



MANAGEMENT CONSULTANT

Three Year Business Plan

Download a full three year plan detailing the industry market and revenue that you can generate by incorporating the platform into your business tool set



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EXECUTIVE SUMMARY

Opportunity —



PROBLEM

South Africa has one of the highest failure rates for SMME's, with five out of seven of these businesses failing within the first year, says specialist advisory service Cova Advisory.

"SMME's play a big role in addressing the major challenges of unemployment and inequality in our country, but we are not doing well," Cova Advisory director, Tumelo.

"However, we are seeing that working with existing businesses and driving them into a more sustainable growth model creates more jobs and a greater contribution to the economy."

Here are four major mistakes that business owners make leading to failure:

1 Solving an Irrelevant Customer Job

Your business model will fail if it is built around a value proposition that solves a customer job that customers don't care about, or that customers don't care about enough. In the start-up world this is called a failure to achieve product-market fit. No business model can survive long term without product-market fit, no matter how great it looked in the business plan. Trivial, right? So why does it happen over and over again?

2 A Flawed Business Model

Solving relevant customer jobs and finding product-market fit is just one of many important factors that make up a business. Great technologies, products and services must also have the right business models to support and sustain them. You will fail even with value propositions that customers want or technologies that customers crave if your business model is flawed (e.g. few people know that Kodak, which filed for bankruptcy in 2012, helped invent the digital camera that crushed its business model).

3 Neglecting External Threats in the Business Model Environment

You can still fail even if you are solving relevant customer jobs and have a sound business model design. This third source of failure stems from external threats. The most obvious threats are your potential competitors. You may never even acquire customers if your competition's business model locks in customers and prevents them from switching to you (e.g. think competing against Apple)

4 Poor Execution

With the previous fundamentals in place, your business model can still fail if you execute poorly. If your company's resources (physical, human and capital) are not properly aligned around the most critical elements of the business model, it's liable to fail.

Solution

Due to fluctuating economic conditions, aggressive market competition and problems adjusting to constant change, business owners find it challenging to grow revenues, increase profit margins, and take their companies to the next level. Our Business Assessment is the first step in helping diagnose what your customer's company needs to meet its challenges and reach its full potential.

A business diagnostic tool exists to help your customer's company continue to develop and grow. Once you identify an issue or goal, revisit it in order to track progress and continue moving the bar forward. A business diagnostic is like an MRI on your customer's business. It gives you information to act on and a metric to then revisit and measure progress against.

There are a lot of excellent reasons to perform a diagnostic on your business. It will help you select and organize priorities. And it is vital for assessing performance against competitors. Having a diagnosis administered by an objective and experienced coach or consultant will help to ensure you get the best results.

It's hard to build a business and failure along the way is inevitable. However, you want the failures your customers experience to be small, inexpensive and manageable, not lethal. Here are four major mistakes that the RED3SIXTY solution helps business owners avoid:

1 Solving an Irrelevant Customer Job

2 A Flawed Business Model

3 Neglecting External Threats in the Business Model Environment

4 Poor Execution

Market

South Africa remains one of the strongest economies in the African continent, with robust business and industrial activities across many sectors such as ecommerce, media and entertainment, and mining, among others, all of which are driving demand for strategic consulting services. The South African management consulting and business advisory services industries perform a pivotal role in all sectors of the South African economy, providing value-added services that seek to enhance performance and productivity.

Revenues generated from business and management consultancy activities in the country, which witnessed slow growth during 2011-2016, are expected to grow at a moderate pace during the next few years, from \$16.5 billion in 2018 to \$20.6 billion in 2023.

Target Market Segmentation:

Micro: Total employees 5, Total turnover R0.20m

Very Small: Total employees 20, Total turnover R3m

Small: Total employees 50, Total turnover R19m

Medium: Total employees 200, Total turnover R39m

The number of SMME's increased from **2,343,058** in the third quarter of **2016** to **2,614,063** in the first quarter of **2020**, a growth of **11.6** percent over a period of three and a half years. The formal SMME sector grew faster than the informal SMME sector, at a rate of **14.8** percent versus **9.7 percent**.

