

Accounting Pro Management Reports

A guide to Accounting Pro Management Reports: profitability by customer, product and salesperson, the executive summary, the rolling 13-month profit and loss and customer concentration on screen, in PDF and in Excel, the gross margin card and the settings.

1. Start here

In plain words: **Accounting Pro Management Reports** adds six reports for owners and CFOs to Accounting Pro: **profitability by customer, by product and by salesperson**, a **one-page Executive Summary**, a **Rolling 13-Month Profit and Loss** and **Customer Concentration**. They open in the report screen of Accounting Pro, print as a **PDF** and export to **Excel**, and their totals are the figures of the Profit and Loss of Accounting Pro. A **Gross margin** card is added to the Accounting Dashboard.

Who it is for: owners, CFOs, finance managers and accountants who want to know which customers, products and salespeople bring the profit, how last month compares with the month before and with a year ago, and how much of the revenue depends on a few customers. The add-on only reads your journal items: it never posts or changes an entry.

What profit means here: gross profit, that is revenue minus cost of revenue. The reports never share salaries, rent or other operating expenses between customers, products or salespeople (see **Limits**).

The examples: the pictures show a demo company, **Atlas Trading Co.** (currency USD), on 28 October 2026. It has fourteen customers, marked with tags (Key Account, Technology, Retail & Design, Contractors, Professional Services), and four salespeople: Omar Haddad, Layla Mansour, Daniel Brooks and Priya Nair. The numbers in the text are the numbers in the pictures.

Tip: To see it at work, open **Accounting → Reporting → Management → Profitability by Customer**.

This screenshot shows the 'Profitability by Customer' report. It features a table with columns for Customer, Sales, Cost of Sales, Gross Profit, and various overheads. The data is organized by customer, allowing for a detailed analysis of profitability at the individual client level.

Profitability by Customer

This screenshot displays the 'Executive Summary' report. It provides a high-level overview of the company's financial performance, including key metrics such as Sales, Gross Profit, and Net Profit, presented in a clear, concise format.

Executive Summary

This screenshot shows the 'Executive Summary' report rendered as a PDF document. The layout is identical to the software view, providing a professional and printable version of the financial summary.

PDF

This screenshot shows the 'Profitability by Customer' report exported to an Excel spreadsheet. The data is presented in a standard Excel table format, facilitating further analysis and manipulation of the financial data.

Excel

The add-on in four views: Profitability by Customer and the Executive Summary on screen, the Executive Summary as a PDF page and Profitability by Customer in Excel.

2. What you get

In plain words: Six reports, a card for the dashboard and the tools around them. The reports have the same screen, PDF and Excel file as the rest of Accounting Pro.

Feature	What it does
Profitability by Customer	Revenue, cost, gross profit, margin, documents, average document, share of revenue and open receivable of each customer, with one or two earlier periods. Rows by customer, partner tag, country or salesperson; the biggest rows are listed and the rest is summed in Others.
Profitability by Product	Quantity, revenue, cost, gross profit, margin, average price and average cost of each product or product category.
Estimate missing costs	Goods sold with no cost in the accounts get an estimated cost, shown apart in amber italics.
Profitability by Salesperson	Revenue, cost, gross profit, margin, documents, customers and average document of each salesperson, with a rank.
Executive Summary	One A4 page: results, margins, bank and cash, receivables, payables, DSO, DPO, cash cover and the top five customers, products and expense accounts, for a period, the one before and the same period of last year. Traffic lights (Good, Watch, Alert) for the margins and the cash cover; you set the levels.
Rolling 13-Month Profit and Loss	The Profit and Loss month by month over thirteen months, with total, average, 3-month average, month-over-month change and percentage of revenue.
Customer Concentration	Customers by revenue with their share and cumulative share, ABC classes, the share of the top customers and the Herfindahl-Hirschman index.
Drill-down	Click a figure to open the journal items, the documents, the receivable items or the record behind it.
Ties to the Profit and Loss	The totals are the revenue and the cost of revenue of the Profit and Loss; a row Not allocated keeps the rows adding up.
PDF and Excel	Every report prints and exports with the same figures. Excel holds real numbers.
Favorites, schedules, Financial Package	The six reports work like the reports of Accounting Pro.

Gross margin card	On the Accounting Dashboard: the margin of the period, its change in points and a twelve-month trend. A click opens Profitability by Customer.
Settings	Other income as revenue, rows before Others, ABC limits and traffic-light levels, for each company.
Arabic	Translated. The screens, the PDF and the Excel file read right to left.

3. Requirements

In plain words: The add-on needs **Accounting Pro 1.0.2 or later** and nothing else: no Odoo Enterprise, and neither the Sales nor the Inventory app. Every figure is read from journal items.

Item	Details
Odoo	19.0 (Community or Enterprise)
Apps needed	Accounting Pro 1.0.2 or later (taqnix_accounting_pro), which needs Accounting (account). Nothing from Odoo Enterprise, no Sales or Inventory app.
License	OPL-1 (Odoo Proprietary License v1.0)

The figures are only as good as your books. A few features rely on more:

Feature	What it needs
Cost per customer and per product	The cost of revenue booked with the customer and the product: cost of goods sold lines on the customer invoices (Anglo-Saxon accounting) or stock valuation entries that carry both. Cost booked without them goes to Not allocated (no customer) and to No product.
Salesperson reports and filter	A salesperson on the customer invoices. A document without one goes to Not allocated (no salesperson).
Rows by tag, country or product category	Tags and a country on the customers, a category on the products.
Estimate missing costs	The cost (the Cost field) of the goods, set on the product form.
PDF files	<code>wkhtmltopdf</code> , as for every Odoo PDF report.
Excel files	Nothing to install: the Excel library is part of Odoo.
Scheduled reports by email	An outgoing mail server.

4. Install

In plain words: Copy the module folder into your addons, restart Odoo and install **Accounting Pro Management Reports** from Apps. Accounting Pro 1.0.2 or later must be in your addons path: Odoo installs it first if it is not installed yet.

- 1 Unzip the package. Inside is `taqnix_accounting_pro_profitability.zip` ; unzip it to get the folder `taqnix_accounting_pro_profitability` .
- 2 Copy the folder into one of the `addons_path` folders of your Odoo server and restart Odoo.
- 3 Log in as an administrator, activate **Developer mode**, open **Apps** and press **Update Apps List**.

4 Remove the “Apps” filter, search **Management Reports** and press **Install**.

```
# or from the command line
./odoo-bin -c odoo.conf -d YOUR_DATABASE -i taqnix_accounting_pro_profitability --stop-af
```

Tip: Try it on a copy of your database first, as with any new module. It adds menus, a block of settings and a dashboard card, and it changes none of your accounting data.

Accounting administrators see the six reports in **Accounting → Reporting → Management** at once. Other people need the group *Accounting Pro: reports* (see **Who can do what**).

5. Where the reports are

In plain words: The six reports are in **Accounting → Reporting → Management**, after Profit and Loss by Analytic Account. They are also in the report switcher, and you can save, schedule and package them like the reports of Accounting Pro.

Place	What is there
Reporting → Management	Profitability by Customer, Profitability by Product, Profitability by Salesperson, Executive Summary, Rolling 13-Month Profit and Loss and Customer Concentration , in this order.
Report switcher	Click the title of a report (the arrow next to it): the six are in the group <i>Analysis</i> .
Elsewhere	The Favorites button of each report; Configuration → Accounting → Reporting (favorites and scheduled reports); Reporting → Financial Package , which lists the six after the reports of Accounting Pro, none ticked at the start; the card <i>Gross margin</i> on Reporting → Accounting Dashboard ; the block <i>Management reports</i> in Configuration → Settings .

Who sees the menus. Every menu needs the group *Accounting Pro: reports*, which the accounting roles *Show Full Accounting Features* and *Administrator* of Odoo give. For others the menus are hidden

(see **Who can do what**).

What each report offers. The toolbar is the one of Accounting Pro. *Posted entries only*, *Units*, *Favorites*, *PDF* and *Excel* are in every report. *Hide empty lines* is in every report except the Executive Summary; in Customer Concentration it changes nothing.

Report	Default period	Comparison	Filters	Options of its own
Profitability by Customer	This fiscal year	Previous period or same period of last year, one or two columns	Journals, Analytic accounts, Salesperson	Rows, Top (0 = all), Minimum revenue
Profitability by Product	This fiscal year	No	Journals, Analytic accounts	Rows, Top (0 = all), Estimate missing costs
Profitability by Salesperson	This fiscal year	No	Journals, Analytic accounts	Rank by
Executive Summary	Last month	Fixed: the period before and the same period of last year	None	None
Rolling 13-Month Profit and Loss	13 months to the end of last month	No	Journals, Analytic accounts	None
Customer Concentration	This fiscal year	No	Journals, Analytic accounts	Customers listed

Accounting Customers Vendors Accounting Review Reporting Configuration

Profitability by Customer

Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

Jan 1 - Oct 28, 2026

No comparison

Posted entries

Salesperson: All salespeople

Hide empty lines

Units: C

ATLAS TRADING CO.

Atlas Trading Co.

Profitability by Customer

Jan 1 - Oct 28, 2026

Customer	Revenue	
Gulf Cooling Services	819,316.36	
Nebula Hosting	683,040.12	
Whitfield Security	401,814.35	
Orchid Design Studio	155,168.34	
Bluepeak Consulting	122,112.79	
Gemini Furniture	93,722.04	
Deco Addict	93,618.50	
Delta Couriers	88,803.39	
Martin & Co. Accountants	70,800.92	
Lumber Inc	69,765.23	
Others (4)	190,851.68	
Not allocated (no customer)	0.00	
Total	2,789,013.72	1

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost (debit minus credit). The Journal Items of the Profit and Loss: credit notes reduce revenue and cost; debit notes increase revenue and cost.
Customer: the company of the partner of the journal item. Not allocated: journal items not assigned to a customer.
Documents: the invoices, credit notes and other entries that carry revenue or cost.
Open receivable: balance of the receivable accounts at the end of the period.

Accounting Dashboard

Statement Reports

Balance Sheet

Profit and Loss

Cash Flow Statement

Statement of Changes in Equity

Financial Ratios

Custom Statements

Ledgers and Books

Trial Balance

General Ledger

Day Book

Cash Book

Bank Book

Journals Audit

Partner Reports

Aged Receivable

Aged Payable

Partner Ledger

Partner Balances

Taxes & Fiscal

Tax Report

Management

Invoice Analysis

Analytic Report

Profit and Loss by Analytic Account

Profitability by Customer

Profitability by Product

Profitability by Salesperson

Executive Summary

Rolling 13-Month Profit and Loss

Customer Concentration

Financial Package

Refresh

Favorites

PDF

Excel

Rows: Customer

Top (0 = all) 10

Minimum revenue 0

Entries: posted only

Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/28/2026
61.4 %	39	21,008.11	29.4 %	105,491.82
61.2 %	36	18,973.34	24.5 %	-5,000.00
63.2 %	23	17,470.19	14.4 %	86,379.82
49.6 %	8	19,396.04	5.6 %	-683.06
76.2 %	13	9,393.29	4.4 %	6,174.86
47.1 %	11	8,520.19	3.4 %	0.00
49.2 %	6	15,603.08	3.4 %	12,876.97
89.7 %	9	9,867.04	3.2 %	0.00
98.8 %	18	3,933.38	2.5 %	1,575.00
47.1 %	11	6,342.29	2.5 %	0.00
69.2 %	21	9,088.18	6.8 %	38,871.69
	0		0.0 %	0.00
56.5 %	195	14,302.63	100.0 %	245,687.10

Profit = revenue - cost; margin = gross profit / revenue.
Revenue for the same period and filters.
Open receivable or cost of revenue accounts.
Units.

The Reporting menu, group Management: the six reports follow Invoice Analysis, Analytic Report and Profit and Loss by Analytic Account. Behind the menu is the screen of Profitability by Customer.

6. Profitability by Customer

In plain words: Profitability by Customer shows, for each customer, what you sold, what it cost and what was left, for the period you choose. It opens on *This fiscal year*, the biggest revenue first.

Column	What it shows
Customer	The company of the customer: the figures of its contacts are added to it. A click on the name opens the customer.
Revenue	The accounts of type Income, credit minus debit. Credit notes reduce it.
Cost	The accounts of type Cost of Revenue, debit minus credit, booked with this customer.
Gross profit, Margin %	Revenue minus cost, and gross profit divided by revenue (empty when the revenue is zero).
Documents, Average document	The number of invoices, credit notes and other entries that carry revenue in the period, and the revenue divided by that number.
Share of revenue %	The revenue of the row divided by the total revenue.
Open receivable	What the customer owes at the end date of the report: the balance of the receivable accounts. A negative amount, in red, is a credit of the customer.

