

LED 照明ケーブル制作マニュアル

Assembly Manual of a cabled LED bulb

First Edition (10 October 2014)

1. Assembly of a cabled LED Light-Emitting Diode (LED) bulb

(1) Familiarize yourself with the name of each component.

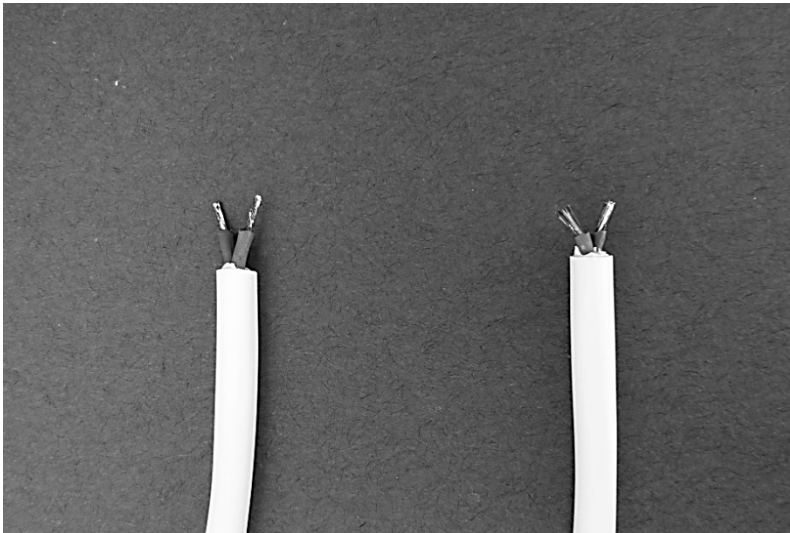


Outside: Electric cable.

Inside (top): LED bulb.

Inside (from bottom left to bottom right): Cap and Direct Current (DC) plug.

(2) Strip the vinyl coat of an electric cable: 12mm at one end and 7mm at the other end.



Left: To be connected to an LED bulb / Right: To be connected to DC plug.

(3) Remove the metal cap of the LED bulb.



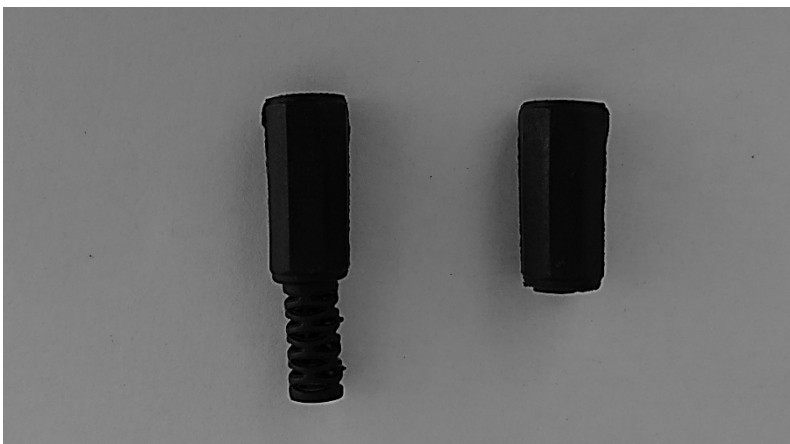
Left: LED bulb before removing the metal cap / Right: LED bulb after removing the cap

(4) Punch a 6mm-diameter hole in the resin cap.



Left: Resin cap before punching a hole / Right: Resin cap after punching a hole

(5) Cut the soft part of the DC plug by cutter.



Left: DC plug with a soft part / Right: DC plug after cutting the soft resin part

(6) Connect the LED bulb, the resin cap and the electric wire.



Solder the LED bulb and the electric wires.



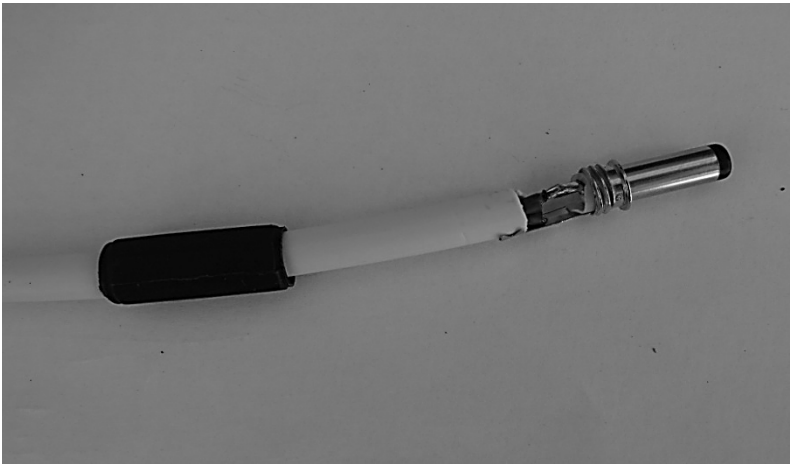
Fix the resin cap to the LED bulb by hot glue.



(7) Connect the DC plug and the electric wire.



Get the DC plug and the electric wire soldered.



