

Prognose BV		Jan-14
Stand 1 april		
Schatting omzet afgerond		
Inkoop%		
Inkoop		
Brutowinst		
lonen	nettoloon	
	loonbelasting	
	BTER	
	vakantiegeld	
	verzuim	
Totaal lonen		
Huur		
Overige kosten	huisvesting	
	machine	
	kantoor	
	vervoer	
	verzekering	
	verkoop	
	alg. kosten	
	carnaval	
Totaal overige kosten	totaal	
rente		
BTW te betalen		
Liquideitsontwikkeling exploitatie		
in te halen pensioen 2013 ed		
investeringen		
Stand BV		-34,486
Prognose Stichting		
Stand 1 april		
Marge		
Stand maaldultimo		286

Totaal stand per einde vd maand:		-34,200
Saldo na betaling personeelskosten	15000	-49,200
Liquideitsruimte	-50000	800

Opmerking: Ruimte van € 15.000 is maandelijks nodig om daarvan de

Planning		
Scenario A	Geen interim, geen investering	-35878
Scenario B	Hogere loonkosten 5%	-38978
Scenario C	Minder omzet 10%	-42628
Saldo na betaling personeelskosten:		
Scenario A		-50878
Scenario B		-53978
Scenario C		-57628
Liquiditeitsruimte		Jan-14
Planning A	Geen interim, geen investering	-878
Planning B	Hogere loonkosten 5%	-3978
Planning C	Minder omzet 10%	-7628
Aktueel per eind maart		800
Beter dan planning		1,678

Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
		16,829						
		74,000	61,000	58,000	53,000	58,000	62,000	64,000
		24	27	27	25	39	24	24
		18,000	16,500	15,500	13,000	23,000	14,500	15,000
		56,000	44,500	42,500	40,000	35,000	47,500	49,000
		17,100	14,300	14,300	14,000	14,000	14,400	14,400
		8,400	6,400	6,400	6,100	6,100	6,400	6,400
		1,800	1,500	1,500	1,400	1,400	1,500	1,500
		700	800	800	500	500	700	700
		2,000			2,000			2,000
		30,000	23,000	23,000	24,000	22,000	23,000	25,000
		16,700	16,700	16,700	16,700	16,700	16,700	16,700
		10,000	7,000	5,000	4,500	4,500	5,500	7,500
		400			800	400		
		1,200	1,200	1,200	1,200	1,200	1,200	1,200
		2,000						
		1,600	800					800
		4,500	3,000	4,000	2,400	2,000	2,400	2,400
		19,700	12,000	10,200	8,900	8,100	9,100	11,900
		1,500			1,500			1,500
		4,000			-1,750			-1,000
		-15,900	-7,200	-7,400	-9,350	-11,800	-1,300	-5,100
		3,000	0	0				
			10,000					
4,602	16,829	-2,071	-19,271	-26,671	-36,021	-47,821	-49,121	-54,221
		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
		5,471						
		-1,513	4,597	5,524	-3,365	3,654	5,278	991
738	5,471	3,958	8,555	14,079	10,714	14,368	19,646	20,637

5,340	22,300	1,887	-10,716	-12,592	-25,307	-33,453	-29,475	-33,584
-9,660	7,300	-13,113	-25,716	-27,592	-40,307	-48,453	-44,475	-48,584
40,340	57,300	36,887	24,284	22,408	9,693	1,547	5,525	1,416

: lonen in begin van de maand te betalen.

-22107	-11538	-26801	-29404	-41280	-53995	-62141	-58163	-62272
-26507	-17338	-34101	-37854	-50880	-64795	-74041	-71213	-76572
-36557	-33988	-54851	-61904	-78030	-94745	-106391	-107163	-116172
-37107	-26538	-41801	-44404	-56280	-68995	-77141	-73163	-77272
-41507	-32338	-49101	-52854	-65880	-79795	-89041	-86213	-91572
-51557	-48988	-69851	-76904	-93030	-109745	-121391	-122163	-131172
Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
12893	23462	8199	5596	-6280	-18995	-27141	-23163	-27272
8493	17662	899	-2854	-15880	-29795	-39041	-36213	-41572
-1557	1012	-19851	-26904	-43030	-59745	-71391	-72163	-81172
40,340	57,300	36,887	24,284	22,408	9,693	1,547	5,525	1,416
27,447	33,838	28,688	18,688	28,688	28,688	28,688	28,688	28,688

Eind mei Eind juni
slechtere betere
liq door liq door
investeren betaling
(10kEur) pensioen
al in
januari
(10kEur)

Nov-14	Dec-14		Totaal incl	Totaal excl.
75,000	94,000		900,000	810,000
25	25		26.1	26
19,000	24,000		235,000	211,000
56,000	70,000		665,000	599,000
15,000	16,100		194,300	184,300
6,800	7,600		85,500	85,500
1,500	1,600		19,000	19,000
700	700		8,200	8,200
			8,000	8,000
24,000	26,000		305,000	305,000
16,700	16,700		200,400	165,000
7,000	6,000		80,700	67,000
800	400		3,600	3,000
800	400		4,800	4,000
1,200	1,200		14,400	12,000
			2,000	2,000
1,200	1,200		7,200	6,000
2,400	4,000		49,800	41,000
			12,000	10,000
13,400	13,200		174,500	145,000
			6,000	6,000
			1,100	
1,900	14,100		-22,000	-22,000
			10000	
-52,321	-38,221		-32,000	
Nov-14	Dec-14		Totaal incl	totaal excl
5,314	4,967		29,700	29,700
25,951	30,918		26,009	