Control	What it does
Comparison	<i>Previous period</i> or <i>Same period, previous year</i> , with <i>Number of columns</i> 1 or 2 (the menu lists up to 5, as in the other reports, but this report keeps two). Each earlier period adds three columns: <i>Revenue</i> , <i>Gross profit</i> and <i>Revenue change</i> %, the revenue of the period minus the earlier revenue, divided by the earlier revenue (empty when that is zero).
Posted entries only, Journals, Analytic accounts	<i>Posted entries only</i> becomes <i>Including draft entries</i> with a click. Journals and Analytic accounts keep only the journal items of the journals or analytic accounts you tick; the open receivable ignores these two filters.
Rows	<i>Customer</i> , <i>Partner tag</i> , <i>Country</i> or <i>Salesperson</i> (next chapter).
Top (0 = all)	How many rows are listed. It starts as the setting <i>Rows before Others</i> (10). The rest is summed in <i>Others (n)</i> . With 0 every customer is listed, up to 2,000 rows.
Minimum revenue	Customers with less revenue go to Others, even inside the top N. 0 at the start.
Salesperson	<i>All salespeople</i> , or one person: the report then counts only the journal items of that salesperson (the rule is in Profitability by Salesperson), and the Total is the part of the Profit and Loss that this person makes.
Hide empty lines, Units	Hide empty lines is on at the start and leaves out the rows in which every figure is zero. Units: Decimals, Whole numbers, Thousands or Millions; the picture uses whole numbers so that the comparison fits.

The rows that are not customers.

Row	What it holds
Others (n)	The customers beyond the top N and those under the minimum revenue, in one row. Its figures open like any other.
Not allocated (no customer)	The journal items without a customer: cost booked without a partner, and vendor bills booked to revenue or cost of revenue accounts. It keeps the rows adding up to the Profit and Loss. It has no margin.
Customers without sales in the period	Only the open receivable of the customers that have no revenue, cost or document in the period. It appears when there is such a receivable and no Salesperson, Journals or Analytic accounts filter is on.
Total	The revenue and the cost of revenue of the Profit and Loss for the same period and options; the margin is computed from them. Documents counts every document once and Open receivable adds up the rows.

The notes under the table repeat the definitions of revenue, cost, margin, customer, documents and open receivable.

Accounting	Customers	Vendors	Accounting	Review	Reporting	Configuration	Atlas Trading Co.
------------	-----------	---------	------------	--------	-----------	---------------	-------------------

Profitability by Customer

Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

Jan 1 - Oct 28, 2026

Previous year

Posted entries only

Journals

Analytic accounts

Rows: Customer

Top (0 = all) 10

Minimum revenue 0

Salesperson: All salespeople

☒ Hide empty lines

Units: Whole numbers

Reset

Atlas Trading Co.
Profitability by Customer
Jan 1 - Oct 28, 2026

Entries: posted only

	Jan 1 - Oct 28, 2026								Jan 1 - Oct 28, 2025		
Customer	Revenue	Cost	Gross profit	Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/28/2026	Revenue	Gross profit	Revenue change %
Gulf Cooling Services	819,316	316,665	502,651	61.4 %	39	21,008	29.4 %	105,492	636,736	402,656	28.7 %
Nebula Hosting	683,040	265,154	417,886	61.2 %	36	18,973	24.5 %	-5,000	189,829	142,569	259.8 %
Whitfield Security	401,814	147,927	253,887	63.2 %	23	17,470	14.4 %	86,380	430,884	282,177	-6.7 %
Orchid Design Studio	155,168	78,232	76,936	49.6 %	8	19,396	5.6 %	-683	95,194	52,637	63.0 %
Bluepeak Consulting	122,113	29,080	93,033	76.2 %	13	9,393	4.4 %	6,175	267,409	186,440	-54.3 %
Gemini Furniture	93,722	49,606	44,116	47.1 %	11	8,520	3.4 %	0	25,188	18,205	272.1 %
Deco Addict	93,619	47,568	46,051	49.2 %	6	15,603	3.4 %	12,877	109,998	55,736	-14.9 %
Delta Couriers	88,803	9,120	79,683	89.7 %	9	9,867	3.2 %	0	44,258	41,788	100.7 %
Martin & Co. Accountants	70,801	852	69,949	98.8 %	18	3,933	2.5 %	1,575	44,428	44,428	59.4 %
Lumber Inc	69,765	36,906	32,859	47.1 %	11	6,342	2.5 %	0	31,617	14,321	120.7 %
Others (4)	190,852	58,762	132,090	69.2 %	21	9,088	6.8 %	38,872	242,195	204,723	-21.2 %
Not allocated (no customer)	0	174,152	-174,152		0		0.0 %	0	0	-152,751	
Total	2,789,014	1,214,024	1,574,990	56.5 %	195	14,303	100.0 %	245,687	2,117,735	1,292,928	31.7 %

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.
The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.
Customer: the company of the partner of the journal item. Not allocated: journal items without partner, and vendor bills booked to revenue or cost of revenue accounts.
Documents: the invoices, credit notes and other entries that carry revenue in the period; average document = revenue / documents.
Open receivable: balance of the receivable accounts at the end of the period, whatever the journal and analytic filters.

Profitability by Customer for 1 January to 28 October 2026 against the previous year, in whole numbers: ten customers, Others (4) and Not allocated (no customer). Gulf Cooling Services has revenue 819,316, cost 316,665, a margin of 61.4 % and 105,492 open receivable; Nebula Hosting shows -5,000, a credit. Total: revenue 2,789,014, cost 1,214,024, gross profit 1,574,990, margin 56.5 %, 195 documents and 245,687 open receivable. The previous year had revenue 2,117,735, a change of 31.7 %. The 174,152 of cost without a customer is in Not allocated.

7. Rows by customer, partner tag, country or salesperson

In plain words: The **Rows** menu cuts the same table by **customer, partner tag, country** or **salesperson**. The columns, the filters, Top N and the Total stay the same, except that salespeople have no Open receivable.

Rows	Each row is	Rule
Customer	A customer company.	The company of the partner of the journal item.
Partner tag	A tag of the customers.	A customer with several tags counts under one tag only: the tag created first, the oldest. So every customer is in one row and the rows add up. Customers without a tag are in <i>No tag</i> .
Country	The country of the customers.	Customers without a country are in <i>No country</i> .
Salesperson	A salesperson.	The rule of Profitability by Salesperson . There is no <i>Open receivable</i> column, and what has no salesperson is in <i>Not allocated (no salesperson)</i> .

On a tag or country row, *Documents* and *Open receivable* are those of its customers. Top (0 = all) and Minimum revenue apply to the rows you chose. A click on a tag, a country or a salesperson opens that record.

The tag and the country are those of the customer **today**, not on the date of the sale: change the tags of a customer and the past figures move with it.

AccountingCustomersVendorsAccountingReviewReportingConfiguration

Atlas Trading Co.

Profitability by Customer

Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

Jan 1 - Oct 28, 2026

No comparison

Posted entries only

Journals

Analytic accounts

Rows: Customer

Top (0 = all) 10

Minimum revenue 0

Salesperson: All salespeople

Hide empty lines

Units: Decimals

Reset

Customer

Partner tag

Country

Salesperson

ATLAS

Atlas Trading Co.

Profitability by Customer

Jan 1 - Oct 28, 2026

Entries: posted only

Customer	Revenue	Cost	Gross profit	Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/28/2026
Gulf Cooling Services	819,316.36	316,665.00	502,651.36	61.4 %	39	21,008.11	29.4 %	105,491.82
Nebula Hosting	683,040.12	265,154.00	417,886.12	61.2 %	36	18,973.34	24.5 %	-5,000.00
Whitfield Security	401,814.35	147,927.00	253,887.35	63.2 %	23	17,470.19	14.4 %	86,379.82
Orchid Design Studio	155,168.34	78,232.00	76,936.34	49.6 %	8	19,396.04	5.6 %	-683.06
Bluepeak Consulting	122,112.79	29,080.00	93,032.79	76.2 %	13	9,393.29	4.4 %	6,174.86
Gemini Furniture	93,722.04	49,606.00	44,116.04	47.1 %	11	8,520.19	3.4 %	0.00
Deco Addict	93,618.50	47,568.00	46,050.50	49.2 %	6	15,603.08	3.4 %	12,876.97
Delta Couriers	88,803.39	9,120.00	79,683.39	89.7 %	9	9,867.04	3.2 %	0.00
Martin & Co. Accountants	70,800.92	852.00	69,948.92	98.8 %	18	3,933.38	2.5 %	1,575.00
Lumber Inc	69,765.23	36,906.00	32,859.23	47.1 %	11	6,342.29	2.5 %	0.00
Others (4)	190,851.68	58,762.00	132,089.68	69.2 %	21	9,088.18	6.8 %	38,871.69
Not allocated (no customer)	0.00	174,151.62	-174,151.62		0		0.0 %	0.00
Total	2,789,013.72	1,214,023.62	1,574,990.10	56.5 %	195	14,302.63	100.0 %	245,687.10

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.
The Journal Items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.
Customer: the company of the partner of the journal item. Not allocated: journal items without partner, and vendor bills booked to revenue or cost of revenue accounts.
Documents: the invoices, credit notes and other entries that carry revenue in the period; average document = revenue / documents.
Open receivable: balance of the receivable accounts at the end of the period, whatever the journal and analytic filters.

The Rows menu of Profitability by Customer: Customer, Partner tag, Country and Salesperson. The period is the same, 1 January to 28 October 2026, without comparison and with decimals: the Total is 2,789,013.72 of revenue and 1,574,990.10 of gross profit.

Accounting
Customers
Vendors
Accounting
Review
Reporting
Configuration

Atlas Trading Co.

Profitability by Customer
Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

PDF
Excel

Jan 1 - Oct 28, 2026
No comparison
Posted entries only
Journals
Analytic accounts
Rows: Partner tag
Top (0 = all) 10
Minimum revenue 0

Salesperson: All salespeople
Hide empty lines
Units: Decimals
Reset

ATLAS
TRADING CO.

Atlas Trading Co.
Profitability by Customer
Jan 1 - Oct 28, 2026

Entries: posted only

Partner tag	Revenue	Cost	Gross profit	Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/28/2026
Key Account	1,221,130.71	464,592.00	756,538.71	62.0 %	62	19,695.66	43.8 %	191,871.64
Technology	683,040.12	265,154.00	417,886.12	61.2 %	36	18,973.34	24.5 %	-5,000.00
Retail & Design	406,651.96	165,056.00	241,595.96	59.4 %	41	9,918.34	14.6 %	29,555.45
Contractors	285,277.22	115,138.00	170,139.22	59.6 %	25	11,411.09	10.2 %	21,510.15
Professional Services	192,913.71	29,932.00	162,981.71	84.5 %	31	6,223.02	6.9 %	7,749.86
Not allocated (no customer)	0.00	174,151.62	-174,151.62		0		0.0 %	0.00
Total	2,789,013.72	1,214,023.62	1,574,990.10	56.5 %	195	14,302.63	100.0 %	245,687.10

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.
The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.
Customer: the company of the partner of the journal item. Not allocated: journal items without partner, and vendor bills booked to revenue or cost of revenue accounts. A customer with several tags is counted under its oldest tag, so that the rows add up.
Documents: the invoices, credit notes and other entries that carry revenue in the period; average document = revenue / documents.
Open receivable: balance of the receivable accounts at the end of the period, whatever the journal and analytic filters.

Rows: Partner tag. Key Account has revenue 1,221,130.71, a margin of 62.0 % and 43.8 % of the revenue; Technology 683,040.12, Retail & Design 406,651.96, Contractors 285,277.22 and Professional Services 192,913.71. With Not allocated (no customer) the Total is 2,789,013.72, as by customer. A note says that a customer with several tags is counted under its oldest tag.

8. Open the figures behind a number

In plain words: Click a figure and Odoo opens the records behind it. They use the same conditions as the figure, so they add up to it. The breadcrumb brings you back to the report with its filters.

What you click	What opens
Revenue, Cost or Gross profit of a row	The journal items of that row: the accounts of type Income, Cost of Revenue or both, for the period and the filters of the report. In a comparison column only Revenue opens, with the items of that period.
Documents	The invoices, credit notes and other entries that carry revenue.
Open receivable	The receivable items of the customer, or of the row, up to the end date.
A customer, partner tag, country, salesperson, product or product category	That record.
Quantity (Profitability by Product)	The revenue lines of the customer invoices, credit notes and receipts for the product.
Customers (Profitability by Salesperson)	The customers of the salesperson.
Total	The journal items of the whole report.
Executive Summary	Revenue, cost, profit and expense lines open their journal items for each period; Bank and cash, Receivables and Payables open the items up to the end of the period; a top 5 line opens its items; a customer or product name opens its record.
Rolling 13-Month Profit and Loss	A figure of a month opens the journal items of that month, as in the Profit and Loss.

