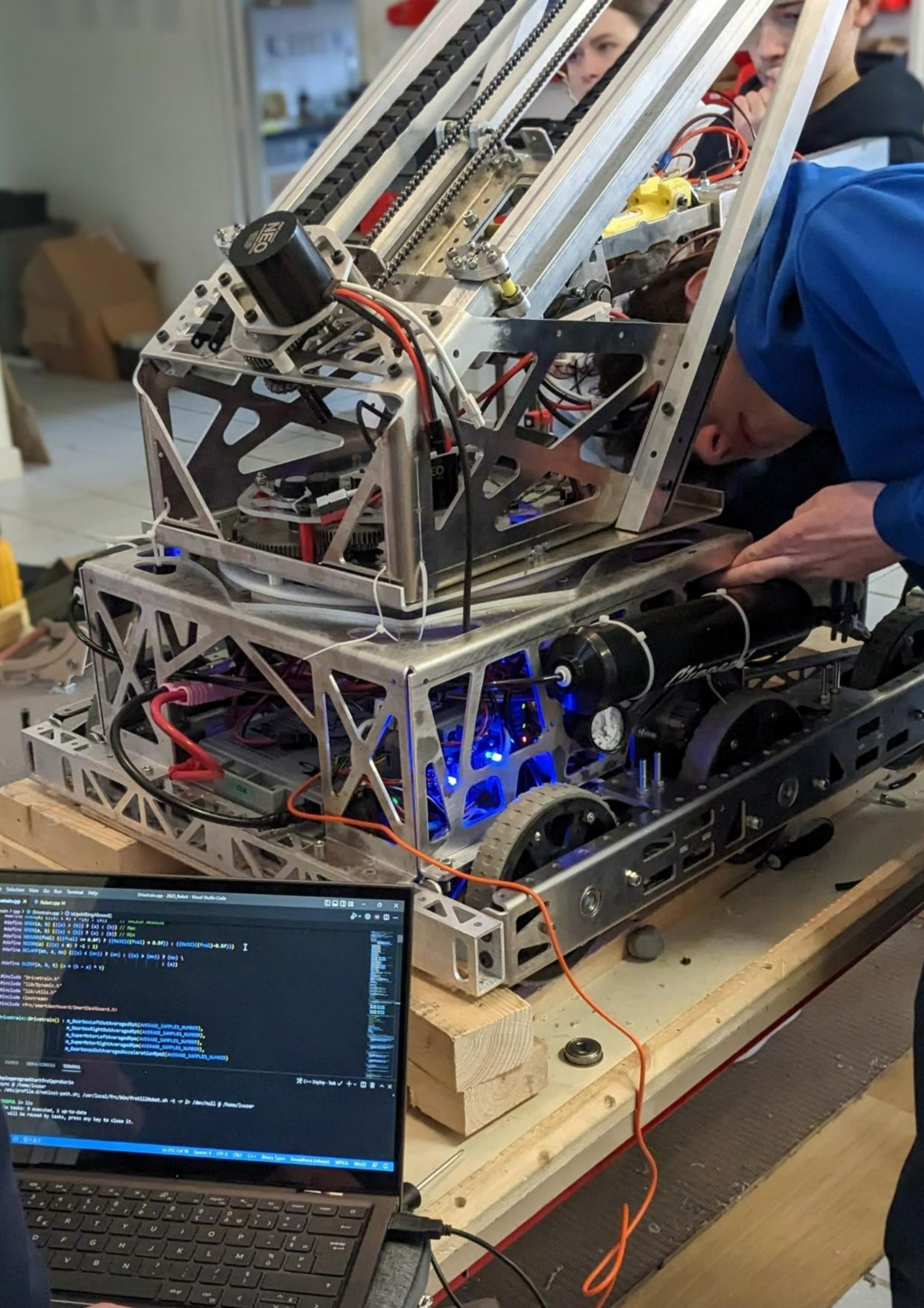


# BUSINESS PLAN

**ROBO'LYON**   
The FIRST French Team







# INTRODUCTION

Robo'Lyon is the first French team to take part in FIRST® Robotics Competition, the biggest international robotics competition for students under 18.

