

EVA NAP initiatief
Forecast abonnee groei

4-1-2010

Forecast	2010	2011	2012	2013	2014
Units					
Basis abonnees	8419	8419	8419	8419	8419
B plus	402	420	440	450	470
Garuda	3	3	3	3	3
F1 / S1	82	90	100	110	120
Sport of sport	144	150	165	180	200
EL	287	300	320	325	330
H abonnement	152	160	170	175	180
Price (prijsstijging 2% per jaar)					
Basis abonnees	12,18	12,42	12,67	12,93	13,18
B plus	8,31	8,48	8,65	8,82	9,00
Garuda	8,36	8,53	8,70	8,87	9,05
F1 / S1	19,28	19,67	20,06	20,46	20,87
Sport of sport	12,56	12,81	13,07	13,33	13,60
EL	8,36	8,53	8,70	8,87	9,05
H abonnement	8,31	8,48	8,65	8,82	9,00
Costprice					
	€0	€0	€0	€0	€0
	€0	€0	€0	€0	€0
	€0	€0	€0	€0	€0
Revenues yearly					
Basis abonnees	1.230.521,04	1.255.131,46	1.280.234,09	1.305.838,77	1.331.955,55
B plus	40.087,44	42.720,05	45.649,42	47.620,65	50.731,86
Garuda	300,96	306,98	313,12	319,38	325,77
F1 / S1	18.971,52	21.238,85	24.070,69	27.007,32	30.051,78
Sport of sport	21.703,68	23.060,16	25.873,50	28.790,15	32.628,84
EL	28.791,84	30.697,92	33.399,34	34.599,63	35.834,57
H abonnement	15.157,44	16.274,30	17.637,28	18.519,14	19.429,22
Total	1.355.533,92	1.389.429,72	1.427.177,44	1.462.695,03	1.500.957,59
Cost of sales					
	€0	€0	€0	€0	€0
	€0	€0	€0	€0	€0
	€0	€0	€0	€0	€0
Total	€0	€0	€0	€0	€0

EVANAP initiatief
Overzicht meerjaren resultaat

Overzicht	2.010	2.011	2.012	2.013	2.014
Revenues	1.355.533,92	1.389.429,72	1.427.177,44	1.462.695,03	1.500.957,59
Direct Cost of sales 19%	277.000,00	282.540,00	288.190,80	293.954,62	299.833,71
Gross margin	1.078.533,92	1.106.889,72	1.138.986,64	1.168.740,42	1.201.123,88
OPEX					
Salary etc	432.000,00	484.130,00	545.230,00	553.230,00	561.230,00
Administration	0,00	0,00	0,00	0,00	0,00
operational cost	60.000,00	61.200,00	62.424,00	63.672,48	64.945,93
Office	0,00	0,00	0,00	0,00	0,00
Insurance	0,00	0,00	0,00	0,00	0,00
goederen diensten (renovatiekosten)	123.000,00	125.460,00	127.969,20	130.528,58	133.139,16
Interest	0,00	0,00	0,00	0,00	0,00
Depreciation	0,00	0,00	0,00	0,00	0,00
Energy	21.000,00	21.420,00	21.848,40	22.285,37	22.731,08
Total costs	636.000,00	692.210,00	757.471,60	769.716,43	782.046,16
EBITDA	442.533,92	414.679,72	381.515,04	399.023,99	419.077,72
Afschrijvingen	195.000,00	255.000,00	315.000,00	375.000,00	435.000,00
EBIT	247.533,92	159.679,72	66.515,04	24.023,99	-15.922,28
Interest achtergestelde lening 8%	273.360,00	245.360,00	217.360,00	189.360,00	161.360,00
EBT	-25.826,08	-85.680,28	-150.844,96	-165.336,01	-177.282,28
Vermootschapsbelasting					
Loss carry forward	-5.681,74				
Netto results	-25.826,08	-85.680,28	-150.844,96	-165.336,01	-177.282,28

Resource planning		2010	2011	2012	2013	2014
Staff						
CEO		0,40	0,40	0,40	0,40	0,40
Finance		0,20	0,20	0,20	0,20	0,20
Adfmin&Service		1,60	2,00	2,00	2,00	2,00
Technical staff		2,40	2,40	3,00	3,00	3,00
Marketing		0,20	0,50	0,50	0,50	0,50
Number of FTE's		4,80	5,50	6,10	6,10	6,10
Salary						
CEO	€ 140.000	€ 56.000	€ 56.000	€ 56.000	€ 56.000	€ 56.000
Finance	€ 100.000	€ 20.000	€ 20.000	€ 20.000	€ 20.000	€ 20.000
Adfmin&Service	€ 55.000	€ 88.000	€ 110.000	€ 110.000	€ 110.000	€ 110.000
Technical staff	€ 75.000	€ 180.000	€ 180.000	€ 225.000	€ 225.000	€ 225.000
Marketing	€ 75.000	€ 15.000	€ 37.500	€ 37.500	€ 37.500	€ 37.500
€	- €	- €	- €	- €	- €	- €
€	- €	- €	- €	- €	- €	- €
€	- €	- €	- €	- €	- €	- €
Cost's						
Net Salary	51%	€ 183.090	€ 205.785	€ 228.735	€ 228.735	€ 228.735
Social costs	18%	€ 64.620	€ 72.630	€ 80.730	€ 80.730	€ 80.730
Holiday pay	6%	€ 21.540	€ 24.210	€ 26.910	€ 26.910	€ 26.910
Study	3%	€ 10.770	€ 12.105	€ 13.455	€ 13.455	€ 13.455
Lease	10%	€ 35.900	€ 40.350	€ 44.850	€ 44.850	€ 44.850
Pensioen	4%	€ 14.360	€ 16.140	€ 17.940	€ 17.940	€ 17.940
Others	0%	- €	- €	- €	- €	- €
Personel costs	100%	€ 359.000	€ 403.500	€ 448.500	€ 448.500	€ 448.500
Employers costs	18%	€ 64.620	€ 72.630	€ 80.730	€ 80.730	€ 80.730
index 2% raise		€	€ 8.000	€ 16.000	€ 24.000	€ 32.000
Total personnelcosts		€ 423.620	€ 484.130	€ 545.230	€ 553.230	€ 561.230
Investments						
Personnel costs	€	- €	- €	- €	- €	- €
Employers costs	€	- €	- €	- €	- €	- €
Total investment own personnel	€	- €	- €	- €	- €	- €

