



Creative Design

STRATA CLOUD FORECAST

Prepared 7 April 2021

The page is decorated with various purple geometric shapes, including circles, rings, and partial circles, scattered across the top and bottom sections. Some shapes are solid, while others are hollow or semi-transparent, creating a modern, abstract design.

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Highlights

1. General Overview

The outlook is for a steady year inline with seasonal fluctuations that were experienced to a lesser degree last year.

2. Trading Inflows

Trading inflows are steady and an improvement is expected in Q3 and Q4. This is due to two new projects that are locked in and scheduled for the second half of the year. Each of the two projects have payments spread across a three month period, with a larger component paid in month one and two.

3. Trading Outflows

Greater competition in the supplier environment will serve us well moving forward. Cost of Sales will remain reasonably steady helping to maintain the Gross Profit position during key months.

4. Other Outflows

New marketing campaign set to kick off in October 2019 to coincide with the two projects in Q3 and Q4.

We do expect repairs and maintenance to be carried out toward the end of the year. March 2020 will see the airconditioning system checked over following the summer heat.

5. Overall Cash Flow

Cash flow looks healthy overall given to the two projects which started in Q2 and Q3. With the implementation of the new debt collection system and the acceptance of new contracts, we expect that our cash flow will only continue to improve.

Assumptions

1. Market Conditions

We assume that the market will remain flat overall, and we need to be alert for some slow payment cycles in the SME market. The new debt collection system plays a key part in easing this pressure.

2. People

The team is responding well to the current workload. No overtime hours have been planned as the schedule for the two new projects are manageable. The new graduate is coming up to speed nicely and is being utilised on both of these projects.

Mark will take Owner Drawings of \$5,000 per month in July, and August and September 2019. This is to help out their family as Jo is scheduled for surgery in January 2019. It is expected that Jo will join Mark in the office from November 2019 on light duties.

3. Loans

Existing Bank loan needs to be renegotiated at a higher rate to see the repayment in full by March 2023.

Recommendations for Action

1. Debtors Collection

The new debt collection system will be implemented from July 2019 onwards. Michelle will oversee this transition.

2. Systems

The new daily cash tracking system should be given to Michelle to implement and own.

3. Bank

We are in line with all of our banking covenants currently. There is no cause for concern, but it is worthwhile keeping an eye on this.

4. People

The management team assist Michelle, as necessary, with implementation of the debt collection system and the daily cash tracking system.

5. CAPEX

The CAPEX freeze has been lifted from \$1,000 to \$10,000 for Q4 onwards.

Assumptions

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

This forecast is from 1 Apr 2020 to 31 Mar 2021. Actuals were used up to 31 Dec 2019.

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.

Advertising expense calculated at 10% of Product Revenue from October 2018.

