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# Rocket Design

## SAMPLE FORECAST

Prepared 23 February 2021



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## Highlights

### 1. General Overview

The outlook is for a steady year inline with seasonal fluctuations that were experienced to a lesser degree last year

### 2. Trading Inflows

Trading inflows are steady and an improvement is expected in Q3 and Q4. This is due to two new projects that are locked in and scheduled for the second half of the year. Each of the two projects have payments spread across a three month period, with a larger component paid in month one and two

### 3. Trading Outflows

Greater competition in the supplier environment will serve us well moving forward. Cost of Sales will remain reasonably steady helping to maintain the Gross Profit position during key months.

### 4. Other Outflows

New marketing campaign set to kick off in October 2020 to coincide with the two projects in Q3 and Q4. We do expect repairs and maintenance to be carried out toward the end of the year. March 2020 will see the airconditioning system checked over.

### 5. Overall Cash Flow

Cash flow looks healthy overall given to the two projects which started in Q2 and Q3. With the implementation of the new debt collection system and the acceptance of new contracts, we expect that our cash flow will only continue to improve.

## Assumptions

### 1. Market Conditions

We assume that the market will remain flat overall, and we need to be alert for some slow payment cycles in the SME market. The new debt collection system plays a key part in easing this pressure.

### 2. People

The team is responding well to the current workload. No overtime hours have been planned as the schedule for the two new projects are manageable. The new graduate is coming up to speed nicely and is being utilised on both of these projects.

Mark will take Owner Drawings of \$5,000 per month in July, and August and September 2020. This is to help out their family as Jo is scheduled for surgery in January 2020. It is expected that Jo will join Mark in the office from November 2020 on light duties.

### 3. Loans

Existing Bank loan needs to be renegotiated at a higher rate to see the repayment in full by March 2023.

## Recommendations for Action

### 1. Debtors Collection

The new debt collection system will be implemented from July 2020 onwards. Michelle will oversee this transition.

### 2. Systems

The new daily cash tracking system should be given to Michelle to implement and own.

### 3. Bank

We are in line with all of our banking covenants currently. There is no cause for concern, but it is worthwhile keeping an eye on this.

### 4. People

The management team assist Michelle, as necessary, with implementation of the debt collection system and the daily cash tracking system.

### 5. CAPEX

The CAPEX freeze has been lifted from \$1,000 to \$10,000 for Q4 onwards.

## Assumptions

The assumptions listed below relate to the Sample Forecast for Rocket Design.

This forecast is from 1 Apr 2021 to 31 Mar 2022. Actuals were used up to 31 Jan 2021.

The following settings have been used for this forecast:

- GST basis is Payments
- GST period is 2 Months
- Cash forecast is GST Inclusive

## Profit and Loss Forecast

### Revenue Rules

Revenue that is received in the current month - including Interest Received and some monthly recurring Revenue.

Advertising expense calculated at 10% of Product Revenue from October 2018.

The majority of creditors will be paid in the +30 days time period.

### Income Tax Rule

Losses brought forward were \$0.00. Income Tax Rate of 28% was applied to create the income tax expense.

## Balance Sheet Forecast

Business Current Account is the account selected as the default bank account to receive revenue and pay cost of sales and expenses.

### Loan Amortisation Rules

General Ledger Account: Car Loan

Start Date: 1 Apr 2018

Interest Rate: 6%

Loan Amount: \$74,750

Total Interest: \$11,958

Total Cost: \$86,708

Repayment Frequency: Monthly

Repayment Amount: \$1,445

Scheduled Number of Payments: 60

Actual Number of Payments: 60

Final Payment: 01 Apr 2023

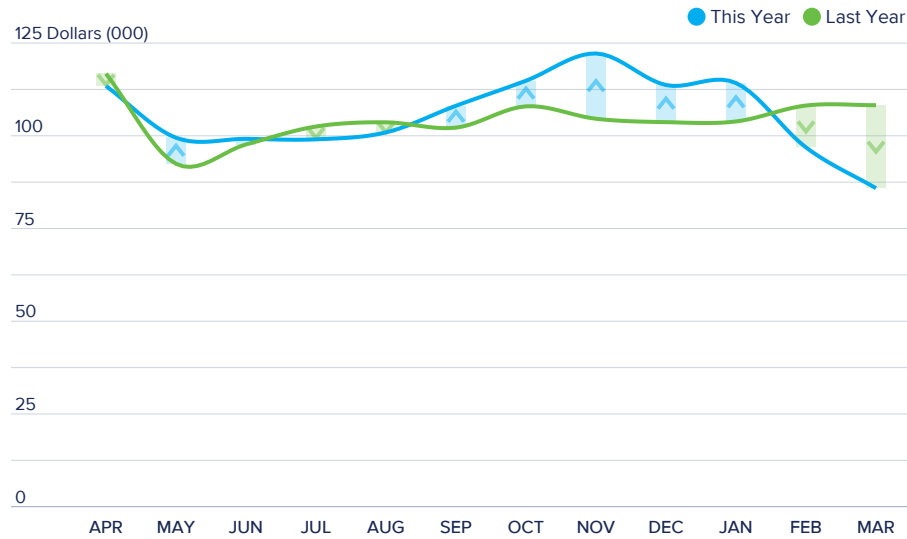
## Payment Profiles

The profiles that best reflects when Revenue and Expenses will be deposited into the bank account are as follows:

