



FUTURE FITNESS
3 WAY REPORT

Sample Report | September 2016



Samplers Wine Company

Ratio and Statistics (Projected)

Shopfronts

July 2016 - June 2017



Advivo Future Fitness 3-Way Report
Sample | September 2016

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 16 - Jun 17
Forecast Sales	343,000	343,000	343,000	343,000	416,000	416,000	388,500	315,500	315,500	315,500	315,500	315,500	4,170,000
Breakeven Sales	127,371	122,225	122,869	124,283	140,048	147,006	146,316	128,667	127,496	128,280	127,470	126,930	1,571,280
Sales Cover %	269.29%	280.63%	279.16%	275.98%	297.04%	282.98%	265.52%	245.21%	247.46%	245.95%	247.51%	248.56%	265.39%
Gross Profit Margin	59.89%	59.38%	59.12%	58.98%	55.22%	55.11%	55.00%	59.56%	59.83%	59.99%	60.09%	60.14%	58.32%
EBITDA Margin	36.93%	36.71%	36.31%	36.04%	35.33%	34.31%	32.47%	32.90%	33.06%	33.09%	33.06%	32.99%	34.47%
Profitability %	31.47%	31.30%	30.82%	30.55%	30.83%	29.80%	27.69%	27.05%	27.25%	27.32%	27.33%	27.31%	29.15%
Net Profit after Taxation Margin	21.95%	22.17%	21.82%	21.50%	21.86%	21.27%	20.17%	19.84%	20.05%	19.96%	20.04%	20.08%	20.94%
Interest Cover	62.19	214.70	90.91	62.44	65.30	54.20	36.89	26.42	24.23	20.67	19.07	17.18	37.14
Current Ratio	0.95	1.08	1.19	1.35	1.45	1.51	2.27	2.35	2.32	2.65	2.58	2.72	2.72
Quick Ratio	0.73	0.85	0.96	1.04	1.22	1.34	2.12	2.18	2.15	2.43	2.35	2.47	2.47



Samplers Wine Company

Cash Flow (Projected)