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

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

Loan Amortisation Rules

General Ledger Account: Car Loan

Start Date: 1 Apr 2018

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

Actual Number of Payments: 60

Final Payment: 01 Apr 2023

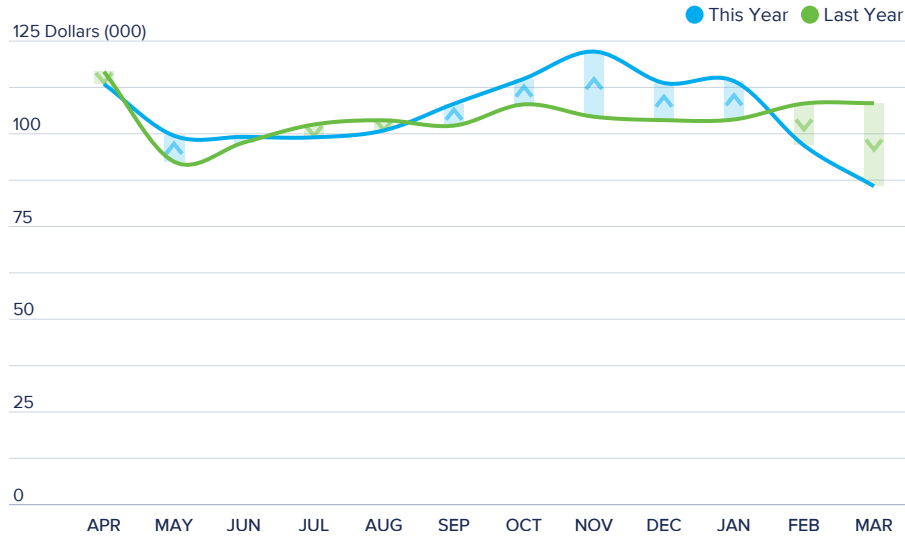
Payment Profiles

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

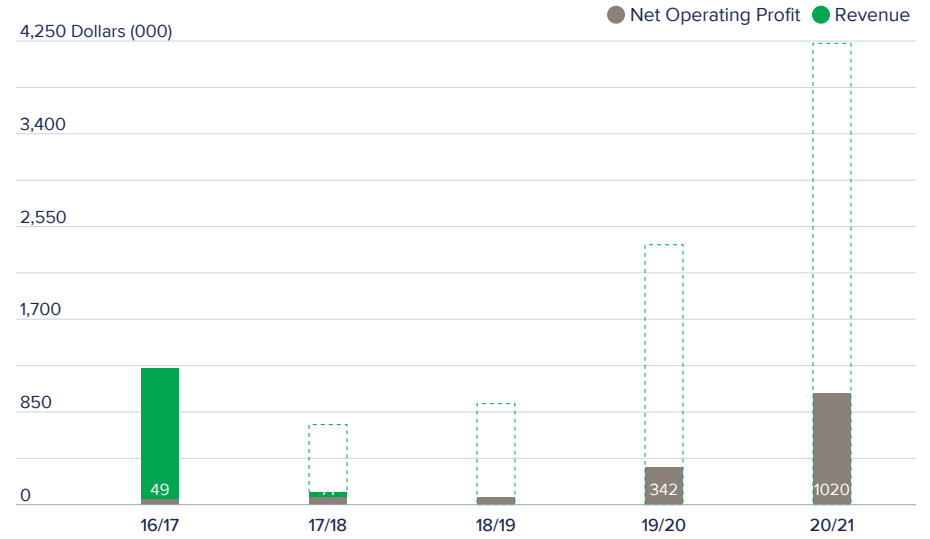
Rules	Current	+30 days	+60 days	+90 days
Revenue Rules				
Revenue	100%	0%	0%	0%
Trading Revenue	50%	50%	0%	0%
Cost of Sales Rules				
Cost of Sales	10%	90%	0%	0%
Expense Rules				
Current Month	100%	0%	0%	0%
Expenses	0%	100%	0%	0%
Insurance	100%	0%	0%	0%

	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21	Total
Revenue													
Overseas Revenue	0	0	0	0	41,200	19,260	30,210	39,850	31,095	43,620	40,446	43,218	288,899
Product Revenue	13,044	12,659	12,420	13,303	10,697	13,355	14,120	13,948	13,240	12,906	21,368	17,606	168,666
Project Revenue	125,023	96,048	103,268	115,044	91,504	111,604	119,918	115,949	114,921	105,536	112,919	127,204	1,338,938
Support Revenue	4,514	4,456	3,858	4,460	3,505	5,342	2,546	3,460	4,030	3,978	5,482	4,516	50,147
Total Revenue	142,581	113,163	119,546	132,807	146,906	149,561	166,794	173,207	163,286	166,040	180,215	192,544	1,846,650
Cost of Sales													
Product Costs	2,246	2,416	2,294	2,714	2,586	2,713	2,637	2,288	2,588	2,539	2,572	2,605	30,198
Project Costs	34,678	34,576	30,063	34,184	29,778	34,260	32,521	33,461	34,923	33,758	34,197	34,641	401,040
Support Costs	1,350	1,652	1,402	1,455	1,546	1,638	1,714	1,643	1,603	1,237	1,253	1,269	17,762
Gross Profit	104,307	74,519	85,787	94,454	112,996	110,950	129,922	135,815	124,172	128,506	142,193	154,029	1,397,650
GP%	73.2%	65.9%	71.8%	71.1%	76.9%	74.2%	77.9%	78.4%	76.0%	77.4%	78.9%	80.0%	75.7%
OPEX													
Accounting Fees	420	420	420	420	420	420	420	420	420	420	420	420	5,040
Advertising	1,304	1,266	1,242	1,330	1,070	1,336	1,412	1,395	1,324	1,291	2,137	1,761	16,868
Bank Fees	195	195	195	195	195	195	195	195	195	195	195	195	2,340
Interest Expense	596	584	571	560	548	536	524	513	501	387	375	363	6,058
National Travel	254	254	254	254	254	254	254	254	254	254	254	254	3,048
Payroll													
Wages	44,514	44,514	44,514	44,514	44,514	44,514	44,514	44,514	44,514	44,514	44,514	44,514	534,168
KiwiSaver Employer Cont	1,335	1,335	1,335	1,335	1,335	1,335	1,335	1,335	1,335	1,335	1,335	1,335	16,020
Staff Training	110	110	110	110	110	110	110	110	110	110	110	110	1,320
Total Payroll	45,959	45,959	45,959	45,959	45,959	45,959	45,959	45,959	45,959	45,959	45,959	45,959	551,508
Operations	10,814	10,814	10,814	10,814	10,814	10,814	10,814	10,814	10,814	10,814	10,814	10,814	129,768
Entertainment	410	410	410	410	410	410	410	410	410	410	410	410	4,920
NOPBT	44,355	14,617	25,922	34,512	53,326	51,026	69,934	75,855	64,295	68,776	81,629	93,853	678,100
Net Profit Before Tax	44,355	14,617	25,922	34,512	53,326	51,026	69,934	75,855	64,295	68,776	81,629	93,853	678,100
Tax	12,419	4,093	7,258	9,663	14,931	14,287	19,582	21,239	18,003	19,257	22,856	26,279	189,867
Net Profit	31,936	10,524	18,664	24,849	38,395	36,739	50,352	54,616	46,292	49,519	58,773	67,574	488,233