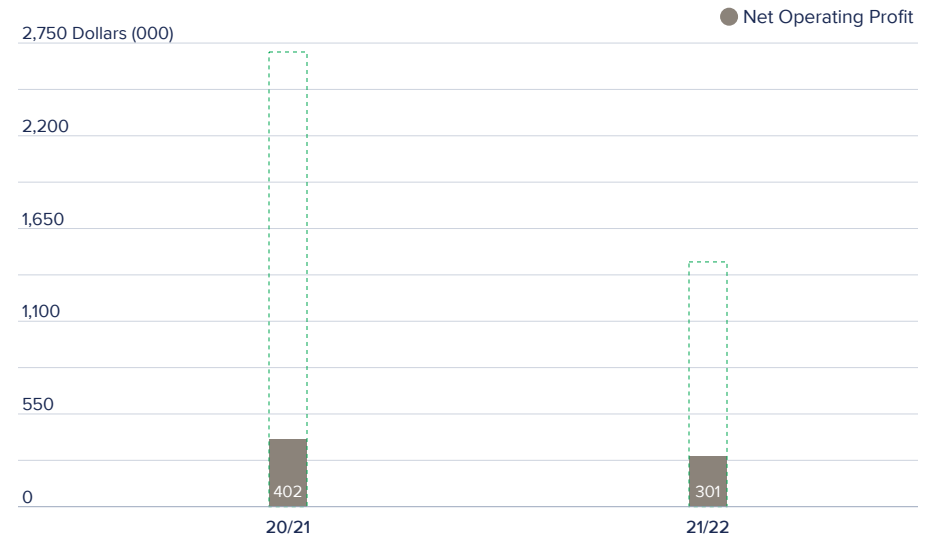
Rules	Current	+30 days	+60 days	+90 days
<b>Revenue Rules</b>				
Revenue	100%	0%	0%	0%
Trading Revenue	50%	50%	0%	0%
<b>Cost of Sales Rules</b>				
Cost of Sales	10%	90%	0%	0%
<b>Expense Rules</b>				
Current Month	100%	0%	0%	0%
Expenses	0%	100%	0%	0%
Insurance	100%	0%	0%	0%

	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Total
<b>Revenue</b>													
Overseas Revenue	0	0	0	0	0	0	0	0	0	0	40,446	43,218	83,664
Product Revenue	10,134	11,342	12,158	10,029	10,487	12,675	13,025	27,939	14,384	10,123	21,368	17,606	171,270
Project Revenue	99,802	78,437	84,129	85,370	87,470	89,732	97,053	90,140	94,134	100,617	112,919	127,204	1,147,007
Support Revenue	3,488	3,690	2,889	3,644	2,956	5,690	4,762	4,114	5,161	3,483	5,482	4,516	49,875
<b>Total Revenue</b>	<b>113,424</b>	<b>93,469</b>	<b>99,176</b>	<b>99,043</b>	<b>100,913</b>	<b>108,097</b>	<b>114,840</b>	<b>122,193</b>	<b>113,679</b>	<b>114,223</b>	<b>180,215</b>	<b>192,544</b>	<b>1,451,816</b>
<b>Cost of Sales</b>													
Product Costs	2,369	2,202	2,239	2,871	2,610	2,066	2,660	2,537	2,311	2,489	2,572	2,605	29,531
Project Costs	33,898	33,998	29,474	33,514	29,194	36,692	33,588	34,238	30,192	33,096	34,197	34,641	396,722
Support Costs	1,620	1,324	1,333	1,297	1,656	1,625	1,606	1,572	1,883	1,213	1,253	1,269	17,651
<b>Gross Profit</b>	<b>75,537</b>	<b>55,945</b>	<b>66,130</b>	<b>61,361</b>	<b>67,453</b>	<b>67,714</b>	<b>76,986</b>	<b>83,846</b>	<b>79,293</b>	<b>77,425</b>	<b>142,193</b>	<b>154,029</b>	<b>1,007,912</b>
<b>GP%</b>	<b>66.6%</b>	<b>59.9%</b>	<b>66.7%</b>	<b>62.0%</b>	<b>66.8%</b>	<b>62.6%</b>	<b>67.0%</b>	<b>68.6%</b>	<b>69.8%</b>	<b>67.8%</b>	<b>78.9%</b>	<b>80.0%</b>	<b>69.4%</b>
<b>OPEX</b>													
Accounting Fees	420	420	420	420	420	420	420	420	420	420	420	420	5,040
Advertising	1,013	1,134	1,216	1,003	1,049	1,268	1,302	2,794	1,438	1,012	2,137	1,761	17,127
Bank Fees	191	191	191	191	191	191	191	191	191	191	195	195	2,300
Interest Expense	449	437	425	412	400	387	375	362	349	337	225	212	4,370
National Travel	249	249	249	249	249	249	249	249	249	249	254	254	2,998
<b>Payroll</b>													
Wages	43,641	43,641	43,641	43,641	43,641	43,641	43,641	43,641	43,641	43,641	44,514	44,514	525,438
KiwiSaver Employer Cont	1,309	1,309	1,309	1,309	1,309	1,309	1,309	1,309	1,309	1,309	1,335	1,335	15,760
Staff Training	108	108	108	108	108	108	108	108	108	108	110	110	1,300
<b>Total Payroll</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,058</b>	<b>45,959</b>	<b>45,959</b>	<b>542,498</b>
Operations	10,602	10,602	10,602	10,602	10,602	10,602	10,602	10,602	10,602	10,602	10,814	10,814	127,648
Entertainment	402	402	402	402	402	402	402	402	402	402	410	410	4,840
<b>NOPBT</b>	<b>17,153</b>	<b>-2,548</b>	<b>7,567</b>	<b>3,024</b>	<b>9,082</b>	<b>9,137</b>	<b>18,387</b>	<b>23,768</b>	<b>20,584</b>	<b>19,154</b>	<b>81,779</b>	<b>94,004</b>	<b>301,091</b>
<b>Net Profit Before Tax</b>	<b>17,153</b>	<b>-2,548</b>	<b>7,567</b>	<b>3,024</b>	<b>9,082</b>	<b>9,137</b>	<b>18,387</b>	<b>23,768</b>	<b>20,584</b>	<b>19,154</b>	<b>81,779</b>	<b>94,004</b>	<b>301,091</b>
<b>Tax</b>	<b>4,803</b>	<b>0</b>	<b>1,405</b>	<b>847</b>	<b>2,543</b>	<b>2,558</b>	<b>5,148</b>	<b>6,655</b>	<b>5,764</b>	<b>5,363</b>	<b>22,898</b>	<b>26,321</b>	<b>84,305</b>
<b>Net Profit</b>	<b>12,350</b>	<b>-2,548</b>	<b>6,162</b>	<b>2,177</b>	<b>6,539</b>	<b>6,579</b>	<b>13,239</b>	<b>17,113</b>	<b>14,820</b>	<b>13,791</b>	<b>58,881</b>	<b>67,683</b>	<b>216,786</b>

