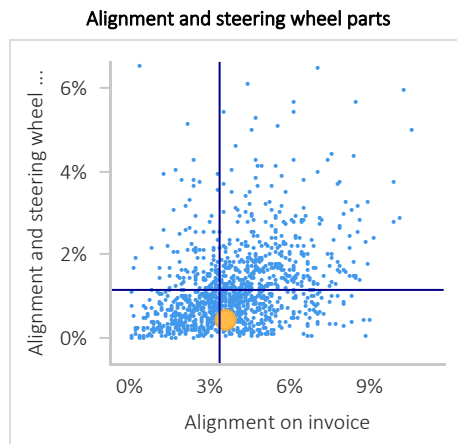
	Year	3 Mnts	Previous month
Total number of invoices	3,777	1,020	357
Number of invoices with alignment	69	12	6
% of total invoices	1.8%	1.2%	1.7%
% invoices nationwide	3.2%	3.1%	2.9%
How often during service	1.1%	1.0%	3.1%
How often during MOT nationwide	4.9%	4.9%	4.8%

Year	2017	2018	2019	2020	2021
Number of cars with workshop invoice	1,498	1,411	1,605	1,800	1,928
Number of cars that are aligned	55	30	83	75	67
% of all cars that are aligned	3.7%	2.1%	5.2%	4.2%	3.5%

Number of invoices with alignment



% invoices with the car aligned



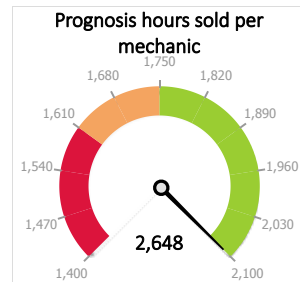
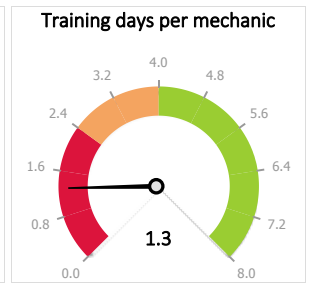
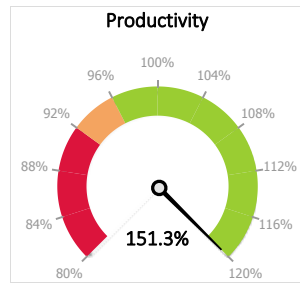
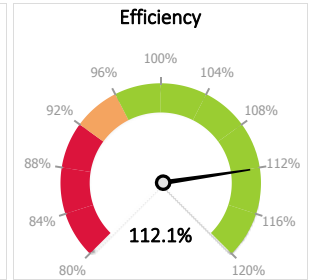
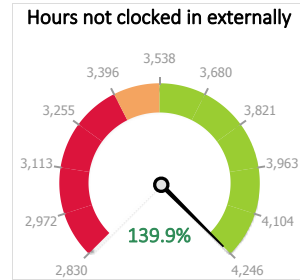
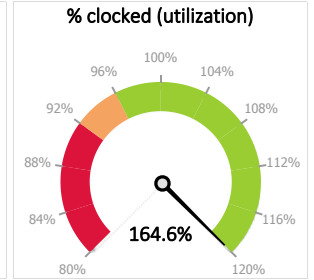
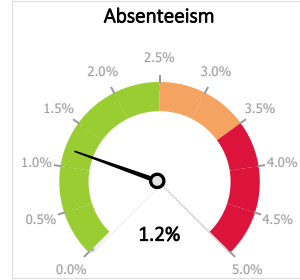


Overview clocking and capacity

For companies that do not clock or do not do so consistently, the following pages may appear empty or only partially filled.

