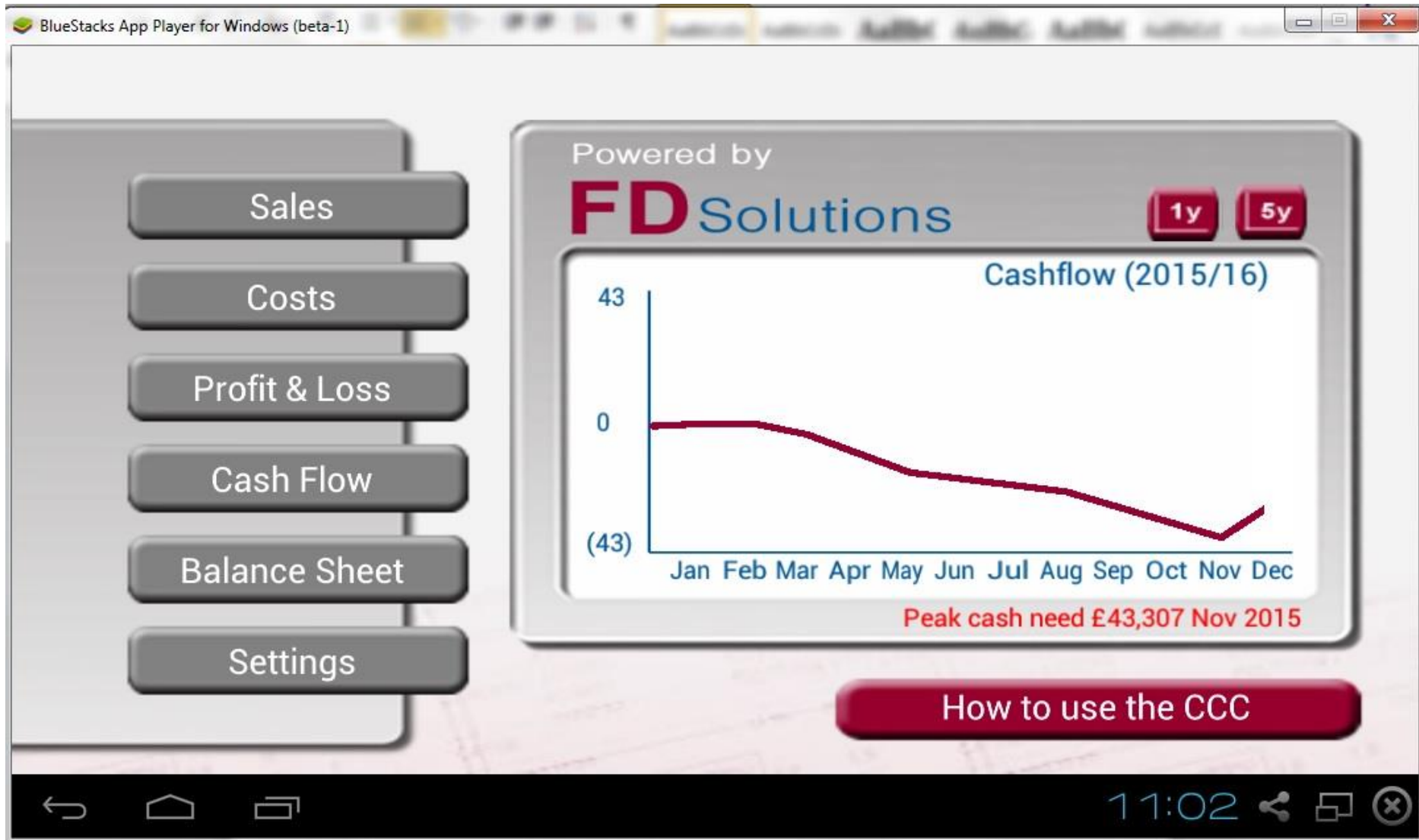


EXERCISE 2 – RESULTS

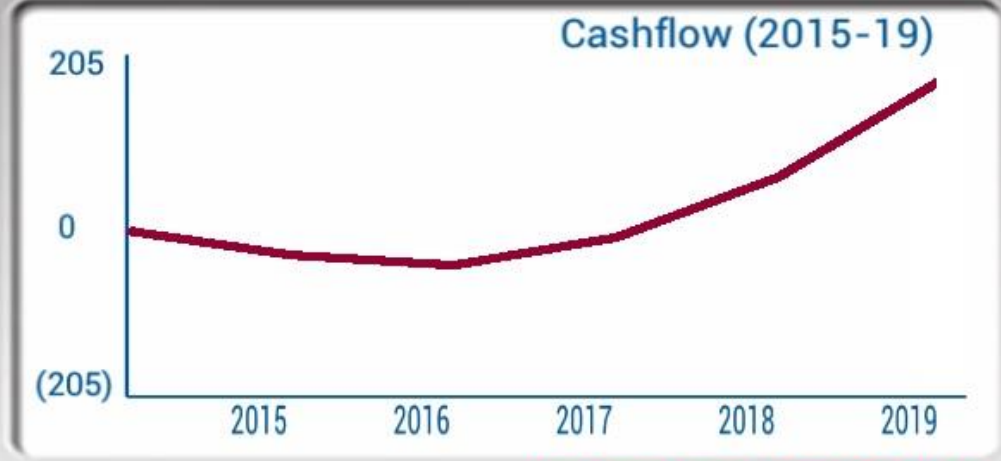


- Sales
- Costs
- Profit & Loss
- Cash Flow
- Balance Sheet
- Settings

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Peak cash need £50,452 2016

How to use the CCC

Sales Assumptions

| | Start | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 |
|--------------|-------|---------|---------|---------|---------|---------|
| Sales Vol... | Jun | 500 | 1,400 | 2,000 | 2,500 | 3,200 |
| Sales Price | | 100 | 105 | 110 | 115 | 120 |
| Total Sales | | 50,000 | 147,000 | 220,000 | 287,500 | 384,000 |

Done

Info

Settings



11:03



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 | 20,000 | | | |
| Staff Salaries | Apr | 18,000 | 38,000 | 39,000 | 40,000 | 41,000 |
| Gen Overheads | Apr | 9,000 | 14,500 | 15,000 | 15,500 | 16,000 |
| 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



11:04



Profit & Loss



| Amounts in £'000s | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 |
|-------------------|---------|---------|---------|---------|---------|
| Sales | 50 | 147 | 220 | 288 | 384 |
| Growth % | - | 194% | 50% | 31% | 34% |
| Gross Profit | 30 | 103 | 154 | 201 | 269 |
| % | 60% | 70% | 70% | 70% | 70% |
| Expenses | 39 | 35 | 15 | 16 | 16 |
| Salaries | 34 | 84 | 101 | 105 | 108 |
| EBITDA | (43) | (16) | 38 | 81 | 145 |
| Depreciation | 3 | 4 | 4 | 2 | 2 |
| Tax | - | - | - | 16 | 29 |
