**Forecast P&L - Sushi Lumpia Rolls**

**Profit and Loss Forecast**

**Sales**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Month** | **JAN** | **FEB** | **MAR** | **APR** | **MAY** | **JUN** | **JUL** | **AUG** | **SEP** | **OCT** | **NOV** | **DEC** | **Totals** |
| Cash Sales | 1000 | 1200 | 1500 | 1400 | 1600 | 1700 | 1800 | 1900 | 2000 | 2100 | 2200 | 2500 | 21900 |
| Collections from Accounts Receivable | 500 | 600 | 550 | 700 | 650 | 750 | 800 | 900 | 850 | 950 | 1000 | 1200 | 9450 |
| Other Cash Receipts | 300 | 200 | 250 | 300 | 350 | 300 | 400 | 450 | 500 | 600 | 650 | 700 | 5000 |
| **Total Sales** | **1800** | **2000** | **2300** | **2400** | **2600** | **2750** | **3000** | **3250** | **3350** | **3650** | **3850** | **4400** | **35350** |

**COGS (Cost of Goods Sold)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Month | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Totals |
| Cost of Goods Sold | 900 | 1000 | 1100 | 1200 | 1250 | 1300 | 1350 | 1400 | 1450 | 1500 | 1550 | 1600 | 16600 |
| **Gross Profit** | **900** | **1000** | **1200** | **1200** | **1350** | **1450** | **1650** | **1850** | **1900** | **2150** | **2300** | **2800** | **18750** |

**Operating Expenses**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Month | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Totals |
| Salaries and Consultant Fees | 300 | 320 | 350 | 370 | 400 | 420 | 450 | 470 | 500 | 520 | 550 | 600 | 5250 |
| Marketing and Promotion | 100 | 150 | 200 | 250 | 300 | 350 | 400 | 450 | 500 | 550 | 600 | 650 | 4500 |
| Utilities (Electricity, etc.) | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 | 160 | 1260 |
| Transportation (Shipping, Courier, Taxes, etc.) | 100 | 110 | 120 | 130 | 140 | 150 | 160 | 170 | 180 | 190 | 200 | 220 | 1870 |
| Office Supplies | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 | 160 | 1260 |
| Repairs and Maintenance | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 1020 |
| Miscellaneous Expenses | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 930 |
| Interest on Loan | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 880 |
| Loss, Theft, Waste | 20 | 25 | 30 | 35 | 40 | 45 | 50 | 55 | 60 | 65 | 70 | 75 | 570 |
| **Total Expenses** | **680** | **815** | **960** | **1095** | **1240** | **1375** | **1520** | **1655** | **1800** | **1935** | **2075** | **2255** | **18005** |

**Result**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Month | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Totals |
| Net Profit/Loss | 220 | 185 | 240 | 105 | 110 | 75 | 130 | 195 | 100 | 215 | 225 | 545 | 2345 |
| Gross Profit Margin | 50% | 50% | 52% | 50% | 52% | 53% | 55% | 57% | 57% | 59% | 60% | 64% | 54% |
| Net Profit Margin | 12% | 9% | 10% | 4% | 4% | 3% | 4% | 6% | 3% | 6% | 6% | 12% | 7% |

**Explanation:**

This forecasted P&L template is designed to help track the financial performance of the **Sushi Lumpia Rolls** business. Each section is broken down by month to analyze income (Sales), costs (COGS), and expenses (Operating Expenses). Add your data monthly for better insight into profitability.