

# Quarterly Financial Projections

Business Name:

Period: FY 2024

Category	Q1 (Jan-Mar)	Q2 (Apr-Jun)	Q3 (Jul-Sep)	Q4 (Oct-Dec)	Total
<b>Revenue</b>	50,000	58,000	63,000	70,000	241,000
- Product Sales	40,000	45,000	50,000	55,000	190,000
- Service Revenue	10,000	13,000	13,000	15,000	51,000
<b>Cost of Goods Sold</b>	18,000	20,000	22,000	24,000	84,000
<b>Gross Profit</b>	32,000	38,000	41,000	46,000	157,000
<b>Operating Expenses</b>	20,000	22,000	23,000	23,500	88,500
- Salaries & Wages	10,000	10,500	11,000	11,000	42,500
- Marketing	4,000	4,500	4,500	5,000	18,000
- Office & Admin	3,000	3,500	3,500	3,500	13,500
- Rent	3,000	3,500	4,000	4,000	14,500
<b>Operating Profit</b>	12,000	16,000	18,000	22,500	68,500
Other Income/Expenses	500	800	600	1,000	2,900
<b>Net Profit Before Tax</b>	12,500	16,800	18,600	23,500	71,400

## Important Notes

- Figures above are projections and should be updated regularly as new actual data becomes available.
- Assumptions behind projections (sales growth, expenses) should be documented for transparency.
- Review cash flow separately to ensure liquidity is managed throughout the year.
- Quarterly projections help anticipate financial needs and identify early trends or risks.
- This document is essential for internal planning and for communicating with investors or lenders.