Competition

Future Collective: **\$100 - \$149 / hr**, Business Consulting, Branding, Corporate Training. Client Focus: Small Business (**<\$10M**), Midmarket (**\$10M - \$1B**)

The Business Sniper: **\$50 - \$99 / hr**, Business Consulting, Marketing Strategy. Client Focus: Small Business (**<\$10M**)

Strat Align: **\$150 - \$199 / hr**, HR Services, Business Consulting. Client Focus: Midmarket (**\$10M - \$1B**), Small Business (**<\$10M**), Enterprise (**>\$1B**)

Growth Hub: **< \$25 / hr**, Sales Outsourcing, Business Consulting. Client Focus: Small Business (**<\$10M**), Midmarket (**\$10M - \$1B**)

Rigorous Statistics: **\$100 - \$149 / hr**, BI & Big Data Consulting & SI, Business Consulting. Client Focus: Small Business (**<\$10M**)

Why Us?

How healthy is your customer's business in areas of finance, operations, sales, and people? To help grow your customer's business, you need to know what's going on in all facets of their enterprise, as well as how to improve and grow those areas.

To determine the health of their business, it's important that you take a holistic view of every aspect of their company. Knowing where they stand, can help you take the right action to manage their risks and to boost and grow their business. It's possible when you use the right business diagnostic tools.

What are Business Diagnostic Tools?

Business diagnostic tools enable you to assess and manage risks, and develop strategies for improvement within your customer's business.

Small businesses often have three pain points: managing cash flow (financial management), business interruption (caused by damage, theft or cyber-crime), and uncertainty about the future (owing to a lack of protection against modern day risks).

With business diagnostic tools, you can identify pain points specific to your customer's business by using self-assessment to answer a series of questions about their business profile.

The tool uses data to compare your business with other similar businesses and calculates a scientific score that shows the current health of their business. It goes further to highlight areas that you can improve on and can also recommend how to go about it.

Using Technology to Grow your Knowledge about your Customer's Business

On completing the Business Health Check, we provide our customers with recommendations and access to development programs that specialise in various business development areas,

How does the Business Diagnostic Tool Work?

Using the diagnostic tool helps you to assess and improve your customer's business in three steps:

- 1 Complete the Business Health Check** by your customer, answering a series of questions online about their business profile.
- 2 Get a business score**, based on scientific calculations and gain actionable insights.
- 3 Get access to goal orientated development programs**

EXPECTATIONS

Forecast

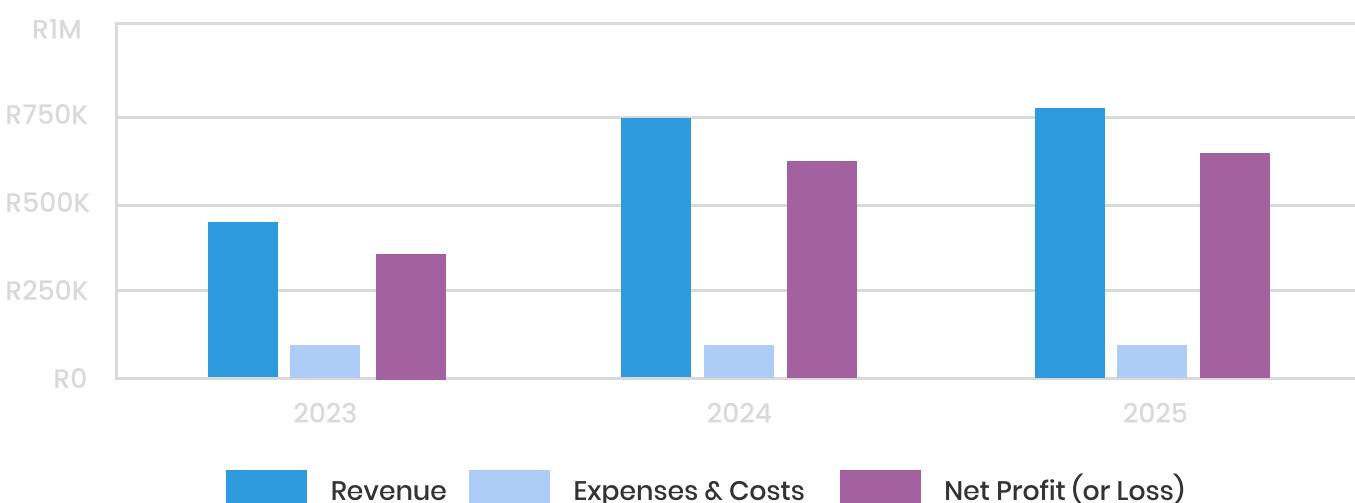


The main revenue generating activity is selling business diagnostic reports for R1900 per report. Each report includes the first consulting session with your customer then R450 to R900 per hour thereafter. As your customer grows, use more advanced diagnostic reports and consulting tools to grow your hourly rate and strategic engagements.