Our aim is to promote FIRST® values through STEM education, team spirit, and leadership in our High School, Notre Dame de Bellegarde in Neuville sur Saône, near Lyon.

Our journey started in 2014 when Anthony Dailly, a student from our school, discovered FIRST® during an exchange program and decided to bring this incredible experience to France. With all his perseverance, he managed to convince Notre Dame de Bellegarde to create a team and participate in a 1st competition in April 2015 in Montreal.

## IDENTITY



**5553** : Our team number

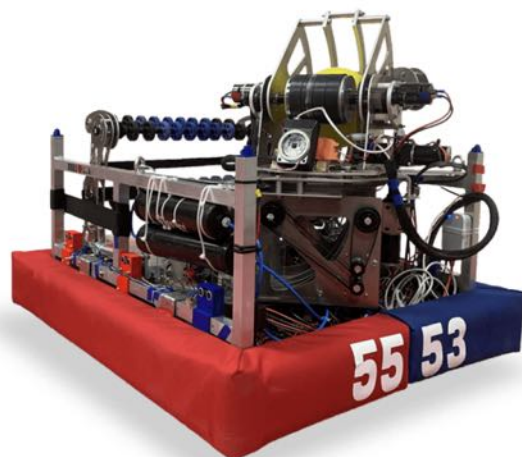
**The lion** : This is an allusion to Lyon, our city. It is also a symbol of strength and power.

Robo'Lyon is an easy name to understand and remember. It summarizes our mission to build robots for the FIRST Robotics Competition and highlights our origins.

**Our signature** : "The FIRST French Team" shows how thrilled we are to be the first French Team in FRC. We chose an english signature because we aim to be international.

**Our colors** : Blue, white and red, because we are proud to represent France and to wear its colors during the competition!

Every year, we face multiple challenges to find sponsors and raise enough money to build our robot and take part in a competition abroad!



# ROBO'LYON

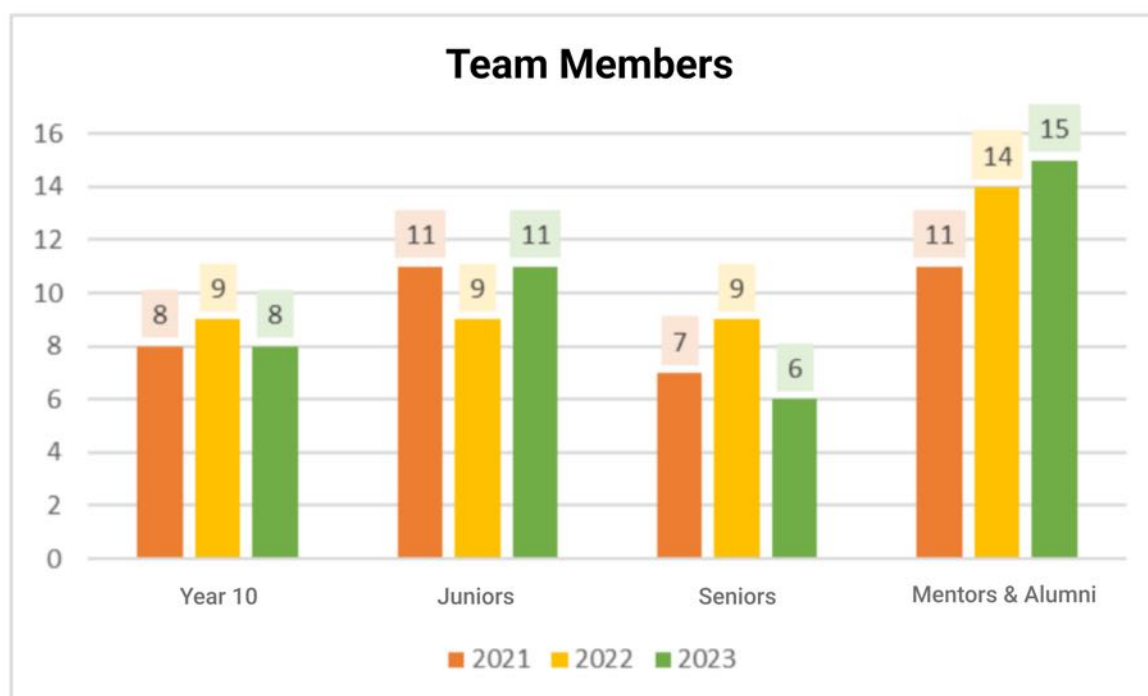
Robo'Lyon is an **extra-curricular** activity. All team members meet up on Wednesday afternoons, on weekends, and during holidays.

