ENSEK

5 SIGNS YOUR GROSS MARGIN REPORTING NEEDS AN UPGRADE

A 2-minute checklist for finance and operations leaders in energy retail

How to use this checklist

Tick the option that best reflects your current state.

If you answer "No" or "Partly" to more than a couple of questions, your margin reporting approach is likely limiting visibility, decision speed, or audit confidence.

1 Can you explain month-to-month movements in unbilled revenue?

We can clearly explain why unbilled revenue moves each month, with confidence in the underlying drivers.

- ☐ **Yes — movements are fully explainable and traceable**
- ☐ **Partly — we can explain some movements, but not all**
- ☐ **No — movements are largely opaque or rely on estimates**

2 Can you trace prior-period corrections back to their root cause?

When prior-period corrections affect margin, we can see when they originated and why they occurred.

- ☐ **Yes — corrections are fully traceable and explainable**
- ☐ **Partly — we see the impact, but not the root cause**
- ☐ **No — corrections appear as unexplained adjustments**

3 Can you prioritise billing exceptions by financial impact?

We know which billing issues (gaps, overlaps, overdue unbilled, dropped meters) are having the greatest impacts — and which ones are approaching critical thresholds for recovery.

- ☐ **Yes — exceptions are ranked by impact and age**
- ☐ **Partly — we see exceptions, but not their value**
- ☐ **No — issues are worked reactively, not by priority**

4 Is your month-end close automated and low risk?

Our gross margin close does not depend on fragile spreadsheets or manual reconciliation.

- ☐ **Yes — automated, auditable, and repeatable**
- ☐ **Partly — some automation, but key manual steps remain**
- ☐ **No — spreadsheet-driven and high risk**

5 Can margin reporting support commercial decisions?

We can analyse margin by tariff, product, customer segment, or other meaningful dimensions — not just at portfolio level.

- ☐ **Yes — granular insight is standard and trusted**
- ☐ **Partly — some breakdowns exist, but confidence is limited**
- ☐ **No — margin is mostly viewed at portfolio level**

0–1 “No” responses

Margin reporting is broadly supporting the business.

2–3 “No” responses

Margin reporting is likely still in “compliance mode” and limiting insight.

4–5 “No” responses

High risk of delayed visibility, margin leakage, and audit pressure — an upgrade is likely needed.

The 5 Signs and How ENSEK's Platform Resolves Them

SIGN: Outdated Margin Reporting	**SOLUTION:** What ENSEK's Platform Delivers
✖ You can't explain movements in unbilled revenue	✔ Full meter-level visibility of every driver behind accrual changes. Weekly interactive reports provide a substantiated, point-in-time view.
✖ Prior-period corrections obscure margin causes	✔ Corrections are attributed to their original period with full traceability. Historical margins are restated and reconciled.
✖ You can't prioritise billing exceptions by value	✔ Exceptions are valued in financial terms and ranked by impact. Operations teams focus on the highest-value fixes first.
✖ Month-end close depends on a fragile spreadsheet	✔ Automated, audit-ready model replaces manual spreadsheets. Built-in reconciliation accelerates close and reduces risk.
✖ You only see margin at portfolio level	✔ Granular analysis by tariff, product, customer segment, and region. Dashboards provide drill-down insight to support confident decisions.

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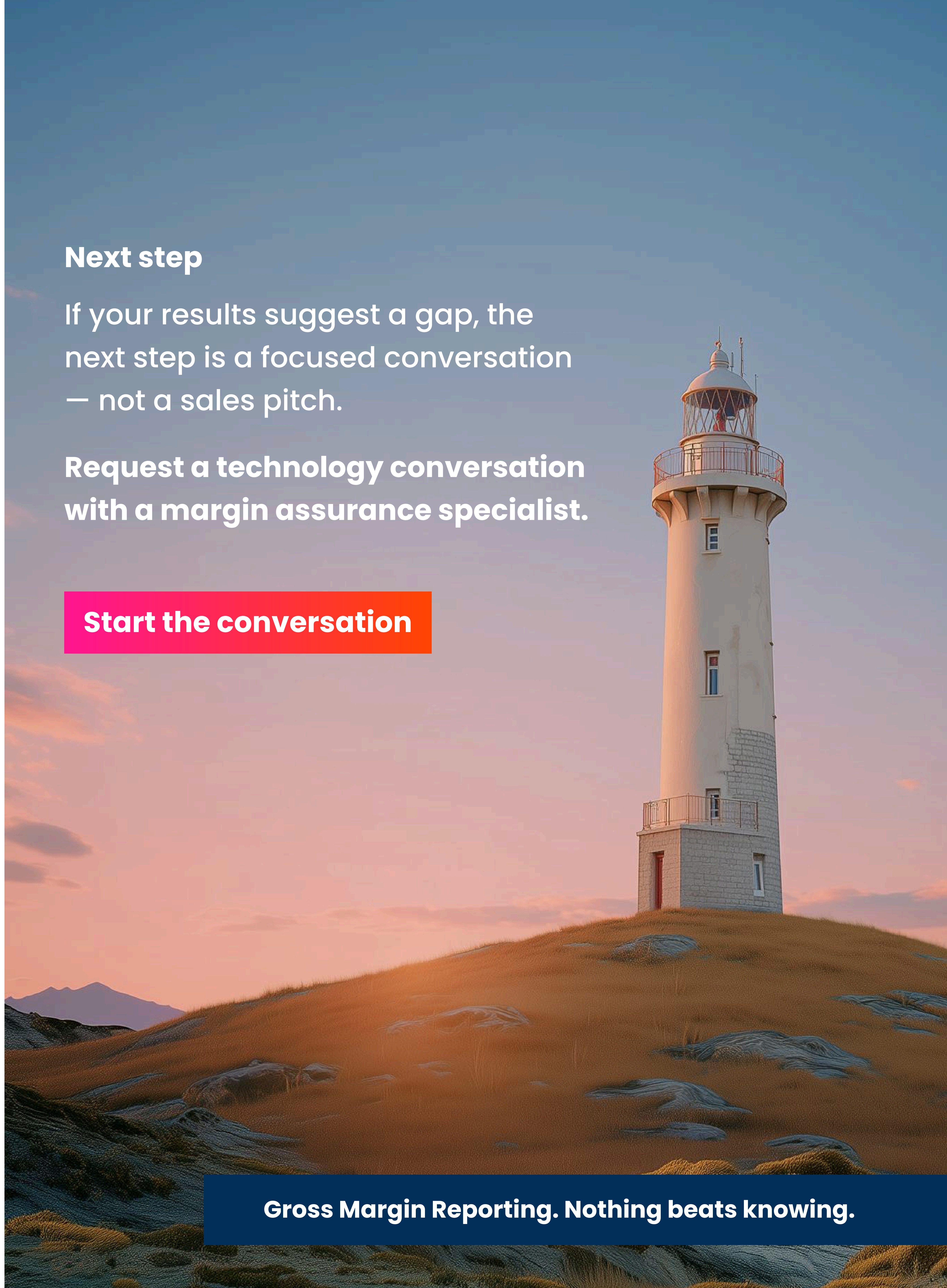

Next step

If your results suggest a gap, the next step is a focused conversation — not a sales pitch.

Request a technology conversation with a margin assurance specialist.

Start the conversation

Gross Margin Reporting. Nothing beats knowing.