Capacity

Time period	YTD	3 Mnts	Week
1) Gross disposable (gross hours)	4,184	1,056	720
2) Total overtime	0	0	0
3) Ill	50	0	0
4) Training course	21	13	13
5) Leave	575	111	8
6) Absence in hours(B) (3+4+5)	646	123	21
7) Net available (1-3-4-5)	3,538	933	700
8) Net available (as mechanic)	3,538	933	700
9) Customer clocked this period	4,948	1,212	795
10) Internally clocked this period	873	183	122
11) Justified by the technicians	5,822	1,395	917
12) Logged yes / no (utilisation rate)(11/7)	164.6%	149.6%	131.1%
13) Occupancy WO (clocked at WO) (12/8)	139.9%	129.9%	113.6%
14) Hours sold (based on invoice)	5,353.7	1,327.5	853.0
15) Efficiency	112.1%	115.3%	113.2%
16) Productivity (9/8)	151.3%	142.3%	121.9%
17) Income from labour per mechanic	£266,031	£64,716	£4,712
18) Productive hourly labour (17/8)	£75	£69	£60
19) Prognosis hours per year	5,354	5,149	4,852
20) Specified hourly labour	£65	£65	£65
21) Total sales	£741,103	£197,855	£130,861



Number of mechanics



2.0

Productive hourly labour



£75

Revenue per mechanic
(Prognosis)



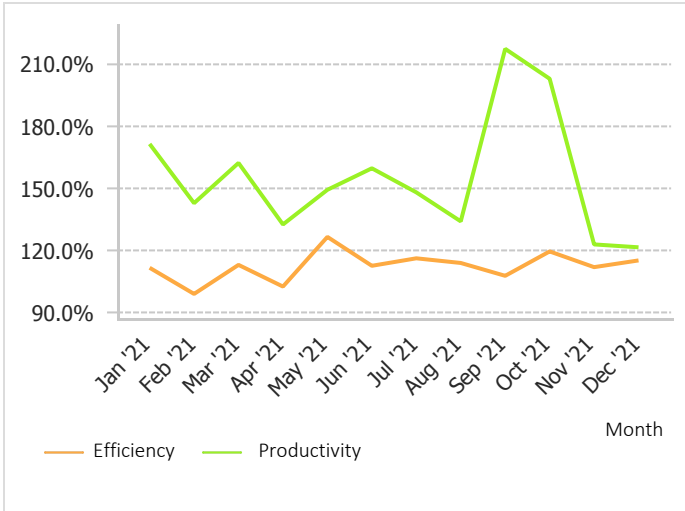
£366,571

Capacity

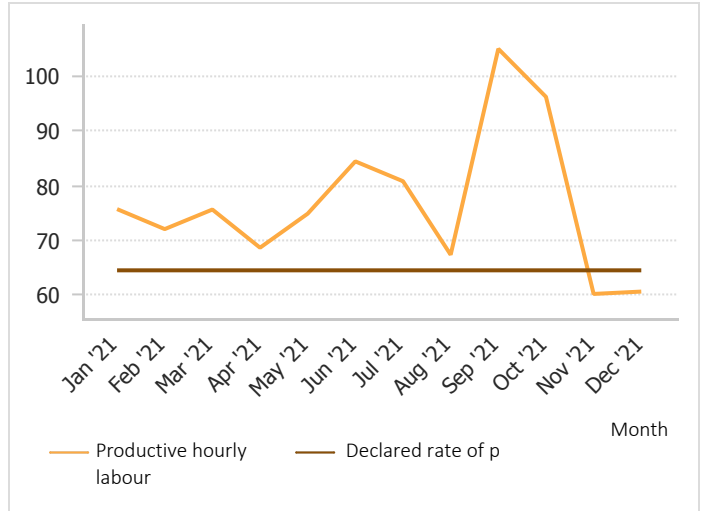
Mechanic	Billable hours on WOs invoiced	Hours sold (based on invoice)	Efficiency	Difference	Labour	Parts	Ratio labour/parts
Dnlxb Qaluknbq	1409:00	1232:12	87.5%	-176:47	£69,715	£102,452	40.5%
Euyv wiyisjc	00:00	775:24		775:24	£27,820	£91,129	23.4%
Ikpkw Haweh	07:50	07:56	101.4%	00:06	£443	£502	46.8%
Jublj Iksg	114:29	86:25	75.5%	-28:04	£3,959	£10,315	27.7%
Kagnxi	1405:33	1503:53	107.0%	98:19	£74,399	£121,017	38.1%
Pkuwczx Anuydntv	494:55	481:26	97.3%	-13:28	£25,967	£42,491	37.9%
Wiow Gmykwx	1345:08	1266:23	94.1%	-78:44	£63,729	£107,165	37.3%

