



Vending Machine's Financial Model 10 years

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International Best Practice Models

Vending Machine's Business - Financial Model & Plan

INDEX

INPUTS

DASHBOARD

BUSINESS PLAN

PRODUCT ANALYSIS

CASH FLOW
STATEMENTS

INCOME STATEMENTS

BALANCE SHEETS

BUSINESS VALUATION

INVESTOR ANALYSIS

INPUTS

Investors Data		
<u>Total Share percentage must equal 100%</u>	Amount	Share (%) <i>Must equal 100%</i>
Investor 1 or Owner (Capital Invested - Equity shares?)	2 000	40.00%
Investor 2 (Capital Invested - Equity shares?)	1 600	30.00%
Investor 3 (Capital Invested - Equity shares?)	1 600	30.00%
Investor 4 (Capital Invested - Equity shares?)	0	0.00%
Investor 5 (Capital Invested - Equity shares?)	0	0.00%
Investor 6 (Capital Invested - Equity shares?)	0	0.00%
Investor 7 (Capital Invested - Equity shares?)	0	0.00%
Investor 8 (Capital Invested - Equity shares?)	0	0.00%
Investor 9 (Capital Invested - Equity shares?)	0	0.00%
Totals	5 200	100.00%

Fixed Monthly Expenditure	
Total	2 059
Accounting	300
Bank Charges	300
Cleaning	0
Depreciation	333
Insurance	300
Loan Repayment	406 <i>if any</i>
Maintenance	300
Rental/Lease	0
Salaries/Drawings	0
Telephone	0
Advertising	0
Electricity/Utilities	120
Franchise Fee	0 <i>if any</i>
Either % of Turnover	0.00% %
or Fixed Franchise Fee	0

Capex - Equipment/Stock			
Totals	21 430	Dep Month	333
Vending Machine (1)	5 000	60	83
Vending Machine (2)	7 000	60	117
Vending Machine (3)	8 000	60	133
			0
			0
			0
			0
			0
			0
			0
Vehicles	0		0
Buildings	0		0
Stock Start off Amount	1 430		

Financial Data	
Equity Investment Amount	5 200
Loan Account Capital	
External / Bank Funding Amount	20 000
Term (months) External Loan	60
Interest of External Loan	8.00%
Annual Growth in Turnover %	5.00%
Annual Growth in Fixed Expense %	4.00%
Annual Growth in COS	4.50%
Price Earnings Ratio (Valuation)	2
Risk adjusted Rate for NPV - MIRR	10.00%
CGT on Goodwill growth	0.00%
Income Tax Rate	22.00%

What % of your monthly cost of sales will you hold as stock? 20% %

Sale Items and Cost

[illegible]

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Cash Flow Statements 10-years

Month													
Year 1	1	2	3	4	5	6	7	8	9	10	11	12	Annual
Equipment	20 000												
Equity	5 200												
Loan a/c	0												
Stock Start	1 430												
Loan Cap	20 000												
Revenue	12 035	12 035	12 035	12 035	12 035	12 035	12 035	12 035	12 035	12 035	12 035	12 035	144 420
COS	7 150	7 150	7 150	7 150	7 150	7 150	7 150	7 150	7 150	7 150	7 150	7 150	85 800
Fixed costs	1 320	1 320	1 320	1 320	1 320	1 320	1 320	1 320	1 320	1 320	1 320	1 320	15 840
Loan Repay	406	406	406	406	406	406	406	406	406	406	406	406	4 866
Capex	0	0	0	0	0	0	0	0	0	0	0	0	0
Tax Paid						4 103						4 103	8 207
Cash generated	6 929	3 159	3 159	3 159	3 159	-944	3 159	3 159	3 159	3 159	3 159	-944	29 707
Balance	6 929	10 089	13 248	16 408	19 567	18 624	21 783	24 943	28 102	31 261	34 421	33 477	
Year 10	109	110	111	112	113	114	115	116	117	118	119	120	Annual
Revenue	18 670	18 670	18 670	18 670	18 670	18 670	18 670	18 670	18 670	18 670	18 670	18 670	224 043
COS	10 626	10 626	10 626	10 626	10 626	10 626	10 626	10 626	10 626	10 626	10 626	10 626	127 507
Fixed costs	1 879	1 879	1 879	1 879	1 879	1 879	1 879	1 879	1 879	1 879	1 879	1 879	22 545
Loan Repay	0	0	0	0	0	0	0	0	0	0	0	0	0
Capex	0	0	0	0	0	0	0	0	0	0	0	20 000	20 000
Tax Paid						7 699						7 699	15 398
Cash generated	6 166	6 166	6 166	6 166	6 166	-1 533	6 166	6 166	6 166	6 166	6 166	-21 533	38 593
Balance	362 920	369 086	375 252	381 418	387 583	386 050	392 216	398 382	404 548	410 714	416 880	395 347	

