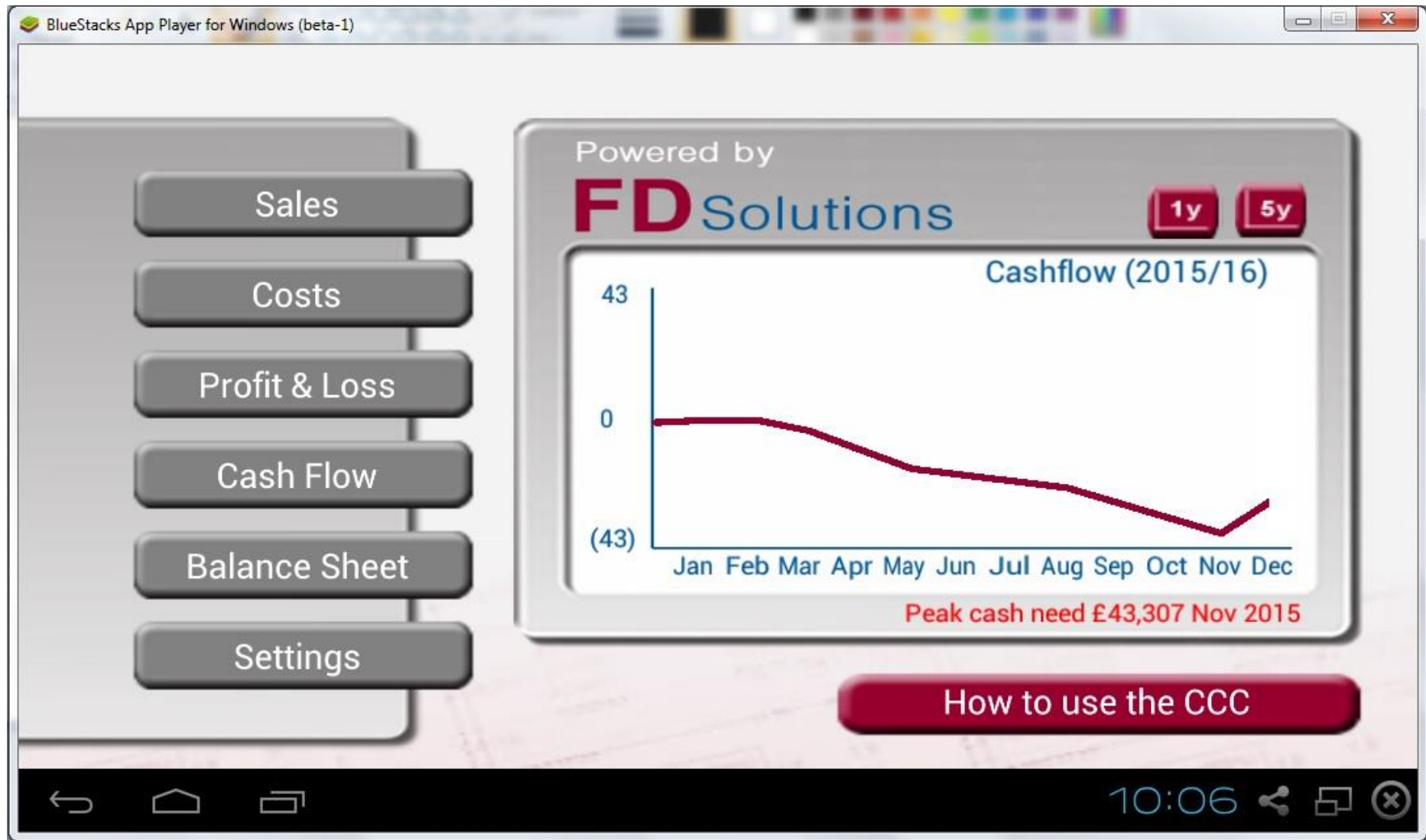


EXERCISE 1 – RESULTS

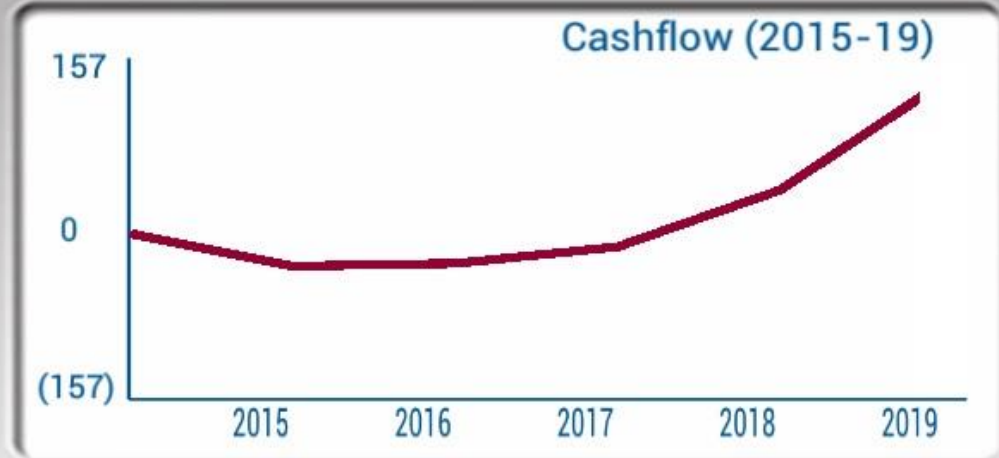


- Sales
- Costs
- Profit & Loss
- Cash Flow
- Balance Sheet
- Settings

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Peak cash need £36,462 2015

How to use the CCC

Sales Assumptions

	Start	2015/16	2016/17	2017/18	2018/19	2019/20
Sales Vol...	Jun	500	1,200	1,500	2,000	2,700
Sales Price		100	105	110	115	120
Total Sales		50,000	126,000	165,000	230,000	324,000

Done

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Fixed & Variable Costs

	Mon	2015/16	2016/17	2017/18	2018/19	2019/20
Gross Profit		60%	70%	70%	70%	70%
Development	Mar	30,000				
Staff Salaries	Apr	18,000	25,000	26,000	27,000	28,000
Gen Overheads	Apr	9,000	12,500	13,000	13,500	14,000
Directors Rem	Sep	12,000	36,000	50,000	52,000	54,000
Capex		10,000	2,000	2,000	2,000	2,000
Capex Month		Mar	Jun	Jun	Jun	Jun

Done Info Settings

Profit & Loss



Amounts in £'000s	2015/16	2016/17	2017/18	2018/19	2019/20
Sales	50	126	165	230	324
Growth %	-	152%	31%	39%	41%
Gross Profit	30	88	116	161	227
%	60%	70%	70%	70%	70%
Expenses	39	13	13	14	14
Salaries	34	69	86	90	93
EBITDA	(43)	6	16	58	119
Depreciation	3	4	4	2	2
Tax	-	-	-	11	23
PAT	(46)	3	12	44	94

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Cashflow