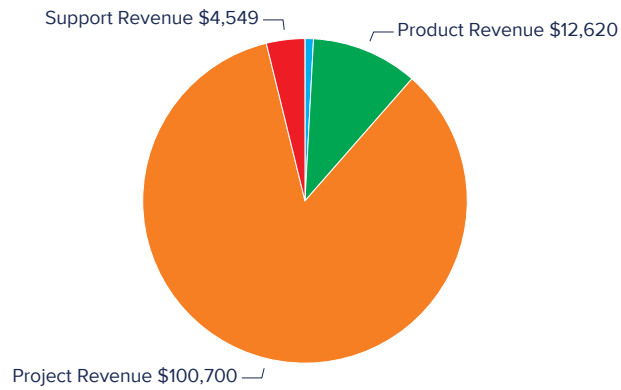
REVENUE - This Year vs Last Year



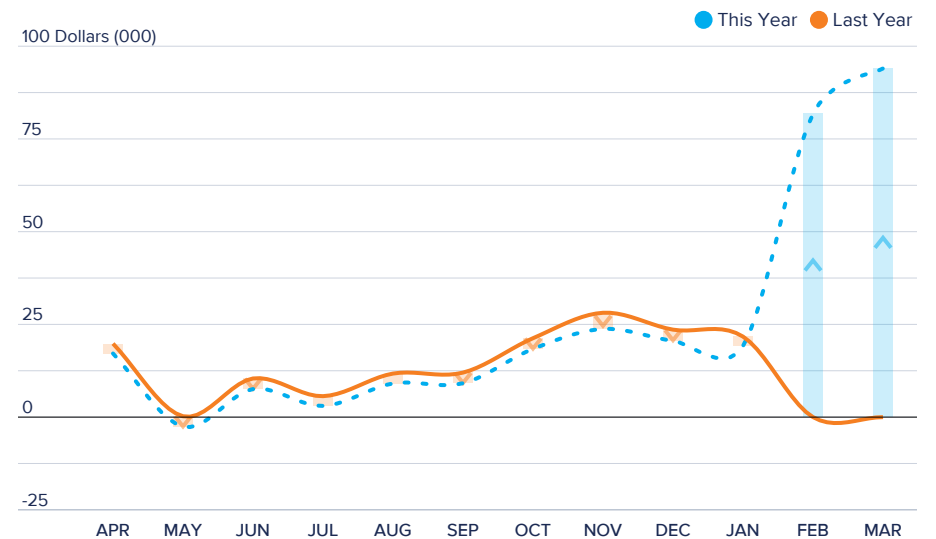
REVENUE AND NET OPERATING PROFIT - Last Year and Current Year