-26,370 -7,303

-41,370 -22,303

8,630 27,697

-55058	-35991
-70558	-52791
-114558	-102491

-70058	-50991
-85558	-67791
-129558	-117491

Nov-14	Dec-14	
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-20058	-991	
-35558	-17791	
-79558	-67491	

8,630	27,697
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28,688	28,688
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Keuze A:

Doorgaan op de huidige manier en zonder kosten interimmanager en zonder vervangen vervangingsinvesteringen in Stichting

	1/1/2014	2/1/2014	3/1/2014	4/1/2014	5/1/2014	6/1/2014	7/1/2014
Stand rekening BV	-35000	-41,300	-29,600	-17,000	-30,850	-38,050	-55,450
Stand rekening Stichting	5000	5,422	7,493	5,462	4,049	8,646	14,170
Totaal	-30000	-35878	-22107	-11538	-26801	-29404	-41280

keuze B met 5 % hogere loonkosten

Gevolg 5% meer loon of meer uren		-1550	-1300	-1400	-1500	-1150	-1150
Cumulatief		-3100	-4400	-5800	-7300	-8450	-9600
Stand totaal	-30000	-38978	-26507	-17338	-34101	-37854	-50880

Keuze B met 10% minder omzet en gelijkblijvende lonen en overige kosten

Gevolg 10% lagere omzet		-6750	-7700	-8000	-5600	-4450	-4250
Cumulatief		-6750	-14450	-22450	-28050	-32500	-36750
Stand totaal	-30000	-42628	-36557	-33988	-54851	-61904	-78030

rangings- en promotiekosten

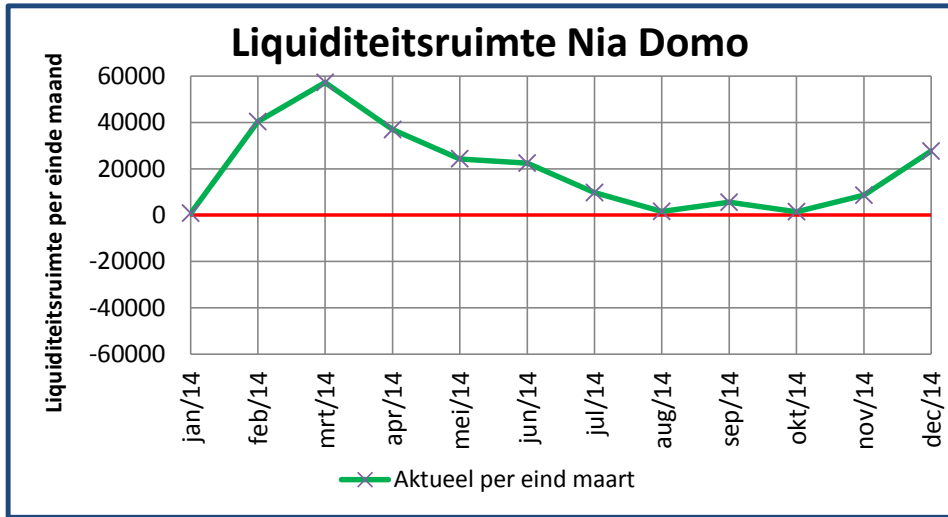
8/1/2014	9/1/2014	#####	#####	#####	1/1/2015
-64,800	-76,600	-77,900	-83,000	-81,100	-67,000
10,805	14,459	19,737	20,728	26,042	31,009
-53995	-62141	-58163	-62272	-55058	-35991

-1200	-1100	-1150	-1250	-1200	-1300
-10800	-11900	-13050	-14300	-15500	-16800
-64795	-74041	-71213	-76572	-70558	-52791

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-4000	-3500	-4750	-4900	-5600	-7000
-40750	-44250	-49000	-53900	-59500	-66500
-94745	-106391	-107163	-116172	-114558	-102491

Bijlage 2



Volledig jaar	Jaar			1e Kwartaal	
	Jaar 2012	dec/13	mrt/14	2013Q1	2014 Q1
Omzet ex BTW	828	830	819	296	286
Inkoop	213	244	231	80	68
Personeelskosten	374	318	316	88	86
Marge	241	268	272	128	132
Overige kosten	157	148	160	46	58
Resultaat ex rente/afschrijving	84	120	160-	83	74
Winst	97-	106-	112-	35	29
Winst ex reorganisatie	97-	62-	68-	35	29

% van omzet	Jaar 2012	dec/13	mrt/14	2013Q1	2014 Q1
Inkoop %	26%	29%	28%	27%	24%
Personeelskosten %	45%	38%	39%	30%	30%
Marge %	29%	32%	33%	43%	46%
Overige kosten	19%	18%	20%	15%	20%
Resultaat ex rente/afschrijving	10%	14%	-20%	28%	26%
Winst	-12%	-13%	-14%	12%	10%
Winst ex reorganisatie	-12%	-8%	-8%	12%	10%

Plan Q1

271
69
85
117
57
61
18
18

Plan Q1

25%
31%
43%
21%
22%
7%
7%