This is the end of the assembly process. Put a tag to indicate the length of the cable.



11「販売代理店・機器製造フランチャイズ収支」

販売代理店営業収支投資回収表

科目	1	2	3	4	5	6	7	8	9	10	11	12	合計
売上高	12,400	12,800	13,200	13,600	14,000	14,400	14,800	15,200	15,600	16,000	16,400	16,800	175,200
①機器販売	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000
②充電サービス	400	800	1,200	1,600	2,000	2,400	2,800	3,200	3,600	4,000	4,400	4,800	31,200
売上原価	7200	7200	7200	7200	7200	7200	7200	7200	7200	7200	7200	7200	86400
売上総利益	5,200	5,600	6,000	6,400	6,800	7,200	7,600	8,000	8,400	8,800	9,200	9,600	88,800
粗利率	41.9	43.8	45.5	47.1	48.6	50.0	51.4	52.6	53.8	55.0	56.1	57.1	50.7
営業総利益	5,200	5,600	6,000	6,400	6,800	7,200	7,600	8,000	8,400	8,800	9,200	9,600	88,800
販売費及び一般管理費													
人件費	0	0	0	0	0	0	0	0	0	0	0	0	0
賃借料	0	0	0	0	0	0	0	0	0	0	0	0	0
水道光熱費	105	105	105	105	105	105	105	105	105	105	105	105	1,260
外注費	0	0	0	0	0	0	0	0	0	0	0	0	0
リース料	0	0	0	0	0	0	0	0	0	0	0	0	0
減価償却費	0	0	0	0	0	0	0	0	0	0	0	0	0
その他	0	0	0	0	0	0	0	0	0	0	0	0	0
経費計	105	105	105	105	105	105	105	105	105	105	105	105	1,260
営業利益	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
金利	0	0	0	0	0	0	0	0	0	0	0	0	0
経常利益	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
除却損	0	0	0	0	0	0	0	0	0	0	0	0	0
税前利益	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
法人税等	0	0	0	0	0	0	0	0	0	0	0	0	0
当期利益	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
減価償却費	0	0	0	0	0	0	0	0	0	0	0	0	0
各種負担金償却	0	0	0	0	0	0	0	0	0	0	0	0	0
内部留保	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
正味投資	12,000	6,905	1,410	-4,485	-10,780	-17,475	-24,570	-32,065	-39,960	-48,255	-56,950	-66,045	
運転資金	0	0	0	0	0	0	0	0	0	0	0	0	0
投資回収	5,095	5,495	5,895	6,295	6,695	7,095	7,495	7,895	8,295	8,695	9,095	9,495	87,540
回収年数				3.2ヶ月で回収									

1. 事業規模

1単位 顧客20件
※初期投資として顧客20件分のセットを購入する

2. 事業資金

品名	数量	単価	金額
バッテリー	20	800	16,000
照明器具	20	300	6,000
携帯充電器	20	150	3,000
バッテリーマネジメント	20	550	11,000
充電器	2	6,000	12,000
合計			48,000

3. 売上高

	単価	数量	金額
①機器販売	3,000	4	12,000

②充電サービス	20	5	100
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※顧客は1か月に5回充電すると仮定

4. 人件費

	0 Ksh/月
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5. 電気代

使用量	7 Kw
単価	15 Ksh/Kw
電気料	105 Ksh

機器製造フランチャイズ営業収支投資回収表

科目	1	2	3	4	5	6	7	8	9	10	11	12	合計
売上高	12,400	12,800	13,200	13,600	14,000	14,400	14,800	15,200	15,600	16,000	16,400	16,800	175,200
①機器販売	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000
②充電サービス	400	800	1,200	1,600	2,000	2,400	2,800	3,200	3,600	4,000	4,400	4,800	31,200
売上原価	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
売上総利益	6,400	6,800	7,200	7,600	8,000	8,400	8,800	9,200	9,600	10,000	10,400	10,800	103,200
粗利率	51.6	53.1	54.5	55.9	57.1	58.3	59.5	60.5	61.5	62.5	63.4	64.3	58.9
営業総利益	6,400	6,800	7,200	7,600	8,000	8,400	8,800	9,200	9,600	10,000	10,400	10,800	103,200
販売費及び一般管理費													
人件費	250	250	250	250	250	250	250	250	250	250	250	250	3,000
賃借料	0	0	0	0	0	0	0	0	0	0	0	0	0
水道光熱費	105	105	105	105	105	105	105	105	105	105	105	105	1,260
外注費	0	0	0	0	0	0	0	0	0	0	0	0	0
リース料	0	0	0	0	0	0	0	0	0	0	0	0	0
減価償却費	0	0	0	0	0	0	0	0	0	0	0	0	0
その他	0	0	0	0	0	0	0	0	0	0	0	0	0
経費計	355	355	355	355	355	355	355	355	355	355	355	355	4,260
営業利益	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
金利	0	0	0	0	0	0	0	0	0	0	0	0	0
経常利益	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
除却損	0	0	0	0	0	0	0	0	0	0	0	0	0
税前利益	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
法人税等	0	0	0	0	0	0	0	0	0	0	0	0	0
当期利益	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
減価償却費	0	0	0	0	0	0	0	0	0	0	0	0	0
各種負担金償却	0	0	0	0	0	0	0	0	0	0	0	0	0
内部留保	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
正味投資	17,000	10,955	4,510	-2,335	-9,580	-17,225	-25,270	-33,715	-42,560	-51,805	-61,450	-71,495	
運転資金	0	0	0	0	0	0	0	0	0	0	0	0	0
投資回収	6,045	6,445	6,845	7,245	7,645	8,045	8,445	8,845	9,245	9,645	10,045	10,445	98,940
回収年数				3.6ヶ月で回収									