What does not open. A computed figure, such as a margin, an average, a share, a rank or a number of days, has nothing behind it. A figure made of more than 2,000 documents or customers cannot be opened either.

Accounting

Customers

Vendors

Accounting

Review

Reporting

Configuration

Profitability by Customer

Gulf Cooling Services - Revenue

Q Search...

1-80 / 91

All	Date	Journal Entry	Account	Partner	Label	Debit	Credit	Matching	
▶ 4	☐	Oct 27	INV/2026/00172	400000 Product Sales	Gulf Cooling Services	[LED-P1] LED Panel Light 60x60	\$ 0.00	\$ 4,975.64	
	☐	Oct 27	INV/2026/00172	400000 Product Sales	Gulf Cooling Services	[AC-DK1] Insulated Ducting Kit	\$ 0.00	\$ 3,020.40	
	☐	Oct 27	INV/2026/00172	400000 Product Sales	Gulf Cooling Services	[AC-C40] Cassette AC Unit 4.0 Ton	\$ 0.00	\$ 3,752.98	
	☐	Oct 27	INV/2026/00172	400200 Shipping Income	Gulf Cooling Services	[SRV-DEL] Delivery and Handling	\$ 0.00	\$ 231.18	
	☐	Oct 16	INV/2026/00168	400000 Product Sales	Gulf Cooling Services	[AC-S20] Split AC Unit 2.0 Ton	\$ 0.00	\$ 2,867.28	
	☐	Oct 16	INV/2026/00168	400000 Product Sales	Gulf Cooling Services	[LED-P1] LED Panel Light 60x60	\$ 0.00	\$ 1,550.72	
	☐	Oct 16	INV/2026/00168	400100 Services Income	Gulf Cooling Services	[SRV-INS] Installation and Commissioning (per hour)	\$ 0.00	\$ 5,615.27	
	☐	Oct 16	INV/2026/00168	400100 Services Income	Gulf Cooling Services	[SRV-AMC] Maintenance Contract Visit (per site)	\$ 0.00	\$ 5,553.12	
	☐	Oct 14	INV/2026/00167	400000 Product Sales	Gulf Cooling Services	[AC-C40] Cassette AC Unit 4.0 Ton	\$ 0.00	\$ 11,391.63	
	☐	Oct 14	INV/2026/00167	400000 Product Sales	Gulf Cooling Services	[AC-S20] Split AC Unit 2.0 Ton	\$ 0.00	\$ 17,784.24	
	☐	Oct 14	INV/2026/00167	400100 Services Income	Gulf Cooling Services	[SRV-INS] Installation and Commissioning (per hour)	\$ 0.00	\$ 13,087.17	
	☐	Oct 14	INV/2026/00167	400100 Services Income	Gulf Cooling Services	[SRV-AMC] Maintenance Contract Visit (per site)	\$ 0.00	\$ 13,736.00	
	☐	Oct 8	INV/2026/00164	400100 Services Income	Gulf Cooling Services	[SRV-AMC] Maintenance Contract Visit (per site)	\$ 0.00	\$ 5,400.00	
	☐	Oct 8	INV/2026/00163	400000 Product Sales	Gulf Cooling Services	[AC-DK1] Insulated Ducting Kit	\$ 0.00	\$ 23,121.00	
	☐	Oct 8	INV/2026/00163	400200 Shipping Income	Gulf Cooling Services	[SRV-DEL] Delivery and Handling	\$ 0.00	\$ 926.08	
	☐	Sep 28	INV/2026/00156	400100 Services Income	Gulf Cooling Services	[SRV-AMC] Maintenance Contract Visit (per site)	\$ 0.00	\$ 11,861.91	
	☐	Sep 24	INV/2026/00148	400000 Product Sales	Gulf Cooling Services	[LED-P1] LED Panel Light 60x60	\$ 0.00	\$ 2,765.07	
	☐	Sep 24	INV/2026/00148	400000 Product Sales	Gulf Cooling Services	[AC-S20] Split AC Unit 2.0 Ton	\$ 0.00	\$ 2,818.90	
	☐	Sep 24	INV/2026/00148	400000 Product Sales	Gulf Cooling Services	[AC-DK1] Insulated Ducting Kit	\$ 0.00	\$ 5,476.24	
	☐	Sep 18	INV/2026/00145	400000 Product Sales	Gulf Cooling Services	[AC-DK1] Insulated Ducting Kit	\$ 0.00	\$ 12,824.13	
	☐	Sep 18	INV/2026/00145	400000 Product Sales	Gulf Cooling Services	[AC-C40] Cassette AC Unit 4.0 Ton	\$ 0.00	\$ 15,450.28	

A click on the revenue of Gulf Cooling Services opens its 91 journal items (the first 80 on the page): the invoice lines of INV/2026/00172 and the invoices before it, on Income accounts. The breadcrumb Profitability by Customer returns to the report.

9. Profitability by Product

In plain words: **Profitability by Product** shows what each product sold and what that cost. **Rows** gives one row per *Product*, or one group per *Product category* with its products below it.

Column	What it shows
Product, Product category	The name of the row. A click opens the product or the category.
Quantity	Units on customer invoices and receipts, less credit notes, in the unit of measure of the product. Empty on category, Others and Total rows.
Revenue	The accounts of type Income that carry the product, credit minus debit.
Cost	The cost of revenue journal items that carry the product: stock valuation entries and cost of goods sold lines of the invoices.
Estimated cost	Only with <i>Estimate missing costs</i> (next chapter).
Gross profit, Margin %	Revenue minus cost, and gross profit divided by revenue. A service without cost has a margin of 100 %.
Average price, Average cost	Revenue divided by the quantity, and cost divided by the quantity (with the estimate, cost plus estimated cost).

Control	What it does
Rows	<i>Product</i> : one row per product, the biggest revenue first. <i>Product category</i> : one group per category, the biggest revenue first, with its products below. The category is the current category of the product.
Top (0 = all)	With Product rows: the first N products, the rest in <i>Others (n)</i> . With Product category rows: the first N products of each category, the rest of the category in <i>Other products (n)</i> . It starts as the setting <i>Rows before Others</i> (10); 0 lists everything, up to 2,000 products.
Estimate missing costs	Adds the column <i>Estimated cost</i> . Off at the start.
Expand all, Collapse all	Open or fold the category groups. A click on a category folds it too.

No product. The revenue and the cost booked without a product, for example one cost of goods sold entry for a whole month. It has no margin. Products without a category are in *No category*. The **Total** is the revenue and the cost of the Profit and Loss, so the rows always add up to it.

AccountingCustomersVendorsAccountingReviewReportingConfiguration

Atlas Trading Co.

Profitability by Product

Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

Jan 1 - Oct 28, 2026Posted entries onlyJournalsAnalytic accountsRows: Product categoryTop (0 = all) 10Estimate missing costsHide empty linesUnits: DecimalsExpand allCollapse allReset

ATLAS

Atlas Trading Co.

Profitability by Product

Jan 1 - Oct 28, 2026

Entries: posted only

174,151.62 of cost of revenue is booked without a product (row No product). If it includes the cost of the goods estimated here, the estimate counts that cost a second time: the gross profit of the Profit and Loss is 1,574,990.10.

Product category	Quantity	Revenue	Cost	Estimated cost	Gross profit	Margin %	Average price	Average cost
Services		735,694.60	0.00		735,694.60	100.0 %		
[SRV-INS] Installation and Commissioning (per hour)	2,550	216,199.31	0.00		216,199.31	100.0 %	84.78	0.00
[SRV-ITS] IT Support Retainer (per month)	133	198,646.81	0.00		198,646.81	100.0 %	1,493.59	0.00
[SRV-AMC] Maintenance Contract Visit (per site)	139	188,370.88	0.00		188,370.88	100.0 %	1,355.19	0.00
[SRV-CON] Consulting (per day)	123	92,035.06	0.00		92,035.06	100.0 %	748.25	0.00
[SRV-DEL] Delivery and Handling	330	40,442.54	0.00		40,442.54	100.0 %	122.55	0.00
Goods / Cooling and HVAC		678,973.10	368,145.00		310,828.10	45.8 %		
[AC-DK1] Insulated Ducting Kit	677	257,725.05	138,785.00		118,940.05	46.1 %	380.69	205.00
[AC-S20] Split AC Unit 2.0 Ton	120	175,535.17	94,800.00		80,735.17	46.0 %	1,462.79	790.00
[LED-P1] LED Panel Light 60x60	2,860	137,205.58	74,360.00		62,845.58	45.8 %	47.97	26.00
[AC-C40] Cassette AC Unit 4.0 Ton	28	108,507.30	60,200.00		48,307.30	44.5 %	3,875.26	2,150.00
Goods / IT and Networking		527,801.18	299,524.00		228,277.18	43.3 %		
[IT-SW24] Network Switch 24 Port	342	175,425.14	97,470.00		77,955.14	44.4 %	512.94	285.00
[IT-SRV] Rack Server 1U	35	169,160.66	96,250.00		72,910.66	43.1 %	4,833.16	2,750.00
[IT-WS1] Desktop Workstation	62	83,993.87	48,980.00		35,013.87	41.7 %	1,354.74	790.00
[IT-M27] 27 inch Monitor	167	51,693.19	28,724.00		22,969.19	44.4 %	309.54	172.00
[IT-L15] Business Laptop 15.6 inch	22	24,836.76	15,180.00		9,656.76	38.9 %	1,128.94	690.00
[IT-PRL] Thermal Label Printer	68	22,691.56	12,920.00		9,771.56	43.1 %	333.70	190.00
Goods / Office Furniture		416,981.32	230,546.00		186,435.32	44.7 %		
[FUR-F4] Filing Cabinet 4 Drawers	450	116,629.00	63,900.00		52,729.00	45.2 %	259.18	142.00
[FUR-D1] Executive Office Desk	174	109,151.79	61,770.00		47,381.79	43.4 %	627.31	355.00
[FUR-C1] Ergonomic Office Chair	357	103,347.63	56,406.00		46,941.63	45.4 %	289.49	158.00
[FUR-T10] Conference Table 10 Seats	37	87,852.90	48,470.00		39,382.90	44.8 %	2,374.40	1,310.00
Goods / Security Systems		261,494.83	141,657.00		119,837.83	45.8 %		
[SEC-CAM] IP Camera 4MP	581	109,597.31	59,262.00		50,335.31	45.9 %	188.64	102.00
[SEC-NVR] NVR 16 Channel	147	93,746.86	50,715.00		43,031.86	45.9 %	637.73	345.00
[SEC-ACC] Access Control Kit	66	58,150.66	31,680.00		26,470.66	45.5 %	881.07	480.00
Goods / Packaging and Supplies		166,976.62	0.00	90,145.50	76,831.12	46.0 %		
[PKG-WRP] Pallet Wrap Rolls (box of 6)	745	58,432.43	0.00	31,290.00	27,142.43	46.5 %	78.43	42.00
[PKG-CTN] Packaging Cartons (100 pcs)	517	49,438.76	0.00	26,367.00	23,071.76	46.7 %	95.63	51.00
[OFF-TNR] Toner Cartridge	227	27,202.86	0.00	14,982.00	12,220.86	44.9 %	119.84	66.00
[OFF-PPR] Printer Paper A4 (box of 5 reams)	649	21,881.38	0.00	12,006.50	9,874.88	45.1 %	33.72	18.50
[BEV-ENR] Energy Drink Case (24 cans)	275	10,021.19	0.00	5,500.00	4,521.19	45.1 %	36.44	20.00
No product		1,092.07	174,151.62		-173,059.55			
Total		2,789,013.72	1,214,023.62	90,145.50	1,484,844.60	53.2 %		

5 products have an estimated cost of 90,145.50 in total, not booked on these products.
Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.
The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.
Quantity: units on customer invoices and receipts less credit notes, in the unit of measure of the product; average price = revenue / quantity, average cost = cost / quantity.
Cost: the cost of revenue journal items that carry the product (stock valuation, cost of goods sold lines); a service without cost has a margin of 100 %. No product: revenue and cost booked without a product.
Product category: the current category of the product.
Estimated cost (in italics): quantity sold x the cost of the product, for goods sold without any cost of revenue journal item in the period. It is not in the Cost column, which ties to the Profit and Loss; the gross profit and the margin of these products and of the total include it.

