

Revenue and profitability forecast:

Amounts in Euro	Business year 1	Business year 2	Business year 3
Contract work in weeks (at 96€/h)	13,7	19,0	24,3
Expected turnover incl. VAT	65.000,00 €	90.000,00 €	115.000,00 €
- (Cost of goods) sales tax 19%	12.350,00 €	17.100,00 €	21.850,00 €
= Rohgewinn I	52.650,00 €	72.900,00 €	93.150,00 €
-Personnel costs	0,00 €	0,00 €	0,00 €
= Rohgewinn II	52.650,00 €	72.900,00 €	93.150,00 €
Operating costs			
Room costs:			
Rent	0,00 €	0,00 €	0,00 €
Ancillary room costs (heating, water, electricity)	0,00 €	0,00 €	0,00 €
Total room costs	- €	- €	- €
Vehicle costs:			
Car leasing	- €	1.800,00 €	1.800,00 €
Motor vehicle taxes	0,00 €	250,00 €	250,00 €
Car insurance	0,00 €	1.200,00 €	1.200,00 €
Petrol	0,00 €	1.200,00 €	1.200,00 €
Maintenance	0,00 €	360,00 €	360,00 €
Total vehicle costs	- €	4.810,00 €	4.810,00 €
Leasing of machines	0,00 €	0,00 €	0,00 €
Advertising costs:			
Marketing	500,00 €	500,00 €	500,00 €
Travel expenses / trade fairs / further education	1.000,00 €	1.000,00 €	1.000,00 €
Representation / Catering	300,00 €	300,00 €	300,00 €
Total income-related expenses	1.800,00 €	1.800,00 €	1.800,00 €
Office			
Office supplies	1.500,00	1.500,00	1.500,00
Telephone / Fax / Internet / Handy	800,00	800,00	800,00
Postage	150,00	150,00	150,00
Total office costs	2.450,00 €	2.450,00 €	2.450,00 €
Tax Advisor / Accounting	500,00 €	500,00 €	500,00 €
Legal advice	200,00 €	0,00 €	0,00 €
Contributions (e.g. IHK)	0,00 €	0,00 €	0,00 €
Company insurance	1.500,00 €	1.500,00 €	1.500,00 €
Interest on borrowed capital			
Depreciation (car, etc.)	450,00 €	450,00 €	450,00 €
Other costs	500,00 €	500,00 €	500,00 €
- Total operating costs:	7.400,00 €	12.010,00 €	12.010,00 €
Profit before taxes	45.250,00 €	60.890,00 €	81.140,00 €

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Living expenses:

	per month	per year
Livelihood (food, clothing, hobby, etc.)	1.000,00 €	12.000,00 €
+ House unit incl. additional costs	1.400,00 €	16.800,00 €
+ Social security (KK / RV / PfV)	600,00 €	7.200,00 €
+ Other contractual obligations (such as unemployment, liability, private life insurance)	200,00 €	2.400,00 €
+ Proportionate private use of cars	300,00 €	3.600,00 €
+ Reserves (vacation, illness, etc.)	300,00 €	3.600,00 €
+ any loan repayments for self-employment	0,00 €	- €
= Total private expenditure	3.800,00 €	45.600,00 €
+ Income tax (for calculation: www.abgabenrechner.de)	950,00 €	11.400,00 €
= Minimum Profit capital	4.750,00 €	57.000,00 €

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Capital requirements for investments and start-up costs in the first year:

1. Long-term investment:

		Costs per year (depreciation amounts for invests) *
Land / Building		
Construction and conversion measures	- €	- €
Machines, equipment	2.000,00 €	200,00 €
Furnishing / Office Equipment	1.000,00 €	100,00 €
Company vehicles	- €	- €
One-time patent, license or franchise fee	1.500,00 €	150,00 €
Total long-term investments	4.500,00 €	450,00 €

2. Medium and short-term investments:

Material and goods warehouse (original equipment)	1.000,00 €
Raw materials, auxiliary and operating materials (original)	- €
Total medium and short-term investments	1.000,00 €

3. Input requirements in the start-up phase:

Deficit from the liquidity statement	10.000,00 €
Reserve for unforeseen events in the start-up phase **	18.000,00 €
Total working capital requirements	28.000,00 €

4. Startup Cost:

Registration / Permits	200,00 €
Entry in the commercial register	- €
Notary	
Consultation	400,00 €
Business registration	- €
Education and training costs	- €
Security deposits (e.g. rental deposit)	
Cost to market	1.200,00 €
Total start-up costs	1.800,00 €

Total capital requirements in the 1st year + following year	35.300,00 €
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Elucidations:

* Please specify costs 2 to 4 only per year.