1. 事業規模

1単位 20セット
※初期投資として20セットを購入する

2. 事業資金

品名	数量	単価	金額
バッテリー	20	800	16,000
キット	20	700	14,000
工具1式	1	5,000	5,000
充電器	2	6,000	12,000
合計			47,000

3. 売上高

	単価	数量	金額
①機器販売	3,000	4	12,000

②充電サービス	20	5	100
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※顧客は1か月に5回充電すると仮定

4. 売上原価

1500 Ksh/台

5. 人件費

250 Ksh/月

6. 電気代

電気使用量	7 Kw
単価	15 Ksh/Kw
電気料	105 Ksh

Baseline Survey Interview Sheet of R-Battery Pilot Project

Date of interview: _____
 Name of the village: _____
 Name of the interviewee: _____
 Name of interviewer: _____
 Commuting time and mean to the agency's office:

**Type of lighting to be checked first:
 Kerosene lamp or not (Specify: _____).**

**If it is for business, ask the purposes for using
 this system: _____.**

*All the questions below should focus on the particular
 place (home, work place, etc.) where the ELT's
 battery kit is intended to be used.*

I. Lifestyle

1. From what time to what time, do you (=your household) use your lighting device?

Answer: __ AM to __ AM in the morning.
 __ PM to __ PM in the evening / night.

II. Educational factor

2. From what time to what time, does your first-born kid learn at home by using your lighting device?

Answer: __ AM to __ AM in the morning.
 __ PM to __ PM in the evening / night.

3. Can you read this book easily by using your lighting device? **(At the time of follow-up survey)**

Answer: No, hardly, not easily, easily OR very easily.

III. Economical factor

4. How much do you (=your household) spend for lighting in a month?

Answer: _____ KES

5. How much do you (=your household) spend to charge your mobile phone in a month?

Answer: _____ KES

6. Do you have a business for which you are intending to use our lighting system, e.g. side job at home for cash income? If so, please tell me how

many hours you work on it at the moment and income you earn from that.

Answer: Time _____ hours / day
 Income _____ KES / month

IV. Social factor

7. From what time to what time, do you (=your household) spend time together in your family (except for sleeping)?

Answer: __ AM to __ AM in the morning.
 __ PM to __ PM in the evening / night.

V. Health factor

8. Does any of your family members feel uncomfortable with odor of your lighting device?

Answer: Yes / No.

9. Does any of your family members feel uncomfortable with dust or smoke of your lighting device?

Answer: Yes / No.

10. Does any of your family members get headache from your lighting device?

Answer: Yes / No.

11. Does any of your family members get sore throat from your lighting device?

Answer: Yes / No.

12. Does any of your family members get sore eye from your lighting device?

Answer: Yes / No.

VI. Sanitation and hygienic factor

13. Are you able to see if anything wrong should get into the food while you cook? Bright enough?

Answer: Yes / No.

14. Do you feel uncomfortable to eat food with your lighting device? Bright enough?

Answer: Yes / No.

[REDACTED]
[REDACTED]
Nairobi, Kenya.

Mobile number: [REDACTED]

Email: [REDACTED]

CAREER OBJECTIVES

- To utilize and grow my skills, knowledge and enthusiasm in order to enhance work flow systems within the organization.
- Seeking opportunities to be part of a team that is leading the advancement of its organization and its customers.
- To make a positive difference and contribution to the organization's current and future success.
- To synergize the knowledge from mechanical, software, control, systems, electrical and electronic engineering so as to enable organizations to automate their processes.

PERSONAL INFORMATION

Gender: [REDACTED]

Nationality: Kenyan

Languages: English (Fluent), Kiswahili (Fluent) and Japanese (Working knowledge)

Date of birth: [REDACTED]

Marital status: [REDACTED]

PROFESSIONAL EXPERIENCE

May 2013 – present: Upande Limited

Engineering consultant in the WASH-GIS project

Responsibilities

- Testing and installation on site of full scale industrial flow sensors and data loggers within Kericho County on master water meters at pump stations and reservoirs for the Kericho Water and Sanitation Company (KEWASCO).
- Prototyping the electronic connection of Arduino microcontroller boards, receiving raw sensor data, to a Raspberry Pi mini-computer and an online server (Internet of things).
- Design and development of overflow sensors for use in Kericho County at the county's main water reservoirs.

Achievements

- Clear reporting of none revenue zones and leak detection within the water distribution network.
- Real time alerts on water flow within Kericho County.
- Online availability of geographical information on water usage up to the end consumer within the county.