Time Recording

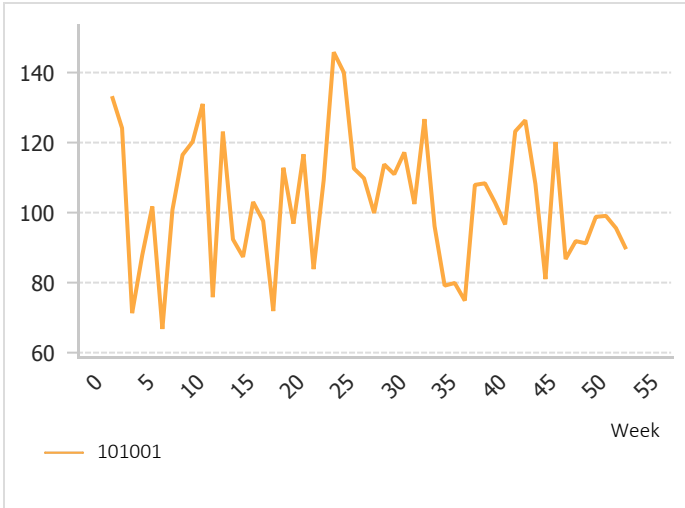
Where are my (clocked) hours?



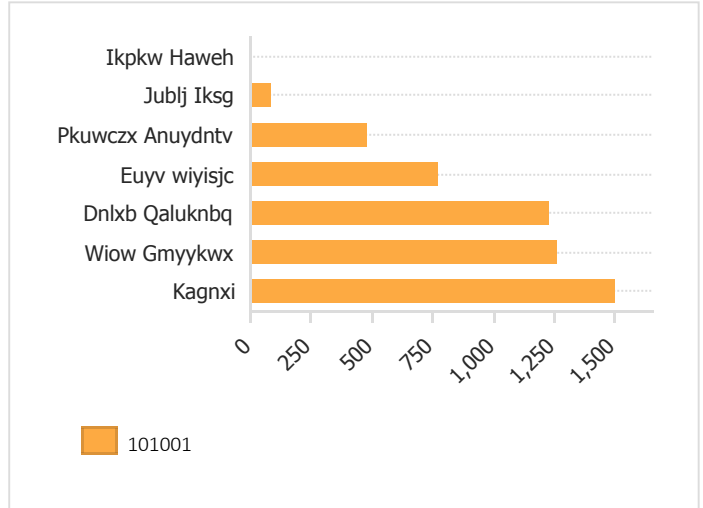
Declared rate of pay



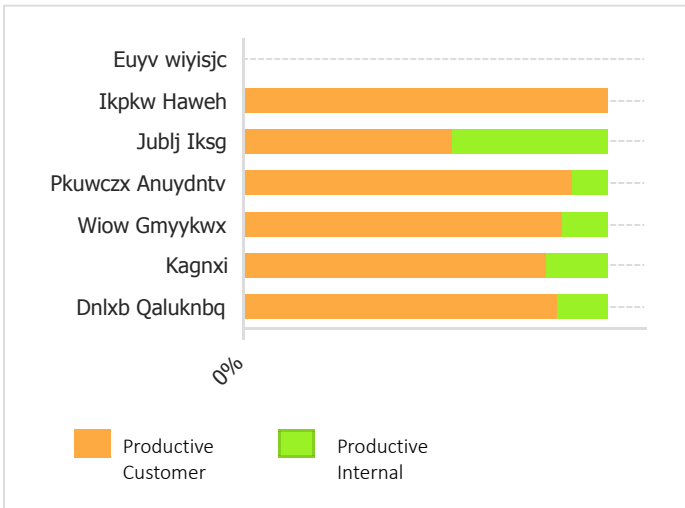
Hours sold per week (YTD)



