

**ABC Pty Ltd**  
2006/07 Financial Plan

**PROFIT & LOSS FORECAST**

	Jul 06	Aug 06	Sep 06	Oct 06	Nov 06	Dec 06	Jan 07	Feb 07	Mar 07	Apr 07	May 07	Jun 07	Total	%
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
<b>SOFTWARE SALES</b>														
Word Processors	50,000	45,000	45,000	40,000	45,000	35,000	55,000	55,000	50,000	70,000	50,000	60,000	600,000	16.0%
Spreadsheets	4,000	500	6,000	8,000	9,000	10,750	12,500	14,250	16,000	17,750	19,500	21,250	139,500	3.7%
Databases	70,000	50,000	45,000	65,000	65,000	50,000	55,000	45,000	75,000	20,000	50,000	50,000	640,000	17.0%
	124,000	95,500	96,000	113,000	119,000	95,750	122,500	114,250	141,000	107,750	119,500	131,250	1,379,500	36.7%
<b>WORD PROCESSORS UNITS</b>	100	90	90	80	90	70	110	110	100	140	100	120	1,200	0.0%
<b>PRICE PER WORD PROCESSOR</b>	500	500	500	500	500	500	500	500	500	500	500	500	500	
<b>SOFTWARE COSTS</b>														
Production	12,400	9,550	9,600	11,300	11,900	9,575	12,250	11,425	14,100	10,775	11,950	13,125	137,950	3.7%
Materials	55,800	42,975	43,200	50,850	53,550	43,088	55,124	51,413	63,450	48,488	53,774	59,063	620,775	16.5%
Wages														
Wages - Australia	7,440	5,730	5,761	6,779	7,140	5,744	7,351	6,855	8,460	6,465	7,171	7,874	82,770	2.2%
Sub-Total	7,440	5,730	5,761	6,779	7,140	5,744	7,351	6,855	8,460	6,465	7,171	7,874	82,770	2.2%
	75,640	58,255	58,561	68,929	72,590	58,407	74,725	69,693	86,010	65,728	72,895	80,062	841,495	22.4%
<b>SOFTWARE GROSS PROFIT</b>	48,360	37,245	37,439	44,071	46,410	37,343	47,775	44,557	54,990	42,022	46,605	51,188	538,005	14.3%
<b>HARDWARE SALES</b>														
Processors	75,000	67,500	112,500	105,000	75,000	82,500	112,500	97,500	75,000	90,000	112,500	120,000	1,125,000	29.9%
Monitors	35,000	31,500	52,500	49,000	35,000	38,500	52,500	45,500	35,000	42,000	52,500	56,000	525,000	14.0%
Peripherals	15,000	13,500	22,500	21,000	15,000	16,500	22,500	19,500	15,000	18,000	22,500	24,000	225,000	6.0%
	125,000	112,500	187,500	175,000	125,000	137,500	187,500	162,500	125,000	150,000	187,500	200,000	1,875,000	49.9%
<b>HARDWARE COSTS</b>														
Hardware Materials	65,000	58,500	97,500	91,000	65,000	71,500	97,500	84,500	65,000	78,000	97,500	104,000	975,000	25.9%
Production Costs	15,000	13,500	22,500	21,000	15,000	16,500	22,500	19,500	15,000	18,000	22,500	24,000	225,000	6.0%
Direct Wages	6,250	5,625	9,375	8,750	6,250	6,875	9,376	8,124	6,250	7,501	9,374	10,000	93,750	2.5%
	86,250	77,625	129,375	120,750	86,250	94,875	129,376	112,124	86,250	103,501	129,374	138,000	1,293,750	34.4%
<b>HARDWARE GROSS PROFIT</b>	38,750	34,875	58,125	54,250	38,750	42,625	58,124	50,376	38,750	46,499	58,126	62,000	581,250	15.5%
<b>CUSTOMER SUPPORT REVENUE</b>														
Hardware	35,000	11,364	11,363	11,364	11,364	11,363	11,364	11,363	11,364	11,364	11,363	11,364	160,000	4.3%
Software	31,000	23,875	24,000	28,250	29,750	23,938	30,624	28,563	35,250	26,938	29,874	32,813	344,875	9.2%
	66,000	35,239	35,363	39,614	41,114	35,301	41,988	39,926	46,614	38,302	41,237	44,177	504,875	13.4%
<b>CUSTOMER SUPPORT COSTS</b>														
Staff Salaries	24,979	24,979	24,979	24,980	24,978	24,980	24,979	24,980	24,978	24,980	24,979	24,979	299,750	8.0%
Miscellaneous costs	15,750	12,162	15,943	16,381	14,256	13,427	17,599	15,834	15,631	14,803	17,411	18,772	187,969	5.0%
	40,729	37,141	40,922	41,361	39,234	38,407	42,578	40,814	40,609	39,783	42,390	43,751	487,719	13.0%
<b>CUSTOMER SUPPORT GROSS</b>	25,271	(1,902)	(5,559)	(1,747)	1,880	(3,106)	(590)	(888)	6,005	(1,481)	(1,153)	426	17,156	0.5%
<b>TOTAL SALES</b>	315,000	243,239	318,863	327,614	285,114	268,551	351,988	316,676	312,614	296,052	348,237	375,427	3,759,375	100.0%
<b>TOTAL DIRECT COST</b>	202,619	173,021	228,858	231,040	198,074	191,689	246,679	222,631	212,869	209,012	244,659	261,813	2,622,964	69.8%
<b>TOTAL GROSS PROFIT</b>	112,381	70,218	90,005	96,574	87,040	76,862	105,309	94,045	99,745	87,040	103,578	113,614	1,136,411	30.2%