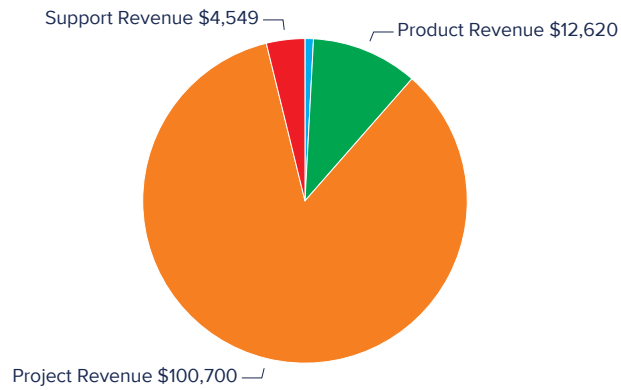
REVENUE - This Year vs Last Year



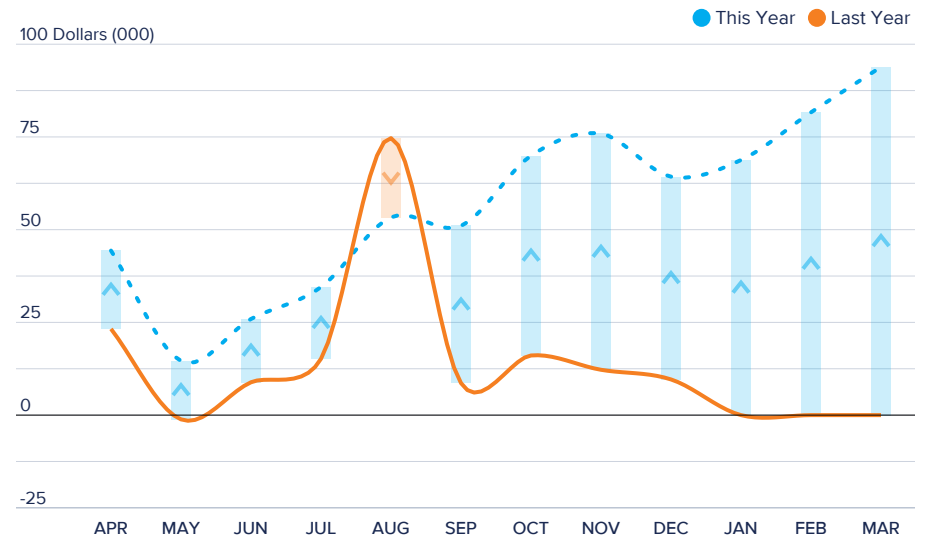
REVENUE AND NET OPERATING PROFIT - Last Year and Current Year