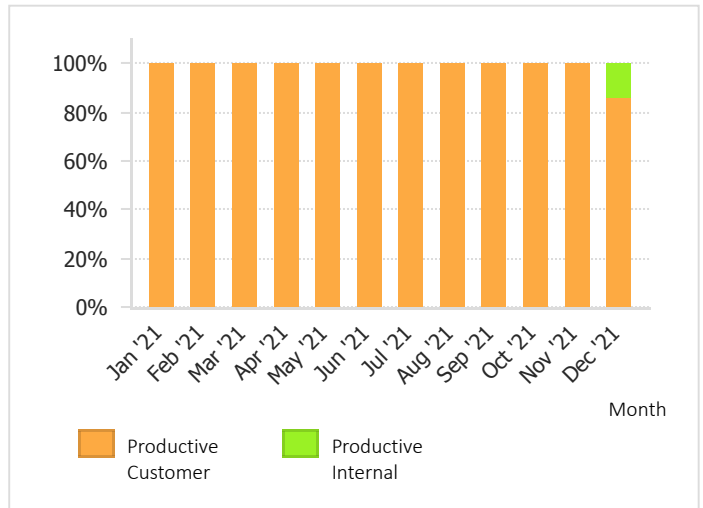
Hours sold per mechanic (YTD)



Internal hours and customer per mechanic (YTD)



Internal hours and customer hours past 12 months per month



Clocked hours: hour category customer vs hour category

WESP

YTD

Hour category Customer	Non-productive	Pause	Productive Internal	Productive Customer	Leave (training)	Leave	Leave (public holiday)	Leave (medical)	Leave (other)	Leave (ill)	Total
Band Reparatie		04:00	39:27								43:28
Diagnose Stellen		00:21		04:18							04:40
Feestdag Verlof							64:00				64:00
Klant Halen/Wegbrengen		01:37		09:38							11:15
Klantwerk		736:32		4912:43							5649:16
Lamp Vervangen		03:48	23:02								26:50
Medisch Verlof		00:07	07:05					48:00			55:13
Onderdelen Halen			04:06								04:06
Onderdelen Ophalen				01:23							01:23
Oph.-Wegbr. Na Factuuract			00:00								00:00
Overig Verlof								02:00	03:30		05:30
Receptie Vervangen Rene		07:13	36:26								43:39
Service Verlenen Buiten		06:18	64:46								71:04
Steekproef		03:22		17:36							20:58
Training					21:00						21:00
Uitlezen Auto		01:53	16:23								18:16
Verlof						507:00					507:00
Werkpl. Opruimen Alg.		93:34	682:08								775:43
Werkplek Opruimen		00:16		02:33							02:49
Total		859:05	873:26	4948:12	21:00	507:00	64:00	50:00	03:30		7326:15

