



**AUSGREEN**  
— SOLAR SOLUTIONS —

**BUSINESS PLAN**

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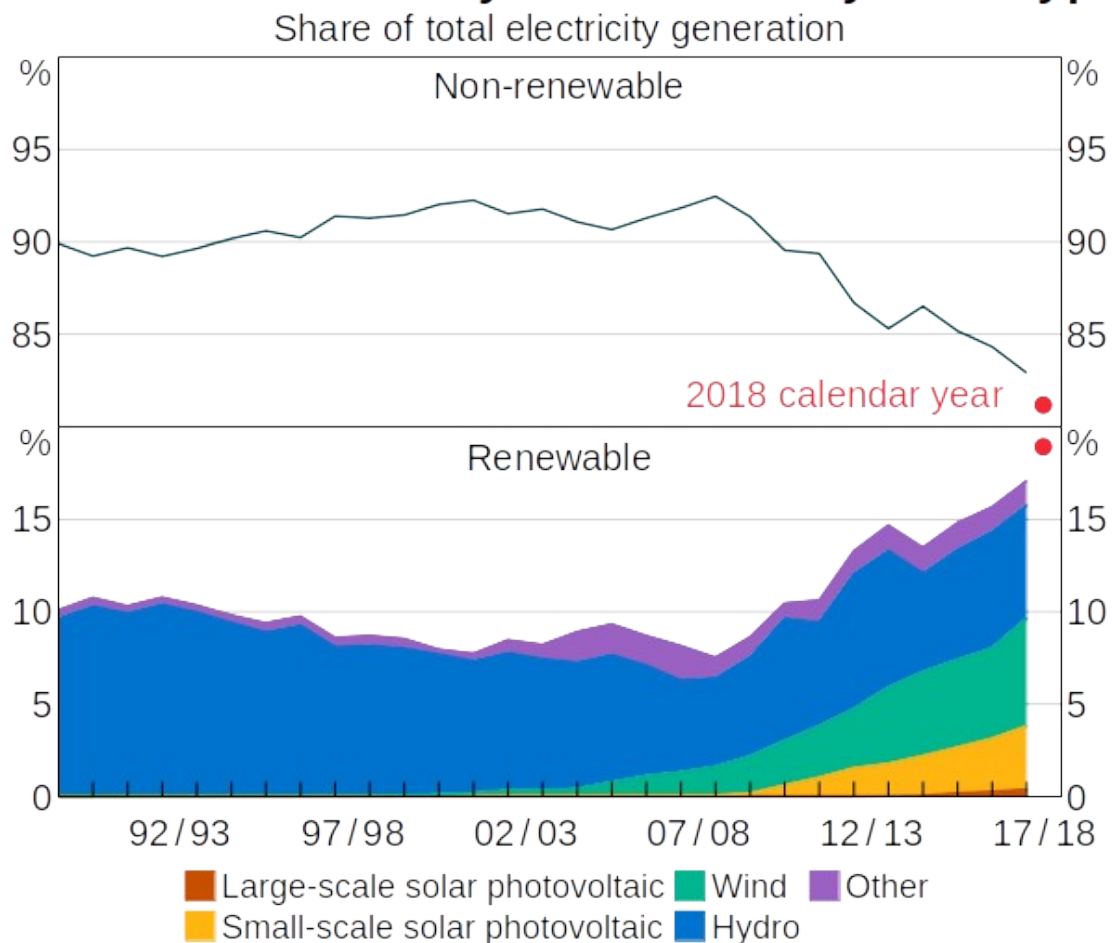
## EXECUTIVE SUMMARY

### 1.1 Introduction

Electricity and fuel prices escalate and environmental problems due to power production is nothing new and day by day becoming more apparent, thus energy efficient gadgets and solar renewable energy production becoming more of a the onluy true practical options for property owners and energy consumers to reduce energy bills, optimize investment and invest in long term sustainability and stability.

**The Stats And Charts That Makes Us Confident:**

### Australian Electricity Generation by Fuel Type



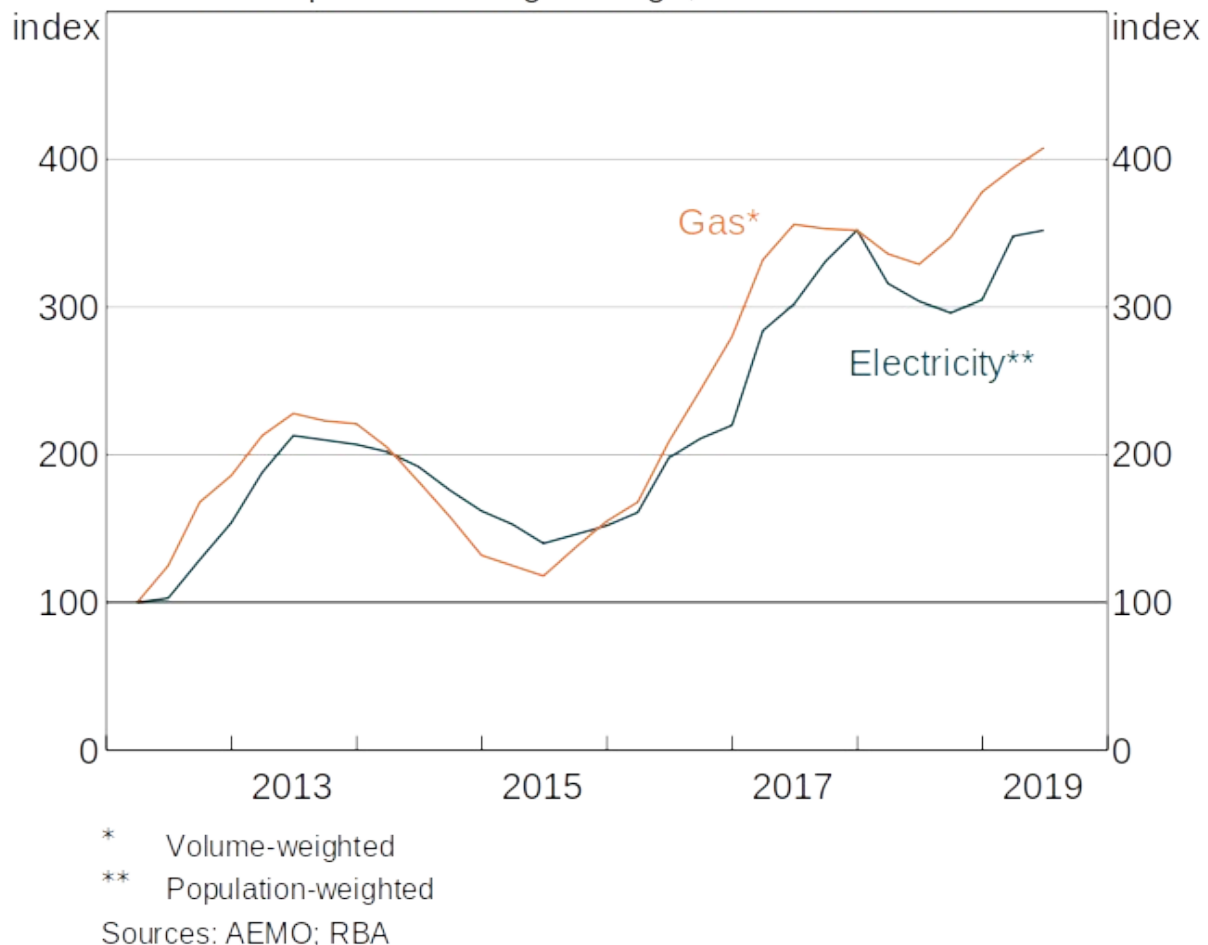
Source: Department of the Environment and Energy

