



BUSINESS PLAN 2023





Bottled Water Business Plan

Stay Hydrated, Anywhere

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Information provided in this business plan is unique to this business and confidential; therefore, anyone reading this plan agrees not to disclose any of the information in this business plan without prior written permission of the company.

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Business planning that's simpler and faster than you think

Creating a business plan using Upmetrics to start and grow a business is literally the easiest thing in the World. Simply read the instructions and fill in the blanks. It's as simple as that.

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1.

Executive Summary



REMEMBER

An executive summary is the first section of the business plan intended to provide an overview of the whole business plan.

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Help tip

Bottled Water Business Plan

Start your executive summary by briefly introducing your business to your readers.

This section may include the name of your bottled water business, its location, when it was

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Start writing here..

Market opportunity

Help tip

Bottled Water Business Plan

Summarize your market research, including market size, growth potential, and marketing trends. Highlight the opportunities in the market and how your business will fit in to fill the gap.

To unlock help try Upmetrics!

Start writing here..

Services Offered

Help tip

Bottled Water Business Plan


Highlight the bottled water services you offer your clients. The USPs and differentiators you offer are always a plus.

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Start writing here..

Marketing & Sales Strategies

 **Help tip**

 **Bottled Water Business Plan**


Outline your sales and marketing strategies—what marketing platforms you use, how you plan on acquiring customers, etc.

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Start writing here..

Financial Highlights

 **Help tip**

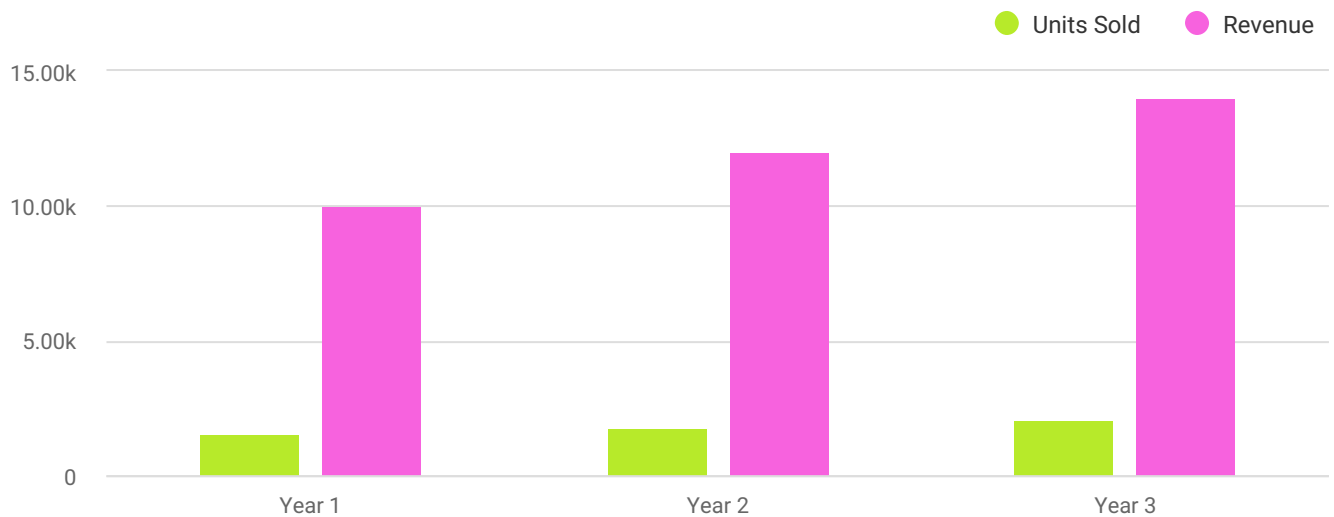
 **Bottled Water Business Plan**

Briefly summarize your financial projections for the initial years of business operations. Include any capital or investment requirements, associated startup costs, projected revenues, and profit forecasts.

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Start writing here..

Units Sold v/s Revenue



Financial Year	Units Sold	Revenue
Year 1	1,550	\$10,000
Year 2	1,800	\$12,000
Year 3	2,050	\$14,000

 Help tip

 Bottled Water Business Plan

Summarize your executive summary section with a clear CTA, for example, inviting angel investors to discuss the potential business investment.

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Write a call to action for your business plan.

2.

Company Overview



REMEMBER

Depending on what details of your business are essential, you'll need different elements in your business overview.

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Help tip

Bottled Water Business Plan

Describe your business in this section by providing all the basic information:

Describe what kind of bottled water company you run and the name of it. You may specialize in

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Start writing here..

