



CASHFLOWSTORY

Rebeccas Coffee 2018

**Prepared for Rebeccas Coffee
05 December 2018**

Data

Reporting Period

Period End	30-06-2015	30-06-2016	30-06-2017	30-06-2018
Period Length (months)	12	12	12	12

Profit & Loss

Revenue	3,400,000	5,000,000	5,800,000	6,612,000
Gross Margin (\$)	865,000	1,300,000	1,650,000	1,917,500
Operating Profit	360,000	467,000	625,000	701,300
Net Profit (After Tax)	195,400	280,000	350,000	410,000

Other Information

Depreciation & Amortisation	74,000	100,000	100,000	100,000
Interest Paid	50,000	100,000	150,000	176,000
Extraordinary Income/Expenses	0	0	0	0
Distributions/Dividends	45,400	180,000	100,000	150,000

Balance Sheet Assets

Total Assets	2,700,000	3,600,000	4,450,000	5,014,000
Cash	160,000	75,000	0	0
Accounts Receivable	570,000	900,000	1,200,000	1,443,000
Inventory	600,000	920,000	1,250,000	1,550,000
Total Current Assets	1,500,000	2,100,000	2,500,000	3,064,000
Fixed Assets	1,000,000	1,400,000	1,800,000	1,800,000

Liabilities

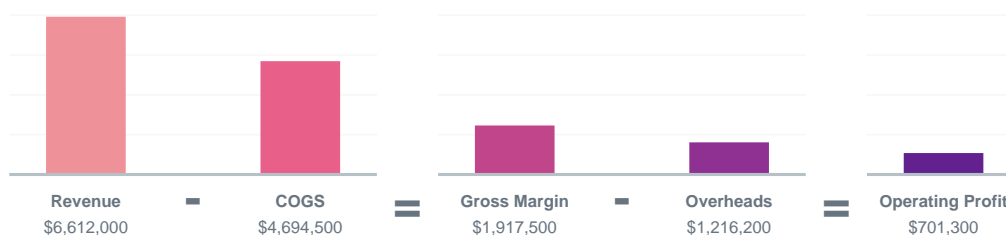
Total Liabilities	2,000,000	2,800,000	3,400,000	3,704,000
Accounts Payable	300,000	450,000	500,000	590,000
Total Current Liabilities	800,000	1,600,000	2,150,000	2,454,000

Funding

Bank Loans - Current	400,000	1,000,000	1,450,000	1,643,000
Bank Loans - Non Current	1,000,000	1,200,000	1,200,000	1,200,000

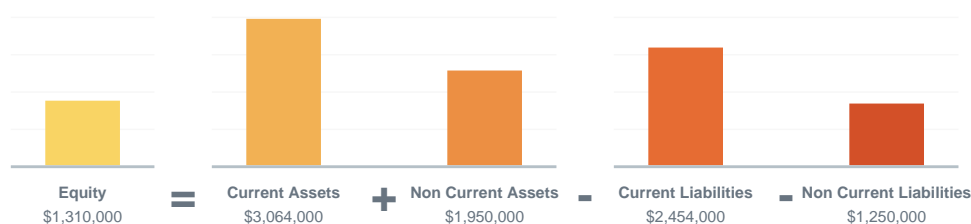
Summary

Your Profit Story



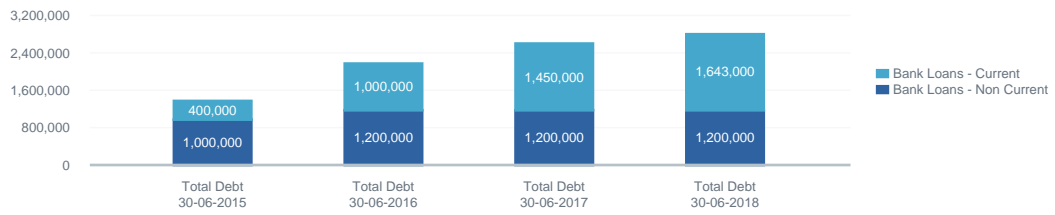
	Current Period	Movement
Revenue	6,612,000	+812,000
Gross Margin %	29.00	+0.55
Operating Profit %	10.61	-0.17
Net Profit %	6.20	+0.17