Shopfronts

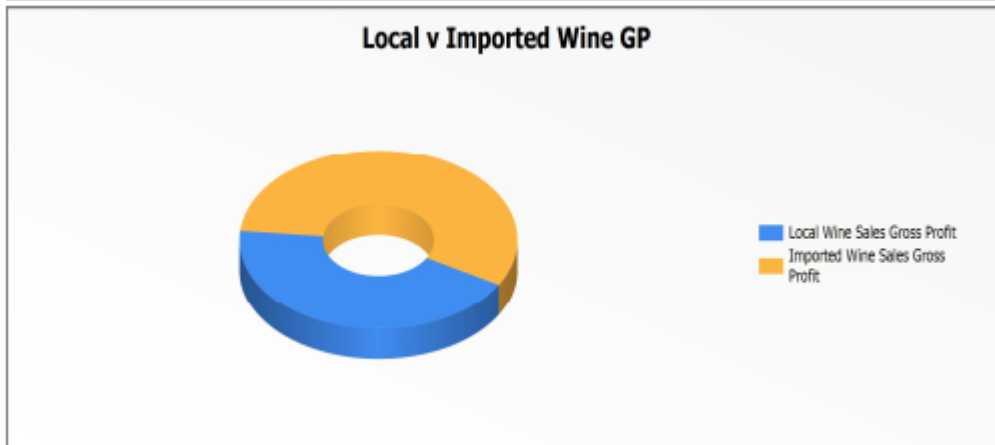
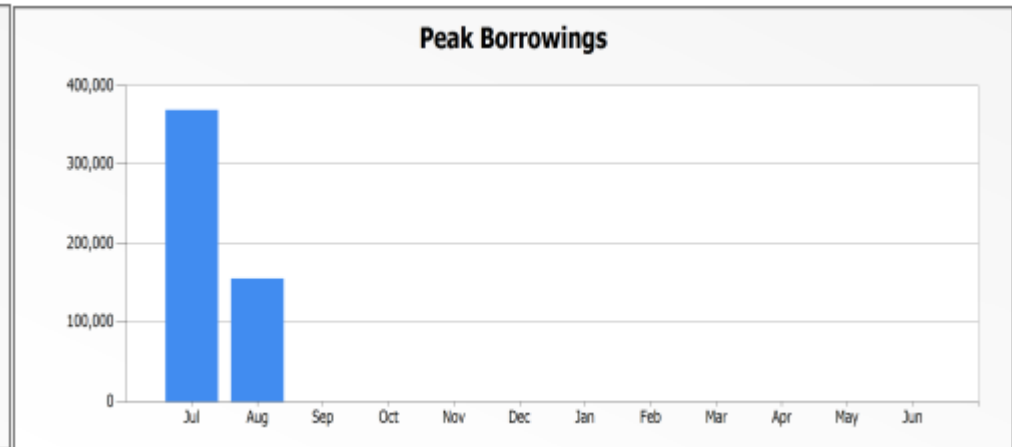
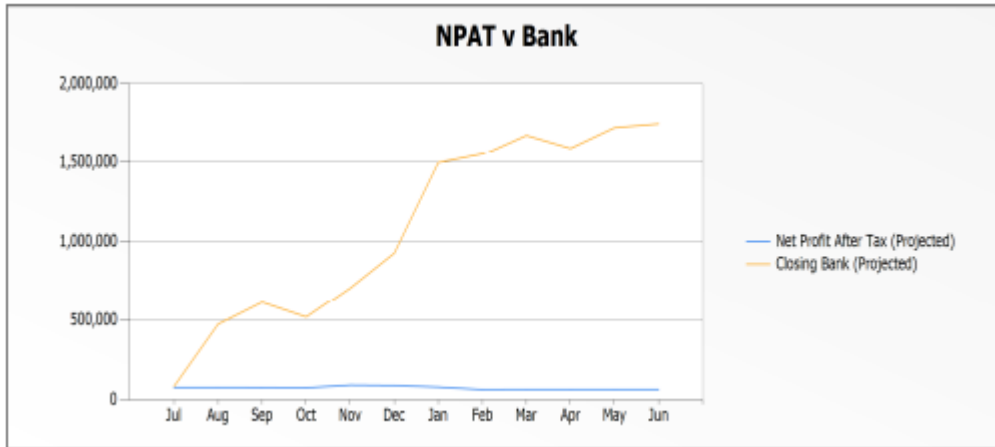
July 2016 - June 2017



Advivo Future Fitness 3-Way Report

Sample | September 2016

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 16 - Jun 17
Loan from XYZ	0	1,500	0	0	1,500	0	0	21,500	0	0	1,500	0	26,000
Total Loan Repayments Made	0	1,500	1,827	1,827	3,327	1,827	1,827	23,327	1,827	1,827	3,327	1,827	44,268
Total Cash Outflows	336,329	239,067	295,924	473,225	234,062	241,924	379,846	336,259	230,992	436,823	225,181	332,425	3,762,058
Net Cash Inflow/(Outflow)	115,896	390,228	138,966	(93,481)	189,431	220,110	568,707	55,732	124,192	(81,688)	130,665	24,167	1,782,925
Opening Bank	(33,084)	82,812	473,040	612,006	518,525	707,957	928,066	1,496,774	1,552,506	1,676,698	1,595,010	1,725,675	(33,084)
Net Cash Movement	115,896	390,228	138,966	(93,481)	189,431	220,110	568,707	55,732	124,192	(81,688)	130,665	24,167	1,782,925
Closing Bank	82,812	473,040	612,006	518,525	707,957	928,066	1,496,774	1,552,506	1,676,698	1,595,010	1,725,675	1,749,841	1,749,841





Samplers Wine Company

Balance Sheet (Projected)