TOP REVENUE CONTRIBUTORS

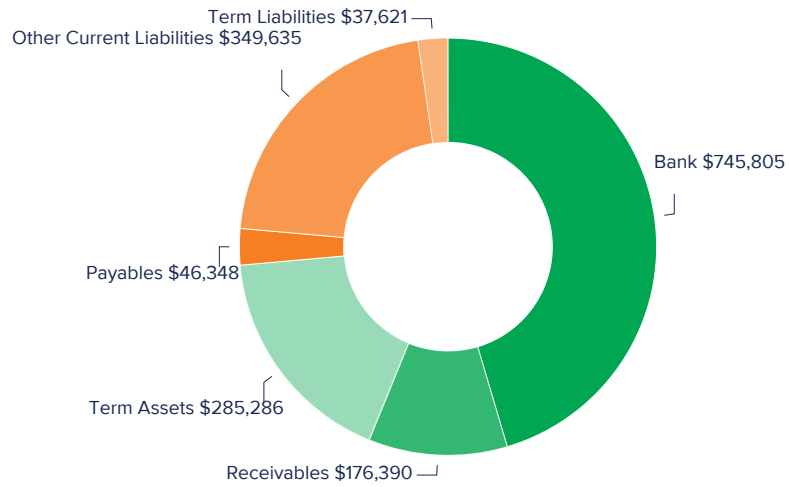


NET OPERATING PROFIT - This Year vs Last Year

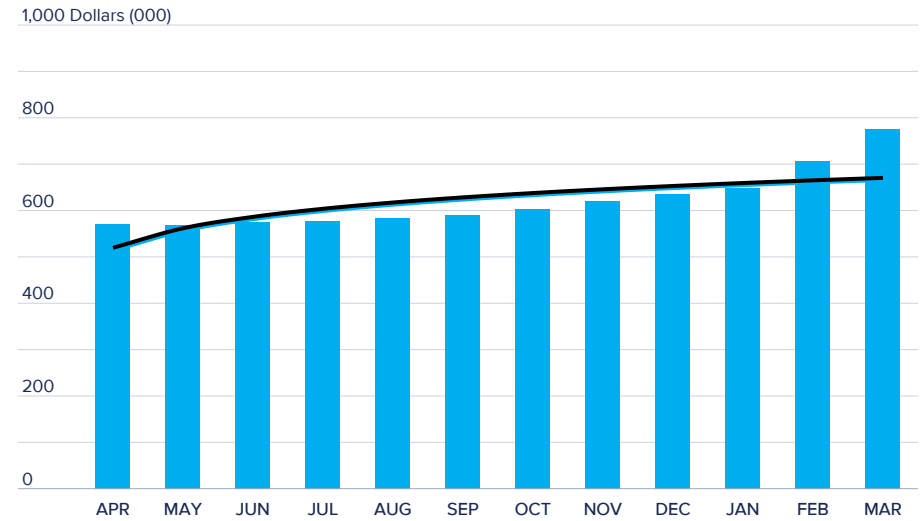


	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22
Accounts Receivable	131,896	120,422	123,704	123,628	124,703	128,834	132,711	136,939	132,043	132,356	170,301	177,390
Bank Accounts	528,603	506,885	496,985	510,195	505,242	524,110	527,487	557,862	585,799	595,408	639,582	745,805
<b>Total Current Assets</b>	<b>660,499</b>	<b>627,307</b>	<b>620,689</b>	<b>633,823</b>	<b>629,945</b>	<b>652,944</b>	<b>660,198</b>	<b>694,801</b>	<b>717,842</b>	<b>727,764</b>	<b>809,883</b>	<b>923,195</b>
Accumulated Depreciation	-179,453	-180,489	-181,525	-182,561	-183,597	-184,633	-185,669	-186,705	-187,741	-188,777	-189,836	-190,895
Fixed Assets	476,181	476,181	476,181	476,181	476,181	476,181	476,181	476,181	476,181	476,181	476,181	476,181
<b>Total Assets</b>	<b>957,227</b>	<b>922,999</b>	<b>915,345</b>	<b>927,443</b>	<b>922,529</b>	<b>944,492</b>	<b>950,710</b>	<b>984,277</b>	<b>1,006,282</b>	<b>1,015,168</b>	<b>1,096,228</b>	<b>1,208,481</b>
Accounts Payable	44,611	44,374	39,833	44,386	40,069	47,486	44,909	47,134	41,476	43,482	46,270	46,348
Other Curr. Liabilities	256,178	227,602	221,207	229,467	225,236	236,121	234,608	251,781	267,583	263,641	285,921	333,411
Payroll	16,128	16,128	16,128	16,128	16,128	16,128	16,128	16,128	16,128	16,128	16,224	16,224
<b>Total Current Liabilities</b>	<b>316,917</b>	<b>288,104</b>	<b>277,168</b>	<b>289,981</b>	<b>281,433</b>	<b>299,735</b>	<b>295,645</b>	<b>315,043</b>	<b>325,187</b>	<b>323,251</b>	<b>348,415</b>	<b>395,983</b>
Bank Loan	-68	-1,655	-3,248	-4,847	-6,452	-8,063	-9,680	-11,304	-12,934	-14,570	-16,212	-17,860
Term Liabilities	69,942	68,660	67,371	66,076	64,775	63,467	62,153	60,832	59,504	58,170	56,829	55,481
<b>Total Liabilities</b>	<b>386,791</b>	<b>355,109</b>	<b>341,291</b>	<b>351,210</b>	<b>339,756</b>	<b>355,139</b>	<b>348,118</b>	<b>364,571</b>	<b>371,757</b>	<b>366,851</b>	<b>389,032</b>	<b>433,604</b>
<b>Net Assets</b>	<b>570,436</b>	<b>567,890</b>	<b>574,054</b>	<b>576,233</b>	<b>582,773</b>	<b>589,353</b>	<b>602,592</b>	<b>619,706</b>	<b>634,525</b>	<b>648,317</b>	<b>707,196</b>	<b>774,877</b>

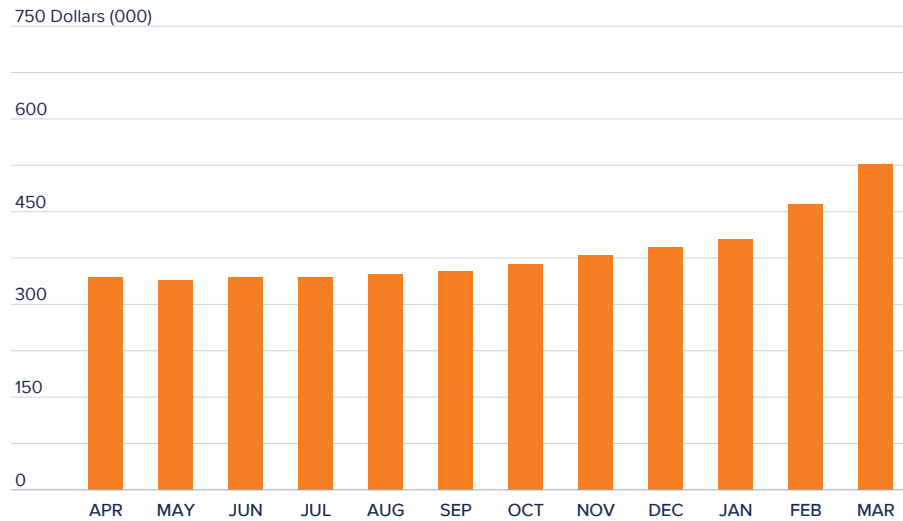
**BALANCE SHEET COMPONENTS** - as at 31 Mar 2022