September 2012 – present: Umande Trust

Engineering consultant and team leader in the SanPay cashless system

Responsibilities

- To come up with and design a card based cashless system for use in water and sanitation bio-centres within the lower scale settlements.
- To fabricate and install in place the radio frequency identification (RFID) based cashless system.
- To test and debug the overall working of the system.
- To promote usage of the system by the users of the water and sanitation bio-centres.

Achievements

- April 2013: The Kenya Copyright Board (KECOBO) issued my team a copyright for a **cashless payment system based on the integration of radio frequency identification/ barcode/ quick reference (QR) code technology and mobile phone based money transfer services** numbered LT-11436.
- Designed and fabricated a microcontroller based, bi-directional, people counting system to further enhance the accountability promoted by the card based cashless system.
- Reported increase in revenue within the bio-centre where the system had been installed due to greater accountability and clear reporting of earnings promoted by the cashless system.

April 2011 – March 2012: African Children Education Fund (ACEF) in partnership with Sanyo/Armco

Engineering Consultant and team leader

Responsibilities

- To come up with and design a solar powered, universal, mobile phone charger for the Enloop solar powered lantern from Sanyo Electronic Company, Osaka, Japan.
- To fabricate and test the solar powered, universal, mobile phone charger.

Achievements

- Designed, fabricated by hand, tested and distributed 1,500 solar powered, universal, charging devices within Kenya to families without access to in-grid electricity.

February 2011- March 2011: British American Tobacco (BAT) Green Leaf Threshing plant in Thika, Kenya

Industrial attachment as an Electrical Technician

Responsibilities

- Learning how to maintain and troubleshoot plant and warehouse control panels.
- Learning how to maintain warehouse and plant motors, fans and electrical fittings such as light fixtures and power points such as 415 volt alternating current three phase sockets.

EDUCATIONAL BACKGROUND

May 2008 – December 2012: Bachelor of Science degree in Mechatronic Engineering

- Jomo Kenyatta University of Agriculture and Technology (JKUAT)
- Second Class Honours (Lower Division)
- Final year project based on the design and fabrication of a smart, universal, solar powered, mobile phone charger with an automatic dual axis sun tracking system.

February 2008 – April 2008: Japanese language classes

- Language Solution Centre
- Intermediate level

January 2007 – December 2007: Association of Chartered Certified Accountants (ACCA)

- Strathmore University
- Part 1

February 2003 – November 2006: Kenya Certificate of Secondary Education (KCSE)

- Lenana School
- Mean grade: A (minus)

HOBBIES AND ACTIVITIES

Hobbies

Playing guitar

- 2005: 1st position nationally in the Classical Guitar category during the Secondary School National Music Festival held at the Kenyatta International Conference Centre (KICC).

Rugby

- 2005: 1st place in the Impala Floodlight rugby tournament secondary school category.
- 2005: Rugby sevens vice-captain for the school team.

Developing microcontroller based projects

- Cashless system user interface for the Umande Trust SanPay project.
- Water flow sensor projects for leak detection
- LED organ

Activities

Community

- Currently serve as the secretary to the 4th North Avenue, Zone 4 security group in Kahawa Sukari Estate where I currently reside at.

OTHER ACHIEVEMENTS

- October 2005 – October 2006: Served as House Captain (Dormitory school prefect)

REFEREES



CURRICULUM VITAE

[Redacted]

[Redacted]

[Redacted]

[Redacted]

Email: [Redacted]

Mobile: [Redacted]

PROFILE: Mechatronic engineering specialist experienced in design and implementation of technological solutions e.g. cashless system and solar powered multi-pin universal mobile charging devices.

A professional, self-driven, team player, who takes both direction and initiative with ease; excellent communication skills in English and Kiswahili (verbal and written); exceptional planning and problem solving skills; ability to work under pressure with short turn-around times.

PERSONAL DETAILS:

NAME [REDACTED]

MOBILE PHONE [REDACTED]

EMAIL [REDACTED]

DATE OF BIRTH [REDACTED]

SEX [REDACTED]

MARITAL STATUS [REDACTED]

RELIGION [REDACTED]

NATIONALITY Kenyan

LANGUAGES SPOKEN English, Kiswahili, French

I.D. NUMBER [REDACTED]

EDUCATIONAL BACKGROUND:

May 2008 – Dec 2012 **Jomo Kenyatta University of Agriculture and Technology - Bachelor of Science in Mechatronic Engineering.**

September 2005 – July 2007

St. Christopher's Secondary School, Nairobi.

A-Levels

September 2003 – June 2005

Laiser Hill Academy, Nairobi.

O-Levels

CAREER OBJECTIVE:

I aspire to engage as a Mechatronic Engineer in an environment where I can make use of my engineering knowledge, experience and expertise in the development and growth of an organization and thereby improve my skill.

WORK EXPERIENCE:

JANUARY 2014

Del-Monte Thika Plant - Consultant

Key Responsibilities

- Audit of the polyethylene terephthalate (PET) plant line;
- Monitoring Process Parameters to avoid failure;
- Root cause analysis of failure/incident occurrence.

