

ONE YEAR FINANCIAL FORECAST

Profit & Loss Forecast

Enter ' x ' in **GREEN** cells if VAT applies & NET figures in **YELLOW** cells. Use Formula Bar (= sign) to apply % values of Total Sales.

DO NOT 'CUT & PASTE' CELLS

YEAR

2005

Note	VAT	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
INCOME (Grey description can be altered)														
Total Sales		6,000	6,000	7,500	8,500	8,500	9,500	9,750	9,750	9,750	10,500	10,000	6,000	101,750
Other Operating Income	1													0
TOTAL INCOME		6,000	6,000	7,500	8,500	8,500	9,500	9,750	9,750	9,750	10,500	10,000	6,000	101,750
DIRECT COSTS (Grey descriptions can be altered). * Opening Stock/Work In Progress figure will be closing Stock/WIP from previous year. If none - leave blank.														
Opening Stock/WIP *		1,500	1,600	1,600	1,600	1,600	1,800	1,800	1,800	1,800	2,000	2,000	2,000	1,500
Purchases (Cost of Goods)	2	x	1,500	1,500	1,875	2,125	2,125	2,375	2,438	2,438	2,438	2,625	2,500	25,438
Direct Wages (inc. NIC)		1,000	1,000	1,000	1,500	1,500	2,000	2,000	2,000	2,250	2,250	2,250	2,250	21,000
Plant & Equipment Hire		x	50	50	50	100	100	100	150	150	150	150	50	1,250
Distribution														0
Other Direct Expenses														0
Closing Stock/WIP		1,600	1,600	1,600	1,600	1,800	1,800	1,800	1,800	2,000	2,000	2,000	2,000	2,000
Sub-total Direct Costs		2,450	2,550	2,925	3,725	3,525	4,475	4,588	4,588	4,638	5,025	4,900	3,800	47,188
GROSS MARGIN		3,550	3,450	4,575	4,775	4,975	5,025	5,163	5,163	5,113	5,475	5,100	2,200	54,563
GM as % of Sales		59.17%	57.50%	61.00%	56.18%	58.53%	52.89%	52.95%	52.95%	52.44%	52.14%	51.00%	36.67%	53.62%
OVERHEADS (Grey descriptions can be altered)														
Rent		x	400	400	800	800	800	800	800	800	800	800	800	8,800
Rates			200	200	300	300	300	300	300	300	300	300	300	3,400
Heat & Light		x	75	75	75	100	100	100	100	100	100	100	100	1,125
Communications		x	25	25	25	25	25	25	25	25	25	25	25	300
Repairs & Renewals		x	25	25	25	25	25	25	25	25	25	25	25	300
Business Insurance			50	50	50	50	50	50	50	50	50	50	50	600
Salaries (inc. NIC)														0
Pensions/PHI														0
Vehicle Fuel/Service Costs		x	150	150	200	200	200	200	225	225	200	200	200	2,350
Vehicle Tax & Insurance														0
Print, Post & Stationery		x	80	80	80	80	80	80	80	80	80	80	80	960
Travel/Entertainment														0
Advertising		x			100	100	100	100	100	100	100	100	100	1,000
Promotional Expenses		x	50	50	50	50	50	50	50	50	50	50	50	600
Subscriptions														0
Training Costs														0
Accountancy/Bookkeeping		x	50	50	50	50	50	50	50	50	50	50	50	600
Legal/Professional Fees														0
Sundries		x	25	25	25	25	25	25	25	25	25	25	25	300
HP/Loan Repayment Interest					60	60	60	60	60	60	60	60	60	540
Bank Interest & Charges			25	25	25	25	25	25	25	25	25	25	25	300
Property Depreciation														0
Plant/Equip. Depreciation														0
Vehicle Depreciation			200	200	200	200	200	200	200	200	200	200	200	2,400
Sub-total Overheads		1,355	1,355	2,005	2,090	2,090	2,090	2,090	2,115	2,115	2,090	2,090	2,090	23,575
PRE-TAX PROFIT/(LOSS)		2,195	2,095	2,570	2,685	2,885	2,935	3,073	3,048	2,998	3,385	3,010	110	30,988
P/L as % of Sales		36.58%	34.92%	34.27%	31.59%	33.94%	30.89%	31.51%	31.26%	30.74%	32.24%	30.10%	1.83%	30.45%
Corporation Tax														0
This figure will be calculated automatically once you have entered the assumed rate in the Financial Parameters next. > If Corporation Tax does not apply, you can delete the entry so it does not appear on the print out.														
Enter below capital expenditure items, loan repayments etc. These appear in Cash Flow. If Assets to be sold, enter Net Book Value as minus (-) value.														
NON P&L EXPENDITURE & RECEIPTS (Descriptions can only be altered on Year 1 sheet)														
Property Purchases														0
Plant/Equipment Purchases		x		10,000	5,000									15,000
Vehicle Purchases		x			8,000									8,000
HP/Loan Repayment - Capital					500	500	500	500	500	500	500	500	500	4,500
Sale of Assets/Other														0