

EXAMPLE FINANCIAL PLAN REAL ESTATE HOLDING LLC - Investments

Investments Office

	Establish-ment	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Misc. Equipment	4.000	0	0	0	0	0	0	0	0	0	0	0	0	4.000	0	0
Computers / screens / accessories	4.000	0	0	0	0	0	0	0	0	0	0	0	0	4.000	0	0
Software	600	0	0	0	0	0	0	0	0	0	0	0	0	600	0	0
Fax / printer / scanner	600	0	0	0	0	0	0	0	0	0	0	0	0	600	0	0
Telephone cables	800	0	0	0	0	0	0	0	0	0	0	0	0	800	0	0
Laptops / pdas / cell phones	2.000	0	0	0	0	0	0	0	0	0	0	0	0	2.000	0	0
Office furniture	600	0	0	0	0	0	0	0	0	0	0	0	0	600	0	0
Decoration	2.000	0	0	0	0	0	0	0	0	0	0	0	0	2.000	0	0
Lighting	1.000	0	0	0	0	0	0	0	0	0	0	0	0	1.000	0	0
Exhibition equipment	2.000	0	0	0	0	0	0	0	0	0	0	0	0	2.000	0	0
Carpark	5.000	0	0	0	0	0	0	0	0	0	0	0	0	5.000	0	0
Website	3.000	0	0	0	0	0	0	0	0	0	0	0	0	3.000	0	0
Investments Office	25.600	0	0	0	0	0	0	0	0	0	0	0	0	25.600	0	0

EXAMPLE FINANCIAL PLAN REAL ESTATE HOLDING LLC - Financial Plan

Parameters

Interest rate for interest earnings	1,00%
Interest rate for interest spending	4,00%

Eröffnungsbilanz

Investments	25.600
Fixed assets	25.600
Cash resources (bank account)	9.874.400
Current assets	9.874.400
Aktiva	9.900.000
Authorized capital	1.600.000
Equity to be raised	8.300.000
Equity capital	9.900.000
Long term loans	0
Total liabilities	9.900.000

Expected sales

	1. Year												Year 1	
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Revenues of apartments sold	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	4.095.000
Total sales	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	4.095.000

	2. Year												Year 2	
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Revenues of apartments sold	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	4.641.000
Total sales	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	386.750	4.641.000

	3. Year												Year 3	
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Revenues of apartments sold	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	2.184.000
Total sales	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	182.000	2.184.000

Direct costs

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Purchase price land	2.250.000	0	0	0	0	0	0	0	0	0	0	0	2.250.000	2.550.000	0
Registering fee	53.900	0	0	0	0	0	0	0	0	0	0	0	53.900	0	0
Lawyer/Notary	24.600	0	0	0	0	0	0	0	0	0	0	0	24.600	0	0
Infrastructure	495.000	0	0	0	0	0	0	0	0	0	0	0	495.000	561.000	0
Preparation of construction site	150.000	0	0	0	0	0	0	0	0	0	0	0	150.000	0	0
Terrain Marking	100.000	0	0	0	0	0	0	0	0	0	0	0	100.000	0	0
Architect	250.000	0	0	0	0	0	0	0	0	0	0	0	250.000	0	0
First 9 Buildings	1.150.000	0	0	0	0	0	0	0	0	0	0	0	1.150.000	0	0
Direct cost of sales	2.948.900	0	0	0	0	0	0	0	0	0	0	0	2.948.900	3.111.000	0

Investments

	Establish- ment	Month												Year		
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Investments (except buildings)	25.600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Investments (buildings)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	25.600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Depreciation

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Depreciation of investments (except building)	0	0	0	0	0	0	0	0	0	0	0	0	6.400	6.400	6.400
Total	0	0	0	0	0	0	0	0	0	0	0	0	6.400	6.400	6.400

Contingency Fund

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Contingency Fund	220.000	0	0	0	0	0	0	0	0	0	0	0	220.000	240.000	240.000

Personnel costs

	Social Insurance	Month												Year		
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Managing director	0,00%	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	57.600	57.600	57.600
Special payment		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total personnel costs		4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	57.600	57.600	57.600

Maintenance/Facility costs

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Maintenance	600	600	600	600	600	600	600	600	600	600	600	600	7.200	7.200	4.200
Utilities	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	31.200	38.400
Total	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	31.200	38.400	42.600