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	Jul 06	Aug 06	Sep 06	Oct 06	Nov 06	Dec 06	Jan 07	Feb 07	Mar 07	Apr 07	May 07	Jun 07	Total	%
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	
<b>OVERHEADS</b>														
Utilities	7,500	7,500	9,334	9,335	9,334	9,001	9,000	9,001	8,667	8,666	8,667	8,333	104,338	2.8%
Administration expenses	15,750	12,162	15,943	16,381	14,256	13,427	17,599	15,834	15,631	14,803	17,411	18,772	187,969	5.0%
Auditors Fees	-	-	-	-	-	-	-	-	-	-	-	20,000	20,000	0.5%
Depreciation	14,265	14,263	14,266	14,265	14,263	14,265	14,266	14,263	14,265	14,265	14,264	14,265	171,175	4.6%
	<u>37,515</u>	<u>33,925</u>	<u>39,543</u>	<u>39,981</u>	<u>37,853</u>	<u>36,693</u>	<u>40,865</u>	<u>39,098</u>	<u>38,563</u>	<u>37,734</u>	<u>40,342</u>	<u>61,370</u>	<u>483,482</u>	<u>12.9%</u>
<b>OTHER INCOME (EXPENSE)</b>														
Dividend from XYZ Ltd	-	-	60,000	-	-	-	-	-	88,000	-	-	-	148,000	3.9%
Grant Income	2,083	2,084	2,083	2,083	2,084	2,083	2,083	2,084	2,083	2,083	2,084	2,083	25,000	0.7%
	<u>2,083</u>	<u>2,084</u>	<u>62,083</u>	<u>2,083</u>	<u>2,084</u>	<u>2,083</u>	<u>2,083</u>	<u>2,084</u>	<u>90,083</u>	<u>2,083</u>	<u>2,084</u>	<u>2,083</u>	<u>173,000</u>	<u>4.6%</u>
<b>OPERATING PROFIT</b>	76,949	38,377	112,545	58,676	51,271	42,252	66,527	57,031	151,265	51,389	65,320	54,327	825,929	22.0%
<b>INTEREST EXPENSE</b>														
Interest Received	(1,276)	(3,724)	(3,712)	(3,324)	(2,933)	(2,916)	(2,899)	(2,883)	(2,864)	(2,848)	(2,830)	(2,812)	(35,021)	-0.9%
Overdraft Interest	2,317	5,986	6,089	4,589	3,619	2,957	3,345	4,022	3,152	1,672	1,290	2,011	41,049	1.1%
Loan Interest	6,642	6,612	6,583	6,343	6,281	6,250	6,000	5,942	5,912	5,652	5,596	5,566	73,379	2.0%
	<u>7,683</u>	<u>8,874</u>	<u>8,960</u>	<u>7,608</u>	<u>6,967</u>	<u>6,291</u>	<u>6,446</u>	<u>7,081</u>	<u>6,200</u>	<u>4,476</u>	<u>4,056</u>	<u>4,765</u>	<u>79,407</u>	<u>2.1%</u>
<b>NET PROFIT</b>	69,266	29,503	103,585	51,068	44,304	35,961	60,081	49,950	145,065	46,913	61,264	49,562	746,522	19.9%
<b>COMPANY TAX</b>	(24,936)	(10,621)	(37,290)	(18,385)	(15,949)	(12,946)	(21,629)	(17,982)	(52,224)	(16,889)	(22,055)	(17,842)	(268,748)	-7.1%
<b>PROFIT AFTER TAX</b>	<u>44,330</u>	<u>18,882</u>	<u>66,295</u>	<u>32,683</u>	<u>28,355</u>	<u>23,015</u>	<u>38,452</u>	<u>31,968</u>	<u>92,841</u>	<u>30,024</u>	<u>39,209</u>	<u>31,720</u>	<u>477,774</u>	<u>12.7%</u>
<b>CUMULATIVE</b>	<u>44,330</u>	<u>63,212</u>	<u>129,507</u>	<u>162,190</u>	<u>190,545</u>	<u>213,560</u>	<u>252,012</u>	<u>283,980</u>	<u>376,821</u>	<u>406,845</u>	<u>446,054</u>	<u>477,774</u>	<u>477,774</u>	

