PICKLEBALL Court & Club

Financial Model 10 years

Thank You for downloading this Explainer!

Should you choose to purchase this Excel Model, you are always welcome to mail us if you require any enhancement or adjustment. We will not charge any additional fee unless it requires a major re-write.

propscience@proppro247.com

Introducing the Ultimate Pickleball Court and Club Financial Forecasting Model: Paving the Path to Profitability

Embarking on the journey of developing a thriving Pickleball club or courts demands more than just passion – it requires strategic planning and financial foresight. Our Pickleball Financial Forecasting Model is not just a tool; it's your roadmap to success, meticulously designed to simplify complexities and elevate your venture to unprecedented heights.

Unparalleled Coherence and Ease of Operation

One of the model's standout features lies in its simplicity. We understand that not everyone has a finance background, so we've crafted a user-friendly interface that doesn't compromise on sophistication. Navigating through the model is intuitive, allowing you to focus on your passion for Pickleball rather than grappling with financial intricacies.

Comprehensive 10-Year Projection

Beyond conventional financial models, ours looks a decade into the future, providing you with a clear and comprehensive three-statement analysis. This extensive foresight is invaluable for making informed decisions, mitigating risks, and ensuring the sustained growth of your Pickleball venture.

Diverse Revenue Streams

Our model is not limited to projecting court-related income alone. It takes into account revenue streams from court hire, restaurant facilities, and other potential sources. This diversity ensures that you capture the full spectrum of income possibilities, making your financial outlook robust and adaptable to changing market dynamics.

Dynamic and Annual Escalations

In the dynamic landscape of business, static models fall short. Our Pickleball Financial Forecasting Model adapts to the evolving environment with annual escalations, providing a realistic representation of the future. This flexibility ensures that your financial planning is aligned with the unpredictable nature of the industry.

Investor-Friendly Analysis

Securing funding for your Pickleball project becomes seamless with our model. It not only generates vital financial metrics like gross and net profit but also calculates investment-centric metrics such as IRR, NPV, and MIRR. Presenting a compelling case to potential investors has never been easier.

Time-Saving Business Plan Integration

We recognize the importance of time in entrepreneurial pursuits. The model comes equipped with an integrated business plan template that automatically imports key financial data inputs. This feature not only streamlines the planning process but also guarantees accuracy in your business strategy.

Tailored for Fundraising Success

Whether you're seeking investors or making investor presentations, our model positions you for success. It provides a comprehensive overview, giving potential backers the confidence they need to invest in your Pickleball venture.

In conclusion, our Pickleball Financial Forecasting Model is more than just a tool – it's a strategic ally in your quest for a prosperous Pickleball club. Simplified yet sophisticated, it transforms financial complexities into opportunities, ensuring that your Pickleball passion translates into a flourishing and financially sound business venture. Elevate your game, elevate your business – with the ultimate financial model for Pickleball success.

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International best practise models

INPUT / ASSUMPTIONS SHEET

PICKLEBALL Courts and Club Development - Financial Model

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Inputs /Assumptions

ONLY INPUT **BLUE** CELLS

Development / Lease Information	Amounts and Explanations					
		Use either Square Feet or Meters consistently				
If you are purchasing Land to develop the infrastructure, then enter these fields!						
Cost of land	100 000					
(OR)						
If you are Leasing the Land to develop the infrastructure, then enter these fields!	0	Monthly lease amount			3,00%	pa escalation (%)
Cost of perimeter walling / fencing	225 000	Perimeter	5 000	Cost per square (FT or M2)	45	
Cost of civils (total services, and parking facilities)	180 000					
Cost of Clubhouse / Structure	112 500	Total Space	225	Cost per square (FT or M2)	500	(FT2 or M2)
Cost of Coffee Shop/Restaurant / Structure	0	Total Space	0	Cost per square (FT or M2)	0	(FT2 or M2)
Cost of Courts (including Lighting / Fencing)	500 000	No. Courts	20	Cost per Court	25 000	
If you are developing Indoor Courts, Cost of Infrastructure	2 800 000	Total Space	3 500	Cost per square (FT or M2)	800	(FT2 or M2)
Other entertainment structures	80 000	Total Space	1 000	Cost per square (FT or M2)	80	(FT2 or M2)
(OR)	**3 897 500**	TOTAL Development Costs				
Enter Fields below if you are Leasing (renting) the total Infrastructure from a third party						
Monthly Lease amount (start amount)	0	Leave as (0) if you are developing and not leasing!				
Lease escalation (%) per annum	0,00%					
	0	TOTAL 1st Year Lease/Rental Costs				

If you enter amounts in these 2 x fields, then we ignore the development costs above!

INPUT / ASSUMPTIONS SHEET cont.

