|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Business Name | | | | |
| Business Address | | | | |
| **Quarterly Revenue Targets**  For the period | | | | |
|  | **Product/Service** | **Target Amount** | **Strategies/Actions** | **Key Performance Indicators (KPIs)** |
| **Target 1** |  |  |  |  |
| **Target 2** |  |  |  |  |
| **Target 3** |  |  |  |  |
| **Target 4** |  |  |  |  |

Note:

* **Product/Service:** [Specify the product or service related to this target.]
* **Target Amount:** [Specify the revenue target amount for this product or service.]
* **Strategies/Actions**: [Outline the strategies or actions to be implemented to achieve the target.]
* **Key Performance Indicators (KPIs):** [Identify the KPIs that will be used to measure progress and success.]

|  |  |  |
| --- | --- | --- |
| Business Name | | |
| Business Address | | |
| **Profit & Loss Statement**  For the period | | |
| **Particulars** | **Amount** | **Amount** |
| **Revenue:** |  |  |
| Revenue segment 1 | \*\*\*\*\* |  |
| Revenue segment 2 | \*\*\*\*\* |  |
| Revenue segment 3 | \*\*\*\*\* |  |
| **Total Revenue** |  | **\*\*\*\*\*** |
|  |  |  |
| **Cost of Good Sale** |  |  |
| Direct Cost | \*\*\*\*\* |  |
| Products Cost | \*\*\*\*\* |  |
| Related Labour | \*\*\*\*\* |  |
| **Total Cost of Goods Sold** |  | **\*\*\*\*\*** |
| **Gross Profit** |  | **\*\*\*\*\*** |
| **Gross Margin (%)** |  | **\*\*\*\*\*** |
|  |  |  |
| **Operating Expense** |  |  |
| Advertising & Marketing | \*\*\*\*\* |  |
| Utilities (phone, internet, electricity) | \*\*\*\*\* |  |
| Transportation | \*\*\*\*\* |  |
| Office Supplies | \*\*\*\*\* |  |
| Postage & Printing | \*\*\*\*\* |  |
| Rent | \*\*\*\*\* |  |
| Repairs & Maintenance | \*\*\*\*\* |  |
| Brand collateral | \*\*\*\*\* |  |
| Subscriptions | \*\*\*\*\* |  |
| Consulting fees | \*\*\*\*\* |  |
| Training and education | \*\*\*\*\* |  |
| Wages and related costs | \*\*\*\*\* |  |
| **Total Operating Expense** |  | **\*\*\*\*\*** |
| **EBITDA** |  |  |
| Depreciation | \*\*\*\*\* |  |
| Amortization | \*\*\*\*\* |  |
| **EBIT** |  | **\*\*\*\*\*** |
| Interest. Including Insurance Charge | \*\*\*\*\* |  |
| **EBT** |  | **\*\*\*\*\*** |
| Taxes | \*\*\*\*\* |  |
| **Net Profit** |  | **\*\*\*\*\*** |
| **Net Profit Margin %** |  |  |

|  |  |  |
| --- | --- | --- |
| Business Name | | |
| Business Address | | |
| **Balance Sheet**  For the period | | |
| **Assets** |  |  |
| **Current Assets** |  |  |
| Cash |  |  |
| Accounts Receivable |  |  |
| Inventory |  |  |
| Other Current Assets |  |  |
| **Total Current Assets** |  | **\*\*\*\*\*\*\*** |
|  |  |  |
| **Non-Current Assets** |  |  |
| Tangible Assets, Gross |  |  |
| Accumulated Depreciation |  |  |
| **Tangible Assets, Net** |  |  |
| Intangible Assets, Gross |  |  |
| Accumulated Amortization |  |  |
| **Total Non-Current Assets** |  | **\*\*\*\*\*\*\*** |
| **Total Assets** |  | **\*\*\*\*\*\*\*** |
| **Liabilities and Shareholders equities** |  |  |
| **Current liabilities** |  |  |
| Accounts payable |  |  |
| Accrued expenses |  |  |
| Unearned revenue |  |  |
| Other Current Liabilities |  |  |
| **Total Current liabilities** |  | **\*\*\*\*\*\*\*** |
|  |  |  |
| **Non-** **Current liabilities** |  |  |
| Long – term Loans |  |  |
| Other Non - Current Liabilities |  |  |
| **Total Current liabilities** |  | **\*\*\*\*\*\*\*** |
|  |  |  |
| **Shareholders’ Equity** |  |  |
| Equity Balance |  |  |
| Retained Earnings |  |  |
| **Total Shareholders’ Equity** |  | **\*\*\*\*\*\*\*** |
| **Total Liabilities and Shareholders’ Equity** |  | **\*\*\*\*\*\*\*** |

|  |  |  |
| --- | --- | --- |
| Business Name | | |
| Business Address | | |
| **Cash Flow Statement Sheet**  For the period | | |
| **Particulars** | **Amount** | **Amount** |
| **Cash Flows from Operating Activities:** |  |  |
| **Net profit for the year** |  |  |
| **Adjustment For:** |  |  |
| Depreciation |  |  |
| Amortization |  |  |
| **Operating Profit before Working Capital Changes** |  |  |
| **Changes in Working Capital:** |  |  |
| (Increase)/Decrease In Accounts Receivable |  |  |
| (Increase)/Decrease In Inventory |  |  |
| (Increase)/Decrease In Other Current Assets |  |  |
| **(Increase)/Decrease In Total Current Assets** |  |  |
| Increase/(Decrease) In Accounts Payable |  |  |
| Increase/(Decrease) In Accrued Liabilities |  |  |
| Increase/(Decrease) In Other Current Liabilities |  |  |
| **Increase/(Decrease) In Total Current Liabilities** |  |  |
| **Net Cash Generated From Operating Activities** |  |  |
|  |  |  |
| **Cash Flow From Investing Activities:** |  |  |
| Net CapEx on Tangible Assets |  |  |
| Net Acquisition of Intangible Assets |  |  |
| **Net Cash Flow From/(Used In) Investing Activities** |  |  |
|  |  |  |
| **Cash Flow From Financing Activities** |  |  |
| Increase/(Decrease) In Long-Term Loan |  |  |
| Increase/(Decrease) In Equity Balance |  |  |
| **Net Cash Flow (Used In)/From Financing Activities** |  |  |
|  |  |  |
| **Net Increase In Cash And Cash Equivalents** |  |  |
|  |  |  |
| **Cash And Cash Equivalents - Beginning** |  |  |
|  |  |  |
| **Cash And Cash Equivalents - End** |  |  |