Shopfronts

July 2016 - June 2017



Advivo Future Fitness 3-Way Report

Sample | September 2016

	Opening	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Accumulated Depreciation													
Buildings & Improvements	(75,000)	(81,250)	(87,500)	(93,750)	(100,000)	(106,250)	(112,500)	(118,750)	(125,000)	(131,250)	(137,500)	(143,750)	(150,000)
Office Furniture & Equipment	(3,000)	(5,650)	(8,264)	(10,844)	(13,523)	(16,166)	(18,773)	(21,346)	(23,883)	(26,387)	(28,857)	(31,294)	(33,698)
Warehouse Equipment	(112,000)	(120,880)	(129,665)	(138,358)	(146,958)	(155,467)	(164,045)	(172,532)	(180,930)	(189,238)	(197,458)	(205,591)	(213,638)
Delivery Vehicles	(15,000)	(15,918)	(16,828)	(18,167)	(19,494)	(20,810)	(22,114)	(23,407)	(24,688)	(25,958)	(27,217)	(28,466)	(29,703)
Total Accumulated Depreciation	(205,000)	(223,698)	(242,257)	(261,118)	(279,975)	(298,693)	(317,432)	(336,034)	(354,501)	(372,833)	(391,032)	(409,100)	(427,038)
Total Tangible Assets	5,065,000	5,046,302	5,027,743	5,058,882	5,050,025	5,031,307	5,027,568	5,008,966	4,990,499	4,972,167	4,953,968	4,935,900	4,917,962
Total Non Current Assets	5,065,000	5,046,302	5,027,743	5,058,882	5,050,025	5,031,307	5,027,568	5,008,966	4,990,499	4,972,167	4,953,968	4,935,900	4,917,962
TOTAL ASSETS	5,659,916	5,715,914	5,856,216	6,043,624	5,981,674	6,153,230	6,333,152	6,836,942	6,850,214	6,970,017	6,884,168	7,010,695	7,030,632
Current Liabilities													
Payables													
General Trade Creditors	120,000	127,853	121,025	121,068	121,090	118,156	118,177	113,986	111,891	111,850	111,826	111,811	111,803
Warehouse Equipment	0	0	0	0	0	0	16,500	0	0	0	0	0	0
PAYG Payable													
Wages & Salaries	18,000	6,400	12,799	19,199	6,397	13,518	21,332	7,813	15,267	22,726	7,458	14,914	22,369
Total PAYG Payable	18,000	6,400	12,799	19,199	6,397	13,518	21,332	7,813	15,267	22,726	7,458	14,914	22,369
Superannuation Payable													
Wages & Salaries	9,000	3,410	6,820	10,227	3,407	6,819	10,259	3,440	6,848	10,258	3,410	6,816	10,224
Total Superannuation Payable	9,000	3,410	6,820	10,227	3,407	6,819	10,259	3,440	6,848	10,258	3,410	6,816	10,224
Dividend Payable	0	0	0	0	0	0	0	15,675	28,194	40,848	53,441	66,088	(21,241)
Total Payables	147,000	137,663	140,644	150,494	130,894	138,493	166,268	140,914	162,200	185,681	176,134	199,630	123,155
GST/VAT													
GST/VAT Liability	0	25,900	52,400	0	23,100	57,800	0	31,950	56,600	0	24,650	49,300	0
GST/VAT Payable	70,000	0	0	73,150	0	0	90,250	90,250	0	80,500	0	0	73,200
Total GST/VAT	70,000	25,900	52,400	73,150	23,100	57,800	90,250	122,200	56,600	80,500	24,650	49,300	73,200
Income Tax													
Income Tax Provision	500,000	531,931	564,727	497,002	528,799	567,517	505,171	538,530	565,514	492,793	519,946	547,220	474,544
Income Tax Payable	0	0	0	100,000	0	0	100,000	0	0	100,000	0	0	100,000
Total Income Tax	500,000	531,931	564,727	597,002	528,799	567,517	605,171	538,530	565,514	592,793	519,946	547,220	574,544
Accruals													
Accrued Costs													