Maintenance and Capex Information (monthly)	Amounts and Explanations					
Court Maintenance - surfacing projection	450					
Budget for Net replacement (maintenance)	100					
Dividing Fencing maintenance projection	150					
If Indoor Courts - Structural maintenance and coating projection	0					
If Clubhouse/Coffee Shop owned (not leased) Structure maintenance projection	800					
Lights, Water, Levies, etc. (pm) Total Indnfrastructure	2 000					
Depreciation/Capex Computers / Software	208	pm Dep.	72	Lifespan (months)	15 000	Cap Amount
Depreciation/Capex Furniture	333	pm Dep.	120	Lifespan (months)	40 000	Cap Amount
Depreciation/Capex Vehicles	476	pm Dep.	84	Lifespan (months)	40 000	Cap Amount
Depreciation/Capex Stoves	83	pm Dep.	120	Lifespan (months)	10 000	Cap Amount
Depreciation/Capex Refrigeration	100	pm Dep.	120	Lifespan (months)	12 000	Cap Amount
Depreciation/Capex Furniture	200	pm Dep.	120	Lifespan (months)	24 000	Cap Amount
Depreciation/Capex Computers / Software	95	pm Dep.	84	Lifespan (months)	8 000	Cap Amount
Depreciation/Capex Vehicles	0	pm Dep.	0	Lifespan (months)	0	Cap Amount
	4 996	TOTAL Maintenance and Depreciation Monthly costs				

These are budgeted amounts for general maintenance dependent on whose responsibility it is to maintain. If the entire Pickleball Park is owned and maintained by an external party, then leave (0)

Capex Courts Only!

Capex Restaurant Only! If self operated and not leased to a 3rd party.

Staff Information (monthly budget)	Amounts and Explanations
<u>This Staff budget for the Pickleball Courts only!</u>	
Manager/s	15 000
Courts - Daily maintenance and cleaning	6 000
Club Equipment Admin Staff	9 000
Marketing Staff	6 000
Other	0
<u>This Staff budget for the Restaurant Facilities only - (if you are not leasing this to a 3rd party)!</u>	
Manager/s	0
Chefs	0
Waiters	0
Cleaners	0
	36 000 TOTAL Monthly Permanent Staff

Here you must bear in mind the length of the operating day will probably demand a double shift staffing requirement.

The Restaurant staffing section needs to be completed only if you own the restaurant as part of the business. You may decide to lease these facities to a third party, leave as (0), and under the **finance section insert the lease amount.**

INPUT / ASSUMPTIONS SHEET cont.

Finance Information	Amounts and Explanations						
Term Finance obtained from Bankers / other	3 000 000	Amount	7,00%	Annual (%)	120	Months	34 833
Finance obtained from owner *(owners loan account)*	300 000	Amount	6,00%	Annual (%)	0	Months	1 500
Finance obtained from Partners (1) *(Enter Amount and Interest only if no fixed term)*	150 000	Amount	10,00%	Annual (%)	0	Months	1 250
If you are offering shares to Partner (1), stipulate the (%) shares offered	15,00%	The (%) shares offered to Partner (1)					
Finance obtained from Partners (2) *(Enter Amount and Interest only if no fixed term)*	120 000	Amount	10,00%	Annual (%)	0	Months	1 000
If you are offering shares to Partner (2), stipulate the (%) shares offered	13,00%	The (%) shares offered to Partner (2)					
Finance obtained from Partners (3) *(Enter Amount and Interest only if no fixed term)*	100 000	Amount	10,00%	Annual (%)	0	Months	833
If you are offering shares to Partner (3), stipulate the (%) shares offered	5,00%	The (%) shares offered to Partner (3)					
Finance obtained from Partners (4) *(Enter Amount and Interest only if no fixed term)*	100 000	Amount	10,00%	Annual (%)	0	Months	833
If you are offering shares to Partner (4), stipulate the (%) shares offered	5,00%	The (%) shares offered to Partner (4)					
If you business runs into a cash flow negative, what is the (%) charged by bankers?	8,00%	Annual (%)	Interest paid on negative (overdraft) balances				
When your business has a positive cash flow balance, what is the (%) earned from bankers?	3,00%	Annual (%)	Interest received on positive balances				
The difference between (%) shares offered to partners and 100% is owners shares!	62,00%	Owners shares after allocation of partners shares					
Developed the restaurant space and leasing space to a third party? What is monthly amount?	0	Enter lease amount if leasing restaurant to a 3rd party					
If you are leasing the restaurant space to a 3rd party, what is your (pa) lease escalation (%)	0,00%						
What is your Commpany or entity tax rate (%)	24,00%						
	40 249	TOTAL Monthly Cash Outflow Finance Only					

Combined Monthly Expenditure Flow Information		Amounts and Explanations
Accounting/Bookkeeping/Auditing	1 000	
Advertising	3 000	
Depreciation	1 496	
Entertainment	700	
Salaries	36 000	
Term Finance - Cap and Interest	34 833	
Other Cap and Interest, or Interest only	5 417	
Monthly Maintenance (provision)	4 996	
Lease / Rental (if any)	0	
Stationary / Petties	300	
Other 1		
Other 2		
Other 3		
	87 742	TOTAL Initial Monthly Expenditure and Capital
What is your expected annual (%) increment on the fixed costs element?	3,00%	

The white cells are brought forward from all your other inputs. The finance arrangements are separated into Interest and Capital in the Income Statements and Balance Sheets. There is no depreciation on the Courts and Buildings, as we treat this expense as maintenance. If the restaurant is owned and operated (NOT LEASED to a 3rd Party!), then include these expenses in the Blue Cells. We use 50/50 on the Blue Cells for Restaurant and Courts!