Ownership

Help tip

Bottled Water Business Plan


List the names of your bottled water company's founders or owners. Describe what shares they own and their responsibilities for efficiently managing the business.

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Start writing here..

Mission statement

 Help tip

 Bottled Water Business Plan

Summarize your business' objective, core principles, and values in your mission statement. This statement needs to be memorable, clear, and brief.

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At [VitaSparkle Water], we are committed to enriching lives with unparalleled purity and taste. Our mission is to provide premium bottled water, contributing to the health and well-being of our community while upholding the highest standards of sustainability and integrity.



Business history

 Help tip

 Bottled Water Business Plan

If you're an established bottled water service provider, briefly describe your business history, like—when it was founded, how it evolved over time, etc.

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Start writing here..

Future goals

 Help tip

 Bottled Water Business Plan

It's crucial to convey your aspirations and vision. Mention your short-term and long-term goals; they can be specific targets for revenue, market share, or expanding your services.

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Start writing here..

3.

Market Analysis



REMEMBER

Market analysis provides a clear understanding of the market in which your printing business will run along with the target market, competitors, and growth opportunities.

To unlock help try Upmetrics!

Help tip

Bottled Water Business Plan

To write the introduction section of your market analysis, start by clearly identifying your primary target market.

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Start writing here..

Target Market

Help tip

Bottled Water Business Plan

Start this section by describing your target market. Define your ideal customer and explain what types of services they prefer. Creating a buyer persona will help you easily define your target market to your readers.

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Start writing here..

Market size and growth potential

Help tip

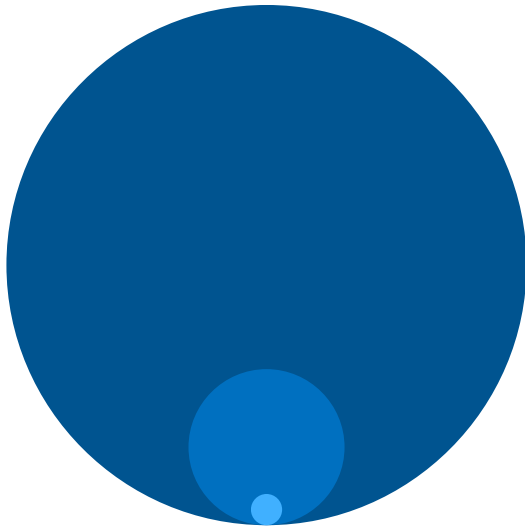
Bottled Water Business Plan

Describe your market size and growth potential and whether you will target a niche or a much broader market.

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Start writing here..

Market Size



Available Market

Total volume of bottled water consumed annually in the region

500M

Served Market

Volume of natural spring and purified water consumed annually


150M

Target Market

Volume of eco-friendly packaged spring water consumed annually

30M

 **Help tip**

 **Bottled Water Business Plan**

Identify and analyze your direct and indirect competitors. Identify their strengths and weaknesses, and describe what differentiates your bottled water services from them.

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Competitive analysis

AquaPure Springs

AquaPure Springs is an established player in the bottled water industry, with a strong market presence for over a decade. They offer a wide range of bottled water products and have a significant distribution network across the country.

Features

- Single-serve and multipack bottled water
- Premium spring water options
- Home and office water delivery services
- Water dispensers and filtration systems

Strengths

- Extensive distribution network ensuring wide availability
- Strong brand recognition and consumer trust
- Diverse product line catering to different consumer needs

Weaknesses

- Higher pricing compared to competitors
- Limited options for personalized or custom bottles
- Dependence on traditional retail channels for sales

PureH2O

PureH2O is a newer entrant in the market, known for its innovative approach and focus on sustainable practices. They have quickly gained popularity, particularly among eco-conscious consumers.

Features

- Eco-friendly packaging and bottling options
- Alkaline water with added minerals
- Subscription-based delivery service
- Community water education and outreach programs

Strengths

- Strong emphasis on sustainability and environmental responsibility
- Unique product offerings like alkaline water
- Innovative and customer-centric services like subscription delivery

Weaknesses

- Limited market presence and brand awareness
- Smaller distribution network compared to established players
- Higher production costs due to sustainable practices

HydrateWell

HydrateWell is a mid-sized bottled water company, known for its quality products and competitive pricing. They have a loyal customer base and a good reputation in the market.

Features

- Wide range of bottled water sizes and types
- Competitive Pricing
- Quality assurance and rigorous testing protocols
- Custom labelling for events and businesses

Strengths


- Strong price competitiveness, attracting price-sensitive customers
- Wide product variety, offering something for every customer
- Customization options for bulk orders and events

Weaknesses


- Limited brand differentiation in a crowded market
- Smaller advertising and marketing budget compared to larger competitors
- Potential quality concerns due to aggressive cost-cutting

Market trends

 **Help tip**

 **Bottled Water Business Plan**

Analyze emerging trends in the industry, such as technology disruptions, changes in customer behavior or preferences, etc. Explain how your business will cope with all the trends.

