



Heal Young Massage Business Plan

Hill Yang

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Summary

This is a rapidly growing demand for massage business for more and more people care their health in a better way rather than take drug to ease the discomfort.

There're many massage shops in Gold Coast, but only a few massage places provide a real remedial massage, even there're many students graduated students from the Diploma of Remedial massage.

Hill have Chinese Medical Massage experience for 2 years in Taiwan, 5 years massage experience in Australia, and I get the diploma of remedial massage from the best of the massage school in Queensland which is Massage School of Queensland. He also received the two awards "Dux of the school" and "Excellence n a remedial setting" from Massage School of Queensland. Hill keep continue learning to gain his preprofessional knowledge from Diploma of Health Science, and Bachelor of Exercise Science. Hill also extended his service to more sports team via becoming a qualified Sports Trainer, and he also become the medical team member of Commonwealth Games 2018 to provide sports massage for elite athletes.

Hill travelled to Taiwan, Malaysia, Indonesia, Singapore, and Thailand to learn the different type of relaxation and remedial massage. He combined the Eastern and Western massage style and knowledge to make the best effort for the client recovery. Also Hill learn the essential oils from a Aromatherapist who is his mother with the experience more than 20 years, with the aroma knowledge that I keep add more ingredients to the effort to the client to get the fast result.

And I will use subcontract to recruit more excellent manual therapist to built a remedial massage and holistic treatment business in the future.

Business Profile

Business name: Heal Young Massage Pty. Ltd.

Date registered: 21/10/2015

Owners: Hill Yang

Australian business number (ABN): 54 608 862 013

Australian Company Number (ACN): 608 862 013

Tax file number (TFN): 971 535 687

Address: 31 Palm Avenue, Surfers Paradise, QLD, 4217

Phone: 0431-051-546

E-mail: hill@healyoungmassage.com.au

Website: www.healyoungmassage.com.au

Facebook Pages: www.facebook.com/healyoungmassage

Services & Products

Table 1. Massage Service

| Name | Detail | Price |
|--------------------------------|---|-------|
| Relaxation Massage 60 Mins | Providing Relaxation Massage, Chinese Medical Massage | 70 |
| Relaxation Massage 90 Mins | | 100 |
| Relaxation Massage 120 Mins | | 130 |
| Remedial Massage 60 Mins | Providing Relaxation Massage, Deep Tissue, Trigger Point Therapy, Myofascial Release Technique, Aromatherapy, Chinese Medical Massage, Cupping, Gua Sha. Using Certified Pure Therapeutic Grade essential oil for what your body need. | 90 |
| Remedial Massage 90 Mins | | 130 |
| Remedial Massage 120 Mins | | 170 |

Table 2. Essential Oil are provided

| Name | Benefit | Price |
|---------------------|--|-------|
| Arborvitae | <ul style="list-style-type: none"> • Supports a healthy immune system • Protects against environmental and seasonal threats • Promotes healthy cell function • Powerful cleansing and purifying agent | 42 |
| Basil | <ul style="list-style-type: none"> • Soothes sore muscles and joints • Assists with clear breathing • Acts as a cooling agent for the skin • Promotes mental alertness and lessens anxiety | 38 |
| Bergamot | <ul style="list-style-type: none"> • Calming and soothing aroma • Promotes healthy, clear skin • Frequently used in massage therapy for its calming benefits | 52 |
| Black Pepper | <ul style="list-style-type: none"> • Aids in digestion • Reduces the appearance of scars and blemishes • Enhances mood • Often used in meditation for its grounding and uplifting properties • Helps curb urges to smoke • A wonderful flavor enhancer | 35 |