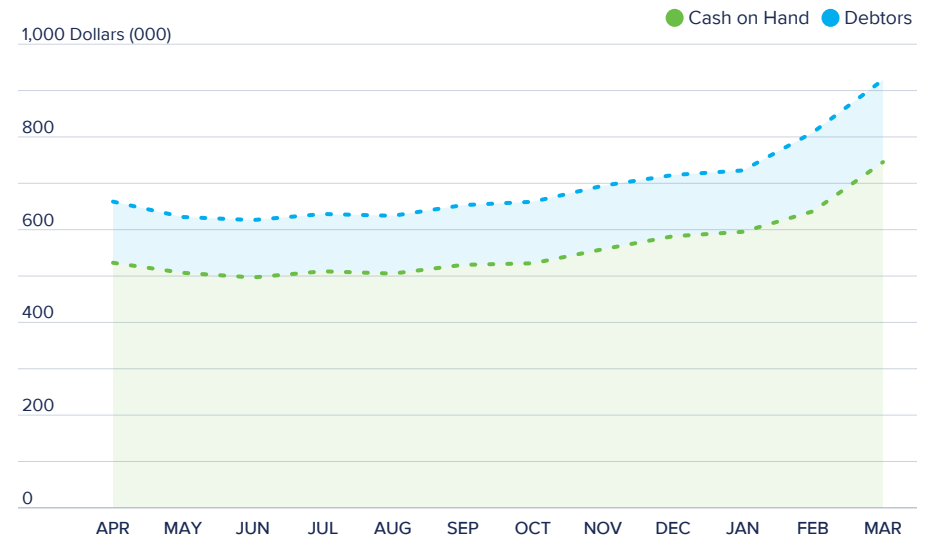
**EQUITY TREND**



**LIQUIDITY MONITOR**



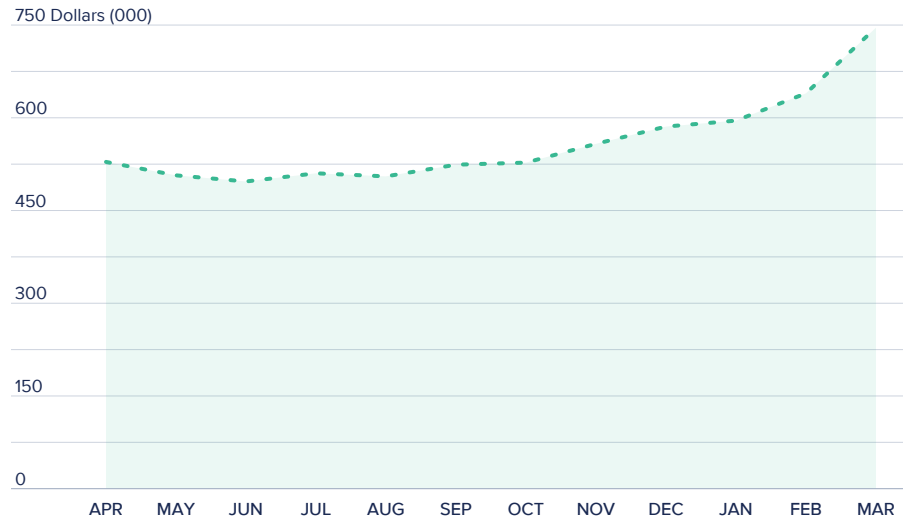
**LIQUIDITY** - (Cash + Debtors)



