

Hannelore Durieu  
2024-04-18

Vandelanotte  
more than accountants



LEA  
global

# REIMAGINE NOW

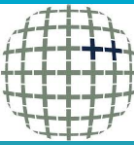
## LEA GLOBAL EUROPEAN REGIONAL CONFERENCE



# Topics



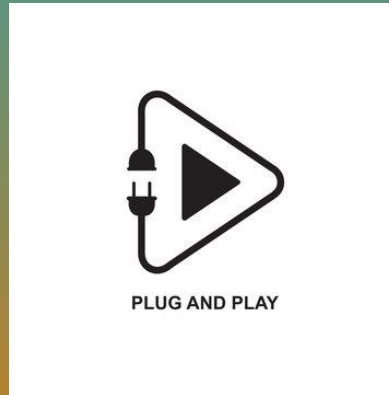
- Finance Reporting
- Accountant of the future
  - Data warehousing
  - Data modelling
  - Data visualization
  - Data analysis



# Finance Reporting

## Plug & Play solutions

- Bookkeeping application is the only data source
  - Financial KPI's
  - Profit and Loss
  - Balance Sheet
  - Cashflow



# Financial KPI visualisation

Revenue  
Ytd

902,034€

YtD - 1

690,219€

Budget

1,002,550€

Gross Margin  
YtD

750,230€

YtD - 1

546,248€

Budget

830,950€

Ebitda  
YtD

152,592€

YtD - 1

-14,009€

Budget

103,650€

Cashposition  
EoM

185,237€

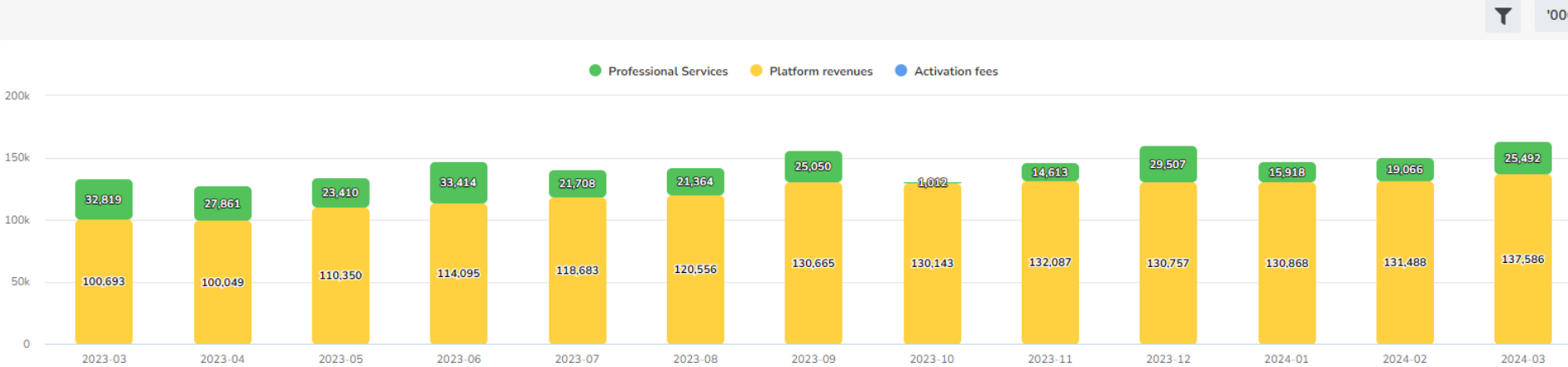
LY

114,742€

LM

55,057€

## Revenue analysis - graphs



COGS

Mth

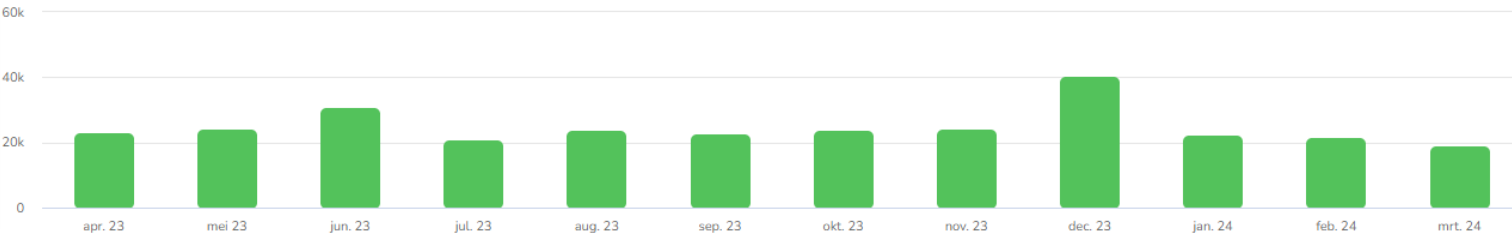
19,119€

YtD

151,804€

Budget YtD

171,600€



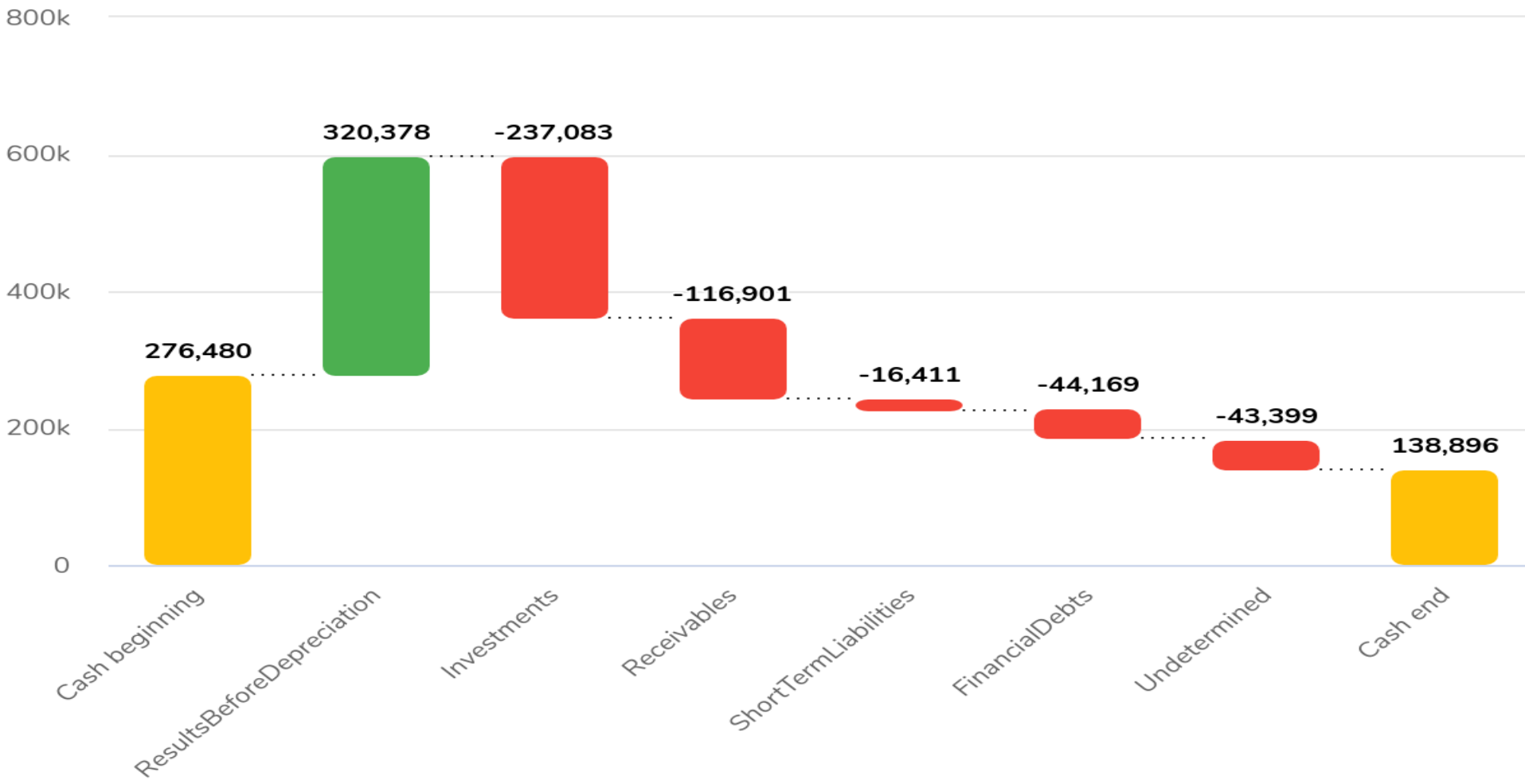
# Profit & Loss

EUR	jan. 23	feb. 23	mrt. 23	apr. 23	mei 23	jun. 23	jul. 23	aug. 23	sep. 23	okt. 23	nov. 23	dec. 23	2023 FY
Sales	7,352,519	7,603,106	8,065,922	7,066,935	7,385,856	8,025,205	6,325,922	6,414,135	7,463,741	7,764,839	7,247,475	6,737,899	87,453,554
Cost of goods sold	-4,375,738	-4,606,220	-4,622,603	-3,965,340	-4,253,175	-4,254,712	-3,328,504	-3,320,147	-4,036,416	-4,461,928	-4,134,749	-3,434,067	-48,793,598
Gross margin	2,976,781	2,996,885	3,443,319	3,101,596	3,132,681	3,770,492	2,997,418	3,093,988	3,427,325	3,302,912	3,112,726	3,303,833	38,659,956