| PAT | (46) | (20) | 33 | 63 | 114 |

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11:04



Cashflow



| Amounts in £'000s | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 |
|-------------------------|-------------|-------------|-----------|-----------|------------|
| EBITDA | (43) | (16) | 38 | 81 | 145 |
| Capex | (10) | (2) | (2) | (2) | (2) |
| TAX | - | - | - | - | (16) |
| Debtors Inc/Dec | (2) | 2 | 2 | 1 | 1 |
| Creditors Inc/Dec | 19 | 2 | 1 | 4 | 6 |
| Movement in Cash | (36) | (14) | 38 | 83 | 134 |
| Receipts | 58 | 178 | 262 | 343 | 459 |
| Expense Payments | (66) | (105) | (105) | (127) | (161) |
| Net VAT | 3 | (9) | (24) | (34) | (47) |
| Salary Payments | (31) | (78) | (95) | (98) | (102) |
| Corporation TAX | - | - | - | - | (16) |
| Movement in Cash | (36) | (14) | 38 | 83 | 134 |

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11:05



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 | 5 | 7 | 9 |
| Creditors | (16) | (15) | (15) | (19) | (24) |
| VAT | 0 | (3) | (7) | (9) | (13) |
| Payroll | (3) | (6) | (6) | (6) | (6) |
| Tax | - | - | - | (16) | (29) |
| Net Assets ex Ca... | (9) | (15) | (20) | (41) | (60) |
| Cash | (36) | (50) | (12) | 71 | 205 |
| Net Assets | (46) | (65) | (32) | 31 | 145 |
| Cum Profit & Loss | (46) | (65) | (32) | 31 | 145 |

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11:06



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

Use sample data

Reset database

Close