The platform enables you to sell services, not hours, therefore resulting in the ability to take on more clients and support them with the platform.

- ✓ Generate over **R450,000** in year one
- ✓ Deliver **500** customised engagements in year one
- ✓ Generate **R7500** in month two growing to **R48,000** in month seven
- ✓ Sell Business Diagnostic and Growth Services for an average of **R15,000** per engagement per year

Financial Highlights by Year



FINANCIAL PLAN

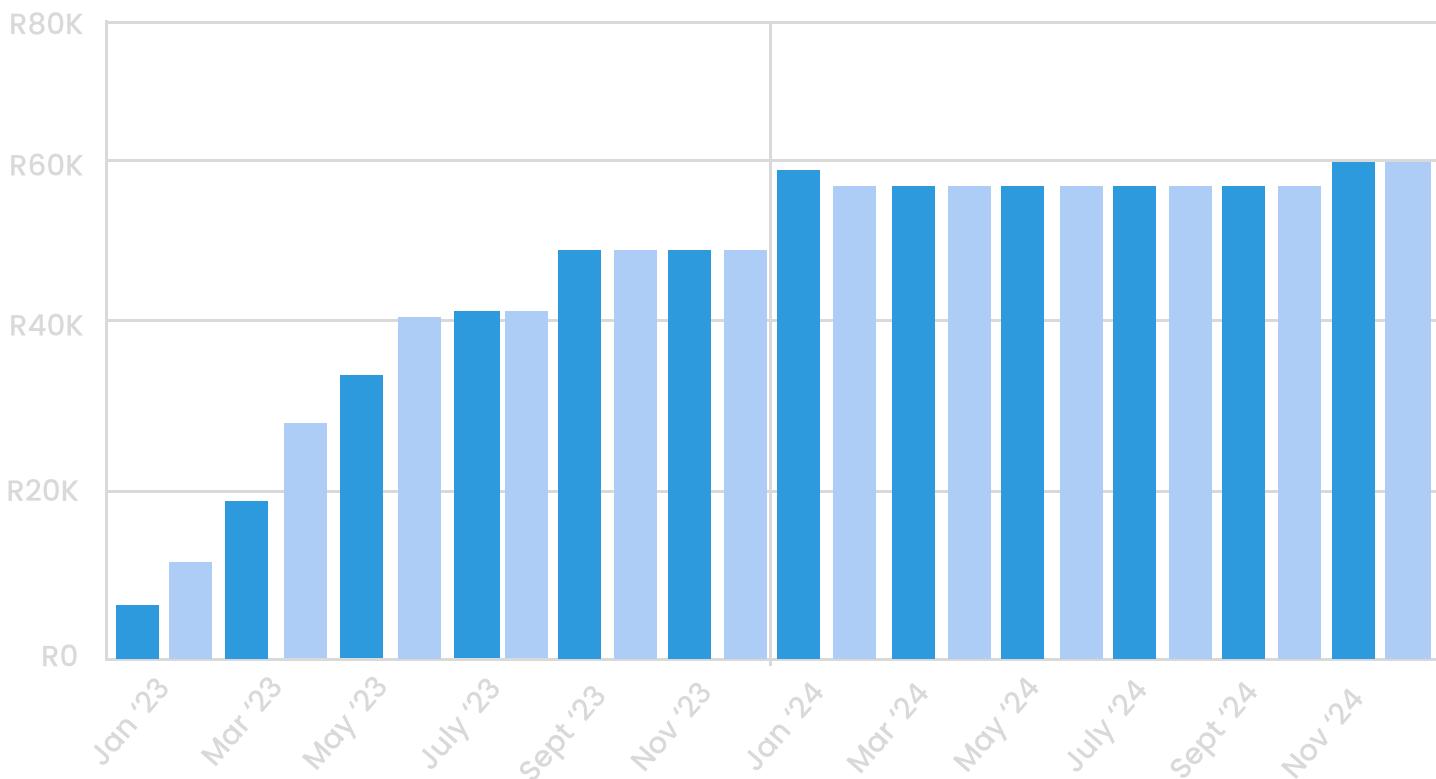
Forecast —



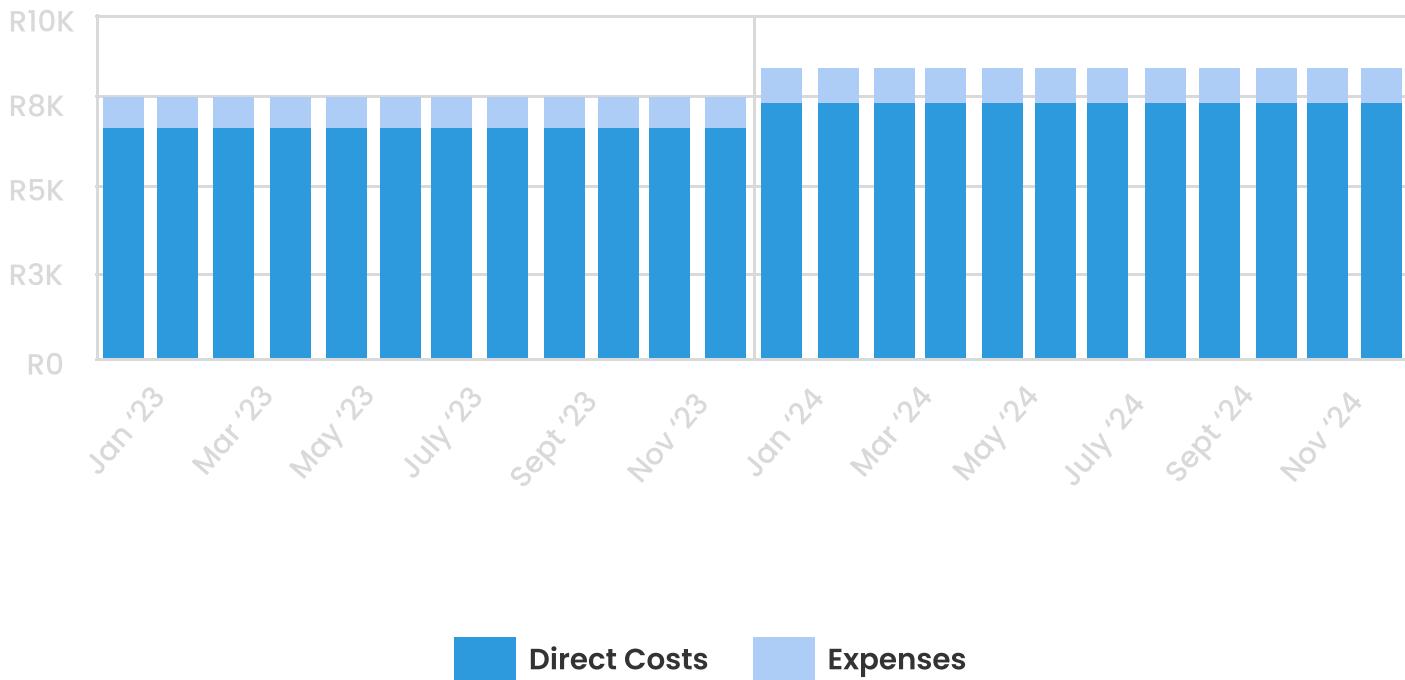
Key Assumptions

Disclaimer: This document was prepared based on information gathered on the local market. Any claims made are purely estimates and the potential success of the business. RED3SIXTY are not liable for any variations.