Income Statements

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue	144 420	151 641	159 223	167 184	175 543	184 321	193 537	203 213	213 374	224 043
Cost of Sales	85 800	89 661	93 696	97 912	102 318	106 922	111 734	116 762	122 016	127 507
Gross Profit	58 620	61 980	65 527	69 272	73 225	77 398	81 803	86 451	91 358	96 536
Expenditure	21 318	21 670	22 024	22 380	22 735	23 272	24 043	24 844	25 678	26 545
Accounting	3 600	3 744	3 894	4 050	4 211	4 380	4 555	4 737	4 927	5 124
Bank Charges	3 600	3 744	3 894	4 050	4 211	4 380	4 555	4 737	4 927	5 124
Cleaning	0	0	0	0	0	0	0	0	0	0
Depreciation	4 000	4 000	4 000	4 000	4 000	4 000	4 000	4 000	4 000	4 000
Insurance	3 600	3 744	3 894	4 050	4 211	4 380	4 555	4 737	4 927	5 124
Maintenance	3 600	3 744	3 894	4 050	4 211	4 380	4 555	4 737	4 927	5 124
Rental/Lease	0	0	0	0	0	0	0	0	0	0
Salaries/Drawings	0	0	0	0	0	0	0	0	0	0
Telephone	0	0	0	0	0	0	0	0	0	0
Advertising	0	0	0	0	0	0	0	0	0	0
Electricity/Utilities	1 440	1 498	1 558	1 620	1 685	1 752	1 822	1 895	1 971	2 050
Franchise Fee	0	0	0	0	0	0	0	0	0	0
Interest Paid	1 478	1 196	892	562	204	0	0	0	0	0
Net Profit before Tax	37 302	40 310	43 503	46 893	50 490	54 126	57 760	61 607	65 680	69 991
Income Tax	8 207	8 868	9 571	10 316	11 108	11 908	12 707	13 554	14 450	15 398
Net Profit after Tax	29 096	31 442	33 932	36 576	39 382	42 219	45 053	48 054	51 230	54 593
EBITDA	42 780	45 506	48 395	51 454	54 695	58 126	61 760	65 607	69 680	73 991
EBITDA	29.62%	30.01%	30.39%	30.78%	31.16%	31.54%	31.91%	32.28%	32.66%	33.03%
ROI	559.54%	604.65%	652.55%	703.39%	757.35%	811.90%	866.40%	924.11%	985.20%	1049.86%
Tax Computation										
Tax Loss	0	0	0	0	0	0	0	0	0	0
Tax Profit	8 207	8 868	9 571	10 316	11 108	11 908	12 707	13 554	14 450	15 398
Balance this year	8 207	8 868	9 571	10 316	11 108	11 908	12 707	13 554	14 450	15 398
Accumulative	8 207	17 075	26 645	36 962	48 070	59 977	72 685	86 238	100 688	116 086
Payable	8 207	8 868	9 571	10 316	11 108	11 908	12 707	13 554	14 450	15 398