**ABC Pty Ltd**  
2006/07 Financial Plan

**CASH FLOW FORECAST**

	<b>Jul 06</b>	<b>Aug 06</b>	<b>Sep 06</b>	<b>Oct 06</b>	<b>Nov 06</b>	<b>Dec 06</b>	<b>Jan 07</b>	<b>Feb 07</b>	<b>Mar 07</b>	<b>Apr 07</b>	<b>May 07</b>	<b>Jun 07</b>	<b>Total</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
<b>RECEIPTS</b>													
Invoiced Sales	225,000	225,000	273,900	228,800	311,850	316,800	268,400	256,575	341,000	304,425	292,600	283,525	3,327,875
Hardware	-	150,000	-	-	-	-	-	-	-	-	-	-	150,000
Software	-	-	-	117,838	-	-	-	-	-	192,569	-	-	310,407
Dividend from XYZ	-	-	60,000	-	-	-	-	-	88,000	-	-	-	148,000
Interest Received	1,276	1,256	1,263	894	523	526	528	532	533	537	539	542	8,949
Loan Receipts	6,334	6,335	6,334	6,334	6,334	6,335	6,334	6,334	6,335	6,334	6,334	6,335	76,012
Loan Capital	10,000	-	-	-	-	-	-	-	-	-	-	-	10,000
GST	-	18,990	-	-	-	-	19,969	-	-	-	-	-	38,959
	<b>242,610</b>	<b>401,581</b>	<b>341,497</b>	<b>353,866</b>	<b>318,707</b>	<b>323,661</b>	<b>295,231</b>	<b>263,441</b>	<b>435,868</b>	<b>503,865</b>	<b>299,473</b>	<b>290,402</b>	<b>4,070,202</b>
<b>PAYMENTS</b>													
Invoiced Costs	325,000	452,650	26,756	178,074	179,038	31,364	447,540	38,718	177,834	177,388	307,566	181,304	2,523,232
Production	-	13,640	10,505	10,560	12,430	13,090	10,533	13,475	12,568	15,510	11,853	13,145	137,309
Wages	5,723	4,408	4,431	5,215	5,492	4,419	5,654	5,273	6,508	4,973	5,516	6,057	63,669
Production Costs	16,500	14,850	24,750	23,100	16,500	18,150	24,750	21,450	16,500	19,800	24,750	26,400	247,500
Direct Wages	4,808	4,327	7,211	6,731	4,808	5,288	7,212	6,250	4,807	5,770	7,211	7,692	72,115
Staff Salaries	17,384	17,385	17,384	17,385	17,384	17,385	17,384	17,385	17,384	17,385	17,384	17,385	208,614
Utilities	-	25,000	-	-	28,004	-	-	27,002	-	-	26,000	-	106,006
Auditors Fees	-	-	18,000	-	-	-	-	-	-	-	-	-	18,000
Loan Payments													
Computer System	-	-	40,310	-	-	40,310	-	-	40,310	-	-	40,310	161,240
Buildings	7,753	7,753	7,754	7,753	7,753	7,753	7,753	7,754	7,753	7,753	7,753	7,753	93,038
Bank Loan 1	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	47,400
Bank Loan 2	-	-	-	1,269	-	-	1,269	-	-	1,268	-	-	3,806
Sub-Total	<b>11,703</b>	<b>11,703</b>	<b>52,014</b>	<b>12,972</b>	<b>11,703</b>	<b>52,013</b>	<b>12,972</b>	<b>11,704</b>	<b>52,013</b>	<b>12,971</b>	<b>11,703</b>	<b>52,013</b>	<b>305,484</b>
Overdraft Interest	2,317	5,986	6,089	4,589	3,619	2,957	3,345	4,022	3,152	1,672	1,290	2,011	41,049
Loans Made	500,000	-	-	-	-	-	-	-	-	-	-	-	500,000
Group Tax/Super	94,000	10,754	10,214	11,089	11,178	10,684	10,507	11,456	11,051	10,989	10,818	11,413	214,153
GST	-	-	27,426	7,316	20,007	16,312	-	24,005	5,961	7,564	12,443	8,409	129,443
	<b>977,435</b>	<b>560,703</b>	<b>204,780</b>	<b>277,031</b>	<b>310,163</b>	<b>171,662</b>	<b>539,897</b>	<b>180,740</b>	<b>307,778</b>	<b>274,022</b>	<b>436,534</b>	<b>325,829</b>	<b>4,566,574</b>
<b>NET CASH FLOW</b>	<b>(734,825)</b>	<b>(159,122)</b>	<b>136,717</b>	<b>76,835</b>	<b>8,544</b>	<b>151,999</b>	<b>(244,666)</b>	<b>82,701</b>	<b>128,090</b>	<b>229,843</b>	<b>(137,061)</b>	<b>(35,427)</b>	<b>(496,372)</b>
<b>OPENING BANK</b>	<b>345,000</b>	<b>(389,825)</b>	<b>(548,947)</b>	<b>(412,230)</b>	<b>(335,395)</b>	<b>(326,851)</b>	<b>(174,852)</b>	<b>(419,518)</b>	<b>(336,817)</b>	<b>(208,727)</b>	<b>21,116</b>	<b>(115,945)</b>	<b>345,000</b>
<b>CLOSING BANK</b>	<b>(389,825)</b>	<b>(548,947)</b>	<b>(412,230)</b>	<b>(335,395)</b>	<b>(326,851)</b>	<b>(174,852)</b>	<b>(419,518)</b>	<b>(336,817)</b>	<b>(208,727)</b>	<b>21,116</b>	<b>(115,945)</b>	<b>(151,372)</b>	<b>(151,372)</b>
<b>OVERDRAFT</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>	<b>250,000</b>