Since 2013, Ausgreen Solar Solutions is motivated by the immense opportunities in the industry and made a strong customer base with reputation to trust for long run services like solar energy for 25 years.

We as a team observed renewable energy investment has increased significantly in Australia over recent years, contributing to a continuing shift in the energy generation mix away from traditional fossil fuel sources.

## Wholesale NEM Gas and Electricity Prices

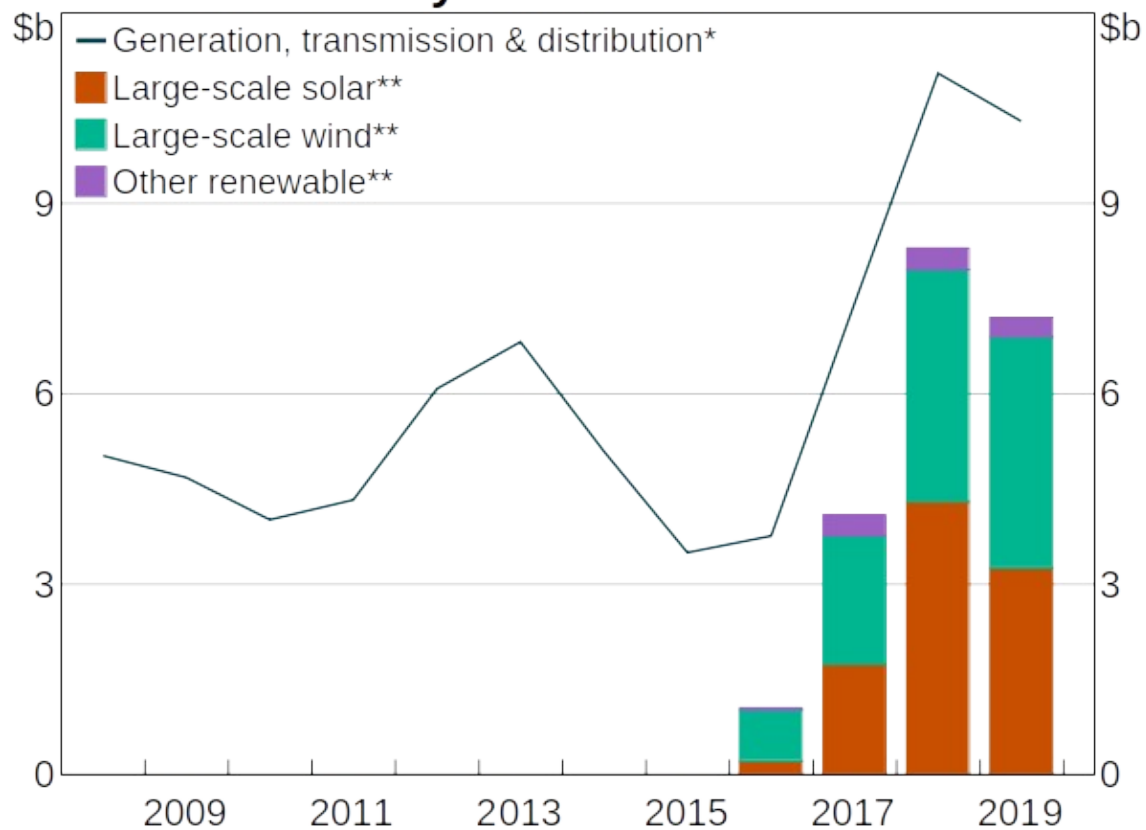
Four-quarter moving average, March 2012 = 100



And the assumption that we have, the investment in renewable energy has moderated from its recent peak and is likely to decline further over the next year or two however consistent support and commitment from Australian Government and Australia's geographical advantage in the longer term, the transition towards renewable energy is expected to continue.

Significant coal-fired generation capacity will be retired over coming decades and is likely to be replaced mainly by distributed energy resources and large-scale renewable energy generators, supported by energy storage which makes our investment in the industry promising.

## Electricity-related Investment



\* Renewable and non-renewable; work done by the private sector for the private sector; 2019 observation annualised

\*\* Capital expenditure is assumed to be distributed equally over the project's life; 'other renewable' includes large-scale battery, biomass, pumped hydro and hybrid

Sources: ABS; Clean Energy Council; Clean Energy Regulator; company websites; Deloitte Access Economics; public reports; RBA

Australia has plentiful and widely distributed wind, solar, geothermal, wave and tidal resources. Hydro energy resources have been extensively developed, and wind, solar and bio energy resources are increasingly being exploited for electricity generation.

Although adoption of offset technologies (e.g. geothermal heat pumps, solar hot water) has gradually increased, the other renewable energy resources remain largely untapped for electricity generation.

The utilization of renewable energy will continue to increase significantly to around 2020, reflecting government policies (e.g. the Renewable Energy Target) and falling installation costs.