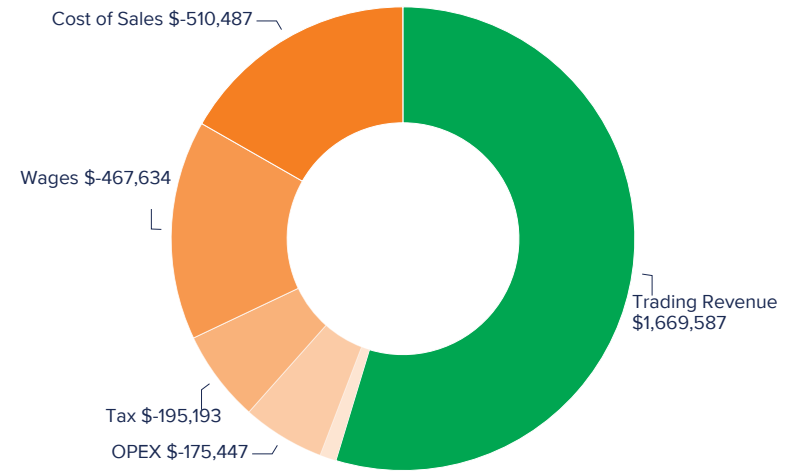


	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Total
Overseas Revenue	24,850	0	0	0	0	0	0	0	0	0	23,256	48,107	96,213
Product Revenue	15,950	12,349	13,512	12,758	11,797	13,318	14,778	23,554	24,336	14,092	18,108	22,410	196,962
Project Revenue	130,528	102,488	93,475	97,462	99,383	101,891	107,401	107,635	105,958	111,982	122,783	138,071	1,319,057
Support Revenue	4,602	4,127	3,783	3,756	3,795	4,971	6,010	5,104	5,334	4,970	5,154	5,749	57,355
<b>Operating Inflows</b>	<b>175,930</b>	<b>118,964</b>	<b>110,770</b>	<b>113,976</b>	<b>114,975</b>	<b>120,180</b>	<b>128,189</b>	<b>136,293</b>	<b>135,628</b>	<b>131,044</b>	<b>169,301</b>	<b>214,337</b>	<b>1,669,587</b>
Cost of Sales	44,220	43,528	42,639	38,535	42,849	39,276	46,149	43,589	43,642	39,820	42,459	43,781	510,487
<b>Total COS</b>	<b>44,220</b>	<b>43,528</b>	<b>42,639</b>	<b>38,535</b>	<b>42,849</b>	<b>39,276</b>	<b>46,149</b>	<b>43,589</b>	<b>43,642</b>	<b>39,820</b>	<b>42,459</b>	<b>43,781</b>	<b>510,487</b>
OPEX	4,057	3,177	3,304	3,385	3,128	3,168	3,408	3,434	5,137	3,566	2,978	4,267	43,009
Rent	11,219	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,219	132,438
Wages	38,840	38,840	38,840	38,840	38,840	38,840	38,840	38,840	38,840	38,840	39,617	39,617	467,634
<b>Total OPEX</b>	<b>54,116</b>	<b>53,017</b>	<b>53,144</b>	<b>53,225</b>	<b>52,968</b>	<b>53,008</b>	<b>53,248</b>	<b>53,274</b>	<b>54,977</b>	<b>53,406</b>	<b>53,595</b>	<b>55,103</b>	<b>643,081</b>
<b>Operating Outflows</b>	<b>98,336</b>	<b>96,545</b>	<b>95,783</b>	<b>91,760</b>	<b>95,817</b>	<b>92,284</b>	<b>99,397</b>	<b>96,863</b>	<b>98,619</b>	<b>93,226</b>	<b>96,054</b>	<b>98,884</b>	<b>1,153,568</b>
<b>Net Operating Flows</b>	<b>77,594</b>	<b>22,419</b>	<b>14,987</b>	<b>22,216</b>	<b>19,158</b>	<b>27,896</b>	<b>28,792</b>	<b>39,430</b>	<b>37,009</b>	<b>37,818</b>	<b>73,247</b>	<b>115,453</b>	<b>516,019</b>
Bank Loan	-1,582	-1,587	-1,593	-1,599	-1,605	-1,611	-1,617	-1,624	-1,630	-1,636	-1,642	-1,648	-19,374
Other Curr. Liabilities	-1,335	-36,466	-17,206	-1,309	-16,403	-1,309	-17,682	-1,309	-1,309	-20,436	-21,290	-1,335	-137,389
Payroll	-4,897	-4,801	-4,801	-4,801	-4,801	-4,801	-4,801	-4,801	-4,801	-4,801	-4,801	-4,897	-57,804
Term Liabilities	-1,276	-1,282	-1,289	-1,295	-1,301	-1,308	-1,314	-1,321	-1,328	-1,334	-1,341	-1,348	-15,737
<b>Non Operating Flows</b>	<b>-9,090</b>	<b>-44,136</b>	<b>-24,889</b>	<b>-9,004</b>	<b>-24,110</b>	<b>-9,029</b>	<b>-25,414</b>	<b>-9,055</b>	<b>-9,068</b>	<b>-28,207</b>	<b>-29,074</b>	<b>-9,228</b>	<b>-230,304</b>
<b>Other Flows</b>	<b>0</b>	<b>-1</b>	<b>2</b>	<b>-2</b>	<b>-1</b>	<b>1</b>	<b>-1</b>	<b>0</b>	<b>-4</b>	<b>-2</b>	<b>1</b>	<b>-2</b>	<b>-9</b>
<b>Opening Balance</b>	<b>460,099</b>	<b>528,603</b>	<b>506,885</b>	<b>496,985</b>	<b>510,195</b>	<b>505,242</b>	<b>524,110</b>	<b>527,487</b>	<b>557,862</b>	<b>585,799</b>	<b>595,408</b>	<b>639,582</b>	<b>460,099</b>
<b>Net Cash Flows</b>	<b>68,504</b>	<b>-21,718</b>	<b>-9,900</b>	<b>13,210</b>	<b>-4,953</b>	<b>18,868</b>	<b>3,377</b>	<b>30,375</b>	<b>27,937</b>	<b>9,609</b>	<b>44,174</b>	<b>106,223</b>	<b>285,706</b>
<b>Closing Balance</b>	<b>528,603</b>	<b>506,885</b>	<b>496,985</b>	<b>510,195</b>	<b>505,242</b>	<b>524,110</b>	<b>527,487</b>	<b>557,862</b>	<b>585,799</b>	<b>595,408</b>	<b>639,582</b>	<b>745,805</b>	<b>745,805</b>

