



Rocket Design

SAMPLE FORECAST

Prepared 23 January 2024



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Assumptions

The assumptions listed below relate to the Sample Forecast for Rocket Design.

This forecast is from 1 Dec 2023 to 30 Nov 2024. Actuals were used up to 31 Dec 2023.

The following settings have been used for this forecast:

- GST basis is Payments
- GST period is 2 Months
- Cash forecast is GST Inclusive

Profit and Loss Forecast

Revenue Rules

Revenue that is received in the current month - including Interest Received and some monthly recurring Revenue.

Expense Rules

The majority of creditors will be paid in the +30 days time period.

Advertising expense calculated at 10% of Product Revenue.

Income Tax Rule

Losses brought forward were \$0.00. Income Tax Rate of 28% was applied to create the income tax expense.

Balance Sheet Forecast

Bank Rule

Business Current Account is the account selected as the default bank account to receive revenue and pay cost of sales and expenses.

Loan Amortisation Rules

General Ledger Account: Car Loan

Start Date: 1 Apr 2023

Interest Rate: 6%

Loan Amount: \$74,750

Total Interest: \$11,958

Total Cost: \$86,708

Repayment Frequency: Monthly

Repayment Amount: \$1,445

Scheduled Number of Payments: 60

Payment Profiles

The profiles that best reflects when Revenue and Expenses will be deposited into the bank account are as follows:

Rules	Current	+30 days	+60 days	+90 days
Revenue Rules				
Revenue	100%	0%	0%	0%
Trading Revenue	50%	50%	0%	0%
Cost of Sales Rules				
Cost of Sales	10%	90%	0%	0%
Expense Rules				
Current Month	100%	0%	0%	0%
Expenses	0%	100%	0%	0%
Insurance	100%	0%	0%	0%

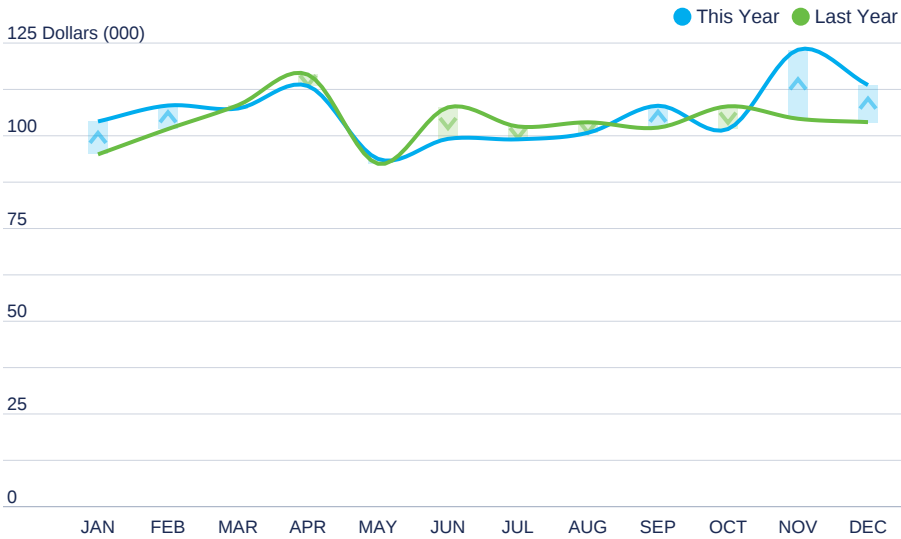
Actual Number of Payments: 60
Final Payment: 01 Apr 2028
General Ledger Account: Bank Loan

Start Date: 1 Feb 2023
Interest Rate: 4.5%
Loan Amount: \$94,560
Total Interest: \$8,942
Total Cost: \$103,502

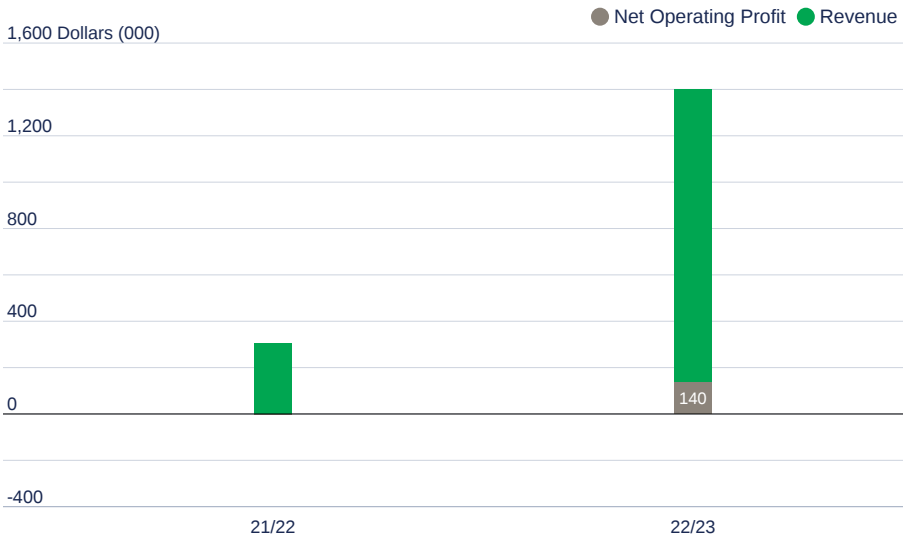
Repayment Frequency: Monthly
Repayment Amount: \$2,156
Scheduled Number of Payments: 48
Actual Number of Payments: 48
Final Payment: 01 Feb 2027