Profitability by Product by category, every category open, in decimals, with Estimate missing costs ticked (next chapter). Services: 735,694.60 at 100.0 %. The goods categories have margins from 43.3 % (IT and Networking) to

45.8 % (Cooling and HVAC, Security Systems). Packaging and Supplies: revenue 166,976.62, cost 0.00, estimated cost 90,145.50 in amber italics. No product: revenue 1,092.07, cost 174,151.62. Total: revenue 2,789,013.72, cost 1,214,023.62, gross profit 1,484,844.60 (53.2 %). A red band warns about the cost booked without a product.

10. Estimate missing costs

In plain words: Some goods are sold without any cost in the accounts: the cost of goods sold is booked once a month without a product, or not at all. **Estimate missing costs** gives those products an estimated cost, so that you can read their margin. The estimate is a view, **not a booking**.

- 1 Open **Profitability by Product**.
- 2 Click **Estimate missing costs**. The column **Estimated cost** appears.
- 3 Read the figures in amber italics (screen and PDF): they are the estimates. If a red band appears above the table, read the warning below.

Rule	What it means
Which products	Goods (never services) sold in the period that have no cost of revenue booked on them in the period. A product with some booked cost is not estimated, even when part of its sales has none.
The amount	The quantity sold times the cost of the product today (the Cost field of the product), converted like the other figures. A product without a cost gets no estimate.
Where it shows	In the column Estimated cost, in italics and amber, and in the gross profit, the margin and the average cost of the estimated products, of their category and of the Total. The first note under the table counts them: <i>5 products have an estimated cost of 90,145.50 in total</i> .
What does not change	Nothing is posted. The column Cost and the totals of revenue and cost still tie to the Profit and Loss.

Important: The estimate can count a cost twice. When the cost of the same goods is also booked without a product, in the row *No product*, the gross profit with the estimate is lower than the real one. The report then shows a red band with the amount booked without a product and the gross profit of the Profit and Loss. In the demo, the cost of the packaging goods is booked by one entry a month without a product, so it is in the row *No product* (174,151.62): the Total reads 1,484,844.60 (53.2 %), that is the 1,574,990.10 of the Profit and Loss minus the estimate of 90,145.50. Do not read 53.2 % as the margin of the company. Use the estimate for goods that have no cost anywhere in the accounts: then the band does not appear.

Accounting Customers Vendors Accounting Review Reporting Configuration									
Atlas Trading Co.									
Profitability by Product									
Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD									
Jan 1 - Oct 28, 2026 · Posted entries only · Journals · Analytic accounts · Rows: Product category · Top (0 = all) 10 · Estimate missing costs · Hide empty lines									
Units: Decimals · Expand all · Collapse all · Reset									
Atlas Trading Co. Profitability by Product									
Jan 1 - Oct 28, 2026									
Entries: posted only									
174,151.62 of cost of revenue is booked without a product (row No product). If it includes the cost of the goods estimated here, the estimate counts that cost a second time: the gross profit of the Profit and Loss is 1,574,990.10.									
Product category	Quantity	Revenue	Cost	Estimated cost	Gross profit	Margin %	Average price	Average cost	
> Services		735,694.60	0.00		735,694.60	100.0 %			
> Goods / Cooling and HVAC		678,973.10	368,145.00		310,828.10	45.8 %			
> Goods / IT and Networking		527,801.18	299,524.00		228,277.18	43.3 %			
> Goods / Office Furniture		416,981.32	230,546.00		186,435.32	44.7 %			
> Goods / Security Systems		261,494.83	141,657.00		119,837.83	45.8 %			
> Goods / Packaging and Supplies		166,976.62	0.00	90,145.50	76,831.12	46.0 %			
[PKG-WRP] Pallet Wrap Rolls (box of 6)	745	58,432.43	0.00	31,290.00	27,142.43	46.5 %	78.43	42.00	
[PKG-CTN] Packaging Cartons (100 pcs)	517	49,438.76	0.00	26,367.00	23,071.76	46.7 %	95.63	51.00	
[OFF-TNR] Toner Cartridge	227	27,202.86	0.00	14,982.00	12,220.86	44.9 %	119.84	66.00	
[OFF-PPR] Printer Paper A4 (box of 5 reams)	649	21,881.38	0.00	12,006.50	9,874.88	45.1 %	33.72	18.50	
[BEV-ENR] Energy Drink Case (24 cans)	275	10,021.19	0.00	5,500.00	4,521.19	45.1 %	36.44	20.00	
No product		1,092.07	174,151.62		-173,059.55				
Total		2,789,013.72	1,214,023.62	90,145.50	1,484,844.60	53.2 %			
5 products have an estimated cost of 90,145.50 in total, not booked on these products.									
Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.									
The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.									
Quantity: units on customer invoices and receipts less credit notes, in the unit of measure of the product; average price = revenue / quantity, average cost = cost / quantity.									
Cost: the cost of revenue journal items that carry the product (stock valuation, cost of goods sold lines); a service without cost has a margin of 100 %. No product: revenue and cost booked without a product.									
Product category: the current category of the product.									
Estimated cost (in italics): quantity sold x the cost of the product, for goods sold without any cost of revenue journal item in the period. It is not in the Cost column, which ties to the Profit and Loss; the gross profit and the margin of these products and of the total include it.									

The same report with every category folded except Packaging and Supplies. Its five products have no cost of revenue booked and an estimated cost in amber italics (Pallet Wrap Rolls: 745 units, 31,290.00, average cost 42.00). The red band says that 174,151.62 of cost is booked without a product and that the gross profit of the Profit and Loss is 1,574,990.10.

11. Profitability by Salesperson

In plain words: **Profitability by Salesperson** shows the revenue, the cost and the gross profit of each salesperson, and ranks them. The salesperson of a sale is the one written on the customer invoice.

Which salesperson gets a journal item.

Journal item	Goes to
The revenue of a customer invoice, credit note or receipt	The salesperson of that document.
Another entry with a customer, such as the stock valuation entry of a delivery (the cost)	The salesperson of that customer, as written on the customer today.
Vendor bills, customer documents without a salesperson, entries without a customer	<i>Not allocated (no salesperson).</i>

Column	What it shows
Salesperson	The name. A click opens the user.
Revenue, Cost, Gross profit, Margin %, Average document	As in Profitability by Customer.
Documents	The invoices, credit notes and other entries with revenue of this salesperson.
Customers	The number of customers (companies) with revenue of this salesperson. A customer served by two salespeople counts for both, so the Total, which counts each customer once, can be lower than the sum.
Rank	The position of the row by the figure you chose in <i>Rank by: Revenue</i> (at the start), <i>Gross profit</i> or <i>Margin %</i> . The rows are sorted the same way.

Important: The revenue and the cost of one sale can land on different people. The revenue goes to the salesperson of the invoice. The cost, a stock valuation entry, has no salesperson of its own and goes to the salesperson of the customer. When the two differ, the margins of both people are off. In the demo, every seventh invoice or credit note was issued by a colleague of the customer's salesperson. An exact split would need the link from the stock moves to the sale order, which the add-on does not read.

The row *Not allocated (no salesperson)* keeps the Total equal to the Profit and Loss: in the picture it holds the 174,151.62 of cost that is booked without a customer. It has no rank and no margin.

AccountingCustomersVendorsAccountingReviewReportingConfiguration

Atlas Trading Co.

Profitability by Salesperson

Jan 1 - Oct 28, 2026 · Atlas Trading Co. · USD

Jan 1 - Oct 28, 2026Posted entries onlyJournalsAnalytic accountsRank by: RevenueHide empty linesUnits: DecimalsReset

ATLAS

Atlas Trading Co.

Profitability by Salesperson

Jan 1 - Oct 28, 2026

Entries: posted only

Salesperson	Revenue	Cost	Gross profit	Margin %	Documents	Customers	Average document	Rank
Omar Haddad	1,121,376.06	473,712.00	647,664.06	57.8 %	67	5	16,736.96	1
Layla Mansour	1,011,417.98	304,406.00	707,011.98	69.9 %	73	7	13,855.04	2
Daniel Brooks	508,455.88	194,142.00	314,313.88	61.8 %	38	7	13,380.42	3
Priya Nair	147,763.80	67,612.00	80,151.80	54.2 %	17	4	8,691.99	4
Not allocated (no salesperson)	0.00	174,151.62	-174,151.62		0	0		
Total	2,789,013.72	1,214,023.62	1,574,990.10	56.5 %	195	14	14,302.63	

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.

The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.

Salesperson: the one of the customer invoice or credit note; for other entries with a customer (for example stock valuation entries), the salesperson of that customer. Not allocated: documents without salesperson, vendor bills and entries without customer.

Documents and customers: the entries and the customers (companies) with revenue in the period; average document = revenue / documents; rank by revenue.

Profitability by Salesperson, ranked by revenue, in decimals. Omar Haddad: revenue 1,121,376.06, margin 57.8 %, 67 documents, 5 customers, rank 1; Layla Mansour 1,011,417.98 and 69.9 %; Daniel Brooks 508,455.88 and 61.8 %; Priya Nair 147,763.80 and 54.2 %. Not allocated (no salesperson) holds 174,151.62 of cost. The Total counts 14 customers, although the rows add up to 23: some customers have invoices of two salespeople.

12. Executive Summary

In plain words: The **Executive Summary** is the page you hand to a board: the results, the margins, the cash, the receivables and payables, and the five biggest customers, products and expense accounts, for one period against the period before and the same period of last year. It opens on *Last month*.

There is no journal or analytic filter and no comparison choice. The columns are the period; the previous period with *Change*; the same period of last year with *Change*; and *Status*. When the previous period is the same period of last year, as for a whole fiscal year, it is shown once.

Section	Lines
Results	Revenue, Cost of revenue, Gross profit, Gross margin, Operating expenses, Net profit, Net margin: the lines of the Profit and Loss.
Cash and working capital	Bank and cash, Receivables, Payables, Days sales outstanding, Days payables outstanding, Cash cover (months): balances at the end of each period.
Top 5 customers, Top 5 products	The five with the most revenue in the period, with their revenue in the other periods.
Top 5 expense accounts	The five accounts of type Expenses, Depreciation or Other Expenses with the highest amounts in the period. Cost of revenue is not in this list.

The change. For amounts it is a percentage: this period minus the other one, divided by the other one. For margins it is a number of points (*pt*), for the days of sales and payables a number of days and for the cash cover a number of months. A negative change is red, except a change of days, which is not coloured.

The traffic lights show in the column Status, for the main period only. The levels are settings; these are the ones at the start.

Line	Good	Watch	Alert
Gross margin	35 % or more	20 % to below 35 %	Below 20 %
Net margin	10 % or more	0 % to below 10 %	Below 0 %
Cash cover (months)	3 or more	1 to below 3	Below 1

When the revenue of the period is not positive (credit notes above sales), the two margins have no light: a loss would read Good. The **PDF** is one A4 portrait page; a long name keeps one line and ends with an ellipsis there, while the screen and the Excel file keep the whole name.

AccountingCustomersVendorsAccountingReviewReportingConfiguration

4

Atlas Trading Co.

Executive Summary

September 2026 compared with August 2026 and September 2025 · Atlas Trading Co. · USD

September 2026 compared with August 2026 and September 2025

Posted entries only

Units: Decimals

Reset

ATLAS

TRADING CO.

Atlas Trading Co.