| Name | Benefit | Price |
|----------------------|--|-------|
| Cardamom | <ul style="list-style-type: none"> • Eases indigestion and maintains an optimal gastrointestinal balance • Promotes clear breathing and respiratory health • Calms stomach upset and uplifts mood • Flavorful spice for cooking and baking | 54 |
| Cassia | <ul style="list-style-type: none"> • Promotes healthy digestion • Supports healthy immune function • Warming, uplifting aroma | 36 |
| Cedarwood | <ul style="list-style-type: none"> • Supports and maintains healthy respiratory function • Helps skin recover quickly • Promotes clear, healthy skin • Relaxing and soothing aroma is perfect for massage therapy | 25 |
| Cinnamon Bark | <ul style="list-style-type: none"> • Promotes circulation both internally and when applied to the skin • Maintains a healthy immune system • Promotes oral health • Helps alleviate sore muscles and joints • Long used to flavor food and for its internal health benefits | 40 |
| Cilantro | <ul style="list-style-type: none"> • Rich in antioxidants • Aids digestion • Powerful cleanser and detoxifier • Soothing to the skin • Gives food a fresh and tasty flavor | 42 |
| Clary Sage | <ul style="list-style-type: none"> • Soothes monthly discomfort associated with menstrual cycles • Helps balance hormones • Soothes nervous tension and lightens mood • Calming and soothing to the skin | 70 |
| Clove | <ul style="list-style-type: none"> • Powerful antioxidant properties • Promotes circulation • Supports cardiovascular health • Helps soothe teeth and gums • Promotes oral health • Supports a healthy immune system | 25 |
| Coriander | <ul style="list-style-type: none"> • Promotes digestion and eases stomach upset • Aids in a healthy insulin response • Soothes joint and muscle pain • Toning and rejuvenating to the skin | 50 |
| Cypress | <ul style="list-style-type: none"> • Assists with clear breathing • Promotes healthy respiratory function • Soothes tight, tense muscles • Supports localized blood flow • Beneficial for oily skin conditions | 27 |
| Eucalyptus | <ul style="list-style-type: none"> • Assists with clear breathing • Supports overall respiratory health • Soothes tired, sore muscles • Purifying and cleansing properties | 24 |

| Name | Benefit | Price |
|---------------------------------|--|-------|
| Fennel (Sweet) | <ul style="list-style-type: none"> • Relieves indigestion and digestive troubles • Eases monthly menstrual cycles • Helps soothe teeth and gums • Calms minor skin irritation | 29 |
| Fractionated Coconut Oil | <ul style="list-style-type: none"> • Feather-light emollient provides a soothing barrier without clogging pores • Ideal for combining with essential oils for topical therapies • Completely soluble with all essential oils; odorless, colorless, and non-staining | 23 |
| Frankincense | <ul style="list-style-type: none"> • Helps build and maintain a healthy immune system • Promotes cellular health • Reduces the appearance of scars and stretch marks | 115 |
| Geranium | <ul style="list-style-type: none"> • Promotes clear, healthy skin • Helps calm nerves and lessen anxiety • Supports liver health | 50 |
| Ginger | <ul style="list-style-type: none"> • Helps ease indigestion and nausea • Promotes digestion • Supports overall digestive health | 49 |
| Grapefruit | <ul style="list-style-type: none"> • Cleanses and purifies • Beneficial for oily skin issues • Supports healthy metabolism • Helps reduce mental and physical fatigue | 27 |
| Helichrysum | <ul style="list-style-type: none"> • Helps skin recover quickly • Promotes healthy liver function • Supports localized blood flow | 142 |
| Juniper Berry | <ul style="list-style-type: none"> • Supports healthy kidney and urinary function • May benefit problematic skin areas • Acts as a natural cleansing and detoxifying agent • Helps relieve tension and stress | 40 |
| Lavender | <ul style="list-style-type: none"> • Widely used for its calming and relaxing qualities • Soothes occasional skin irritations • Helps skin recover quickly • Eases muscle tension | 38 |
| Lemon | <ul style="list-style-type: none"> • Cleanses and purifies the air and surfaces • Naturally cleanses the body and aids in digestion • Supports healthy respiratory function • Promotes a positive mood and cognitive ability | 18 |
| Lemongrass | <ul style="list-style-type: none"> • Supports healthy digestion • Soothes aching muscles • Purifies and tones skin | 18 |
| Lime | <ul style="list-style-type: none"> • A powerful antioxidant that supports healthy immune function • Positively affects mood with stimulating and refreshing properties • Used as an aromatic, topical, and internal cleanser • Promotes emotional balance and well-being | 23 |