Balance Sheets

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Total Assets	50 907	78 679	108 637	140 908	175 629	217 847	262 900	310 954	362 184	416 777
Current Assets	34 907	66 679	100 637	136 908	155 629	201 847	250 900	302 954	358 184	396 777
Cash/Bank	33 477	65 249	99 207	135 478	154 199	200 417	249 470	301 524	356 754	395 347
Stock	1 430	1 430	1 430	1 430	1 430	1 430	1 430	1 430	1 430	1 430
Debtors										
Fixed Assets	16 000	12 000	8 000	4 000	20 000	16 000	12 000	8 000	4 000	20 000
Buildings	0	0	0	0	0	0	0	0	0	0
Vehicles	0	0	0	0	0	0	0	0	0	0
Equipment/Machinery etc	16 000	12 000	8 000	4 000	20 000	16 000	12 000	8 000	4 000	20 000

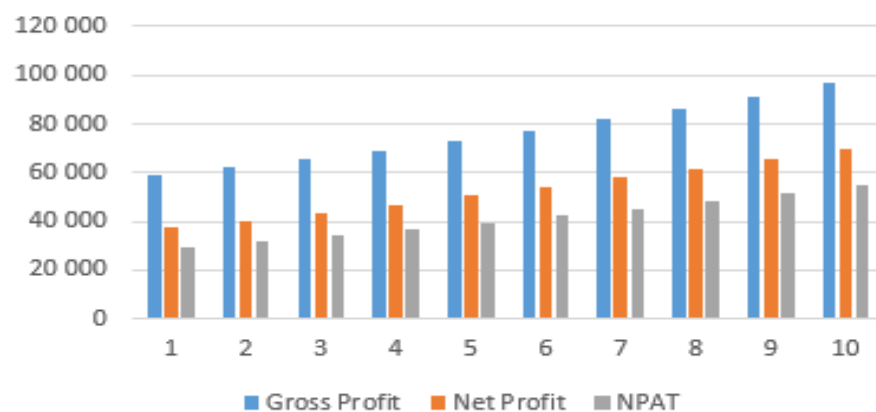
Total Liabilities	16 611	12 941	8 966	4 662	0	0	0	0	0
Current Liabilities	0	0	0	0	0	0	0	0	0
Creditors									
Bank Overdraft	0	0	0	0	0	0	0	0	0
Tax									
Other									

Long Term Liabilities	16 611	12 941	8 966	4 662	0	0	0	0	0
Term Finance	16 611	12 941	8 966	4 662	0	0	0	0	0
Loan Account	0	0	0	0	0	0	0	0	0