Executive Summary

September 2026 compared with August 2026 and September 2025

Entries: posted only

	September 2026	August 2026	Change	September 2025	Change	Status
Results						
Revenue	328,119.79	245,159.86	33.8 %	226,801.80	44.7 %	
Cost of revenue	141,311.37	106,576.72	32.6 %	97,736.55	44.6 %	
Gross profit	186,808.42	138,583.14	34.8 %	129,065.25	44.7 %	
Gross margin	56.9 %	56.5 %	0.4 pt	56.9 %	0.0 pt	Good
Operating expenses	112,330.45	109,809.45	2.3 %	105,547.77	6.4 %	
Net profit	75,692.41	28,773.69	163.1 %	24,685.46	206.6 %	
Net margin	23.1 %	11.7 %	11.3 pt	10.9 %	12.2 pt	Good
Cash and working capital						
Bank and cash	869,706.95	787,729.96	10.4 %	395,176.07	120.1 %	
Receivables	505,070.64	388,334.23	30.1 %	391,128.67	29.1 %	
Payables	306,925.00	155,585.54	97.3 %	193,195.18	58.9 %	
Days sales outstanding	46	49	-3	52	-6	
Days payables outstanding	65	45	20	59	6	
Cash cover (months)	3.38	3.71	-0.33	1.92	1.46	Good
Top 5 customers						
Whitfield Security	135,410.28	8,295.54	1,532.3 %	89,825.98	50.7 %	
Gulf Cooling Services	52,167.01	50,657.24	3.0 %	30,361.12	71.8 %	
Ready Mat	39,919.14	4,998.12	698.7 %	0.00		
Orchid Design Studio	22,417.77	0.00		31,277.25	-28.3 %	
Delta Couriers	22,119.74	16,756.92	32.0 %	0.00		
Top 5 products						
[SRV-AMC] Maintenance Contract Visit (per site)	48,346.21	10,922.04	342.6 %	10,811.78	347.2 %	
[SEC-ACC] Access Control Kit	29,569.46	0.00		27,461.04	7.7 %	
[PKG-WRP] Pallet Wrap Rolls (box of 6)	28,618.49	2,854.44	902.6 %	0.00		
[SEC-CAM] IP Camera 4MP	27,480.60	0.00		35,081.28	-21.7 %	
[PKG-CTN] Packaging Cartons (100 pcs)	24,162.36	2,143.68	1,027.1 %	0.00		
Top 5 expense accounts						
630000 Salary Expenses	69,952.70	70,000.00	-0.1 %	64,623.06	8.2 %	
612000 Rent	14,500.00	14,500.00	0.0 %	14,500.00	0.0 %	
614000 Marketing and Advertising	6,029.45	6,600.28	-8.6 %	5,185.07	16.3 %	
613000 Utilities	5,923.75	5,743.26	3.1 %	6,245.08	-5.1 %	
640000 Depreciation Expense	5,233.33	5,233.33	0.0 %	5,233.33	0.0 %	

Results: the lines of the Profit and Loss. Bank and cash, receivables and payables: balances at the end of each period. DSO = receivables / income x days, DPO = payables / cost of revenue x days (as in the Financial Ratios); cash cover = bank and cash / the average monthly cost of revenue and expenses of the period.

Change: in % for amounts, in points for margins and in days or months for the other lines. Traffic lights: gross margin good from 35 % (watch from 20 %), net margin good from 10 % (watch from 0 %), cash cover good from 3 months (watch from 1), set in the Accounting settings; no margin light when the revenue is not positive.

The Executive Summary for September 2026 against August 2026 and September 2025: revenue 328,119.79 (+33.8 % and +44.7 %), gross margin 56.9 % (Good), net profit 75,692.41, net margin 23.1 % (Good), bank and cash 869,706.95, receivables 505,070.64, payables 306,925.00, 46 days of sales outstanding (-3 against August), 65 days of payables, cash cover 3.38 months (Good). Below: the top 5 customers (Whitfield Security first, 135,410.28), products and expense accounts (630000 Salary Expenses first, 69,952.70).

Executive Summary

September 2026 compared with August 2026 and September 2025

Entries: posted only

	September 2026	August 2026	Change	September 2025	Change	Status
Results						
Revenue	328,119.79	245,159.86	33.8 %	226,801.80	44.7 %	
Cost of revenue	141,311.37	106,576.72	32.6 %	97,736.55	44.6 %	
Gross profit	186,808.42	138,583.14	34.8 %	129,065.25	44.7 %	
Gross margin	56.9 %	56.5 %	0.4 pt	56.9 %	0.0 pt	● Good
Operating expenses	112,330.45	109,809.45	2.3 %	105,547.77	6.4 %	
Net profit	75,692.41	28,773.69	163.1 %	24,685.46	206.6 %	
Net margin	23.1 %	11.7 %	11.3 pt	10.9 %	12.2 pt	● Good
Cash and working capital						
Bank and cash	869,706.95	787,729.96	10.4 %	395,176.07	120.1 %	
Receivables	505,070.64	388,334.23	30.1 %	391,128.67	29.1 %	
Payables	306,925.00	155,585.54	97.3 %	193,195.18	58.9 %	
Days sales outstanding	46	49	-3	52	-6	
Days payables outstanding	65	45	20	59	6	
Cash cover (months)	3.38	3.71	-0.33	1.92	1.46	● Good
Top 5 customers						
Whitfield Security	135,410.28	8,295.54	1,532.3 %	89,825.98	50.7 %	
Gulf Cooling Services	52,167.01	50,657.24	3.0 %	30,361.12	71.8 %	
Ready Mat	39,919.14	4,998.12	698.7 %	0.00		
Orchid Design Studio	22,417.77	0.00		31,277.25	-28.3 %	
Delta Couriers	22,119.74	16,756.92	32.0 %	0.00		
Top 5 products						
[SRV-AMC] Maintenance Contract Visit (per s...	48,346.21	10,922.04	342.6 %	10,811.78	347.2 %	
[SEC-ACC] Access Control Kit	29,569.46	0.00		27,461.04	7.7 %	
[PKG-WRP] Pallet Wrap Rolls (box of 6)	28,618.49	2,854.44	902.6 %	0.00		
[SEC-CAM] IP Camera 4MP	27,480.60	0.00		35,081.28	-21.7 %	
[PKG-CTN] Packaging Cartons (100 pcs)	24,162.36	2,143.68	1,027.1 %	0.00		
Top 5 expense accounts						
630000 Salary Expenses	69,952.70	70,000.00	-0.1 %	64,623.06	8.2 %	
612000 Rent	14,500.00	14,500.00	0.0 %	14,500.00	0.0 %	
614000 Marketing and Advertising	6,029.45	6,600.28	-8.6 %	5,185.07	16.3 %	
613000 Utilities	5,923.75	5,743.26	3.1 %	6,245.08	-5.1 %	
640000 Depreciation Expense	5,233.33	5,233.33	0.0 %	5,233.33	0.0 %	

Results: the lines of the Profit and Loss. Bank and cash, receivables and payables: balances at the end of each period. DSO = receivables / income x days, DPO = payables / cost of revenue x days (as in the Financial Ratios); cash cover = bank and cash / the average monthly cost of revenue and expenses of the period.

Change: in % for amounts, in points for margins and in days or months for the other lines. Traffic lights: gross margin good from 35 % (watch from 20 %), net margin good from 10 % (watch from 0 %), cash cover good from 3 months (watch from 1), set in the Accounting settings; no margin light when the revenue is not positive.

The Executive Summary as a PDF: one A4 portrait page with the same table and the notes. The product name [SRV-AMC] Maintenance Contract Visit (per s... is cut with an ellipsis in the PDF only.

13. Rolling 13-Month Profit and Loss

In plain words: The **Rolling 13-Month Profit and Loss** shows the Profit and Loss of Accounting Pro **month by month over thirteen months**, so that a month sits next to the same month a year earlier and the trend is visible.

One date. The report takes a single date, *End of last month* at the start (30 September 2026 in the pictures). The thirteen months are the ones that end with the month of that date: September 2025 to September 2026. The last month stops at the date: with 15 September it is 1 to 15 September.

The rows are those of the built-in Profit and Loss of Accounting Pro: Income, Cost of revenue, Gross profit, Operating expenses, Operating profit, Other income and Net profit, with their accounts. *Expand all* and *Collapse all* fold the groups. *Hide empty lines*, on at the start, leaves out the rows without any amount in the thirteen months. The figures are whole numbers unless you choose another unit.

Column	What it shows
The 13 months	One column per month, the oldest on the left. A click on a figure opens its journal items.
Total	The sum of the thirteen months.
Average	The total divided by 13, also when some months are empty.
3-month average	The last three months added up and divided by 3.
Month over month %	The last month against the one before. A last month that is not finished looks lower.
% of revenue	The total of the row divided by the revenue of the thirteen months.

Amounts of other currencies are converted at the rate of the end of each month. The PDF is a landscape page in a small font, because it holds nineteen columns.

Accounting Customers Vendors Accounting Review Reporting Configuration														Atlas Trading Co.	
<div> <div> <div></div> <div>Rolling 13-Month Profit and Loss</div> <div>13 months to 09/30/2026 · Atlas Trading Co. · USD</div> </div> <div> <div></div> <div>Favorites</div> <div>PDF</div> <div>Excel</div> </div> </div>															
<div> <div>13 months to 09/30/2026</div> <div>Posted entries only</div> <div>Journals</div> <div>Analytic accounts</div> <div>Hide empty lines</div> <div>Units: Whole numbers</div> <div>Expand all</div> <div>Collapse all</div> <div>Reset</div> </div>															
<div> <div> <div>ATLAS</div> <div>TRADING CO.</div> </div> <div> <div>Atlas Trading Co.</div> <div>Rolling 13-Month Profit and Loss</div> <div>13 months to 09/30/2026</div> </div> <div>Entries: posted only</div> </div>															

Rolling 13-Month Profit and Loss

13 months to 09/30/2026

Entries: posted only

	Sep 1, 2025 - Sep 30, 2026													13 months				
	Sep 25	Oct 25	Nov 25	Dec 25	Jan 26	Feb 26	Mar 26	Apr 26	May 26	Jun 26	Jul 26	Aug 26	Sep 26	Total	Average	3-month average	Month over month %	% of revenue
Income																		
Operating income	226,802	270,676	280,322	337,873	243,879	242,765	278,453	280,027	297,890	304,207	265,353	245,160	328,120	3,601,526	277,040	279,544	33.8 %	100.0 %
400000 Product Sales	165,993	197,953	199,785	243,570	182,011	179,129	203,894	208,990	214,598	223,218	197,963	181,413	239,543	2,638,059	202,928	206,306	32.0 %	73.2 %
400100 Services Income	57,440	68,843	75,326	91,639	60,133	59,690	69,063	67,830	77,759	75,306	62,663	62,160	83,189	911,040	70,080	69,337	33.8 %	25.3 %
400200 Shipping Income	3,369	3,880	5,211	2,663	1,735	3,656	5,414	3,158	5,288	5,684	4,727	1,475	5,074	51,335	3,949	3,759	243.9 %	1.4 %
441000 Foreign Exchange Gain	0	0	0	0	0	290	83	49	244	0	0	112	314	1,092	84	142	180.5 %	0.0 %
Total income	226,802	270,676	280,322	337,873	243,879	242,765	278,453	280,027	297,890	304,207	265,353	245,160	328,120	3,601,526	277,040	279,544	33.8 %	100.0 %
Cost of revenue																		
Cost of revenue	97,737	117,597	117,893	144,027	106,578	105,710	120,692	123,613	128,580	133,692	116,074	106,577	141,311	1,560,079	120,006	121,321	32.6 %	43.3 %
500000 Cost of Goods Sold	90,346	108,728	110,157	134,706	98,718	98,329	112,575	114,622	119,864	124,507	108,478	99,662	130,962	1,451,653	111,666	113,034	31.4 %	40.3 %
500100 Freight and Customs	7,391	8,869	7,736	9,321	7,861	7,381	8,117	8,992	8,716	9,185	7,596	6,915	10,350	108,427	8,341	8,287	49.7 %	3.0 %
Total cost of revenue	97,737	117,597	117,893	144,027	106,578	105,710	120,692	123,613	128,580	133,692	116,074	106,577	141,311	1,560,079	120,006	121,321	32.6 %	43.3 %
Gross profit	129,065	153,079	162,429	193,846	137,300	137,055	157,762	156,414	169,310	170,515	149,280	138,583	186,808	2,041,447	157,034	158,224	34.8 %	56.7 %
Operating expenses																		
Expenses	100,314	108,651	95,656	142,354	100,879	100,266	105,258	103,271	102,361	107,757	101,965	104,576	107,097	1,380,407	106,185	104,546	2.4 %	38.3 %
600000 Expenses	1,800	1,800	2,320	1,800	1,950	1,950	2,262	1,950	1,950	1,950	2,330	1,950	1,950	25,962	1,997	2,077	0.0 %	0.7 %
612000 Rent	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	188,500	14,500	14,500	0.0 %	5.2 %
613000 Utilities	6,245	4,397	3,932	4,170	4,702	4,405	4,353	4,713	5,053	6,079	7,117	5,743	5,924	66,833	5,141	6,261	3.1 %	1.9 %
614000 Marketing and Advertising	5,185	16,995	5,073	5,990	6,207	6,925	7,474	8,217	5,997	7,939	4,700	6,600	6,029	93,332	7,179	5,777	-8.6 %	2.6 %
615000 Professional Fees	3,000	0	0	15,000	0	0	3,000	0	0	3,000	0	0	3,000	27,000	2,077	1,000		0.7 %
616000 Travel	143	0	0	0	0	205	0	0	276	0	0	0	0	623	48	0		0.0 %
617000 Insurance	2,400	2,400	2,400	2,400	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	33,000	2,538	2,600	0.0 %	0.9 %
618000 Office Supplies	705	1,877	1,105	1,819	1,162	544	1,822	931	1,700	880	445	1,585	1,832	16,408	1,262	1,287	15.6 %	0.5 %
620000 Bank Fees	265	172	157	176	156	276	237	346	170	303	338	335	199	3,129	241	291	-40.6 %	0.1 %
621000 Interest Expense	1,448	1,420	1,392	1,364	1,336	1,308	1,280	1,252	1,223	1,195	1,167	1,139	1,111	16,636	1,280	1,139	-2.5 %	0.5 %

Page 1 of 2 of the same report as a landscape PDF. The nineteen columns are printed in a small font; the second page holds the rest of the rows.

