

PROFIT & LOSS FORECAST		To use this file go to "file" Make A copy. Then edit the copy as much as you wish		
		Simply enter the values for each of the items below. This will then populate the spreadsheet Tab P&L Yr 1. The cash flow will be generate automatically from the values entered. You should only change the items in the GREY fields. Note: This spreadsheet is indicative only and you should consult a professional accountant if you require more advice or to use this for any other purpose than indicative.		
		ACME Corp		
Enter Values Revenue and Cost of product (per month) Including VAT	Sales Revenue (per month)	Cost of Sales (product cost)	Enter above the values for total sales revenue (Excluding VAT) for each month, and the cost of the products, these will be reflected in the P&L Sheet and cash flow forecast. If you change the name of the product, it will be reflected through out the sheet. Note this does not allow for VAT you can reclaim from the costs you incur in producing your product or running your business.	
Revenue Stream 1	£20,000.00	£5,000.00		
Revenue Stream 2	£67,500.00	£15,000.00		
Revenue Stream 3	£4,500.00	£2,000.00		
Revenue Stream 4				
IS VAT Applicable?	Yes	Note, this will calculate the VAT Element.		
OVERHEADS				
Rent	£2,000.00	Enter the amount you pay each month of each of the items here. If you have others that are not listed add them in the 'Others' at the bottom.		
Wages	£2,700.00			
Director Remuneration	£2,000.00			
Motoring costs	£3,500.00			
Subsistence	£866.00			
Insurance	£250.00			
Printing & Stationery	£5,200.00			
Advertising & Marketing	£50.00			
Website Costs	£3,000.00			
Telephone	£135.00			
Accountancy Proff fees	£70.00			
Entertaining	£250.00			
IT & Software Costs	£100.00			
PAYE /NI	£250.00			
Other Overhead cost				
OTHER COSTS				
Depreciation				
OTHER INCOME				
Loan Interest		Not from sales		
Opening Bank Balance (Year 0)	£0.00	Note Don't include the principle only the amount of interest paid This sets the starting balance on the cashflow forecast (it's not on the P&L Sheet).		

PROFIT & LOSS FORECAST													ACME Corp	
Revenue	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Revenue Stream	Total	Assumptions
Enter Sales Revenue (per month)	£20,000.00	£67,500.00	£4,500.00											
Enter Cost of Sales	£5,000.00	£15,000.00	£2,000.00											
Vat Applicable	Yes	This will calculate the VAT element from the Sales Revenue												
Sales Revenue	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Total	Assumptions
Revenue Stream 1	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£20,000.00	£240,000.00	
Revenue Stream 2	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£67,500.00	£810,000.00	
Revenue Stream 3	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£4,500.00	£54,000.00	
Revenue Stream 4													£0.00	
VAT Element	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£184,000.00	
Total Sales (Minus VAT if Applicable)	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£920,000.00	
Cost of sales														
Revenue Stream 1	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£5,000.00	£60,000.00	
Revenue Stream 2	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£15,000.00	£180,000.00	
Revenue Stream 3	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£24,000.00	
Revenue Stream 4													£0.00	
Cost of Sales	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£22,000.00	£264,000.00	
GROSS PROFIT (Does not include VAT)	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£54,666.67	£656,000.00	
Gross Margin	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	71.30%	
OVERHEADS														
Rent	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£24,000.00	
Wages	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£32,400.00	
Director Remuneration	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£24,000.00	
Motor & Travel Costs	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£42,000.00	
Subsistence	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£866.00	£10,392.00	
Insurance	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00	
Printing & Stationery	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£5,200.00	£62,400.00	
Advertising & Marketing	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£50.00	£600.00	
Website Costs	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£3,000.00	£36,000.00	
Telephone	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£135.00	£1,620.00	
Accountancy Proff fees	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£70.00	£840.00	
Entertaining	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00	
IT & Software Costs	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£1,200.00	
PAYE/Ni	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00	
Other													£0.00	
Subtotal Overheads	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£20,371.00	£244,452.00	
OTHER COSTS														
Depreciation													£0.00	
OTHER INCOME													£0.00	
OPERATING PROFIT	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£411,548.00	
INTEREST EXPENSE														
Loan Interest													£0.00	
NET PROFIT	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£411,548.00	
Net Profit Margin %	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	44.73%	
CORPORATION TAX														
PROFIT AFTER TAX	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£411,548.00	

ACME Corp													
CASH FLOW FORECAST													
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Total
	£	£	£	£	£	£	£	£	£	£	£	£	£
RECEIPTS													
Invoiced Sales	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£76,666.67	£920,000.00
VAT	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£184,000.00
Cash In	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£92,000.00	£1,104,000.00
Cost of Sales (goods)													
Invoiced Costs	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£11,821.00	£141,852.00
Wages	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£2,700.00	£32,400.00
Director Remuneration	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£2,000.00	£24,000.00
Motor & Travel Costs	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£3,500.00	£42,000.00
IT & Software Costs	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£1,200.00
PAYE/NI	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00
Other													£3,000.00
VAT	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£15,333.33	£184,000.00
Dividend Paid													£0.00
Total Cash Out	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£57,704.33	£692,452.00
NET CASH FLOW	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£34,295.67	£411,548.00
OPENING BANK	£0.00	£34,295.67	£68,591.33	£102,887.00	£137,182.67	£171,478.33	£205,774.00	£240,069.67	£274,365.33	£308,661.00	£342,956.67	£377,252.33	£411,548.00
CLOSING BANK	£34,295.67	£68,591.33	£102,887.00	£137,182.67	£171,478.33	£205,774.00	£240,069.67	£274,365.33	£308,661.00	£342,956.67	£377,252.33	£411,548.00	