	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Total
Revenue													
Product Revenue	14,384	15,822	17,405	19,145	21,060	23,166	25,482	28,030	30,833	33,917	37,308	41,039	307,591
Project Revenue	94,134	103,547	113,902	125,292	137,822	151,604	166,764	183,441	201,785	221,963	244,159	268,575	2,012,988
Support Revenue	5,161	5,677	6,245	6,869	7,556	8,312	9,143	10,057	11,063	12,169	13,386	14,725	110,363
Total Revenue	113,679	125,046	137,552	151,306	166,438	183,082	201,389	221,528	243,681	268,049	294,853	324,339	2,430,942
Cost of Sales													
Product Costs	2,311	2,564	2,911	2,826	3,109	3,419	3,761	4,138	4,551	5,006	5,507	6,058	46,161
Project Costs	30,192	34,580	30,494	34,089	37,498	41,248	45,372	49,910	54,901	60,391	66,430	73,073	558,178
Support Costs	1,883	1,249	2,013	1,954	2,149	2,364	2,601	2,861	3,147	3,462	3,808	4,189	31,680
Gross Profit	79,293	86,653	102,134	112,437	123,682	136,051	149,655	164,619	181,082	199,190	219,108	241,019	1,794,923
GP%	69.8%	69.3%	74.3%	74.3%	74.3%	74.3%	74.3%	74.3%	74.3%	74.3%	74.3%	74.3%	73.8%
OPEX													
Accounting Fees	420	437	437	437	437	437	437	437	437	437	437	437	5,227
Advertising	0	1,582	1,740	1,914	2,106	2,317	2,548	2,803	3,083	3,392	3,731	4,104	29,320
Bank Fees	191	199	199	199	199	199	199	199	199	199	199	199	2,380
Interest Expense	99	719	707	694	578	566	553	539	527	514	501	488	6,485
National Travel	249	259	259	259	259	259	259	259	259	259	259	259	3,098
Payroll													
Wages	43,641	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	483,641
KiwiSaver Employer Con	0	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	13,200
Staff Training	108	0	0	0	0	0	0	0	0	0	0	0	108
Total Payroll	43,749	41,200	41,200	41,200	41,200	41,200	41,200	41,200	41,200	41,200	41,200	41,200	496,949
Operations	10,602	11,026	11,026	11,026	11,026	11,026	11,026	11,026	11,026	11,026	11,026	11,026	131,888
Entertainment	402	418	418	418	418	418	418	418	418	418	418	418	5,000
NOPBT	23,581	30,813	46,148	56,290	67,459	79,629	93,015	107,738	123,933	141,745	161,337	182,888	1,114,576
Net Profit Before Tax	23,581	30,813	46,148	56,290	67,459	79,629	93,015	107,738	123,933	141,745	161,337	182,888	1,114,576
Tax	6,602	10,777	12,921	15,761	18,889	22,296	26,044	30,167	34,701	39,689	45,174	51,209	314,230
Net Profit	16,979	20,036	33,227	40,529	48,570	57,333	66,971	77,571	89,232	102,056	116,163	131,679	800,346