14. Customer Concentration

In plain words: **Customer Concentration** tells you how much of your revenue depends on a few customers. It sorts the customers by revenue, gives them the class A, B or C and computes the Herfindahl-Hirschman index.

The table has two parts. The **Summary** comes first.

Line	What it shows
Class A, B and C	The number of customers of the class, their revenue and their share of the revenue. Class A is the first 80 % of the revenue, class B up to 95 % and class C the rest (the limits are settings).
Top N customers	The share of the biggest customers. N is the setting <i>Rows before Others</i> , 10 at the start.
Herfindahl-Hirschman index	The sum of the squared shares, in percent, of the customers: from 0 to 10,000. Its reading is in the column Class: below 1,500 <i>Diversified</i> ; from 1,500 to 2,500 <i>Moderately concentrated</i> ; above 2,500 <i>Highly concentrated</i> . The reading is fixed.

Customers by revenue comes next: one row per customer, the biggest first, with *Revenue*, *Share %*, *Cumulative %* and *Class*. *Customers listed* sets how many rows are listed (25 at the start, from 1 to 500); the others are summed in *Others (n)*.

The classes. Customers are taken from the biggest. A customer is class A as long as the customers before it make less than 80 % of the revenue, class B as long as they make less than 95 %, class C after that. So the customer that crosses a limit keeps the better class: the one that takes the total from 78.2 % to 81.6 % is still class A.

Under the list come *Customers with a positive revenue* (their number and revenue, 100 %), then, when there are some, *Customers with no net revenue (credit notes)* and *Not allocated (no customer)*, and last *Total revenue*, which equals the revenue of the Profit and Loss. The shares and the index count only the customers with a positive revenue.

Accounting	Customers	Vendors	Accounting	Review	Reporting	Configuration	Atlas Trading Co.
Customer Concentration	Jan 1 - Oct 28, 2026	Atlas Trading Co.	USD	PDF	Excel		
Jan 1 - Oct 28, 2026	Posted entries only	Journals	Analytic accounts	Customers listed 25	Hide empty lines	Units: Decimals	Reset
ATLAS TRADING CO.	Atlas Trading Co.	Customer Concentration	Jan 1 - Oct 28, 2026	Entries: posted only			
Customer	Customers	Revenue	Share %	Cumulative %	Class		
Summary							
Class A: the first 80 % of the revenue	6	2,275,174.00	81.6 %		A		
Class B: up to 95 % of the revenue	5	383,331.69	13.7 %		B		
Class C: the rest	3	130,508.03	4.7 %		C		
Top 10 customers	10	2,598,162.04	93.2 %				
Herfindahl-Hirschman index		1,778			Moderately concentrated		
The sum of the squared revenue shares (in %) of the customers, from 0 to 10,000: below 1,500 the revenue is spread over many customers, above 2,500 it depends on a few of them.							
Customers by revenue							
Gulf Cooling Services		819,316.36	29.4 %	29.4 %	A		
Nebula Hosting		683,040.12	24.5 %	53.9 %	A		
Whitfield Security		401,814.35	14.4 %	68.3 %	A		
Orchid Design Studio		155,168.34	5.6 %	73.8 %	A		
Bluepeak Consulting		122,112.79	4.4 %	78.2 %	A		
Gemini Furniture		93,722.04	3.4 %	81.6 %	A		
Deco Addict		93,618.50	3.4 %	84.9 %	B		
Delta Couriers		88,803.39	3.2 %	88.1 %	B		
Martin & Co. Accountants		70,800.92	2.5 %	90.7 %	B		
Lumber Inc		69,765.23	2.5 %	93.2 %	B		
Ready Mat		60,343.65	2.2 %	95.3 %	B		
Wood Corner		56,871.90	2.0 %	97.4 %	C		
Azure Interior		37,103.77	1.3 %	98.7 %	C		
Brightside Media		36,532.36	1.3 %	100.0 %	C		
Customers with a positive revenue	14	2,789,013.72	100.0 %				
Total revenue	14	2,789,013.72					
Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue. Shares are of the revenue of the customers with a positive revenue in the period. A customer is class A while the customers before it make less than 80 % of it, class B up to 95 %, class C after (Accounting settings). The total revenue equals the revenue of the Profit and Loss for the same period and filters.							

Customer Concentration for 1 January to 28 October 2026, in decimals: class A has 6 customers and 81.6 % of the revenue, class B 5 customers and 13.7 %, class C 3 customers and 4.7 %. The top 10 customers make 93.2 %. The Herfindahl-Hirschman index is 1,778, Moderately concentrated. Gemini Furniture takes the cumulative share from 78.2 % to 81.6 %: the last of class A. Total revenue: 2,789,013.72 for 14 customers.

15. PDF, Excel, favorites, schedules and the package

In plain words: The six reports work like every report of Accounting Pro: the buttons **PDF** and **Excel**, **Favorites**, scheduled reports by email and the **Financial Package**. A file shows what the screen shows, with every row open.

Tool	With the management reports
PDF	A4. Landscape for the three profitability reports and the Rolling 13-Month Profit and Loss (in a small font); portrait for the Executive Summary (one page) and Customer Concentration. Under the title come the period and <i>Entries: posted only</i> , then the table, the notes and, if you set them in the Accounting Pro settings, the note under the report and the signature boxes. Estimated costs and traffic lights keep their colours.
Excel	One sheet named after the report, with the same columns and the notes under the table. Amounts and percentages are real numbers with a format, negative amounts are red, and the names that point to a record (customers, products, tags, salespeople) are links to it.
Favorites	A favorite saves everything on the toolbar: the period, the comparison, the filters, the units and the options of the report (Rows, Top, Minimum revenue, Salesperson, Estimate missing costs, Rank by, Customers listed). Choose them, click Favorites , type a name and save. You can share it.
Scheduled reports	Configuration → Accounting → Reporting → Scheduled Reports accepts the six reports. The period is relative: a schedule <i>Last month</i> sends the Executive Summary of last month, and the Rolling 13-Month Profit and Loss ending with the end of last month. It needs the group <i>Accounting Pro: designer and schedules</i> .
Financial Package	Reporting → Financial Package lists the six reports, none ticked at the start. Each takes the period of the package and its own defaults for the rest (Rows by customer, the Top N of the settings, no estimate). A package holds at most 12 reports.

Uninstalling the add-on deletes the favorites and the schedules of the six reports (see **Updating and removing**).

Profitability by Customer

Jan 1 - Oct 28, 2026

Entries: posted only

Customer	Jan 1 - Oct 28, 2026								Jan 1 - Oct 28, 2025		
	Revenue	Cost	Gross profit	Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/28/2026	Revenue	Gross profit	Revenue change %
Gulf Cooling Services	819,316.36	316,665.00	502,651.36	61.4 %	39	21,008.11	29.4 %	105,491.82	636,735.86	402,655.86	28.7 %
Nebula Hosting	683,040.12	265,154.00	417,886.12	61.2 %	36	18,973.34	24.5 %	-5,000.00	189,828.62	142,568.62	259.8 %
Whitfield Security	401,814.35	147,927.00	253,887.35	63.2 %	23	17,470.19	14.4 %	86,379.82	430,883.73	282,176.73	-6.7 %
Orchid Design Studio	155,168.34	78,232.00	76,936.34	49.6 %	8	19,396.04	5.6 %	-683.06	95,194.33	52,637.33	63.0 %
Bluepeak Consulting	122,112.79	29,080.00	93,032.79	76.2 %	13	9,393.29	4.4 %	6,174.86	267,408.92	186,439.92	-54.3 %
Gemini Furniture	93,722.04	49,606.00	44,116.04	47.1 %	11	8,520.19	3.4 %	0.00	25,188.16	18,205.16	272.1 %
Deco Addict	93,618.50	47,568.00	46,050.50	49.2 %	6	15,603.08	3.4 %	12,876.97	109,997.63	55,735.63	-14.9 %
Delta Couriers	88,803.39	9,120.00	79,683.39	89.7 %	9	9,867.04	3.2 %	0.00	44,257.76	41,787.76	100.7 %
Martin & Co. Accountants	70,800.92	852.00	69,948.92	98.8 %	18	3,933.38	2.5 %	1,575.00	44,427.80	44,427.80	59.4 %
Lumber Inc	69,765.23	36,906.00	32,859.23	47.1 %	11	6,342.29	2.5 %	0.00	31,617.47	14,321.47	120.7 %
Others (4)	190,851.68	58,762.00	132,089.68	69.2 %	21	9,088.18	6.8 %	38,871.69	242,194.72	204,722.72	-21.2 %
Not allocated (no customer)	0.00	174,151.62	-174,151.62		0		0.0 %	0.00	0.00	-152,751.21	
Total	2,789,013.72	1,214,023.62	1,574,990.10	56.5 %	195	14,302.63	100.0 %	245,687.10	2,117,735.00	1,292,927.79	31.7 %

Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.

The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.

Customer: the company of the partner of the journal item. Not allocated: journal items without partner, and vendor bills booked to revenue or cost of revenue accounts.

Documents: the invoices, credit notes and other entries that carry revenue in the period; average document = revenue / documents.

Open receivable: balance of the receivable accounts at the end of the period, whatever the journal and analytic filters.

Profitability by Customer as a landscape PDF page, with the previous year, in decimals: logo, company, title, period, Entries: posted only, the table, the notes, and the footer with the person who printed it and the page number.

profit_customer.xlsx												
Home Insert Page Layout Formulas Data View												
A1	Atlas Trading Co.											
	A	B	C	D	E	F	G	H	I	J	K	L
1	Atlas Trading Co.											
2	Profitability by Customer											
3	Jan 1 - Oct 26, 2026											
4	Entries: posted only											
5	USD 2026-10-28 21:02 - Anika Salah											
6												
7		Jan 1 - Oct 26, 2026								Jan 1 - Oct 26, 2025		
8	Customer	Revenue	Cost	Gross profit	Margin %	Documents	Average document	Share of revenue %	Open receivable at 10/26/2026	Revenue	Gross profit	Revenue change %
9	Gulf Cooling Services	619,316.36	316,665.00	502,651.36	61.4%	39	21,008.11	29.4%	105,491.82	636,735.86	402,655.86	28.7%
10	Nebula Hosting	683,040.12	265,154.00	417,886.12	61.2%	36	18,973.34	24.5%	-5,000.00	189,828.62	142,568.62	259.8%
11	Whitfield Security	401,814.35	147,927.00	253,887.35	63.2%	23	17,470.19	14.4%	86,379.82	430,883.73	282,176.73	-6.7%
12	Orchid Design Studio	155,168.34	78,232.00	76,936.34	49.6%	8	19,396.04	5.6%	-683.06	95,194.33	52,637.33	63.0%
13	Bluepeak Consulting	122,112.79	29,080.00	93,032.79	76.2%	13	9,393.29	4.4%	6,174.86	267,408.92	186,439.92	-64.3%
14	Gemini Furniture	93,722.04	49,606.00	44,116.04	47.1%	11	8,520.19	3.4%	0.00	25,188.16	16,205.16	272.1%
15	Deco Addict	93,618.50	47,568.00	46,050.50	49.2%	6	15,603.08	3.4%	12,876.97	109,997.63	55,735.63	-14.9%
16	Delta Couriers	88,803.39	9,120.00	79,683.39	89.7%	9	9,867.04	3.2%	0.00	44,257.76	41,787.76	100.7%
17	Merlin & Co. Accountants	70,800.92	852.00	69,948.92	98.8%	18	3,933.38	2.5%	1,575.00	44,427.80	44,427.80	59.4%
18	Lumber Inc	69,765.23	36,906.00	32,859.23	47.1%	11	6,342.29	2.5%	0.00	31,617.47	14,321.47	120.7%
19	Others (4)	190,851.68	58,762.00	132,089.68	69.2%	21	9,088.18	6.8%	38,871.69	242,194.72	204,722.72	-21.2%
20	Not allocated (no customer)	0.00	174,151.62	-174,151.62		0		0.0%	0.00	0.00	-152,751.21	
21	Total	2,789,013.72	1,214,023.62	1,574,990.10	56.5%	195	14,302.63	100.0%	245,687.10	2,117,735.00	1,292,927.79	31.7%
22												
23	Revenue = accounts of type Income (credit minus debit); cost = accounts of type Cost of Revenue (debit minus credit); gross profit = revenue - cost; margin = gross profit / revenue.											
24	The journal items of the Profit and Loss: credit notes reduce revenue and cost, and the totals equal its revenue and cost of revenue for the same period and filters.											
25	Customer: the company of the partner of the journal item. Not allocated: journal items without partner, and vendor bills booked to revenue or cost of revenue accounts.											
26	Documents: the invoice, credit notes and other entries that carry revenue in the period; average document = revenue / documents.											
27	Open receivable: balance of the receivable accounts at the end of the period, whatever the journal and analytic filters.											