TOP REVENUE CONTRIBUTORS

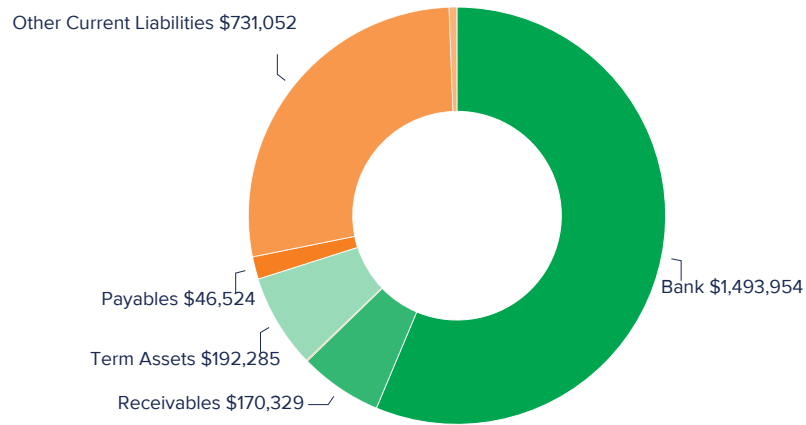


NET OPERATING PROFIT - This Year vs Last Year

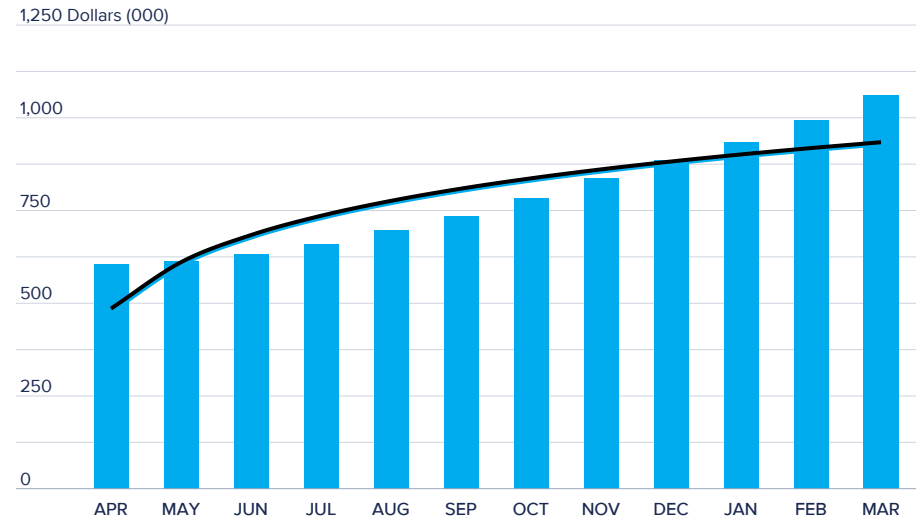


	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21
Accounts Receivable	138,750	121,835	125,505	133,130	141,237	142,764	152,673	156,360	150,655	152,239	160,390	167,479
Bank Accounts	955,894	967,498	959,247	1,001,595	1,023,526	1,091,252	1,126,777	1,216,216	1,292,920	1,339,920	1,387,731	1,493,954
Total Current Assets	1,094,644	1,089,333	1,084,752	1,134,725	1,164,763	1,234,016	1,279,450	1,372,576	1,443,575	1,492,159	1,548,121	1,661,433
Accumulated Depreciation	-93,878	-94,937	-95,996	-97,055	-98,114	-99,173	-100,232	-101,291	-102,350	-103,409	-104,468	-105,527
Fixed Assets	297,812	297,812	297,812	297,812	297,812	297,812	297,812	297,812	297,812	297,812	297,812	297,812
Total Assets	1,298,578	1,292,208	1,286,568	1,335,482	1,364,461	1,432,655	1,477,030	1,569,097	1,639,037	1,686,562	1,741,465	1,853,718
Accounts Payable	45,750	46,089	41,006	45,862	40,964	46,135	44,423	44,941	46,642	44,968	46,446	46,524
Other Curr. Liabilities	585,112	570,606	554,124	576,084	574,328	603,385	601,905	641,635	666,393	668,894	666,380	713,828
Payroll	17,224	17,224	17,224	17,224	17,224	17,224	17,224	17,224	17,224	17,224	17,224	17,224
Total Current Liabilities	648,086	633,919	612,354	639,170	632,516	666,744	663,552	703,800	730,259	731,086	730,050	777,576
Bank Loan	-13,654	-15,172	-16,695	-18,224	-19,759	-21,300	-22,846	-24,398	-25,956	-27,520	-29,090	-30,666
Term Liabilities	59,978	58,770	57,556	56,336	55,110	53,878	52,640	51,396	50,145	48,888	47,625	46,356
Total Liabilities	694,410	677,517	653,215	677,282	667,867	699,322	693,346	730,798	754,448	752,454	748,585	793,266
Net Assets	604,168	614,691	633,353	658,200	696,594	733,333	783,684	838,299	884,589	934,108	992,880	1,060,452

