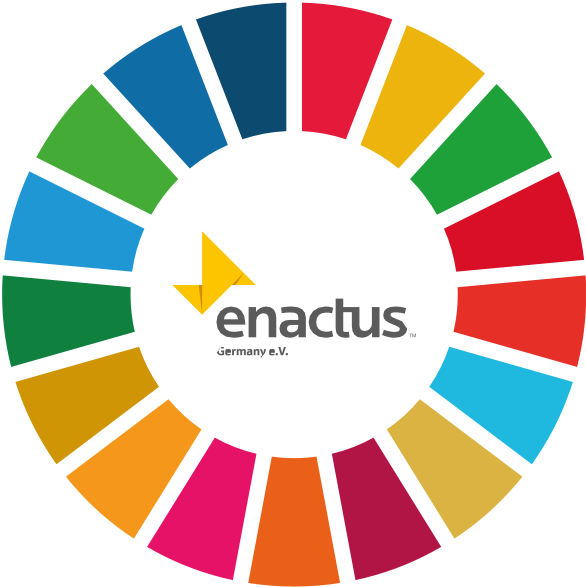


# KPI Sheet

This KPI Sheet serves as a basis for the evaluation of your project.

Enactus Country:	
Enactus Team:	
Project Title:	
Country of Implementation:	
Project Start:	
Legal Entity:	
Project Stage:	
Local Currency & Conversion Rate:	



Net Income Statement	Business Year (EUR)	Planning (EUR)	
Net Operating Income			
+ Revenues			
+ Donations			
+ Subsidies			
+ Prize Money			
+ Other Operating Income			
= Total Operating Income			
Net Operating Expenses			
+ Material & Production Costs			
+ Marketing Costs			
+ Personnel Costs			
+ Depreciation			
+ Other Operating Expenses			
= Total Operating Expenses			
Taxes on Income			
Profit/Loss			

## Impact KPIs

[illegible]

## **Net Income Statement**

This is a simplified form of revenue surplus accounting. This is based on the inflow and outflow principle, i.e. the date of actual payment is decisive for operating income and expenditure, not the date of invoicing.

## **Net Operating Income**

### **Business Year**

For the National Competition: Period from 01 July of the last year to 30 June of the current NC year. For other events and competitions, the past year before the start of the event applies.

### **Planning and Planning Years**

Subsequent years, e.g. Planning Year 1: 01 July of the current NC year until 30 June of the following year.

### **Net Operating Income**

All income generated by the project (excluding VAT).

### **Revenues**

Total of all services sold in the period valued at the respective sales price (= actual consideration received).

### **Donations**

Voluntary monetary or non-monetary benefits that are given without consideration but usually for a specific purpose.

### **Subsidies**

Government or private funding provided to the project or startup for further development.

### **Prize Money**

Funds won as part of a competition or other awards.

### **Other Operating Expenses**

Other operating income that does not fit into any of the other categories.

## **Net Operating Expenses**

### **Material-/ Production Costs**

Material costs are incurred through the operational consumption of materials and energy in the production process or through the purchase of goods.

Production costs are incurred for the manufacture of a product or the provision of a service.

### **Marketing Costs**

All costs incurred as a result of procured or manufactured products being offered or sold on the market.

### **Personnel Costs**

All expenses accruing for employees of a company. This includes direct expenses such as wages and salaries, as well as ancillary personnel costs such as social benefits and administrative costs.

### **Depreciation**

Scheduled impairment of acquisitions or investment properties. The tax regulations must be observed. Example: „Machine X“ acquisition cost €1200 (net), service life 3 years, leads to a depreciation of €400 per year.

### **Other Operating Expenses**

Telecommunication, travel expenses, postage, legal advice, rent, work equipment, current IT costs, etc.

### **Taxes on Income**

Payments to the government based on the money you earn. The amount you owe typically depends on your income level and the tax laws.

# Impact KPIs Explanations

The stated impact must be directly related to the activities of the project.

A maximum of six, but at least one of the most important impact aspects have to be listed in the KPI-Sheet, whereby others can be presented in the pitch.

An SDG may be listed more than once if different metrics are relevant.

## Measured with the following variable (description)

Orientation for the presentation of the measurable impact can be the SDG indicators:

<https://sdg-tracker.org>

<https://sdg-indikatoren.de/>

However, impact can also be presented using other concrete metrics following specific SDGs, as long as they are explained in a coherent and transparent manner. Guidance can be provided by the following questions:

**What are you measuring on what/who, where and how?**

**The more precisely you define the impact, the better.**

**Negative example:** SDG 6: Number of water filters sold

**Positive example:** SDG 6: Number of people aged 15 to 25 years in region X who have been provided with permanent access to at least 2 liters of safe drinking water per day through water filtration.

Explanation: The negative example refers to a product and is not defined specifically enough. The positive example answers all relevant questions:

**What?** Permanent access to drinking water supply (min. 2 liters / day)

**To whom?** Number of people aged 15 to 25

**Where?** In region X

**How?** Water filter

## Unit

The unit should describe in which metric you measure the impact. This should only represent the individual measured and no further explanation as in the previous field. Examples are tons, people, liters, children, households, etc.

**Negative example:** Number of persons aged 20 to 60 years old

**Positive example:** Persons

Explanation: In the negative example, a description of the measurement was used. This should already been done in the field „Measured with the following variable“.

## Additional Comments

If there is not enough space available, here you can go into more detail about the metric or provide additional information about planning, etc.