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Regulatory environment

Help tip

Bottled Water Business Plan

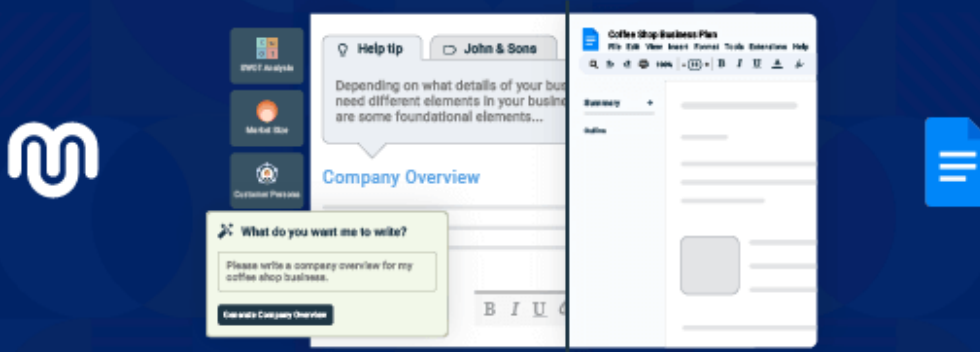
List regulations and licensing requirements that may affect your bottled water company, such as labeling regulations, quality & safety testing, compliance & inspections, etc.

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Start writing here..

Upmetrics vs Business Plan Templates

You have a unique business with a distinct vision, and your business plan must reflect that. Although it won't be possible with generic templates.



Upmetrics guided builder prompts you with tailored questions and helps answer them to create your business plan. You also have access to AI Assistant and other resources to seek guidance and ensure you're on the right track.

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4.

Products and Services



REMEMBER

The product and services section of bottled water business plan should describe the specific services and products that will be offered to customers. To write this section should include the following:

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Help tip

Bottled Water Business Plan

To craft the introduction for your "Products and Services" chapter, begin by positioning your business within its industry, emphasizing its unique strengths or value proposition.

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Start writing here..

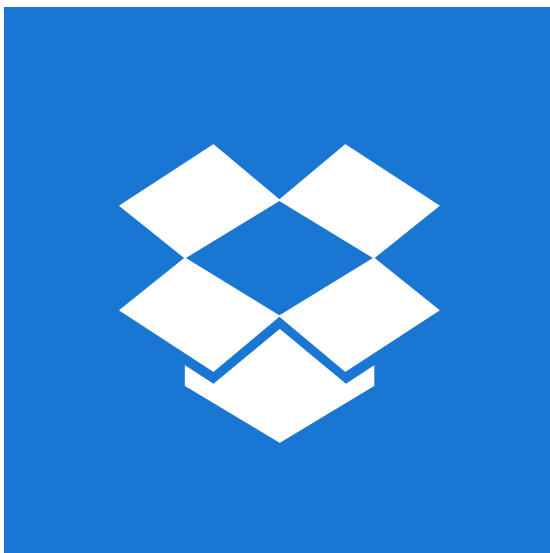
Help tip

Mention the services your business will offer. This list may include services like,

- Single-serve bottles

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Services



Pure Spring Water - Single Serve

Price: **[\$1.50] per 500ml bottle**

Experience the pure and refreshing taste of [VitaSparkle Water]'s natural spring water, conveniently packaged in a single-serve bottle. Perfect for on-the-go hydration, keeping you refreshed throughout your day.

Specifications

- Volume: 500ml
- Packaging: Recyclable PET bottle
- Source: Natural spring
- Shelf Life: 24 months



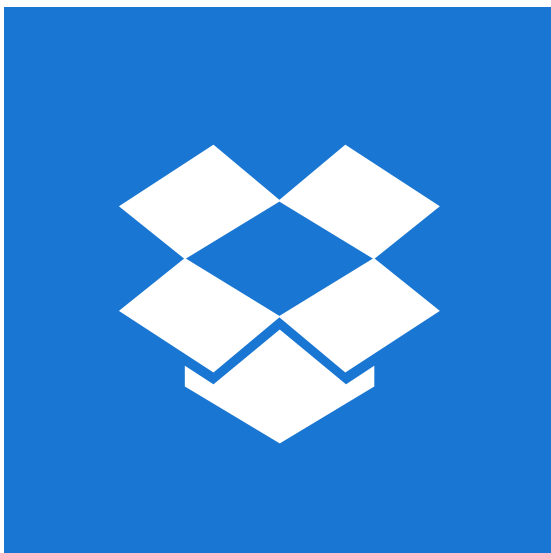
Alkaline Water - Premium Bottle

Price: **[\$3.00] per 750ml bottle**

Elevate your hydration experience with our Premium Alkaline Water, boasting a pH level of 9.5 for optimal balance and hydration. A premium choice for the health-conscious individual.