| Name | Benefit | Price |
|------------------------|---|-------|
| Marjoram | <ul style="list-style-type: none"> • Valued for its calming properties and positive effect on the nervous system • Soothes tired, stressed muscles • Supports a healthy respiratory system • Benefits the cardiovascular system | 36 |
| Melaleuca | <ul style="list-style-type: none"> • Renowned for its cleansing and rejuvenating effect on the skin • Promotes healthy immune function • Protects against environmental and seasonal threats | 33 |
| Melissa | <ul style="list-style-type: none"> • Supports a healthy immune system • Calms tension and nerves • Addresses stomach discomfort | 218 |
| Myrrh | <ul style="list-style-type: none"> • Powerful cleansing properties, especially for the mouth and throat • Soothing to the skin; promotes a smooth, youthful-looking complexion • Promotes emotional balance and well-being | 99 |
| Oregano | <ul style="list-style-type: none"> • Used as a powerful cleansing and purifying agent • Provides immune-enhancing benefits • Supports healthy digestion and respiratory function • Excellent source of antioxidants | 43 |
| Patchouli | <ul style="list-style-type: none"> • Grounding, balancing effect on emotions • Helps skin recover quickly • Reduces the appearance of wrinkles, scars, and stretch marks | 56 |
| Peppermint | <ul style="list-style-type: none"> • Promotes healthy respiratory function and clear breathing • Alleviates stomach upset • Frequently used in toothpaste and chewing gum for oral health | 34 |
| Roman Chamomile | <ul style="list-style-type: none"> • Has a therapeutic, calming effect on the skin, mind, and body • Soothes the systems of the body • Supports a healthy inflammatory response | 63 |
| Rosemary | <ul style="list-style-type: none"> • Supports healthy digestion • Soothes muscle aches and pain • Helps reduce nervous tension and fatigue | 27 |
| Sandalwood | <ul style="list-style-type: none"> • Promotes healthy, smooth skin • Reduces the appearance of scars and blemishes • Enhances mood • Frequently used in meditation for its grounding and uplifting properties | 147 |
| Thyme | <ul style="list-style-type: none"> • Cleansing and purifying effect for the skin • Broad-spectrum activity in promoting winter-time health | 53 |
| Vetiver | <ul style="list-style-type: none"> • Supports healthy circulation • Calming, grounding effect on emotions • Immune-enhancing properties | 66 |

| Name | Benefit | Price |
|--------------------|---|-------|
| White Fir | <ul style="list-style-type: none"> • Alleviates the pain and discomfort of sore muscles and joints • Supports clear breathing and respiratory function • Energizes the body and the mind | 38 |
| Wild Orange | <ul style="list-style-type: none"> • Powerful cleanser and purifying agent • Protects against seasonal and environmental threats • High in antioxidants, which are essential to overall health • Uplifting to the mind and body | 19 |
| Wintergreen | <ul style="list-style-type: none"> • Soothes achy muscles and joints • Promotes healthy respiratory function • Frequently used in gum, candy, and toothpaste for flavoring | 31 |
| Ylang Ylang | <ul style="list-style-type: none"> • Helps balance hormones • Promotes healthy skin and hair • Lifts mood while having a calming effect | 67 |

Marketing Plan

1. Marketing Objectives

- To gain a 2% market share on the Gold Coast within the first 24 months for massage services in relation to people who need nature therapy and better result.
- To extend to 200 regular customers from currently 50 royalty clients as major clients in the next year of operations.

2. Corporate Identity System

- For the company identity the corporate identity system use 3 colour for all the advertisement, which is light blue, deep blue, and white to represent the relaxation and young feeling on the Gold Coast after receiving the treatment from Heal Young Massage.
- The company slogan is Heal your body, mind and soul. Feel Young again. To match the company name.



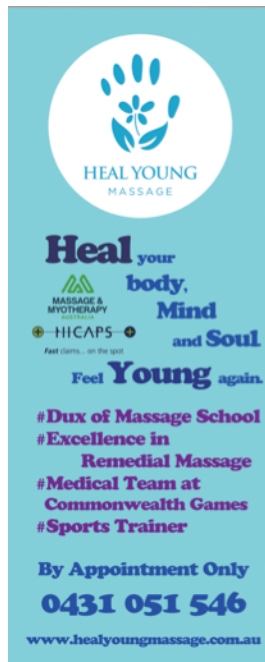
3. Business Card

- Deliver the business to the local shop, restaurant, salon, medical centre, shopping centre.



4. Stand flag(60cm*150cm)

- Show the flag in front of the shop to attract more walk through potential clients.



5. Brochure

- Send the brochure to local residential area mail box within 10 km, such as Surfers Paradise, Southport, Main Beach, Broad Beach, Bundall, Ashmore, Runaway Bay, Robina.

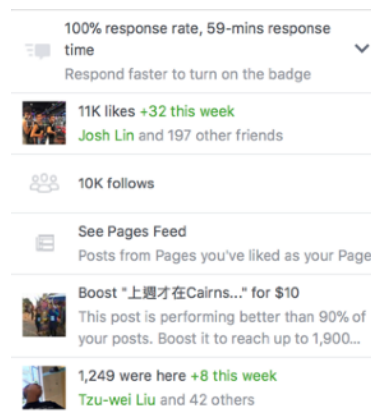


6. Social media marketing

- Facebook is the most popular social media in the world about 70% people who use the internet at least one hour a week own a Facebook account. People share their every daily life in Facebook. We target the audience age between 20~45 which are very active group to use Facebook, and we ask client leave a review to us to make other potential clients trust more. And we also received over 11,000 likes in Gold Coast Love Life (Combined with remedial massage and local information) Facebook pages and over 400 review. We host some special events to make people feel warm, fun, and happy. Our aim is make our clients ease their discomfort and love life.

