

Sanila Ranch Financials

It should be noted that numbers have been rounded so that readability would be better. Exact numbers will be presented with other due diligence material.

	2018	2017
Revenue	197 000€	197 000€
COGS	157 000€	136 000€
Gross Profit	40 000€	61 000€
Gross Profit Margin	20%	31%
Running Expenses	61 000€	95 000€
Operating Profit	- 21 000€	- 34 000€
Depreciation	- 9 000€	-9 000€
Yields	+11 000€	+6 000€
Taxes	-3 000€	-3 000€
Net Profit	- 22 000€	- 40 000€

Behind the Numbers

- It should be noted that The Ranch has been secondary profession/income for the owners.
- Owners haven't been able to offer any services around the catering and accommodation, even though there has been constant demand for winter activities (snowmobile rides, fishing, Northern Lights and skiing).
- There has been little to no effort in marketing.
- Owners have taken holidays on May and December/January. December and January are one of the highest traffic months in Finnish Lapland.

- There is a lot of potential for innovative solutions for new owners.
- The Ranch doesn't need urgent renovation, since a lot of work has been done in recent years.
- There are people who stay frequently every year. You will be gaining this base of loyal customers and the support of previous owners.
- Location is ranked as 9,3 /10 by the visitors in booking.com
- Not too much competition (see below)



FIXED ASSETS

	2018	2017
Land Worth	13 000€	13 000€
Buildings	352 000€	312 000€
Machines & Inventory	107 000€	103 000€
Receivable	2 000€	4 000€
Cash Equivalent	17 000€	-22 000€
Total	489 000€	410 000€

	2018	2017
Capital	373 000€	362 000€
Net Profit	- 22 000€	- 40 000€
Total	351 000€	322 000€
Long-term Loans	137 000€	87 000€
Short-term Loans	2 000€	1 000€
Total Capital	4 89 000€	4 10 000€

RUNNING EXPENSES

	Per Year
Property Tax	2 754€
Road Maintenance	1 690€
Electricity Cost 2018 (VAT 0%)	16 000€
Restaurant Inspection Cost	700€
Septic Tank Emptying and Recycle Cost	1800€
Total	23 000€