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DASHBOARD

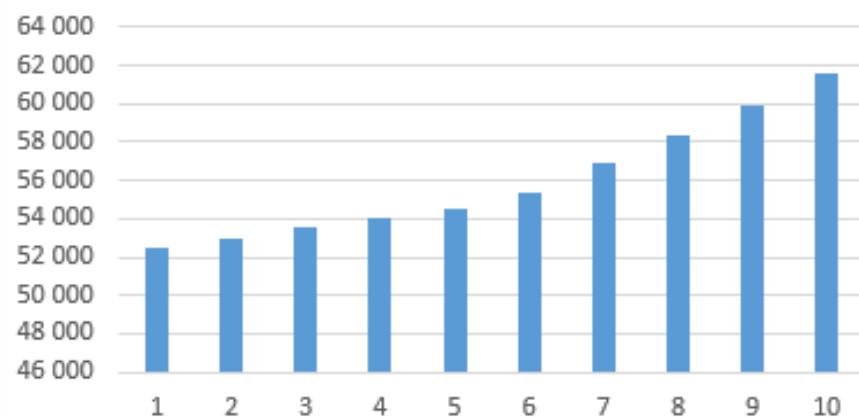
GP - NP - NPAT



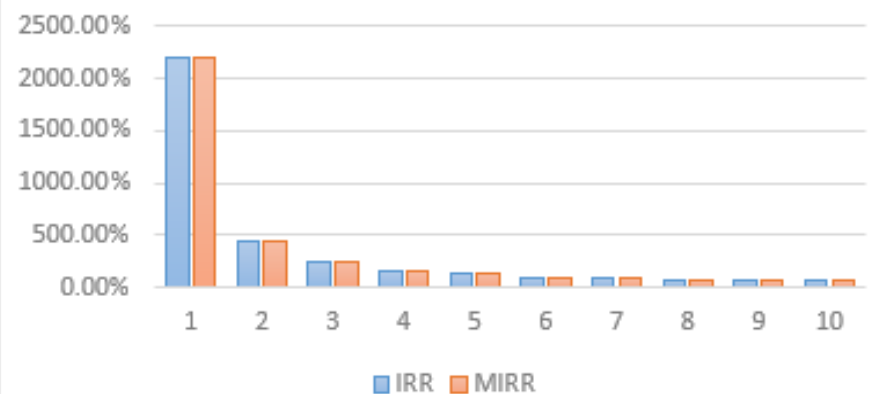
Gross Profit Ratio - Fixed Cost

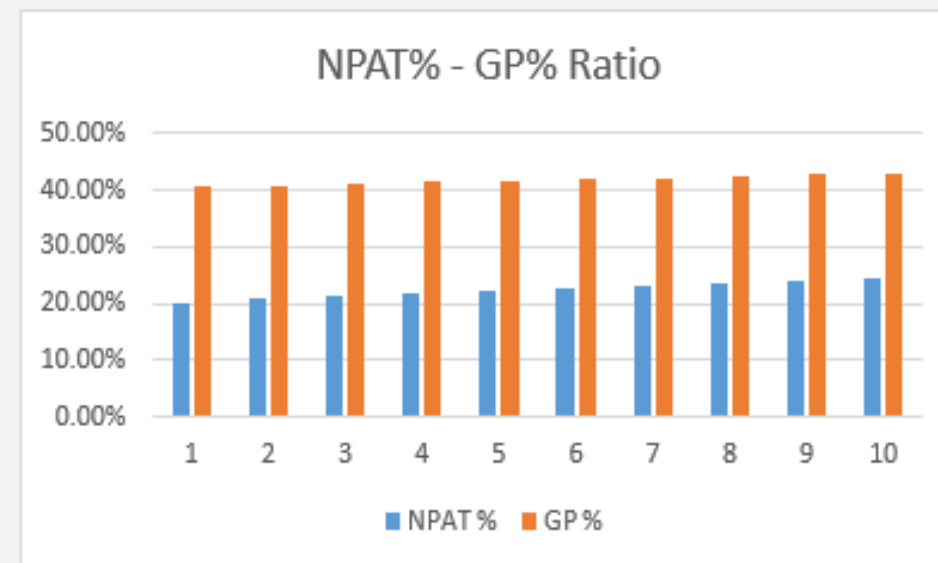
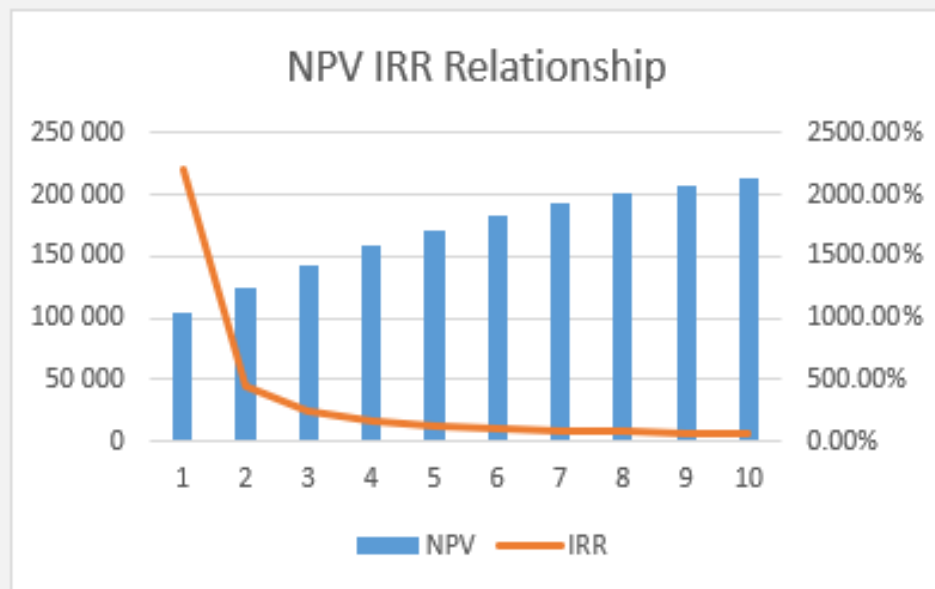


