

Business Plan

Natureholic

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SA 5015



Email

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Website

www.natureholic-
supplements.com.au

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Executive Summary



Purpose of Business Plan

The purpose of this business plan for Natureholic is to start a new business. This business plan will serve as a blueprint for Natureholic's management team to organise and keep track of operations, clarify and focus organisational goals, and prepare for future growth.

Background

Natureholic is a private company that is seeking to enter the natural health supplements market. Currently, the business caters to the needs of customers in the health and wellbeing industry. The product is natural food supplements.

Value Proposition

Natureholic will market and sell private label naturopathic homeopathic dietary supplements to individual consumers. These products are manufactured by a company that places the retailer's name on the packaging. Products will include ginseng, ginkoba, and various antioxidants in the first year. After Year 1, additional products will be developed and offered to customers.

Market Opportunity & Size

The market for vitamins and nutritional supplements has grown to over \$6.5 billion annually, with herbal sales alone are growing by 20% per year. There has been a paradigm shift of perception of nutritional supplements, with more support and normalisation of natural and homeopathic products. In addition, positive medical results from major studies have further legitimised these products.

Management Team

The business was founded by two co-founders, Craig Hayes and Chris Palmer. They plan to hire a customer service agent and distribution agent. All development of the website and online processes will be outsourced to a company. This will reduce the overheads spent in the beginning of the operation. Maintenance costs will be transitioned to in-house support down the line.

Barriers to Entry

Within the mass market retailer channel, the three main primary vitamin and supplement product categories are national brands, broad-line brands, and private label brands. The national and broad line brands consist of 60% of the domestic market, which the private label brands account for the remaining 40% of the market. The market is relatively large and standing out against big brand names is a difficult task.

Financials & Use of Funds

The business is self-funded by the two co-founders. The funds will be used to hire a customer service and distribution agent. This will push sales across the line for the business to achieve a breakeven in Year 2.

Business Information



Description of Business/Project

Natureholic is an e-commerce company looking to become the market leader in naturopathic and homeopathic nutritional supplements. The headquarters are located in Shanghai, China. Many e-commerce websites have failed because of unproven business models with no true revenue streams. Natureholic will overcome these problems with an easy-to-use website and an efficient distribution system.

General Information

Business/Project Name	Business Life Cycle Stage
Natureholic	Startup
Primary Activity	Business Registration No.
Selling Health Supplements	65120432822
Entity Legal Structure	
Private Company	
Address	
124 River Road, Port Adelaide SA 5015	
Postal Address	
PO Box 431, Port Adelaide SA 5015	
Website	Email
www.natureholic-supplements.com.au	info@natureholic.com.au
Industry	Sub-Industry
Accommodation and Food Services	Health Supplements
Number of Employees	Projected Annual Revenue
1-20	Less than 1M

Management Structure

General Information

The business was founded by two co-founders, Craig Hayes and Chris Palmer. Jerry and Chris are both entrepreneurs who met in a coworking space in Adelaide. Their shared passion for health and fitness brought them together to develop the idea for Natureholic. They plan to hire a customer service agent and distribution agent. All development of the website and online processes will be outsourced to a company. This will reduce the overheads spent in the beginning of the operation. Maintenance costs will be transitioned to in-house support down the line.

Key Personnel

Craig Hayes

Position

Co-founder

Qualifications

Natural Health (Nutrition) Certificate

Summary

Craig is a personal trainer at a local gym, providing advice to members about health and nutrition.

Chris Palmer

Position

Co-founder

Qualifications

Bachelor of Health, Sport and Physical Education

Summary

Chris recently finished his studies, and originally came up with the idea of Natureholics

Business Model

Overview and Vision

Natureholic's goal is to become the e-commerce market leader in sales and marketing of naturopathic and homeopathic dietary supplements. We want to provide the every day person with natural products that support their lifestyle, and desire to be healthy. Providing products direct to the customer reduces the overheads and in turn, the total cost is reduced for customers. This combined with online sales, we make our products accessible to everyone.

Revenue Model

Natureholic will make most of their revenue through online orders. It is not envisioned that a physical store is required to be successful, rather, it becomes our defining feature that our products are only available online. This makes it easier to keep overheads low, whilst still processing customer orders efficiently.

Value Proposition - External Opportunities

All customers are provided with 30 days free returns which will enable them to make risk-free purchases. Similar to certain websites, there will be regular discount codes offered so customers can enjoy low cost products at regular intervals. An online store enables us to provide customer service 24/7 meaning that there is no need to wait to be helped.

Value Proposition - Internal Resources

Our warehouse where products are labeled is off-shore and products will be distributed directly to customers removing the need for an additional warehouse in Port Adelaide. This in conjunction with a very lean team means that the business keeps overheads relatively low. Our understanding of health, nutrition and exercise will act as a benefit to our customers.

Growth Opportunities

Additional products will be added to the catalogue once we have established a solid customer base during Year 1. We will also have products by other brands and develop processes where they can be shipped directly to the customer without our interference.

Use of Funds

Funding will be invested back into the business, with a forecasted breakeven in Year 2 of running the business. By then, we expect there to be 10-20 unique products available in the store, with a relatively well-known brand name across the country.

Intellectual Property and Other Intangibles

N/A

Further Applicable Information

Marketing



SWOT Analysis



This SWOT Analysis identifies the internal and external factors affecting a business. The technique helps to define your Strengths, Weaknesses, Opportunities, and Threats. Most commonly, SWOT analysis is used at the organisational level to determine how closely a business is aligned with its growth trajectories and success benchmarks.



Analysis

Natureholic's competitive edge will be their easy-to-use website and superior customer service. The website will

SWOT Analysis

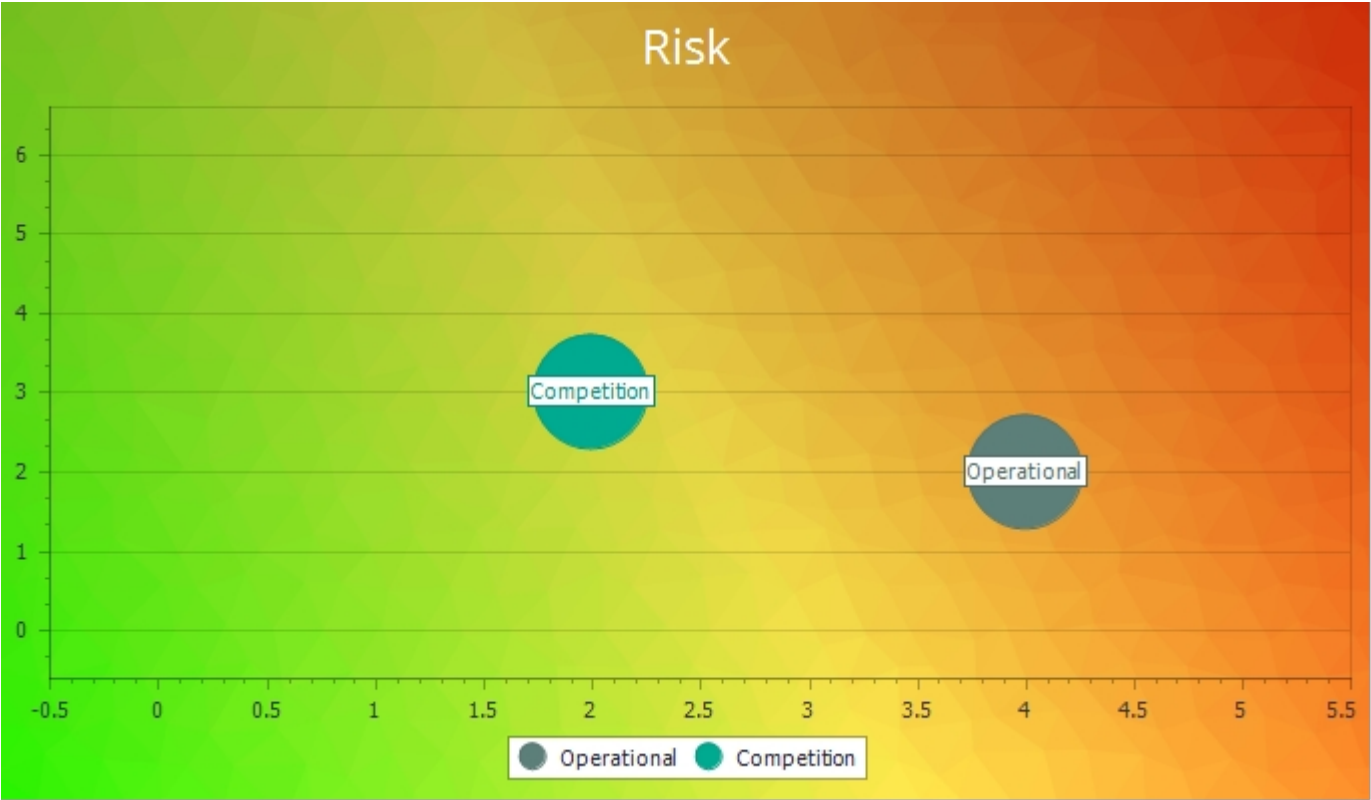


be easy to use, intuitive and designed with UI / UX principles. The design of Natureholic's website will encourage purchases because it is so easy and quick to make the purchase. In addition to our website, our other strength is our superior customer service. The mantra of the customer service team is to serve the customer in any way required. Customers that call in with problem/issues will be amazed at the amount of personal attention they receive and how quickly issues are not only resolved, but significantly improved. This will be a powerful asset.

Risk Assessment



Risk analysis is the process of identifying and analysing potential issues that could negatively impact key business initiatives or critical projects in order to help organisations avoid or mitigate those risks.



Risk Assessment

Risk Type	Likelihood	Degree Of Impact
Systematic	3	2
Potential Risk Description		
Competition		
Mitigation Strategy		
Place higher emphasis on unique selling proposition, create solid customer database, improve brand awareness across Australia		
Risk Type	Likelihood	Degree Of Impact
Non-systematic	2	4
Potential Risk Description		
Operational		
Mitigation Strategy		
Suppliers may leave or want to renegotiate contracts which may cause issues with delivery of products to customers. A client management would help to mitigate any issues and create a good environment for suppliers to work.		