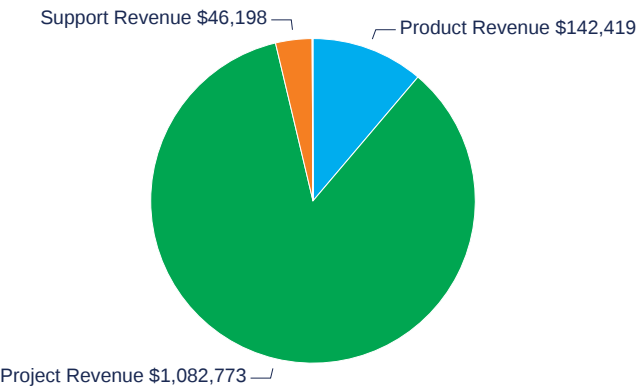
REVENUE - This Year vs. Last Year



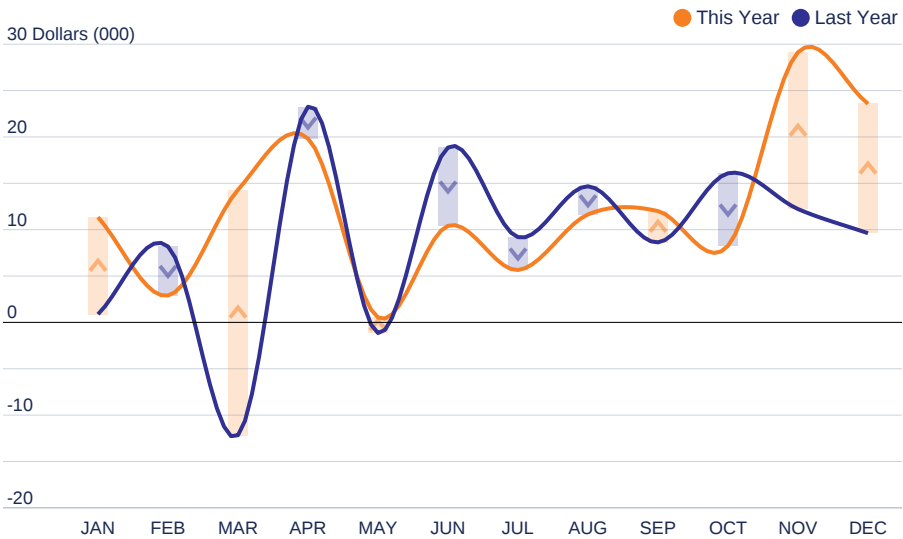
REVENUE AND NET OPERATING PROFIT - Last Year and Current Year



TOP REVENUE CONTRIBUTORS



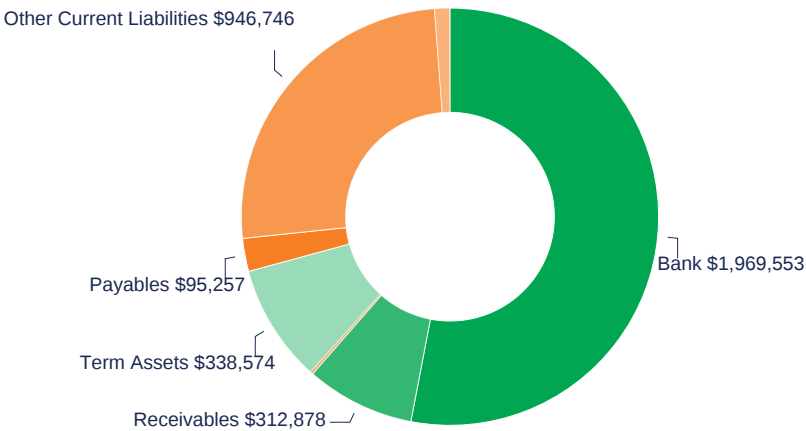
NET OPERATING PROFIT - This Year vs. Last Year