Specifications

- Volume: 750ml
- Packaging: Glass bottle with screw cap
- pH Level: 9.5
- Shelf Life: 24 months



Home Water Delivery Subscription

Price: **Starting at [\$20.00] per month**

Enjoy the convenience of [VitaSparkle Water] delivered directly to your doorstep. Choose from a range of water options and delivery frequencies to suit your needs

Specifications

- Minimum Subscription Period: 3 months
- Delivery Options: Weekly, Bi-weekly, Monthly
- Available Water Types: Pure Spring, Alkaline, Mineral



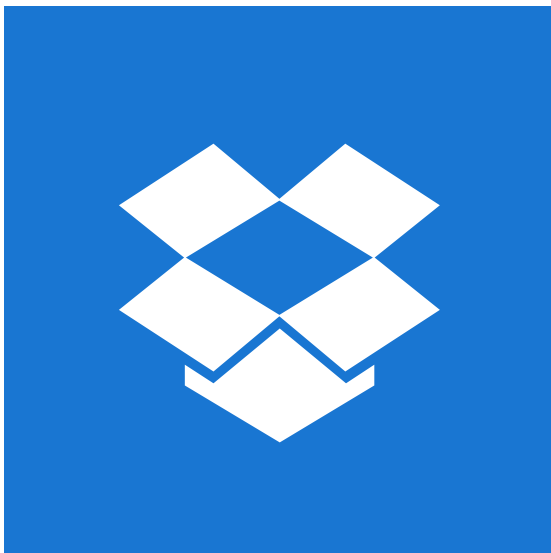
Customized Bottles for Events

Price: **Varies depending on customization (Starting at [\$2.00] per bottle)**

Make your event memorable with customized [VitaSparkle Water] bottles. Personalize the labels with your event details, logos, or special messages.

Specifications

- Minimum Order Quantity: 100 bottles
- Customization Options: Label design, bottle size, water type
- Lead Time: 3 weeks



Water Filtration Systems

Price: **Starting at [\$150.00] per unit**


Ensure access to clean and pure water at all times with [VitaSparkle Water]'s range of water filtration systems. Perfect for homes and offices.

Specifications

- Types Available: Countertop, Under-sink, Whole-house
- Filter Lifespan: Up to 12 months (varies by model)
- Installation: Available at an additional cost

Health Benefits

 **Help tip**

 **Bottled Water Business Plan**


If relevant, draw attention to any unique mineral composition or health advantages of your water, such as high mineral content, alkaline characteristics, or the presence of extra electrolytes.

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Start writing here..

Quality Measures

 **Help tip**

 **Bottled Water Business Plan**


Describe your water's sources and the steps you took to ensure their quality and purity. Talk about any accreditations, testing protocols, or quality control systems you have in place to ensure product safety and regulatory compliance.

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Start writing here..

Additional Services

 **Help tip**

 **Bottled Water Business Plan**

Mention if your bottled water company offers any additional services. You may include services like customized labeling & branding, subscription services, event & catering services, water education & workshops, etc.

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Start writing here..

5.

Sales And Marketing Strategies



REMEMBER

Writing the sales and marketing strategies section means a list of strategies you will use to attract and retain your clients.

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Help Tip

Bottled Water Business Plan

To create an effective introduction for your "Sales and Marketing Strategies" chapter, start by setting the stage within your specific industry or market.

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Start writing here..

Unique Selling Proposition (USP)

Help tip

Bottled Water Business Plan

Define your business's USPs depending on the market you serve, the equipment you use, and your unique services. Identifying USPs will help you plan your marketing strategies.

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Start writing here..

Pricing Strategy

Help tip

Bottled Water Business Plan

Describe your pricing strategy—how you plan to price your products or services and stay competitive in the local market. You can mention any discounts you plan on offering to attract new customers.

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Start writing here..

Discuss your marketing strategies to market your services. You may include some of these marketing strategies in your business plan—social media marketing, Google ads, brochures, content marketing, and print marketing.

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Marketing strategies

Online



Social Media

Utilizing platforms such as [Facebook, Instagram, and Twitter] to engage with our audience, share content, and run promotional campaigns.