Samplers Wine Company

Balance Sheet (Projected)

Shopfronts

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	Opening	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Utilities	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0
Total Accrued Costs	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0
Total Accruals	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0	2,500	5,000	0
Provisions													
Provision For Obsolete Stock													
Stock Wastage	4,000	3,215	3,691	4,151	4,602	4,002	3,393	2,857	3,223	3,607	3,999	4,398	4,800
Total Provision For Obsolete Stock	4,000	3,215	3,691	4,151	4,602	4,002	3,393	2,857	3,223	3,607	3,999	4,398	4,800
Total Provisions	4,000	3,215	3,691	4,151	4,602	4,002	3,393	2,857	3,223	3,607	3,999	4,398	4,800
Total Current Liabilities	721,000	701,208	766,462	824,797	689,895	772,812	865,082	807,000	792,537	862,581	727,230	805,548	775,698
Non-Current Liabilities													
Loans Payable													
Delivery Vehicle Finance	0	0	0	53,723	52,434	51,131	49,816	48,487	47,145	45,790	44,421	43,038	41,642
Loan from XYZ	300,000	300,500	299,500	300,000	300,500	299,500	300,000	300,500	279,500	280,000	280,500	279,500	280,000
Total Loans Payable	300,000	300,500	299,500	353,723	352,934	350,631	349,816	348,987	326,645	325,790	324,921	322,538	321,642
Total Non-Current Liabilities	300,000	300,500	299,500	353,723	352,934	350,631	349,816	348,987	326,645	325,790	324,921	322,538	321,642
TOTAL LIABILITIES	1,021,000	1,001,708	1,065,962	1,178,520	1,042,829	1,123,443	1,214,897	1,155,987	1,119,183	1,188,371	1,052,151	1,128,086	1,097,340
NET ASSETS	4,638,916	4,714,206	4,790,254	4,865,103	4,938,845	5,029,787	5,118,255	5,680,955	5,731,031	5,781,646	5,832,017	5,882,609	5,933,292
Capital and Reserves													
Share Capital													
Capital	900,000	900,000	900,000	900,000	900,000	900,000	900,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000
Total Share Capital	900,000	900,000	900,000	900,000	900,000	900,000	900,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000
Retained Earnings													
Retained Earnings	3,738,916	3,814,206	3,890,254	3,965,103	4,038,845	4,129,787	4,218,255	4,280,955	4,331,031	4,381,646	4,432,017	4,482,609	4,533,292
Total Retained Earnings	3,738,916	3,814,206	3,890,254	3,965,103	4,038,845	4,129,787	4,218,255	4,280,955	4,331,031	4,381,646	4,432,017	4,482,609	4,533,292
Total Capital and Reserves	4,638,916	4,714,206	4,790,254	4,865,103	4,938,845	5,029,787	5,118,255	5,680,955	5,731,031	5,781,646	5,832,017	5,882,609	5,933,292
TOTAL EQUITY	4,638,916	4,714,206	4,790,254	4,865,103	4,938,845	5,029,787	5,118,255	5,680,955	5,731,031	5,781,646	5,832,017	5,882,609	5,933,292



Samplers Wine Company

Profit & Loss (Projected)