Your Balance Sheet Story



	Current Period	Movement
Accounts Receivable Days	79.66	+4.14
Inventory Days	120.51	+10.57
Accounts Payable Days	45.87	+1.90
Working Capital Days	154.30	+12.82

Your Cash Flow Story



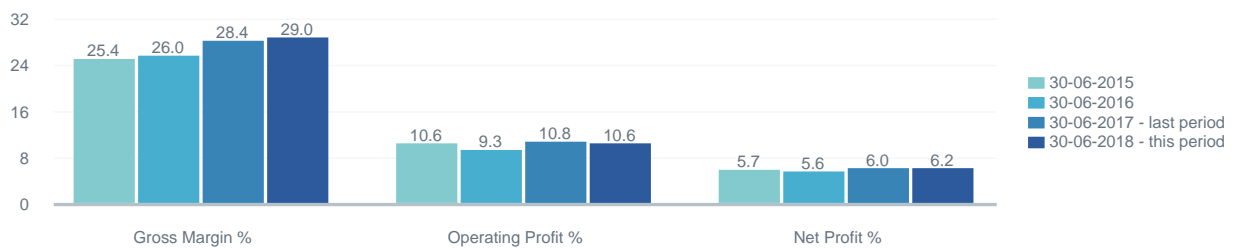
	Current Period	Movement
Cash	0	0
Bank Loans - Current	1,643,000	+193,000
Bank Loans - Non Current	1,200,000	0
Net Cash Flow	-193,000	N/A

Chapter 1

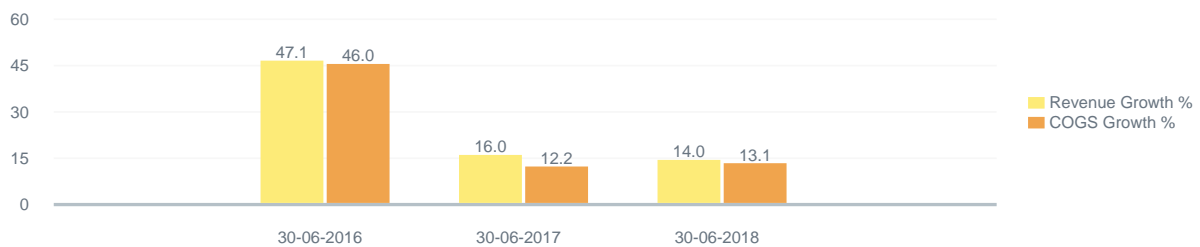
Profitability

Revenue	Gross Margin	Operating Profit	Retained Profit
6,612,000	1,917,500	701,300	260,000
up by 812,000	up by 267,500	up by 76,300	up by 10,000