Clock and productivity per month

YTD

Month	Jan	Feb	Mar	Apr	May	June	July	Aug
1) Gross disposable (gross hours)	336	320	368	352	344	352	352	352
2) Total overtime	0	0	0	0	0	0	0	0
3) Ill	0	0	48	0	0	0	2	0
4) Training course	0	0	0	4	0	5	0	0
5) Leave	94	50	10	48	48	6	24	25
6) Absence in hours(B) (3+4+5)	94	50	58	52	48	11	26	25
7) Net available (1-3-4-5)	243	270	310	300	296	342	326	328
8) Net available (as mechanic)	243	270	310	300	296	342	326	328
9) Customer clocked this period	380	402	481	392	377	481	450	403
10) Internally clocked this period	52	80	71	66	52	100	103	107
11) Justified by the technicians	432	482	553	458	430	580	553	510
12) Logged yes / no (utilisation rate)(11/7)	178.0%	178.4%	178.2%	152.6%	145.4%	169.9%	169.6%	155.8%
13) Occupancy WO (clocked at WO) (12/8)	156.5%	148.8%	155.3%	130.6%	127.7%	140.7%	138.1%	123.1%
14) Hours sold (based on invoice)	415.9	385.3	503.0	397.0	440.9	545.3	482.3	438.4
15) Efficiency	111.3%	98.6%	112.7%	102.2%	126.3%	112.3%	115.9%	113.6%
16) Productivity (9/8)	171.5%	142.7%	162.3%	132.4%	149.2%	159.7%	148.0%	133.9%
17) Income from labour per mechanic	£18,354	£19,449	£23,438	£20,591	£22,118	£28,824	£26,333	£22,056
18) Productive hourly labour (17/8)	£76	£72	£75	£69	£75	£84	£81	£67
19) Prognosis hours per year	416	385	503	397	441	545	482	438
20) Specified hourly labour	£65	£65	£65	£65	£65	£65	£65	£65
21) Total turnover	£52,031	£56,870	£65,121	£56,804	£56,515	£73,929	£63,938	£58,558

Month	Sept	Oct	Nov	Dec	Total
1) Gross disposable (gross hours)	352	336	352	368	4,184
2) Total overtime	0	0	0	0	0
3) Ill	0	0	0	0	50
4) Training course	0	0	8	5	21
5) Leave	160	103	0	8	575
6) Absence in hours(B) (3+4+5)	160	103	8	13	646
7) Net available (1-3-4-5)	192	234	344	356	3,538
8) Net available (as mechanic)	192	234	344	356	3,538
9) Customer clocked this period	370	417	402	393	4,948
10) Internally clocked this period	59	61	72	50	873
11) Justified by the technicians	430	478	473	444	5,822
12) Logged yes / no (utilisation rate)(11/7)	223.8%	204.8%	137.6%	124.8%	164.6%
13) Occupancy WO (clocked at WO) (12/8)	193.0%	178.7%	116.8%	110.6%	139.9%
14) Hours sold (based on invoice)	418.1	474.5	421.9	431.0	5,353.7
15) Efficiency	107.4%	119.2%	111.6%	114.9%	112.1%
16) Productivity (9/8)	217.7%	203.2%	122.7%	121.2%	151.3%
17) Income from labour per mechanic	£20,153	£22,460	£20,705	£21,550	£266,031
18) Productive hourly labour (17/8)	£105	£96	£60	£61	£75
19) Prognosis hours per year	418	474	422	431	5,354
20) Specified hourly labour	£65	£65	£65	£65	£65
21) Total turnover	£59,482	£66,995	£63,955	£66,906	£741,103

Clock and productivity per technician

YTD

Mechanic	Dnlxb Qalu	Euyv wiyisjc	lkpkw Haw	Jublj lksg	Kagnxi	Pkuwczx An	Wiow Gmy
1)Gross disposable (gross hours)	2,088	0	8	0	2,088	0	0
2) Total overtime	0	0	0	0	0	0	0
3) Ill	2	0	0	0	48	0	0
4) Training course	9	0	0	0	13	0	0
5) Leave	349	0	0	0	222	0	4
6) Absence in hours(B) (3+4+5)	359	0	0	0	283	0	4
7) Net available (1-3-4-5)	1,729	0	8	0	1,806	0	0
8) Net available (as mechanic)	1,729	0	8	0	1,806	0	0
9) Customer clocked this period	1,472	0	8	123	1,452	518	1,375
10) Internally clocked this period	236	0	0	91	296	56	194
11) Justified by the technicians	1,709	0	8	214	1,748	574	1,568
12) Logged yes / no (utilisation rate)(11/7)	98.8%		104.5%		96.8%		-39,210.6%
13) Occupancy WO (clocked at WO) (12/8)	85.1%		104.5%		80.4%		-34,372.8%
14) Hours sold (based on invoice)	1,232.2	775.4	7.9	86.4	1,503.9	481.4	1,266.4
15) Efficiency	87.5%		101.4%	75.5%	107.0%	97.3%	94.1%
16) Productivity (9/8)	71.3%		105.9%		83.3%		0.0%
17) Income from labour per mechanic	£69,715	£27,820	£443	£3,959	£74,399	£25,967	£63,729
18) Productive hourly labour (17/8)	£40		£59		£41		-£15,932
19) Prognosis hours per year	1,232	775	8	86	1,504	481	1,266
20) Specified hourly labour	£65	£65	£65	£65	£65	£65	£65
21) Total sales	£172,166	£118,950	£945	£14,274	£195,417	£68,457	£170,894