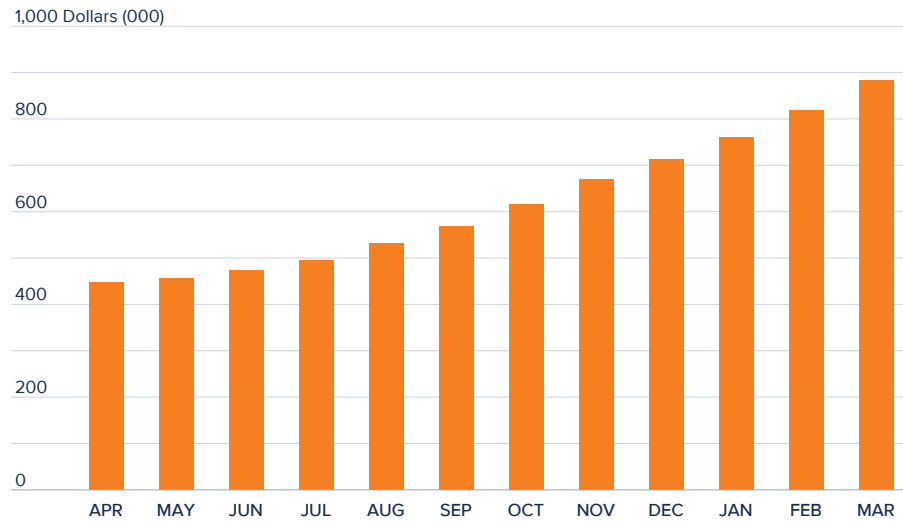
BALANCE SHEET COMPONENTS - as at 31 Mar 2021



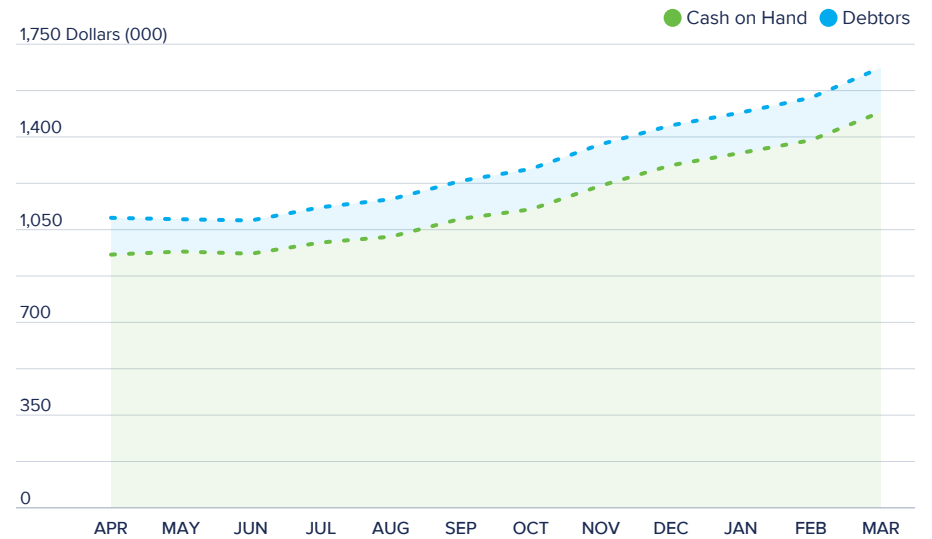
EQUITY TREND



LIQUIDITY MONITOR

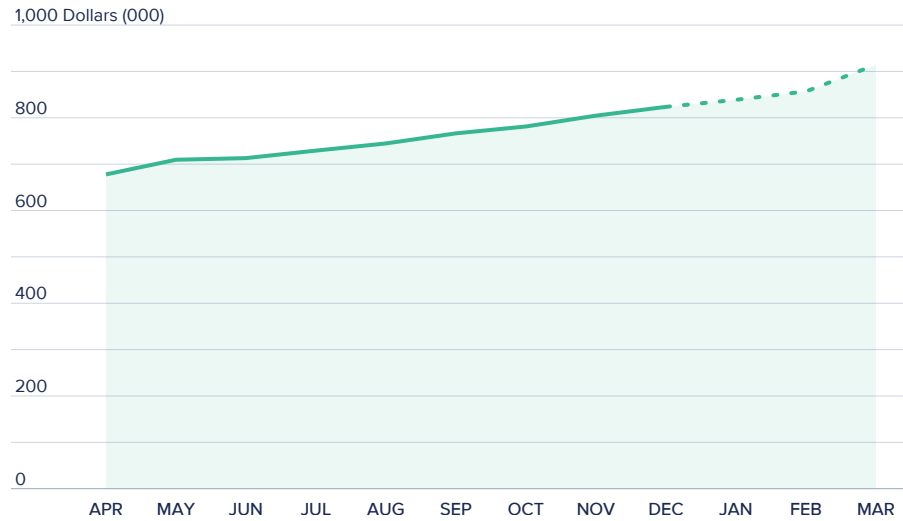


LIQUIDITY - (Cash + Debtors)