Amounts in £'000s	2015/16	2016/17	2017/18	2018/19	2019/20
EBITDA	(43)	6	16	58	119
Capex	(10)	(2)	(2)	(2)	(2)
TAX	-	-	-	-	(11)
Debtors Inc/Dec	(2)	3	0	1	1
Creditors Inc/Dec	19	(4)	3	4	6
Movement in Cash	(36)	3	18	60	113
Receipts	58	154	197	274	387
Expense Payments	(66)	(76)	(80)	(104)	(136)
Net VAT	3	(11)	(19)	(27)	(39)
Salary Payments	(31)	(64)	(81)	(84)	(87)
Corporation TAX	-	-	-	-	(11)
Movement in Cash	(36)	3	18	60	113

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Balance Sheet



Amounts in £'000s	2015/16	2016/17	2017/18	2018/19	2019/20
Fixed Assets	7	6	3	3	3
Debtors	2	3	4	5	8
Creditors	(16)	(9)	(12)	(15)	(21)
VAT	0	(4)	(5)	(7)	(11)
Payroll	(3)	(5)	(6)	(6)	(6)
Tax	-	-	-	(11)	(23)
Net Assets ex Ca...	(9)	(10)	(16)	(31)	(50)
Cash	(36)	(34)	(16)	44	157
Net Assets	(46)	(43)	(32)	13	107
Cum Profit & Loss	(46)	(43)	(32)	13	107

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Jan

Select the month in which you will start the business.

2015

Select the year in which you want to start the business.

7 days

Time for customers to pay you.

60 days

Time for you to pay suppliers.

3 years

Years to depreciate (use) your equipment (capex).

Subject to VAT

Purchases:



Sales:



VAT Rate

20%

Use sample data

Reset database

Close



10:16