Clocking times

YTD

Mechanic	Hour category	Month	jan.	feb.	mar.	apr.	may	june	july	aug.	sept.	oct.	nov.	dec.	Total
Dnlxb Qaluknbq			04:27	07:26	08:09	07:31	08:42	08:15	09:58	08:38	03:15	07:22	08:02	11:41	93:33
Dnlxb Qaluknbq	Band Reparatie		00:18		00:45	00:24	00:50		00:17	04:09	00:12	01:20	00:16	00:13	08:50
Dnlxb Qaluknbq	Diagnose Stellen				02:45			00:58					00:34		04:18
Dnlxb Qaluknbq	Feestdag Verlof					16:00	16:00								32:00
Dnlxb Qaluknbq	Klant Halen/Wegbrengen								00:00					01:58	01:59
Dnlxb Qaluknbq	Klantwerk		50:51	90:50	162:15	125:23	129:13	149:14	149:57	111:13	59:09	128:35	146:03	149:20	1452:09
Dnlxb Qaluknbq	Lamp Vervangen			00:43		00:07	00:08	00:10	00:28			00:10	02:14	01:37	05:42
Dnlxb Qaluknbq	Medisch Verlof			02:48						01:16					04:04
Dnlxb Qaluknbq	Onderdelen Halen				00:41		00:00	00:09		00:48			00:09		01:48
Dnlxb Qaluknbq	Onderdelen Ophalen					00:00				00:00				00:00	00:00
Dnlxb Qaluknbq	Overig Verlof								02:00	02:00					04:00
Dnlxb Qaluknbq	Receptie Vervangen Rene		00:05						00:11	13:07	00:00				13:24
Dnlxb Qaluknbq	Service Verlenen Buiten		00:38	02:25	02:01	04:01	00:43	03:42	01:55	05:17	00:37	03:43	01:56	06:34	33:38
Dnlxb Qaluknbq	Steekproef				01:17	01:23	00:28	00:51	00:56	02:02	00:22	01:28		02:19	11:11
Dnlxb Qaluknbq	Training					04:00							04:30		08:30
Dnlxb Qaluknbq	Uitlezen Auto		03:14	01:50		00:30	03:27	00:22		01:10				00:13	10:49
Dnlxb Qaluknbq	Verlof		93:30	50:00		08:00	08:00	04:30	08:00	16:00	104:00	14:30		08:00	314:30
Dnlxb Qaluknbq	Werkpl. Opruimen Alg.		06:04	10:23	12:12	13:07	09:22	19:47	10:29	19:37	13:08	18:47	14:15	10:47	158:04
Dnlxb Qaluknbq	Werkplek Opruimen		02:33												02:33
Dnlxb Qaluknbq	Total		161:42	166:28	190:09	180:30	176:56	188:03	184:15	185:23	180:46	176:00	173:32	197:17	2161:08
lkpkw Haweh							00:00								00:00
lkpkw Haweh	Klantwerk						07:50								07:50
lkpkw Haweh	Total		00:00	00:00	00:00	00:00	07:50	00:00	00:00	00:00	00:00	00:00	00:00	00:00	07:50
JublJ Iksg				01:46	03:55	06:09	09:51	07:25	03:17		00:00	06:05	03:12	02:24	44:09
JublJ Iksg	Band Reparatie											00:04	02:35	00:08	02:48
JublJ Iksg	Feestdag Verlof					00:00	00:00								00:00
JublJ Iksg	Klant Halen/Wegbrengen			07:38											07:38