Profitability by Customer +

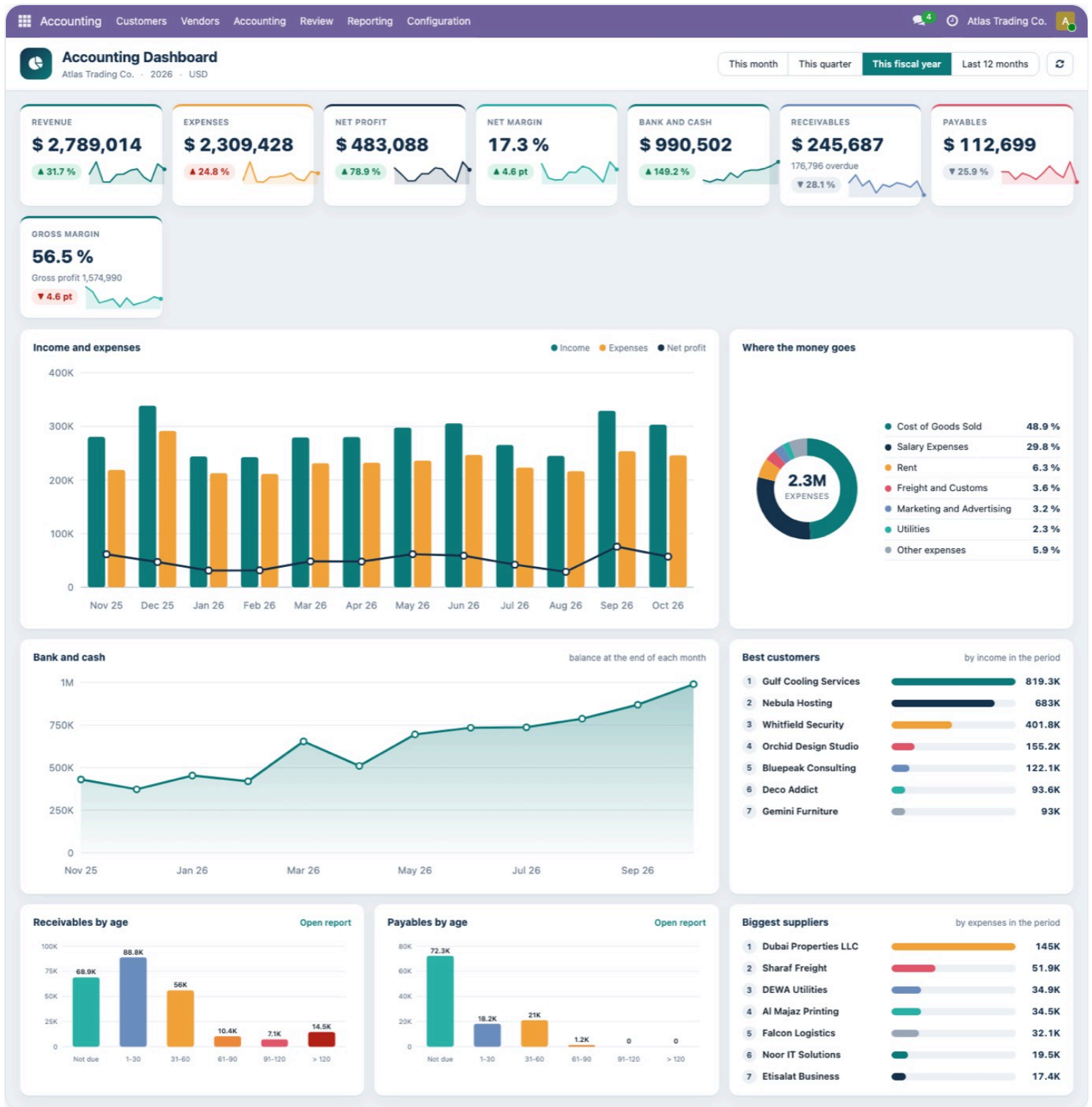
The same report in Excel, sheet Profitability by Customer: the title block, the table with the same columns as the screen, amounts as numbers with a format, negative amounts in red, the customer names as links, and the notes under the table. The picture draws the cells of the file.

16. The Gross margin card

In plain words: Reporting → Accounting Dashboard of Accounting Pro gets one more card, **Gross margin**: the gross margin of the period of the dashboard, with its change and its trend. A click opens Profitability by Customer.

Part of the card	What it shows
The figure	The gross margin of the period you chose with the buttons of the dashboard (This month, This quarter, This fiscal year, Last 12 months), up to today: gross profit divided by revenue, with the revenue and the cost of the Profit and Loss. Empty when the period has no revenue.
Gross profit	Under the figure: the gross profit of the same period.
The badge	The change in points against the same part of the previous period (a fiscal year to October against the same months of the year before). Red when the margin is lower, green when higher.
The curve	The gross margin of each of the last twelve months.

The card counts posted entries only, like the other cards, and covers the companies of the company switcher. If it cannot be computed, the dashboard opens without it and the reason is written to the server log; the other cards are not affected.



The Accounting Dashboard for This fiscal year with the new card Gross margin after the seven cards of Accounting Pro: 56.5 %, Gross profit 1,574,990, a red badge of 4.6 points below the same part of the year before, and the trend line of the twelve months.

17. Settings

In plain words: The add-on keeps a few values for each company: whether other income is revenue, the rows before Others, the ABC limits and the levels of the traffic lights. **Configuration** → **Settings**, block **Management reports** of the Accounting settings, after the block Accounting Pro.

Setting	What it does
Other income is revenue	Off at the start. When ticked, the accounts of type Other Income count as revenue in the six reports, in the Executive Summary and in the Gross margin card. The Profit and Loss of Accounting Pro keeps other income below the operating profit and does not change.
Rows before Others	From 1 to 100, 10 at the start. The number of customers, products or groups that Profitability by Customer and by Product list before Others (each report can change it), and the N of the line <i>Top N customers</i> of Customer Concentration.
Customer ABC classes	<i>Class A up to (%)</i> , 80 at the start, and <i>Class B up to (%)</i> , 95. They must grow from 0 to 100, class A first.
Executive Summary traffic lights	For the gross margin (35 and 20 at the start), the net margin (10 and 0) and the cash cover in months (3 and 1): the level that is good and the level to watch. Green from the good level, amber from the level to watch, red below. A level to watch cannot be above the good level, and the cash cover to watch is between 0 and the good level.

The settings belong to a company: switch company in the company switcher to set another one. A report you opened in this browser session keeps its filters until you press **Reset**, and a favorite keeps its own Top N. The block is shown to accounting administrators; the Settings menu itself is for Settings administrators.

Accounting

Customers

Vendors

Accounting

Review

Reporting

Configuration

Atlas Trading Co.

Save

Discard

Settings

Q

Search...

General Settings

Accounting

Signature boxes on PDF reports

Prints boxes for the signatures at the end of every PDF report.

Note under the PDF reports

Printed under every PDF report, for example a disclaimer or the basis of preparation.

e.g. Prepared in accordance with IFRS. Figures are unaudited.

Management reports

Other income is revenue

Counts the accounts of type Other income as revenue in the profitability reports, the executive summary and the dashboard card.

Rows before Others

How many customers, products or groups the reports list before they sum the rest in Others (each report can change it).

10

Customer ABC classes

Customer Concentration: class A makes the first part of the revenue, class B the next part, class C the rest.

Class A up to (%)

80.00

Class B up to (%)

95.00

Executive Summary traffic lights

Green when the figure reaches the good level, amber from the level to watch, red below it.

Gross margin good from (%)

35.00

Gross margin to watch from (%)

20.00

Net margin good from (%)

10.00

Net margin to watch from (%)

0.00

Cash cover good from (months)

3.00

Cash cover to watch from (months)

1.00

Accounting Firms mode

Accounting firm mode will change invoice/bill encoding:

- The document's sequence becomes editable on all documents.

- A new field « Total (tax inc.) » to speed up and control the encoding by automating line creation with the right account & tax.

Settings, Accounting: the block Management reports under the Accounting Pro block, with Other income is revenue unticked, Rows before Others 10, Class A up to 80.00 and Class B up to 95.00, and the traffic lights: gross margin 35.00 and 20.00, net margin 10.00 and 0.00, cash cover 3.00 and 1.00 months.

18. Who can do what

In plain words: The add-on has **no access group of its own**: it uses those of Accounting Pro. Most people never need to touch them, because the accounting roles of Odoo already give them.

Who	What they can do
Accounting Pro: reports. Given with the accounting roles <i>Show Full Accounting Features</i> and <i>Administrator</i> ; you can add it to anyone.	See the six menus and open the reports; filter, drill down, print the PDF and export the Excel file; save, apply and share favorites; use the Financial Package; see the card Gross margin on the dashboard.
Accounting administrators (the role <i>Administrator</i>)	Everything above, and the block <i>Management reports</i> of the settings (the Settings menu itself is for Settings administrators).
Accounting Pro: designer and schedules. Given with <i>Administrator</i> .	Everything in the first line, and create scheduled reports of the six reports.
Everyone else	The menus are hidden. A report opened by other means says <i>You need the accounting reports access right to open this report</i> .

Companies and rights. The reports cover the companies ticked in the company switcher, and nothing else: the Salesperson filter offers only the salespeople of those companies, and a drill-down stays in the companies of the report. The reports read the journal items with the rights of the user, never with higher rights: what someone cannot see in Odoo, he cannot see in a report.

Favorites and schedules follow Accounting Pro: you see your own favorites and the shared ones of your companies, only the owner changes a favorite, and a schedule runs as the person who created it.

19. How the figures are computed

In plain words: Every figure is read from the journal items with the rules of the Profit and Loss of Accounting Pro, so one figure has one value: in the examples the revenue of 1 January to 28 October 2026 is 2,789,013.72 in the customer, product, salesperson and concentration reports, as the income of the Profit and Loss.

Rule	What it means
Revenue, cost, gross profit, margin	Revenue is the journal items of the accounts of type Income, credit minus debit (and Other Income when the setting says so). Cost is the accounts of type Cost of Revenue, debit minus credit. Gross profit is revenue minus cost; the margin is gross profit divided by revenue, empty when the revenue is zero.
The same journal items as the Profit and Loss	The reports read the entries with the function the Profit and Loss uses: the companies of the switcher; posted entries, and the drafts too when <i>Posted entries only</i> is unticked (cancelled entries never count); the Journals and Analytic accounts filters. Credit notes reduce revenue and cost. What another add-on leaves out of the Profit and Loss is left out here too: the Accounting Pro Closing add-on leaves out the year-end closing entries (see Limits).
Totals and rows	The Total row, Total revenue of Customer Concentration and the Results of the Executive Summary are the revenue and the cost of revenue of the Profit and Loss for the same options; each account is rounded to the currency before it is added. A row is read with one grouped query for each company and period, then rounded to the cent. The cents that the rounding leaves over go to the rows that lost the most, so the rows add up to the total to the cent. Companies in another currency are converted at the rate of the end date of each column, not at the rate of each transaction.
Customer, salesperson, product	Customer: the company of the partner of the journal item; items without a partner, and vendor bills, refunds and receipts, are <i>Not allocated (no customer)</i> . Salesperson: that of the customer invoice, credit note or receipt for its revenue, that of the customer for other entries with a customer, else <i>Not allocated (no salesperson)</i> . Product: the product of the journal item, else <i>No product</i> .
Documents and quantity	Documents: the number of different entries that carry a revenue journal item in the period. Quantity: the revenue lines of customer invoices and receipts, less credit notes, in the unit of measure of the product.
Open receivable	The balance, debit minus credit, of the receivable accounts of the customer from the beginning up to the end date of the report, converted at the rate of that date. Posted entries only applies; Journals and Analytic accounts do not. In the examples the total is 245,687.10, the receivables of the balance sheet of Accounting Pro.