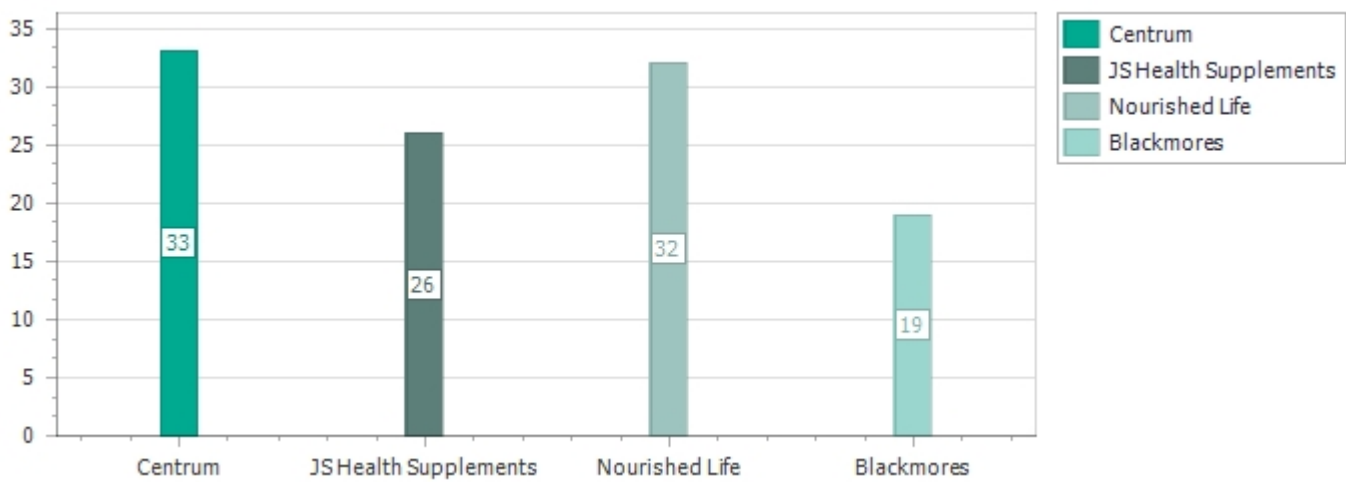
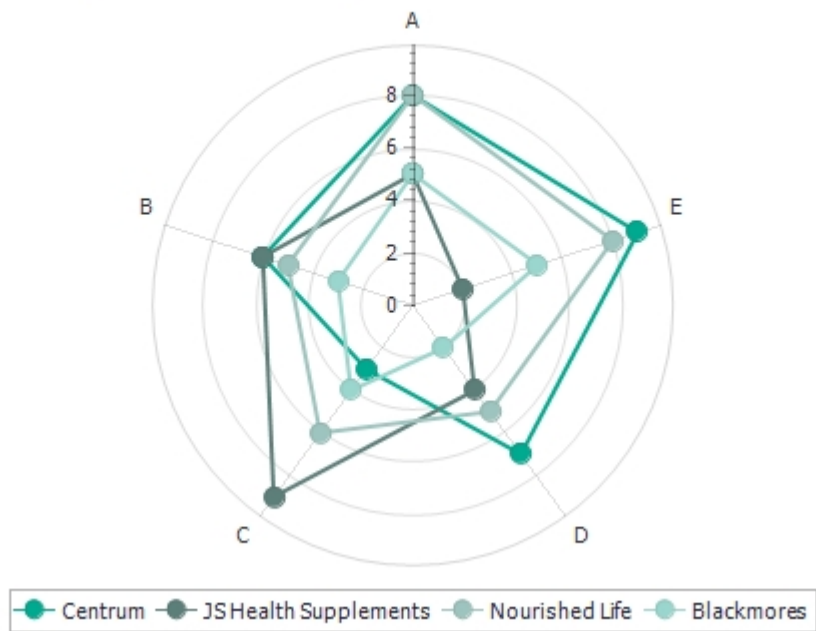
Analysis

The nutritional supplement market is a semi-mature market characterised by high-growth rates, medium barriers to entry, and a few large competitors. Despite the competition in the market, many companies have reported annual growth levels of 30%.

Competitor Analysis



Competitor Analysis - Attribute Scores



Competitor Analysis

Competitor					
Centrum					
Pricing	Quality	Service	Range	Distribution	Total
8	6	3	7	9	33

Competitor					
JS Health Supplements					
Pricing	Quality	Service	Range	Distribution	Total
5	6	9	4	2	26

Competitor					
Nourished Life					
Pricing	Quality	Service	Range	Distribution	Total
8	5	6	5	8	32

Competitor					
Blackmores					
Pricing	Quality	Service	Range	Distribution	Total
5	3	4	2	5	19

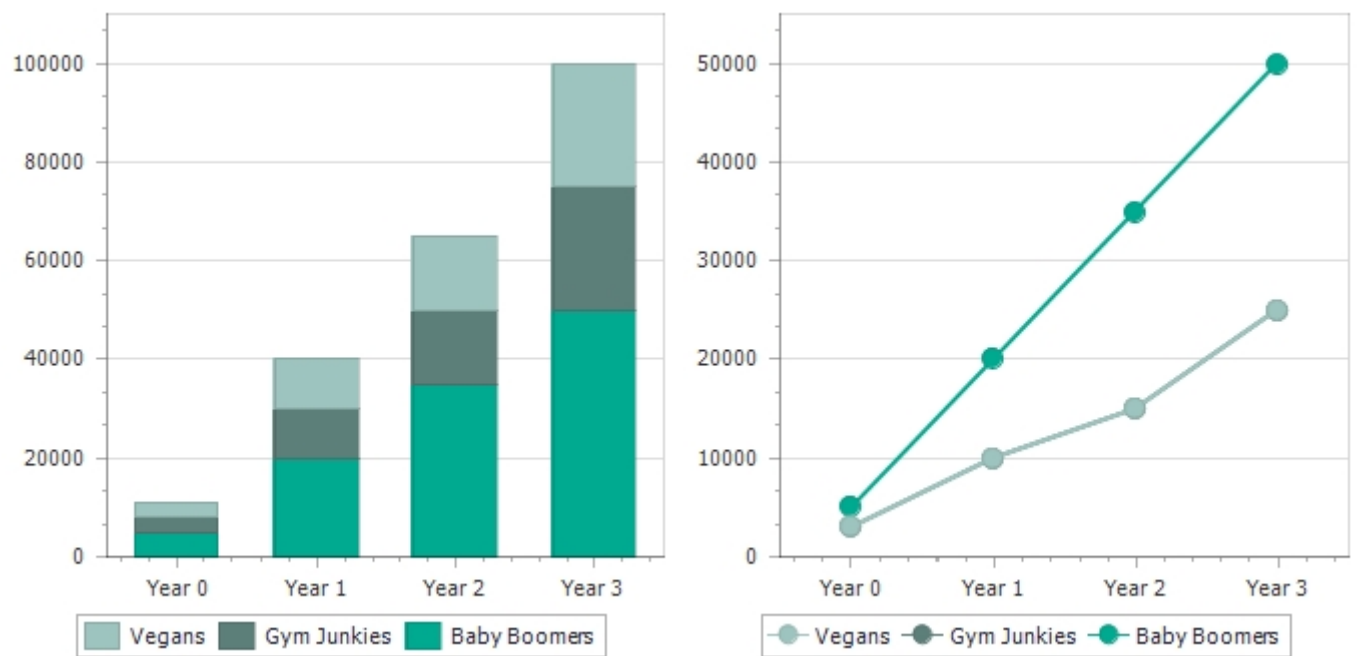
Analysis

Within the mass market retailer channel, the three main primary vitamin and supplement product categories are national brands, broad-line brands, and private label brands. The national and broad line brands consist of 60% of the domestic market, which the private label brands account for the remaining 40% of the market.

Segmentation



Segmentation helps to understand target customers and their specific buying patterns and behaviours. This will help to further understand how to market, sell and position the pricing for products for these groups.



Segment	Sub Segment
Baby Boomers	
Product Description	
Segment Strategy	
Differentiation	
Advertising Strategy	Distribution Channels
Sales Promotion,Advertising,Direct Marketing,Sponsorship	Multi-Channel
Selling Style	Pricing Positioning
Competitor-oriented selling,Product-oriented Selling	Premium Pricing

Segment

Gym Junkies

Sub Segment

Product Description

Segment Strategy

Cost Focus

Advertising Strategy

Digital Marketing,Advertising,Sales
Promotion

Distribution Channels

Multi-Channel

Selling Style

Product-oriented Selling,Needs-oriented
Selling

Pricing Positioning

Cost + Profit Margin

Segment

Vegans

Sub Segment

Product Description

Segment Strategy

Cost Focus

Advertising Strategy

Digital Marketing,Advertising,Sales
Promotion

Distribution Channels

Multi-Channel

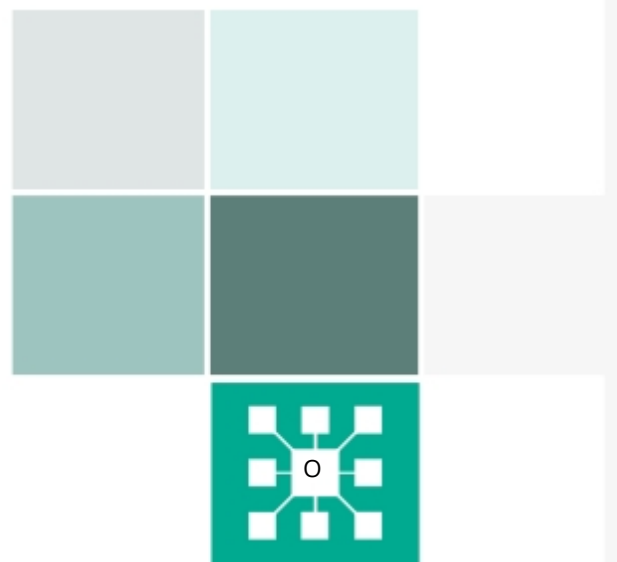
Selling Style

Product-oriented Selling,Consultative
Selling

Pricing Positioning

Cost + Profit Margin

Operations



Routine Processes

Routine Processes have been identified for functioning effectively to meet operational goals. Within these proceses are the what, when, who, where, why and how involved in their execution. Any processes without established procedures should result in the creation of a relevant resource building program which is stated within the Critical Success Capacity section of this report.

