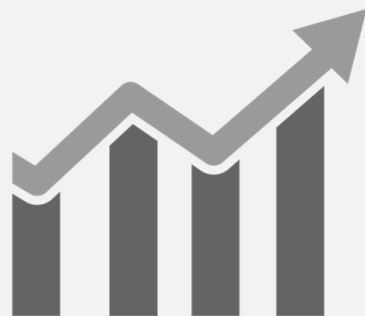




# Planungsbericht



Stand 2019/09

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# Vorwort

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# Dashboard

## GEWINN- UND VERLUSTRECHNUNG

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	ACT 2018	Plan 2019	Plan 2019-ACT 2018	(Plan 2019-ACT 2018)%
+ Umsatzerlöse	4.387.555	6.797.976	+2.410.420	+55
= Gesamtleistung	4.387.555	6.797.976	+2.410.420	+55
= Rohertrag / DB I	4.387.555	6.797.976	+2.410.420	+55
<b>= Betriebl. Rohertrag</b>	<b>4.387.555</b>	<b>6.797.976</b>	<b>+2.410.420</b>	<b>+55</b>
- Personalkosten	-4.409.005	-3.948.577	-460.428	-10
- Raumkosten	-249.030	-256.711	+7.681	+3
- Vers. / Beiträge	-61.111	-66.941	+5.830	+10
- Besondere Kosten	-410	-432	+22	+5
- KfZ-Kosten	-150.129	-149.683	-446	0
- Werbe- / Reisekosten	-56.267	-55.656	-611	-1
- Kosten Warenabgabe	-14.750	-14.838	+88	+1
- Abschreibungen	-674.060	-702.988	+28.928	+4
- Reparaturen / Instandhaltung	-200.929	-209.189	+8.260	+4
- Büro / Verwaltungskosten	-192.975	-194.832	+1.857	+1
- Rechts- und Beratungskosten	-817.372	-832.460	+15.088	+2
- Leasing / Konzession	-79.337	-83.152	+3.815	+5
- Sonstige Kosten	-26.029	-28.167	+2.138	+8
= Gesamtkosten	-6.931.402	-6.543.626	-387.776	-6
= Betriebsergebnis (EBIT)	-2.543.847	254.350	+2.798.197	+110
= Ergeb. vor Steuern (EBT)	-2.543.847	254.350	+2.798.197	+110
<b>= Vorl. H-Bilanz Ergebnis</b>	<b>-2.543.847</b>	<b>254.350</b>	<b>+2.798.197</b>	<b>+110</b>

Abbildung 1 – GuV Dashboard

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# Gewinn- und Verlustrechnung

## MONATSÜBERSICHT

Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

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	January	February	March	April	May	June	July	August	September	October	November	December
+ Umsatzerlöse	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Gesamtleistung	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Rohertrag / DB I	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Betriebl. Rohertrag	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Betriebsergebnis (EBIT)	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Ergeb. vor Steuern (EBT)	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48
= Vorl. H-Bilanz Ergebnis	656.743,83	376.501,07	814.669,63	472.283,38	461.050,53	427.368,89	403.036,78	466.503,43	734.246,70	514.194,03	773.534,97	697.842,48

**Tabelle 1 – Monatsübersicht GuV**

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# Umsatzplanung

## VERTRIEBSGEBIETE

	ACT - 2018	Plan - 2019	Abw. abs.	Abw. %
<b>Gesamtwerte</b>	<b>4.393.055</b>	<b>6.797.976</b>	<b>2.404.920</b>	<b>54,7%</b>
AUSLAND	966	978.739	977.773	101177,4%
FRANKREICH	122.960	385.000	262.040	213,1%
MITTE	167.016	969.248	802.232	480,3%
NORDWEST	73.942	308.875	234.933	317,7%
SCHWEIZ	578.167	836.723	258.556	44,7%
sonstiges	404.212	884.108	479.896	118,7%
SÜDOST	2.289.025	2.100.000	-189.025	-8,3%
SÜDWEST	728.551	260.282	-468.269	-64,3%
UK	28.216	75.000	46.784	165,8%

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# Kostenplanung

## ÜBERSICHT

Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

Stet clita kasd gubergren, no sea takimata sanctus est Lorem ipsum dolor sit amet. At vero eos et accusam et justo duo dolores.

	ACT - 2018	Plan - 2019	Abw. abs.	Abw. %
<b>Gesamtwerte</b>	<b>2.522.397</b>	<b>2.595.049</b>	<b>72.652</b>	<b>2,9%</b>
- Abschreibungen	674.060	702.988	28.928	4,3%
- Besondere Kosten	410	432	22	5,4%
- Büro / Verwaltungskosten	192.975	194.832	1.857	1,0%
- KfZ-Kosten	150.129	149.683	-446	-0,3%
- Kosten Warenabgabe	14.750	14.838	88	0,6%
- Leasing / Konzession	79.337	83.152	3.815	4,8%
- Raumkosten	249.030	256.711	7.681	3,1%
- Rechts- und Beratungskosten	817.372	832.460	15.088	1,8%
- Reparaturen / Instandhaltung	200.929	209.189	8.260	4,1%
- Sonstige Kosten	26.029	28.167	2.138	8,2%
- Vers. / Beiträge	61.111	66.941	5.830	9,5%
- Werbe- / Reisekosten	56.267	55.656	-611	-1,1%

**Tabelle 2 – Kostenplanungsübersicht**

Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

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Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

# Kostenplanung

## PERSONALKOSTEN

Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

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	ACT - 2018	Plan - 2019	Abw. abs.	Abw. %
<b>Gesamtwerte</b>	<b>4.409.005</b>	<b>3.948.577</b>	<b>-460.428</b>	<b>-10,4%</b>
fixe Gehälter	3.239.455	2.730.190	-509.265	-15,7%
PKW-Nutzung	48.854	68.955	20.101	41,1%
Reisekosten	95.366	152.000	56.634	59,4%
Schulung	30.517	61.551	31.034	101,7%
Sonstige	667	10.058	9.391	1409,0%
Sozialabgaben	531.513	511.592	-19.921	-3,7%
variable Gehälter	462.632	414.231	-48.401	-10,5%

**Tabelle 3 – Personalkostenplanung**

Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis in vulputate velit.

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