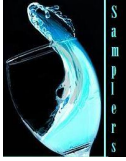
Shopfronts

July 2016 - June 2017



Advivo Future Fitness 3-Way Report
Sample | September 2016

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 16 - Jun 17
Local Wine Sales													
Red Wine Sales - Local	75,000	75,000	75,000	75,000	75,000	75,000	60,000	60,000	60,000	60,000	60,000	60,000	810,000
White Wine Sales - Local	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	540,000
Sparkling Sales - Local	13,000	13,000	13,000	13,000	26,000	26,000	26,000	13,000	13,000	13,000	13,000	13,000	195,000
Total Local Wine Sales	133,000	133,000	133,000	133,000	146,000	146,000	131,000	118,000	118,000	118,000	118,000	118,000	1,545,000
Local Wine Costs													
Red Wine - Local	24,000	24,000	24,000	24,000	24,000	24,000	15,000	15,000	15,000	15,000	15,000	15,000	234,000
White Wine - Local	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	210,000
Sparkling - Local	3,250	3,250	3,250	3,250	6,500	6,500	6,500	3,250	3,250	3,250	3,250	3,250	48,750
Total Local Wine Costs	44,750	44,750	44,750	44,750	48,000	48,000	39,000	35,750	35,750	35,750	35,750	35,750	492,750
Local Wine Sales GP	88,250	88,250	88,250	88,250	98,000	98,000	92,000	82,250	82,250	82,250	82,250	82,250	1,052,250
Local Wine Sales GP %	66.35%	66.35%	66.35%	66.35%	67.12%	67.12%	70.23%	69.70%	69.70%	69.70%	69.70%	69.70%	68.11%
Imported Wine Sales													
Red Wine Sales - Imported	100,000	100,000	100,000	100,000	100,000	100,000	87,500	87,500	87,500	87,500	87,500	87,500	1,125,000
White Wine Sales - Imported	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Sparkling Sales - Imported	60,000	60,000	60,000	60,000	120,000	120,000	120,000	60,000	60,000	60,000	60,000	60,000	900,000
Total Imported Wine Sales	210,000	210,000	210,000	210,000	270,000	270,000	257,500	197,500	197,500	197,500	197,500	197,500	2,625,000
Imported Wine Costs													
Red Wine - Imported	34,617	34,015	33,866	33,818	33,800	33,792	30,740	29,182	28,337	27,855	27,568	27,390	374,979
White Wine - Imported	17,778	17,778	17,778	17,778	17,778	17,778	17,778	17,778	17,778	17,778	17,778	17,778	213,333
Sparkling - Imported	36,023	38,282	39,286	39,788	80,123	80,549	80,853	40,518	40,533	40,537	40,539	40,540	597,569
International Freight	4,421	4,504	4,546	4,569	6,585	6,606	6,469	4,374	4,332	4,308	4,294	4,285	59,294
Total Imported Wine Costs	92,839	94,578	95,476	95,953	138,285	138,724	135,839	91,852	90,980	90,478	90,179	89,993	1,245,176
Imported Wine Sales GP	117,161	115,422	114,524	114,047	131,715	131,276	121,661	105,648	106,520	107,022	107,321	107,507	1,379,824
Imported Wine Sales GP %	55.79%	54.96%	54.54%	54.31%	48.78%	48.62%	47.25%	53.49%	53.93%	54.19%	54.34%	54.43%	52.56%
Total Wine Sales	343,000	343,000	343,000	343,000	416,000	416,000	388,500	315,500	315,500	315,500	315,500	315,500	4,170,000
Total Wine Costs	137,589	139,328	140,226	140,703	186,285	186,724	174,839	127,602	126,730	126,228	125,929	125,743	1,737,926



Samplers Wine Company

Profit & Loss (Projected)