Finance

Title	Communicated By	Location
Supplier Payment	Email	Online
Process Description	Frequency	
Suppliers pay on time and correctly	Monthly	
Target Measure	Direct Report	
Correct payments	N/A	
	Lead Responsible	
	Accountant	
Procedures Available	Link To Procedures	
Yes		

Human Resources

Title

Recruitment and Selection

Communicated By

In-person

Location

Port Adelaide coworking space

Process Description

Hire employees based on cultural values

Frequency

Quarterly

Direct Report

N/A

Target Measure

Low to no turnover of employees

Lead Responsible

Cofounders

Procedures Available

No

Link To Procedures

Marketing

Title

Digital Marketing

Communicated By

Email

Location

Online

Process Description

SEO, Website Analytics, Social Media

Frequency

Daily

Direct Report

N/A

Target Measure

Increase in organic traffic to online store

Lead Responsible

Cofounders

Procedures Available

No

Link To Procedures

Title

Sponsorship

Communicated By

In-person

Location

Across Australia

Process Description

Sponsoring events that align with business values

Frequency

Monthly

Direct Report

N/A

Target Measure

Gain brand awareness

Lead Responsible

Cofounders

Procedures Available

No

Link To Procedures

Operations

Title

Supplier Management

Communicated By

Email

Location

Online

Process Description

Ensuring suppliers provide customers with products efficiently and correctly

Frequency

Fortnightly

Direct Report

N/A

Target Measure

Provide reporting and review documents

Lead Responsible

Cofounders

Procedures Available

Yes

Link To Procedures

Title

Process Documentation

Communicated By

ERP

Location

Online

Process Description

Develop documents that outline requirements for efficient online processing

Frequency

Monthly

Direct Report

N/A

Target Measure

Low recurrence of mistakes in delivery

Lead Responsible

Cofounders

Procedures Available

No

Link To Procedures

Finance



Finance

The following financial statements represent a projected four year financial outlook based on a number of assumptions and any previous operating history. Valuations are determined using the Discount Cash Flow Method and Earnings-based Multiples using industry benchmarks. These projected financial statements should be read in conjunction with the notes.

1. Profit & Loss Statement	2020	2021	2022	2023	2024
Sales	\$90,000.00	\$78,749.69	\$90,899.64	\$107,549.57	\$144,000.00
Direct material	\$20,000.00	\$17,499.91	\$20,199.90	\$23,899.88	\$32,000.00
Direct labour	\$30,000.00	\$26,249.87	\$30,299.85	\$35,849.82	\$48,000.00
Direct selling costs	\$10,000.00	\$8,749.96	\$10,099.95	\$11,949.94	\$16,000.00
Total Direct costs	\$60,000.00	\$52,499.74	\$60,599.70	\$71,699.64	\$96,000.00
Gross profit	\$30,000.00	\$26,249.95	\$30,299.94	\$35,849.93	\$48,000.00
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%
Rent and Equipment	\$0.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Utility and maintenance	\$0.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
Marketing	\$0.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
Total Operating Expenses	\$0.00	\$24,000.00	\$24,000.00	\$24,000.00	\$24,000.00
EBITDA	\$30,000.00	\$2,249.95	\$6,299.94	\$11,849.93	\$24,000.00
Depreciation & Amortisation	\$0.00	\$6,700.00	\$2,211.00	\$729.63	\$240.78
Earnings from operations	\$30,000.00	(\$4,450.05)	\$4,088.94	\$11,120.30	\$23,759.22
Earnings before interest and tax (EBIT)	\$30,000.00	(\$4,450.05)	\$4,088.94	\$11,120.30	\$23,759.22
Interest	\$0.00	\$400.00	\$400.00	\$400.00	\$400.00
Net profit/ (loss) before tax	\$30,000.00	(\$4,850.05)	\$3,688.94	\$10,720.30	\$23,359.22
Tax expense/ (credit)	\$0.00	\$4,021.49	\$5,814.68	\$7,291.26	\$4,905.44
Net operating profit after tax (NOPAT)	\$30,000.00	(\$8,871.54)	(\$2,125.74)	\$3,429.04	\$18,453.79
Retained Earnings/ (Loss)	-	(\$8,871.54)	(\$2,125.74)	\$3,429.04	\$18,453.79

Profit and Loss Key Ratios	2020	2021	2022	2023	2024
Growth in Sales	-	-12.5%	15.43%	18.32%	33.89%
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%
Operating expense to sales	%	30.48%	26.4%	22.32%	16.67%
EBIT to sales	33.33%	-5.65%	4.5%	10.34%	16.5%
EBITDA to sales	33.33%	2.86%	6.93%	11.02%	16.67%
EBITDA/ Average Capital Employed (ROACE)	150%	14.46%	62.59%	110.57%	110.81%
Net interest cover (EBIT/ Int expense)	-	-11.13	10.22	27.8	59.4
Return on Capital Employed (ROCE)	150%	-79.72%	-23.61%	27.58%	59.75%
Return on Assets (ROA)	150%	-25.54%	20.97%	54.76%	74.75%
Asset Turnover	4.5	4.15	5.17	5.49	4.61
Return on Equity %	-	-64.12%	14.15%	21.14%	31.71%
Breakeven point	\$0.00	\$92,109.21	\$78,640.86	\$74,196.31	\$72,729.61
Dividend per Share	-	-	-	-	-

2. Balance Sheet

	2020	2021	2022	2023	2024
Cash on hand	\$10,000.00	\$7,416.27	\$7,715.73	\$11,677.56	\$27,132.00
Trade debtors	\$0.00	\$7,218.72	\$8,332.47	\$9,858.71	\$13,200.00
Inventories	\$0.00	\$47.95	\$55.34	\$65.48	\$87.67
Total Current Assets	\$10,000.00	\$14,682.94	\$16,103.54	\$21,601.75	\$40,419.67
Trade creditors	\$0.00	\$6,854.48	\$8,189.82	\$9,529.36	\$9,652.72
Total Current Liabilities	\$0.00	\$6,854.48	\$8,189.82	\$9,529.36	\$9,652.72
Working Capital	\$10,000.00	\$7,828.46	\$7,913.72	\$12,072.39	\$30,766.95
Technology	\$10,000.00	\$3,300.00	\$1,089.00	\$359.37	\$118.59
Net Fixed Assets	\$10,000.00	\$3,300.00	\$1,089.00	\$359.37	\$118.59
Total Capital Employed	\$20,000.00	\$11,128.46	\$9,002.72	\$12,431.76	\$30,885.54
Average Capital Employed	\$20,000.00	\$15,564.23	\$10,065.59	\$10,717.24	\$21,658.65
Loans	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Total Debt	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Contributed Equity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Retained earnings	\$0.00	\$15,128.46	\$37,002.72	\$64,431.76	\$82,885.55
Total Equity	\$0.00	\$15,128.46	\$37,002.72	\$64,431.76	\$82,885.55

Balance Sheet Key Ratios

	2020	2021	2022	2023	2024
Debtors Days	-	30.42	30.42	30.42	30.42
Creditors Days	-	28.16	29.92	30.47	25.22
Working capital	\$10,000.00	\$7,828.46	\$7,913.72	\$12,072.39	\$30,766.95
Working capital ratio	-	2.14	1.97	2.27	4.19
Acid Test ratio	-	2.14	1.96	2.26	4.18
Working capital to sales	11.11%	9.94%	8.71%	11.22%	21.37%
Average Total Assets	\$20,000.00	\$18,991.47	\$17,587.74	\$19,576.83	\$31,249.69
Depreciation / Fixed assets %	%	203.03%	203.03%	203.03%	203.03%
Gearing (Debt / Total Capital)	-	132.2%	38.36%	19.72%	13.58%

3. Cash Flow Statement	2021	2022	2023	2024
Opening balance	\$10,000.00	\$7,416.27	\$7,715.73	\$11,677.56
Cash receipts	\$79,405.93	\$98,875.85	\$116,778.28	\$155,058.71
Cash payments	(\$81,989.66)	(\$98,576.39)	(\$112,816.46)	(\$139,604.27)
Closing balance	\$7,416.27	\$7,715.73	\$11,677.56	\$27,132.00

3a. Actual Cash Payment Method	2021	2022	2023	2024
Collection from sales	\$79,405.93	\$98,875.85	\$116,778.28	\$155,058.71
Total cash receipts	\$79,405.93	\$98,875.85	\$116,778.28	\$155,058.71
Interest payment	(\$400.00)	(\$400.00)	(\$400.00)	(\$400.00)
Payments to suppliers	(\$50,721.36)	(\$59,366.72)	(\$65,337.21)	(\$78,110.64)
Payments to employee and employment related	(\$26,249.87)	(\$30,299.85)	(\$35,849.82)	(\$48,000.00)
Taxes	(\$4,618.43)	(\$8,509.82)	(\$11,229.43)	(\$13,093.63)
Total cash payouts	(\$81,989.66)	(\$98,576.39)	(\$112,816.46)	(\$139,604.27)
Net Cash inflow/ (outflow)	(\$2,583.73)	\$299.46	\$3,961.82	\$15,454.44

3b. Balance Sheet Movement Method	2021	2022	2023	2024
Net Operating income after tax (NOPAT)	(\$8,871.54)	(\$2,125.74)	\$3,429.04	\$18,453.79
Decrease / (increase) in Working Capital	(\$412.19)	\$214.20	(\$196.84)	(\$3,240.13)
Add Depreciation and Amortisation	\$6,700.00	\$2,211.00	\$729.63	\$240.78
Cash flow from operations	(\$2,583.73)	\$299.46	\$3,961.82	\$15,454.44
Cash flow after investing activities	(\$2,583.73)	\$299.46	\$3,961.82	\$15,454.44
Net Cash flow	(\$2,583.73)	\$299.46	\$3,961.82	\$15,454.44

4. Fixed Asset Schedule	2021	2022	2023	2024
Opening Balance - Net Book Value	\$10,000.00	\$3,300.00	\$1,089.00	\$359.37
Depreciation charge for the year	(\$6,700.00)	(\$2,211.00)	(\$729.63)	(\$240.78)
Closing Balance - Net Book Value	\$3,300.00	\$1,089.00	\$359.37	\$118.59
Effective Depreciation Rate (%)	100.75%	100.75%	100.75%	100.75%

5. Tax Schedule	2021	2022	2023	2024
Net profit/ (loss) before tax	(\$4,850.05)	\$3,688.94	\$10,720.30	\$23,359.22
Opening Balance	-	\$2,010.74	\$2,907.34	\$3,645.63
Tax expense / (credit)	\$4,021.49	\$5,814.68	\$7,291.26	\$4,905.44
Tax paid	(\$2,010.74)	(\$4,918.08)	(\$6,552.97)	(\$6,098.35)
Closing Tax Provision/ (Credit)	\$2,010.74	\$2,907.34	\$3,645.63	\$2,452.72
Effective Tax Rate (%)	-82.92%	157.62%	68.01%	21%

