

Done For You Business Plans





Interlocking Block



Concrete to Collect



Onsite Batching

Recycling Egg Layer

Profit & Loss	Values						
Sales	£1,109,100	Sales	£1,969,200	Sales	£2,388,000	Sales	£3,456,000
Cost of sales	£660,034	Cost of sales	£1,361,979	Cost of sales	£1,668,444	Cost of sales	£1,974,857
Gross Profit	£449,065	Gross Profit	£607,220	Gross Profit	£719,555	Gross Profit	£1,481,142
Overheads	£240,024	Overheads	£142,296	Overheads	£188,472	Overheads	£320,424
Net Profit	£209,041	Net Profit	£464,924	Net Profit	£531,083	Net Profit	£1,160,718
	19%		23%		22%		33%

Batching Plant - FS1800

Batching Plant - FS1800

Batching Plant – T2200

Batching Plant – F2200



Pause the video to read the slides



KEY NUMBERS – Interlocking Block

Variable Costs

Cement cost £95.00 per ton Sand cost £18.00 per ton Aggregate cost £18.00 per ton

Profit

Concrete production cost £65.00 m3 Concrete selling cost £90/£160 Value added by selling solutions not the commodity

Overhead Per Month

People £12,000 Finance £4,800 Other £3,200 Total £20,000

Premises

No allowance for premises apart for rates and utilities for office space

People

- 1 Sales Manager (£30,000)
- 1 Transport manager and admin (£30,000)
- 1 Concrete batch operator and loader (£24,000)
- 2 Plant driver and blocks maker (£48,000)

Breakeven

14% capacity of 700 m3 per month Business case based on 27% capacity 100% capacity is 5,000 m3 per month

Profit & Loss	Values
Sales	£1,109,100
Cost of sales	£660,034
Gross Profit	£449,065
Overheads	£240,024
Net Profit	£209,041



One Stop Shop



Setting up in Germany



Production in Denmark



Executive Summary – Interlocking Block

The business idea is to cast 70 interlocking blocks per day (50m3 per day and 1,000 m3 per month) and sell them on with a premium value. The premium value is to sell then as a solution build retaining walls and such like.

The concrete batching plant has a monthly output of 5,000 m3. The spare capacity can then be sold off as concrete to collect.

The profits in light gray are block only volumes showing break even and full capacity. The profits in dark grey show blocks and selling the spare capacity to contractors.

The business case is full block capacity and selling 300m3 of concrete to collect per month to make the business plan realistic.

With fibo finance no payments are made in the first year allowing the business to collect cash even at breakeven output

	Blocks	s Only	Blo	lect		
	14% 20%		40% 60%		80%	100%
Capacity m3/month	700	1000	2000	3000	4000	5000
Net Profit with Finance	£5,000	£133,000	£376,000	£619,000	861,000	£1,010,000
Net Profit without Finance	£81,000	£193,000	£436,000	£679,000	£921,000	£1,161,000



Done for You Business Plan Spread Sheet

Our business plans are an example of what is possible – We use them together to work out your plan

Fibo Business Planning

INSTRU	СТ	ION	S
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- HEXPELE
 Enter name of staff, monthly selary, and benefits
 Enter name of amptiyees, monthly selary and benefits
 OVENICADE
 To fors people section has been set up including NI
- 2 Complete the remainder of your overheads, adjust descriptions to suit your business
- 3 COMPETENCY
- 1 Enter a competency in the description column
- 2 Enter the rate you charge
- 3 Enter the unit
- 4 Enter the number of the competency you do per month
- 5 Enter the gross margin you earn per competency
- 6 Example 1: A consultancy competency may be £100 per hour and you do 10 hours per month with a 100% margin
- 7 Example 2: You may sell a product at £500 per unit and you sell 50 units per month with a gross margin of 25%
- 8 Example 3: You may have a turnover in a division of £10,000 per month with a gross margin of 15%
- Change the month start if needed on the head of the variation of sales, for example if the first month is set at Jan and you 9 want it to start at April, type over and complete the remainder of the calendar. This will also change all the other consequence calendar in the other sheets for reporting
- Enter any variation of sales, for example you may wish to build up the sales from say 25% in the first month, 50% in the 10 second month etc. or you may have annual variation of sales, September may be a better month, you can then increase the percentage to say 155% or it a poor month route it to 55% etc.