NOVEMBER 2013- PRESENT

Umande Limited – Consultant

Key Responsibilities

- Identification of suitable hardware for data logger and water management system installation for water utilities.
- Design, development and fabrication of Water Sanitation and Health Geographic Information System (WASH-GIS) Prototype.

SEPT 2012- PRESENT

Umande Trust – Consultant

Key Responsibilities

- Designing the algorithm which dictates the path that the code will follow
- Writing the code into the microcomputer
- Fabrication of the system casing
- Installation of the electrical circuitry
- Design and installation of people counters

APRIL 2011 – MARCH 2012

- Design and writing respectively of the algorithm and code controlling the counters
- General system maintenance and troubleshooting.

Africa Children Education Fund (ACEF) – Consultant

Key Responsibilities

- Plan, design and development of a solar powered multi-pin universal mobile charging device;
- Produce design visualizations;
- Fabricate and distribute solar powered multi-pin universal mobile charging devices for Enloop Solar powered LED Lantern

FEB – MARCH 2011

CMC Motors Group Limited - Industrial Attachment.

Key Responsibilities

- Maintenance and servicing of motor vehicles
- Carrying out remote diagnostics
- Replacement of dual-shift gearbox control units and water pumps
- Carrying out general service (oil and air filter replacement, brake fluid replacement, air conditioning gas refills, brake disc and pad replacement)

ACHIEVEMENTS:

- Copyright certificate for CASHLESS PAYMENT SYSTEM BASED ON THE INTEGRATION OF RADIO FREQUENCY IDENTIFICATION/BARCODE/QR CODE TECHNOLOGY AND MOBILE PHONE BASED TRANSFER SERVICES issued by the Kenya Copyright Board, License LT-11436;
- Successful design and implementation of a cashless system currently in use
- Successful design and production of a people counter
- Successful design and fabrication of solar powered multi-pin universal mobile charging device
- East Africa Model United Nations delegate (2006)
- Successful development and production of a Water Management data logging prototype.

REFEREES:

1.

2.



15「事業ごとの営業収支」

再生バッテリー事業 営業収支表 バッテリー収集・再生事業

(バッテリー収集月額2トン 再生比率10%)

単位: Ksh

科目	0年度(プレ事業)	1年度	2年度	3年度	4年度
売上高	1,956,000	6,846,000	11,736,000	17,604,000	22,494,000
売上原価	1,080,000	3,780,000	6,480,000	9,720,000	12,420,000
売上総利益	876,000	3,066,000	5,256,000	7,884,000	10,074,000
粗利率	45	45	45	45	45
営業総利益	876,000	3,066,000	5,256,000	7,884,000	10,074,000
販売費及び一般管理費	480,000	720,000	960,000	1,200,000	1,440,000
人件費	0	0	0	0	0
水道光熱費	0	0	0	0	0
外注費	360,000	480,000	720,000	960,000	1,200,000
減価償却費					
その他					
経費計	840,000	1,200,000	1,680,000	2,160,000	2,640,000
営業利益	36,000	1,866,000	3,576,000	5,724,000	7,434,000
金					
経常利益	36,000	1,866,000	3,576,000	5,724,000	7,434,000
除却損					
税前利益					
法人税等					
当期利益					
減価償却費					
各種負担金償却					
内部留保					
正味投資					
運転資金					
投資回収					
回収年数					

添付資料 54

1.1トン当たり収益

1 トン

再生バッテリー生成比率	10%	20%	30%	40%	50%	価格
売上高(廃バッテリー)	49,500	44,000	38,500	33,000	27,500	売却価格 55 Ksh/Kg
売上高(再生バッテリー)	32,000	64,000	96,000	128,000	128,000	販売価格 320 Ksh/Kg
合計	81,500	108,000	134,500	161,000	155,500	

2.売上高

再生バッテリー生成率を10%とする

年度	0年度	1年度	2年度	3年度	4年度
月額買取量	2	7	12	18	23
廃バッテリー売却	1,188,000	4,158,000	7,128,000	10,692,000	13,662,000
再生バッテリー販売	768,000	2,688,000	4,608,000	6,912,000	8,832,000
合計	1,956,000	6,846,000	11,736,000	17,604,000	22,494,000

3.原価

買取価格

45

Ksh

年度	0年度	1年度	2年度	3年度	4年度
原価	1,080,000	3,780,000	6,480,000	9,720,000	12,420,000
合計	1,080,000	3,780,000	6,480,000	9,720,000	12,420,000

4.人件費

	単価	0年度人数	1年度人数	2年度人数	3年度人数	4年度人数
社員	100,000	0	0	0	0	0
ワーカー	20,000	2	3	4	5	6
年間人件費		480,000	720,000	960,000	1,200,000	1,440,000

5賃借料

	月額	年額
賃料		

6.水道光熱費

	月額	年額
水光費		0

7.外注費

バッテリー回収・配達(車持込)