Gross margin %	40.49%	39.42%	42.69%	43.89%	42.41%	46.98%	47.38%	48.24%	45.92%	42.54%	42.95%	49.03%	44.21%
Equipment	-126,189	-144,938	-56,493	-81,528	-101,797	-115,674	-99,590	-112,149	-120,160	-128,240	-105,079	-133,518	-1,325,356
Warehouse costs	-910,589	-987,377	-1,063,356	-1,037,731	-992,232	-983,281	-1,120,122	-1,130,954	-1,159,092	-1,107,963	-1,266,050	-1,325,010	-13,083,758
Payroll	-766,065	-722,336	-722,035	-800,631	-809,889	-844,455	-1,020,985	-774,981	-751,701	-855,371	-441,226	-573,821	-9,083,496
Insurance costs	-70,787	-19,718	-74,567	-67,766	-108,675	-49,364	-91,363	-65,544	-69,980	-58,418	-51,680	-152,308	-880,169
Services	-313,856	-278,589	-396,277	-280,805	-322,894	-334,413	-277,611	-310,690	-508,138	-412,078	-74,320	-353,341	-3,863,014
Office equipment & ma...	-90,630	-121,770	-164,757	-119,206	-107,146	-129,876	-107,273	-142,864	-110,143	-136,265	-170,900	-138,095	-1,538,924
Advertising & promotio...	-8,049	-9,212	-29,943	-13,426	-28,482	-70,256	-26,590	-55,701	-58,753	-109,652	-111,438	-116,010	-637,512
Research & developme...													
Sundry departemental ...	-2,872	-824	-327	725									-3,298
Direct costs	-2,289,037	-2,284,763	-2,507,756	-2,400,369	-2,471,115	-2,527,319	-2,743,535	-2,592,883	-2,777,967	-2,807,986	-2,220,694	-2,792,104	-30,415,527
Indirect departmental...	14,193	-8,894	-83,499	16,096	-28,169	38,130	206,907	-23,990	-5,094	-1,809	-2,194	69,727	191,403
Total fixed assets - o...	270,225	231,389	231,389	231,389	165,195	165,195	165,195	165,195	165,195	165,195	165,195		2,120,757
Contribution margin	972,162	934,617	1,083,453	948,711	798,592	1,446,498	625,985	642,310	809,458	658,312	1,055,034	581,455	10,556,588