- Since 2016, Heal Young Massage (formerly Gold Coast Love Life) facebook page was separated and rebrand to focus on providing holistic health information.

- **Facebook Pages Figures**



- **People Who leave reviews to us**

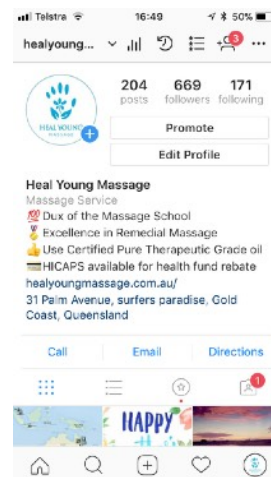


- **The ranking from HeySpa -** There are 1,623 SPA can be found on the Gold Cost, and Heal Young Massage (formerly Gold Coast Love Life) is the rank No. 10.

The screenshot displays the HeySpa website, which provides a directory of spas in Australia. The left sidebar shows a map of Australia with a red circle highlighting the Gold Coast region. The main content area lists spas in the Gold Coast, with the following details:

- 1. Sheraton Grand Mirage Resort, Gold Coast** (9.8): 71 Sea World Drive Main Beach. Hotel resort, Landmark & historical place, Spa, Beauty & Personal Care. Book a room from 263 AUD.
- 2. Palazzo Versace** (9.6): 94 Sea World Drive, Gold Coast. Hotel resort, Restaurant, Day spa. Book a room from 319 AUD.
- 3. RACV Royal Pines Resort** (8.5): Ross Street, Benowa, Gold Coast. Hotel resort, Spa, Beauty & Personal Care. Book a room from 199 AUD.
- 4. Surfers Paradise Marriott Resort & Spa** (9.3): 158 Ferny Avenue, Surfers Paradise. Beach resort, Hotel resort, Spa, Beauty & Personal Care. Book a room from 215 AUD.
- 5. Q1 Resort and Spa** (9.2): 9 Hamilton Avenue, Surfers Paradise. Day spa, Hotel resort, Spa, Beauty & Personal Care. Book a room from 220 AUD.
- 6. QT Gold Coast** (9.1): 7 Staghorn Avenue Surfers Paradise. Beach resort, Beauty, cosmetic & personal care, Beauty Salon. Book a room from 179 AUD.
- 7. Watermark Hotel & Spa Gold Coast** (8.8): 3032 Surfers Paradise Boulevard. Hotel, Professional service. Book a room from 131 AUD.
- 8. Richard Lu Acupuncture and Chinese Massage** (8.6): Shop 18, Lido Arcade, 24 Orchid Avenue. Acupuncturist, Massage service, Spa, Beauty & Personal Care.
- 9. Parkwood Village - Home of the Gold Coast Titans** (8.6): 76 - 122 Napper Road, Gold Coast. Golf course & country club, Bar & Grill, Wedding planning service.
- 10. Gold Coast Love Life 黃金海岸愛生活** (8.6): 31 Palm Avenue, Gold Coast. Alternative & holistic health service, Chiropractor, Beauty Salon.

- Instagram profile and followers



7. Local magazine advertisement

- Sponsor the Queensland Police magazine, which issued 50,000 every quarter.



8. Tangible event

- Organised sports event to attract more clients via social medial, newspaper ads. Hill organised Taiwanese Gold Coast Marathon 2018, which participated 300 runners in the team. There are over 200 runners flight from Taiwan, and others from 4 different countries. Hill also recruited over 150 volunteers from 9 different nations for helping this event, which fund-rising near \$22,491 for the Taiwanese community.
- This campaign won the largest social team in Gold Coast Marathon 2018, and it also were reported via social medias, TVs, newspapers for the award.





<https://goldcoastmarathon.com.au>

iTaiwan event has been shown in the official website front-page about 3 months, and it was also reported by local news media Gold Coast Bulletin.



http://www.ocacmactv.net/comp_news.htm?cid=46973



http://www.ocacmactv.net/comp_news.htm?cid=46999

Legal & Risk Management Plan

Business Structure and Business Name

Heal Young Massage will be set up by a small business. And it will plan to under a trust in the future to protect the assets of the business in the event that the business is ever sued.