6. Valuation

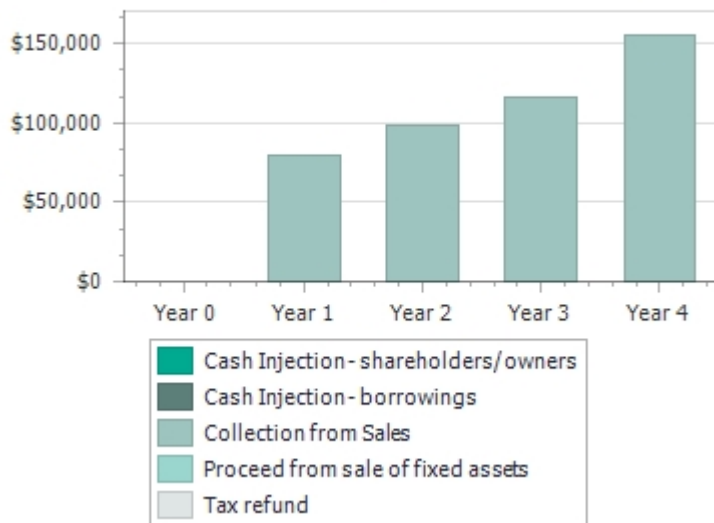
	2021	2022	2023	2024
Average Debt	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Average Equity	\$7,564.23	\$26,065.59	\$50,717.24	\$73,658.65
Gearing (Debt / Total Capital)	132.2%	38.36%	19.72%	13.58%
Cost of debt after tax	3.16%	3.16%	3.16%	3.16%
Cost of Equity	6%	6%	6%	6%
Weighted Average Cost of Capital (WACC)	4.38%	5.21%	5.53%	5.66%
Discount Factor	95.8%	91.05%	86.28%	81.66%

Cash flow after investing activities	(\$2,583.73)	\$299.46	\$3,961.82	\$15,454.44
Add back : Interest	\$400.00	\$400.00	\$400.00	\$400.00
Less : Tax Shield on Interest	(\$331.68)	(\$331.68)	(\$331.68)	(\$331.68)
Free / (Deficit) Cash Flow	(\$1,852.05)	\$1,031.14	\$4,693.50	\$16,186.12
Discounted Cash Flow	(\$1,774.28)	\$938.90	\$4,049.62	\$13,217.43
Present Value of Discounted Cash flow	-	-	-	\$16,431.68
Final Year Cash Flow	-	-	-	\$16,186.12
Present Value of Terminal Value	-	-	-	\$233,501.85

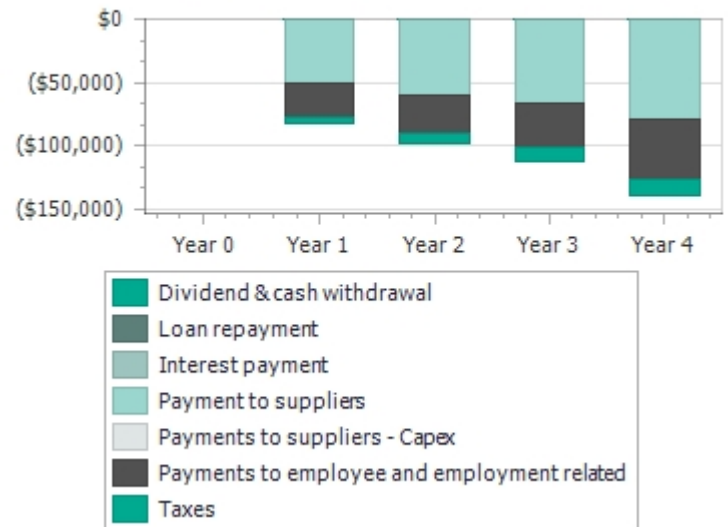
PV of Discount Cash Flow - Ref (i) from 6b above	-	-	-	\$16,431.68
PV of Terminal Value - Ref (ii) from 6b above	-	-	-	\$233,501.85
Implied Enterprise Value	-	-	-	\$249,933.53

EBIT x Multiple	-	-	-	\$120,814.43
EBITDA x Multiple	-	-	-	\$99,899.58
NPAT x PE Ratio	-	-	-	\$51,706.33
EBIT x Multiple	-	-	-	\$207,110.45
EBITDA x Multiple	-	-	-	\$210,899.12
NPAT x PE Ratio	-	-	-	\$78,920.19

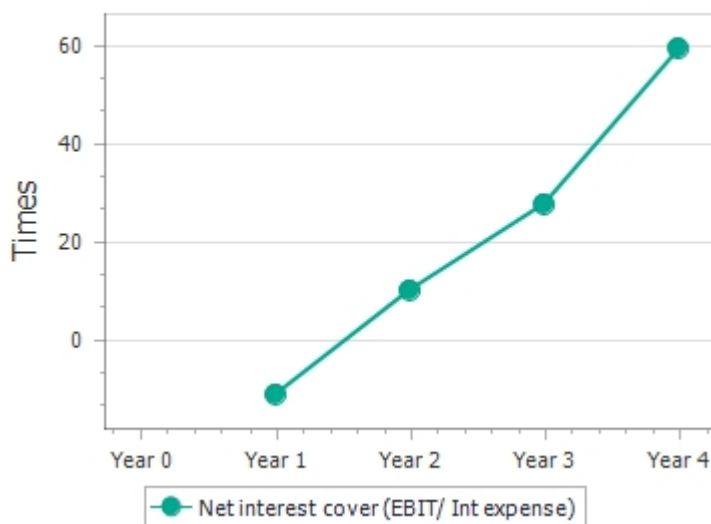
Cash receipts (cash inflow)



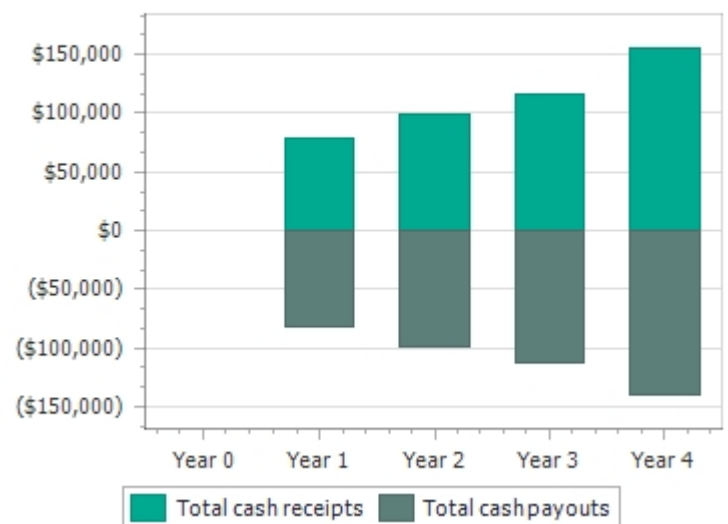
Cash payout (Cash outflow)