Advances in renewable energy generation and storage technologies and better mapping of resource potential will be important for continued uptake, and so will technologies and policies for grid integration.

### Renewable Energy Generation by State

State	Actual in 2018 %	Renewable energy generation commitment <sup>(a)</sup>
NSW	17	No commitment
Vic	17	25 per cent by 2020, 40 per cent by 2025, 50 per cent by 2030
Qld	9	50 per cent by 2030
WA	8	No commitment
SA	51	No commitment
Tas	95	100 per cent by 2022
ACT	54	100 per cent by 2020
NT	4	50 per cent by 2030
<b>Aus</b>	<b>19</b>	<b>23.5 percent by 2020</b>

Sources: Climate Council; Department of the Environment and Energy; State government websites

### Product And Service Delivery Plan:

We will provide personalized professional consultation with each potential customer/business to provide them with guidance and resources and help navigate through the multitude of technology options and incentives available to property owners and businesses in Greater Sydney.

The purpose or motto of our business is to assure well-informed decisions by consumers about their solar and energy efficiency options, and thereby promote the development of a competitive, consumer-centred solar industry.

The works will be conducted by qualified and CEC certified technicians who have experience and in-depth knowledge of the solar and energy efficiency markets and who are able to connect clients with long term energy solutions, including efficiency in Sydney suburbs. We desire to use solar technologies to improve comfort, reduce energy bills and encourage long-term environmental sustainability.

### 1.2 Business Fit in the Industry

In ever-changing and innovative fields such as the renewable energy and energy efficiency industries, it is not easy to keep abreast of technological advancements. As such, the experts in the field are nearly always installers or manufacturer

representatives. Since the supplier of the products and services will almost always know more about the industry than the customer, there is often asymmetric information conveyed to the potential customer, in that the vendor may only share information that is likely to convince the potential customer to buy the system or upgrades.

In order to overcome the market barriers currently preventing the widespread adoption of energy efficiency upgrades and solar energy generation and energy efficiency upgrades, the Ausgreen Solar Solutions initiative will contain elements aimed at removing or reducing these barriers. Our Initiative will deliver convenient, streamlined access to solar technology with access to competitive financing, thorough information and quality assurance.

Increasing concern about global warming, government support on carbon pricing, pull factors to introduce more solar based energy solutions will assist us to fit into the industry in a profitable, sustainable way.

## **BUSINESS SUMMARY**

### **2.1 Business Objective**

**Ausgreen Solar Solutions plans to:**

- To ensure net profit in every financial calendar ;
- Achieve more than 4 Million sales revenue per year; Significantly consider to invest in similar project, increase profit margin and reduce operational and incidental costs.
- Develop market package detailing standard features and benefits offered for individual; Periodically review financial controls and accounting system to ensure risk minimized.
- Indicative investment target are updated annually for project planning and financial control purpose.
- To be one of the first choice in the local market in the renewable energy industry in the 3 financial year.
- Build trust and display consistency and sustainability through each action and activities.

### **2.2 Keys to Success**

Ausgreen Solar Solutions believes success depends on following factors:

- Serving the investors, share holders, partners and vendors and meet their expectations;
- Investment Security: Investment back-up in urgent, if estimated sales does not meet;

- Human resource management: Training, skills and personnel expense management;
- Risk Management: Calculate and forecast risk, and manage accordingly pro-actively;
- Marketing: Use proper effective and new generation marketing channels; Cost control: The overall cost of project maintain at calculated level; Quality: Quality to ensure in each and every single project of solar work.
- Customer Satisfaction: The ultimate factor to sustain in the ever challenging is to gain trust from the customers through service delivery and Ausgreen Solar Solutions adopted many plans like survey to understand customers view, dedicated customer oriented performance center as per COPC standard and advanced management applications to stay ahead in the market;

## 2.3 Mission Statement and Values

Ausgreen Solar Solutions mission to concentrate on customer satisfaction and quality project that is guaranteed quality and sustainable.

Profitability through quality, efficiency and trained personnel is our mission to state and carry forward. Our service is not only to generate revenue; but also giving a very good impression to the energy customers regarding the wonderful customer service and quality work by its dedicated and qualified internal recruited and contract staff. Our Values ranges from are teamwork, ownership, quality, on time delivery and price to save environment.

**Mission:** To be one of the best resources, services and solution providers in Australian renewable energy industry.

**Vission:** Introduce Sustainable Energy Solutions to contribute to global environment and serve the customer, vendors, government and at large the society.

**Value:** Honest in every action

## 2.4 Business Details

Business Name	Ausgreen Solar Solutions
Business Structure	
CEO	Mostafa Merchant
Director	B M MORSHED
Consultant	Mohammad Al Otaibi
PV System Designer	Russell Hasan
Master Installer	David McMillan



## Business Details As Per The Australian Government Record,

ABN details		help
Entity name:	SKLATE PTY. LTD.	
ABN status:	Active from 19 Jun 2013	
Entity type:	<a href="#">Australian Private Company</a>	
Goods & Services Tax (GST):	Registered from 01 Jul 2013	
Main business location:	NSW 2207	

Business name(s)		help
Business name	From	
<a href="#">AUSGREEN SOLAR SOLUTIONS</a>	25 Mar 2020	

ASIC registration - ACN or ARBN	
163 320 723 <a href="#">View record on the ASIC website</a>	

Deductible gift recipient status		help
Not entitled to receive tax deductible gifts		

## Business Registration Copy As Per Published On Govt. Website,



### Business Name Details

Extracted from ASIC's database at AEST 17:13:12 on 07/08/2020

Business name:	AUSGREEN SOLAR SOLUTIONS		
Status:	Registered		
Registration date:	20/06/2013		
Renewal date:	20/06/2022		
Address for service of documents:	19 296 Marrickville Rd Marrickville NSW 2204		
Principal place of business:	3 48 Washington St Bexley NSW 2207		
Holder(s) details:	Holder name: SKLATE PTY. LTD.		
	Holder type: Body Corporate		
	ABN: 67 163 320 723		
Debtor representative(s):	not applicable		
Notified successor(s):	not applicable		
Regulator:	Australian Securities and Investments Commission		

## Australian Clean Energy Council Registration,



**THIS IS TO CERTIFY  
CLEAN ENERGY COUNCIL MEMBERSHIP FOR**  
Ausgreen Solar Solutions

**MEMBERSHIP LEVEL**  
Network

**MEMBERSHIP YEAR**  
2020/2021

The Clean Energy Council required members to operate according to the principles set forth by the Board in the Membership Code of Conduct and to comply with membership terms and conditions.