Marketing expenses

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Internet advertising	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	12.000	16.800	23.520
Catalogue and Brochure print	2.000	0	0	500	0	0	2.000	0	0	0	0	0	4.500	6.300	8.820
Fairs and Promotion events	0	0	3.000	0	0	0	10.000	0	0	7.000	0	0	20.000	28.000	39.200
Magazine advertisement	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	33.600	47.040
Promotional gifts	300	300	300	300	300	300	300	300	300	300	300	300	3.600	5.040	7.056
Web page	30	30	30	30	30	30	30	30	30	30	30	30	360	504	706
Totale Marketingausgaben	5.330	3.330	6.330	3.830	3.330	3.330	15.330	3.330	3.330	10.330	3.330	3.330	64.460	90.244	126.342

Other costs

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Telephone, DSL	200	200	200	200	200	200	200	200	200	200	200	200	2.400	3.600	4.300
Office supply	100	100	100	100	100	100	100	100	100	100	100	100	1.200	2.000	2.300
Accounting	80	80	80	80	80	80	80	80	80	80	80	80	2.000	2.880	5.645
Software licence costs	200	200	200	200	200	200	200	200	200	200	200	200	2.400	2.400	2.400
Insurance	500	500	500	500	500	500	500	500	500	500	500	500	6.000	6.000	6.000
Special tax	171.500	0	0	0	0	0	0	0	0	0	0	0	171.500	0	0
Tax advisor	1.375	1.375	1.375	1.375	1.375	1.375	1.375	1.375	1.375	1.375	1.375	1.375	16.500	18.000	18.000
Cleaning	120	120	120	120	120	120	120	120	120	120	120	120	1.440	1.440	1.440
Server	60	60	60	60	60	60	60	60	60	60	60	60	720	720	720
Total other costs	174.135	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	4.555	205.040	38.192	40.805

Travel costs

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Travel costs	600	600	5.000	600	600	600	8.000	400	400	4.000	400	400	21.600	30.240	42.336
Total	600	600	5.000	600	600	600	8.000	400	400	4.000	400	400	21.600	30.240	42.336

Interest earnings

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Interest earnings	0	5.989	6.260	6.538	6.816	7.095	7.357	7.636	7.915	8.186	8.466	8.744	81.002	57.335	57.443

Finanzplan

Long term loans

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Long-term shareholder's loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pay back of long-term shareholder's loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Long-term bank loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pay back of long-term bank loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest spending for long-term loans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Financial planning

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3	
Payout of dividends	0	0	0	0	0	0	0	0	0	0	0	0	70.000	70.000	1.670.000	70.000

Income and loss statement

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Sales volume	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	4.095.000	4.641.000	2.184.000
Direct cost of sales	2.948.900	0	0	0	0	0	0	0	0	0	0	0	2.948.900	3.111.000	0
Gross earning	-2.607.650	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	1.146.100	1.530.000	2.184.000
Personnel costs	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	57.600	57.600	57.600
Rent	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	2.600	31.200	38.400	42.600
Marketing	5.330	3.330	6.330	3.830	3.330	3.330	15.330	3.330	3.330	10.330	3.330	3.330	64.460	90.244	126.342
Other costs	174.135	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	2.635	4.555	205.040	38.192
Travel costs	600	600	5.000	600	600	600	8.000	400	400	4.000	400	400	21.600	30.240	42.336
EBITDA (Earnings before interest, taxes, depreciation a. amortisation)	-2.795.115	327.285	319.885	326.785	327.285	327.285	307.885	327.485	327.485	316.885	327.485	325.565	766.200	1.275.324	1.874.318
Depreciation	0	0	0	0	0	0	0	0	0	0	0	6.400	6.400	6.400	6.400
EBIT (Earnings before interest and taxes):															
Operating income	-2.795.115	327.285	319.885	326.785	327.285	327.285	307.885	327.485	327.485	316.885	327.485	319.165	759.800	1.268.924	1.867.918
Interest earnings	0	5.989	6.260	6.538	6.816	7.095	7.357	7.636	7.915	8.186	8.466	8.744	81.002	57.335	57.443
Interest spending	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBT (Earnings before taxes)	-2.795.115	333.274	326.145	333.323	334.101	334.380	315.242	335.121	335.400	325.071	335.951	327.909	840.802	1.326.259	1.925.360
Payout of dividends	0	0	0	0	0	0	0	0	0	0	0	0	70.000	70.000	70.000
Balance sheet profit/loss, net result	-2.795.115	333.274	326.145	333.323	334.101	334.380	315.242	335.121	335.400	325.071	335.951	257.909	770.802	-343.741	1.855.360