This project requires a strong investment from the students, as well as a very good management of their time in order to be able to reconcile school work and team work for Robo'Lyon.

This year, Robo'Lyon is composed of 25 students (year 10 to 12) and 15 mentors and alumni.



Students Mentors Alumni





# THE TEAM

## MENTORS

Our mentors supervise, teach and advise the students and ensure the proper functioning of the association.

They are volunteers who transmit their various skills on their free time.

At Robo'Lyon, it is the students who make and do. We apply this principle on a daily basis. Mentors are simply here to guide and support the students.

Anyone can become a mentor: everyone can provide help and skills in technical field, in communication field, or in team management and organization. At Robo'Lyon, our mentors are engineers, teachers, accountants, entrepreneurs, artists, business leaders...



## ALUMNI

Former members of the team, Alumni, while pursuing their studies, continue to work for the community by transmitting their knowledge. They help us a lot throughout the season. They share the knowledge they acquired when they were at Robo'Lyon but also during their first years of higher education.

## STUDENTS

There are approximately 8 students per level to ensure the continuity of the team from one year to the next and maintain our level of excellence. This year 25 young people, including 7 girls, are eager to learn new skills.



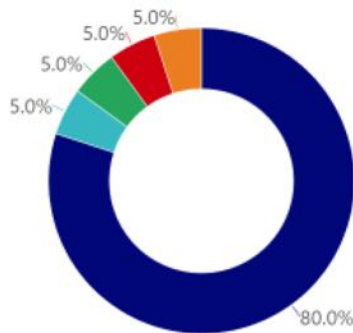
# IMPACT

The impact of FIRST® programs on students is **significant** !

**82% of students study engineering after high school which is significantly higher than the national average. In France, only 5.8% of students attend an engineering program.**

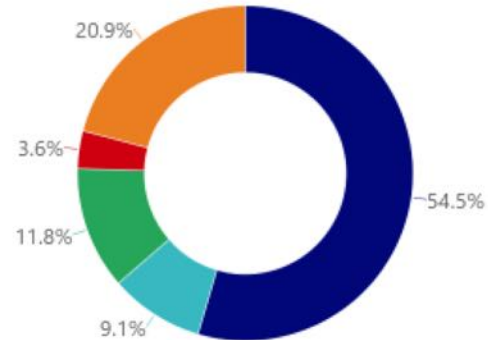
**In recent years, Robo'Lyon students have studied in world-renowned institutions: Polytechnique Paris, EPFL, McGill University, UC Berkeley, Polytechnique Montreal, etc.**