Kane Thorton  
CHIEF EXECUTIVE

Membership Expires  
26/04/2021

**The Clean Energy Council is the peak body  
working with Australia's clean energy industry.**

## **2.5 Company Ownership and Operation**

Ausgreen Solar Solutions Pty. Ltd. is a private company. Company's CEO Mostafa Merchant & Director BM Morshed both experienced in delivering solar projects over last 10 years herein Australia. And both of them are sharing certain role and responsibilities and will be responsible for management of development, operational, financing and personnel management, directly or through contractors, sub-contractors and other suppliers and professionals whenever require. Further to this, with statutory, federal and council rules, regulation and permission, direct himself or employed agent will responsible to execute all job proportionately, directly or through external parties.

Experience with the program will inform ongoing solar consulting programs designed to promote a competitive, customer-centred solar industry in greater Sydney region. Our operational efficiency will based on:

Assessment of customer's needs and current energy baseline; Overarching presentation of the energy efficiency and solar technology program offerings; Financial assessment for different technology options and flexibility.

## **2.6 Personnel, Management and Training Plan**

### **Management Summary**

Innovative professional with 10 years of progressive experience within the Energy & Solar sales industry and the skills to drive business growth, capitalize on new revenue potential, and manage all aspects of daily business operations.

Expertise in acquisition and retention sales, pricing strategies, client relations and needs assessment, marketing, administration, and staff training, supervision, motivation and mentoring.

Proactive leader with refined business acumen and exemplary people skills. Facilitate a team approach to achieve organizational objectives, increase productivity and enhance employee morale.

Quick study, with an ability to easily grasp and put into application new ideas, concepts, methods and technologies. Dedicated, innovative and self-motivated team player/builder.

Exceptional leadership, organizational, oral/written communication, interpersonal, analytical, and problem resolution skills. Thrive in both independent and collaborative work environments.

Our business venture established based on experienced personnel and management team.

Our well trained and continuous skill enhancing facilities will be benefited and fairly compensated. Our salary and wages comply all law and rules by fair works, federal and statutory regulations. Per employee sales turnover target is at least \$500,000, full time salary per employee more than \$50,000 and our planned staff is in good proportion to projected revenue. Employee expense anticipated to increase at least up to 5% per year and will remains less than 30% of sales revenue. The personnel plan reflects what we would like to keep as a steady positioning throughout the years. Our total employee headcount will increase from 20% in next 2 years to manage a profitable business.

### **Additional Training and E-learning Tool**

To qualify government incentives, solar power systems must be installed by a professional accredited with the Clean Energy Council.

All of our employee have following mandatory qualification:

- Must be a licensed electrician
- Must complete a certified training course and pass assessments under the National Training Scheme
- Must submit case studies and complete ongoing professional development to retain accreditation Must have public liability insurance

### **Our Staff skills and Training programme includes,**

- Health and Occupational Safety
- Coaching and Mentoring for Team Leader
- Essential customer service skills training
- Multi-skilled and cross-role training
- New Employee Training
- Time management training
- Stock control training

We are focusing on various ranges of ongoing training programme for professional development, which will add or refresh their skills and bring vibrancy to the business. Training is important part to establish successful business and loyal employee, and our budget is not less than 2% of salary and wages will spend on any or combinations of above. We will arrange training programme based on individual skill and work-share, which will be:

- Relevant
- Convenient
- Timely
- Affordable
- Industry Specific

## Training Outcome

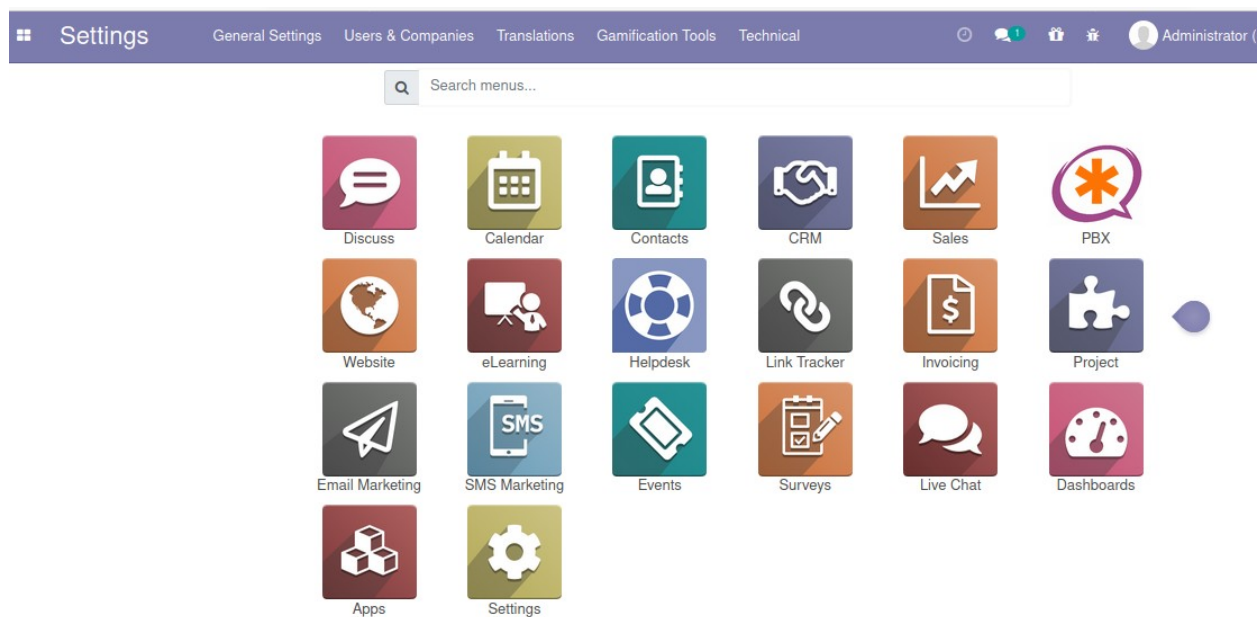
Improving the quality and consistency of training outcomes through collaboration with Skills; Maximise profitability of solar businesses by equipping employees with the skills to ensure customer interactions are converted to optimal revenue; Communication and demonstration of the benefits of quality training provision both accredited and non-accredited (external or in house) training programs.

