

P&L / Cash Flow Forecast
Proforma FYE 2020/2021

Company Name

Note; Excludes VAT

Note	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Total
Balance BF - Insert cash position cell C6 (1st April 2020)	£15,000.00	£92,632.80	£76,290.59	£66,057.39	£50,071.69	£46,132.48	£47,725.28	£52,145.08	£56,174.87	£53,629.67	£54,644.47	£64,944.26	
Cash In													
Sales - contracts, fixed revenue, subscriptions	0.00	0.00	0.00	400.00	600.00	850.00	1,200.00	1,400.00	1,500.00	800.00	1,000.00	1,400.00	9,150.00
Sales - ad-hoc business on request	3,500.00	2,500.00	2,000.00	4,500.00	12,500.00	20,000.00	22,000.00	26,000.00	20,000.00	28,000.00	28,000.00	30,000.00	199,000.00
Sales - Miscellaneous sales	900.00	1,350.00	800.00	900.00	1,000.00	1,200.00	1,200.00	900.00	1,400.00	600.00	1,000.00	1,200.00	12,450.00
Directors Loans, (Working Capital)	100,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100,000.00
Debt Financing (either Bank Loan, Invoice discounting)	100,000.00												100,000.00
Investors (working capital)	400,000.00												400,000.00
Total Cash In	£604,400.00	£3,850.00	£2,800.00	£5,800.00	£14,100.00	£22,050.00	£24,400.00	£28,300.00	£22,900.00	£29,400.00	£30,000.00	£32,600.00	820,600.00
Cash Out													
Business purchase price £1m) part payment	£500,000.00												
Product purchase (suppliers - based on paying creditors & future needs)	£12,500.00	£8,500.00	£500.00	£2,000.00	£2,500.00	£5,000.00	£3,500.00	£8,500.00	£10,000.00	£12,000.00	£2,500.00	£4,000.00	71,500.00
Administrative Costs: (fixed costs)													
Advertising & 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	6,000.00
Accountancy Fee	850.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	960.00
Bank and Merchant Fee	50.00	50.00	50.00	97.50	101.00	119.00	112.00	112.00	112.00	112.00	112.00	112.00	1,139.50
Business Hotels and Meals	0.00	0.00	0.00	100.00	800.00	750.00	100.00	450.00	310.00	1,040.00	800.00	150.00	4,500.00
Commissions on Sales to Agents	350.00	250.00	0.00	850.00	1,000.00	1,000.00	1,200.00	1,400.00	800.00	1,200.00	1,200.00	1,400.00	10,650.00
Consulting	2,000.00	1,200.00	800.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,500.00	2,500.00	2,500.00	2,500.00	24,000.00
Wages and Salary	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	5,417.00	65,004.00
Employment Costs (8%) inc Pension contributions (3%) (estimate 11%)	595.87	595.87	595.87	595.87	595.87	595.87	595.87	595.87	595.87	595.87	595.87	595.87	7,150.44
Directors' Remuneration	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	1,464.00	17,568.00
General Expenses	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	1,058.33	12,700.00
Insurance	0.00	0.00	0.00	1,150.00	0.00	0.00	650.00	0.00	0.00	0.00	0.00	0.00	1,800.00
IT Software, Consumables, website, hosting	152.00	152.00	152.00	152.00	152.00	152.00	152.00	152.00	152.00	152.00	152.00	152.00	1,824.00
Utility Costs	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	1,080.00
Business Development /R&D	250.00	0.00	0.00	125.00	125.00	125.00	150.00	150.00	150.00	50.00	100.00	300.00	1,525.00
Postage & Courier	25.00	25.00	25.00	75.00	75.00	75.00	80.00	120.00	85.00	95.00	1,200.00	500.00	2,380.00
Printing & Stationery	455.00	200.00	125.00	455.00	455.00	455.00	455.00	455.00	455.00	455.00	455.00	455.00	4,875.00
Interest Director's Loan (accountant deals with at year end)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rent/Rates (check as possible grant from local authority of £10K)	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Shipping Costs on Sales	200.00	120.00	150.00	300.00	350.00	300.00	300.00	450.00	400.00	300.00	200.00	350.00	3,420.00
Show and Expo. Costs	0.00	0.00	1,500.00	4,000.00	0.00	0.00	800.00	0.00	0.00	0.00	0.00	0.00	6,300.00
Telephone & Internet	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	720.00
Travel	250.00	0.00	0.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	7,000.00
Online Payment Fees	0.00	0.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	360.00
Debt Financing Loan Repayment - principal (D13 /72) 6 years			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Debt Financing Loan Repayment - interest (D13 at 6% per annum)			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Cash Out	£526,767.20	£20,192.20	£13,033.20	£21,785.70	£18,039.20	£20,457.20	£19,980.20	£24,270.20	£25,445.20	£28,385.20	£19,700.20	£20,400.20	£258,455.94
Change in Cash Position	£77,632.80	-£16,342.20	-£10,233.20	-£15,985.70	-£3,939.20	£1,592.80	£4,419.80	£4,029.80	-£2,545.20	£1,014.80	£10,299.80	£12,199.80	
Ending Cash	£92,632.80	£76,290.59	£66,057.39	£50,071.69	£46,132.48	£47,725.28	£52,145.08	£56,174.87	£53,629.67	£54,644.47	£64,944.26	£77,144.06	