Balance sheet

	Starting Balance	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 2	Year 3
Accumulated investments	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600	25.600
Land Ownership	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000	750.000
Accumulated depreciation	0	0	0	0	0	0	0	0	0	0	0	0	6.400	12.800	19.200
Fixed assets	775.600	775.600	775.600	775.600	775.600	775.600	775.600	775.600	775.600	775.600	775.600	775.600	769.200	762.800	756.400
Accumulated deposits/contingency fund	0	220.000	220.000	220.000	220.000	220.000	220.000	220.000	220.000	220.000	220.000	220.000	220.000	460.000	700.000
Cash resources	9.874.400	6.859.285	7.192.559	7.518.704	7.852.027	8.186.128	8.520.508	8.835.750	9.170.871	9.506.271	9.831.342	10.167.293	10.431.602	9.854.260	11.476.021
Current assets	9.874.400	7.079.285	7.412.559	7.738.704	8.072.027	8.406.128	8.740.508	9.055.750	9.390.871	9.726.271	10.051.342	10.387.293	10.651.602	10.314.260	12.176.021
Total assets	9.900.000	7.854.885	8.188.159	8.514.304	8.847.627	9.181.728	9.516.108	9.831.350	10.166.471	10.501.871	10.826.942	11.162.893	11.420.802	11.077.060	12.932.421
Authorized capital	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000	1.600.000
Profit/loss carried forward	0	0	-2.795.115	-2.461.841	-2.135.696	-1.802.373	-1.468.272	-1.133.892	-818.650	-483.529	-148.129	176.942	512.893	770.802	427.060
Balance sheet profit/loss	0	-2.795.115	333.274	326.145	333.323	334.101	334.380	315.242	335.121	335.400	325.071	335.951	257.909	-343.741	1.855.360
Equity capital	9.900.000	7.104.885	7.438.159	7.764.304	8.097.627	8.431.728	8.766.108	9.081.350	9.416.471	9.751.871	10.076.942	10.412.893	10.670.802	10.327.060	12.182.421
Provisions for taxation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other provisions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Long term loans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Long term debt capital	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Short term debt capital (bank)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Liability vendor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Short term debt capital	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total liabilities	9.900.000	7.104.885	7.438.159	7.764.304	8.097.627	8.431.728	8.766.108	9.081.350	9.416.471	9.751.871	10.076.942	10.412.893	10.670.802	10.327.060	12.182.421

Cash flow statement

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3
Opening balance bank	9.874.400	6.859.285	7.192.559	7.518.704	7.852.027	8.186.128	8.520.508	8.835.750	9.170.871	9.506.271	9.831.342	10.167.293	9.874.400	10.431.602	9.854.260
Incoming payments from claims	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	341.250	4.095.000	4.641.000	2.184.000
Incoming payments from loans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Incoming payments from interest earnings	0	5.989	6.260	6.538	6.816	7.095	7.357	7.636	7.915	8.186	8.466	8.744	81.002	57.335	57.443
Total incoming payments	341.250	347.239	347.510	347.788	348.066	348.345	348.607	348.886	349.165	349.436	349.716	349.994	4.176.002	4.698.335	2.241.443
Payout goods and other expenses	3.131.565	9.165	16.565	9.665	9.165	9.165	28.565	8.965	8.965	19.565	8.965	10.885	3.271.200	3.308.076	252.082
Payout investments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payout deposit/contingency fund	220.000	0	0	0	0	0	0	0	0	0	0	0	220.000	240.000	240.000
Payout personnel costs	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	4.800	57.600	57.600	57.600
Pay out pay back of loans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payout interest spending	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payout income tax	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payout of dividends	0	0	0	0	0	0	0	0	0	0	0	70.000	70.000	1.670.000	70.000
Total payout	3.356.365	13.965	21.365	14.465	13.965	13.965	33.365	13.765	13.765	24.365	13.765	85.685	3.618.800	5.275.676	619.682
Closing balance bank	6.859.285	7.192.559	7.518.704	7.852.027	8.186.128	8.520.508	8.835.750	9.170.871	9.506.271	9.831.342	10.167.293	10.431.602	10.431.602	9.854.260	11.476.021

Financial key figures

	Year 1	Year 2	Year 3
Net profit ratio	20,5%	28,6%	88,2%
Return on equity (ROE)	7,9%	12,8%	15,8%
Return on assets (ROA)	7,2%	-3,3%	15,2%
Equity ratio	100,0%	100,0%	100,0%
Debt ratio	0,0%	0,0%	0,0%

Premises

Seat of the company: Delaware
V.A.T. and input V.A.T are not considered as they are items in transit.
Constant linear depreciation of the investments (that are not buildings) within 4 years.
Constant linear depreciation of the investments (that are buildings) within 30 years.
Units are sold during planning stage.
Invoices are paid immediately.
The average period of storage in the stock of inventory is 30 days.
The goods of the vendors are paid 30 days after receiving the goods in the stock of inventory.