JublJ Iksg	Klantwerk			02:55			17:52	12:41	06:21			15:01	35:27	25:02	115:22
JublJ Iksg	Lamp Vervangen											00:13			00:13
JublJ Iksg	Werkpl. Opruimen Alg.			08:08		07:24	07:46	18:47	22:51		00:00	06:35	10:30	06:16	88:21
JublJ Iksg	Total		00:00	20:29	03:55	13:34	35:30	38:54	32:30	00:00	00:00	28:00	51:46	33:52	258:34
Kagnxi			05:49	07:24	04:10	06:39	06:33	07:52	06:57	07:05	04:52	04:11	06:35	08:46	76:57
Kagnxi	Band Reparatie			00:22	00:56	00:17	00:52		02:01	00:20	00:03			00:49	05:43
Kagnxi	Feestdag Verlof					16:00	16:00								32:00
Kagnxi	Klantwerk		135:16	122:41	102:48	113:06	119:16	137:47	122:42	136:43	99:18	64:51	137:00	156:12	1447:45
Kagnxi	Lamp Vervangen						00:00	00:00					00:17		00:17
Kagnxi	Medisch Verlof				49:47										49:47
Kagnxi	Onderdelen Halen			00:19						00:31				00:22	01:13
Kagnxi	Onderdelen Ophalen							00:25							00:25
Kagnxi	Overig Verlof							01:30							01:30
Kagnxi	Receptie Vervangen Rene		00:07												00:07
Kagnxi	Service Verlenen Buiten		00:41	02:28		01:03	00:46	01:49	02:02	01:38	01:41	00:50	03:36	00:12	16:48
Kagnxi	Steekproef		00:29					00:44	00:24		00:41	00:55		00:29	03:45
Kagnxi	Training							04:30					08:00		12:30
Kagnxi	Uitlezen Auto			00:05		00:14	01:23	00:24							02:08
Kagnxi	Verlof				08:00	08:00	08:00		16:00	04:30	56:00	88:00			188:30
Kagnxi	Werkpl. Opruimen Alg.		19:38	28:04	19:55	23:01	19:27	28:51	29:11	29:50	17:07	11:10	22:35	19:01	267:54
Kagnxi	Total		162:01	161:26	185:36	168:22	172:19	183:56	179:20	180:39	179:44	169:59	178:04	185:53	2107:24
Pkuwczx			16:09	20:13	14:28	11:18	14:24	11:04	06:59	02:35	07:59	18:49	12:10	12:11	148:26
Anuydntv															
Pkuwczx	Feestdag Verlof					00:00	00:00								00:00
Anuydntv															
Pkuwczx	Klant Halen/Wegbrengen								00:00					00:00	00:00
Anuydntv															
Pkuwczx	Klantwerk		58:06	42:21	66:21	30:26	38:53	31:23	25:16	06:23	66:16	63:23	31:32	57:51	518:17
Anuydntv															
Pkuwczx	Receptie Vervangen Rene								11:06	11:48					22:54
Anuydntv															
Pkuwczx	Service Verlenen Buiten		01:47		03:28						00:16				05:33
Anuydntv															
Pkuwczx	Verlof							00:00	00:00					00:00	00:00
Anuydntv															