Contribution margin %	13.22%	12.29%	13.43%	13.42%	10.81%	18.02%	9.90%	10.01%	10.85%	8.48%	14.56%	8.63%	12.07%
Other income/expenses	-55,964	-39,515	-54,005	-68,865	-118,865	-100,487	-56,509	-59,066	-90,754	124,369	-373,045	-15,614	-908,318
State and pr...	-63,657	-63,529	-63,400	-63,915	-123,353	-138,197	-64,880	-64,611	-115,953	-81,932	-76,046	-53,273	-972,746
Other operati...	10,439	27,790	15,231	4,969	12,338	48,544	13,207	7,882	31,007	212,301	-92,623	117,290	408,374
Other operati...	-2,746	-3,776	-5,835	-9,919	-7,849	-10,833	-4,836	-2,336	-5,808	-5,999	-204,376	-79,631	-343,946
EBITDA	916,199	895,103	1,029,449	879,846	679,728	1,346,011	569,476	583,244	718,704	782,681	681,989	565,841	9,648,270
EBITDA %	12.46%	11.77%	12.76%	12.45%	9.20%	16.77%	9.00%	9.09%	9.63%	10.08%	9.41%	8.40%	11.03%
Depreciation & Amorti...	-293,533	-272,695	-470,053	-342,257	-428,930	-465,826	-497,296	-500,173	-494,329	-513,019	-494,994	-486,265	-5,259,369
EBIT	622,665	622,408	559,395	537,589	250,798	880,185	72,180	83,072	224,376	269,662	186,994	79,576	4,388,901
EBIT %	8.47%	8.19%	6.94%	7.61%	3.40%	10.97%	1.14%	1.30%	3.01%	3.47%	2.58%	1.18%	5.02%
Extra-ordinary income...	-101	-766	-2,426	-4,698	180,311	-8,458	-8,458	-8,458	-188,769	9,542	-541,041	-340,331	-913,654
Financial charges & in...	-95,012	-104,288	-123,574	-108,984	-107,910	-170,960	-124,454	-194,041	-72,164	-263,377	-178,062	-311,356	-1,854,184
Interconcern relations...	667	-2,500	-5,667	1,319	-2,500	-2,500	21,569	-6,536	-6,200	-5,836	-4,638	-2,097	-14,918
Profit before taks	528,219	514,854	427,729	425,226	320,699	698,267	-39,162	-125,964	-42,757	9,990	-536,747	-574,208	1,606,145
Taxes									-24,995	-500,000			-524,995