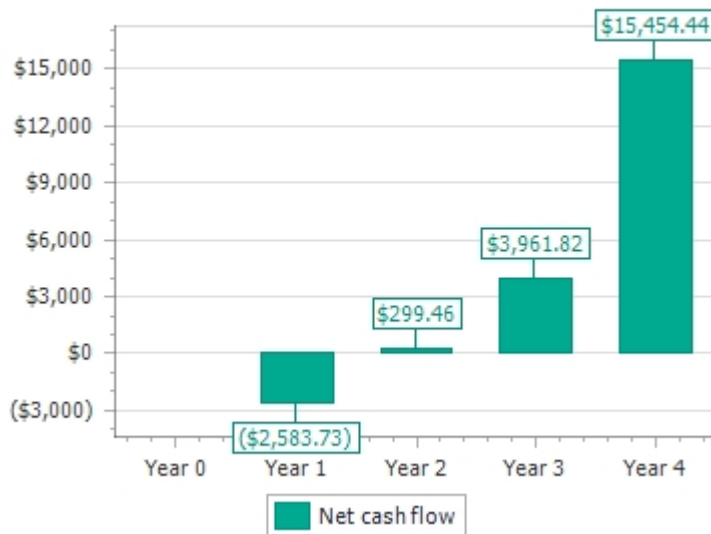
Net Interest Expense Coverage



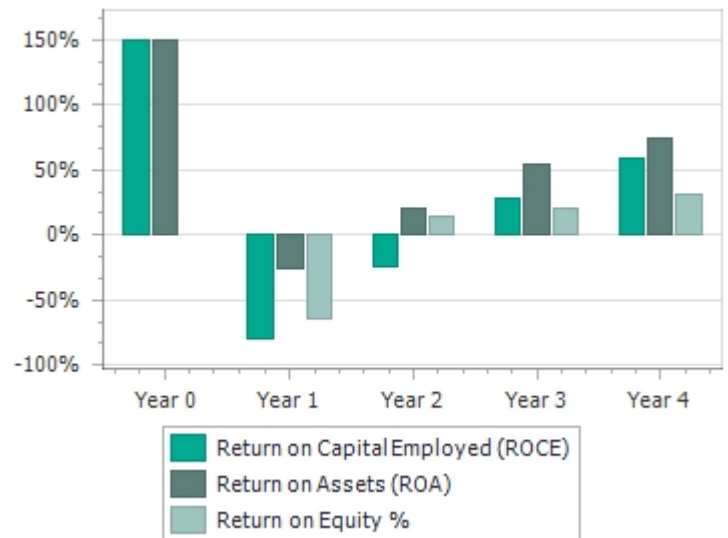
Cash inflow/outflow



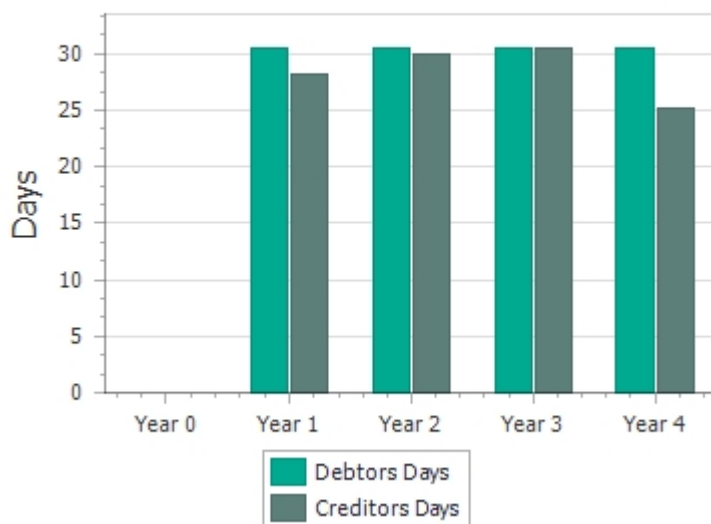
Net cash flow



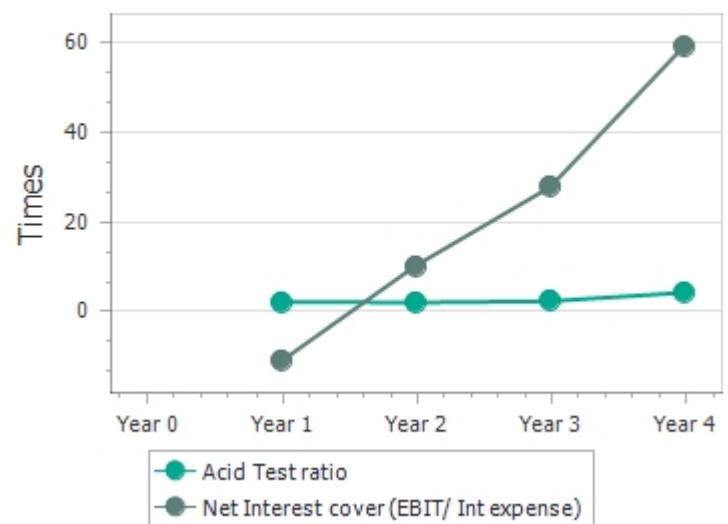
Return on capital, assets and equity



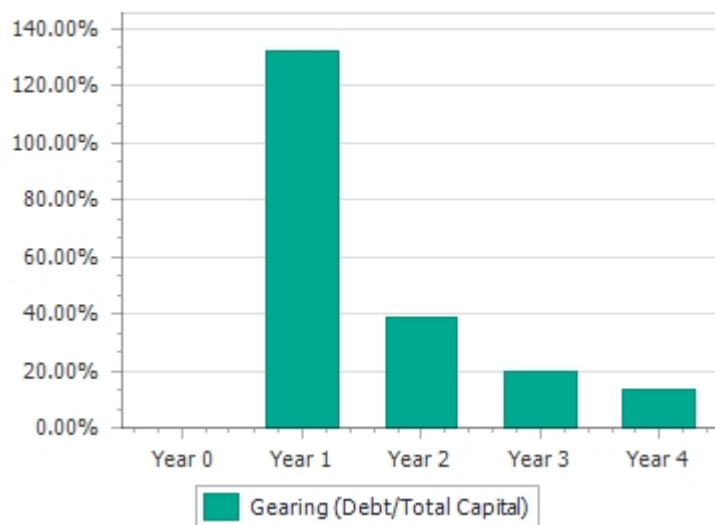
Debtors and Creditors days



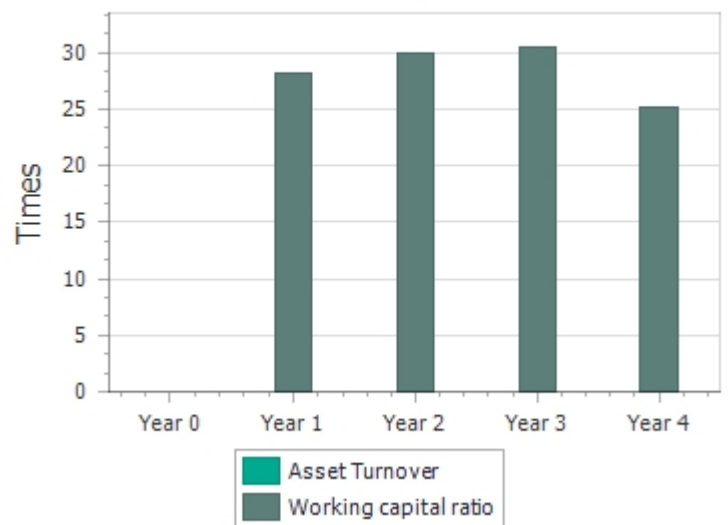
Liquidity ratios



Gearing (Debt/Total Capital)



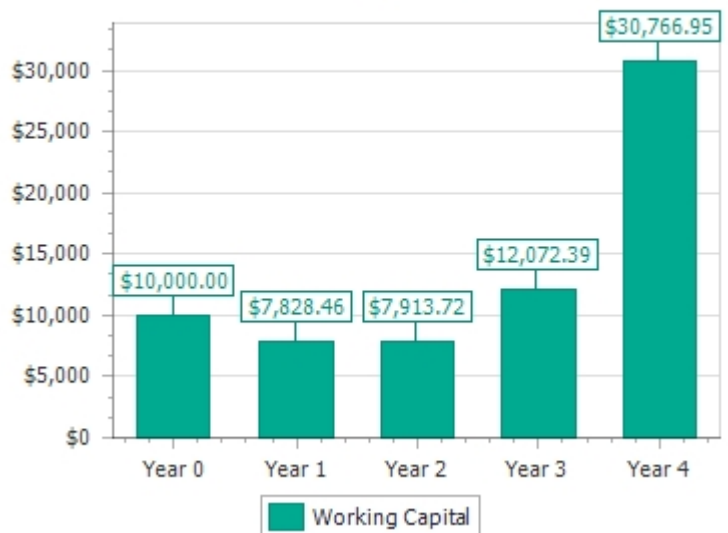
Asset management



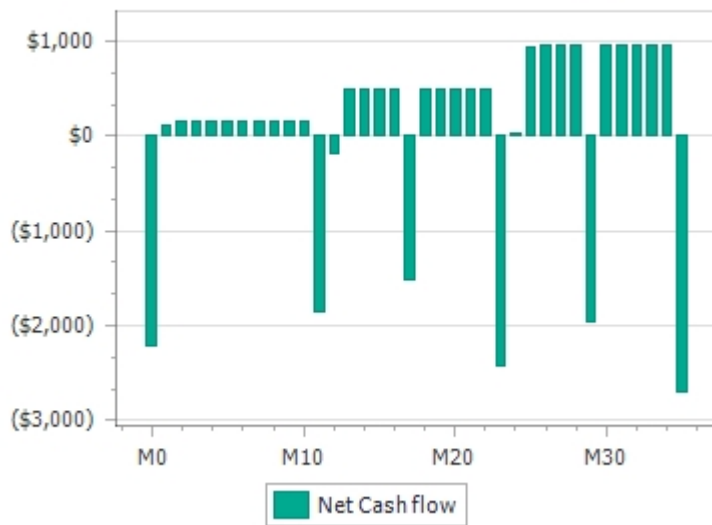
Capital structure



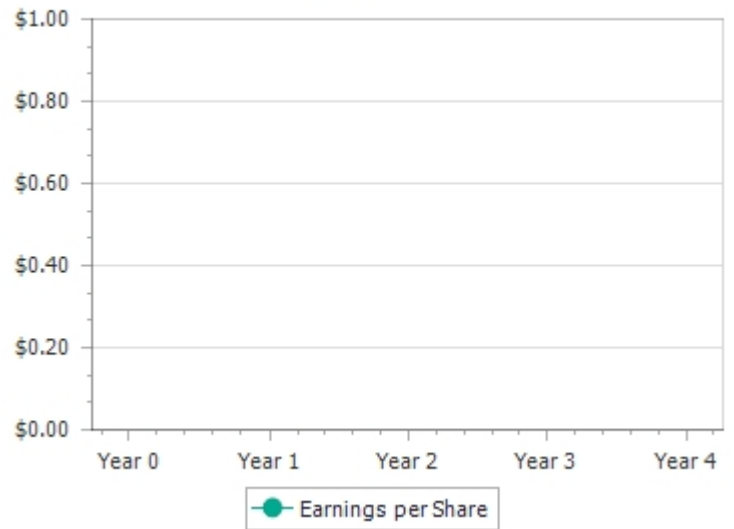
Working capital



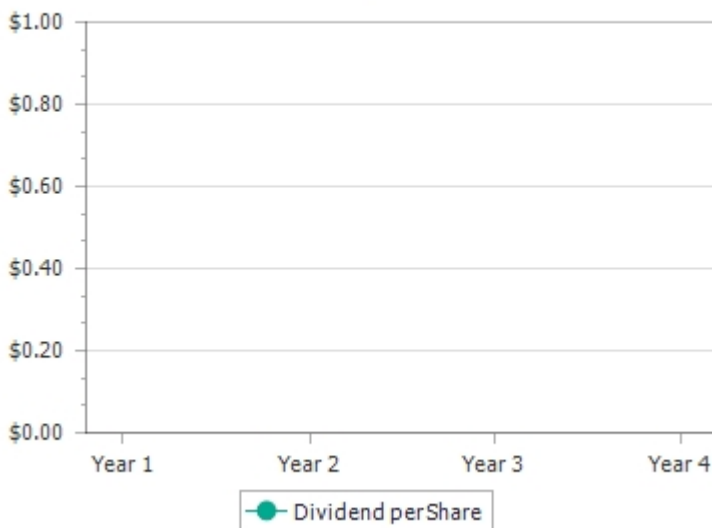
Net cash flow (monthly)



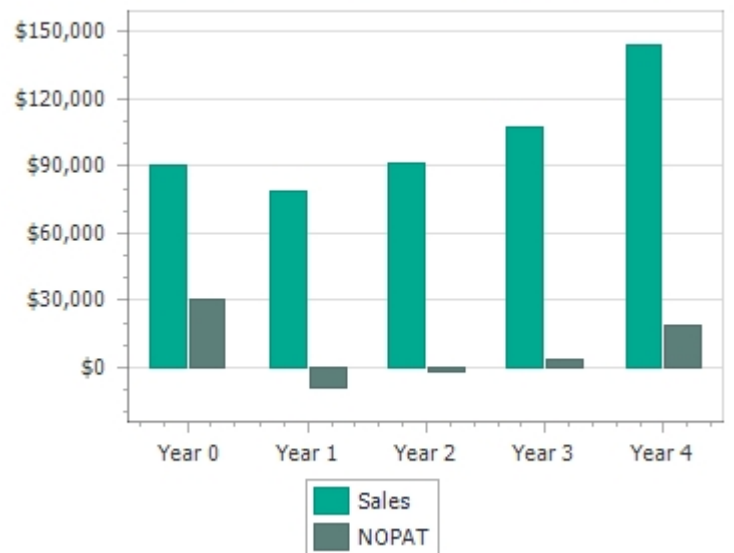
Earnings per Share



Dividend per Share



Revenue and Net operating profit after tax (NOPAT)