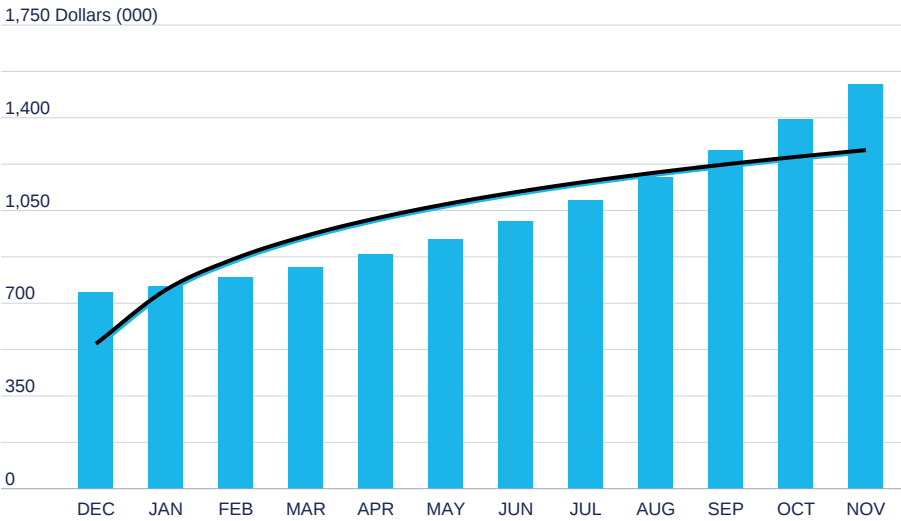
	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24
Accounts Receivable	190,748	197,284	204,475	212,384	221,085	230,655	241,182	252,762	265,500	279,512	294,924	311,878
Business Current Account	887,128	911,062	936,592	1,001,702	1,079,305	1,144,040	1,216,371	1,338,777	1,437,714	1,597,953	1,729,087	1,935,102
Business Savings Account	23,351	23,351	23,351	23,351	23,351	23,351	23,351	23,351	23,351	23,351	23,351	23,351
Paypal Account	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Prepayments	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000	-9,000
Sundry Debtors	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Tax Account	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100
Total Current Assets	1,104,332	1,134,802	1,167,525	1,240,545	1,326,849	1,401,155	1,484,014	1,618,001	1,729,677	1,903,929	2,050,475	2,273,445
Computer Equipment	76,016	76,016	76,016	76,016	76,016	76,016	76,016	76,016	76,016	76,016	76,016	76,016
Furniture & Fittings	26,979	26,979	26,979	26,979	26,979	26,979	26,979	26,979	26,979	26,979	26,979	26,979
Leasehold Improvements	51,177	51,177	51,177	51,177	51,177	51,177	51,177	51,177	51,177	51,177	51,177	51,177
Less Accumulated Depreciation on Comput	-32,505	-33,152	-33,799	-34,446	-35,093	-35,740	-36,387	-37,034	-37,681	-38,328	-38,975	-39,622
Less Accumulated Depreciation on Motor V	-157,767	-157,983	-158,199	-158,415	-158,631	-158,847	-159,063	-159,279	-159,495	-159,711	-159,927	-160,143
Less Accumulated Depreciation on Office E	-22,322	-22,538	-22,754	-22,970	-23,186	-23,402	-23,618	-23,834	-24,050	-24,266	-24,482	-24,698
Motor Vehicle	329,634	329,634	329,634	329,634	329,634	329,634	329,634	329,634	329,634	329,634	329,634	329,634
Office Equipment	79,231	79,231	79,231	79,231	79,231	79,231	79,231	79,231	79,231	79,231	79,231	79,231
Total Non-Current Assets	350,443	349,364	348,285	347,206	346,127	345,048	343,969	342,890	341,811	340,732	339,653	338,574
Total Assets	1,454,775	1,484,166	1,515,810	1,587,751	1,672,976	1,746,203	1,827,983	1,960,891	2,071,488	2,244,661	2,390,128	2,612,019
Accounts Payable	39,544	45,858	42,961	46,733	50,976	55,643	60,777	66,426	72,637	79,471	86,988	95,257
Accrued Expenses	4,700	4,700	4,700	4,700	4,700	4,700	4,700	4,700	4,700	4,700	4,700	4,700
GST Account	388,653	383,103	374,494	389,383	405,930	397,897	384,577	407,160	390,688	418,369	398,082	431,930
Income Tax	172,435	183,212	196,133	211,894	230,783	253,079	279,123	309,290	343,991	383,680	428,854	480,063
KiwiSaver Employer Payable	0	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
PAYE Payable	4,046	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645	3,645
Revenue Received in Advance	100	100	100	100	100	100	100	100	100	100	100	100
Rounding	1	1	1	1	1	1	1	1	1	1	1	1
Suspense	13,025	13,025	13,025	13,025	13,025	13,025	13,025	13,025	13,025	13,025	13,025	13,025
Wages Payable - Payroll	12,082	12,082	12,082	12,082	12,082	12,082	12,082	12,082	12,082	12,082	12,082	12,082
Total Current Liabilities	634,586	646,926	648,341	682,763	722,442	741,372	759,230	817,629	842,069	916,273	948,677	1,042,003
Bank Loan	3,160	1,290	-587	-2,471	-4,363	-6,262	-8,168	-10,081	-12,001	-13,928	-15,862	-17,804
Car Loan	73,750	72,635	71,514	70,388	69,256	68,119	66,976	65,827	64,672	63,512	62,346	61,174
Total Non-Current Liabilities	76,910	73,925	70,927	67,917	64,893	61,857	58,808	55,746	52,671	49,584	46,484	43,370

	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24
Total Liabilities	711,496	720,851	719,268	750,680	787,335	803,229	818,038	873,375	894,740	965,857	995,161	1,085,373
Net Assets	743,279	763,315	796,542	837,071	885,641	942,974	1,009,945	1,087,516	1,176,748	1,278,804	1,394,967	1,526,646
J Smith Contributions	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100
J Smith Drawings	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100	-1,100
Share Capital	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Current Year Earnings	89,292	109,328	142,555	183,084	48,570	105,903	172,874	250,445	339,677	441,733	557,896	689,575
Retained Earnings	627,987	627,987	627,987	627,987	811,071	811,071	811,071	811,071	811,071	811,071	811,071	811,071
Total Capital and Reserves	743,279	763,315	796,542	837,071	885,641	942,974	1,009,945	1,087,516	1,176,748	1,278,804	1,394,967	1,526,646