	2010	2011	2012	2012	2012
Nieuwe wonin	€ 200.000	€ 200.000	€ 200.000	€ 200.000	€ 200.000
FtH	€ 0	€ 0	€ 0	€ 0	€ 0
Hardware	€ 100.000	€ 100.000	€ 100.000	€ 100.000	€ 100.000
5	€ 100.000	€ 100.000	€ 100.000	€ 100.000	€ 100.000
percentage omzet	22,13%	21,59%	21,02%	20,51%	19,99%
	€ 300.000	€ 300.000	€ 300.000	€ 300.000	€ 300.000

2010 2011 2012 2013 2014

Remark

Overgenomen assets					
Afschrijvingstermijn (jaren)	20,00	20,00	20,00	20,00	20,00
Waarde Overname assets	€ 3.300.000	€ 3.135.000	€ 3.135.000	€ 2.970.000	€ 2.805.000
Afschrijving	€ 165.000	€ 165.000	€ 165.000	€ 165.000	€ 165.000
Totale kosten	€ 165.000	€ 165.000	€ 165.000	€ 165.000	€ 165.000

Investerings					
Afschrijvingstermijn (jaren)	5	5	5	5	5
Investering	€ 300.000	€ 300.000	€ 300.000	€ 300.000	€ 300.000
2010	€ 300.000				
2011		€ 300.000			
2012			€ 300.000		
2013				€ 300.000	
2014					€ 300.000

Afschrijving	€ 30.000	€ 60.000	€ 60.000	€ 60.000	€ 60.000
2010	€ 30.000	€ 60.000	€ 60.000	€ 60.000	€ 60.000
2011		€ 30.000	€ 60.000	€ 60.000	€ 60.000
2012			€ 30.000	€ 60.000	€ 60.000
2013				€ 30.000	€ 60.000
2014					€ 30.000
Totale kosten	€ 30.000	€ 90.000	€ 150.000	€ 210.000	€ 270.000

Samenvatting

Aanname dat assets gemiddeld per medio jaar worden aangeschaft

Afschrijvingen	€ 165.000	€ 165.000	€ 165.000	€ 165.000	€ 165.000	€ 165.000
Overgenomen assets	€ 30.000	€ 90.000	€ 150.000	€ 210.000	€ 270.000	€ 270.000
Investeringen	€ 195.000	€ 255.000	€ 315.000	€ 375.000	€ 435.000	€ 435.000
Totaal afschrijvingen						

Cashflow statement	2010	2011	2012	2013	2014
Starting cash	0	-162.826	-493.506	-979.351	-1.419.687
Inflow					
Revenues	1.355.534	1.389.430	1.427.177	1.462.695	1.500.958
Accounts recievables	-125.000	125.000	0	0	0
Share capital	18.000	0	0	0	0
Loan	0	0	0	0	0
Others	100.000	0	0	0	0
Totale inflow	1.348.534	1.514.430	1.427.177	1.462.695	1.500.958
Outflow					
Direct costs	277.000	282.540	288.191	293.955	299.834
Indirect costs	636.000	692.210	757.472	769.716	782.046
Nieuwe aansluitingen	200.000	200.000	200.000	200.000	200.000
Investeringsen hardware	100.000	100.000	100.000	100.000	100.000
Account payables	25.000	-25.000	0	0	0
Tax	0	0	0	0	0
Repayment of loan	0	350.000	350.000	350.000	350.000
Interest	273.360	245.360	217.360	189.360	161.360
Others	0	0	0	0	0
Totale outflow	1.511.360	1.845.110	1.913.022	1.903.031	1.893.240
Ending cash	-162.826	-493.506	-979.351	-1.419.687	-1.811.970

Balans
2013

Balancesheet	2010	2011	2012	2013
1-jan-10				
Non-Current assets				
Cablenet	€	3.000.000		
Property	€	300.000		
Goodwill	€	-		
Total non currents assets	€	3.300.000		
Current assets				
inventories	€	25.000		
Trade and other receivables	€	125.000		
Other receivables	€	-		
Cash and bank assets	€	10.000		
Total current assets	€	160.000		
Total assets	€	3.460.000		
Equity and liabilities				
Capital and reserves				
issued capital	€	18.000		
Reserves	€	18.000		
Total equity	€	18.000		
Non-current liabilities				
achtergestelde lening	€	3.417.000	€	2.717.000
other liabilities	€	-	€	2.367.000
Total non-current liabilities	€	3.417.000	€	2.017.000
Current liabilities				
Trade and other payables	€	25.000		
Deferred revenues	€	-		
Others	€	25.000		
Total current liabilities	€	25.000		
Total liabilities	€	3.442.000		
Total equity and liabilities	€	3.460.000		