Estimated cost	The quantity sold times the cost of the product today, for goods with no cost of revenue booked in the period. Shown apart, it never changes the column Cost.
Executive Summary	DSO = receivables / income x days of the period. DPO = payables / cost of revenue x days. Cash cover = bank and cash / the average monthly cost: the cost of revenue, the operating expenses (depreciation included) and the other expenses of the period, divided by its days and multiplied by 365 / 12. Receivables, payables and bank and cash are balances at the end of each period; bank and cash are the accounts that the cash flow statement treats as cash. Net profit is income plus other income minus cost of revenue and all expenses. The change of an amount is (this period - other period) / the other period.
Rolling 13-Month Profit and Loss	Each month is a column of the Profit and Loss statement of Accounting Pro. Total is the sum, Average the total / 13, 3-month average the last three months / 3, Month over month % the last month against the one before, and % of revenue the total of the row / the revenue of the thirteen months (Income, and Other Income when the setting says so).
ABC classes, Herfindahl-Hirschman index	Only the customers with a positive revenue count. A customer is class A while the customers before it make less than the limit A, class B while they make less than the limit B, then class C. The test is made on whole cents: a customer with exactly 80.00 % of the revenue before it is class B. The index is the sum of the squares of the revenue shares in percent: one customer gives 10,000.

The add-on comes with 101 automated tests of its own: the ties to the Profit and Loss, the rows and their rounding, other currencies, the estimates, the ABC classes, the summary, access rights, PDF and Excel, settings, the dashboard card and the number of queries.

20. Limits

In plain words: What the add-on does not do, and the cases that need care. Read this chapter before you rely on a figure. The reports are management figures from your books, not tax or legal advice.

What the figures are

Limit	Detail
Gross profit, not net profit	Revenue is the Income accounts (Other Income only when the setting says so), cost is the Cost of Revenue accounts. Salaries, rent, marketing and the other operating expenses are never shared out, so the gross profit of a customer, a product or a salesperson is not a net profit.
Each amount counts in its own period	Costs are not matched to their sale. A cost booked in another month than its invoice (a delivery in October invoiced in November) lands in the month of its own journal item.
Only the cost the books give	A customer, a product or a salesperson gets only the cost booked with it: cost of goods sold lines of the invoice and stock valuation entries. Cost without a partner goes to <i>Not allocated (no customer)</i> , cost without a product to <i>No product</i> .
No link to orders or stock	The add-on does not use the Sales or Inventory apps. It never reads sale orders, deliveries or stock moves: the cost comes only from journal items, in the period of each item.
Vendor bills, contacts	A vendor bill booked to an income or cost of revenue account is never given to the vendor: it stays in Not allocated. The customer is the company of the partner of the journal item: the figures of its contacts are added to it.
Tags, countries and categories of today	The rows by Partner tag, Country and Product category use the values of today, not those of the date of the sale. A customer with several tags counts only under its oldest tag, the first created, so that the rows add up.
Credit notes, drafts, tables	Credit notes count as documents: the average document is the revenue divided by the invoices, credit notes and other entries that carry revenue. Draft entries count only when <i>Posted entries only</i> is unticked. The reports have no charts (the dashboard card has a trend line) and no budget or target column.

Salespeople

Limit	Detail
Revenue and cost on different people	The revenue of a sale goes to the salesperson of the invoice or credit note. A cost entry that is not an invoice, a stock valuation entry for instance, goes to the salesperson of its customer today. When the two differ, the revenue and the cost of that sale land on different people. An exact split would need the link from the stock moves to the sale order (the module sale_stock), which the add-on does not read.
Not allocated (no salesperson)	Documents without a salesperson, vendor bills and entries without a customer go there.

Estimated costs (Profitability by Product)

Limit	Detail
The cost of today, goods only	<i>Estimate missing costs</i> multiplies the quantity sold by the cost of the product today, not by its cost on the date of the sale. Only goods are estimated, never services, and only when the product has no cost of revenue journal item at all in the period: a product with some booked cost is not estimated, even when part of its sales has none.
A cost counted twice	When the same cost is also booked without a product (one cost of goods sold entry a month, for example), the estimate counts it a second time. The report then shows a warning with the amount booked without a product and the gross profit of the Profit and Loss.
A view, not a booking	Nothing is posted. The column Cost and the totals of revenue and cost still tie to the Profit and Loss; only the gross profit and the margin of the estimated products and of the total include the estimate.
Excel	The Excel file does not show the italic amber style of the estimated cells (the screen and the PDF do). Its column Estimated cost holds the same figures.

Rows, comparison, drill-down and currencies

Limit	Detail
Rows	Top (0 = all) lists at most 2,000 rows (customers, groups or products); the rest is summed in Others and a warning says so. A report lists from 0 to 500 rows before Others; the setting <i>Rows before Others</i> takes 1 to 100.
Comparison	Only Profitability by Customer has comparison columns: up to two earlier periods (previous period or same period of last year), with revenue, gross profit and revenue change. The Executive Summary has its own fixed comparison.
Drill-down	A figure made of more than 2,000 documents or customers cannot be opened.
Open receivable	It is the balance of the receivable accounts at the end of the period, whatever the Journals and Analytic accounts filters, and it is not shown for rows by salesperson. With a salesperson, journal or analytic filter, the receivable of customers without sales and of items without a partner is not listed.
Other currencies	Amounts of companies in another currency are converted at the rate of the end date of each column, like the Profit and Loss, not at the rate of each transaction. The rows are rounded to add up to the Profit and Loss to the cent, so a row can differ by a cent from its own conversion (a note says so).

Executive Summary

Limit	Detail
No filter, no comparison choice	It has no journal or analytic filter and no comparison choice: it always shows the previous period and the same period of last year (only one of them when they are the same period).
DSO and DPO	DSO uses the Income accounts only and DPO the cost of revenue only, as in the Financial Ratios. Without sales, or without cost of revenue, they stay empty.
Traffic lights	Only the gross margin, the net margin and the cash cover have a light, and the margin lights are not shown when the revenue is not positive.
Accounts	Bank and cash also counts the suspense, the outstanding receipts and payments and the liquidity transfer accounts, as the cash flow statement does. The top 5 expense accounts are accounts of type Expenses, Depreciation and Other Expenses: cost of revenue is not in that list.
PDF and Excel	In its PDF (one A4 page) a long name keeps one line and ends with an ellipsis; the screen and the Excel file keep the whole names. In its Excel file the change of a margin is a plain number of points (0.41 where the screen writes 0.4 pt), and a lower number of days shows in red (the screen keeps days in the normal colour).

Rolling 13-Month Profit and Loss, Customer Concentration, dashboard card

Limit	Detail
The built-in statement	The Rolling 13-Month Profit and Loss uses the built-in Profit and Loss statement of Accounting Pro, not a custom statement: thirteen months ending with the month of the chosen date, the last month stopping at that date. It shows whole numbers unless the Units option asks for decimals, and its PDF prints the nineteen columns in a small font.
Average and change	The average is the total divided by 13 even when some months are empty. The month-over-month change compares the last month with the one before, so a last month that is not finished looks lower.
Positive revenue only	Only customers with a positive revenue in the period count for the shares, the ABC classes and the index. Customers with more credit notes than sales are listed apart, and revenue without a customer shows as Not allocated.
Fixed reading, free limits	The reading of the index (below 1,500 diversified, above 2,500 highly concentrated) is fixed. The ABC limits and the line Top N customers come from the settings.
The card	It uses the period of the dashboard and posted entries only, like the other cards; its change compares with the same part of the previous period, in points. If it cannot be computed, the dashboard opens without it and the error is written to the server log.

Settings, other add-ons, files and tests

Limit	Detail
Other income is revenue	The setting changes the revenue of the six reports, of the summary and of the card only. The Profit and Loss of Accounting Pro keeps other income below the operating profit.
Year-end closing entries	When the Accounting Pro Closing add-on is installed, the year-end closing entries are left out of the six reports: each report carries a marker that the Closing add-on reads. The two add-ons were not tested together here.
Uninstalling	It deletes the saved favorites and the scheduled emails of these six reports.
Arabic PDF	In an Arabic PDF, a name that mixes Latin and Arabic letters, such as a product code in front of an Arabic name, can show its parts in another order than the screen.
Files	The Excel files were checked by reading their cells, not opened in Microsoft Excel.
Versions and speed	The add-on was built and tested with Accounting Pro 1.0.2. The tests check that the number of database queries of a report does not grow with the number of customers, products or salespeople. A benchmark on 300,000 journal items is part of the code and runs only on request: this guide gives no timing.

21. Troubleshooting

In plain words: Most problems come from a right, a filter or the way the cost is booked. Read the notes and the warnings under the report first: they say what is counted.

Problem	What to do
I do not see the Management reports in the Reporting menu	Every menu needs the group <i>Accounting Pro: reports</i> , given with the accounting roles <i>Show Full Accounting Features</i> and <i>Administrator (Who can do what)</i> . Without it a report says <i>You need the accounting reports access right to open this report</i> .
The cost of a customer or of a product is 0.00	The cost is booked without that customer or product, or not booked at all. Cost without a customer is in <i>Not allocated (no customer)</i> , cost without a product in <i>No product</i> . For goods that have no cost anywhere in the accounts, tick <i>Estimate missing costs</i> in Profitability by Product.
The cost of a sale is on another salesperson	The revenue goes to the salesperson of the invoice, the cost entry to the salesperson of the customer. See Profitability by Salesperson .
A total is not the one of the Profit and Loss	Compare the options: the same period, <i>Posted entries only</i> (drafts count when it is unticked), the same Journals and Analytic accounts filters and the same companies. With a Salesperson filter the Total is the part of that person. With <i>Other income is revenue</i> ticked, the revenue includes other income, which the Profit and Loss shows below the operating profit.
A figure does not open	A margin, an average, a share, a rank or a number of days is computed: nothing is behind it. A figure of more than 2,000 documents or customers cannot be opened: narrow the period or choose other Rows.
The Executive Summary shows two periods, not three	When the previous period is the same period of last year (a whole fiscal year, for example), it is shown once.
The Executive Summary has no light on a margin	The margin lights are not shown when the revenue of the period is not positive: credit notes above the sales.
Others, with a warning that only the 2,000 rows with the most revenue are listed	<i>Top (0 = all)</i> lists at most 2,000 rows. The rest is summed in Others and the Total still ties. Use <i>Minimum revenue</i> or a Top N.
A red band above Profitability by Product	Look at the row <i>No product</i> . If it holds the cost of the goods that the estimate covers, the estimate counts it twice: untick <i>Estimate missing</i>

says that cost is booked without a product	costs to read the booked figures (Estimate missing costs).
A customer owes money but has no row	Customers with no revenue, cost or document in the period are summed in <i>Customers without sales in the period</i> . That row is hidden when a Salesperson, Journals or Analytic accounts filter is on. With Rows by salesperson there is no Open receivable column.
Customer Concentration lists fewer customers than the customer report	Only customers with a positive revenue count. Customers with more credit notes than sales are in <i>Customers with no net revenue (credit notes)</i> , and revenue without a customer in Not allocated.
There is no Gross margin card on the dashboard	If the card cannot be computed, the dashboard opens without it and the server log says why (<i>the gross margin card was left out of the dashboard</i>). Without revenue in the period the card has no figure.

22. Updating and removing

In plain words: Replace the folder, run the update, and the records you made stay as they are.

Replace the folder with the new version, restart Odoo and run `-u taqnix_accounting_pro_profitability`. Your favorites, your scheduled reports and your settings are kept.

The update reloads the views, the menus and the translations of the add-on. It does not touch your accounting data.

Important: Uninstalling **Accounting Pro Management Reports** from Apps deletes the favorites and the scheduled reports of the six reports, and its settings. The six menus and the card Gross margin leave. Your journal entries, journals and accounts are never touched, and nor are the other favorites and schedules of Accounting Pro.

23. Support

Installation help and bug fixes are included for 6 months, with lifetime updates. Contact us through the marketplace page where you bought the module or write to **support@taqnix.com** with your Odoo version and a screenshot.

Changelog

1.0.0 – Initial release

- Profitability by Customer (rows by customer, partner tag, country or salesperson; one or two comparison periods; top N, minimum revenue and salesperson filter; open receivable), Profitability by Product (by product or category, quantities, average price and cost, estimate of missing costs shown apart) and Profitability by Salesperson (ranked), with totals equal to the Profit and Loss
- Executive Summary on one A4 page: results, margins, bank and cash, receivables, payables, DSO, DPO, cash cover and top 5 lists against the previous period and the same period last year, with traffic lights
- Rolling 13-Month Profit and Loss with total, average, 3-month average, month-over-month change and % of revenue; Customer Concentration with ABC classes, the top N share and the Herfindahl-Hirschman index
- Accounting Pro screen, drill-down, PDF, Excel, favorites, scheduled reports and financial package for the six reports; a Gross margin card on the Accounting Dashboard; a settings block per company
- Arabic translation and right-to-left screens, PDF and Excel