INPUT / ASSUMPTIONS SHEET cont.

Monthly Income Information	Amounts and Explanations
Estimate high and low usage times in the day and adjust fees accordingly	Income generated by the courts are a mixture of membership fees and court bookings per hour. Members will naturally receive a discount on court bookings!
Estimate the number of members paying a regular subscription fee	
Estimate the hourly rates and discounted rates for members	
Open hours per day are generally from 6am to 10pm -(15 hours)	
You will have different rates that apply to high volume and low volume times of the day!	

							per court
Week days -low volume times and rates per hour and occupancy (%)	4	hrs per day	15	amount p/hr	25,00%	usage (%)	15
Week days -medium volume times and rates per hour and occupancy (%)	6	hrs per day	32	amount p/hr	30,00%	usage (%)	58
Week days - high volume times and rates per hour and occupancy (%)	5	hrs per day	42	amount p/hr	35,00%	usage (%)	74
Weekends generally are high volumes - rates per hour and occupancy (%)	15	hrs per day	52	amount p/hr	50,00%	usage (%)	390

This is your calculated monthly subtotal before members discounts and fees!	20	No. Courts	6	rainy days per month	24,41	play days
		if indoor courts (enter 0)				
Total number of playable days available after rainy days (pa)	293	play days pa	4 394	hrs per court	87 876	hrs - all courts
Available play weekend days and weekdays after rainy days estimation	84	wknd days	209	week days	72	lost days

	Weekends		Weekdays		Low hrs	Med hrs	High hrs
Average hrs from available play days	25 107	all courts	62 769	all courts			
Annual Income generated from courts before members discounts	652 793	pa	611 366	pa	62 769	241 031	307 566
Monthly Income generated from courts before members discounts	54 399	pm	50 947	pm	5 231	20 086	25 631

Monthly Income generated from the courts after rainy days.

Annual court fee and average occupancy growth (%) pa	2,00%	court fee growth pa (%)	2,00%	occupancy growth pa (%)

Members Subscription Data (1st Year)	New members gained per month	30
Monthly fees per member	Monthly membership fees	35
After 1st year, net member gains (%)	Net membership growth after 1st year	2%

Members discounts offered on court bookings (%)	Weekends		Weekdays Low	Medium	High
	10,00%		30,00%	30,00%	10,00%
Average members usage as a percentage of total users	20%		30%	30%	20%
Net loss on monthly projected income from courts (above)	10 880		1 569	6 026	5 126
Total net Income pm 1st year (court hire) after members discounts	81 746	pm			
Total net Income 1st year (members fees)	81 900	1st year			
Total net income averaged to monthly 1st year	6 825	pm			
	88 571	Total Monthly Income (courts only) 1st year			

Monthly Income generated by Restaurant (if operating and not leased out)					
Gross food sales estimated monthly	0	0	COS	0,00%	mark up (%)
Gross profit on food sales (%)	0,00%	0	GP		
Gross beverage sales estimated monthly	0	0	COS	0,00%	mark up (%)
Gross profit on beverage sales (%)	0,00%	0	GP		
Annual escalations on restaurant turnover (%)	0,00%				