年度	0年度	1年度	2年度	3年度	4年度
月額外注費	30,000	40,000	60,000	80,000	100,000

8.リース料

リース料

9減価償却費

年償却

価格

Ksh

年度	0年度	1年度	2年度	3年度	4年度
減価償却費					

10.再生バッテリー生成量(参考)

			0年度	1年度	2年度	3年度	4年度
生成量			2,400	8,400	14,400	21,600	27,600
UPSバッテリー	7Ah 換算	2.5Kg	960	3,360	5,760	8,640	11,040
自動車用	35Ah 換算	15Kg	160	560	960	1,440	1,840

再生バッテリー事業 営業収支表 機器製造事業

単位:Ksh

科 目	0年度(プレ事業)	1年度	2年度	3年度	4年度
売上高	2,090,000	9,600,000	17,620,000	22,980,000	29,000,000
売上原価	647,000	2,850,000	4,930,000	6,445,000	8,125,000
売上総利益	1,443,000	6,750,000	12,690,000	16,535,000	20,875,000
粗利率	69	70	72	72	72
営業総利益	1,443,000	6,750,000	12,690,000	16,535,000	20,875,000
販売費及び一般管理費	192,000	576,000	1,152,000	1,728,000	2,304,000
人件費					
賃借料	0	0	0	0	0
水道光熱費	0	0	0	0	0
外注費	0	0	0	0	0
リース料					
減価償却費					
その他					
経費計	192,000	576,000	1,152,000	1,728,000	2,304,000
営業利益	1,251,000	6,174,000	11,538,000	14,807,000	18,571,000
金 利					
経常利益	1,251,000	6,174,000	11,538,000	14,807,000	18,571,000
除却損					
税 前 利 益					
法 人 税 等					
当 期 利 益					
減 価 償 却 費					
各 種 負 担 金 償 却					
内 部 留 保					
正 味 投 資					
運 転 資 金					
投 資 回 収					
回 収 年 数					
損益分岐点売上	5,907,692	10,429,090	12,128,571	16,560,000	19,025,454

添付資料 55

1.販売数量

販売数量	0年度	1年度	2年度	3年度	4年度
バッテリー照明装置 代理店卸	240	1,000	1,500	2,000	2,500
バッテリー照明装置 キット販売	300	1,200	1,800	2,400	3,000
バッテリー照明装置 大口販売	200	800	1,300	1,500	2,000
バッテリー延命装置	300	1,500	3,000	4,000	5,000

台

2.売上高

売上高	単価	0年度	1年度	2年度	3年度	4年度
バッテリー照明装置 代理店卸	1,000	240,000	1,000,000	1,500,000	2,000,000	2,500,000
バッテリー照明装置 キット販売	700	210,000	840,000	1,260,000	1,680,000	2,100,000
バッテリー照明装置 大口販売	2,200	440,000	1,760,000	2,860,000	3,300,000	4,400,000
バッテリー延命装置	4,000	1,200,000	6,000,000	12,000,000	16,000,000	20,000,000
合計		2,090,000	9,600,000	17,620,000	22,980,000	29,000,000

Ksh

2.原価

	単価	0年度	1年度	2年度	3年度	4年度
原価1 バッテリー照明装置部品	550	407,000	1,650,000	2,530,000	3,245,000	4,125,000
原価2 延命装置	800	240,000	1,200,000	2,400,000	3,200,000	4,000,000
合計		647,000	2,850,000	4,930,000	6,445,000	8,125,000

Ksh

3.人件費

	単価	0年度	1年度	2年度	3年度	4年度
社員	100,000	0	0	0	0	0
ワーカー	16,000	1	3	6	9	12
年間人件費		192,000	576,000	1,152,000	1,728,000	2,304,000

Ksh

5賃借料

	月額	年額
賃料		

Ksh

6.水道光熱費

	月額	年額
水光費		0

Ksh

6.外注費

	月額	年額
外注費		0

Ksh

7.リース料

リース料	

資金繰り表(1年度)

16「資金繰り表(1年度-4年度)」

(単位:Ksh)