Shopfronts

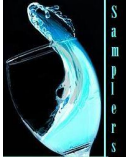
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	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 16 - Jun 17
Total Gross Profit	205,411	203,672	202,774	202,297	229,715	229,276	213,661	187,898	188,770	189,272	189,571	189,757	2,432,074
Total Gross Profit %	60%	59%	59%	59%	55%	55%	55%	60%	60%	60%	60%	60%	58%
Expenses													
General & Admin													
Accounting & Legal Fees	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	96,000
Office Supplies	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
Telephone & Internet	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Repairs & Maintenance	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Insurance	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Utilities	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Total General & Admin	18,200	18,200	18,200	18,200	18,200	18,200	18,200	18,200	18,200	18,200	18,200	18,200	218,400
Advertising & Marketing	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	216,000
Wages & Salaries	39,341	37,872	37,866	37,867	42,537	46,968	48,439	44,666	44,670	44,672	44,664	44,668	514,230
Total Expenses	75,541	74,072	74,066	74,067	78,737	83,168	84,639	80,866	80,870	80,872	80,864	80,868	948,630
OPERATING PROFIT	129,870	129,600	128,708	128,230	150,978	146,108	129,022	107,032	107,900	108,400	108,707	108,889	1,483,444
Other Expense													
Provisions	3,215	3,691	4,151	4,602	4,002	3,393	2,857	3,223	3,607	3,999	4,398	4,800	45,938
Total Other Expense	3,215	3,691	4,151	4,602	4,002	3,393	2,857	3,223	3,607	3,999	4,398	4,800	45,938
EBITDA	126,656	125,909	124,557	123,628	146,976	142,715	126,165	103,809	104,293	104,400	104,309	104,089	1,437,506
Depreciation													
Buildings & Improvements	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000
Office Furniture & Equipment	2,650	2,614	2,579	2,679	2,643	2,607	2,572	2,538	2,504	2,470	2,437	2,404	30,698
Warehouse Equipment	8,880	8,786	8,692	8,600	8,509	8,578	8,487	8,397	8,308	8,220	8,133	8,047	101,638
Delivery Vehicles	918	910	1,339	1,327	1,316	1,304	1,293	1,281	1,270	1,259	1,248	1,237	14,703
Total Depreciation	18,698	18,560	18,861	18,857	18,718	18,740	18,602	18,466	18,332	18,199	18,068	17,938	222,038
EBIT	107,958	107,349	105,696	104,772	128,258	123,975	107,563	85,343	85,961	86,201	86,241	86,150	1,215,468

Interest Income



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Profit & Loss (Projected)

Shopfronts

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Bank Accounts	998	1,995	2,591	2,444	3,367	4,434	7,087	7,468	8,134	8,085	8,795	9,542	64,941
Total Interest Income	998	1,995	2,591	2,444	3,367	4,434	7,087	7,468	8,134	8,085	8,795	9,542	64,941
Interest Expense													
Bank Accounts	1,236	0	113	641	940	1,276	1,918	2,245	2,576	3,212	3,579	4,085	21,820
Loans	500	500	1,050	1,037	1,024	1,011	998	985	971	958	944	930	10,910
Total Interest Expense	1,736	500	1,163	1,678	1,964	2,287	2,916	3,230	3,547	4,170	4,523	5,015	32,730
Net Finance Costs	738	(1,495)	(1,428)	(766)	(1,403)	(2,147)	(4,171)	(4,237)	(4,587)	(3,916)	(4,272)	(4,526)	(32,211)
Profit before Income Tax	107,221	108,844	107,125	105,538	129,661	126,122	111,734	89,580	90,548	90,117	90,513	90,677	1,247,678
Income Tax Expense													
Income Tax	31,931	32,796	32,275	31,797	38,718	37,654	33,359	26,984	27,279	27,153	27,274	27,324	374,544
Total Income Tax Expense	31,931	32,796	32,275	31,797	38,718	37,654	33,359	26,984	27,279	27,153	27,274	27,324	374,544
Net Profit after Tax	75,290	76,048	74,849	73,741	90,943	88,468	78,374	62,596	63,268	62,964	63,240	63,353	873,135
Dividend Expense													
Dividends	0	0	0	0	0	0	15,675	12,519	12,654	12,593	12,648	12,671	78,759
Total Dividend Expense	0	0	0	0	0	0	15,675	12,519	12,654	12,593	12,648	12,671	78,759
Movement in Retained Earnings	75,290	76,048	74,849	73,741	90,943	88,468	62,699	50,077	50,615	50,371	50,592	50,683	794,376
Cumulative Retained Earnings	75,290	151,338	226,187	299,929	390,871	479,339	542,039	592,115	642,730	693,101	743,693	794,376	794,376