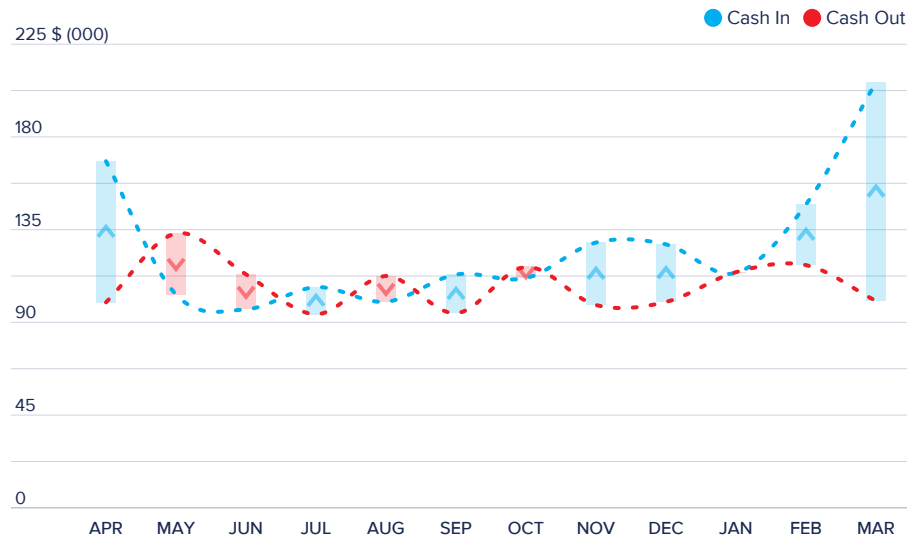
CASH ON HAND FORECASTS



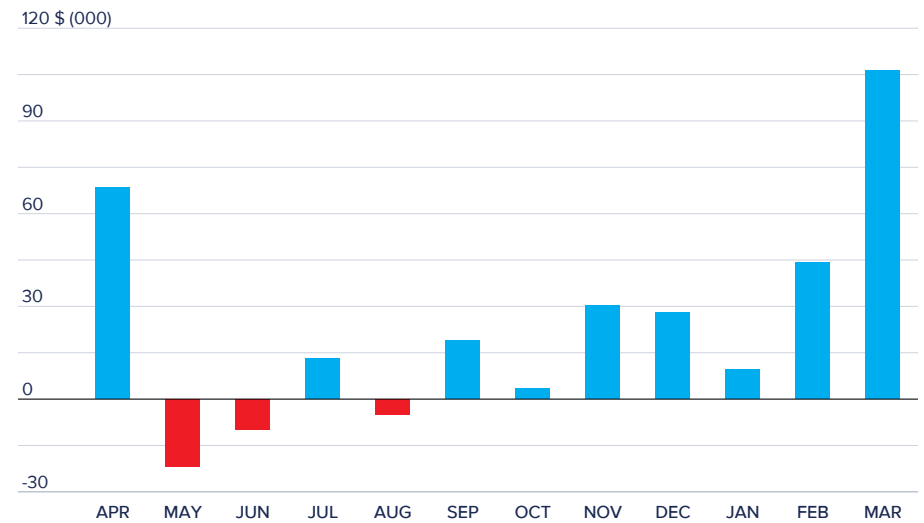
FORECASTED CASHFLOW



FORECAST CASH IN AND OUT



FORECAST CASH MOVEMENTS



	Apr 21 to Mar 22	Best Case vs Forecast Apr 21 to Mar 22			Worst Case vs Forecast Apr 21 to Mar 22		
	Forecast	Best Case	Variance	Variance %	Worst Case	Variance	Variance %
Overseas Revenue	83,664	87,011	3,347	4.0%	79,481	-4,183	-5.0%
Product Revenue	171,270	183,179	11,909	7.0%	156,264	-15,006	-8.8%
Project Revenue	1,147,007	1,224,838	77,831	6.8%	1,067,863	-79,144	-6.9%
Support Revenue	49,875	53,331	3,456	6.9%	47,383	-2,492	-5.0%
<b>Total Revenue</b>	<b>1,451,816</b>	<b>1,548,359</b>	<b>96,543</b>	<b>6.6%</b>	<b>1,350,991</b>	<b>-100,825</b>	<b>-6.9%</b>
Cost of Sales	443,904	452,780	8,876	2.0%	503,393	59,489	13.4%
<b>Total Cost of Sales</b>	<b>443,904</b>	<b>452,780</b>	<b>8,876</b>	<b>2.0%</b>	<b>503,393</b>	<b>59,489</b>	<b>13.4%</b>
<b>Gross Profit</b>	<b>1,007,912</b>	<b>1,095,579</b>	<b>87,667</b>	<b>8.7%</b>	<b>847,598</b>	<b>-160,314</b>	<b>-15.9%</b>
GP%	69.4%	70.8%			62.7%		
OPEX	66,221	68,122	1,901	2.9%	66,645	424	0.6%
Rent	115,162	117,462	2,300	2.0%	124,372	9,210	8.0%
Wages	525,438	546,460	21,022	4.0%	572,730	47,292	9.0%
<b>Total OPEX</b>	<b>706,821</b>	<b>732,044</b>	<b>25,223</b>	<b>3.6%</b>	<b>763,747</b>	<b>56,926</b>	<b>8.1%</b>
<b>NOPBT</b>	<b>301,091</b>	<b>363,535</b>	<b>62,444</b>	<b>20.7%</b>	<b>83,851</b>	<b>-217,240</b>	<b>-72.2%</b>
<b>NOP%</b>	<b>20.7%</b>	<b>23.5%</b>			<b>6.2%</b>		
<b>Net Profit Before Tax</b>	<b>301,091</b>	<b>363,535</b>	<b>62,444</b>	<b>20.7%</b>	<b>83,851</b>	<b>-217,240</b>	<b>-72.2%</b>
Tax	84,305	101,788	17,483	20.7%	23,478	-60,827	-72.2%
<b>Net Profit</b>	<b>216,786</b>	<b>261,747</b>	<b>44,961</b>	<b>20.7%</b>	<b>60,373</b>	<b>-156,413</b>	<b>-72.2%</b>