Instructions Step 1 Concrete Cost Step 2 - Plant List Step 3 - People Step 4 - Overheads Step 5 - Sales Step 6 - Sales Plan Step 7 - Business Plan Tracker

	3.44	 		

- This is a sales report and shows monthly sales as set up in the previous sheet. The report show your cost of sales 5 BUSINESS PLAN TRACKER
- 1 This is a sales tracking tool and shows your planned sale
- Enter you actual sales, cost of sales and overheads. The sheet will then draw a graph showing your progress

Overheads

Code	Overhead	Monthly	Annual	Type	
	Directors remuneration	4500.00	54000.00	People	
	Staff salaries	6000.00	72000.00	People	
	Employees NIC	1302.00	15624.00	People	
	Dividends	0.00	0.00	People	
	Pensions	0.00	0.00	People	
	Healthcare	0.00	0.00	People	
	Life cover	0.00	0.00	People	
	Other		0.00	People	
	Vehicle repairs and services	100.00	1200.00	Vehicles	
	Vehicle licences	25.00	300.00	Vehicles	
	Vehicle insurances	50.00	600.00	Vehicles	
	Miscellaneous motor expenses	and the second	0.00	Vehicles	
	Vehicle leasing		0.00	Vehicles	
	General Marketing Support	1000.00	12000.00	Marketing	
	Advertising		0.00	Marketing	
	Marketing Campaigns		0.00	Marketing	
	Event Marketing		0.00	Marketing	
	Office telephone	100.00	1200.00	Phones	
	Broadband	100.00	1200.00	Phones	
	Mobile	50.00	600.00	Phones	
	Office stationery	100.00	1200.00	Office	
	Books		0.00	Office	
	Photo copier	25.00	300.00	Office	
	Audit fees	100.00	1200.00	Fees	
	Professional fees		0.00	Fees	
anana)	Rent (Shared premises)		0.00	Premises	
	Water rates	50.00	600.00	Premises	
	General rates	1000.00	12000.00	Premises	
	Electricity	100.00	1200.00	Premises	
	OIL		0.00	Premises	
	Repairs and renewals	50.00	600.00	Premises	
	Cleaning	50.00	600.00	Premises	
	Premises expenses/Waste	50.00	600.00	Premises	
	Enance charges	4800.00	57600.00	Bank	
	Bank interest	100.00	1200.00	Bank	
	Bank Loan		0.00	Bank	
	Depreciation Plant		0.00	Deprecation	
	Depreciation Office equipment		0.00	Deprecation	
	Depreciation Vehicles		0.00	Deprecation	
	Subscriptions		0.00	Subscriptions	
	Training	100.00	1200.00	Training	
	Other training/JOBLOGIC		0.00	Training	
	General insurance	250.00	3000.00	Insurance	
		20002.00	240024.00		

Sales Planning

Closing Balance







Cash Flow



Sales Planning 234000.00 156000.00 56700.00 432000.00 72000.00 1105100-00 152100.00 84500.00 20596.88 235261.54 48000.00 53368.42 62208.00 449065.17 240024.90 206041.17 0.40 250000.00 200000.00 150000.00 100000.00 \$20003.00 0.02 2 3 4 5 6 7 8 9



KEY NUMBERS – Concrete to Collect

Variable Costs

Cement cost £95.00 per ton Sand cost £18.00 per ton Aggregate cost £18.00 per ton

Profit

Concrete production cost £60.00/£72.00 m3 Concrete selling cost £90/£100

Overhead Per Month

People £5,000 Finance £3,400 Other £3,400 Total £11,800

Premises

No allowance for premises apart for rates and utilities for office space

People

1 Sales Manager (£30,000) 1 Concrete batch operator and loader (£24,000)

Breakeven

12% capacity of 600 m3 per month Business case based on 50% capacity 100% capacity is 5,000 m3 per month

Profit & Loss	Values
Sales	£1,969,200
Cost of sales	£1,361,979
Gross Profit	£607,220
Overheads	£142,296
Net Profit	£464,924



Concrete Filling Station









Executive Summary – Concrete to Collect

The business idea is to set up a concrete filling station where the general public and contractor can buy concrete and take it away using their own transport. The concept works in Germany and France very well.

The batching plant within the business plan is a FS1800 giving a full capacity of 5,000 m3 per month. A more practical capacity is between 20% and 50% capacity. The spare capacity can be used up making precast concrete products.

The table below shows net profit with and without finance.