ABN: 54 608 862 013

Table 3: Listing of registrations, licences and permits

| Description of Registration/License | Date Obtained | Expiry Date |
|---|-------------------|-------------|
| Registration of Business Name | 21st April 2014 | Ongoing |
| Registered Heal Young Massage Pty. Ltd. | 21st October 2015 | Ongoing |
| Australian Company Number (ABN, TFN) | 21st October 2015 | Ongoing |

Table 4: Risk assessment

(L=low, VL=very low, M=medium. H=high, VH=very high)

| Risk Description | Likelihood | Impact | Priority | Preventative Action | Contingency Plans |
|--|------------|--------|----------|---|---|
| Clients don't pay | M | H | H | Procedure for collection of outstanding debts. Perform due diligence on new clients and have formal contracts in place | Engage lawyer for advice |
| Unable to work for extended period of time | VL | VH | VH | Take out insurance to cover for the loss income and have a disaster recovery plan in place to notify clients and associates | Subcontract work out |
| Theft of equipment | L | M | M | Take out insurance to cover for the replacement of equipment as well as deadlocks on the doors and security screens | Purchase from alternative suppliers or use suitable substitute products |

SWOT Analysis :

Strengths:

- Access to funding
- Massage expertise
- Already established business model
- Access to innovative IT resources
- Low overhead costs
- Advanced massage training
- Injury treatment training
- Excellent massage skills

Weaknesses:

- Access to business savvy massage therapists
- Hate selling
- Not great at follow through
- Don't like asking for referrals
- Put off things I don't like to do

Opportunities:

- Influx of graduating massage therapist looking for work
- Limited entrepreneurial skills within massage therapist pool
- Wide acceptance of massage by general public
- Consumer desires to incorporate massage into health regime

Threats:

- More hotels offering spa services on site
- Innovative massage franchises springing up
- Consumer's desire for the "full" spa experience
- Consumers are demanding more unique massage modalities
- Increasing competition
- Decreasing prices
- Loss of insurance money due to insurance provider change
- Low barrier to entry
- Clients "get better" and no longer need as much massage

Operational Plan

1. Business Premises and Location

Home based business in an inner urban house development which is convenient to visit and park.

2. Plant and Equipment Requirements

Table 5: Listing of plant and equipment

| Description of Plant / Equipment Item | Number required | Cost & How Financed | Ongoing costs – Maintenance Strategy |
|---------------------------------------|-----------------|---------------------|--------------------------------------|
| Office furniture | 1 | \$2,000 - Personal | |
| Office Computer | 1 | \$3,000 | |
| iPad | 2 | \$2,500 | |
| Adobe Photoshop | 1 | \$10 | Lease agreement |
| Adobe LightRoom | 1 | \$10 | Lease agreement |
| Motor vehicle | 1 | \$6,000 | |
| Mobile EFTPOS | 1 | \$29 | Lease agreement |
| HICAPS EFTPOS | 1 | \$25 | Lease agreement |
| Massage Table | 2 | \$600 - Personal | |
| Massage Chair | 1 | \$250 - Personal | |

3. Purchasing and Supply

Table 6: Listing of major suppliers

| Name | Product / Service | Volume Purchased | Trading Terms | Alternate Suppliers |
|-------------|-------------------|------------------|---------------|---------------------|
| doTERRA | Essential Oils | \$250/Month | 30 days | None |
| Coconut Oil | Massage | \$150/Month | 30 days | None |
| Renew Towel | Towel | \$60/Month | 30 days | None |

4. Operating and Production Processes

Business comes from being seen and heard within the industry. This involves communicating, meeting and networking with clients via emails, phone and face to face which can be at the clients' or Heal Young Massage shop. The home-based business office is located in the inner urban of Gold Coast with some of places to park which makes it easy and convenient for clients to call in at any time as well as for Hill to drive and visit clients. Also, people can contact the business at any time for booking an appointment due to Hill is a full time students with limited working hours.

Staff Plan

1. Current team

Hill Yang – Business owner and Remedial Massage Therapist

Venus Hsu – Relaxation massage Therapist and receptionist



2. Owner/Staffs Skills and Experience

Table 7: Summary of owners/staff knowledge, skills, qualifications, and relevant experience

| Name | Position | Knowledge, Skill, Qualifications and Experience |
|-----------|------------------------------------|---|
| Hill Yang | Owner / Remedial Massage Therapist | <p>Bachelor of Business Administration (Finance) Diploma in Remedial Massage Diploma of Health Science Bachelor of Exercise Science - Pre-physiotherapy (Ongoing)</p> <p>Chinese Medical Massage for more than 2 years in Taiwan, 5 years massage experience in Australia, experience in professional sport player, sport injury clients, and chronic patients.</p> <p>Dux of the Massage School. Excellence in A Remedial Setting. Sports Trainer 2018 Commonwealth Games medical team</p> |

| Name | Position | Knowledge, Skill, Qualifications and Experience |
|-----------|--------------------------------|---|
| Venus Hsu | Receptionist/Massage Therapist | <p>Bachelor of Food and Beverage Management</p> <p>Having 16 years of customer service experience, developing strong sense about the demanding of clients. She love to communicate with clients, create benefits for increasing sales and customer retention. She always achieved the goal of the company, and all the clients satisfied with her performance.</p> <p>Venus have 2 years relaxation massage and SPA experience in Q1 SPA, Gold Coast.</p> |