**ABC Pty Ltd**  
2006/07 Financial Plan

**BALANCE SHEET FORECAST**

	Opening \$	Jul 06 \$	Aug 06 \$	Sep 06 \$	Oct 06 \$	Nov 06 \$	Dec 06 \$	Jan 07 \$	Feb 07 \$	Mar 07 \$	Apr 07 \$	May 07 \$	Jun 07 \$
<b>CURRENT ASSETS</b>													
Bank	345,000	251,250	252,506	253,769	104,663	105,186	105,712	106,240	106,772	107,305	107,842	108,381	108,923
Accounts Receivable	450,000	498,900	502,700	540,650	628,650	585,200	524,975	597,575	645,425	597,025	576,125	621,225	702,075
Other Debtors	-	18,990	-	-	-	-	19,969	-	-	-	-	-	-
Income Accruals	-	31,000	54,875	78,875	-	29,750	53,688	84,312	112,875	148,125	-	29,874	62,687
Inventories	178,000	437,200	335,725	325,025	313,175	194,625	460,037	307,413	301,500	303,050	426,562	405,288	372,225
Loan to XYZ Ltd	-	493,666	489,799	485,914	482,010	478,086	474,141	470,178	466,195	462,191	458,168	454,125	450,060
	<u>973,000</u>	<u>1,731,006</u>	<u>1,635,605</u>	<u>1,684,233</u>	<u>1,528,498</u>	<u>1,392,847</u>	<u>1,638,522</u>	<u>1,565,718</u>	<u>1,632,767</u>	<u>1,617,696</u>	<u>1,568,697</u>	<u>1,618,893</u>	<u>1,695,970</u>
<b>NON CURRENT ASSETS</b>													
Computer Pool	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Computer System	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Buildings	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000	2,945,000
Shares in XYZ Ltd	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Accumulated Depreciation	(214,000)	(228,265)	(242,528)	(256,794)	(271,059)	(285,322)	(299,587)	(313,853)	(328,116)	(342,381)	(356,646)	(370,910)	(385,175)
	<u>7,001,000</u>	<u>6,986,735</u>	<u>6,972,472</u>	<u>6,958,206</u>	<u>6,943,941</u>	<u>6,929,678</u>	<u>6,915,413</u>	<u>6,901,147</u>	<u>6,886,884</u>	<u>6,872,619</u>	<u>6,858,354</u>	<u>6,844,090</u>	<u>6,829,825</u>
<b>TOTAL ASSETS</b>	<u>7,974,000</u>	<u>8,717,741</u>	<u>8,608,077</u>	<u>8,642,439</u>	<u>8,472,439</u>	<u>8,322,525</u>	<u>8,553,935</u>	<u>8,466,865</u>	<u>8,519,651</u>	<u>8,490,315</u>	<u>8,427,051</u>	<u>8,462,983</u>	<u>8,525,795</u>
<b>CURRENT LIABILITIES</b>													
Bank	-	641,075	801,453	665,999	440,058	432,037	280,564	525,758	443,589	316,032	86,726	224,326	260,295
Accounts Payable	325,000	466,290	37,261	188,634	191,468	44,454	458,073	52,193	190,402	192,898	319,419	194,449	198,736
Other Creditors	94,000	12,021	40,173	18,405	32,208	29,043	10,507	36,236	18,562	18,553	23,783	20,865	24,377