## Development Plan:

We observed in recent business environment that technologies are also playing key role in sustaining and staying ahead. And we have invested our interest, resources and investment into business management applications equipped with advance information technology which will help us in make timely critical management decisions. We have implement advance AI integrated enterprise resource planning (ERP), customer relationship management (CRM) and other key business management applications help us gain extra edge in the competitive market. We have continuous learning program for our employees on business management applications which are being developed by our dedicated business application, digital asset developed and management team.

## Seamless Business Operation Management:

It has been proven that seamless operations management and communication system plays a great role in achieving success and we have invested our valuable investment in developing application to stay ahead,



## MARKET ANALYSIS SUMMARY

### 3.1 SWOT Analysis

Strength	Weakness
<ul style="list-style-type: none"><li>• Experience as Ausgreen Solar Solutions is into business since 2013;</li><li>• Available government incentives</li><li>• Low cost materials and quality assurance;</li><li>• Government support and funds for overcoming current pandemic effect</li><li>• Advanced Business management application</li><li>• Dedicated team and outsourcing opportunity</li><li>• Offshore back office team</li><li>• Offshore digital marketing team</li><li>• Dedicated development team</li><li>• Information technologies and assets</li></ul>	<ul style="list-style-type: none"><li>• Due to China's current situation we might experience shortage of supply.</li><li>• Shortage of sales and marketing professionals</li><li>• Shortage of easily accessible finance on time.</li></ul>
Opportunity	Threat
<ul style="list-style-type: none"><li>• Due recent pandemic there is tendency in asking people to work from and thus residential market is about to grow.</li><li>• Current cost cutting attitude in businesses will make them to switch to solar to cut down their fixed energy cost.</li><li>• Awareness about health and environment is at peak and this will make people to switch to solar energy.</li><li>• Offshore digital marketing and back office team</li><li>• More than 70% existing system needs to upgrade which are below 2 KW capacity</li></ul>	<ul style="list-style-type: none"><li>• Post pandemic effect and economic slow down.</li><li>• Staffs are not comfortable in outdoor jobs.</li><li>• Rising attrition in sales and marketing job</li></ul>

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### 3.2 Marketing- Myths and Facts

**Ausgreen solar solution will represent through following real facts to potential customers:**

Myth	Fact
Solar panels are very expensive.	Solar panels are an increasingly affordable option that will save households money in the long run.
Subsidies for solar and 'green schemes' are why electricity bills are going up.	Subsidies for domestic solar power account for only around 6 per cent of the average household electricity bill now and this is forecast to fall by 2020.
Solar panels are often installed badly.	The solar industry is well regulated and safe.
Household solar is just 'tinkering round the edges' of the electricity market.	Household solar is helping reduce our overall demand for energy.
Solar systems drive the need for expensive grid upgrades.	The need for grid upgrades is driven by rising peak demand and insufficient investment in the electricity network over the last 20 years.
Solar panels are an expensive way to cut greenhouse gas emissions.	Cutting emissions is just one of solar's benefits.
Solar can only ever make a small contribution to our energy needs because it doesn't produce power at night.	Solar already makes a significant contribution and it's just getting started.
Renewable energy can't compete economically with burning coal for power.	The fossil fuel industry is heavily subsidised.
We need big breakthroughs in solar research and development to push the price down further, so government subsidies in Australia make no difference.	Government subsidies help build local economies of scale, not reduce technology cost.
Green schemes help the rich buy solar, subsidised by the poor.	Lower and fixed income households are driving the solar boom.



### **3.3 Target Customers**

The assumptions that define the group of target customers are applied to estimating the technical, economic and market potential for all three technologies.

#### **Residential**

Potential residential customers in greater Sydney will most likely be owner-occupants of single-family homes. Only residential customers that own their own homes will be able to take advantage of the government incentives. In renter-occupied buildings, the tenants almost always pay utilities, so the landlord has little or no incentive to reduce utility bills by investing in energy efficiency or renewable technologies.

#### **Commercial**

Potential commercial customers in the Ausgreen Solar Solution will include all businesses in the Greater Sydney. In business spaces, energy efficiency upgrades and renewable energy technologies greatly encourage quick leasing, since the renting business can use these green features in their marketing. Thus, we assume a greater landlord interest in energy efficiency upgrades and solar upgrades for businesses than for residences.

### **3.4 Market potential**

#### **Energy Efficiency**

Since solar energy generation and energy efficiency upgrades cater to potential customers' for environmental values, we assume that not everyone in the technical and economic potential subsets would be interested in joining the solar energy solutions, since non-economic market barriers still persist. According to market survey, 75% of the respondents said they were willing to sign up for the solar energy within the first twelve months.

### **3.5 Marketing Technique**

The Marketing Plan of Ausgreen Solar Solutions shall rely on both unpaid marketing and communications. Since as Industry, we have already received substantial media attention, the majority of marketing will rely on the paid and other unpaid strategies. All marketing tasks will be conducted and facilitated by Ausgreen Solar Solutions.