Automated Cash Flow Statements

Opening	0	-343 290	-275 609	-186 179	-73 038	65 918	230 429	418 401	630 039	868 264
Income generated (subscriptions)	81 900	154 224	157 308	160 455	163 664	166 937	170 276	173 681	177 155	180 698
Income generated (court fees)	980 947	1 000 566	1 040 589	1 082 212	1 125 501	1 170 521	1 217 342	1 266 035	1 316 677	1 369 344
Restaurant Lease Income (*if leased to 3rd party*)	0	0	0	0	0	0	0	0	0	0
Restaurant Income (*if self operated*)	0	0	0	0	0	0	0	0	0	0
Cash received from External Loan	3 000 000	0	0	0	0	0	0	0	0	0
Cash from Primary Owner (loan account)	300 000	0	0	0	0	0	0	0	0	0
Cash from Investors/Partners loans	470 000	0	0	0	0	0	0	0	0	0
Interest generated positive cash balance	0	0	0	0	0	1 978	6 913	12 552	18 901	26 048
Land Purchase	100 000	0	0	0	0	0	0	0	0	0
(OR) land leased from a 3rd party	0	0	0	0	0	0	0	0	0	0
Total Equipment/Furnishing/Fittings/Vehicles	149 000	0	0	0	0	0	0	0	0	0
Total Structure Cost	3 897 500	0	0	0	0	0	0	0	0	0
(or) Total Structure Lease	0	0	0	0	0	0	0	0	0	0
Total Structure Running Costs	42 000	43 260	44 558	45 895	47 271	48 690	50 150	51 655	53 204	54 800
Salaries (courts)	432 000	444 960	458 309	472 058	486 220	500 806	515 831	531 306	547 245	563 662
Salaries (restaurant)	0	0	0	0	0	0	0	0	0	0
COS Restaurant (*if self operated*)	0	0	0	0	0	0	0	0	0	0
Loan Repayment (External Loan)	417 991	417 991	417 991	417 991	417 991	417 991	417 991	417 991	417 991	417 991
Loan Repayment or Interest (Investors)	65 000	65 000	65 000	65 000	65 000	65 000	65 000	65 000	65 000	65 000
Interest paid on negative cash balance	0	27 463	22 049	14 894	5 843	0	0	0	0	0
Pre-Tax Cash Generated (this period)	-270 643	156 116	189 991	226 830	266 840	306 949	345 559	386 318	429 293	474 637
Tax Payments	72 647	88 436	100 562	113 688	127 885	142 438	157 587	174 680	191 068	208 464
Closing Balance	-343 290	-275 609	-186 179	-73 038	65 918	230 429	418 401	630 039	868 264	1 134 437

Automated Income Statements

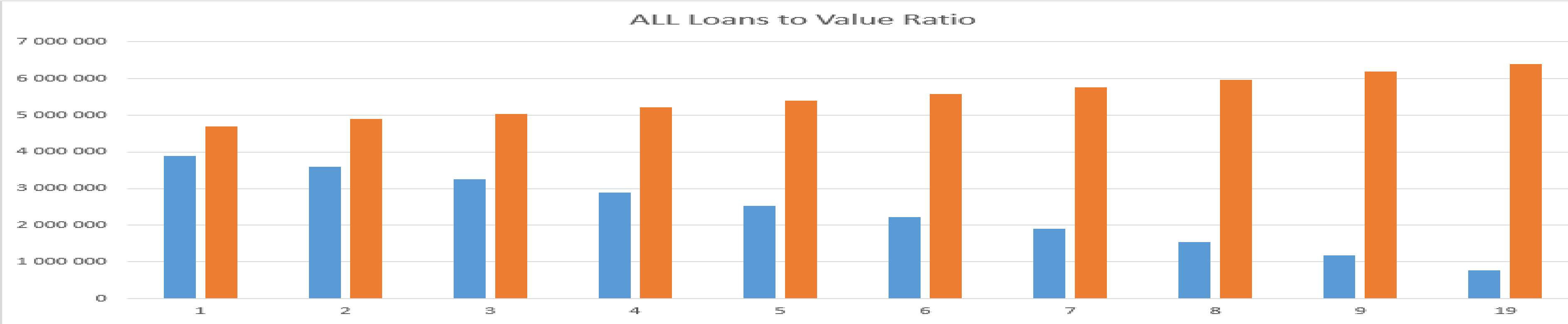
Year	1	2	3	4	5	6	7	8	9	10
TOTAL REVENUE	1 062 847	1 154 790	1 197 897	1 242 667	1 289 165	1 339 435	1 394 530	1 452 269	1 512 733	1 576 090
Subscription Fee Income	81 900	154 224	157 308	160 455	163 664	166 937	170 276	173 681	177 155	180 698
Court hours Income	980 947	1 000 566	1 040 589	1 082 212	1 125 501	1 170 521	1 217 342	1 266 035	1 316 677	1 369 344
Restaurant Income (lease or sales)	0	0	0	0	0	0	0	0	0	0
COS on Restaurant (if owned)	0	0	0	0	0	0	0	0	0	0
Interest Earned	0	0	0	0	0	1 978	6 913	12 552	18 901	26 048
EXPENDITURE	760 153	786 308	778 890	768 968	756 311	745 945	737 917	724 436	716 615	707 489
Land Lease Expenditure	0	0	0	0	0	0	0	0	0	0
Infrastructure Lease Expenditure	0	0	0	0	0	0	0	0	0	0
Total Infrasture running costs	42 000	43 260	44 558	45 895	47 271	48 690	50 150	51 655	53 204	54 800
Fixed Cost Expenditure (courts)	432 000	444 960	458 309	472 058	486 220	500 806	515 831	531 306	547 245	563 662
Fixed Cost Expenditure (restaurant))	0	0	0	0	0	0	0	0	0	0
Depreciation (court equipment)	12 214	12 214	12 214	12 214	12 214	12 214	9 714	4 000	4 000	4 000
Depreciation (restaurant equipment)	5 743	5 743	5 743	5 743	5 743	5 743	5 743	4 600	4 600	4 600
Loan Account Interest (primary owner)	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000
Interest paid (partners)	47 000	47 000	47 000	47 000	47 000	47 000	47 000	47 000	47 000	47 000
Interest paid (external loan)	203 195	187 668	171 018	153 164	134 020	113 492	91 479	67 876	42 566	15 427
Interest paid on negative balance	0	27 463	22 049	14 894	5 843	0	0	0	0	0
Net Profit Before Tax	302 695	368 482	419 007	473 699	532 853	593 491	656 613	727 833	796 118	868 601
Taxation Paid	72 647	88 436	100 562	113 688	127 885	142 438	157 587	174 680	191 068	208 464
Net Profit After Tax	230 048	280 046	318 445	360 011	404 969	451 053	499 026	553 153	605 050	660 137