1. Profit & Loss Statement

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Sales	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47	\$6,562.47
Direct material	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33	\$1,458.33
Direct labour	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49	\$2,187.49
Direct selling costs	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16	\$729.16
Total Direct costs	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98	\$4,374.98
Gross profit	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50	\$2,187.50
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Rent and Equipment	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Utility and maintenance	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Marketing	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Total Operating Expenses	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
EBITDA	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50	\$187.50
Depreciation & Amortisation	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33
Earnings from operations	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)
Earnings before interest and tax (EBIT)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)	(\$370.84)
Interest	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33
Net profit/ (loss) before tax	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)
Tax expense/ (credit)	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12
Net operating profit after tax (NOPAT)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)
Retained Earnings/ (Loss)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)

Profit & Loss Key Ratios

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Growth in Sales	-	%	%	%	%	%	%	%	%	%	%	%
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Operating expense to sales	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%	30.48%
EBIT to sales	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%	-5.65%
EBITDA to sales	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%	2.86%
EBITDA/ Average Capital Employed (ROACE)	.97%	.99%	1.03%	1.08%	1.12%	1.18%	1.23%	1.3%	1.37%	1.44%	1.53%	1.63%
Net interest cover (EBIT/ Int expense)	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13	-11.13
Return on Capital Employed (ROCE)	-3.84%	-3.99%	-4.16%	-4.34%	-4.53%	-4.75%	-4.99%	-5.25%	-5.54%	-5.86%	-6.23%	-6.64%
Return on Assets (ROA)	-1.65%	-1.67%	-1.7%	-1.73%	-1.76%	-1.79%	-1.82%	-1.85%	-1.89%	-1.92%	-1.96%	-2.11%
Asset Turnover	.27	.27	.28	.28	.29	.29	.3	.3	.31	.31	.32	.34
Return on Equity %	-32.06%	-21.37%	-12.82%	-9.16%	-7.12%	-5.83%	-4.93%	-4.27%	-3.77%	-3.37%	-3.05%	-2.79%
Breakeven point	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77	\$7,675.77
Dividend per Share	-	-	-	-	-	-	-	-	-	-	-	-

1. Profit & Loss Statement

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Sales	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97	\$7,574.97
Direct material	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32	\$1,683.32
Direct labour	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99
Direct selling costs	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66	\$841.66
Total Direct costs	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97	\$5,049.97
Gross profit	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99	\$2,524.99
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Rent and Equipment	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Utility and maintenance	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Marketing	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Total Operating Expenses	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
EBITDA	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99	\$524.99
Depreciation & Amortisation	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25
Earnings from operations	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74
Earnings before interest and tax (EBIT)	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74	\$340.74
Interest	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33
Net profit/ (loss) before tax	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41
Tax expense/ (credit)	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56
Net operating profit after tax (NOPAT)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)
Retained Earnings/ (Loss)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)

Profit & Loss Key Ratios

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Growth in Sales	15.43%	%	%	%	%	%	%	%	%	%	%	%
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Operating expense to sales	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%
EBIT to sales	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
EBITDA to sales	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%	6.93%
EBITDA/ Average Capital Employed (ROACE)	4.76%	4.83%	4.91%	5%	5.08%	5.17%	5.26%	5.36%	5.46%	5.56%	5.66%	5.77%
Net interest cover (EBIT/ Int expense)	10.22	10.22	10.22	10.22	10.22	10.22	10.22	10.22	10.22	10.22	10.22	10.22
Return on Capital Employed (ROCE)	-1.62%	-1.64%	-1.67%	-1.7%	-1.73%	-1.76%	-1.79%	-1.82%	-1.86%	-1.89%	-1.93%	-1.97%
Return on Assets (ROA)	1.67%	1.63%	1.6%	1.58%	1.55%	1.61%	1.67%	1.64%	1.62%	1.59%	1.57%	1.66%
Asset Turnover	.41	.4	.39	.39	.38	.4	.41	.4	.4	.39	.39	.41
Return on Equity %	1.92%	1.72%	1.56%	1.43%	1.32%	1.22%	1.14%	1.07%	1%	.95%	.9%	.85%
Breakeven point	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41	\$6,553.41
Dividend per Share	-	-	-	-	-	-	-	-	-	-	-	-

1. Profit & Loss Statement

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Sales	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46	\$8,962.46
Direct material	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66	\$1,991.66
Direct labour	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49
Direct selling costs	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83	\$995.83
Total Direct costs	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97	\$5,974.97
Gross profit	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49	\$2,987.49
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Rent and Equipment	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Utility and maintenance	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Marketing	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Total Operating Expenses	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
EBITDA	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49	\$987.49
Depreciation & Amortisation	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80
Earnings from operations	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69
Earnings before interest and tax (EBIT)	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69	\$926.69
Interest	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33
Net profit/ (loss) before tax	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36
Tax expense/ (credit)	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61
Net operating profit after tax (NOPAT)	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75
Retained Earnings/ (Loss)	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75

Profit & Loss Key Ratios

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Growth in Sales	18.32%	%	%	%	%	%	%	%	%	%	%	%
Gross margin	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%	33.33%
Operating expense to sales	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%	22.32%
EBIT to sales	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%	10.34%
EBITDA to sales	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%	11.02%
EBITDA/ Average Capital Employed (ROACE)	10.8%	10.47%	10.16%	9.87%	9.6%	9.34%	9.09%	8.86%	8.64%	8.43%	8.23%	8.04%
Net interest cover (EBIT/ Int expense)	27.8	27.8	27.8	27.8	27.8	27.8	27.8	27.8	27.8	27.8	27.8	27.8
Return on Capital Employed (ROCE)	3.08%	2.98%	2.9%	2.82%	2.74%	2.67%	2.6%	2.53%	2.47%	2.41%	2.35%	2.3%
Return on Assets (ROA)	4.98%	4.67%	4.46%	4.27%	4.1%	4.2%	4.32%	4.14%	3.97%	3.82%	3.68%	3.83%
Asset Turnover	.5	.47	.45	.43	.41	.42	.43	.42	.4	.38	.37	.38
Return on Equity %	2.34%	2.21%	2.09%	1.99%	1.89%	1.8%	1.72%	1.65%	1.58%	1.52%	1.46%	1.41%
Breakeven point	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03	\$6,183.03
Dividend per Share	-	-	-	-	-	-	-	-	-	-	-	-



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2. Balance Sheet	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Cash on hand	\$7,779.18	\$7,885.39	\$8,039.56	\$8,193.72	\$8,347.88	\$8,502.04	\$8,656.21	\$8,810.37	\$8,964.53	\$9,118.69	\$9,272.86	\$7,416.27
Trade debtors	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72
Inventories	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95	\$47.95
Total Current Assets	\$15,045.84	\$15,152.06	\$15,306.22	\$15,460.39	\$15,614.55	\$15,768.71	\$15,922.87	\$16,077.03	\$16,231.20	\$16,385.36	\$16,539.52	\$14,682.94
Trade creditors	\$5,226.81	\$5,513.98	\$5,849.11	\$6,184.23	\$6,519.36	\$6,854.48	\$7,189.61	\$7,524.73	\$7,859.85	\$8,194.98	\$8,530.10	\$6,854.48
Total Current Liabilities	\$5,226.81	\$5,513.98	\$5,849.11	\$6,184.23	\$6,519.36	\$6,854.48	\$7,189.61	\$7,524.73	\$7,859.85	\$8,194.98	\$8,530.10	\$6,854.48
Working Capital	\$9,819.04	\$9,638.08	\$9,457.11	\$9,276.15	\$9,095.19	\$8,914.23	\$8,733.27	\$8,552.31	\$8,371.34	\$8,190.38	\$8,009.42	\$7,828.46
Technology	\$9,441.67	\$8,883.33	\$8,325.00	\$7,766.67	\$7,208.33	\$6,650.00	\$6,091.67	\$5,533.33	\$4,975.00	\$4,416.67	\$3,858.33	\$3,300.00
Net Fixed Assets	\$9,441.67	\$8,883.33	\$8,325.00	\$7,766.67	\$7,208.33	\$6,650.00	\$6,091.67	\$5,533.33	\$4,975.00	\$4,416.67	\$3,858.33	\$3,300.00
Total Capital Employed	\$19,260.70	\$18,521.41	\$17,782.11	\$17,042.82	\$16,303.52	\$15,564.23	\$14,824.93	\$14,085.64	\$13,346.34	\$12,607.05	\$11,867.75	\$11,128.46
Average Capital Employed	\$19,260.70	\$18,891.06	\$18,151.76	\$17,412.47	\$16,673.17	\$15,933.88	\$15,194.58	\$14,455.29	\$13,715.99	\$12,976.70	\$12,237.40	\$11,498.11
Loans	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Total Debt	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Contributed Equity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Retained earnings	\$1,260.71	\$2,521.41	\$3,782.12	\$5,042.82	\$6,303.53	\$7,564.23	\$8,824.94	\$10,085.64	\$11,346.35	\$12,607.05	\$13,867.76	\$15,128.46
Total Equity	\$1,260.71	\$2,521.41	\$3,782.12	\$5,042.82	\$6,303.53	\$7,564.23	\$8,824.94	\$10,085.64	\$11,346.35	\$12,607.05	\$13,867.76	\$15,128.46

Balance Sheet Key Ratios	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Debtors Days	30	30	30	30	30	30	30	30	30	30	30	30
Creditors Days	21.05	22.35	23.71	25.07	26.43	27.79	29.15	30.51	31.87	33.22	34.58	27.79
Working capital	\$9,819.04	\$9,638.08	\$9,457.11	\$9,276.15	\$9,095.19	\$8,914.23	\$8,733.27	\$8,552.31	\$8,371.34	\$8,190.38	\$8,009.42	\$7,828.46
Working capital ratio	2.88	2.75	2.62	2.5	2.4	2.3	2.21	2.14	2.07	2	1.94	2.14
Acid Test ratio	2.87	2.74	2.61	2.49	2.39	2.29	2.21	2.13	2.06	1.99	1.93	2.14
Working capital to sales	149.62%	146.87%	144.11%	141.35%	138.59%	135.84%	133.08%	130.32%	127.56%	124.81%	122.05%	119.29%
Average Total Assets	\$24,487.51	\$24,261.45	\$23,833.31	\$23,429.14	\$23,024.97	\$22,620.80	\$22,216.62	\$21,812.45	\$21,408.28	\$21,004.11	\$20,599.94	\$19,190.40
Depreciation / Fixed assets %	5.91%	6.29%	6.71%	7.19%	7.75%	8.4%	9.17%	10.09%	11.22%	12.64%	14.47%	16.92%
Gearing (Debt / Total Capital)	793.21%	528.8%	317.28%	226.63%	176.27%	144.22%	122.03%	105.76%	93.32%	83.5%	75.54%	68.97%