**Past 3 years**

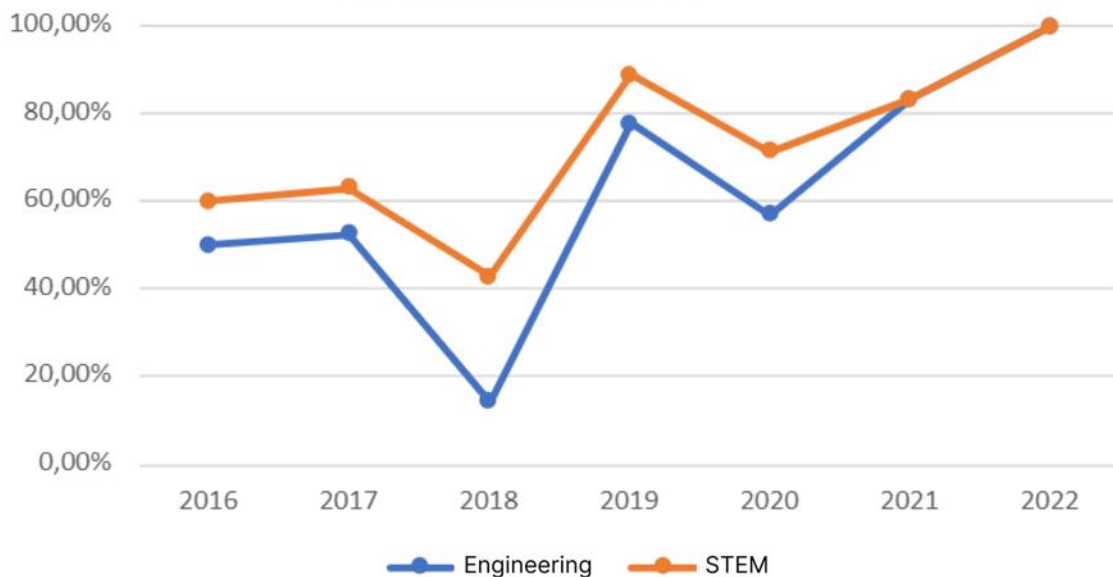


• Engineering • Science (all but Engineering)  
 • Business • Arts • Other

**Past 8 years**



**Evolution over time**





# ORGANIZATION

## SCRUM METHOD

We are inspired by agile methods that allow us to move forward quickly and efficiently.

The Scrum method is based on the principle of continuous adaptation and improvement.

We work in team projects, starting from the list of tasks identified during the kickoff (backlog).

There is no hierarchy in the team. Everyone's ideas and knowledge benefit the team. This is how we optimize flexibility, creativity and productivity in the team.

Each day begins with a "daily meeting". We talk about what has been done, what remains to be done and what needs to be started. We pass information on to each other.

As a team, we define the week's goals .

To follow up on the projects and to organize Saturday's planning, the different teams talk on Discord one evening a week.



ORGANIZATION



# ACTIVITIES

- **CAD :** Imagining, conceiving and modeling different parts and elements of the robot using CAD software. It is the beginning of the robot's construction. In CAD, the robot pieces' optimization (shape, weight and size) is at the center of the modeling process.
- **Machining & prototyping:** Machining allows us to produce the parts modeled in CAD. To machine the wooden parts of the mechanisms, we use a CNC (a numerically controlled machine tool) and a 3D printer for the plastic parts. For the final version of the robot, some parts are made of aluminum, so we call on the expertise of our sponsors and partners (MAHP, NOEL Group ...) In order for a mechanism to be optimal, it is necessary to go through several prototypes and therefore several machining and multiple test phases.
- **Electronics & pneumatics:** The robot is motorized and programmed, so it consists of electrical and pneumatic components (Arduino, motors, cylinders, wiring, ...) that must be installed on the robot and operated.
- **Programming:** We use the C++ language to program the robot. Programming allows us to manage the motors of the different mechanisms and integrate the visual recognition. Programming is absolutely necessary in the autonomous period (15 seconds at the beginning of the game).
- **Communication:** The communication team is in charge of managing and organizing internal and external events (presentations, meetings, trade shows...). In collaboration with the rest of the team, we communicate Robo'Lyon's news through social networks (Insta, FB, LK), on our website and via our newsletter. We inform our subscribers about the progress of the robot by following and presenting the work of the different technical teams. We also very regularly update our website. The communication team is in charge of finding sponsors and partners in order to have the necessary funds to build the robot and take part in the competition abroad.
- **Strategy & scouting:** it consists in reading and understanding the game manual's rules with the whole team, to work together to develop game strategies. But also, to train the drivers to control the robot, to scout by recording data on the designs and performances of other teams' robots, the results of practice rounds, and the games' results. And finally, analyzing the scouting results enables us to develop strategies and select team alliances.
- **Driving:** To drive the robot during competition, we select the best driver and co-driver each year. The Drive team trains on robot n°2 before going to the competition. During the matches, this duo drives the robot so that it performs the different tasks to accomplish on the field as quickly as possible.