Automated Balance Sheets

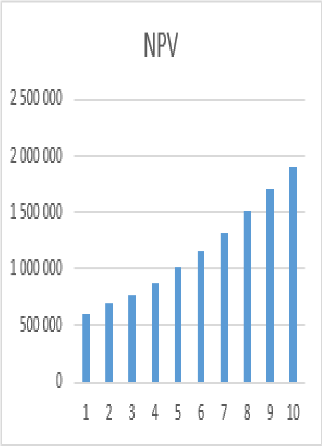
Year	1	2	3	4	5	6	7	8	9	10
TOTAL ASSETS	4 128 543	4 110 586	4 092 629	4 074 671	4 122 632	4 269 186	4 441 701	4 644 739	4 874 364	5 131 937
Fixed Assets	4 128 543	4 110 586	4 092 629	4 074 671	4 056 714	4 038 757	4 023 300	4 014 700	4 006 100	3 997 500
Land	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000
Civils / Services (walling / fencing)	405 000	405 000	405 000	405 000	405 000	405 000	405 000	405 000	405 000	405 000
Pickleball Courts	500 000	500 000	500 000	500 000	500 000	500 000	500 000	500 000	500 000	500 000
Buildings	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500	2 992 500
Equipment / Vehicles	131 043	113 086	95 129	77 171	59 214	41 257	25 800	17 200	8 600	0
Current Assets	0	0	0	0	65 918	230 429	418 401	630 039	868 264	1 134 437
Cash / Bank	0	0	0	0	65 918	230 429	418 401	630 039	868 264	1 134 437
Tax Credits (c/f) future periods	0	0	0	0	0	0	0	0	0	0
Total Liabilities	3 898 495	3 600 492	3 264 089	2 886 121	2 529 113	2 224 614	1 898 103	1 547 988	1 172 564	770 000
Current Liabilities										
Overdraft / Bank Balance	343 290	275 609	186 179	73 038	0	0	0	0	0	0
Long Term Liabilities	3 555 205	3 324 882	3 077 910	2 813 083	2 529 113	2 224 614	1 898 103	1 547 988	1 172 564	770 000
External Loan Balance	2 785 205	2 554 882	2 307 910	2 043 083	1 759 113	1 454 614	1 128 103	777 988	402 564	0
Owners Loan Balance	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000
Partners Loan Balance	470 000	470 000	470 000	470 000	470 000	470 000	470 000	470 000	470 000	470 000
Owners Equity	230 048	510 094	828 539	1 188 550	1 593 519	2 044 572	2 543 598	3 096 751	3 701 800	4 361 937
TOTAL EQUITY + LIABILITIES	4 128 543	4 110 586	4 092 629	4 074 671	4 122 632	4 269 186	4 441 701	4 644 739	4 874 364	5 131 937
Check balance should be (0)	0	0	0	0	0	0	0	0	0	0
Tax Computation										
tax payable	72 647	88 436	100 562	113 688	127 885	142 438	157 587	174 680	191 068	208 464
tax credit	0	0	0	0	0	0	0	0	0	0
tax accumulative	72 647	88 436	100 562	113 688	127 885	142 438	157 587	174 680	191 068	208 464
continuus	72 647	161 082	261 644	375 332	503 217	645 654	803 241	977 921	1 168 989	1 377 454
pay this period	72 647	88 436	100 562	113 688	127 885	142 438	157 587	174 680	191 068	208 464

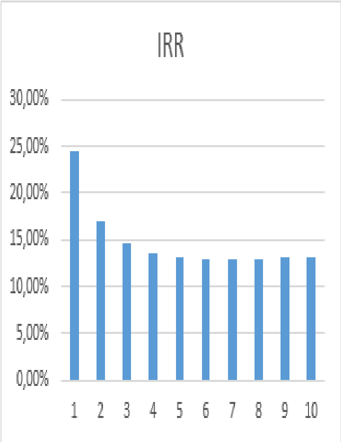
Dashboard

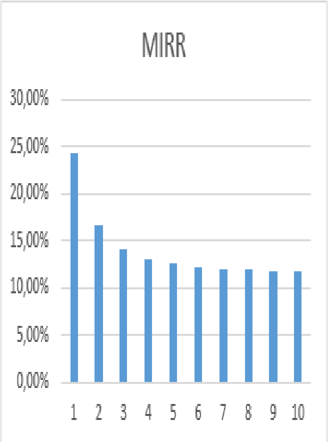
Year	1	2	3	4	5	6	7	8	9	19
All Loans	3 898 495	3 600 492	3 264 089	2 886 121	2 529 113	2 224 614	1 898 103	1 547 988	1 172 564	770 000
Value	4 690 192	4 890 185	5 043 781	5 210 044	5 389 874	5 574 212	5 766 104	5 982 611	6 190 198	6 410 546