2. Balance Sheet	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Cash on hand	\$7,232.94	\$7,717.20	\$8,208.86	\$8,700.52	\$9,192.19	\$7,673.10	\$8,164.77	\$8,656.43	\$9,148.09	\$9,639.75	\$10,131.41	\$7,715.73
Trade debtors	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47
Inventories	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34	\$55.34
Total Current Assets	\$15,620.75	\$16,105.01	\$16,596.67	\$17,088.33	\$17,580.00	\$16,060.91	\$16,552.57	\$17,044.24	\$17,535.90	\$18,027.56	\$18,519.22	\$16,103.54
Trade creditors	\$7,785.18	\$8,262.34	\$8,746.90	\$9,231.46	\$9,716.01	\$8,189.82	\$8,674.38	\$9,158.94	\$9,643.49	\$10,128.05	\$10,612.61	\$8,189.82
Total Current Liabilities	\$7,785.18	\$8,262.34	\$8,746.90	\$9,231.46	\$9,716.01	\$8,189.82	\$8,674.38	\$9,158.94	\$9,643.49	\$10,128.05	\$10,612.61	\$8,189.82
Working Capital	\$7,835.56	\$7,842.67	\$7,849.77	\$7,856.88	\$7,863.98	\$7,871.09	\$7,878.19	\$7,885.30	\$7,892.40	\$7,899.51	\$7,906.61	\$7,913.72
Technology	\$3,115.75	\$2,931.50	\$2,747.25	\$2,563.00	\$2,378.75	\$2,194.50	\$2,010.25	\$1,826.00	\$1,641.75	\$1,457.50	\$1,273.25	\$1,089.00
Net Fixed Assets	\$3,115.75	\$2,931.50	\$2,747.25	\$2,563.00	\$2,378.75	\$2,194.50	\$2,010.25	\$1,826.00	\$1,641.75	\$1,457.50	\$1,273.25	\$1,089.00
Total Capital Employed	\$10,951.31	\$10,774.17	\$10,597.02	\$10,419.88	\$10,242.73	\$10,065.59	\$9,888.44	\$9,711.30	\$9,534.15	\$9,357.01	\$9,179.86	\$9,002.72
Average Capital Employed	\$11,039.89	\$10,862.74	\$10,685.60	\$10,508.45	\$10,331.31	\$10,154.16	\$9,977.02	\$9,799.87	\$9,622.73	\$9,445.58	\$9,268.44	\$9,091.29
Loans	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Total Debt	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Contributed Equity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Retained earnings	\$16,951.32	\$18,774.17	\$20,597.03	\$22,419.88	\$24,242.74	\$26,065.59	\$27,888.45	\$29,711.30	\$31,534.16	\$33,357.01	\$35,179.87	\$37,002.72
Total Equity	\$16,951.32	\$18,774.17	\$20,597.03	\$22,419.88	\$24,242.74	\$26,065.59	\$27,888.45	\$29,711.30	\$31,534.16	\$33,357.01	\$35,179.87	\$37,002.72

Balance Sheet Key Ratios	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Debtors Days	30	30	30	30	30	30	30	30	30	30	30	30
Creditors Days	28.03	29.77	31.52	33.27	35.01	29.51	31.26	33	34.75	36.5	38.24	29.51
Working capital	\$7,835.56	\$7,842.67	\$7,849.77	\$7,856.88	\$7,863.98	\$7,871.09	\$7,878.19	\$7,885.30	\$7,892.40	\$7,899.51	\$7,906.61	\$7,913.72
Working capital ratio	2.01	1.95	1.9	1.85	1.81	1.96	1.91	1.86	1.82	1.78	1.75	1.97
Acid Test ratio	2	1.94	1.89	1.85	1.8	1.95	1.9	1.85	1.81	1.77	1.74	1.96
Working capital to sales	103.44%	103.53%	103.63%	103.72%	103.82%	103.91%	104%	104.1%	104.19%	104.28%	104.38%	104.47%
Average Total Assets	\$18,359.72	\$18,886.50	\$19,190.22	\$19,497.63	\$19,805.04	\$19,107.08	\$18,409.12	\$18,716.53	\$19,023.94	\$19,331.35	\$19,638.76	\$18,492.51
Depreciation / Fixed assets %	5.91%	6.29%	6.71%	7.19%	7.75%	8.4%	9.17%	10.09%	11.22%	12.64%	14.47%	16.92%
Gearing (Debt / Total Capital)	62.34%	55.98%	50.8%	46.49%	42.86%	39.75%	37.07%	34.72%	32.66%	30.82%	29.18%	27.71%

2. Balance Sheet

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Cash on hand	\$7,744.90	\$8,688.92	\$9,643.08	\$10,597.24	\$11,551.40	\$9,598.23	\$10,552.39	\$11,506.55	\$12,460.71	\$13,414.87	\$14,369.03	\$11,677.56
Trade debtors	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71
Inventories	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48	\$65.48
Total Current Assets	\$17,669.09	\$18,613.11	\$19,567.27	\$20,521.43	\$21,475.59	\$19,522.42	\$20,476.58	\$21,430.74	\$22,384.90	\$23,339.06	\$24,293.22	\$21,601.75
Trade creditors	\$9,408.81	\$10,006.28	\$10,613.89	\$11,221.49	\$11,829.10	\$9,529.36	\$10,136.97	\$10,744.57	\$11,352.18	\$11,959.78	\$12,567.39	\$9,529.36
Total Current Liabilities	\$9,408.81	\$10,006.28	\$10,613.89	\$11,221.49	\$11,829.10	\$9,529.36	\$10,136.97	\$10,744.57	\$11,352.18	\$11,959.78	\$12,567.39	\$9,529.36
Working Capital	\$8,260.28	\$8,606.83	\$8,953.39	\$9,299.94	\$9,646.50	\$9,993.05	\$10,339.61	\$10,686.16	\$11,032.72	\$11,379.27	\$11,725.83	\$12,072.39
Technology	\$1,028.20	\$967.40	\$906.59	\$845.79	\$784.99	\$724.19	\$663.38	\$602.58	\$541.78	\$480.98	\$420.17	\$359.37
Net Fixed Assets	\$1,028.20	\$967.40	\$906.59	\$845.79	\$784.99	\$724.19	\$663.38	\$602.58	\$541.78	\$480.98	\$420.17	\$359.37
Total Capital Employed	\$9,288.47	\$9,574.23	\$9,859.98	\$10,145.73	\$10,431.48	\$10,717.24	\$11,002.99	\$11,288.74	\$11,574.50	\$11,860.25	\$12,146.00	\$12,431.76
Average Capital Employed	\$9,145.60	\$9,431.35	\$9,717.10	\$10,002.86	\$10,288.61	\$10,574.36	\$10,860.11	\$11,145.87	\$11,431.62	\$11,717.37	\$12,003.13	\$12,288.88
Loans	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Total Debt	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Contributed Equity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Retained earnings	\$39,288.48	\$41,574.23	\$43,859.98	\$46,145.73	\$48,431.49	\$50,717.24	\$53,002.99	\$55,288.75	\$57,574.50	\$59,860.25	\$62,146.01	\$64,431.76
Total Equity	\$39,288.48	\$41,574.23	\$43,859.98	\$46,145.73	\$48,431.49	\$50,717.24	\$53,002.99	\$55,288.75	\$57,574.50	\$59,860.25	\$62,146.01	\$64,431.76

Balance Sheet Key Ratios

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Debtors Days	30	30	30	30	30	30	30	30	30	30	30	30
Creditors Days	29.64	31.56	33.47	35.39	37.31	30.05	31.97	33.89	35.8	37.72	39.64	30.05
Working capital	\$8,260.28	\$8,606.83	\$8,953.39	\$9,299.94	\$9,646.50	\$9,993.05	\$10,339.61	\$10,686.16	\$11,032.72	\$11,379.27	\$11,725.83	\$12,072.39
Working capital ratio	1.88	1.86	1.84	1.83	1.82	2.05	2.02	1.99	1.97	1.95	1.93	2.27
Acid Test ratio	1.87	1.85	1.84	1.82	1.81	2.04	2.01	1.99	1.97	1.95	1.93	2.26
Working capital to sales	92.17%	96.03%	99.9%	103.77%	107.63%	111.5%	115.37%	119.23%	123.1%	126.97%	130.83%	134.7%
Average Total Assets	\$17,944.91	\$19,138.90	\$20,027.19	\$20,920.54	\$21,813.90	\$21,253.59	\$20,693.28	\$21,586.64	\$22,480.00	\$23,373.35	\$24,266.71	\$23,337.25
Depreciation / Fixed assets %	5.91%	6.29%	6.71%	7.19%	7.75%	8.4%	9.17%	10.09%	11.22%	12.64%	14.47%	16.92%
Gearing (Debt / Total Capital)	26.22%	24.73%	23.41%	22.22%	21.15%	20.17%	19.28%	18.47%	17.72%	17.03%	16.39%	15.8%

3. Cash Flow Statement

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Opening balance	\$10,000.00	\$7,779.18	\$7,885.39	\$8,039.56	\$8,193.72	\$8,347.88	\$8,502.04	\$8,656.21	\$8,810.37	\$8,964.53	\$9,118.69	\$9,272.86
Cash receipts	\$0.00	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72
Cash payments	(\$2,220.82)	(\$7,112.50)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$9,075.30)
Closing balance	\$7,779.18	\$7,885.39	\$8,039.56	\$8,193.72	\$8,347.88	\$8,502.04	\$8,656.21	\$8,810.37	\$8,964.53	\$9,118.69	\$9,272.86	\$7,416.27

3a. Actual Cash Payment Method

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Collection from sales	\$0.00	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72
Total cash receipts	\$0.00	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72	\$7,218.72
Interest payment	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)
Payments to suppliers	\$0.00	(\$4,658.98)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)	(\$4,606.24)
Payments to employee and employment related	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)	(\$2,187.49)
Taxes	\$0.00	(\$232.70)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$237.50)	(\$2,248.24)
Total cash payouts	(\$2,220.82)	(\$7,112.50)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$7,064.56)	(\$9,075.30)
Net Cash inflow/ (outflow)	(\$2,220.82)	\$106.22	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	(\$1,856.58)