# Balance Sheet

ImportOf Detailed Balance	Year			
	2021-FY	%	2022-FY	%
Incorporation Costs				
Intangible fixed assets				
Tangible fixed assets	6,494,196	83.26%	6,788,979	83.26%
Securities	1,018,414	12.49%	1,018,414	12.49%
Fixed assets	7,512,610	95.75%	7,807,393	95.75%
Long term receivables	51,500	0.00%	0	0.00%
Stocks				
Receivables within one year	42,000	0.09%	7,723	0.09%
Investments				
Cash and bank	112,251	3.39%	276,480	3.39%
Assets regularization	7,034	0.77%	62,664	0.77%
Current assets	212,785	4.25%	346,868	4.25%
TOTAL ASSETS	7,725,395	100.00%	8,154,260	100.00%
Issued Capital				
Uncalled Capital				
Shares Premiums	20,000	0.25%	20,000	0.25%
Shares Premiums	20,000	0.25%	20,000	0.25%
Revaluation Gains				
Reserves	1,680,795	21.29%	1,736,433	21.29%
Reported result	-570,341	-1.32%	-107,230	-1.32%
Current result	570,341	1.32%	107,230	1.32%
Capital Subsidy				
Equity	1,700,795	21.54%	1,756,433	21.54%
Provisions for liabilities and charges				
Long term debts	4,733,264	54.95%	4,480,362	54.95%
Long term debts <1 year	665,971	9.42%	768,346	9.42%
Financial debts (<1 year)				
Trade creditors	317,696	4.18%	340,607	4.18%
Other Trade Payables	68,594	0.29%	23,589	0.29%
Taxes, salaries & social security debts	80,275	8.50%	693,299	8.50%
Prepayment				
Other payables	138,800	0.01%	631	0.01%
Liabilities regularization	20,000	1.12%	90,993	1.12%
Short term payables	1,291,336	23.51%	1,917,465	23.51%
TOTAL LIABILITIES	7,725,395	100.00%	8,154,260	100.00%

# Cashflow





# Finance Reporting

Plug & Play solutions → Whitelabelling possible

- What's in it for us and our clients
  - Avoid manual input = avoid manual errors
  - One time setup effort = automated monthly reports
  - More time for analysis
  - Better view on the numbers
  - Monthly closing = more efficient year end close

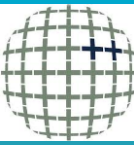




# Finance Reporting

Plug & Play solutions → Whitelabelling possible

- Use cases
  - Consolidated group reporting
  - Private Equity reporting
  - Budget – Actuals reporting
  - Cashforecast