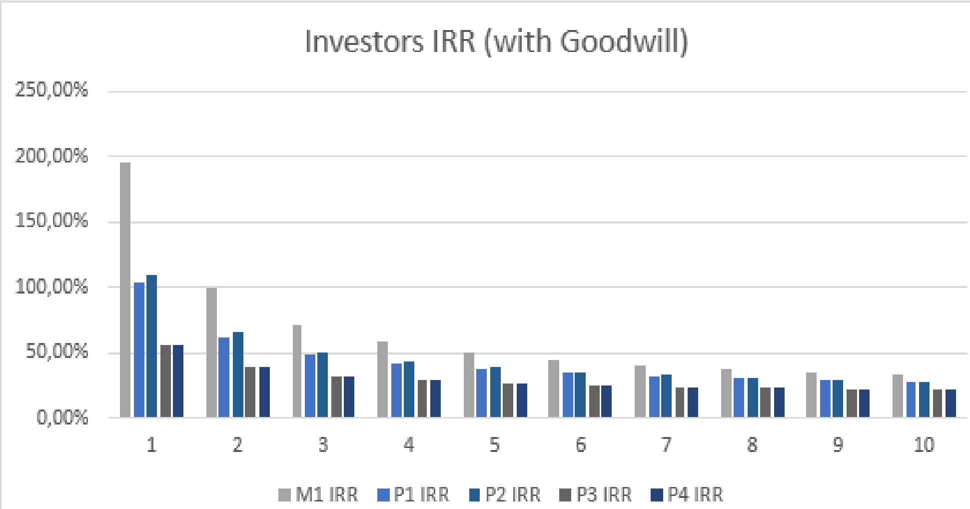
NPV - IRR - MIRR







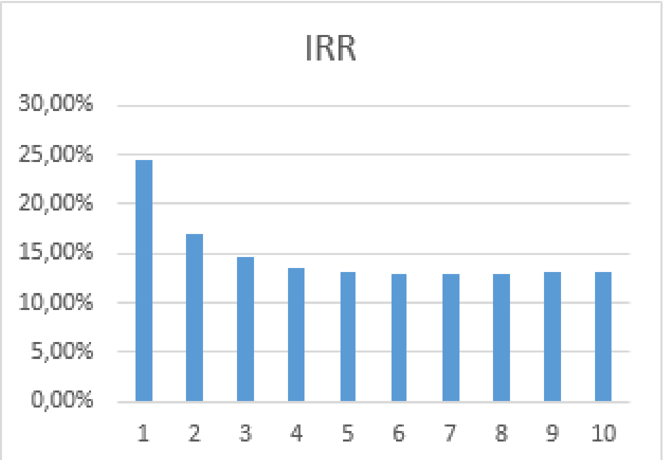
IINVESTOR ANALYSIS

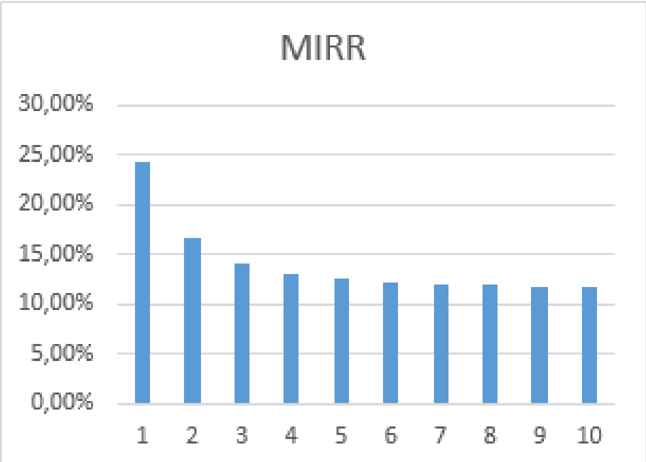


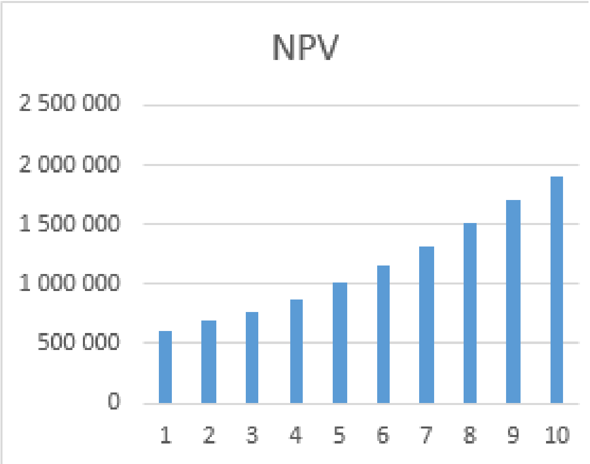
Valuations

B/f from Investors Sheet (market related PE RATIO) (1 - 20) | 3,00 | For MIRR we utilise the weighted aver cost of debt | 7,29%