		1ヶ月目	2ヶ月目	3ヶ月目	4ヶ月目	5ヶ月目	6ヶ月目	7ヶ月目	8ヶ月目	9ヶ月目	10ヶ月目	11ヶ月目	12ヶ月目
前月繰越金(A)		0	713,000	1,311,000	1,424,000	2,022,000	1,735,000	2,333,000	2,656,000	3,044,000	2,967,000	3,355,000	3,678,000
営業収入	売上												
	現金売上	1,244,000	1,464,000	1,244,000	1,464,000	1,244,000	1,464,000	1,464,000	1,244,000	1,464,000	1,244,000	1,464,000	1,442,000
	売掛金回収額												
	手形期日入金												
	雑収入 その他①												
入金合計(B)		1,244,000	1,464,000	1,244,000	1,464,000	1,244,000	1,464,000	1,464,000	1,244,000	1,464,000	1,244,000	1,464,000	1,442,000
営業支出	仕入												
	仕入支払	990,000	315,000	590,000	315,000	990,000	315,000	590,000	315,000	990,000	315,000	590,000	315,000
	買掛金支払												
	支払手形期日												
	経費												
	人件費	308,000	308,000	308,000	308,000	308,000	308,000	308,000	308,000	308,000	308,000	308,000	308,000
	賃借料	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	水道光熱費	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	外注費	35,000	45,000	35,000	45,000	35,000	45,000	45,000	35,000	45,000	35,000	45,000	35,000
	その他経費	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	74,300
設備													
機械・車両													
その他													
支出合計(C)		1,531,000	866,000	1,131,000	866,000	1,531,000	866,000	1,141,000	856,000	1,541,000	856,000	1,141,000	862,300
差引収支過不足 (A) + (B) - (C)		-287,000	1,311,000	1,424,000	2,022,000	1,735,000	2,333,000	2,656,000	3,044,000	2,967,000	3,355,000	3,678,000	4,257,700
資金調達	長期借入金	0											
	当座貸越												
	預金より	1,000,000											
	資金調達合計	1,000,000	0	0	0	0	0	0	0	0	0	0	0
資金返済	長期借入返済												
	当座貸越返済												
	資金返済合計	0	0	0	0	0	0	0	0	0	0	0	0
差引当月収支		713,000	598,000	113,000	598,000	-287,000	598,000	323,000	388,000	-77,000	388,000	323,000	579,700
翌月繰越		713,000	1,311,000	1,424,000	2,022,000	1,735,000	2,333,000	2,656,000	3,044,000	2,967,000	3,355,000	3,678,000	4,257,700

参考資料		
売上年計		
16,446,000		
仕入年計		
6,630,000		
売掛金残高		
0		
受取手形残高		
0		
買掛金残高		
0		
支払手形残高		
0		
借入金残高		
10,000,000		
借入金一覧表		
借入先	残高	金利
	0	

その他特記事項

会社設立 資本金1000万Ksh

取引はキャッシュ。現金仕入れ現金販売
現金仕入現金販売。

資金繰り表(2年度)

(単位:Ksh)

		1ヶ月目	2ヶ月目	3ヶ月目	4ヶ月目	5ヶ月目	6ヶ月目	7ヶ月目	8ヶ月目	9ヶ月目	10ヶ月目	11ヶ月目	12ヶ月目	
前月繰越金(A)		4,257,700	4,591,700	5,600,700	6,209,700	7,273,700	7,882,700	8,891,700	9,280,700	10,564,700	11,173,700	12,182,700	12,571,700	
営業 収入	売上													
	現金売上	2,292,000	2,512,000	2,512,000	2,292,000	2,512,000	2,512,000	2,292,000	2,512,000	2,512,000	2,512,000	2,292,000	2,604,000	
	売掛金回収額													
	手形期日入金													
	雑収入													
	その他①													
入金合計(B)		2,292,000	2,512,000	2,512,000	2,292,000	2,512,000	2,512,000	2,292,000	2,512,000	2,512,000	2,512,000	2,292,000	2,604,000	
営業 支出	仕入													
	仕入支払	1,270,000	815,000	1,215,000	540,000	1,215,000	815,000	1,215,000	540,000	1,215,000	815,000	1,215,000	540,000	
	買掛金支払													
	支払手形期日													
	経費	人件費	376,000	376,000	376,000	376,000	376,000	376,000	376,000	376,000	376,000	376,000	376,000	376,000
		賃借料	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
		水道光熱費	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		外注費	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
		その他経費	122,000	122,000	122,000	122,000	122,000	122,000	122,000	122,000	122,000	122,000	122,000	125,800
	設備	機械・車両												
		その他												
	支出合計(C)		1,958,000	1,503,000	1,903,000	1,228,000	1,903,000	1,503,000	1,903,000	1,228,000	1,903,000	1,503,000	1,903,000	1,231,800
	差引収支過不足 (A) + (B) - (C)		4,591,700	5,600,700	6,209,700	7,273,700	7,882,700	8,891,700	9,280,700	10,564,700	11,173,700	12,182,700	12,571,700	13,943,900
資金 調達	長期借入金	0												
	当座貸越													
	預金より													
	資金調達合計	0	0	0	0	0	0	0	0	0	0	0	0	
資金 返済	長期借入返済													
	当座貸越返済													
	資金返済合計	0	0	0	0	0	0	0	0	0	0	0	0	
差引当月収支		334,000	1,009,000	609,000	1,064,000	609,000	1,009,000	389,000	1,284,000	609,000	1,009,000	389,000	1,372,200	
翌月繰越		4,591,700	5,600,700	6,209,700	7,273,700	7,882,700	8,891,700	9,280,700	10,564,700	11,173,700	12,182,700	12,571,700	13,943,900	

参考資料		
売上年計		
29,356,000		
仕入年計		
11,410,000		
売掛金残高		
0		
受取手形残高		
0		
買掛金残高		
0		
支払手形残高		
0		
借入金残高		
10,000,000		
借入金一覧表		
借入先	残高	金利
	0	

その他特記事項
 会社設立 資本金1000万Ksh
 取引はキャッシュ。
 現金仕入現金販売

資金繰り表(3年度)

(単位:Ksh)