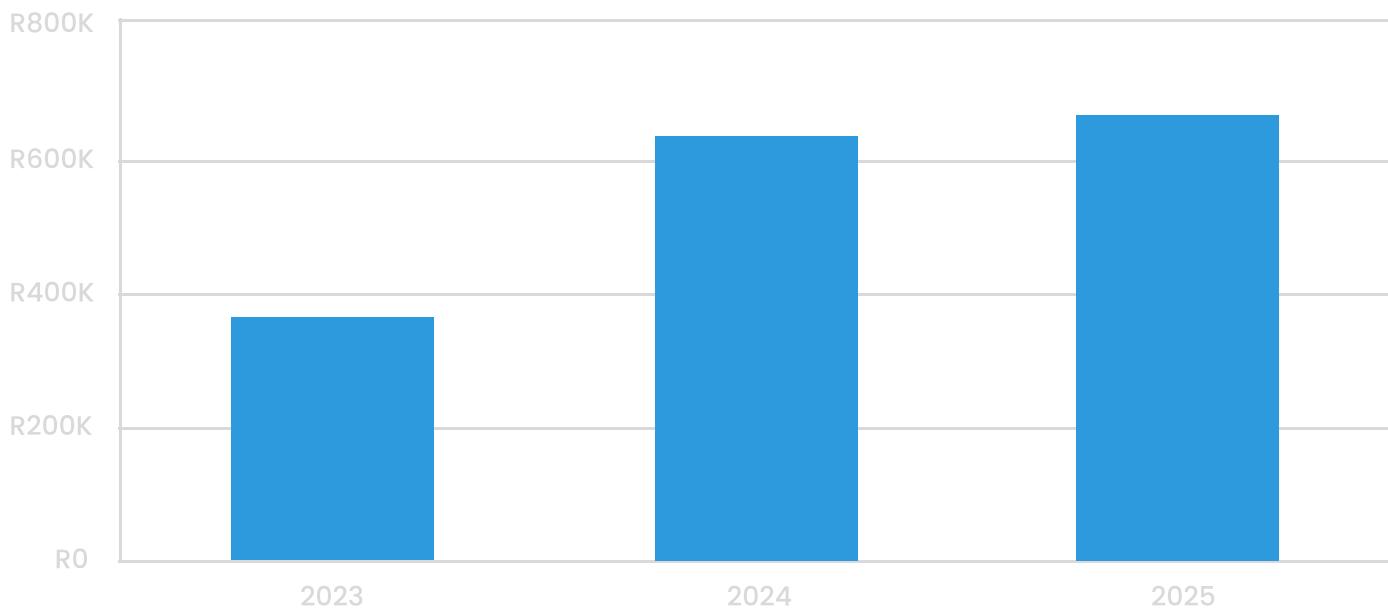
Revenue by Month



Expenses by Month



Net Profit (or Loss) by Year



STATEMENTS

Projected Profit and Loss



	2023	2024	2025
Revenue	R451,100	R737,100	R763,200
Direct Costs	R9,996	R9,996	R9,996
Gross Margin	R441,104	R727,104	R753,204
Gross Margin %	98%	99%	99%
Operating Expenses			
Salaries & Wages	R60,000	R69,000	R79,350
Employee Related Expenses	R12,000	R13,800	R15,870
Cell and Internet	R10,800	R10,800	R10,800
Total Operating Expenses	R82,800	R93,600	R106,020
Operating Income	R358,304	R633,504	R647,184
Interest Incurred			
Depreciation and Amortization			
Gain or Loss from Sale of Assets			
Income Taxes	R0	R0	R0
Total Expenses	R92,796	R103,596	R116,016
Net Profit	R358,304	R633,504	R647,184
Net Profit / Sales	79%	86%	85%

Projected Balance Sheet

	2023	2024	2025
Cash	R358,304	R991,808	R1,638,992
Accounts Receivable	R0	R0	R0
Inventory			
Other Current Assets			
Total Current Assets	R358,304	R991,808	R1,638,992
Long-Term Assets			
Accumulated Depreciation			
Total Long-Term Assets			
Total Assets	R358,304	R991,808	R1,638,992
Accounts Payable	R0	R0	R0
Income Taxes Payable	R0	R0	R0
Sales Taxes Payable	R0	R0	R0
Short-Term Debt			
Prepaid Revenue			
Total Current Liabilities	R0	R0	R0
Long-Term Debt			
Long-Term Liabilities			
Total Liabilities	R0	R0	R0
Paid-In Capital			
Retained Earnings		R358,304	R991,808
Earnings	R358,304	R633,504	R647,184
Total Owner's Equity	R358,304	R991,808	R1,638,992
Total Liabilities & Equity	R358,304	R991,808	R1,638,992

Projected Cash Flow Statement

	2023	2024	2025
Net Cash Flow from Operations			
Net Profit	R358,304	R633,504	R647,184
Depreciation & Amortization	R0	R0	R0
Change in Accounts Receivable	R0	R0	R0
Change in Inventory	R0	R0	R0
Change in Accounts Payable	R0	R0	R0
Change in Income Tax Payable	R0	R0	R0
Change in Sales Tax Payable	R0	R0	R0
Change in Prepaid Revenue	R0	R0	R0
Net Cash Flow from Operations	R358,304	R633,504	R647,184
Investing & Financing			
Assets Purchased or Sold	R0	R0	R0
Net Cash from Investing			
Investments Received	R0	R0	R0
Dividends & Distributions	R0	R0	R0
Change in Short-Term Debt	R0	R0	R0
Change in Long-Term Debt	R0	R0	R0
Net Cash from Financing	R0	R0	R0
Cash at Beginning of Period	R991,808	R991,808	R991,808
Net Change in Cash	R633,504	R647,184	R647,184
Cash at End of Period	R991,808	R1,638,992	R1,638,992