	Start Off Capital	Exit Year 1	Exit Year 2	Exit Year 3	Exit Year 4	Exit Year 5	Exit Year 6	Exit Year 7	Exit Year 8	Exit Year 9	Exit Year 10
	-3 770 000	4 690 192	4 890 185	5 043 781	5 210 044	5 389 874	5 574 212	5 766 104	5 982 611	6 190 198	6 410 546
Goodwill		690 144	840 139	955 336	1 080 033	1 214 906	1 353 159	1 497 078	1 659 458	1 815 149	1 980 410
Earnings		230 048	280 046	318 445	360 011	404 969	451 053	499 026	553 153	605 050	660 137
YEAR		1	2	3	4	5	6	7	8	9	10
IRR		24,41%	16,98%	14,55%	13,56%	13,13%	12,95%	12,91%	12,97%	13,05%	13,16%
MIRR		24,41%	16,73%	14,16%	13,05%	12,50%	12,18%	12,00%	11,91%	11,83%	11,78%
NPV		601 328	692 275	771 097	876 751	1 007 598	1 155 523	1 319 998	1 508 642	1 702 164	1 908 891







Investor Analysis

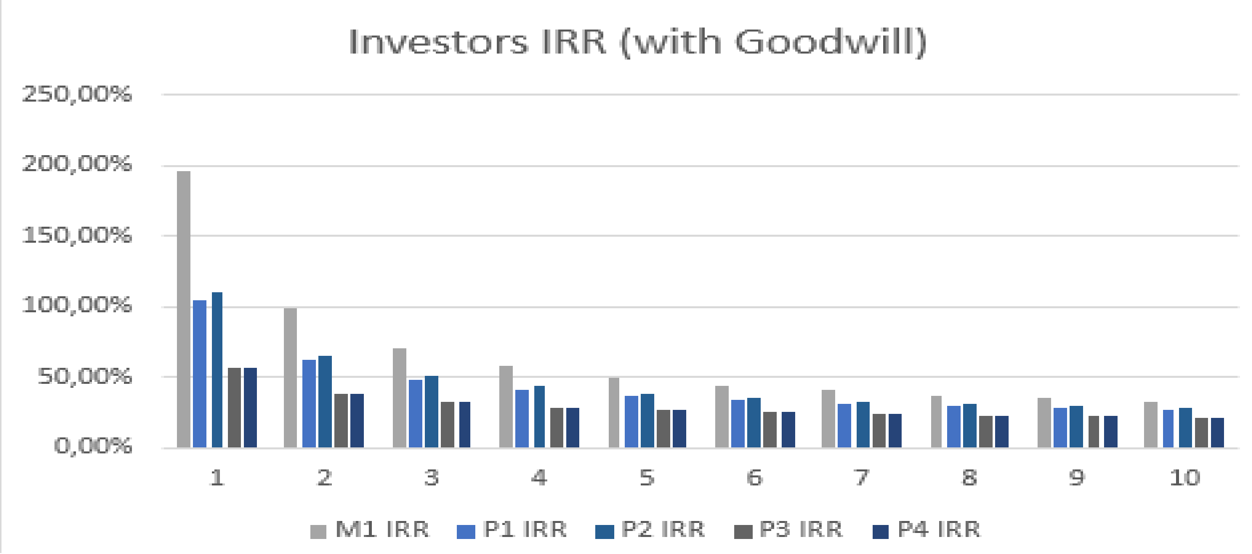
DETAIL	PRIMARY INVESTOR	INVESTOR (1)	INVESTOR (2)	INVESTOR (3)	INVESTOR (4)	TOTALS
NAME						
Loan Capital	300 000	150 000	120 000	100 000	100 000	770 000
Annual Interest (%)	6,00%	10,00%	10,00%	10,00%	10,00%	
Shares obtained (%)	62,00%	15,00%	13,00%	5,00%	5,00%	100%
TECHNICAL Earnings						
1st Year (post Co. Tax and pre Dividend Tax)	142 630	34 507	29 906	11 502	11 502	230 048
Interest earnings generated	18 000	15 000	12 000	10 000	10 000	
Total Income generated	160 630	49 507	41 906	21 502	21 502	295 048
pre-dividend tax - ROI (1st year)	53,54%	33,00%	34,92%	21,50%	21,50%	
GOODWILL Value (PE:RATIO)						
1st Year Using a PE RATIO 3,00	427 889	103 522	89 719	34 507	34 507	690 144