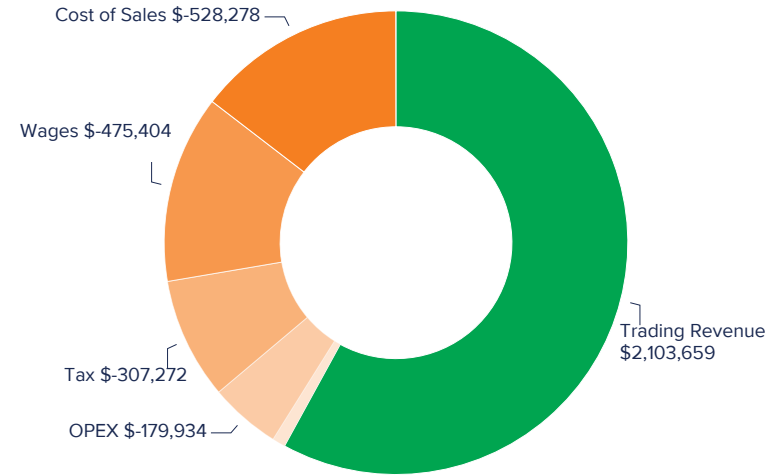


	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21	Total
Overseas Revenue	0	0	0	0	23,690	34,764	28,445	40,284	40,793	42,962	48,338	48,107	307,383
Product Revenue	15,937	14,780	14,421	14,791	13,800	13,830	15,799	16,139	15,633	15,034	19,708	22,410	192,282
Project Revenue	152,007	127,116	114,607	125,529	118,765	116,787	133,125	135,624	132,750	126,762	125,612	138,071	1,546,755
Support Revenue	4,760	5,158	4,781	4,783	4,579	5,088	4,536	3,453	4,307	4,605	5,440	5,749	57,239
Operating Inflows	172,704	147,054	133,809	145,103	160,834	170,469	181,905	195,500	193,483	189,363	199,098	214,337	2,103,659
Cost of Sales	56,196	44,057	43,880	39,350	43,595	39,537	44,203	42,462	43,199	44,798	43,220	43,781	528,278
Total COS	56,196	44,057	43,880	39,350	43,595	39,537	44,203	42,462	43,199	44,798	43,220	43,781	528,278
OPEX	5,122	3,681	3,624	3,585	3,675	3,363	3,657	3,734	3,702	3,507	3,457	4,418	45,525
Rent	11,000	11,219	11,219	11,219	11,219	11,219	11,219	11,219	11,219	11,219	11,219	11,219	134,409
Wages	39,617	39,617	39,617	39,617	39,617	39,617	39,617	39,617	39,617	39,617	39,617	39,617	475,404
Total OPEX	55,739	54,517	54,460	54,421	54,511	54,199	54,493	54,570	54,538	54,343	54,293	55,254	655,338
Operating Outflows	111,935	98,574	98,340	93,771	98,106	93,736	98,696	97,032	97,737	99,141	97,513	99,035	1,183,616
Net Operating Flows	60,769	48,480	35,469	51,332	62,728	76,733	83,209	98,468	95,746	90,222	101,585	115,302	920,043
Bank Loan	-1,512	-1,518	-1,523	-1,529	-1,535	-1,541	-1,546	-1,552	-1,558	-1,564	-1,570	-1,576	-18,524
Other Curr. Liabilities	-11,438	-29,250	-36,085	-1,335	-33,139	-1,335	-40,002	-1,335	-11,335	-35,502	-46,042	-1,335	-248,133
Payroll	-5,272	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-4,897	-59,139
Term Liabilities	-1,202	-1,208	-1,214	-1,220	-1,226	-1,232	-1,238	-1,244	-1,251	-1,257	-1,263	-1,269	-14,824
Non Operating Flows	-19,424	-36,873	-43,719	-8,981	-40,797	-9,005	-47,683	-9,028	-19,041	-43,220	-53,772	-9,077	-340,620
Opening Balance	914,549	955,894	967,501	959,251	1,001,602	1,023,533	1,091,261	1,126,787	1,216,227	1,292,932	1,339,934	1,387,747	914,549
Net Cash Flows	41,345	11,607	-8,250	42,351	21,931	67,728	35,526	89,440	76,705	47,002	47,813	106,225	579,423
Closing Balance	955,894	967,501	959,251	1,001,602	1,023,533	1,091,261	1,126,787	1,216,227	1,292,932	1,339,934	1,387,747	1,493,972	1,493,972