3.Human Resource Requirements

Table 8: Analysis of human resource requirements

| | Hill Yang – % of time for work activities | Permanent Part Time | Casual Staff | Sub-Contractors |
|-------------------------|---|---------------------|--------------|-----------------|
| Business Development | 20% | | 2 | |
| Massage Service | 70% | | | 4 |
| Business Administration | 10% | 1 | | |
| Total | 100% | 1 | 2 | 4 |

Table 9: Staff and wages estimate

| | Number of Staff | | | Wages \$ | | |
|----------------------------------|-----------------|-------------|-------------|--------------|-------------|-------------|
| | Current Year | Next Year 1 | Next Year 2 | Current Year | Next Year 1 | Next Year 2 |
| Administration | 1 | 1 | 1 | \$20,600 | \$20,600 | \$20,600 |
| Sales/Marketing | | 1 | 1 | | \$40,000 | \$40,000 |
| Management | | 1 | 1 | | \$50,000 | \$50,000 |
| Massage Therapist (Sub-Contrast) | | 2 | 4 | | \$100,000 | \$200,000 |
| Superannuation | | | | \$1,957 | \$20,007 | \$29,507 |
| TOTAL | 1 | 5 | 7 | \$22,557 | \$230,607 | \$340,107 |

4. Training and Development

Table 10: External or internal on-the-job training courses

| Staff Member | Training Course Details | Date | Duration | Cost |
|---------------------|--|---------------|-----------------|-------------|
| Hill Yang | Fascial Dissection and Integrated Movement | 11st Jan 2016 | 5 days | \$2,800 |
| Hill Yang | Diploma of Health Science | 29th Feb 2016 | 8 months | \$29,440 |
| Hill Yang | 2016 AAMT National Conference | 22rd May 2016 | 3 days | \$465 |
| Hill Yang | Bachelor of Exercise Science | 27th Feb 2017 | 2.5 years | \$62,560 |
| Hill Yang | 2017 MMA National Conference | 27th May 2017 | 2 days | \$465 |

5. Workplace Health and Safety

The workplace health and safety plan will be based on the advice and guidance provided by Workplace Health and Safety Queensland (www.worksafe.qld.gov.au). One of the key areas to be addressed is the occupational hazards at work-site inspections and construction site.

Financial Plan

Current Financial Report

- Previous and current financial statement, report and financial management are assigned to AUSLANDER AT PTY LTD (Agent number 29841006) accountant. To make sure the financial management satisfy the Australian tax regulation.
- Due to the visa working limitation of the owner, Hill can't work over 40 hours per fortnight. Heal Young Massage Pty. Ltd. expected to find more sub-contractors to increase the cash flow in the future years. HYM also with all the clients can enjoy the life on the Gold Coast to heal the client not only the body, but mind and soul. HYM starts to provide the tour option for tourist to enjoy more on the Gold Coast.

Heal Young Massage Pty. Ltd.
ABN 54 608 862 013
Detailed Profit and Loss Statement
For the year ended 30 June 2017

| | 2017 \$ | 2016 \$ |
|---|-------------------|-------------------|
| Income | | |
| Revenue - Massage Clinic Operation | 66,635.01 | 43,135.25 |
| Revenue - Travel Tour Tickets | 50,339.92 | |
| Interest Received | 0.32 | 0.27 |
| Interest - ATO | 0.59 | |
| Total income | <u>116,975.84</u> | <u>43,135.52</u> |
| Expenses | | |
| Accountancy | 1,948.17 | |
| Advertising And Promotion | 2,808.80 | 2,307.54 |
| Amortisation Expense | 106.00 | 106.00 |
| Bank Fees And Charges | 543.17 | 384.90 |
| Fees & charges | 208.18 | |
| Filing Fees | 249.00 | |
| Insurance | 148.30 | 177.31 |
| Interest - ATO | 0.59 | |
| Materials & supplies | 2,383.62 | 1,589.56 |
| Travel Tour Tickets | 43,094.50 | |
| Motor Vehicle Expenses | 3,916.47 | 1,501.06 |
| Office Expenses | 603.42 | |
| Rent On Land & Buildings | 250.00 | |
| Repairs & Maintenance | 57.87 | |
| SBE Assets Instant W/Off | 4,426.19 | 1,028.15 |
| Staff Training | 15,157.73 | 5,000.00 |
| Subcontractors | | 5,083.00 |
| Superannuation - Assoc Persons | 1,957.00 | 2,622.00 |
| Telephone | 237.24 | |
| Travel, Accom & Conference | 333.58 | |
| Wages | 20,600.00 | 27,600.00 |
| PSI Attribution | 14,176.00 | |
| Total expenses | <u>113,205.83</u> | <u>47,399.52</u> |
| Profit from Ordinary Activities before income tax | <u>3,770.01</u> | <u>(4,264.00)</u> |