Without any Goodwill Value, and without declaring and paying dividends each year

Years	IRR	IRR	IRR	IRR	IRR	EXIT YEAR
1	53,54%	33,00%	34,92%	21,50%	21,50%	1
2	48,43%	31,99%	33,65%	21,51%	21,51%	2
3	43,95%	30,65%	32,08%	21,25%	21,25%	3
4	40,39%	29,38%	30,63%	20,92%	20,92%	4
5	37,53%	28,23%	29,34%	20,58%	20,58%	5
6	35,15%	27,19%	28,17%	20,23%	20,23%	6
7	33,15%	26,24%	27,12%	19,88%	19,88%	7
8	31,44%	25,39%	26,18%	19,54%	19,54%	8
9	29,95%	24,60%	25,33%	19,21%	19,21%	9
10	28,63%	23,87%	24,54%	18,88%	18,88%	10

With Goodwill Factored into the Exit Value according to your PE RATIO chosen above, and (zero annual dividends declared and paid)

INVESTOR	***M1***	***P1***	***P2***	***P3***	***P4***	
Years	IRR	IRR	IRR	IRR	IRR	EXIT YEAR
1	196,17%	104,02%	109,69%	56,01%	56,01%	1
2	99,25%	61,61%	65,16%	38,33%	38,33%	2
3	71,29%	48,15%	50,51%	31,96%	31,96%	3
4	57,98%	41,35%	43,15%	28,68%	28,68%	4
5	50,01%	37,10%	38,56%	26,59%	26,59%	5
6	44,53%	34,08%	35,30%	25,06%	25,06%	6
7	40,49%	31,77%	32,83%	23,88%	23,92%	7
8	37,41%	29,96%	30,90%	22,93%	22,93%	8
9	34,88%	28,44%	29,27%	22,11%	22,11%	9
10	32,79%	27,15%	27,90%	21,40%	21,40%	10



Business Plan Template

EXECUTIVE SUMMARY and OVERVIEW

This is where you will summarize the main inputs, such as, the market, personnel, and important financial data.

It is probably better to first complete the business plan template below, and then extract the pertinant information.

THE BUSINESS DESCRIPTION and STRUCTURE

This is where you will outline the why and how of your products, basic business description and what you are selling.

You will also provide an overview of your intellectial property, personnel, and the business structure.

THE MARKET, RESEARCH and STRATEGIES

This is where you will provide some detail as to the differences you have as an advantage over competitors (positioning etc)

The fundamentals of your marketing and advertising campaign.

Your break even analysis which is automated for you.

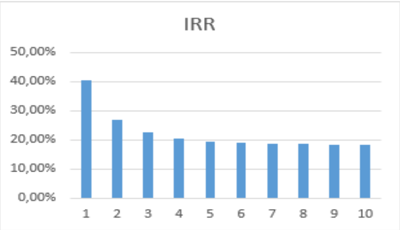
MANAGEMENT and PERSONNEL

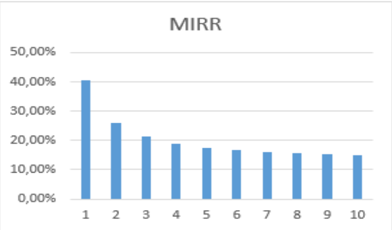
A description of managements and personnel's skills

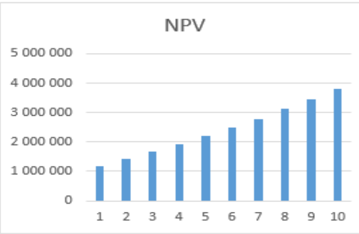
A small bio about specific achievements.

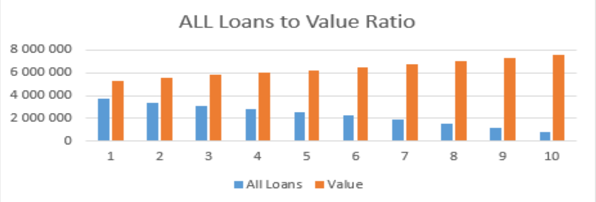
Remember, most of the prudent investors and funders will look to the jockey's first, before the business model.

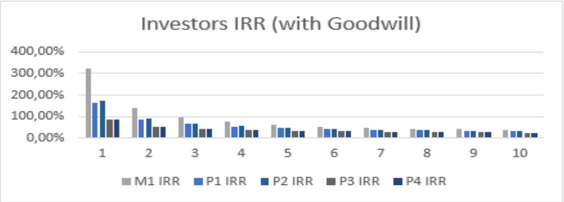
FINANCIAL SUMMARY and ANALYSIS











1	2	3	4	5	6	7	8	9	10
-190 986	47 297	325 392	638 060	987 242	1 374 963	1 802 737	2 271 711	2 785 792	3 347 379
382 352	450 648	507 110	559 538	615 196	674 263	738 828	810 488	880 906	955 551