



Checklist: Profitability forecast

All amounts in euro and without VAT		Year 1	Year 2	Year 3
Expected revenues				
-	cost of goods purchased (not applicable to service providers)			
=	gross profit			
+	other operating income (e.g. rent)			
Expenses				
-	HR costs, including ancillary costs and including management salary in the case of a private limited company			
	Facility costs			
	Company taxes			
	Insurance, premiums			
	Vehicle costs			
	Income-related and travel expenses			
	Advertising, entertainment costs			
	Maintenance and repair			
	Leasing			
	Telephone, fax, Internet			
	Office supplies			
	Legal and consulting fees			
	Other expenses			
	Interest expenditure			
	Depreciation and amortization			
=	total expenses			
=	operating result			

The operating result should enable you to both cover your entrepreneur's wage (in the case of sole proprietorships and partnerships) and to form a liquidity reserve.