** If a liquidity statement has not yet been drawn up, this amount must be estimated.

Indication: As a rule of thumb, the following should be used to cover ongoing operating costs:
a reserve equal to the necessary monthly turnover (i.e. all operational
and private costs) multiplied by 3.

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Liquidity plan:

Carry-over of the previous month's ending liquidity

Change in cash and cash equivalents

Equity
Borrowing

Initial liquidity balance of the month

Deposits from:

Trade receivables
(= payment of invoices)
Cash sales
Tax refunds (input tax credit)
Other Revenue

Total Liquidity Access

Payouts for

Operating expenses: *

Material / Goods / External Services
Wages, salaries, soz. Expenditures
Rent, additional costs
Vehicle costs
Machine leasing
Advertising / Travel Expenses
Office supplies
Telephone, Internet, Fax
Tax Advisor / Lawyer
Company insurance
Other operating expenses
Interest

Business taxes:

Trade and corporation tax **
Value added tax minus input tax (payment burden)

Capital withdrawal (e.g. for private withdrawals, loan repayment and income tax)

Total cash outflow

Liquidity end of the month ***

Control – annual amount of cash outflow

	1. month	2. month	3. month	4. month	5. month	6. month	7. month	8. month	9. month	10. month	11. month	12. month
Carry-over of the previous month's ending liquidity		24.289,33 €	14.078,67 €	11.168,00 €	12.644,83 €	14.121,67 €	15.598,50 €	17.075,33 €	18.552,17 €	20.029,00 €	19.349,83 €	18.670,67 €
Change in cash and cash equivalents												
Equity	110.000,00 €											
Borrowing												
Initial liquidity balance of the month	110.000,00 €	24.289,33 €	14.078,67 €	11.168,00 €	12.644,83 €	14.121,67 €	15.598,50 €	17.075,33 €	18.552,17 €	20.029,00 €	19.349,83 €	18.670,67 €
Deposits from:												
Trade receivables (= payment of invoices)	- €	- €	- €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €	4.387,50 €
Cash sales				- €								
Tax refunds (input tax credit)				- €			85.000,00 €					
Other Revenue	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	2.456,00 €	300,00 €	300,00 €	300,00 €
Total Liquidity Access	2.456,00 €	2.456,00 €	2.456,00 €	6.843,50 €	6.843,50 €	6.843,50 €	91.843,50 €	6.843,50 €	6.843,50 €	4.687,50 €	4.687,50 €	4.687,50 €
Payouts for												
Operating expenses: *												
Material / Goods / External Services	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €
Wages, salaries, soz. Expenditures	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Rent, additional costs	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Vehicle costs	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Machine leasing	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Advertising / Travel Expenses	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €
Office supplies	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €
Telephone, Internet, Fax	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €
Tax Advisor / Lawyer	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €	58,33 €
Company insurance	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €
Other operating expenses	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €
Interest	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Business taxes:	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Trade and corporation tax **	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Value added tax minus input tax (payment burden)	82.800,00 €	7.300,00 €	- €	- €	- €	- €	85.000,00 €	- €	- €	- €	- €	- €
Capital withdrawal (e.g. for private withdrawals, loan repayment and income tax)	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €	4.750,00 €
Total cash outflow	88.166,67 €	12.666,67 €	5.366,67 €	5.366,67 €	5.366,67 €	5.366,67 €	90.366,67 €	5.366,67 €	5.366,67 €	5.366,67 €	5.366,67 €	5.366,67 €
Liquidity end of the month ***	24.289,33 €	14.078,67 €	11.168,00 €	12.644,83 €	14.121,67 €	15.598,50 €	17.075,33 €	18.552,17 €	20.029,00 €	19.349,83 €	18.670,67 €	17.991,50 €
Control – annual amount of cash outflow				7.400 €								

Elucidations: * This scheme is suitable as a template for sole proprietorships that do not have a balance sheet. Companies that balance sheet, must also take into account the following items: change in inventories, change in other Assets, change in trade payables, changes in other Accounts payable.

** Only legal entities (e.g. limited liability companies) are subject to corporate income tax payment.

Note: With good planning, the month's closing liquidity balance should be approximately equal to the current account balance plus cash balance.