| | 2017 \$ | 2016 \$ |
|--|-----------------|-------------------|
| Operating profit before income tax | 3,770.01 | (4,264.00) |
| Income tax (credit) attributable to operating profit (loss) | | |
| Operating profit after income tax | 3,770.01 | (4,264.00) |
| Retained profits (accumulated losses) at the beginning of the financial year | (4,264.00) | |
| Total available for appropriation (deficiency) | (493.99) | (4,264.00) |
| Retained profits (deficit) at the end of the financial year | (493.99) | (4,264.00) |

| | | | | DISPOSAL | | ADDITION | | DEPRECIATION | | | | | | PROFIT | | | LOSS | | |
|-----------------------------|--------|----------|--------|----------|--------|----------|------|------------------------|---|-------|--------|------|------|--------|---|-------|-------|---|------|
| | Total | Pri* | O/W/DV | Date | Consid | Date | Cost | Value | T | Rate | Deprec | Pri* | CWDV | Upto | + | Above | Total | - | Pri* |
| Preliminary Expenses | | | | | | | | | | | | | | | | | | | |
| Company Establishment | 529.00 | 20/10/15 | 529 | 0.00 | 423 | | 0 | 423 | P | 20.00 | 106 | 0 | 317 | 0 | | 0 | 0 | 0 | 0 |
| | | | | | | | | | | | | | | | | | | | |
| | 529 | | 423 | | 0 | | 0 | 423 | | | 106 | 0 | 317 | | | | | | |
| | | | | | | | | Deduct Private Portion | | | 0 | | | | | | | | |
| | | | | | | | | Net Depreciation | | | 106 | | | | | | | | |

Heal Young Massage Pty. Ltd.
ABN 54 608 862 013
Detailed Balance Sheet as at 30 June 2017

| | Note | 2017 \$ | 2016 \$ |
|---|------|-------------------------|--------------------------|
| Current Liabilities | | | |
| Financial Liabilities | | | |
| Unsecured: | | | |
| Director's Loan - Tsung-Han Yang | | 23,987.26 | 5,416.94 |
| | | <u>23,987.26</u> | <u>5,416.94</u> |
| Current Tax Liabilities | | | |
| GST Qtr4 Payable | | 1,987.00 | 1,450.00 |
| GST Adjustments | | 187.89 | (150.10) |
| | | <u>2,174.89</u> | <u>1,299.90</u> |
| Provisions | | | |
| Superannuation Payable | | 494.00 | 2,622.00 |
| | | <u>494.00</u> | <u>2,622.00</u> |
| Total Current Liabilities | | <u>26,656.15</u> | <u>9,338.84</u> |
| Total Liabilities | | <u>26,656.15</u> | <u>9,338.84</u> |
| Net Assets (Liabilities) | | <u>(593.99)</u> | <u>(4,364.00)</u> |
| Equity | | | |
| Issued Capital | | | |
| Issued & Paid Up Capital | | (100.00) | (100.00) |
| Retained profits / (accumulated losses) | | (493.99) | (4,264.00) |
| Total Equity | | <u>(593.99)</u> | <u>(4,364.00)</u> |

Heal Young Massage Pty. Ltd.
ABN 54 608 862 013
Detailed Balance Sheet as at 30 June 2017

| | Note | 2017 \$ | 2016 \$ |
|---------------------------------|------|-------------------------|------------------------|
| Current Assets | | | |
| Cash Assets | | | |
| Cash At Bank | | 25,845.16 | 4,651.84 |
| Cash On Hand | | <u>(100.00)</u> | <u>(100.00)</u> |
| | | 25,745.16 | 4,551.84 |
| Total Current Assets | | <u>25,745.16</u> | <u>4,551.84</u> |
| Non-Current Assets | | | |
| Other | | | |
| Preliminary Expenses | | 529.00 | 529.00 |
| Less: Accumulated Amortisation | | <u>(212.00)</u> | <u>(106.00)</u> |
| | | 317.00 | 423.00 |
| Total Non-Current Assets | | <u>317.00</u> | <u>423.00</u> |
| Total Assets | | <u>26,062.16</u> | <u>4,974.84</u> |

Future Case flow for 12 months.