Income Prepayments	35,000	-	125,000	113,637	102,273	90,909	79,546	68,182	56,819	45,455	34,091	22,728	11,364
Accruals	28,000	35,500	20,273	13,243	22,578	6,454	15,455	24,455	8,909	17,576	26,242	11,273	39,606
Provision for Tax	-	24,936	35,557	72,847	91,232	107,181	120,127	141,756	159,738	211,962	228,851	250,906	268,748
	<u>482,000</u>	<u>1,179,822</u>	<u>1,059,717</u>	<u>1,072,765</u>	<u>879,817</u>	<u>710,078</u>	<u>964,272</u>	<u>848,580</u>	<u>878,019</u>	<u>802,476</u>	<u>719,112</u>	<u>724,547</u>	<u>803,126</u>
<b>NON-CURRENT LIABILITIES</b>													
Computer System	190,000	190,000	190,000	153,490	153,490	153,490	116,250	116,250	116,250	78,265	78,265	78,265	39,520
Buildings	1,200,000	1,197,247	1,194,483	1,191,706	1,188,918	1,186,119	1,183,308	1,180,485	1,177,650	1,174,804	1,171,946	1,169,076	1,166,194
Bank Loan 1	75,000	71,425	67,832	64,221	60,592	56,945	53,280	49,596	45,894	42,174	38,435	34,677	30,900
Bank Loan 2	-	10,000	10,000	10,000	8,765	8,765	8,765	7,525	7,525	7,525	6,281	6,281	6,281
Enterprise Grant	100,000	97,917	95,833	93,750	91,667	89,583	87,500	85,417	83,333	81,250	79,167	77,083	75,000
	<u>1,565,000</u>	<u>1,566,589</u>	<u>1,558,148</u>	<u>1,513,167</u>	<u>1,503,432</u>	<u>1,494,902</u>	<u>1,449,103</u>	<u>1,439,273</u>	<u>1,430,652</u>	<u>1,384,018</u>	<u>1,374,094</u>	<u>1,365,382</u>	<u>1,317,895</u>
<b>TOTAL LIABILITIES</b>	<u>2,047,000</u>	<u>2,746,411</u>	<u>2,617,865</u>	<u>2,585,932</u>	<u>2,383,249</u>	<u>2,204,980</u>	<u>2,413,375</u>	<u>2,287,853</u>	<u>2,308,671</u>	<u>2,186,494</u>	<u>2,093,206</u>	<u>2,089,929</u>	<u>2,121,021</u>
<b>NET ASSETS</b>	<u>5,927,000</u>	<u>5,971,330</u>	<u>5,990,212</u>	<u>6,056,507</u>	<u>6,089,190</u>	<u>6,117,545</u>	<u>6,140,560</u>	<u>6,179,012</u>	<u>6,210,980</u>	<u>6,303,821</u>	<u>6,333,845</u>	<u>6,373,054</u>	<u>6,404,774</u>
<b>EQUITY &amp; RESERVES</b>													
Capital & Reserves	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000	3,500,000
Retained Earnings	2,427,000	2,471,330	2,490,212	2,556,507	2,589,190	2,617,545	2,640,560	2,679,012	2,710,980	2,803,821	2,833,845	2,873,054	2,904,774
	<u>5,927,000</u>	<u>5,971,330</u>	<u>5,990,212</u>	<u>6,056,507</u>	<u>6,089,190</u>	<u>6,117,545</u>	<u>6,140,560</u>	<u>6,179,012</u>	<u>6,210,980</u>	<u>6,303,821</u>	<u>6,333,845</u>	<u>6,373,054</u>	<u>6,404,774</u>