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Liquidity plan:

Carry-over of the previous month's ending liquidity

Change in cash and cash equivalents

Equity
Borrowing

Initial liquidity balance of the month

Deposits from:

Trade receivables
(= payment of invoices)
Cash sales
Tax refunds (input tax credit)
Other Revenue

Total Liquidity Access

Payouts for

Operating expenses: *

Material / Goods / External Services
Wages, salaries, soz. Expenditures
Rent, additional costs
Vehicle costs
Machine leasing
Advertising / Travel Expenses
Office supplies
Telephone, Internet, Fax
Tax Advisor / Lawyer
Company insurance
Other operating expenses
Interest

Business taxes:

Trade and corporation tax **
Value added tax minus input tax (payment burden)

Capital withdrawal (e.g. for private withdrawals, loan repayment and income tax)

Total cash outflow

Liquidity end of the month ***

Control – annual amount of cash outflow

	1y 1. month	1y 2. month	1y 3. month	1y 4. month	1y 5. month	1y 6. month	1y 7. month	1y 8. month	1y 9. month	1y 10. month	1y 11. month	1y 12. month
Carry-over of the previous month's ending liquidity	17.991,50 €	17.312,33 €	16.633,17 €	15.954,00 €	16.135,67 €	16.317,33 €	16.499,00 €	16.680,67 €	16.862,33 €	17.044,00 €	17.225,67 €	17.407,33 €
Change in cash and cash equivalents												
Equity												
Borrowing												
Initial liquidity balance of the month	17.991,50 €	17.312,33 €	16.633,17 €	15.954,00 €	16.135,67 €	16.317,33 €	16.499,00 €	16.680,67 €	16.862,33 €	17.044,00 €	17.225,67 €	17.407,33 €
Deposits from:												
Trade receivables (= payment of invoices)	4.387,50 €	4.387,50 €	4.387,50 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €
Cash sales												
Tax refunds (input tax credit)												
Other Revenue	300,00 €	300,00 €	300,00 €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Total Liquidity Access	4.687,50 €	4.687,50 €	4.687,50 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €	6.075,00 €
Payouts for												
Operating expenses: *												
Material / Goods / External Services	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €	12,50 €
Wages, salaries, soz. Expenditures	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Rent, additional costs	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Vehicle costs	- €	- €	- €	400,83 €	400,83 €	400,83 €	400,83 €	400,83 €	400,83 €	400,83 €	400,83 €	400,83 €
Machine leasing	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Advertising / Travel Expenses	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €	150,00 €
Office supplies	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €
Telephone, Internet, Fax	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €	66,67 €
Tax Advisor / Lawyer	58,33 €	58,33 €	58,33 €	41,67 €	41,67 €	41,67 €	41,67 €	41,67 €	41,67 €	41,67 €	41,67 €	41,67 €
Company insurance	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €	125,00 €
Other operating expenses	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €	79,17 €
Interest	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Business taxes:	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Trade and corporation tax **	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Value added tax minus input tax (payment burden)	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €
Capital withdrawal (e.g. for private withdrawals, loan repayment and income tax)	4.750,00 €	4.750,00 €	4.750,00 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €	4.892,50 €
Total cash outflow	5.366,67 €	5.366,67 €	5.366,67 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €	5.893,33 €
Liquidity end of the month ***	17.312,33 €	16.633,17 €	15.954,00 €	16.135,67 €	16.317,33 €	16.499,00 €	16.680,67 €	16.862,33 €	17.044,00 €	17.225,67 €	17.407,33 €	17.589,00 €

Liquidity plan:

	2y 1. month	2y 2. month	2y 3. month
Carry-over of the previous month's ending liquidity	17.589,00 €	17.770,67 €	17.952,33 €
Change in cash and cash equivalents			
Equity			
Borrowing			
Initial liquidity balance of the month	17.589,00 €	17.770,67 €	17.952,33 €
Deposits from:			
Trade receivables (= payment of invoices)	6.075,00 €	6.075,00 €	6.075,00 €
Cash sales			
Tax refunds (input tax credit)			
Other Revenue	- €	- €	- €
Total Liquidity Access	6.075,00 €	6.075,00 €	6.075,00 €
Payouts for			
Operating expenses: *			
Material / Goods / External Services	12,50 €	12,50 €	12,50 €
Wages, salaries, soz. Expenditures	- €	- €	- €
Rent, additional costs	- €	- €	- €
Vehicle costs	400,83 €	400,83 €	400,83 €
Machine leasing	- €	- €	- €
Advertising / Travel Expenses	150,00 €	150,00 €	150,00 €
Office supplies	125,00 €	125,00 €	125,00 €
Telephone, Internet, Fax	66,67 €	66,67 €	66,67 €
Tax Advisor / Lawyer	41,67 €	41,67 €	41,67 €
Company insurance	125,00 €	125,00 €	125,00 €
Other operating expenses	79,17 €	79,17 €	79,17 €
Interest	- €	- €	- €
Business taxes:	- €	- €	- €
Trade and corporation tax **	- €	- €	- €
Value added tax minus input tax (payment burden)	- €	- €	- €
Capital withdrawal (e.g. for private withdrawals, loan repayment and income tax)	4.892,50 €	4.892,50 €	4.892,50 €
Total cash outflow	5.893,33 €	5.893,33 €	5.893,33 €
Liquidity end of the month ***	17.770,67 €	17.952,33 €	18.134,00 €

Control – annual amount of cash outflow

Business idea

1. Business idea

What is your business idea? (Product, service, innovation?)

Consulting in the field of IT BIMS

What are your reasons for becoming self-employed or realizing your idea? (What personal and professional factors speak for it?)

Offer many years of professional experience as a LIMS expert on the free market.

What are the benefits of your offer?

Business information management system Special knowledge in the context of projects for various companies

Why would someone buy your product/DL or what problem does your product/DL solve for the customer?

Lack of expertise in your own company or lack of staff

1.5. What goals have you set for your company and how do you plan to achieve them? (Quality Goals, Service Goals, Growth Targets)

Sales growth of 25% per year. Certified professional services.

2. Entrepreneur profile

2.1. What commercial qualifications do you have?

Management experience. Training.

2.2. What industry experience do you have?

Many years of professional experience in the industry.

2.3. Have you ever been self-employed and if so, in which industry?

Yes as a Geologist

2.4. What contacts/references do you have?

Osram/LinkedIn/Xing/Personal Contacts

2.5. What task(s) do you take on in the company?

All.

3. Market assessment

3.1. What is the market volume for your DL/product?

?

3.2. Which customers do you address?

(Small or large customers / private customers or business customers / age group, income group, etc.)

Medium-sized companies and large corporations

3.3. How and with what measures do you respond to the needs of your customers?

Consulting, management of projects, implementation of IT tasks.

3.4. What costs do you estimate for your marketing activities?

Low cost; Online presence via own website; Listing with intermediaries.

3.5. To what extent can you use existing customer contacts?

LinkedIn; Xing contacts as well as at Osram, Hays.

3.6. Which strategy (more price or service orientation) will you choose?

Highly professional IT services

4. Competitive situation

Are your competitors more of a few large or many small companies, or do you not have any?

Small sole proprietors

Business idea

Where do your competitors have weaknesses when you should judge it from a customer's point of view?

Mangelnde Expertise

What are the strengths of your company and how do you stand out from your competitors? (Additional benefit)

Special IT and business skills are offered in a niche market segment.

How would you assess the further development of the market situation? (Trend forecast)

The market segment is currently growing.

5. Location

How important is the question of the choice of location for your company / industry?

Location only of limited importance. Proximity to Munich is a competitive advantage.

What prerequisites should the ideal location entail?

e.g. in relation to customer/supplier proximity; Transport; rent level; Object size and condition; Environment

Office in your own house is sufficient.

6. Business Organization and Human Resource Management

In what legal form should your company be run and are permits required?

Sole proprietorship. No permits required.

How is the distribution of tasks regulated in the company?

No employees. Tax consultant and gegf. Legal assistance, otherwise everything else is done by yourself.

How do you organize your production or service process?

Calendar;

How do you want to design your personnel structure?

Number; type (permanent employees, freelancers, temporary workers); Salaries

No further personnel planning for the time being

7. Risk analysis

What serious problems could arise and what solutions would you consider suitable?

(Customers stay away; Appearance of imitators; strengthening of competitors; lack of qualified personnel; too fast company growth; bad debts, etc.)

Long-term illness – insurance

Lack of orders – Switching to alternative business areas; Continuous training; Flexibility.

Special expenses - Keep sufficient cash reserves.