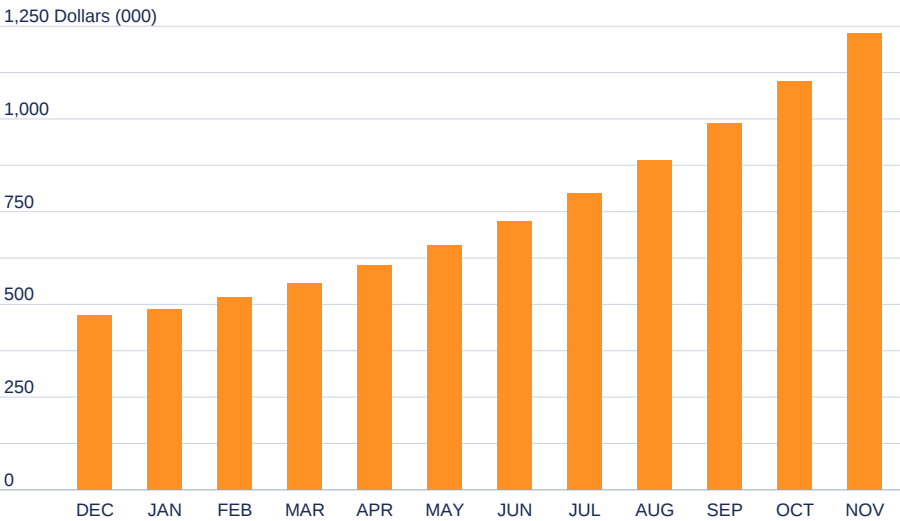
BALANCE SHEET COMPONENTS - as at 30 Nov 2024



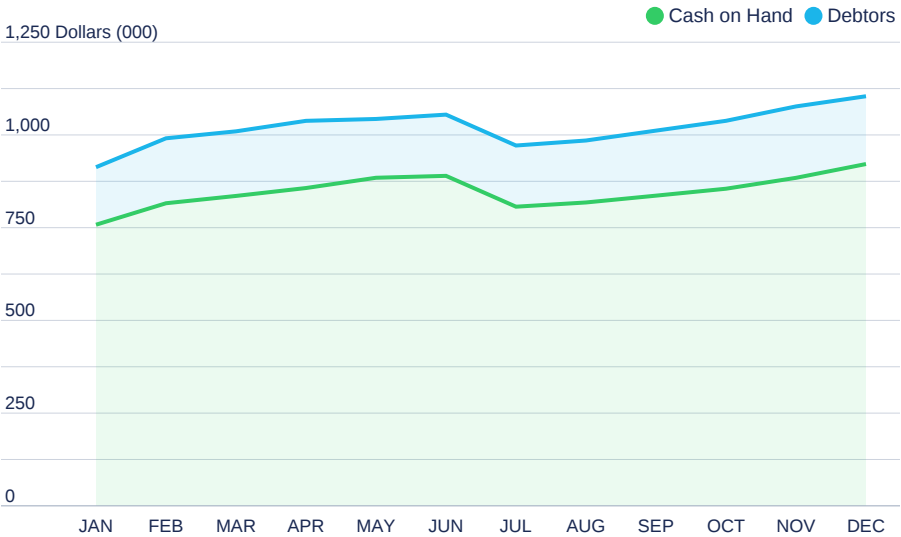
EQUITY TREND



LIQUIDITY MONITOR

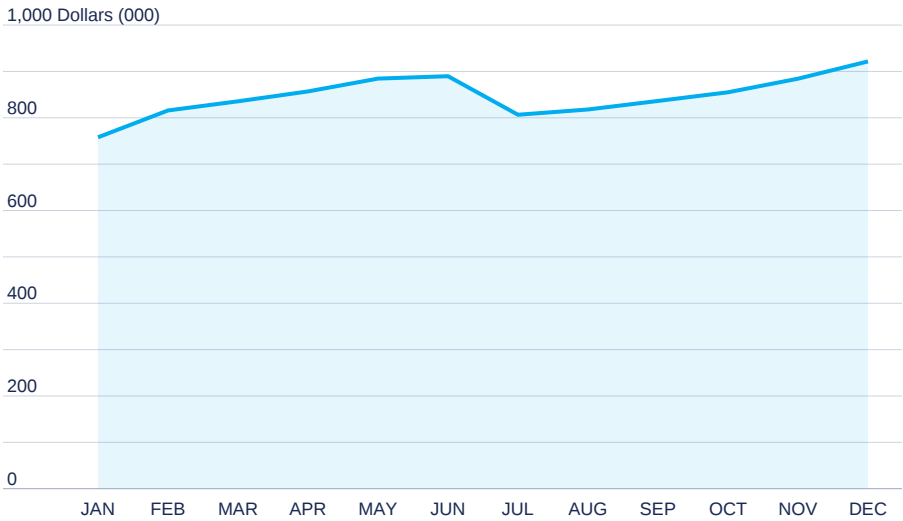


LIQUIDITY - (Cash + Debtors)