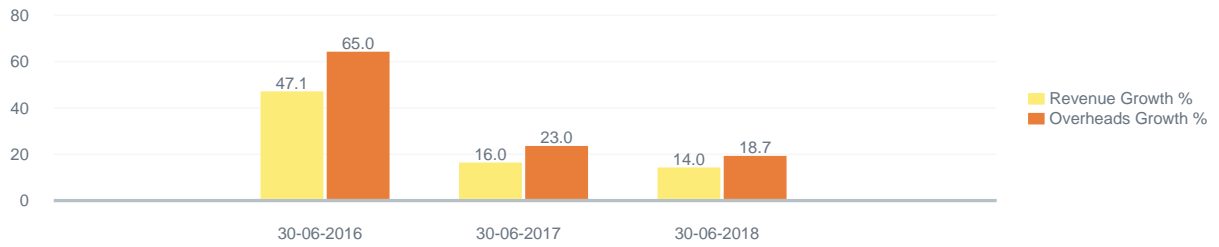
Profitability Trends



Revenue Growth vs COGS Growth



Revenue Growth vs Overheads Growth

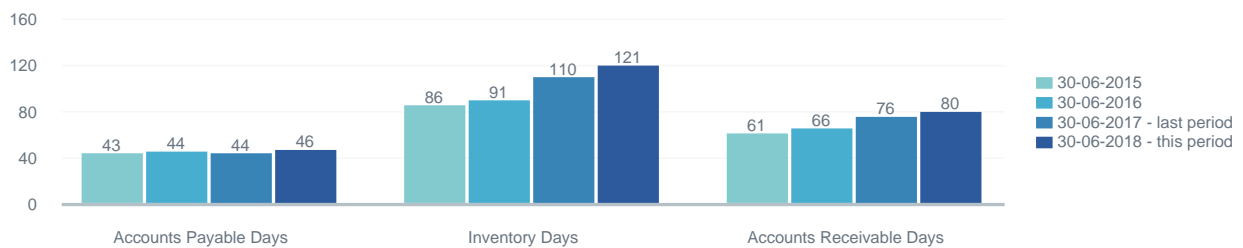


Chapter 2

Working Capital

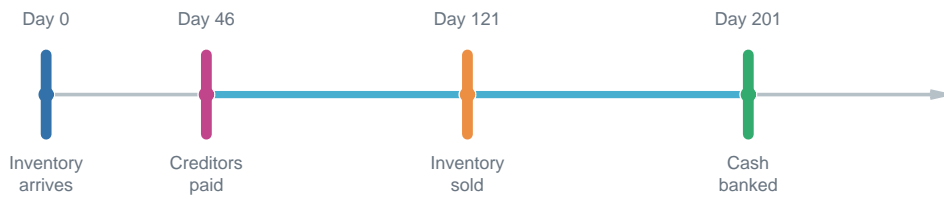
Accounts Receivable	Inventory	Accounts Payable	Working Capital
1,443,000	1,550,000	590,000	2,403,000
up by 243,000	up by 300,000	up by 90,000	up by 453,000

Working Capital Trends

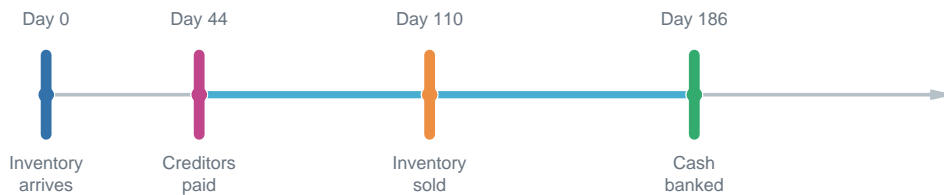


Working Capital Timeline

This Period



Last Period



154
Working Capital Days

-186,596
Cash Impact

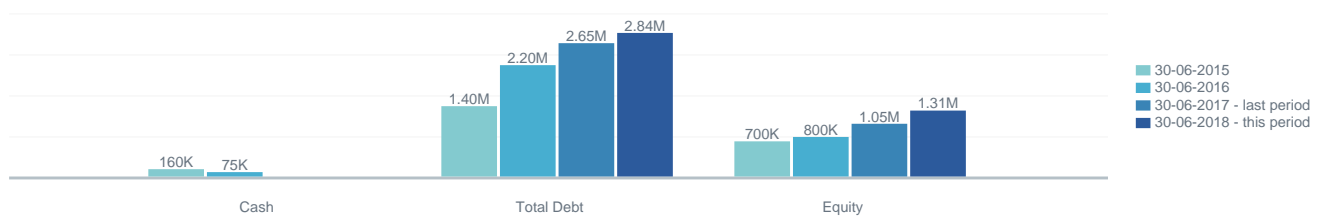
141
Working Capital Days

Chapter 4

Funding

Cash	Total Debt	Equity	Total Funding
0	2,843,000	1,310,000	4,153,000
-	up by 193,000	up by 260,000	up by 453,000