#### **Paid Marketing**

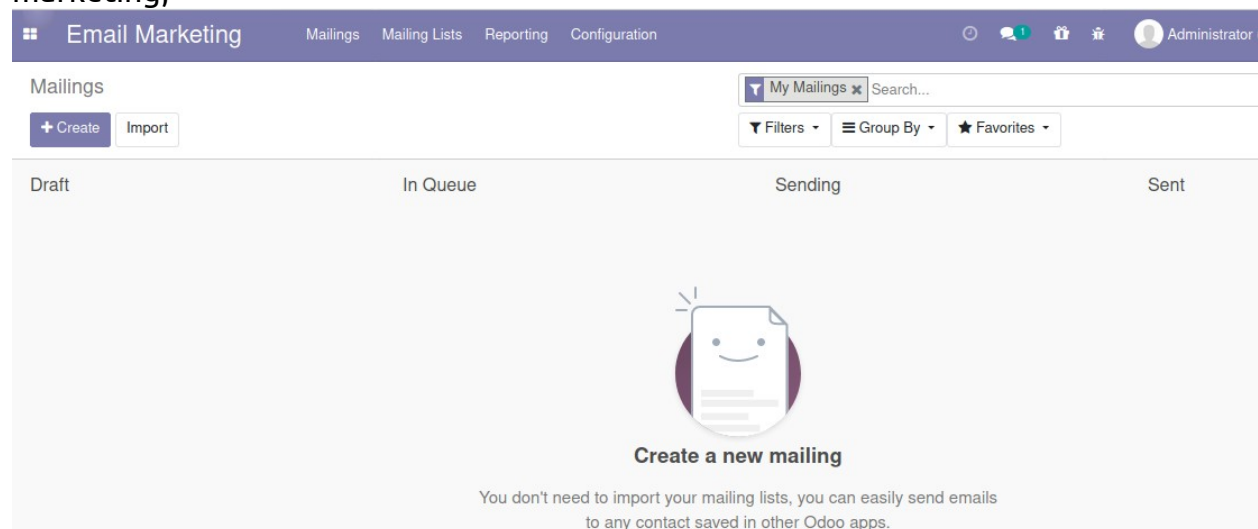
Paid advertising for Ausgreen Solar Solutions will come as: informative materials sent to target audiences. For informative marketing purposes, we will segment our target audience as follows:

- Solar and Energy Efficiency Contractors
- Homeowners
- Business Owners and Commercial Property Owners Public agencies
- Solar equipment product suppliers
- Builders and General contractors
- Real estate professionals

## Email

Email campaigns will be sent to property owners, system installers and contractors, and system suppliers since these are the direct players in the program. Property owners and contractors will be contacted by email and brochures.

We have advance email marketing application to take maximum out of email marketing,



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## Website

We are quipped with all the advanced digital applications and our website truns every visitors to a ever lasting lead we have advance link tracking, lead sourcing, automated marketing, blogging and coumunitty foram to draw visitors

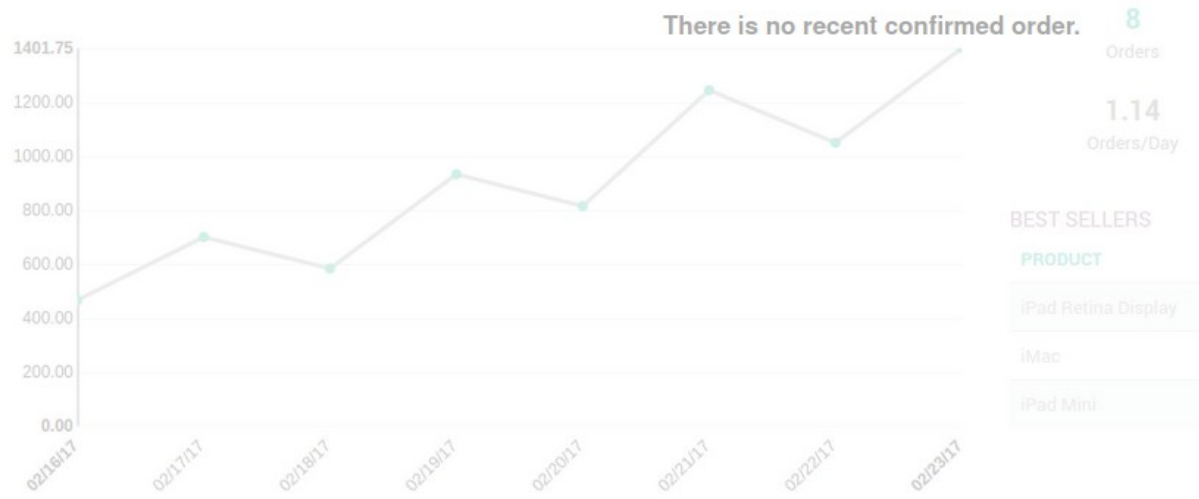
Website

DashboardOrdersProductsBlogsForumVisitorsReportingConfiguration

Analytics

Go to Website

## SALES SINCE LAST WEEK



All marketing campaigns and materials have direct potential customers to Ausgreen Solar Solutions website and will provide the following information, Program Overview; Program Benefits; Participation Process; Contact information for service provider; Quality, warranty and service details.

## SMS Marketing

We are quipped with SMS marketing application and we initiate sms broadcasting to generate leads periodically,

SMS Marketing

SMS MarketingContacts ListsReportingConfiguration

SMS Marketing

My SMS Marketing

Search...

Filters

Group By

Favorites

Draft

In Queue

Sending

Sent

Create a new SMS Marketing

You can easily send SMS to any contact saved in other Odoo apps.

## Social Media Marketing And Search Engine Optimization:

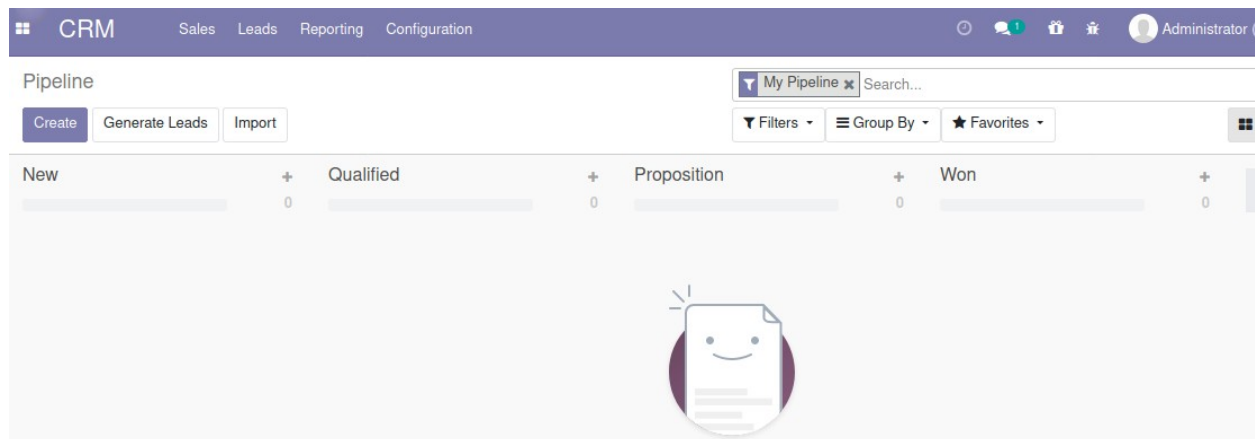
We have dedicate off-shore team to manage social media marketing and we consistently run paid marketing through various social media plaform such as Facebook, Linkedin, Twitter.