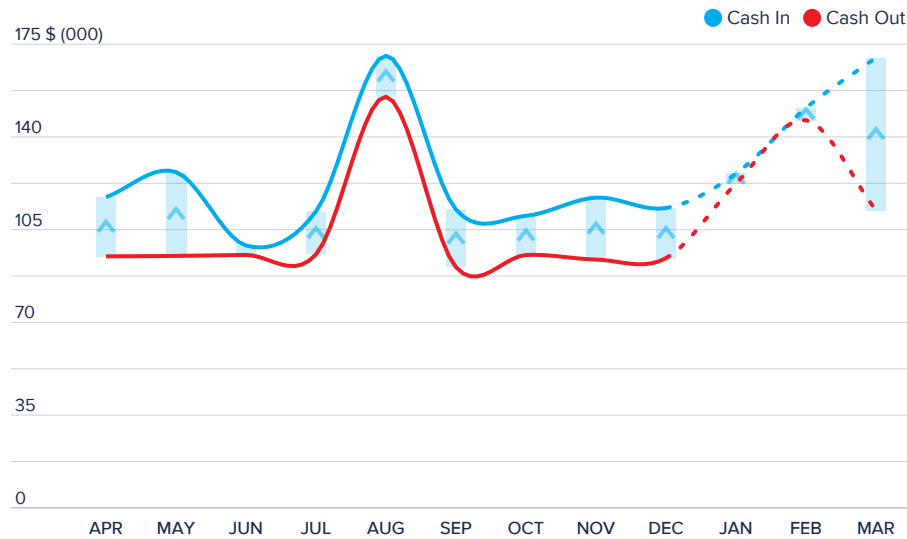
CASH ON HAND FORECASTS



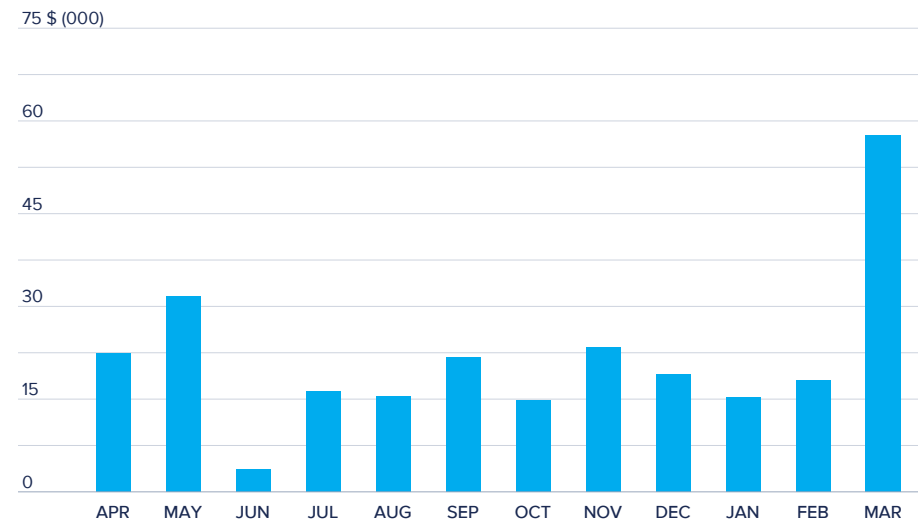
FORECASTED CASHFLOW



FORECAST CASH IN AND OUT



FORECAST CASH MOVEMENTS



	Apr 20 to Mar 21	Best vs Forecast Apr 20 to Mar 21			Worst vs Forecast Apr 20 to Mar 21		
	Forecast	Best	Variance	Variance %	Worst	Variance	Variance %
Overseas Revenue	288,899	375,569	86,670	30.0%	231,119	-57,780	-20.0%
Product Revenue	168,666	219,266	50,600	30.0%	134,932	-33,734	-20.0%
Project Revenue	1,338,938	1,740,618	401,680	30.0%	1,071,148	-267,790	-20.0%
Support Revenue	50,147	65,191	15,044	30.0%	40,118	-10,029	-20.0%
Total Revenue	1,846,650	2,400,644	553,994	30.0%	1,477,317	-369,333	-20.0%
Cost of Sales	449,000	404,100	-44,900	-10.0%	538,802	89,802	20.0%
Total Cost of Sales	449,000	404,100	-44,900	-10.0%	538,802	89,802	20.0%
Gross Profit	1,397,650	1,996,544	598,894	42.9%	938,515	-459,135	-32.9%
GP%	75.7%	83.2%			63.5%		
OPEX	68,310	71,318	3,008	4.4%	70,477	2,167	3.2%
Rent	117,072	111,216	-5,856	-5.0%	134,628	17,556	15.0%
Wages	534,168	482,088	-52,080	-9.7%	587,580	53,412	10.0%
Total OPEX	719,550	664,622	-54,928	-7.6%	792,685	73,135	10.2%
NOPBT	678,100	1,331,922	653,822	96.4%	145,830	-532,270	-78.5%
NOP%	36.7%	55.5%			9.9%		
Net Profit Before Tax	678,100	1,331,922	653,822	96.4%	145,830	-532,270	-78.5%
Tax	189,867	372,938	183,071	96.4%	40,833	-149,034	-78.5%
Net Profit	488,233	958,984	470,751	96.4%	104,997	-383,236	-78.5%