Google Ads

Implementing targeted pay-per-click advertising to capture the attention of potential customers actively searching for bottled water solutions.



Content Marketing

Developing informative and engaging content to educate our audience about the benefits of our products, water safety, and sustainability.

Offline



Print Marketing

Utilizing brochures, flyers, and other print materials to reach local businesses, event planners, and households.

Outline the strategies you'll implement to maximize your sales. Your sales strategies may include partnering with other businesses, influencer collaboration, offering referral programs, etc.

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Sales strategies



Partner with Businesses

Establishing partnerships with local businesses to become their preferred bottled water supplier.



Influencer Collaborations

Working with local influencers to promote our products and increase brand visibility.



Referral Programs

Introducing referral programs to encourage current customers to refer new clients, with rewards for successful referrals.

Describe your customer retention strategies and how you plan to execute them. For instance, introducing loyalty programs, discounts & offers, personalized service, etc.

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Customer retention



Loyalty Programs

Implementing a loyalty program to reward repeat customers and encourage ongoing business.



Discounts & Offers

Providing exclusive discounts and offers to our loyal customer base.



Personalized Service

Offering personalized services and attentive customer support to address customer needs and build strong relationships.

6.

Operations Plan



REMEMBER

When writing the operations plan section, it's important to consider the various aspects of your business operations.

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Help tip

Bottled Water Business Plan

To create an effective introduction for your "Operational Plan" chapter, start by emphasizing the pivotal role of efficient operations in the success of your business, underscoring how they directly impact the quality of services delivered.

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Start writing here..

Staffing & Training

Help tip

Bottled Water Business Plan

Mention your business's staffing requirements, including the number of employees or staff needed. Include their qualifications, the training required, and the duties they will perform.

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Start writing here..

Operational Process

Help tip

Bottled Water Business Plan


Outline the processes and procedures you will use to run your bottled water business. Your operational processes may include water source & treatment, bottling & packaging, quality control & testing, inventory management, etc.

To unlock help try Upmetrics!

Start writing here..

Technologies & Equipment

 **Help tip**

 **Bottled Water Business Plan**

Include the list of equipment and machinery required for bottled water, such as water treatment equipment, bottling equipment, quality control equipment, packaging & labeling equipment, etc.

To unlock help try Upmetrics! 

Start writing here..

7.

Management Team



REMEMBER

The management team section provides an overview of the individuals responsible for running your business plan.

To unlock help try Upmetrics!

Help tip

Bottled Water Business Plan

To craft an introduction for your "Management Team" chapter, begin by emphasizing the crucial role of leadership in the success of any business.

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Start writing here..

Key managers

Help tip

Bottled Water Business Plan

Introduce your management and key members of your team, and explain their roles and responsibilities.

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Start writing here..



JOHN DOE

CEO - john.doe@example.com

With over 15 years of experience in the beverage and bottled water industry, John holds a Bachelor's degree in Business Administration and a Master's in Environmental Sciences.



He has a rich history of working with leading brands, improving operational efficiency, and driving revenue growth.

John is responsible for setting the company's strategic direction, overseeing all facets of the business, and ensuring that [VitaSparkle Water] adheres to its mission and values.



JANE DOE

Chief Operating Officer (COO) - jane.doe@example.com

Jane brings a decade of operational expertise to [VitaSparkle Water], with a focus on efficiency and excellence.



She holds an MBA with a concentration in Operations Management and has previously worked with top-tier beverage companies to streamline their processes.

Jane is tasked with managing the day-to-day operations, from production to distribution, ensuring everything runs smoothly.



ALICE BROWN

CMO - alice.brown@example.com

With a Bachelor's degree in Marketing and over 12 years of experience in the field, Alice specializes in brand building and customer engagement.



She has a track record of successful marketing campaigns that have elevated brands to market leader positions.

At [VitaSparkle Water], Alice is responsible for developing and implementing marketing strategies that drive growth and enhance brand visibility.



ROBERT BROWN

Operations Manager - robert.brown@example.com

Robert, a seasoned operations professional, holds a degree in Supply Chain Management and has worked in the bottled water industry for over 10 years.



He is well-versed in optimizing bottling processes, managing inventory, and ensuring quality control.

At [VitaSparkle Water], Robert oversees the entire operations process, from water sourcing to final product delivery.