Twelve-month cash flow

Heal Young Massage Pty. Ltd.

Fiscal Year Begins: Jul-17

| | Previous | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | Total Item EST |
|---|----------|---------|---------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------------|
| Cash on Hand (beginning of month) | 25,745 | 1,758 | -12,733 | -10,502 | -6,233 | -1,278 | 2,016 | -3,599 | 336 | 4,861 | 9,224 | 14,811 | 9,612 | 9,612 |
| CASH RECEIPTS | | | | | | | | | | | | | | |
| Cash Sales | | 8,000 | 8,560 | 10,800 | 11,556 | 12,365 | 14,000 | 12,360 | 13,225 | 14,151 | 15,142 | 16,201 | 17,336 | 153,696 |
| Loan/ other cash inj. | | | | | | | | | | | | | | |
| TOTAL CASH RECEIPTS | 0 | 8,000 | 8,560 | 10,800 | 11,556 | 12,365 | 14,000 | 12,360 | 13,225 | 14,151 | 15,142 | 16,201 | 17,336 | 153,696 |
| Total Cash Available (before cash out) | 25,745 | 9,758 | -4,173 | 298 | 5,323 | 11,087 | 16,016 | 8,761 | 13,561 | 19,012 | 24,366 | 31,012 | 26,947 | 163,307 |
| CASH PAID OUT | | | | | | | | | | | | | | |
| Purchases (merchandise) | | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 348 |
| Purchases (Products) | | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 460 | 5,520 |
| Purchases (Tickets) | | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Gross wages (exact withdrawal) | | 1,600 | 1,600 | 1,600 | 1,600 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 4,000 | 4,000 | 4,000 | 34,400 |
| Payroll expenses (taxes, etc.) | | 152 | 152 | 152 | 152 | 304 | 304 | 304 | 304 | 304 | 380 | 380 | 380 | 3,268 |
| Outside services | | | | | | | | | | | | | | |
| Supplies (office & oper.) | | | | | | | | | | | | | | |
| Repairs & maintenance | | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 3,600 |
| Advertising | | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 4,800 |
| Car, delivery & travel | | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 4,800 |
| Accounting & legal | | 1,494 | | | | 195 | | | 195 | | | 195 | | |
| Rent | | | | | | | | | | | | | | |
| Telephone | | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 828 |
| Utilities | | | | | | | | | | | | | | |
| Insurance | | | | | | 450 | | | | | | | | |
| Taxes (real estate, etc.) | | 727 | 778 | 982 | 1,051 | 1,124 | 1,273 | 1,124 | 1,202 | 1,286 | 1,377 | 1,473 | 1,576 | 13,972 |
| Interest | | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 1,680 |
| Training | | 14,720 | | | | | 11,040 | | | 1,200 | | 11,555 | | 38,515 |
| Miscellaneous | | | | | | | | | | | | | | |
| SUBTOTAL | 0 | 22,491 | 6,328 | 6,532 | 6,601 | 9,071 | 19,615 | 8,426 | 8,699 | 9,788 | 9,555 | 21,401 | 9,754 | 138,260 |
| Loan principal payment | 23,987 | | | | | | | | | | | | | |
| Capital purchase (specify) | | | | | | | | | | | | | | |
| Other startup costs | | | | | | | | | | | | | | |
| Reserve and/or Escrow | | | | | | | | | | | | | | |
| Owners' Withdrawal | | | | | | | | | | | | | | |
| TOTAL CASH PAID OUT | 23,987 | 22,491 | 6,328 | 6,532 | 6,601 | 9,071 | 19,615 | 8,426 | 8,699 | 9,788 | 9,555 | 21,401 | 9,754 | 138,260 |
| Cash Position (end of month) | 1,758 | -12,733 | -10,502 | -6,233 | -1,278 | 2,016 | -3,599 | 336 | 4,861 | 9,224 | 14,811 | 9,612 | 17,193 | 25,047 |

Appendix:

Certificate of Registration of a Company

Certificate of Registration of a Company

This is to certify that

HEAL YOUNG MASSAGE PTY. LTD.

Australian Company Number 608 862 013

is a registered company under the Corporations Act 2001 and
is taken to be registered in Queensland.

The company **is limited by shares.**

The company is a **proprietary** company.

The day of commencement of registration is
the twenty-first day of October 2015.



ASIC

Australian Securities & Investments Commission

Issued by the
Australian Securities and Investments Commission
on this twenty-first day of October, 2015.

A handwritten signature in black ink, appearing to read 'G. Medcraft'.

Greg Medcraft
Chairman

CERTIFICATE