Clocking times

YTD

Mechanic	Hour category	Month	jan.	feb.	mar.	apr.	may	june	july	aug.	sept.	oct.	nov.	dec.	Total
Pkuwczx Anuydntv	Werkpl. Opruimen Alg.		02:30	03:45	04:42		00:28	05:06			01:40	00:00	05:17	04:08	27:41
Pkuwczx Anuydntv	Total		78:34	66:19	89:01	41:45	53:46	47:34	43:23	20:47	76:13	82:14	49:00	74:11	722:52
Wiow Gmyykwx			02:09	05:05	00:25	02:49	00:46	03:09	02:19	02:32	01:37	01:30	00:53		23:17
Wiow Gmyykwx	Band Reparatie		01:02	00:57	07:26	02:14	00:40	02:07	01:09	01:45	02:45	01:40	00:14		22:05
Wiow Gmyykwx	Feestdag Verlof					00:00	00:00								00:00
Wiow Gmyykwx	Klant Halen/Wegbrengen				00:00										00:00
Wiow Gmyykwx	Klantwerk		131:48	135:10	144:53	121:10	63:43	146:27	144:32	145:47	144:39	142:02	51:01		1371:17
Wiow Gmyykwx	Lamp Vervangen		01:32	00:49	01:00	02:39	00:32	01:40	00:32	01:50	00:53	03:21	01:56		16:48
Wiow Gmyykwx	Medisch Verlof				01:13										01:13
Wiow Gmyykwx	Onderdelen Halen			00:12	00:09			00:29	00:13						01:04
Wiow Gmyykwx	Onderdelen Ophalen				00:57										00:57
Wiow Gmyykwx	Oph.-Wegbr. Na Factuuract		00:00												00:00
Wiow Gmyykwx	Service Verlenen Buiten		00:30	00:54	02:27	00:13		00:09	00:15	01:52	02:22				08:46
Wiow Gmyykwx	Steekproef		00:31			00:20	00:07			00:48		00:51			02:39
Wiow Gmyykwx	Uitlezen Auto			00:22	00:09	00:11		00:22	00:45	00:10	00:41	00:42			03:25
Wiow Gmyykwx	Verlof		00:00		02:00	00:00	00:00			02:00			00:00		04:00
Wiow Gmyykwx	Werkpl. Opruimen Alg.		13:52	15:19	12:15	10:18	05:37	15:35	19:16	11:57	17:46	12:22	05:44		140:06
Wiow Gmyykwx	Total		151:28	158:51	172:57	139:57	71:27	170:00	169:04	168:45	170:46	162:31	59:50	00:00	1595:42
			1107:34	1147:13	1283:21	1088:18	1035:43	1256:58	1217:08	1111:12	1215:03	1237:33	1024:30	982:29	13707:07

Flat rates

YTD

List standard times of your transactions

Category export	Tasks	Number of invoices	Set units	Average amount
VR	Actie Apk - Keuring Benzine Actieaanbieding Apk Afmeldkosten 5.20 Incl Btw	190	0.75	£20
VR	Actie Apk - Keuring Benzine Actieaanbieding Apk Afmeldkosten 5.20 Incl Btw	81	0.75	£21
VR	Actie Apk - Keuring Diesel Actieaanbieding Apk Afmeldkosten 5.20 Incl Btw	2	0.75	£29
VR	Actie Apk - Keuring Diesel Actieaanbieding Apk Afmeldkosten 5.20 Incl Btw	17	0.75	£27
VR	Actie Apk - Keuring Diesel Actieaanbieding Apk Afmeldkosten 5.20 Incl Btw	14	0.75	£25
VR	Apk Kleine Bedrijfswagen/Camper Inclusief Uitlezen Obd	4	1.00	£37
VR	Apk Kleine Bedrijfswagen/Camper Inclusief Uitlezen Obd	7	1.00	£37
VR	Apk Kleine Bedrijfswagen/Camper Inclusief Uitlezen Obd	7	1.00	£37
VR	Gebruik Bosch Diagnose Testcomputer	8	0.00	£21
VR	Remvloeistof Verversen	1	0.35	£37
Totaal		330	0.74	£22

This is a publication of

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