



HAYEK GLOBAL COLLEGE
INTERDISCIPLINARY PROJECT

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HAMBURGYN2

AUGUST 2021

1. COST STRUCTURE

Forecast results							
	Year 1		Year 2		Year 3		
Revenue	13.140,00	100%	14.454,00	100%	15.899,40	100%	
Products	4.140	31,506849	4.554	34,657534	5.009	38,118721	
Purchase A	360		396		435		
Purchase B	1.890		2.079		2.287		
Purchase C	1.890		2.079		2.287		
Overall cost	3.942	30%	4.336	30%	4.770	30%	
Gross margin	9.198	70%	10.118	77%	11.130	85%	
Payroll	1.800	14%	1.980	14%	2.178	14%	
Taxes	5	0%	5	0%	5	0%	
Running cost	50	0%	50	0%	50	0%	
Gross Operating Profit	7.343	56%	8.083	56%	8.897	56%	
Rent	780	6%	858	6%	944	6%	
Bills	360	3%	360	2%	360	2%	
IT	180	1%	198	1%	217	1%	
pre tax income	6.023	46%	6.667	46%	7.376	46%	
taxable income	6.023	46%	6.667	51%	7.376	56%	
Tax on profit	903	7%	1.000	7%	1.106	7%	
Net income	5.120	39%	5.667	39%	6.269	39%	
Amortization dotations	180	1%	198	1%	217	1%	
Self financing	5.300	40%	5.865	41%	6.486	41%	
Loan redemption	9	0%	9	0%	10	0%	
Self financing Balance	5.290	40%	5.855	41%	6.477	41%	

Our main advantages regarding the cost structure is that we do not pay rent for the place we use, and as we do not need a physical structure to serve clients in person, we do not have these investment costs, we do not need to hire waiters, and we do not have other similar costs .

On the other hand, we depend on couriers, which given the imbalance of the days, some days the number of couriers is not enough for all the demand, and on others sales may not be enough to cover all the day's costs.