

A. AREA IMMOBILIARE - stabilire il valore (reale ed attuale) del patrimonio immobiliare

mq

1	ISPICA Distribuzione	(acquisto+IVA)	4400	5,000,000.00
2	ROSOLINI FarmaWhite	(acquisto IVAta)	600	1,500,000.00
3	ROSOLINI F-ROMEO	(acquisto IVAta)	250	500,000.00
4	ROSOLINI F-SANFILIPPO (*)	(a valore EQUITY)	500	1,200,000.00
	(*) Immobile ATTIGUO DX da ristrutturare	(acquisto)	200	300,000.00
	(*) Immobile ATTIGUO SX da ristrutturare	(acquisto)	500	500,000.00
	MODICA struttura NUOVA	(acquisto)	2000	3,000,000.00
		Totale		12,000,000.00

B. FATTURAZIONI E STATO DEBITORIO - ultimi anni

Anno 2011	Fatturato €/anno	Scopertura base	scopertura AF
1 Distribuzione (**)	4,500,000.00	-	200,000.00
2 FarmaWhite (previsione)	400,000.00	-	-
3 F-ROMEO	2,150,000.00	600,000.00	-
4 F-SANFILIPPO	2,200,000.00	1,100,000.00	200,000.00
	9,250,000.00	1,700,000.00	2,100,000.00

Altro X-debito: Banca Nuova (84 rate x Stabile F-SANFILIPPO)

(*) ITALIA 2.000.000 – ESTERO 3.000.000

C. SVILUPPO + NECESSITA' FINANZIARIE x CIRCOLANTE e FONDO GARANZIA

	PERSONALE	OGGI	FUTURO	CASSA
1 Distribuzione		4	3 + 15 (#)	1,000,000.00
2 FarmaWhite (##)		3	2	300,000.00
3 F-ROMEO		5	0	300,000.00
4 F-SANFILIPPO		5	0	300,000.00
Estero		2	2	2,000,000.00
Totale Costi Personale (###)		19	7 + 15	1,500,000.00
			Totale	5,400,000.00

(#) 18 collaboratori esterni (futuro 4 inquadri e 14 collaboratori)

(##) investimento area BENESSERE 250.000 + 2 addetti

(###) 41 unità x 3.000 €/mese/unità x 12 mesi

infnote	margini OPR	NECESSITA' INVESTIMENTO
1 Distribuzione	12.00%	A. 12,000,000.00
2 FarmaWhite	20.00%	B. 2,100,000.00
3 F-ROMEO	15.00%	C. 5,400,000.00
4 F-SANFILIPPO	15.00%	totale 19,500,000.00
Altro (###)	30.00%	10.00% 1,950,000.00
		6.50% 1,267,500.00
(###)servizi socio sanitari		Gran TOTALE 22,717,500.00

IMMOBILIARE			
	in uso x attività	x ampliare	x ottimizzare
A10	5,000,000.00		
A20	1,500,000.00		
A30	500,000.00		
A40	1,200,000.00		
A41		300,000.00	
A42			500,000.00
A22		3,000,000.00	
	8,200,000.00	3,300,000.00	500,000.00
	12,000,000.00		

Fatturato 2011 e PREVISIONI Anni successivi			
	Fatt.rif. 2011	UTILE	Margine Base
1	4,500,000.00	540,000.00	12.0%
2	-	-	20.0%
3	2,150,000.00	322,500.00	15.0%
4	2,200,000.00	330,000.00	15.0%
	8,850,000.00	1,192,500.00	

CRESCITA RISPETTO AGLI ANNI PRECEDENTI				
	x 2012 +	Previsione	UTILE	Margine Base
1	25.0%	5,625,000.00	731,250.00	13.0%
2		400,000.00	84,000.00	21.0%
3	9.0%	2,343,500.00	374,960.00	16.0%
4	9.0%	2,398,000.00	383,680.00	16.0%
		10,766,500.00	1,573,890.00	
	x 2013 +			
1	40.0%	7,875,000.00	1,102,500.00	14.0%
2	60.0%	640,000.00	140,800.00	22.0%
3	6.0%	2,484,110.00	422,298.70	17.0%
4	6.0%	2,541,880.00	432,119.60	17.0%
		13,540,990.00	2,097,718.30	

	Crescita x anno	Previsione + 15%	Margine medio 17.5%
1	2012	10,766,500.00	1,884,137.50
2	2013	13,540,990.00	2,369,673.25
3	2014	15,572,138.50	2,725,124.24
4	2015	17,907,959.28	3,133,892.87
5	2016	20,594,153.17	3,603,976.80
6	2017	23,683,276.14	4,144,573.32
7	2018	27,235,767.56	4,766,259.32
8	2019	31,321,132.70	5,481,198.22
9	2020	36,019,302.60	6,303,377.96
10	2021	41,422,197.99	7,248,884.65
11	2022	47,635,527.69	8,336,217.35
12	2023	54,780,856.84	9,586,649.95
		340,479,802.47	59,583,965.43