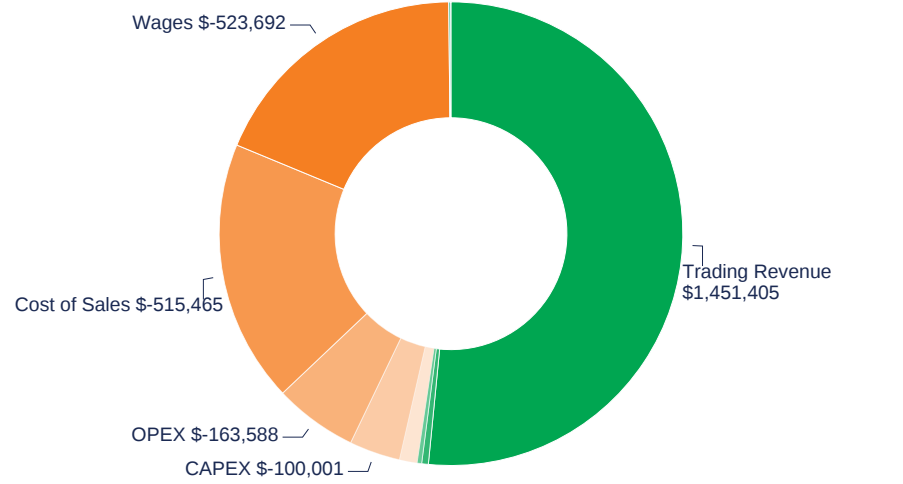


	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Total
Product Revenue	32,130	17,368	19,106	21,016	23,117	25,430	27,973	30,769	33,847	37,231	40,954	45,050	353,991
Project Revenue	103,661	113,666	125,033	137,537	151,291	166,420	183,062	201,367	221,505	243,655	268,020	294,822	2,210,039
Support Revenue	4,731	6,232	6,855	7,541	8,294	9,124	10,037	11,040	12,144	13,358	14,695	16,164	120,215
Operating Inflows	140,522	137,266	150,994	166,094	182,702	200,974	221,072	243,176	267,496	294,244	323,669	356,036	2,684,245
Cost of Sales	44,100	40,005	43,810	41,127	45,146	49,661	54,626	60,090	66,099	72,708	79,979	87,977	685,328
Total COS	44,100	40,005	43,810	41,127	45,146	49,661	54,626	60,090	66,099	72,708	79,979	87,977	685,328
OPEX	1,674	2,322	4,037	4,206	4,290	4,499	4,728	4,980	5,261	5,570	5,913	6,290	53,770
Rent	11,000	11,000	11,440	11,440	11,440	11,440	11,440	11,440	11,440	11,440	11,440	11,440	136,400
Wages	43,641	35,600	35,600	35,600	35,600	35,600	35,600	35,600	35,600	35,600	35,600	35,600	435,241
Total OPEX	56,315	48,922	51,077	51,246	51,330	51,539	51,768	52,020	52,301	52,610	52,953	53,330	625,411
Operating Outflows	100,415	88,927	94,887	92,373	96,476	101,200	106,394	112,110	118,400	125,318	132,932	141,307	1,310,739
Net Operating Flows	40,107	48,339	56,107	73,721	86,226	99,774	114,678	131,066	149,096	168,926	190,737	214,729	1,373,506
Bank Loan	-2,900	-1,870	-1,877	-1,884	-1,892	-1,899	-1,906	-1,913	-1,920	-1,927	-1,934	-1,942	-23,864
Other Curr. Liabilities	28	-16,621	-23,179	-1,200	-1,200	-27,604	-34,897	-1,200	-42,683	-1,200	-52,104	-1,200	-203,060
Payroll	0	-4,801	-4,400	-4,400	-4,400	-4,400	-4,400	-4,400	-4,400	-4,400	-4,400	-4,400	-48,801
Term Liabilities	0	-1,115	-1,121	-1,126	-1,132	-1,137	-1,143	-1,149	-1,155	-1,160	-1,166	-1,172	-12,576
Non Operating Flows	-2,872	-24,407	-30,577	-8,610	-8,624	-35,040	-42,346	-8,662	-50,158	-8,687	-59,604	-8,714	-288,301
Opening Balance	884,342	921,579	945,513	971,043	1,036,153	1,113,756	1,178,491	1,250,822	1,373,228	1,472,165	1,632,404	1,763,538	884,342
Net Cash Flows	37,237	23,934	25,530	65,110	77,603	64,735	72,331	122,406	98,937	160,239	131,134	206,015	1,085,211
Closing Balance	921,579	945,513	971,043	1,036,153	1,113,756	1,178,491	1,250,822	1,373,228	1,472,165	1,632,404	1,763,538	1,969,553	1,969,553