Organizational structure

Help tip

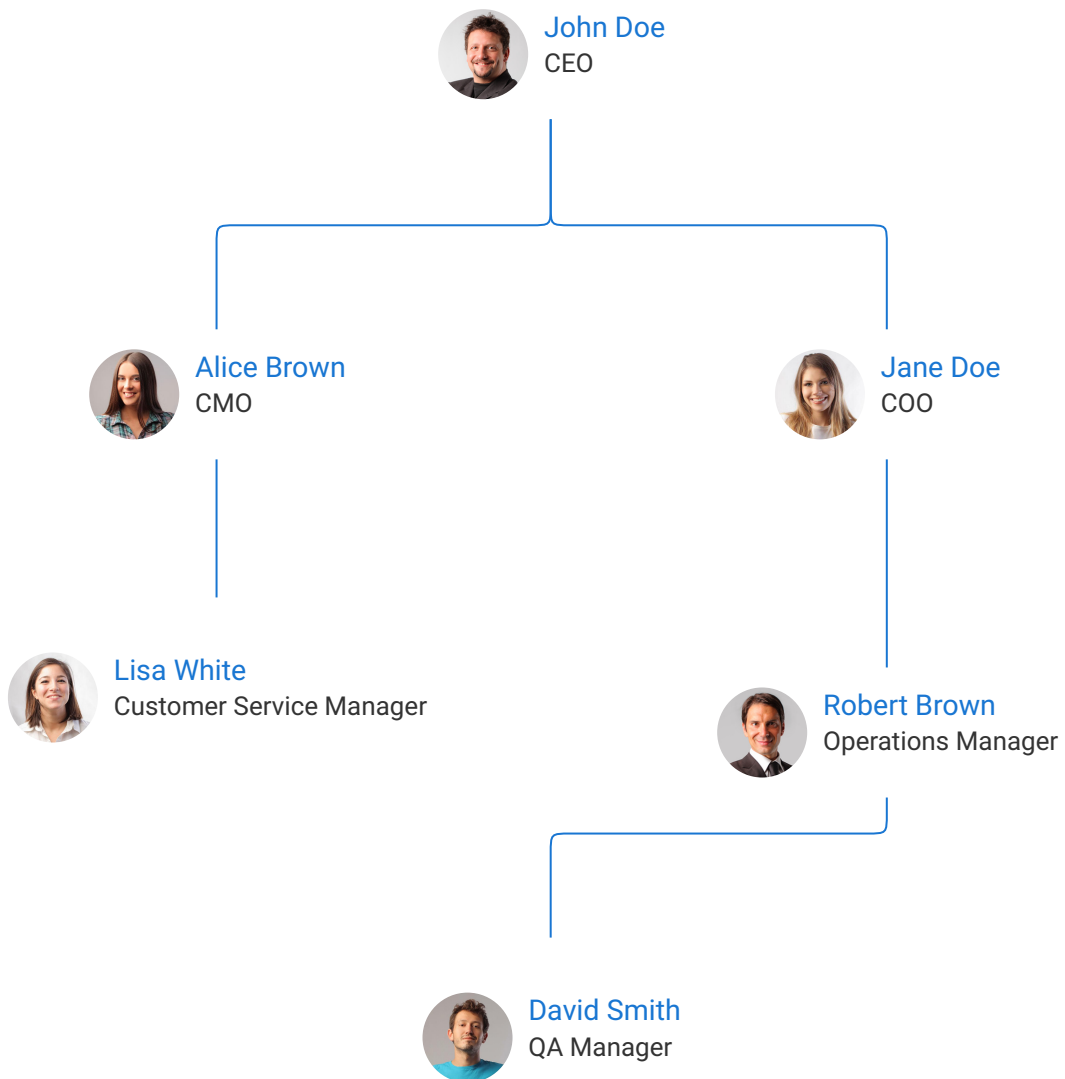
Bottled Water Business Plan

Explain the organizational structure of your management team. Include the reporting line and decision-making hierarchy.

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Start writing here..

Organization chart



Compensation plan

💡 Help tip

📄 Bottled Water Business Plan

Describe your compensation plan for the management and staff. Include their salaries, incentives, and other benefits.

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Start writing here..

💡 Help tip

📄 Bottled Water Business Plan

Mentioning advisors or consultants in your business plans adds credibility to your business idea.

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Board of advisors



MR. RICHARD BROWN

Supply Chain Specialist - r.brown@example.com

Mr. Brown has over 20 years of experience in supply chain management and logistics, specializing in the beverage industry. He has helped numerous companies optimize their distribution networks and reduce operational costs.

- Advising on supply chain strategy and logistics
- Assisting in vendor selection and negotiation
- Providing insights on inventory management and cost reduction



DR. SARAH JOHNSON

Water Quality Expert - s.johnson@example.com

Dr. Johnson holds a Ph.D. in Environmental Science and has over 15 years of experience in water quality research and management.

She has worked with numerous water bottling companies to improve their water treatment processes and ensure product safety.