APPENDIX

Profit and Loss Statement (With monthly detail)



2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Revenue												
Business Builder Survey	R1,900	R5,700	R11,400	R15,200								
Business Builder Coaching	R1,800	R3,600	R5,400	R7,200	R8,100	R10,800						
Growth Accelerator Survey				R1,900	R5,700	R9,500						
Growth Accelerator Coaching				R2,600	R3,900	R5,200						
Unstoppable Survey	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900	R1,900
Unstoppable Coaching	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800	R1,800
Turn Around Strategiser												
Turn Around Coaching												
Access to Market Survey									R7,600	R7,600	R7,600	R7,600
Access to Market Coaching									R450	R450	R450	R450
Installable Survey												
Uninstallable Survey												
Total Revenue	R7,400	R13,000	R20,500	R30,600	R36,600	R44,400	R44,400	R44,400	R52,450	R52,450	R52,450	R52,450
Total Direct Costs	R833	R833	R833	R833	R833	R833	R833	R833	R833	R833	R833	R833
Gross Margin	R6,567	R12,167	R19,667	R29,767	R35,767	R43,567	R43,567	R43,567	R51,617	R51,617	R51,617	R51,617
Gross Margin %	89%	94%	96%	97%	98%	98%	98%	98%	98%	98%	98%	98%
Operating Expenses												
Salaries and Wages	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000	R5,000
Employee Related Expenses	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000	R1,000
Cell and Internet	R900	R900	R900	R900	R900	R900	R900	R900	R900	R900	R900	R900
Total Operating Expenses	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900	R6,900
Operating Income	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Interest Incurred												
Depreciation and Amortization												
Gain or Loss from Sale of Assets												
Income Taxes	R0	R0	R0	R0	R0	R0	R0	R0	R0	R0	R0	R0
Total Expenses	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733	R7,733
Net Profit	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Net Profit / Sales	(5%)	41%	62%	75%	79%	83%	83%	83%	85%	85%	85%	85%

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Revenue												
Business Builder Survey	R22,800	R20,900										
Business Builder Coaching	R10,800											
Growth Accelerator Survey	R9,500											
Growth Accelerator Coaching	R5,200											
Unstoppable Survey	R1,900											
Unstoppable Coaching	R1,800											
Turn Around Strategiser	R1,900											
Turn Around Coaching	R750											
Access to Market Survey	R7,600											
Access to Market Coaching	R450											
Installable Survey											R1,900	R1,900
Unstable Survey											R900	R900
Total Revenue	R62,700	R60,800	R63,600	R63,600								
Total Direct Costs	R833											
Gross Margin	R61,867	R59,967	R62,767	R62,767								
Gross Margin %	99%											
Operating Expenses												
Gross Margin	R6,567	R12,167	R19,667	R29,767	R35,767	R43,567	R43,567	R43,567	R51,617	R51,617	R51,617	R51,617
Gross Margin %	89%	94%	96%	97%	98%							
Operating Expenses												
Salaries and Wages	R5,000											
Employee Related Expenses	R1,000											
Cell and Internet	R900											
Total Operating Expenses	R6,900											
Operating Income	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Interest Incurred												
Depreciation and Amortization												
Gain or Loss from Sale of Assets												
Income Taxes	R0											
Total Expenses	R7,733											
Net Profit	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Net Profit / Sales	(5%)	41%	62%	75%	79%	83%	83%	83%	85%	85%	85%	85%