Using Fibo finance no payments are made for twelve months allowing cash to be generated even at 20% to 50% capacity. With a cash purchase you can see the return on investment is less than six months at a capacity of 40%

	12%	20%	40%	50%	60%	80%	100%
Capacity m3/month	600	1000	2000	2500	3000	4000	5000
Net Profit with Finance	£5,000	£100,000	£350,000	£465,000	£596,000	£842,000	£1,089,000
Net Profit without Finance	£46,000	£144,000	£391,000	£500,000	£637,000	£883,000	£1,130,000



KEY NUMBERS – Onsite Batching

Variable Costs

Cement cost £95.00 per ton Sand cost £18.00 per ton Aggregate cost £18.00 per ton

Profit

Concrete production cost £60.00/£72.00 m3 Concrete selling cost £90/£100

Overhead Per Month

People £7,300 Finance £6,000 Other £2,400 Total £15,700

Premises

No allowance for premises apart for rates and utilities for office space

People

1 Sales Manager (£30,000) 2 Plant operators (£48,000)

Breakeven

13% capacity of 800 m3 per monthBusiness case based on 50% capacity100% capacity is 6,000 m3 per month

Profit & Loss	Values
Sales	£2,388,000
Cost of sales	£1,668,444
Gross Profit	£719,555
Overheads	£188,472
Net Profit	£531,083



T2200 Germany



T2200 Leaving Factory



Typical Project



Executive Summary – Onsite Batching

The business idea is to batch concrete on site using a very fast set up mobile matching plant. The plant can arrive on site and batch concrete within an hour.

At full capacity, the T2200 can produce 6,000 m3 of concrete per month. Due to site demand the capacity may not be utilized and therefore a more realistic 50% capacity has been used in the business plan.

The table below shows the next profit with and without finance.

Using Fibo finance no payments are made for twelve months allowing cash to be generated even on low than 50% capacity.

A fleet of six T2200 plants can deliver a net profit of £3,500,000 at 50% Capacity

	13%	16%	33%	50%	66%	83%	100%
Capacity m3/month	800	1000	2000	3000	4000	5000	6000
Net Profit with Finance	£5,000	£50,000	£295,000	£536,000	£778,000	£1,020,000	£1,250,000
Net Profit without Finance	£76,000	£125,000	£367,000	£603,000	£850,000	£1,090,000	£1,334,000



KEY NUMBERS – Egg Layer

Variable Costs

Cement cost £95.00 per ton Sand cost £12.00 per ton Aggregate cost £12.00 per ton Assuming that recycled concrete will not always be available

Profit

Concrete production cost £40.00 m3 Concrete selling cost average £70 m3 Selling to retail and directly to contractors

Overhead Per Month

People £11,800 Finance £10,000 Other £4,900 Total £26,700

Premises

No allowance for premises apart for rates and utilities.

People

- 1 Sales Manager (£30,000)
- 1 Transport manager and admin (£30,000)
- 1 Concrete batch operator and loader (£24,000)
- 2 Plant driver and blocks maker (£48,000)

Breakeven

20% capacity of 1600 m3 per month Business case based on 90% capacity 100% capacity is 8,000 m3 per month

Profit & Loss	Values
Sales	£3,456,000
Cost of sales	£1,974,857
Gross Profit	£1,481,142
Overheads	£320,424
Net Profit	£1,160,718



One Stop Shop



Block Stacker Africa



Production in Africa



Executive Summary – Egg Layer

The business plan is to convert recycled concrete into concrete house build blocks.

At 90% capacity the plan will convert 432 tonnes of recycled concrete into 20,000 to 30,000 blocks per day depending on the size of blocks. 8,640 tonnes per month.

The table below show the net profit with and without finance at various outputs.

The plan uses a production cost of £40 per m3 and an average sales price of £70 per m3. The average sales price allows the blocks to be sold to retail and directly to contractors.

	20%	25%	38%	50%	75%	90%	100%
Capacity m3/month	1600	2000	3000	4000	6000	7200	8000
Net Profit with Finance	£8,000	£91,000	£296,000	£500,000	£914,000	£1,160,000	£1,325,000
Net Profit without Finance	£128,000	£211,000	£416,000	£622,000	£1,033,000	£1,280,000	£1,445,000



Next Step

We can build a business plan to suit your business, currency and costs

Ask a question, request a business plan using the contact information below

Bob Evans Mobile: + 44 (0) 7896 246 224 Email: bob@fibointercon.com

Henrik Jeppesen Mobile: + 45 60 80 33 77 Email: hbj@fibointercon.com