	As at Mar 22		Best Case vs Forecast As at Mar 22			Worst Case vs Forecast As at Mar 22		
	Forecast		Best Case	Variance	Variance %	Worst Case	Variance	Variance %
Accounts Receivable	177,390		181,818	4,428	2.5%	170,084	-7,306	-4.1%
Bank Accounts	745,805		795,846	50,041	6.7%	472,253	-273,552	-36.7%
<b>Total Current Assets</b>	<b>923,195</b>		<b>977,664</b>	<b>54,469</b>	<b>5.9%</b>	<b>642,337</b>	<b>-280,858</b>	<b>-30.4%</b>
Accumulated Depreciation	-190,895		-190,895	0	0.0%	-190,895	0	0.0%
Fixed Assets	476,181		476,181	0	0.0%	476,181	0	0.0%
<b>Total Assets</b>	<b>1,208,481</b>		<b>1,262,950</b>	<b>54,469</b>	<b>4.5%</b>	<b>927,623</b>	<b>-280,858</b>	<b>-23.2%</b>
Accounts Payable	46,348		47,452	1,104	2.4%	52,459	6,111	13.2%
Other Curr. Liabilities	333,411		344,546	11,135	3.3%	242,797	-90,614	-27.2%
Payroll	16,224		16,419	195	1.2%	16,664	440	2.7%
<b>Total Current Liabilities</b>	<b>395,983</b>		<b>408,417</b>	<b>12,434</b>	<b>3.1%</b>	<b>311,920</b>	<b>-84,063</b>	<b>-21.2%</b>
Bank Loan	-17,860		-17,860	0	0.0%	-17,860	0	0.0%
Term Liabilities	55,481		55,481	0	0.0%	55,481	0	0.0%
<b>Total Liabilities</b>	<b>433,604</b>		<b>446,038</b>	<b>12,434</b>	<b>2.9%</b>	<b>349,541</b>	<b>-84,063</b>	<b>-19.4%</b>
<b>Net Assets</b>	<b>774,877</b>		<b>816,912</b>	<b>42,035</b>	<b>5.4%</b>	<b>578,082</b>	<b>-196,795</b>	<b>-25.4%</b>

	Apr 21 to Mar 22	Best Case vs Forecast Apr 21 to Mar 22			Worst Case vs Forecast Apr 21 to Mar 22		
		Forecast	Best Case	Variance	Variance %	Worst Case	Variance
Overseas Revenue	96,213	99,069	2,856	3.0%	81,145	-15,068	-15.7%
Product Revenue	196,962	210,251	13,289	6.7%	180,193	-16,769	-8.5%
Project Revenue	1,319,057	1,405,639	86,582	6.6%	1,231,626	-87,431	-6.6%
Support Revenue	57,355	61,227	3,872	6.8%	54,622	-2,733	-4.8%
<b>Operating Inflows</b>	<b>1,669,587</b>	<b>1,776,186</b>	<b>106,599</b>	<b>6.4%</b>	<b>1,547,586</b>	<b>-122,001</b>	<b>-7.3%</b>
Cost of Sales	510,487	519,893	9,406	1.8%	573,556	63,069	12.4%
<b>Total COS</b>	<b>510,487</b>	<b>519,893</b>	<b>9,406</b>	<b>1.8%</b>	<b>573,556</b>	<b>63,069</b>	<b>12.4%</b>
OPEX	43,009	44,382	1,373	3.2%	41,956	-1,053	-2.4%
Rent	132,438	135,078	2,640	2.0%	143,032	10,594	8.0%
Wages	467,634	486,346	18,712	4.0%	509,726	42,092	9.0%
<b>Total OPEX</b>	<b>643,081</b>	<b>665,806</b>	<b>22,725</b>	<b>3.5%</b>	<b>694,714</b>	<b>51,633</b>	<b>8.0%</b>
<b>Operating Outflows</b>	<b>1,153,568</b>	<b>1,185,699</b>	<b>32,131</b>	<b>2.8%</b>	<b>1,268,270</b>	<b>114,702</b>	<b>9.9%</b>
<b>Net Operating Flows</b>	<b>516,019</b>	<b>590,487</b>	<b>74,468</b>	<b>14.4%</b>	<b>279,316</b>	<b>-236,703</b>	<b>-45.9%</b>
Bank Loan	-19,374	-19,374	0	0.0%	-19,374	0	0.0%
Other Curr. Liabilities	-137,389	-155,845	-18,456	-13.4%	-120,559	16,830	12.2%
Payroll	-57,804	-60,114	-2,310	-4.0%	-63,004	-5,200	-9.0%
Term Liabilities	-15,737	-15,737	0	0.0%	-15,737	0	0.0%
<b>Non Operating Flows</b>	<b>-230,304</b>	<b>-251,070</b>	<b>-20,766</b>	<b>-9.0%</b>	<b>-218,674</b>	<b>11,630</b>	<b>5.0%</b>
<b>Opening Balance</b>	<b>460,099</b>	<b>456,443</b>	<b>-3,656</b>	<b>-0.8%</b>	<b>411,625</b>	<b>-48,474</b>	<b>-10.5%</b>
<b>Net Cash Flows</b>	<b>285,715</b>	<b>339,417</b>	<b>53,702</b>	<b>18.8%</b>	<b>60,642</b>	<b>-225,073</b>	<b>-78.8%</b>
<b>Closing Balance</b>	<b>745,814</b>	<b>795,860</b>	<b>50,046</b>	<b>6.7%</b>	<b>472,267</b>	<b>-273,547</b>	<b>-36.7%</b>

**Current Ratio**

	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22
Target	2	2	2	2	2	2	2	2	2	2	2	2
Forecast	2.08	2.18	2.24	2.19	2.24	2.18	2.23	2.21	2.21	2.25	2.32	2.33
Best Case	2.08	2.17	2.27	2.22	2.28	2.22	2.29	2.26	2.27	2.32	2.39	2.39
Worst Case	1.99	2	2.03	1.93	1.93	1.84	1.86	1.84	1.84	1.85	2.03	2.06

**GP%**

	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22
Target	65	65	65	65	65	65	65	65	65	65	65	65
Forecast	66.6	59.85	66.68	61.95	66.84	62.64	67.04	68.62	69.75	67.78	78.9	80
Best Case	67.88	61.4	67.96	63.77	69.64	64.77	68.91	70.69	71.75	68.4	79.31	80.38
Worst Case	59.27	51.02	59.34	53.6	59.55	54.44	59.79	61.63	63.1	60.71	74.37	75.71