	2023	2024	2025
Revenue			
Business Builder Survey	R155,800	R252,700	R250,800
Business Builder Coaching	R101,700	R129,600	R129,600
Growth Accelerator Survey	R74,100	R114,000	R114,000
Growth Accelerator Coaching	R42,900	R62,400	R62,400
Unstoppable Survey	R22,800	R22,800	R22,800
Unstoppable Coaching	R21,600	R21,600	R21,600
Turn Around Strategiser		R22,800	R22,800
Turn Around Coaching		R9,000	R9,000
Access to Market Survey	R30,400	R91,200	R91,200
Access to Market Coaching	R1,800	R5,400	R5,400
Installable Survey		R3,800	R22,800
Unstable Survey		R1,800	R10,800
Total Revenue	R451,100	R737,100	R763,200
Total Direct Costs	R9,996	R9,996	R9,996
Gross Margin	R441,104	R727,104	R753,204
Gross Margin %	98%	99%	99%
Operating Expenses			
Salaries and Wages	R60,000	R69,000	R79,350
Employee Related Expenses	R12,000	R13,800	R15,870
Cell and Internet	R10,800	R10,800	R10,800
Total Operating Expenses	R82,800	R93,600	R106,020
Operating Income	R358,304	R633,504	R647,184

Interest Incurred			
Depreciation and Amortization			
Gain or Loss from Sale of Assets			
Income Taxes	R0	R0	R0
Total Expenses	R92,796	R103,596	R116,016
Net Profit	R358,304	R633,504	R647,184
Net Profit / Sales	79%	86%	85%

Balance Sheet (With Monthly Detail)

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Cash	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304
Accounts Receivable	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Inventory												
Other Current Assets												
Total Current Assets	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304
Long-Term Assets												
Accumulated Depreciation												
Total Long-Term Assets												
Total Assets	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304
Accounts Payable	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Income Taxes Payable	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Sales Taxes Payable	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Short-Term Debt												
Prepaid Revenue												
Total Current Liabilities	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Long-Term Debt												
Long-Term Liabilities												
Total Liabilities	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO	RO
Paid-In Capital												
Retained Earnings												
Earnings	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304
Total Owner's Equity	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304
Total Liabilities & Equity	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,587	R358,304

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Cash	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808
Accounts Receivable	RO											
Inventory												
Other Current Assets												
Total Current Assets	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808
Long-Term Assets												
Accumulated Depreciation												
Total Long-Term Assets												
Total Assets	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808
Accounts Payable	RO											
Income Taxes Payable	RO											
Sales Taxes Payable	RO											
Short-Term Debt												
Prepaid Revenue												
Total Current Liabilities	RO											
Long-Term Debt												
Long-Term Liabilities												
Total Liabilities	RO											
Paid-In Capital												
Retained Earnings	R358,304											
Earnings	R54,067	R106,234	R158,401	R210,568	R262,735	R314,902	R367,069	R419,236	R471,403	R523,570	R578,537	R633,504
Total Owner's Equity	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808
Total Liabilities & Equity	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808

2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25
Cash	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061	R1,638,992
Accounts Receivable	RO											
Inventory												
Other Current Assets												
Total Current Assets	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061	R1,638,992
Long-Term Assets												
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Accounts Payable	RO											
Income Taxes Payable	RO											
Sales Taxes Payable	RO											
Short-Term Debt												
Prepaid Revenue												
Total Current Liabilities	RO											
Long-Term Debt												
Long-Term Liabilities												
Total Liabilities	RO											
Paid-in Capital												
Retained Earnings	R991,808											
Earnings	R53,933	R107,865	R161,798	R215,730	R269,663	R321,596	R377,527	R431,458	R485,390	R539,321	R593,253	R647,184
Total Owner's Equity	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061	R1,638,992
Total Liabilities & Equity	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061	R1,638,992

	2023	2024	2025
Cash	R358,304	R991,808	R1,638,992
Accounts Receivable	R0	R0	R0
Inventory	R0	R0	R0
Other Current Assets	R0	R0	R0
Total Current Assets	R358,304	R991,808	R1,638,992
Long-Term Assets	R0	R0	R0
Accumulated Depreciation	R0	R0	R0
Total Long-Term Assets	R0	R0	R0
Total Assets	R358,304	R991,808	R1,638,992
Accounts Payable	R0	R0	R0
Income Taxes Payable	R0	R0	R0
Sales Taxes Payable	R0	R0	R0
Short-Term Debt	R0	R0	R0
Prepaid Revenue	R0	R0	R0
Total Current Liabilities	R0	R0	R0
Long-Term Debt	R0	R0	R0
Long-Term Liabilities	R0	R0	R0
Total Liabilities	R0	R0	R0
Paid-In Capital	R0	R0	R0
Retained Earnings	R358,304	R991,808	R1,638,992
Earnings	R633,504	R647,184	R647,184
Total Owner's Equity	R358,304	R991,808	R1,638,992
Total Liabilities & Equity	R358,304	R991,808	R1,638,992