Our inhouse digital marketing application is built with advanced SEO application to get a better ranking on search engine, blogging and community forum.

## 3.6 Pre-Sales Service Benefits

### Customer Relationship Management Application:

Our customer relationship mamagement application is equipped with many effective features startting from lead sorcing to project management and helpdesk management.



We will emphasise and discuss on followings on Free consultation meeting

- Quality Control;
- Coordination of training services for personnel.

Once provided with a potential customer's contact information, our employee will set up an in-person informational meeting with the customer to help plan their upgrade. The average time commitment per customer is set for two hours, though some meetings may exceed or fall short of this estimate. We will ask the customer to bring materials to the meeting in order to hone the customer's interests and find the most appropriate upgrade or technology. These materials could include but are not limited to the following:

- Past electric and gas utility bills (paper copies or electronic)
- House plans
- Age or era of the house
- Orientation and roof area of the house
- Contractor bids (if at that stage)
- Results of energy efficiency audit (if available)

**During the meeting,** the service provider will listen to the client’s interests and assess his or her materials to identify the most suitable technology package and energy portfolio. The exercises the service provider may do with the client could include:

**Technology analysis:** Fully explain energy efficiency upgrades and solar energy options as they relate to the specific property. Answer any technical questions and refer the customer to other technical resources. Encourage the customer to decide on a set of technologies.

**Assistance evaluating installer companies or bids:** Provide lists of local, licensed contractors or contractor certification companies to help the customer decide.

Evaluate specific bids that the customer has already obtained based on appropriateness of technology, cost, service quality, credentials, reputation, size, responsiveness and breadth of service.

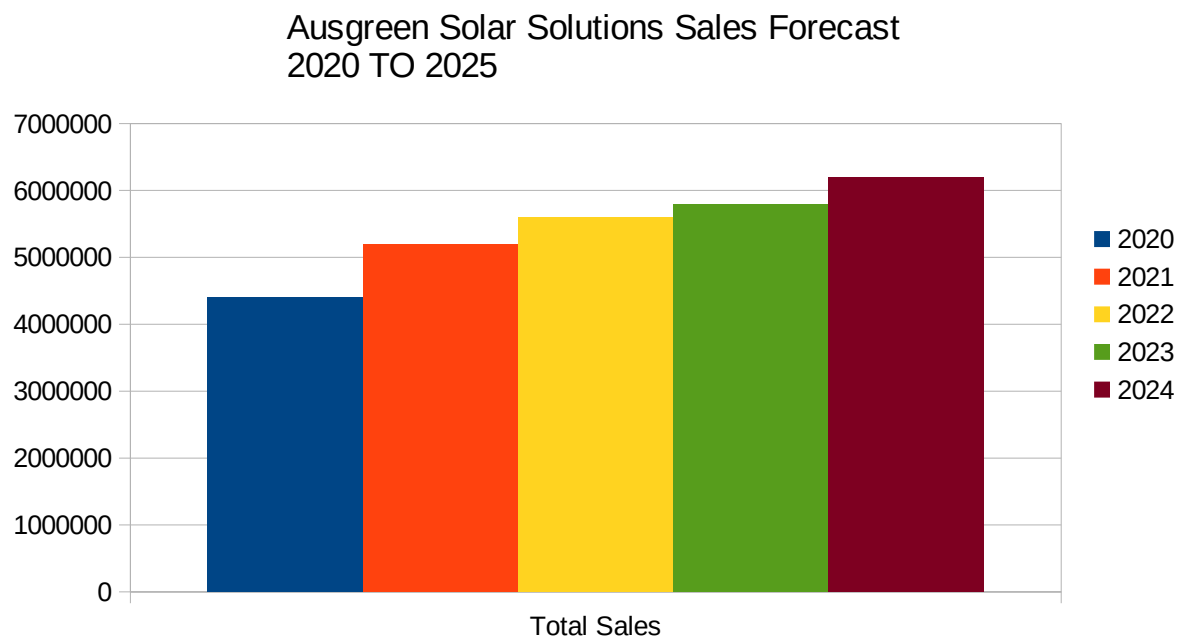
**Financial analysis:** Present the customer with options for financing, including advise on government incentives or available finance facilities.

**Discussion of benefits and potential concerns:** Present the customer with benefits of the program and of the technologies, including cost savings, improved comfort, environmental benefits, and increased property resale value. If applicable, discuss potential concerns, including roof penetrations and visual impact.

### 3.7 Sales Forecast Next 5 Years

Financial Year	2020	2021	2022	2023	2024
Total Sales	4400000	5200000	5600000	5800000	6200000

### FINANCIAL PLAN



## 4.1 Financial Plan

This financial plan is based on assumption that we have access to equity capital and financing sufficient to maintain our financial plan as shown in the tables.

- Net Profitable from first financial year;
- Sales Growth expected up to 10% in long term;
- Costs will increase at a rate of 5% per year;
- Re-invest 20% of Net Profit for business expansion;
- Maintain Gross Profit 60% of Sales Revenue and Net profit 20% to 25% of sales revenue.

## 4.2 Draft Cash-Flow Past 5 Years

Cash flow is very important for our daily operations and long term survival. Ausgreen Solar Solutions will maintain and forecast positive cash flow at all times as per calculated forecast.