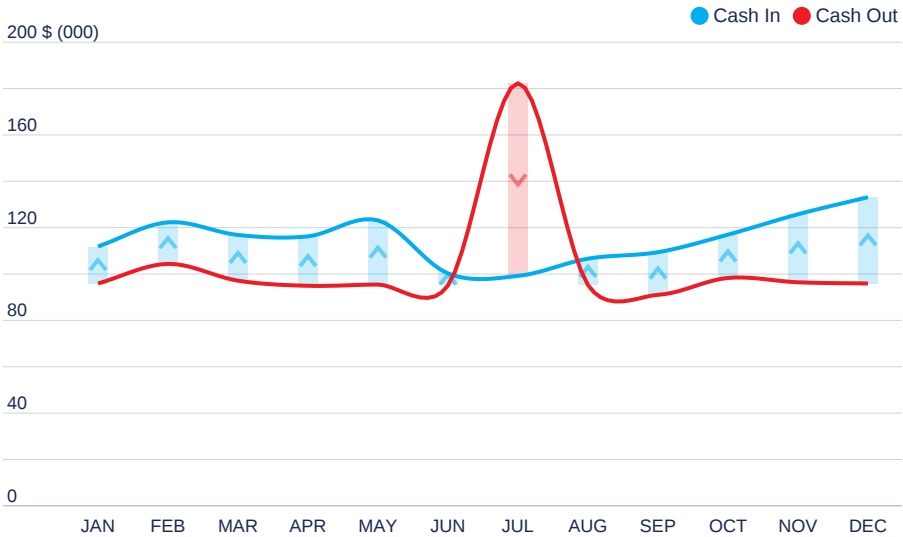
CASH ON HAND FORECASTS



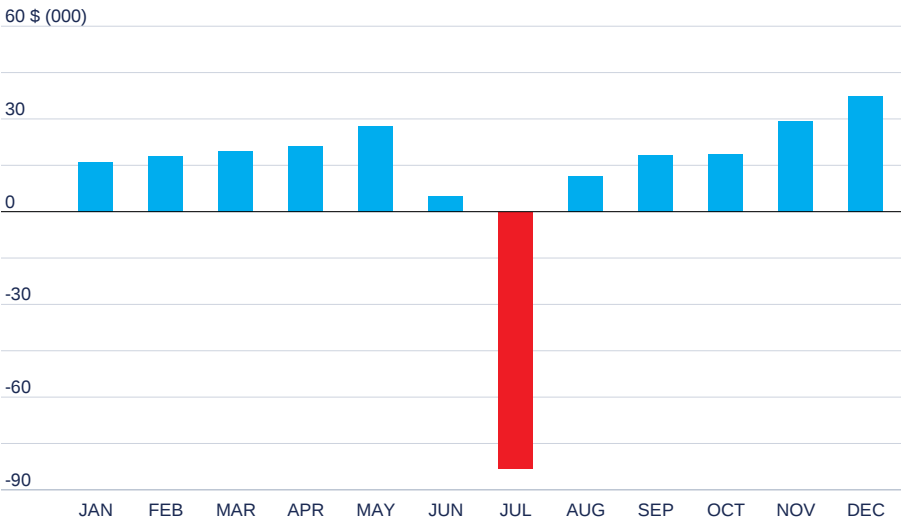
FORECASTED CASH FLOW



FORECAST CASH IN AND OUT



FORECAST CASH MOVEMENTS



	Jan 24 to Dec 24	Best Case vs Orginal Jan 24 to Dec 24			Worst Case vs Orginal Jan 24 to Dec 24		
	Orginal	Best Case	Variance	Variance %	Worst Case	Variance	Variance %
Product Revenue	293,207	322,529	29,322	10.0%	290,207	-3,000	-1.0%
Project Revenue	1,918,854	2,110,738	191,884	10.0%	1,908,354	-10,500	-0.5%
Support Revenue	105,202	115,724	10,522	10.0%	104,702	-500	-0.5%
Total Revenue	2,317,263	2,548,991	231,728	10.0%	2,303,263	-14,000	-0.6%
Cost of Sales	601,633	613,664	12,031	2.0%	619,681	18,048	3.0%
Total Cost of Sales	601,633	613,664	12,031	2.0%	619,681	18,048	3.0%
Gross Profit	1,715,630	1,935,327	219,697	12.8%	1,683,582	-32,048	-1.9%
GP%	74.0%	75.9%			73.1%		
OPEX	75,207	78,938	3,731	5.0%	80,639	5,432	7.2%
Rent	109,428	111,617	2,189	2.0%	125,191	15,763	14.4%
Wages	440,000	448,800	8,800	2.0%	503,360	63,360	14.4%
Total OPEX	624,635	639,355	14,720	2.4%	709,190	84,555	13.5%
NOPBT	1,090,995	1,295,972	204,977	18.8%	974,392	-116,603	-10.7%
NOP%	47.1%	50.8%			42.3%		
Net Profit Before Tax	1,090,995	1,295,972	204,977	18.8%	974,392	-116,603	-10.7%
Tax	307,628	365,021	57,393	18.7%	274,978	-32,650	-10.6%
Net Profit	783,367	930,951	147,584	18.8%	699,414	-83,953	-10.7%