# The accountant of the future

Let's talk about your business, let's talk about your ambitions

- Finance is a lagging indicator
- Search for leading indicators ➔

We need info from other systems

- Sales - CRM
- HR - Payroll
- Marketing - Website
- Production - WMS

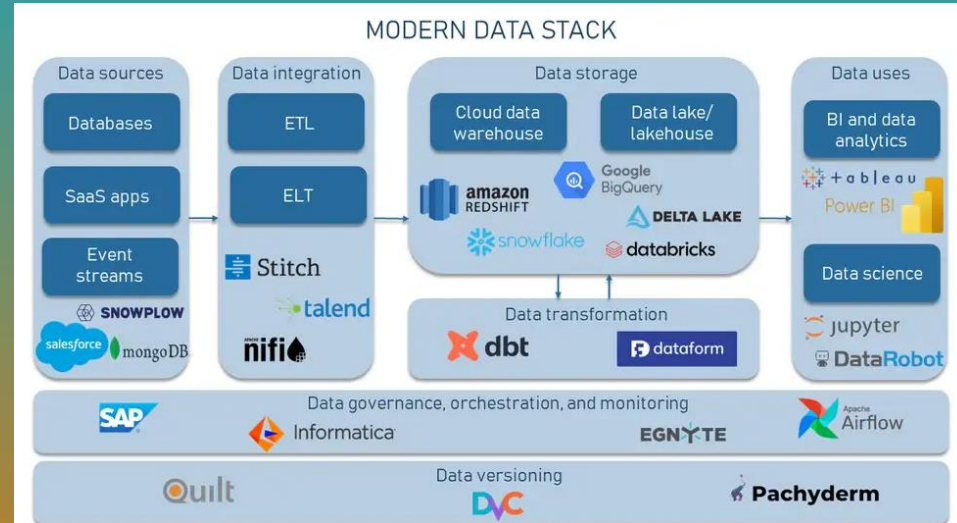


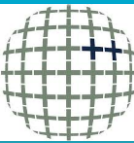


# The accountant of the future

Let's talk about your business, let's talk about your ambitions

- Multiple data sources
- Real time connection
- Extract Transform Load
- Data Storage via Vandelanotte
- Data visualisation via Power BI

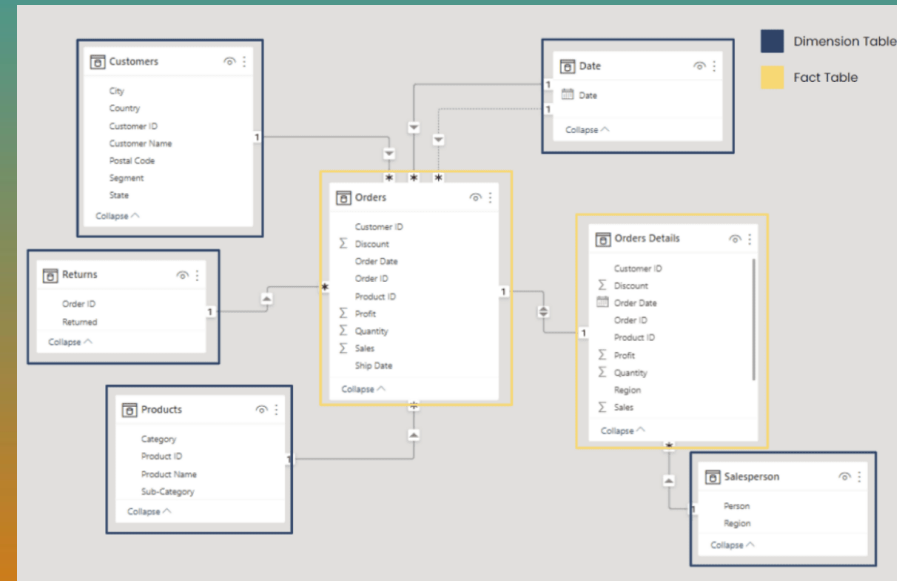
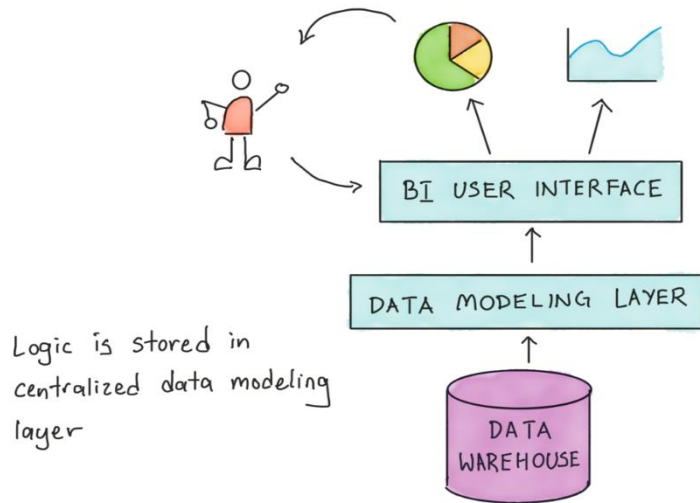




# The accountant of the future

Let's talk about your business, let's talk about your ambitions

- Data Modeling with Fact and Dimension Tables





# The accountant of the future

Let's talk about your business, let's talk about your ambitions

- Data Visualisation – Demo Viva Mona Coffee Bar

Viva Mona is a fictional company that operates three coffee bars, one in Hasselt, Antwerp and Kortrijk. In addition to coffee, the bars offer a wide range of other products. To gain more insights into their sales and margins, Viva Mona contacted Vandelanotte.