Financial Year	2013/14	2014/15	2015/16	2016/17	2017/18
<b>Total Cash Receipts</b>	<b>2262000</b>	<b>2488200</b>	<b>2737020</b>	<b>3010722</b>	<b>3311794</b>
Solar Installation	1922700	2114970	2326467	2559114	2815025
GST Collected	226200	248820	273702	301072	331179
Others Sales	113100	124410	136851	150536	165590
<b>Total Cash Outflows</b>	<b>1391130</b>	<b>1496313</b>	<b>1610318</b>	<b>1733942</b>	<b>1868058</b>
Solar Materials, Installation	678600	712530	748157	785564	824843
Commission	326200	348820	373702	401072	431179
Payroll	226200	248820	273702	301072	331179
Utilities	45240	49764	54740	60214	66236
Training and Development	22620	24882	27370	30107	33118
Insurance	33930	37323	41055	45161	49677
GST Paid	113100	124410	136851	150536	165590
Miscellaneous Paid Outs	45240	49764	54740	60214	66236
<b>Net Cash Flow</b>	<b>770870</b>	<b>891887</b>	<b>1026702</b>	<b>1176780</b>	<b>1343736</b>

## 4.3 Draft Profit-Loss Past 5 Years

Financial Year	2013/14	2014/15	2015/16	2016/17	2017/18
Total Sales	\$2,262,000	\$2,488,200	\$2,737,020	\$3,010,722	\$3,311,794
Less COGS	\$678,600	\$746,460	\$821,106	\$903,217	\$993,538
<b>Gross Profit</b>	<b>\$1,583,400</b>	<b>\$1,741,740</b>	<b>\$1,915,914</b>	<b>\$2,107,505</b>	<b>\$2,318,256</b>
<b>Less Expenditure</b>					
Accounting	3000	3500	4000	4500	5000
Advertisement	10000	15000	15000	15000	20000
Bank Fees	500	500	500	500	200
Cleaning	800	500	500	500	500
Computer Expenses	1000	1000	1000	1000	1000
Electricity and Gas	5000	5500	5200	5500	6000
General Expenses	5000	5000	5000	6000	6000
Merchant Fees	2500	2000	2000	2000	2000
MV Expenses	20000	25000	30000	35000	35000
Others Fees and Charges	1000	1000	1000	1000	1000
Printing and Stationary	1000	1000	1000	1500	1500
Postage	100	100	100	150	200
Rent	60000	60000	60000	60000	60000
Telephone and Internet	3000	3150	3308	3473	3647
Training and Development	22620	24882	27370	30107	33118
Salary and Wages	226200	248820	273702	301072	331179
Superannuation	21489	24882	28739	33118	38086
Workers Compensation	10000	13500	15000	17500	20000
Commission Sales	326200	348820	373702	401072	431179
Tax Payable	284697	312551	345677	381345	421324
Insurance	15000	15750	16538	17364	18233
<b>Total Expenditure</b>	<b>1019106</b>	<b>1112455</b>	<b>1209335</b>	<b>1317701</b>	<b>1435166</b>
<b>Net Profit</b>	<b>\$564,294</b>	<b>\$629,285</b>	<b>\$706,579</b>	<b>\$789,804</b>	<b>\$883,090</b>

#### 4.4 Draft Balance Sheet Past 5 Years

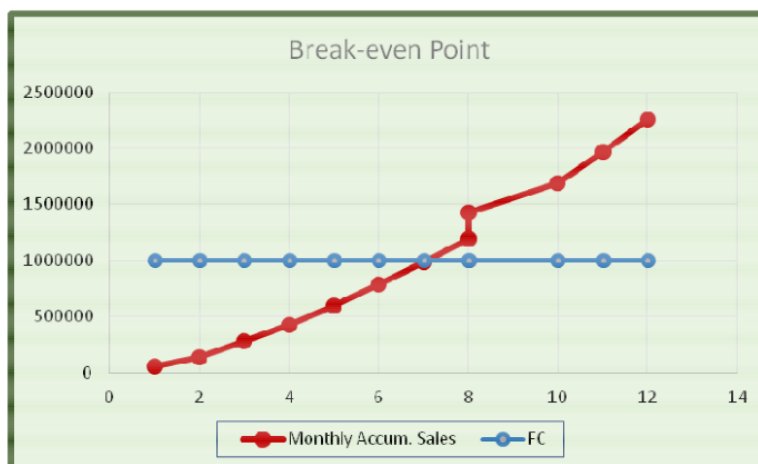
Gross Profit Margin	70.00%	70.00%	70.00%	70.00%	70.00%
Net Profit Margin	24.95%	25.29%	25.82%	26.23%	26.67%
Current	714.29%	732.51%	750.44%	768.03%	785.21%



Financial Year	2013/14	2014/15	2015/16	2016/17	2017/18
<b>Assets</b>					
Cash	600000	720000	864000	1036800	1244160
Accounts Receivable	50000	60000	72000	86400	103680
Prepaid Expenses	100000	110000	121000	133100	146410
Equipment and Furniture	80000	100000	120000	140000	150000
Accumulated Depreciation	5000	6000	7000	8000	8000
<b>Total Assets</b>	<b>835000</b>	<b>996000</b>	<b>1184000</b>	<b>1404300</b>	<b>1652250</b>
<b>Liabilities and Capital</b>					
Accounts Payable	60000	72000	86400	103680	124416
Salaries Payable	20000	22000	24200	26620	29282
Other Current Liabilities	25000	27500	30250	33275	36602.5
Long Term Liabilities	25000	23750	22562.5	21434.375	20362.65625
<b>Total Liabilities</b>	<b>130000</b>	<b>145250</b>	<b>163412.5</b>	<b>185009.375</b>	<b>210663.1563</b>
Paid in Capital	100000	110000	121000	143100	151410
Retained Earnings	<b>564293.7</b>	<b>629285.2</b>	<b>706579.263</b>	<b>789804.012</b>	<b>883090.0216</b>
Others	40706.3	111464.8	193008.237	286386.613	407086.8222
<b>Total Capital</b>	<b>705000</b>	<b>850750</b>	<b>1020587.5</b>	<b>1219290.63</b>	<b>1441586.844</b>
<b>Total Liabilities and Capital</b>	<b>835000</b>	<b>996000</b>	<b>1184000</b>	<b>1404300</b>	<b>1652250</b>

#### 4.5 Draft Break Even Past 5 Years

Month	1	2	3	4	5	6	7	8
Monthly Sales	50000	85240	140480	150000	175000	185000	195000	210000
Monthly Accum. Sales	50000	135240	275720	425720	600720	785720	980720	1190720
Fixed cost	1000000							



**Conclusion:**

We invested money in long term venture which has been realistically calculated financially profitable, technically feasible, good for customers, staff, the community at large, and the environment in summary. Economical technology, increasing high demand and efficient staff will turn our business profitable both in short and long term. Even where all business based on risk and return, our initiative has calculated very low financial and economic risk. In summary, we are investing to make profit and save environment at same time with infinite commitment to earth.