3b. Balance Sheet Movement Method

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Net Operating income after tax (NOPAT)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)	(\$739.30)
Decrease / (increase) in Working Capital	(\$2,039.86)	\$287.18	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	(\$1,675.62)
Add Depreciation and Amortisation	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33	\$558.33
Cash flow from operations	(\$2,220.82)	\$106.22	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	(\$1,856.58)
Cash flow after investing activities	(\$2,220.82)	\$106.22	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	(\$1,856.58)
Net Cash flow	(\$2,220.82)	\$106.22	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	\$154.16	(\$1,856.58)

4. Fixed Asset Schedule

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Opening Balance - Net Book Value	\$10,000.00	\$9,441.67	\$8,883.33	\$8,325.00	\$7,766.67	\$7,208.33	\$6,650.00	\$6,091.67	\$5,533.33	\$4,975.00	\$4,416.67	\$3,858.33
Depreciation charge for the year	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)	(\$558.33)
Closing Balance - Net Book Value	\$9,441.67	\$8,883.33	\$8,325.00	\$7,766.67	\$7,208.33	\$6,650.00	\$6,091.67	\$5,533.33	\$4,975.00	\$4,416.67	\$3,858.33	\$3,300.00
Effective Depreciation Rate (%)	5.74%	6.09%	6.49%	6.94%	7.46%	8.06%	8.76%	9.61%	10.63%	11.89%	13.49%	15.6%

5. Tax Schedule

	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Net profit/ (loss) before tax	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)	(\$404.17)
Opening Balance	-	\$335.12	\$670.25	\$1,005.37	\$1,340.50	\$1,675.62	\$2,010.74	\$2,345.87	\$2,680.99	\$3,016.12	\$3,351.24	\$3,686.37
Tax expense / (credit)	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12	\$335.12
Tax paid	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$2,010.74)
Closing Tax Provision/ (Credit)	\$335.12	\$670.25	\$1,005.37	\$1,340.50	\$1,675.62	\$2,010.74	\$2,345.87	\$2,680.99	\$3,016.12	\$3,351.24	\$3,686.37	\$2,010.74
Effective Tax Rate (%)	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%	-82.92%

3. Cash Flow Statement

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Opening balance	\$7,416.27	\$7,232.94	\$7,717.20	\$8,208.86	\$8,700.52	\$9,192.19	\$7,673.10	\$8,164.77	\$8,656.43	\$9,148.09	\$9,639.75	\$10,131.41
Cash receipts	\$7,218.72	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47
Cash payments	(\$7,402.06)	(\$7,848.20)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$9,851.55)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$10,748.14)
Closing balance	\$7,232.94	\$7,717.20	\$8,208.86	\$8,700.52	\$9,192.19	\$7,673.10	\$8,164.77	\$8,656.43	\$9,148.09	\$9,639.75	\$10,131.41	\$7,715.73

3a. Actual Cash Payment Method

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Collection from sales	\$7,218.72	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47
Total cash receipts	\$7,218.72	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47	\$8,332.47
Interest payment	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)
Payments to suppliers	(\$4,606.24)	(\$4,985.62)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)	(\$4,977.49)
Payments to employee and employment related	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)	(\$2,524.99)
Taxes	(\$237.50)	(\$304.26)	(\$305.00)	(\$305.00)	(\$305.00)	(\$2,315.74)	(\$305.00)	(\$305.00)	(\$305.00)	(\$305.00)	(\$305.00)	(\$3,212.34)
Total cash payouts	(\$7,402.06)	(\$7,848.20)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$9,851.55)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$7,840.81)	(\$10,748.14)
Net Cash inflow/ (outflow)	(\$183.34)	\$484.26	\$491.66	\$491.66	\$491.66	(\$1,519.08)	\$491.66	\$491.66	\$491.66	\$491.66	\$491.66	(\$2,415.68)

3b. Balance Sheet Movement Method

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Net Operating income after tax (NOPAT)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)	(\$177.14)
Decrease / (increase) in Working Capital	(\$190.44)	\$477.16	\$484.56	\$484.56	\$484.56	(\$1,526.19)	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	(\$2,422.78)
Add Depreciation and Amortisation	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25	\$184.25
Cash flow from operations	(\$183.34)	\$484.26	\$491.66	\$491.66	\$491.66	(\$1,519.08)	\$491.66	\$491.66	\$491.66	\$491.66	\$491.66	(\$2,415.68)
Cash flow after investing activities	(\$183.34)	\$484.26	\$491.66	\$491.66	\$491.66	(\$1,519.08)	\$491.66	\$491.66	\$491.66	\$491.66	\$491.66	(\$2,415.68)
Net Cash flow	(\$183.34)	\$484.26	\$491.66	\$491.66	\$491.66	(\$1,519.08)	\$491.66	\$491.66	\$491.66	\$491.66	\$491.66	(\$2,415.68)

4. Fixed Asset Schedule

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Opening Balance - Net Book Value	\$3,300.00	\$3,115.75	\$2,931.50	\$2,747.25	\$2,563.00	\$2,378.75	\$2,194.50	\$2,010.25	\$1,826.00	\$1,641.75	\$1,457.50	\$1,273.25
Depreciation charge for the year	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)	(\$184.25)
Closing Balance - Net Book Value	\$3,115.75	\$2,931.50	\$2,747.25	\$2,563.00	\$2,378.75	\$2,194.50	\$2,010.25	\$1,826.00	\$1,641.75	\$1,457.50	\$1,273.25	\$1,089.00
Effective Depreciation Rate (%)	5.74%	6.09%	6.49%	6.94%	7.46%	8.06%	8.76%	9.61%	10.63%	11.89%	13.49%	15.6%

5. Tax Schedule

	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Net profit/ (loss) before tax	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41	\$307.41
Opening Balance	\$2,010.74	\$2,495.30	\$2,979.86	\$3,464.41	\$3,948.97	\$4,433.53	\$2,907.34	\$3,391.90	\$3,876.45	\$4,361.01	\$4,845.57	\$5,330.12
Tax expense / (credit)	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56	\$484.56
Tax paid	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$2,010.74)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$2,907.34)
Closing Tax Provision/ (Credit)	\$2,495.30	\$2,979.86	\$3,464.41	\$3,948.97	\$4,433.53	\$2,907.34	\$3,391.90	\$3,876.45	\$4,361.01	\$4,845.57	\$5,330.12	\$2,907.34
Effective Tax Rate (%)	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%	157.62%

3. Cash Flow Statement

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Opening balance	\$7,715.73	\$7,744.90	\$8,688.92	\$9,643.08	\$10,597.24	\$11,551.40	\$9,598.23	\$10,552.39	\$11,506.55	\$12,460.71	\$13,414.87	\$14,369.03
Cash receipts	\$8,332.47	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71
Cash payments	(\$8,303.30)	(\$8,914.69)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$11,811.89)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$12,550.18)
Closing balance	\$7,744.90	\$8,688.92	\$9,643.08	\$10,597.24	\$11,551.40	\$9,598.23	\$10,552.39	\$11,506.55	\$12,460.71	\$13,414.87	\$14,369.03	\$11,677.56

3a. Actual Cash Payment Method

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Collection from sales	\$8,332.47	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71
Total cash receipts	\$8,332.47	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71	\$9,858.71
Interest payment	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)	(\$33.33)
Payments to suppliers	(\$4,977.49)	(\$5,497.38)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)	(\$5,486.23)
Payments to employee and employment related	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)	(\$2,987.49)
Taxes	(\$305.00)	(\$396.48)	(\$397.50)	(\$397.50)	(\$397.50)	(\$3,304.84)	(\$397.50)	(\$397.50)	(\$397.50)	(\$397.50)	(\$397.50)	(\$4,043.13)
Total cash payouts	(\$8,303.30)	(\$8,914.69)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$11,811.89)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$8,904.55)	(\$12,550.18)
Net Cash inflow/ (outflow)	\$29.16	\$944.02	\$954.16	\$954.16	\$954.16	(\$1,953.18)	\$954.16	\$954.16	\$954.16	\$954.16	\$954.16	(\$2,691.47)

3b. Balance Sheet Movement Method

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Net Operating income after tax (NOPAT)	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75	\$285.75
Decrease / (increase) in Working Capital	(\$317.39)	\$597.47	\$607.61	\$607.61	\$607.61	(\$2,299.73)	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	(\$3,038.03)
Add Depreciation and Amortisation	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80	\$60.80
Cash flow from operations	\$29.16	\$944.02	\$954.16	\$954.16	\$954.16	(\$1,953.18)	\$954.16	\$954.16	\$954.16	\$954.16	\$954.16	(\$2,691.47)
Cash flow after investing activities	\$29.16	\$944.02	\$954.16	\$954.16	\$954.16	(\$1,953.18)	\$954.16	\$954.16	\$954.16	\$954.16	\$954.16	(\$2,691.47)
Net Cash flow	\$29.16	\$944.02	\$954.16	\$954.16	\$954.16	(\$1,953.18)	\$954.16	\$954.16	\$954.16	\$954.16	\$954.16	(\$2,691.47)

4. Fixed Asset Schedule

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Opening Balance - Net Book Value	\$1,089.00	\$1,028.20	\$967.40	\$906.59	\$845.79	\$784.99	\$724.19	\$663.38	\$602.58	\$541.78	\$480.98	\$420.17
Depreciation charge for the year	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)	(\$60.80)
Closing Balance - Net Book Value	\$1,028.20	\$967.40	\$906.59	\$845.79	\$784.99	\$724.19	\$663.38	\$602.58	\$541.78	\$480.98	\$420.17	\$359.37
Effective Depreciation Rate (%)	5.74%	6.09%	6.49%	6.94%	7.46%	8.06%	8.76%	9.61%	10.63%	11.89%	13.49%	15.6%

5. Tax Schedule

	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Net profit/ (loss) before tax	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36	\$893.36
Opening Balance	\$2,907.34	\$3,514.94	\$4,122.55	\$4,730.15	\$5,337.76	\$5,945.37	\$3,645.63	\$4,253.24	\$4,860.84	\$5,468.45	\$6,076.05	\$6,683.66
Tax expense / (credit)	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61	\$607.61
Tax paid	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$2,907.34)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$3,645.63)
Closing Tax Provision/ (Credit)	\$3,514.94	\$4,122.55	\$4,730.15	\$5,337.76	\$5,945.37	\$3,645.63	\$4,253.24	\$4,860.84	\$5,468.45	\$6,076.05	\$6,683.66	\$3,645.63
Effective Tax Rate (%)	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%	68.01%



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