- Advising on best practices for water purification and treatment
- Conducting periodic water quality assessments
- Providing guidance on compliance with health and safety regulations

8.

Financial Plan



REMEMBER

When writing the financial plan section of a business plan, it's important to provide a comprehensive overview of your financial projections for the first few years of your business, You may provide the following:

To unlock help try Upmetrics!

Help tip

Bottled Water Business Plan

To create an effective introduction for your "Financial Plan" chapter, begin by stressing the critical role of a well-structured financial plan in the success of your venture.

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Start writing here..

Help tip

Bottled Water Business Plan

Describe details such as projected revenue, operational costs, and service costs in your projected profit and loss statement. Make sure to include your business's expected net profit or loss.

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Profit & loss statement

	2023-24	2024-25	2025-26	2026-27	2027-28
Revenue	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Cost Of Sales	\$0	\$0	\$0	\$0	\$0
General Costs	\$0	\$0	\$0	\$0	\$0
Revenue Specific Costs	\$0	\$0	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0	\$0	\$0
Gross Margin	\$0	\$0	\$0	\$0	\$0
Gross Margin (%)	0%	0%	0%	0%	0%
Operating Expense	\$0	\$0	\$0	\$0	\$0
Payroll Expense (Indirect Labor)	\$0	\$0	\$0	\$0	\$0
General Expense	\$0	\$0	\$0	\$0	\$0
Bad Debt	\$0	\$0	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0	\$0	\$0
EBITDA	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Additional Expense	\$0	\$0	\$0	\$0	\$0
Long Term Depreciation	\$0	\$0	\$0	\$0	\$0
Gain or loss from Sale of Assets	\$0	\$0	\$0	\$0	\$0
EBIT	\$0	\$0	\$0	\$0	\$0
Interest Expenses	\$0	\$0	\$0	\$0	\$0
EBT	\$0	\$0	\$0	\$0	\$0
Income Tax Expense	\$0	\$0	\$0	\$0	\$0
Total Expense	\$0	\$0	\$0	\$0	\$0
Net Income	\$0	\$0	\$0	\$0	\$0
Net Income (%)	0%	0%	0%	0%	0%
Retained Earning Opening	\$0	\$0	\$0	\$0	\$0
Owner's Distribution	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Retained Earning Closing	\$0	\$0	\$0	\$0	\$0

💡 Help tip

📄 Bottled Water Business Plan

The cash flow for the first few years of your operation should be estimated and described in this section.

This may include billing invoices, payment receipts, loan payments, and any other cash flow statements.

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Cash flow statement

	2023-24	2024-25	2025-26	2026-27	2027-28
Cash Received	\$0	\$0	\$0	\$0	\$0
Cash Paid	\$0	\$0	\$0	\$0	\$0
COS & General Expenses	\$0	\$0	\$0	\$0	\$0
Salary & Wages	\$0	\$0	\$0	\$0	\$0
Interest	\$0	\$0	\$0	\$0	\$0
Sales Tax	\$0	\$0	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Net Cash From Operations	\$0	\$0	\$0	\$0	\$0
Assets Sell	\$0	\$0	\$0	\$0	\$0
Assets Purchase	\$0	\$0	\$0	\$0	\$0
Net Cash From Investments	\$0	\$0	\$0	\$0	\$0
Amount Received	\$0	\$0	\$0	\$0	\$0
Loan Received	\$0	\$0	\$0	\$0	\$0
Common Stock					
Preferred Stock	\$0	\$0	\$0	\$0	\$0
Owner's Contribution	\$0	\$0	\$0	\$0	\$0
Amount Paid	\$0	\$0	\$0	\$0	\$0
Loan Capital	\$0	\$0	\$0	\$0	\$0
Dividends & Distributions	\$0	\$0	\$0	\$0	\$0
Net Cash From Financing	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Summary					
Starting Cash	\$0	\$0	\$0	\$0	\$0
Cash In	\$0	\$0	\$0	\$0	\$0
Cash Out	\$0	\$0	\$0	\$0	\$0
Change in Cash	\$0	\$0	\$0	\$0	\$0
Ending Cash	\$0	\$0	\$0	\$0	\$0

💡 Help tip

📄 Bottled Water Business Plan

Create a projected balance sheet documenting your bottled water business's assets, liabilities, and equity.

