

## Trading Projections

|                          | PROFIT & LOSS   |                |                |                |                |
|--------------------------|-----------------|----------------|----------------|----------------|----------------|
|                          | Year 1          | Year 2         | Year 3         | Year 4         | Year 5         |
| <b>Sales</b>             | <b>67,680</b>   | <b>126,090</b> | <b>140,400</b> | <b>144,207</b> | <b>148,533</b> |
| <b>Cost of Sales</b>     | <b>38,578</b>   | <b>71,871</b>  | <b>80,028</b>  | <b>82,198</b>  | <b>84,664</b>  |
| <b>Gross Profit</b>      | <b>29,102</b>   | <b>54,219</b>  | <b>60,372</b>  | <b>62,009</b>  | <b>63,869</b>  |
|                          | <b>43.0%</b>    | <b>43.0%</b>   | <b>43.0%</b>   | <b>43.0%</b>   | <b>43.0%</b>   |
| Wages                    | 28,000          | 28,840         | 29,705         | 30,596         | 31,514         |
| NI                       | 3,472           | 3,576          | 3,683          | 3,794          | 3,908          |
| Pension                  | 1,400           | 1,276          | 1,188          | 1,224          | 1,261          |
| <b>Total Staff Costs</b> | <b>32,872</b>   | <b>33,692</b>  | <b>34,577</b>  | <b>35,614</b>  | <b>36,683</b>  |
|                          | <b>48.6%</b>    | <b>26.7%</b>   | <b>24.6%</b>   | <b>24.7%</b>   | <b>24.7%</b>   |
| Direct Controllables     | 1,679           | 2,857          | 3,714          | 4,828          | 6,276          |
| Marketing & Advertising  | 1,950           | 1,200          | 1,200          | 1,200          | 1,200          |
| Utilities                | 2,400           | 2,448          | 2,497          | 2,547          | 2,598          |
| General & Administration | 3,650           | 3,723          | 3,797          | 3,873          | 3,951          |
| Repairs & Maintenance    | 2,200           | 2,200          | 2,200          | 2,200          | 2,200          |
| Property Costs           | -               | -              | -              | -              | -              |
| <b>Total Overheads</b>   | <b>11,879</b>   | <b>12,428</b>  | <b>13,408</b>  | <b>14,648</b>  | <b>16,225</b>  |
| <b>EBITDA</b>            | <b>(15,648)</b> | <b>8,099</b>   | <b>12,387</b>  | <b>11,747</b>  | <b>10,962</b>  |
|                          | <b>-23.1%</b>   | <b>6.4%</b>    | <b>8.8%</b>    | <b>8.1%</b>    | <b>7.4%</b>    |
| Interest                 | -               | -              | -              | -              | -              |
| Depreciation             | 8,374           | 7,171          | 5,573          | 4,334          | 3,374          |
| <b>Net Profit</b>        | <b>(24,022)</b> | <b>928</b>     | <b>6,815</b>   | <b>7,413</b>   | <b>7,588</b>   |
|                          | <b>-35.5%</b>   | <b>0.7%</b>    | <b>4.9%</b>    | <b>5.1%</b>    | <b>5.1%</b>    |

## CASHFLOW

Year 1      Year 2      Year 3      Year 4      Year 5

### INCOME

#### Investment:

|                           |                |           |           |           |           |
|---------------------------|----------------|-----------|-----------|-----------|-----------|
| Shareholders contribution | £75,000        | £0        | £0        | £0        | £0        |
| Bank contribution         | £0             | £0        | £0        | £0        | £0        |
|                           | <b>£75,000</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> |

#### Operating Income:

|         |                |                 |                 |                 |                 |
|---------|----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue | £67,680        | £126,090        | £140,400        | £144,207        | £148,533        |
|         | <b>£67,680</b> | <b>£126,090</b> | <b>£140,400</b> | <b>£144,207</b> | <b>£148,533</b> |

|                     |                 |                 |                 |                 |                 |
|---------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Total Income</b> | <b>£142,680</b> | <b>£126,090</b> | <b>£140,400</b> | <b>£144,207</b> | <b>£148,533</b> |
|---------------------|-----------------|-----------------|-----------------|-----------------|-----------------|

### EXPENDITURE

|                              |                |           |           |           |           |
|------------------------------|----------------|-----------|-----------|-----------|-----------|
| <b>Capital Expenditures:</b> | £51,480        | £0        | £0        | £0        | £0        |
|                              | <b>£51,480</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> |

#### Operating Expenses:

|                          |                |                 |                 |                 |                 |
|--------------------------|----------------|-----------------|-----------------|-----------------|-----------------|
| Staff Costs              | £32,872        | £33,692         | £34,577         | £35,614         | £36,683         |
| Cost of Sales            | £38,578        | £71,871         | £80,028         | £82,198         | £84,664         |
| Direct Controllables     | £2,014         | £3,428          | £4,456          | £5,793          | £7,531          |
| Marketing & Advertising  | £2,340         | £1,440          | £1,440          | £1,440          | £1,440          |
| Utilities                | £2,880         | £2,938          | £2,996          | £3,056          | £3,117          |
| General & Administration | £4,380         | £4,468          | £4,557          | £4,648          | £4,741          |
| Repairs & Maintenance    | £2,640         | £2,640          | £2,640          | £2,640          | £2,640          |
| Property Costs           | £0             | £0              | £0              | £0              | £0              |
|                          | <b>£85,704</b> | <b>£120,476</b> | <b>£130,694</b> | <b>£135,390</b> | <b>£140,816</b> |

#### Financing Costs:

|                   |           |           |           |           |           |
|-------------------|-----------|-----------|-----------|-----------|-----------|
| Interest Expenses | £0        | £0        | £0        | £0        | £0        |
| Capital Repayment | £0        | £0        | £0        | £0        | £0        |
|                   | <b>£0</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> | <b>£0</b> |

|     |          |         |         |         |         |
|-----|----------|---------|---------|---------|---------|
| VAT | -£10,302 | -£2,431 | -£2,628 | -£2,862 | -£3,159 |
|-----|----------|---------|---------|---------|---------|

|                          |                 |                 |                 |                 |                 |
|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Total Expenditure</b> | <b>£126,881</b> | <b>£118,045</b> | <b>£128,066</b> | <b>£132,528</b> | <b>£137,657</b> |
|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|

|                     |                |               |                |                |                |
|---------------------|----------------|---------------|----------------|----------------|----------------|
| <b>NET CASHFLOW</b> | <b>£15,799</b> | <b>£8,045</b> | <b>£12,334</b> | <b>£11,679</b> | <b>£10,876</b> |
|---------------------|----------------|---------------|----------------|----------------|----------------|

|                        |           |                |                |                |                |
|------------------------|-----------|----------------|----------------|----------------|----------------|
| <b>OPENING BALANCE</b> | <b>£0</b> | <b>£15,799</b> | <b>£23,844</b> | <b>£36,178</b> | <b>£47,857</b> |
|------------------------|-----------|----------------|----------------|----------------|----------------|

|                        |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>CLOSING BALANCE</b> | <b>£15,799</b> | <b>£23,844</b> | <b>£36,178</b> | <b>£47,857</b> | <b>£58,733</b> |
|------------------------|----------------|----------------|----------------|----------------|----------------|