	As at Dec 24	Best Case vs Orginal As at Dec 24			Worst Case vs Orginal As at Dec 24		
	Orginal	Best Case	Variance	Variance %	Worst Case	Variance	Variance %
Accounts Receivable	125,383	125,384	1	0.0%	125,382	-1	0.0%
Bank Accounts	2,018,401	2,234,100	215,699	10.7%	1,902,599	-115,802	-5.7%
Total Current Assets	2,143,784	2,359,484	215,700	10.1%	2,027,981	-115,803	-5.4%
Accumulated Depreciation	-224,463	-224,694	-231	-0.1%	-226,168	-1,705	-0.8%
Total Assets	1,919,321	2,134,790	215,469	11.2%	1,801,813	-117,508	-6.1%
Accounts Payable	-7,939	-7,939	0	0.0%	-7,940	-1	0.0%
Other Curr. Liabilities	913,193	980,977	67,784	7.4%	879,006	-34,187	-3.7%
Payroll	3,645	3,733	88	2.4%	4,279	634	17.4%
Total Current Liabilities	908,899	976,771	67,872	7.5%	875,345	-33,554	-3.7%
Bank Loan	-17,804	-17,804	0	0.0%	-17,804	0	0.0%
Term Liabilities	61,174	61,174	0	0.0%	61,174	0	0.0%
Total Liabilities	952,269	1,020,141	67,872	7.1%	918,715	-33,554	-3.5%
Net Assets	967,052	1,114,649	147,597	15.3%	883,098	-83,954	-8.7%

	Jan 24 to Dec 24	Best Case vs Orginal Jan 24 to Dec 24			Worst Case vs Orginal Jan 24 to Dec 24		
	Orginal	Best Case	Variance	Variance %	Worst Case	Variance	Variance %
Product Revenue	345,459	379,178	33,719	9.8%	342,009	-3,450	-1.0%
Project Revenue	2,260,809	2,481,475	220,666	9.8%	2,248,734	-12,075	-0.5%
Support Revenue	123,950	136,052	12,102	9.8%	123,375	-575	-0.5%
Operating Inflows	2,730,218	2,996,705	266,487	9.8%	2,714,118	-16,100	-0.6%
Cost of Sales	727,465	741,300	13,835	1.9%	748,220	20,755	2.9%
Total COS	727,465	741,300	13,835	1.9%	748,220	20,755	2.9%
OPEX	57,617	61,315	3,698	6.4%	59,693	2,076	3.6%
Rent	136,840	139,359	2,519	1.8%	154,968	18,128	13.2%
Wages	391,600	399,432	7,832	2.0%	447,986	56,386	14.4%
Total OPEX	586,057	600,106	14,049	2.4%	662,647	76,590	13.1%
Operating Outflows	1,313,522	1,341,406	27,884	2.1%	1,410,867	97,345	7.4%
Net Operating Flows	1,416,696	1,655,299	238,603	16.8%	1,303,251	-113,445	-8.0%
Bank Loan	-20,964	-20,964	0	0.0%	-20,964	0	0.0%
Other Curr. Liabilities	-203,088	-225,105	-22,017	-10.8%	-199,091	3,997	2.0%
Payroll	-48,801	-49,681	-880	-1.8%	-55,141	-6,340	-13.0%
Term Liabilities	-12,576	-12,576	0	0.0%	-12,576	0	0.0%
Non Operating Flows	-285,429	-308,326	-22,897	-8.0%	-287,772	-2,343	-0.8%
Opening Balance	921,579	921,579	0	0.0%	921,579	0	0.0%
Net Cash Flows	1,131,267	1,346,973	215,706	19.1%	1,015,479	-115,788	-10.2%
Closing Balance	2,052,846	2,268,552	215,706	10.5%	1,937,058	-115,788	-5.6%

Current Ratio												
	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24
Target	2	2	2	2	2	2	2	2	2	2	2	2
Orginal	1.74	1.75	1.8	1.82	1.84	1.89	1.95	1.98	2.05	2.08	2.16	2.18
Best Case	1.74	1.76	1.81	1.83	1.86	1.92	2	2.02	2.11	2.13	2.22	2.24
Worst Case	1.74	1.74	1.78	1.79	1.8	1.85	1.91	1.93	2.01	2.03	2.11	2.13

GP%												
	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24
Target	0	72	72	72	72	72	72	72	72	72	72	72
Orginal	69.75	69.3	74.25	74.31	74.31	74.31	74.31	74.31	74.31	74.31	74.31	74.31
Best Case	69.75	71.53	76.12	76.18	76.18	76.18	76.18	76.18	76.18	76.18	76.18	76.18
Worst Case	69.75	68.04	73.4	73.19	71.81	73.54	73.53	73.54	73.54	73.54	73.54	73.54