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Balance sheet

	2023-24	2024-25	2025-26	2026-27	2027-28
Assets	\$0	\$0	\$0	\$0	\$0
Current Assets	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Cash	\$0	\$0	\$0	\$0	\$0
Accounts Receivable	\$0	\$0	\$0	\$0	\$0
Inventory	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0	\$0	\$0
Long Term Assets	\$0	\$0	\$0	\$0	\$0
Gross Long Term Assets	\$0	\$0	\$0	\$0	\$0
Accumulated Depreciation	\$0	\$0	\$0	\$0	\$0
Liabilities & Equity	\$0	\$0	\$0	\$0	\$0
Liabilities	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$0	\$0	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0	\$0	\$0
Short Term Debt	\$0	\$0	\$0	\$0	\$0
Long Term Liabilities	\$0	\$0	\$0	\$0	\$0
Long Term Debt	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Equity	\$0	\$0	\$0	\$0	\$0
Paid-in Capital	\$0	\$0	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0	\$0	\$0
Owner's Contribution	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$0	\$0	\$0	\$0	\$0
Check	\$0	\$0	\$0	\$0	\$0

 **Help tip**

 **Bottled Water Business Plan**

Determine and mention your business's break-even point—the point at which your business costs and revenue will be equal.

This exercise will help you understand how much revenue you need to generate to sustain or be profitable.

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Break-even Analysis

	2023-24	2024-25	2025-26	2026-27	2027-28
Starting Revenue	\$0	\$0	\$0	\$0	\$0

	2023-24	2024-25	2025-26	2026-27	2027-28
Net Revenue	\$0	\$0	\$0	\$0	\$0
Closing Revenue	\$0	\$0	\$0	\$0	\$0
Starting Expense	\$0	\$0	\$0	\$0	\$0
Net Expense	\$0	\$0	\$0	\$0	\$0
Closing Expense	\$0	\$0	\$0	\$0	\$0
Is Break Even?	0	0	0	0	0
Break Even Month	0	0	0	0	0
Days Required	0	0	0	0	0
Break Even Revenue	\$0	\$0	\$0	\$0	\$0
Break Even Units					

Financing needs

💡 Help tip

📄 Bottled Water Business Plan

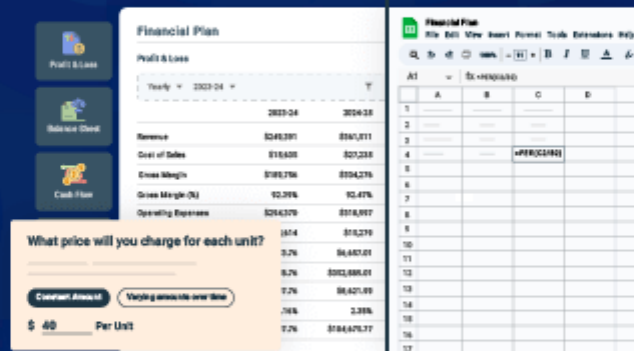
Calculate costs associated with starting a bottled water business, and estimate your financing needs and how much capital you need to raise to operate your business.

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Start writing here..

Upmetrics vs Financial Spreadsheets

Spreadsheets can be a powerful tool for preparing complex financial reports and forecasts. However, using them can be quite time-consuming, intimidating, and frustrating.



The image shows a side-by-side comparison of two financial planning tools. On the left is the Upmetrics interface, which is clean and user-friendly. It features a sidebar with icons for 'Profit & Loss', 'Balance Sheet', and 'Cash Flow'. The main area displays a 'Financial Plan' for 'Profit & Loss' for the year 2023-24. Below this is a table with columns for '2023-24' and '2024-25'. A pop-up window asks 'What price will you charge for each unit?' with a 'Comment Ahead' button and a 'View previous data view' button. On the right is a standard spreadsheet interface, which is cluttered with many icons and a complex grid of cells. A formula bar shows '=PER(C4:R4)'. The spreadsheet has columns labeled A through E and rows numbered 1 through 17.

	2023-24	2024-25
Revenue	\$245,391	\$261,811
Cost of Sales	\$18,608	\$27,238
Gross Margin	\$198,776	\$234,276
Gross Margin (%)	80.9%	90.4%
Operating Expenses	\$294,379	\$318,907
	1814	\$15,279
	3.2%	\$6,807.01
	0.2%	\$202,898.01
	7.2%	\$6,827.00
	.78%	3.38%
	7.2%	\$184,875.77



Upmetrics could be your way out of boring & clumsy spreadsheets. Simply enter the numbers, and get accurate and easy-to-understand financial reports made in minutes - no more remembering complex formulas or fussing in the spreadsheet.

[Start your planning today](#)

9.

Appendix



REMEMBER

When writing the appendix section, you should include any additional information that supports the main content of your plan. This may include financial statements, market research data, legal documents, and other relevant information.

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Create a winning business plan that gets you funded

Creating a stunning and investment-ready plan requires no writing, graphic designing, or financial planning expertise.

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Mariia Yevlash



Student, Sumy State University – Ukraine

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