Funding Trends

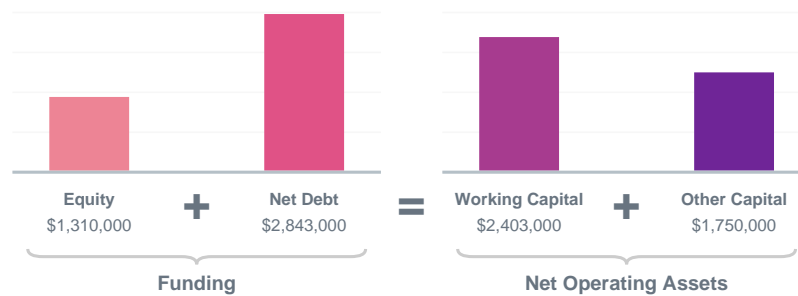


Your Funding

		+ Cash Flow	- Cash Flow
Chapter 1	Profit	260,000	
Chapter 2	Working Capital Invested		453,000
Chapter 3	Other Capital	0	
	Total	260,000	453,000

Your business requires **\$ 193,000** of borrowings to fund the shortfall

Your Equation

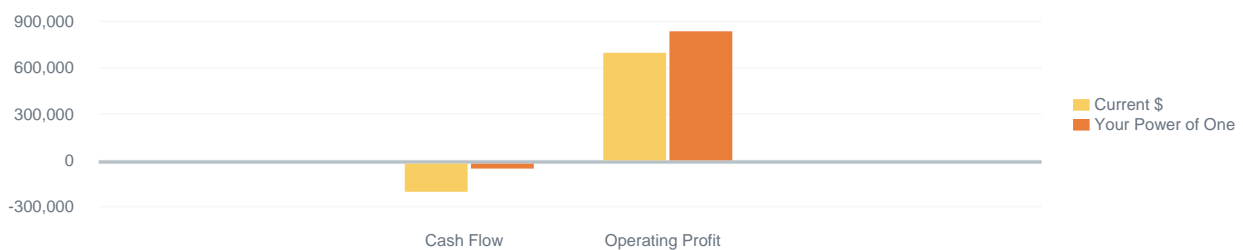


Power of One

Your Power of One

		Net Cash Flow	Operating Profit
Your Current Position		-193,000	701,300
Your Power of One		Impact on Cash Flow	Impact on Operating Profit
Price Increase %	1 %	51,690	66,120
Volume Increase %	1 %	-4,855	19,175
COGS Reduction %	1 %	56,545	46,945
Overheads Reduction %	1 %	12,162	12,162
Reduction in Accounts Receivable Days	1 days	18,115	
Reduction in Inventory Days	1 days	12,862	
Increase in Accounts Payable Days	1 days	12,862	
Your Power of One Impact		159,381	144,402
		Net Cash Flow	Operating Profit
Your Adjusted Position		-33,619	845,702

Your Power of One Impact



Results & Projections

	30-06-2015 12 months	30-06-2016 12 months	30-06-2017 12 months	30-06-2018 12 months
Profit & Loss				
Revenue	3,400,000	5,000,000	5,800,000	6,612,000
Cost of Goods	2,535,000	3,700,000	4,150,000	4,694,500
Gross Margin	865,000	1,300,000	1,650,000	1,917,500
Overheads	505,000	833,000	1,025,000	1,216,200
Operating Profit	360,000	467,000	625,000	701,300
Extraordinary Income/Expenses	0	0	0	0
Interest Paid	50,000	100,000	150,000	176,000
Net Profit Before Tax	310,000	367,000	475,000	525,300
Tax Paid	114,600	87,000	125,000	115,300
Net Profit	195,400	280,000	350,000	410,000
Dividends Paid	45,400	180,000	100,000	150,000
Retained Profit	150,000	100,000	250,000	260,000
Balance Sheet				
Cash	160,000	75,000	0	0
Accounts Receivable	570,000	900,000	1,200,000	1,443,000
Inventory	600,000	920,000	1,250,000	1,550,000
Other Current Assets	170,000	205,000	50,000	71,000
Current Assets	1,500,000	2,100,000	2,500,000	3,064,000
Fixed Assets	1,000,000	1,400,000	1,800,000	1,800,000
Other Non Current Assets	200,000	100,000	150,000	150,000
Non Current Assets	1,200,000	1,500,000	1,950,000	1,950,000
Total Assets	2,700,000	3,600,000	4,450,000	5,014,000
Accounts Payable	300,000	450,000	500,000	590,000
Bank Loans - Current	400,000	1,000,000	1,450,000	1,643,000
Other Current Liabilities	100,000	150,000	200,000	221,000
Current Liabilities	800,000	1,600,000	2,150,000	2,454,000
Bank Loans - Non Current	1,000,000	1,200,000	1,200,000	1,200,000
Other Non Current Liabilities	200,000	0	50,000	50,000
Non Current Liabilities	1,200,000	1,200,000	1,250,000	1,250,000
Total Liabilities	2,000,000	2,800,000	3,400,000	3,704,000
Equity	700,000	800,000	1,050,000	1,310,000