		1ヶ月目	2ヶ月目	3ヶ月目	4ヶ月目	5ヶ月目	6ヶ月目	7ヶ月目	8ヶ月目	9ヶ月目	10ヶ月目	11ヶ月目	12ヶ月目	
前月繰越金(A)		13,943,900	14,857,900	15,771,900	16,685,900	17,999,900	18,968,900	19,937,900	20,906,900	22,275,900	23,244,900	24,213,900	25,582,900	
営業収入	売上													
	現金売上	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	
	売掛金回収額													
	手形期日入金													
	雑収入													
その他①														
入金合計(B)		3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	3,382,000	
営業支出	仕入													
	仕入支払	1,540,000	1,540,000	1,540,000	1,140,000	1,485,000	1,485,000	1,485,000	1,085,000	1,485,000	1,485,000	1,085,000	810,000	
	買掛金支払													
	支払手形期日													
	経費	人件費	544,000	544,000	544,000	544,000	544,000	544,000	544,000	544,000	544,000	544,000	544,000	544,000
		賃借料	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
		水道光熱費	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
		外注費	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		その他経費	169,000	169,000	169,000	169,000	169,000	169,000	169,000	169,000	169,000	169,000	169,000	170,200
	設備	機械・車両												
	その他													
	支出合計(C)		2,468,000	2,468,000	2,468,000	2,068,000	2,413,000	2,413,000	2,413,000	2,013,000	2,413,000	2,413,000	2,013,000	1,739,200
差引収支過不足 (A) + (B) - (C)		14,857,900	15,771,900	16,685,900	17,999,900	18,968,900	19,937,900	20,906,900	22,275,900	23,244,900	24,213,900	25,582,900	27,225,700	
資金調達	長期借入金	0												
	当座貸越													
	預金より													
	資金調達合計	0	0	0	0	0	0	0	0	0	0	0	0	
資金返済	長期借入返済													
	当座貸越返済													
	資金返済合計	0	0	0	0	0	0	0	0	0	0	0	0	
差引当月収支		914,000	914,000	914,000	1,314,000	969,000	969,000	969,000	1,369,000	969,000	969,000	1,369,000	1,642,800	
翌月繰越		14,857,900	15,771,900	16,685,900	17,999,900	18,968,900	19,937,900	20,906,900	22,275,900	23,244,900	24,213,900	25,582,900	27,225,700	

参考資料		
売上年計		
40,584,000		
仕入年計		
16,165,000		
売掛金残高		
0		
受取手形残高		
0		
買掛金残高		
0		
支払手形残高		
0		
借入金残高		
10,000,000		
借入金一覧表		
借入先	残高	金利
	0	

その他特記事項
 会社設立 資本金1000万Ksh
 取引はキャッシュ。
 現金仕入 現金販売

資金繰り表(4年度)

(単位:Ksh)

		1ヶ月目	2ヶ月目	3ヶ月目	4ヶ月目	5ヶ月目	6ヶ月目	7ヶ月目	8ヶ月目	9ヶ月目	10ヶ月目	11ヶ月目	12ヶ月目	
前月繰越金(A)		27,225,700	28,582,700	29,939,700	31,296,700	32,653,700	34,010,700	35,367,700	36,724,700	38,081,700	39,438,700	40,795,700	42,965,200	
営業収入	売上													
	現金売上	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,298,500	
	売掛金回収額													
	手形期日入金													
	雑収入													
その他①														
入金合計(B)		4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,290,500	4,298,500	
営業支出	仕入													
	仕入支払	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,847,500	1,035,000	1,035,000	
	買掛金支払													
	支払手形期日													
	経費	人件費	612,000	612,000	612,000	612,000	612,000	612,000	612,000	612,000	612,000	612,000	612,000	612,000
		賃借料	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000
		水道光熱費	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
		外注費	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
		その他経費	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	220,700
	設備	機械・車両												
その他														
支出合計(C)		2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,933,500	2,121,000	2,127,700	
差引収支過不足 (A) + (B) - (C)		28,582,700	29,939,700	31,296,700	32,653,700	34,010,700	35,367,700	36,724,700	38,081,700	39,438,700	40,795,700	42,965,200	45,136,000	
資金調達	長期借入金	0												
	当座貸越													
	預金より													
	資金調達合計	0	0	0	0	0	0	0	0	0	0	0	0	
資金返済	長期借入返済													
	当座貸越返済													
	資金返済合計	0	0	0	0	0	0	0	0	0	0	0	0	
差引当月収支		1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	1,357,000	2,169,500	2,170,800	
翌月繰越		28,582,700	29,939,700	31,296,700	32,653,700	34,010,700	35,367,700	36,724,700	38,081,700	39,438,700	40,795,700	42,965,200	45,136,000	

参考資料		
売上年計		
51,494,000		
仕入年計		
20,545,000		
売掛金残高		
0		
受取手形残高		
0		
買掛金残高		
0		
支払手形残高		
0		
借入金残高		
10,000,000		
借入金一覧表		
借入先	残高	金利
	0	

その他特記事項
 会社設立 資本金1000万Ksh
 取引はキャッシュ。現金仕入れ現金