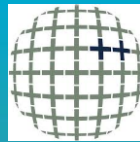
# The accountant of the future

Let's talk about your business, let's talk about your ambitions

## BENEFITS OF DATA-DRIVEN DECISION MAKING FOR BUSINESSES



# The accountant of the future



Let's talk about your business, let's talk about your ambitions



# Beyond Finance & Operations

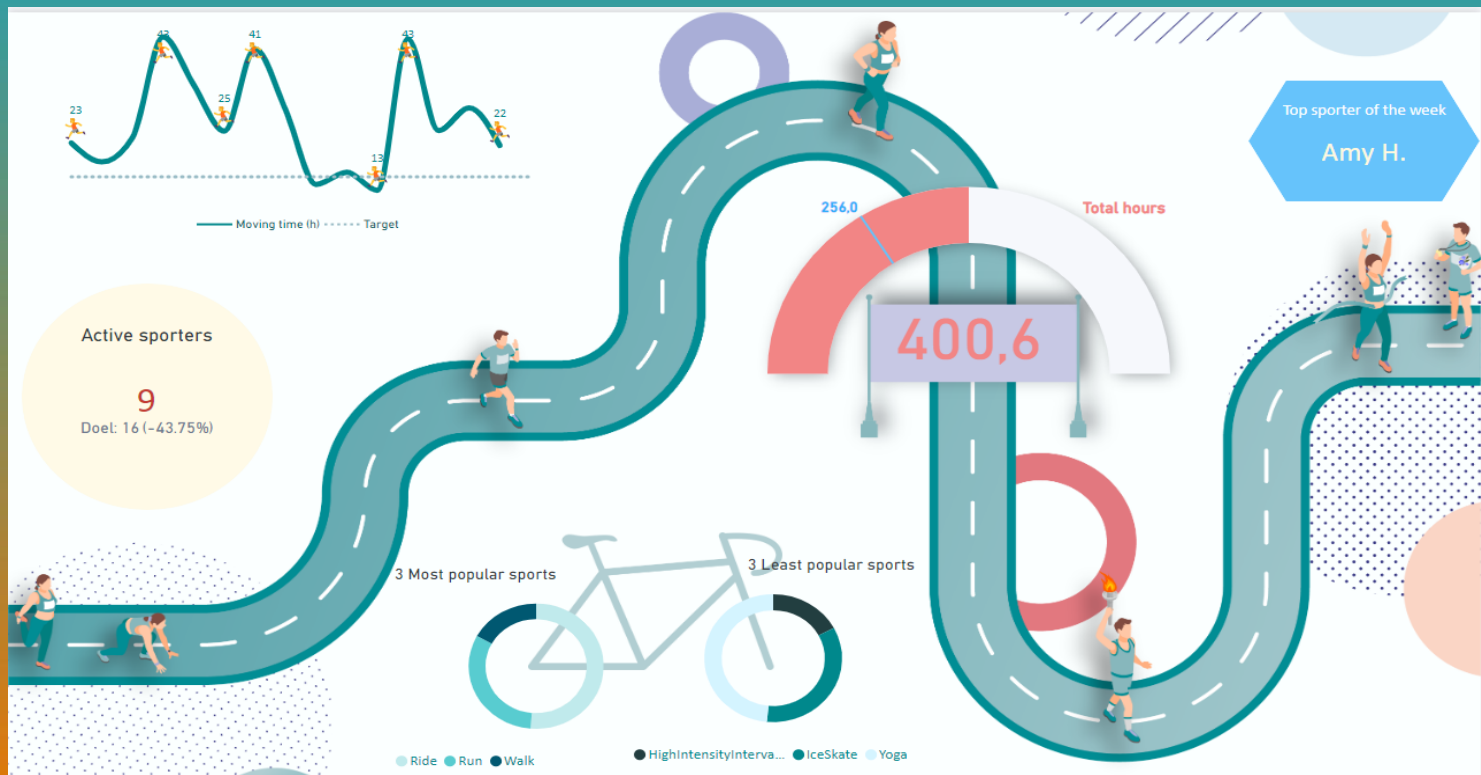


Fitbonus  
@work

STRAVA



Power BI





# Questions about the presentation of Hannelore Durieu

