**事　業　計　画　書**

**計画概要**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **業種** | | | | | | | | | | | **開業予定期** | | | | | | | |
| **1．創業動機・目的** | | | | | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | | | | | |
| **2．職歴・事業実績（勤務先・役職・経験年数・資格等）** | | | | | | | | | | | | | | | | | | |
| **年次** | | | | **具体的内容** | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | |
| **3．取扱商品・サービス** | | | | | | | | | | | | | | | | | | |
| **取扱商品・**  **サービスの内容** | | | |  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| **セールスポイント** | | | |  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| **販売ターゲット・戦略** | | | |  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| **競合・市場などの分析** | | | |  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| **4．取引先・取引関係** | | | | | | | | | | | | | | | | | | |
|  | **取引先名** | | | | | | | | **シェア** | | | | **掛取引の割合** | | **回収・支払の条件** | | | |
| **販売先** |  | | | | | | | | **％** | | | | **％** | | **日〆　　　日回収** | | | |
|  | | | | | | | | **％** | | | | **％** | | **日〆　　　日回収** | | | |
|  | | | | | | | | **％** | | | | **％** | | **日〆　　　日回収** | | | |
| **仕入先** |  | | | | | | | | **％** | | | | **％** | | **日〆　　　日支払** | | | |
|  | | | | | | | | **％** | | | | **％** | | **日〆　　　日支払** | | | |
|  | | | | | | | | **％** | | | | **％** | | **日〆　　　日支払** | | | |
| **外注先** |  | | | | | | | | **％** | | | | **％** | | **日〆　　　日支払** | | | |
|  | | | | | | | | **％** | | | | **％** | | **日〆　　　日支払** | | | |
| **人件費の支払い** | | **日〆　　　　　　日支払（ボーナスの支給月　　月、　　月）** | | | | | | | | | | | | | | | | |
| **5．従業員** | | | | | | | | | | | | | | | | | | |
| **常勤役員の人数 （法人のみ）** | | | **人** | | | | **従業員数 （3ヵ月以上継続雇用者）** | | | **人** | | | **（うち家族従業員）　　　　　　　人**  **（うちパート従業員）　　　　　　人** | | | | | |
| **6．お借入の状況（法人の場合、代表者の借入）** | | | | | | | | | | | | | | | | | | |
| **借入先名** | | | |  | | | | | | | | | | | | **借入残高** | **年間返済額** | |
|  | | | | **□事業□住宅□車□教育□カード□その他** | | | | | | | | | | | | **万円** | **万円** | |
|  | | | | **□事業□住宅□車□教育□カード□その他** | | | | | | | | | | | | **万円** | **万円** | |
|  | | | | **□事業□住宅□車□教育□カード□その他** | | | | | | | | | | | | **万円** | **万円** | |
| **7．必要な資金と調達方法** | | | | | | | | | | | | | | | | | | |
| **必要な資金** | | | | | | **見積先** | | **金額** | | | | **調達の方法** | | | | | | **金額** |
| **設備資金** | **店舗、工場、機械、車両など（内訳）** | | | | |  | | **万円** | | | | **自己資金** | | | | | | **万円** |
| **親、兄弟、知人、友人からの借入** | | | | | | **万円** |
| **日本政策金融公庫、国民生活事業からの借入** | | | | | | **万円** |
| **他の金融機関からの借入（内訳・返済方法）** | | | | | | **万円** |
| **運転資金** | **商品仕入、経費支払資金など（内訳）** | | | | | | | **万円** | | | |
| **合　計** | | | | | | | | **万円** | | | | **合　計** | | | | | | **万円** |
| **8．事業の見通し（月平均）** | | | | | | | | | | | | | | | | | | |
|  | | | | | **創業当初** | | | **1年後または軌道に**  **乗った後（　年　月頃）** | | | | | | **見通しに関する根拠を記入する** | | | | |
| **売上高①** | | | | | **万円** | | | **万円** | | | | | |  | | | | |
| **売上原価②（仕入高）** | | | | | **万円** | | | **万円** | | | | | |
| **経　費** | **人件費** | | | | **万円** | | | **万円** | | | | | |
| **家　賃** | | | | **万円** | | | **万円** | | | | | |
| **支払利息** | | | | **万円** | | | **万円** | | | | | |
| **その他** | | | | **万円** | | | **万円** | | | | | |
| **合計③** | | | | **万円** | | | **万円** | | | | | |
| **利　益**  **①－②－③** | | | | | **万円** | | | **万円** | | | | | |  | | | | |