Cash Flow Statement (With Monthly Detail)

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Net Cash Flow from Operations												
Net Profit	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Depreciation & Amortization												
Change in Accounts Receivable	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD
Change in Inventory												
Change in Accounts Payable	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD
Change in Income Tax Payable	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD
Change in Sales Tax Payable	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD	RD
Change in Prepaid Revenue												
Net Cash Flow from Operations	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Investing & Financing												
Assets Purchased or Sold												
Net Cash from Investing												
Investments Received												
Dividends & Distributions												
Change in Short-Term Debt												
Change in Long-Term Debt												
Net Cash from Financing												
Cash at Beginning of Period	RD	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,567
Net Change in Cash	(R333)	R5,267	R12,767	R22,867	R28,867	R36,667	R36,667	R36,667	R44,717	R44,717	R44,717	R44,717
Cash at End of Period	(R333)	R4,934	R17,701	R40,568	R69,435	R106,102	R142,769	R179,436	R224,153	R268,870	R313,567	R358,304

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Net Cash Flow from Operations												
Net Profit	R54,067	R52,167	R54,967	R54,967								
Depreciation & Amortization												
Change in Accounts Receivable	RD											
Change in Inventory												
Change in Accounts Payable	RD											
Change in Income Tax Payable	RD											
Change in Sales Tax Payable	RD											
Change in Prepaid Revenue												
Net Cash Flow from Operations	R54,067	R52,167	R54,967	R54,967								
Investing & Financing												
Assets Purchased or Sold												
Net Cash from Investing												
Investments Received												
Dividends & Distributions												
Change in Short-Term Debt												
Change in Long-Term Debt												
Net Cash from Financing												
Cash at Beginning of Period	R358,304	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841
Net Change in Cash	R54,067	R52,167	R54,967	R54,967								
Cash at End of Period	R412,371	R464,538	R516,705	R568,872	R621,039	R673,206	R725,373	R777,540	R829,707	R881,874	R936,841	R991,808

2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25
Net Cash Flow from Operations												
Net Profit	R53,933	R53,932	R53,933	R53,932	R53,933	R53,933	R53,931	R53,931	R53,932	R53,931	R53,932	R53,931
Depreciation & Amortization												
Change in Accounts Receivable	R0											
Change in Inventory												
Change in Accounts Payable	R0											
Change in Income Tax Payable	R0											
Change in Sales Tax Payable	R0											
Change in Prepaid Revenue												
Net Cash Flow from Operations	R53,933	R53,933	R53,933	R53,933	R53,933	R53,933	R53,931	R53,931	R53,931	R53,931	R53,931	R53,931
Investing & Financing												
Assets Purchased or Sold												
Net Cash from Investing												
Investments Received												
Dividends & Distributions												
Change in Short-Term Debt												
Change in Long-Term Debt												
Net Cash from Financing												
Cash at Beginning of Period	R991,808	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061
Net Change in Cash	R53,933	R53,933	R53,933	R53,933	R53,933	R53,931						
Cash at End of Period	R1,045,741	R1,099,673	R1,153,606	R1,207,538	R1,261,471	R1,315,404	R1,369,335	R1,423,266	R1,477,198	R1,531,129	R1,585,061	R1,638,992

	2023	2024	2025
Net Cash Flow from Operations			
Net Profit	R358,304	R633,504	R647,184
Depreciation & Amortization	R0	R0	R0
Change in Accounts Receivable	R0	R0	R0
Change in Inventory	R0	R0	R0
Change in Accounts Payable	R0	R0	R0
Change in Income Tax Payable	R0	R0	R0
Change in Sales Tax Payable	R0	R0	R0
Change in Prepaid Revenue	R0	R0	R0
Net Cash Flow from Operations	R358,304	R633,504	R647,184
Investing & Financing			
Assets Purchased or Sold	R0	R0	R0
Net Cash from Investing			
Investments Received	R0	R0	R0
Dividends & Distributions	R0	R0	R0
Change in Short-Term Debt	R0	R0	R0
Change in Long-Term Debt	R0	R0	R0
Net Cash from Financing			
Cash at Beginning of Period	R0	R358,304	R991,808
Net Change in Cash	R358,304	R633,504	R647,184
Cash at End of Period	R358,304	R991,808	R1,638,992



MANAGEMENT CONSULTANT

Three Year Business Plan

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