Break-even Minimum Turnover



IRR vs MIRR





Projected NPAT	
Year 1	29 096
Year 2	31 442
Year 3	33 932
Year 4	36 576
Year 5	39 382
Year 6	42 219
Year 7	45 053
Year 8	48 054
Year 9	51 230

Weighted Ave. GP %	
Year 1	40.59%
Year 2	40.87%
Year 3	41.15%
Year 4	41.43%
Year 5	41.71%
Year 6	41.99%
Year 7	42.27%
Year 8	42.54%
Year 9	42.82%

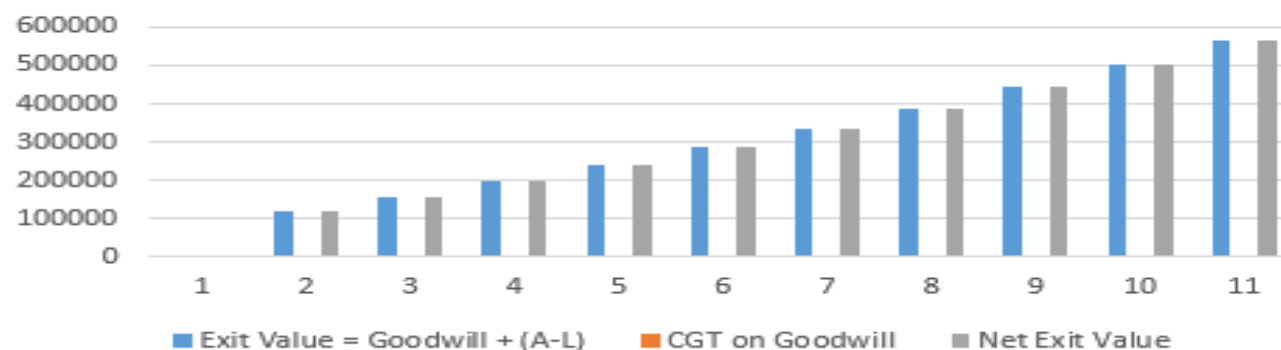
Break-even - Min Turnover	
Year 1	52 519
Year 2	53 018
Year 3	53 516
Year 4	54 012
Year 5	54 503
Year 6	55 421
Year 7	56 882
Year 8	58 399
Year 9	59 973

Valuation / Exit Model

This Valuation Model allows for your input of an appropriate PE:RATIO for the Evaluation of your Business at certain exit points

	Applied PE Ratio on EBITDA			2.00		Capital Gains Tax (%)		
	EBITDA	ASSETS	LIABILITIES		Goodwill Value	Exit Value = Goodwill + (A-L)	CGT on Goodwill	Net Exit Value
1 yr	42 780	50 907	16 611		85 560	119 856	0	119 856
2 yr	45 506	78 679	12 941		91 013	156 751	0	156 751
3 yr	48 395	108 637	8 966		96 790	196 460	0	196 460
4 yr	51 454	140 908	4 662		102 909	239 155	0	239 155
5 yr	54 695	175 629	0		109 390	285 018	0	285 018
6 yr	58 126	217 847	0		116 253	334 100	0	334 100
7 yr	61 760	262 900	0		123 520	386 420	0	386 420
8 yr	65 607	310 954	0		131 214	442 168	0	442 168
9 yr	69 680	362 184	0		139 359	501 544	0	501 544
10 yr	73 991	416 777	0		147 981	564 758	0	564 758