	As at Mar 21	Best vs Forecast As at Mar 21			Worst vs Forecast As at Mar 21		
	Forecast	Best	Variance	Variance %	Worst	Variance	Variance %
Accounts Receivable	167,479	320,977	153,498	91.7%	265,620	98,141	58.6%
Bank Accounts	1,493,954	1,996,461	502,507	33.6%	1,051,247	-442,707	-29.6%
Total Current Assets	1,661,433	2,317,438	656,005	39.5%	1,316,867	-344,566	-20.7%
Accumulated Depreciation	-105,527	-104,491	1,036	1.0%	-104,491	1,036	1.0%
Fixed Assets	297,812	297,812	0	0.0%	297,812	0	0.0%
Total Assets	1,853,718	2,510,759	657,041	35.4%	1,510,188	-343,530	-18.5%
Accounts Payable	46,524	98,398	51,874	111.5%	112,628	66,104	142.1%
Other Curr. Liabilities	713,828	786,939	73,111	10.2%	653,157	-60,671	-8.5%
Payroll	17,224	21,547	4,323	25.1%	22,514	5,290	30.7%
Total Current Liabilities	777,576	906,884	129,308	16.6%	788,299	10,723	1.4%
Bank Loan	-30,666	-29,171	1,495	4.9%	-29,171	1,495	4.9%
Term Liabilities	46,356	47,540	1,184	2.6%	47,540	1,184	2.6%
Total Liabilities	793,266	925,253	131,987	16.6%	806,668	13,402	1.7%
Net Assets	1,060,452	1,585,506	525,054	49.5%	703,520	-356,932	-33.7%

	Apr 20 to Mar 21	Best vs Forecast Apr 20 to Mar 21			Worst vs Forecast Apr 20 to Mar 21		
	Forecast	Best	Variance	Variance %	Worst	Variance	Variance %
Overseas Revenue	307,383	399,599	92,216	30.0%	245,908	-61,475	-20.0%
Product Revenue	192,282	247,432	55,150	28.7%	155,509	-36,773	-19.1%
Project Revenue	1,546,755	1,986,744	439,989	28.4%	1,253,423	-293,332	-19.0%
Support Revenue	57,239	73,758	16,519	28.9%	46,223	-11,016	-19.2%
Operating Inflows	2,103,659	2,707,533	603,874	28.7%	1,701,063	-402,596	-19.1%
Cost of Sales	528,278	480,631	-47,647	-9.0%	623,577	95,299	18.0%
Total COS	528,278	480,631	-47,647	-9.0%	623,577	95,299	18.0%
OPEX	45,525	50,159	4,634	10.2%	45,536	11	0.0%
Rent	134,409	128,238	-6,171	-4.6%	152,922	18,513	13.8%
Wages	475,404	429,060	-46,344	-9.7%	522,948	47,544	10.0%
Total OPEX	655,338	607,457	-47,881	-7.3%	721,406	66,068	10.1%
Operating Outflows	1,183,616	1,088,088	-95,528	-8.1%	1,344,983	161,367	13.6%
Net Operating Flows	920,043	1,619,445	699,402	76.0%	356,080	-563,963	-61.3%
Bank Loan	-18,524	-18,524	0	0.0%	-18,524	0	0.0%
Other Curr. Liabilities	-248,133	-434,657	-186,524	-75.2%	-135,886	112,247	45.2%
Payroll	-59,139	-53,881	5,258	8.9%	-64,518	-5,379	-9.1%
Term Liabilities	-14,824	-14,824	0	0.0%	-14,824	0	0.0%
Non Operating Flows	-340,620	-521,886	-181,266	-53.2%	-233,752	106,868	31.4%
Opening Balance	914,549	898,921	-15,628	-1.7%	928,921	14,372	1.6%
Net Cash Flows	579,423	1,097,559	518,136	89.4%	122,328	-457,095	-78.9%
Closing Balance	1,493,972	1,996,480	502,508	33.6%	1,051,249	-442,723	-29.6%