	30-06-2015	30-06-2016	30-06-2017	30-06-2018
Chapter 1 - Profitability	12 months	12 months	12 months	12 months
Revenue	3,400,000	5,000,000	5,800,000	6,612,000
Revenue Growth %	N/A	47.06	16.00	14.00
Gross Margin	865,000	1,300,000	1,650,000	1,917,500
Gross Margin %	25.44	26.00	28.45	29.00
Overheads	505,000	833,000	1,025,000	1,216,200
Overheads %	14.85	16.66	17.67	18.39
Operating Profit	360,000	467,000	625,000	701,300
Operating Profit %	10.59	9.34	10.78	10.61
EBITDA	434,000	567,000	725,000	801,300
Net Profit	195,400	280,000	350,000	410,000
Net Profit %	5.75	5.60	6.03	6.20
Retained Profit	150,000	100,000	250,000	260,000
Interest Cover	7.20	4.67	4.17	3.98
Chapter 2 - Working Capital				
Accounts Receivable Days	61.19	65.70	75.52	79.66
Inventory Days	86.39	90.76	109.94	120.51
Accounts Payable Days	43.20	44.39	43.98	45.87
Working Capital Days	104.39	112.06	141.48	154.30
Working Capital	870,000	1,370,000	1,950,000	2,403,000
Working Capital per \$100	25.59	27.40	33.62	36.34
Working Capital Turnover	3.91	3.65	2.97	2.75
Marginal Cash Flow	-0.15	-1.40	-5.17	-7.34
Current Ratio	1.88	1.31	1.16	1.25
Chapter 3 - Other Capital				
Other Capital	1,070,000	1,555,000	1,750,000	1,750,000
Other Capital %	31.47%	31.10%	30.17%	26.47%
Other Capital Turnover	3.18	3.22	3.31	3.78
Net Operating Assets	1,940,000	2,925,000	3,700,000	4,153,000
Net Operating Assets %	57.06%	58.50%	63.79%	62.81%
Asset Turnover	1.75	1.71	1.57	1.59
Return on Capital %	18.56%	15.97%	16.89%	16.89%
Return on Total Assets %	13.33%	12.97%	14.04%	13.99%
Return on Equity %	27.91%	35.00%	33.33%	31.30%

Chapter 4 - Funding	30-06-2015 12 months	30-06-2016 12 months	30-06-2017 12 months	30-06-2018 12 months
Marginal Cash Flow	-0.15	-1.40	-5.17	-7.34
Operating Cash Flow	N/A	67,000	145,000	348,300
Operating Cash Profit	434,000	567,000	725,000	801,300
Net Cash Flow	N/A	-885,000	-525,000	-193,000
Net Debt	1,240,000	2,125,000	2,650,000	2,843,000
Debt to Equity	2.00	2.75	2.52	2.17
Debt to Capital	0.67	0.73	0.72	0.68
Interest Cover	7.20	4.67	4.17	3.98
Debt Payback	2.86	3.75	3.66	3.55