Exit Values



INVESTORS

DETAIL NAME	1 KB	2 JN	3 FT	4 KJ	5 LM	6 MO	7 NI	8 PT	9 LY	TOTALS
Equity Invested	2 000	1 600	1 600	0	0	0	0	0	0	5 200
Shares obtained	40.00%	30.00%	30.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
TECHNICAL Earnings (NPAT)										
	<i>Without exiting, and without goodwill (PE RATIO) EBITDA</i>									
1st Year (post Co. Tax and pre Dividend Tax)	11 638	8 729	8 729	0	0	0	0	0	0	29 096
2nd year	12 577	9 433	9 433	0	0	0	0	0	0	31 442
3rd year	13 573	10 180	10 180	0	0	0	0	0	0	33 932
4th year	14 630	10 973	10 973	0	0	0	0	0	0	36 576
5th year	15 753	11 815	11 815	0	0	0	0	0	0	39 382
6th year	16 887	12 666	12 666	0	0	0	0	0	0	42 219
7th year	18 021	13 516	13 516	0	0	0	0	0	0	45 053
8th year	19 221	14 416	14 416	0	0	0	0	0	0	48 054
9th year	20 492	15 369	15 369	0	0	0	0	0	0	51 230
10th year	21 837	16 378	16 378	0	0	0	0	0	0	54 593

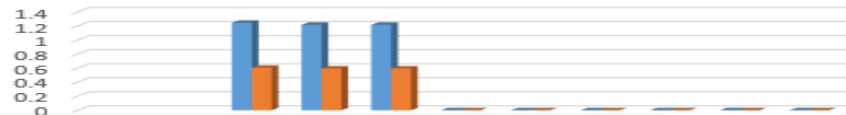
TECHNICAL Business Operations (EBITDA)	<i>Without exiting, and without goodwill (PE RATIO) EBITDA</i>									
1st year	17 112	12 834	12 834	0	0	0	0	0	0	42 780
2nd year	18 203	13 652	13 652	0	0	0	0	0	0	45 506
3rd year	19 358	14 518	14 518	0	0	0	0	0	0	48 395
4th year	20 582	15 436	15 436	0	0	0	0	0	0	51 454
5th year	21 878	16 408	16 408	0	0	0	0	0	0	54 695
6th year	23 251	17 438	17 438	0	0	0	0	0	0	58 126
7th year	24 704	18 528	18 528	0	0	0	0	0	0	61 760
8th year	26 243	19 682	19 682	0	0	0	0	0	0	65 607
9th year	27 872	20 904	20 904	0	0	0	0	0	0	69 680
10th year	29 596	22 197	22 197	0	0	0	0	0	0	73 991

IRR
Investors

5 Year Exit
10 Year Exit

<i>Exit with chosen PE Ratio on EBITDA accumulated to exit timeframes</i>										2.00	PE Ratio on EBITDA
1	2	3	4	5	6	7	8	9			
IRR	IRR	IRR	IRR	IRR	IRR	IRR	IRR	IRR			
124.48%	121.60%	121.60%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%			
60.43%	59.40%	59.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%			

Investors IRR at 5 and 10 years



Vending Machine's Business - Financial Model & Plan

Executive Summary & Overview

Business Name Here

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

It is probably better to first complete the sections below and then extract the most pertinent data and info!

Funding requirements.

The Business Description & 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 personnel, your intellectual property and the legal structure of your company

The Market, Research & Strategies

This is where you will outline the why and how of your products stack up against competitors, your basic marketing/advertising strategy.

You will also provide an overview of personnel, your intellectual property and the legal structure of your company

You will also provide a bit of data analysis such as sales forecasts etc. (this we have automated for you below)

10-year Sales Forecast	
Year 1	144 420
Year 2	151 641
Year 3	159 223
Year 4	167 184
Year 5	175 543
Year 6	184 321
Year 7	193 537
Year 8	203 213
Year 9	213 374
Year 10	224 043



Break-even Turnover Requirement	
Year 1	52 519
Year 2	53 018
Year 3	53 516
Year 4	54 012
Year 5	54 503
Year 6	55 421
Year 7	56 882
Year 8	58 399
Year 9	59 973
Year 10	61 607

Management & Personnel

This is where you will include the skills and bio of management and staff!

Specific expertise.

PS Note - Funders and Investors always look at the jockey's before the business!

Weighted Average Cost of Capital	
Year 1	144 420
Year 2	151 641
Year 3	159 223
Year 4	167 184
Year 5	175 543
Year 6	184 321
Year 7	193 537
Year 8	203 213
Year 9	213 374
Year 10	224 043

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