# ANALYSIS

## STRENGTHS

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• Knowledge transfer from one year to another.</li> <li>• Ability to maintain a level of excellence each season.</li> <li>• Ability to prototype and work in agile mode.</li> <li>• Students' good school level and their involvement in the robotics project.</li> </ul> | <ul style="list-style-type: none"> <li>• Lack of alumni's involvement who do not stay in Lyon to pursue their studies.</li> <li>• Notre Dame de Bellegarde is a general high school and students don't have technical courses (robotics, CAD...).</li> <li>• Students can only dedicate time to Robo'Lyon on their free time.</li> </ul> |
|--|--|

## RISKS

- Sponsoring is not popular in France. Companies are not very enthusiastic about sponsoring students' associations. FIRST® is virtually unknown in France.
- Risk of not being able to find enough money to compete abroad.

## OPPORTUNITIES

- Robotique FIRST® France's creation will enable us to organize several competitions in France.
- Holding a regional in Europe would give us better chances to reach the Championship.



# SUCCESSSES

<p>7 Participations in the competition since 2014</p> <p>3 Championship Qualifications 2017 St Louis - 2018 Détroit - 2020 Houston</p> <p>Winner of a Regional 2017 Montréal</p> <p>Innovation Challenge finalist 2021</p>	   
  	<p>"Chairman" Award 2017 Montréal</p> <p>2 "Engineering Inspiration" Award 2018 Montréal - 2020 Los Angeles</p> <p>3 Other Awards 2015 "Entrepreneurship" - 2016 "Safety" 2019 "Gracious Professionalism"</p>

The team has grown a lot since its creation. The progress are significant:

- **In the technical field**, we design more complex mechanisms thanks to the CAD tools and the mentor's expertise. The acquisition of a CNC (numerical control machine) allows us to test and prototype with materials such as wood or PTFE. This very resistant material has become, in few months time, an essential material for our robot. We must not forget the 3D printers that allow us to produce precise parts in our workshop.
- **In communication**, we are efficient thanks to the use of professional tools.
- **In programming**, we are able to develop complex and precise codes that can be used during the autonomous period at the beginning of the game.

**Learning** new skills, **developing** and **sharing** them are part of Robo'Lyon's philosophy.

SUCCESSSES



# ACHIEVEMENTS

In 2021, we became **world Innovation Champions** when we won the "Global Innovation Award" with our "Walk Assistant". Our laser belt designed to help people suffering from Parkinson's disease walk again, has seduced the French media as well as many manufacturers.

We have received **extensive media coverage** through television reports, numerous articles in the regional and national press, and collaborations with influencers who have hundreds of thousands of subscribers.

After this Award, companies impressed by the team's achievements have offered us new opportunities:

The French Fab has invited us to BIG 2021, the largest trade show dedicated to entrepreneurship in Europe ,

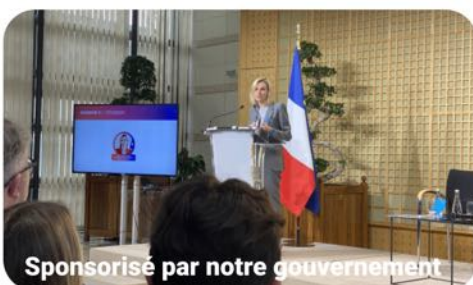
We have met our Industry Minister in Paris,

We have met with our Senator in Lyon,

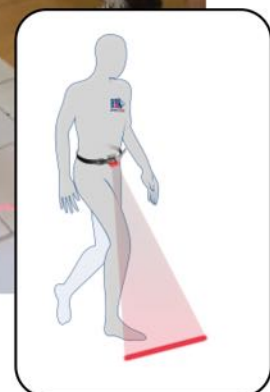
...

With the help of the French Fab network, a Robo'Lyon mentor has founded **Robotique First® France** making us a strategic partner.

Robotique FIRST® France aims to expand the FIRST® programs: FTC and FRC, in France. The entire Robo'Lyon team participates in this adventure by helping create and develop new teams: video exchanges, sharing our methods and documentations, technical support, mentoring, ...



Sponsorisé par notre gouvernement





# OUR FUTURE

We have many projects for the years to come.

First of all, the team is keen on continuing to take part in the FIRST® Robotic Competition (FRC)

Go even further in the competition, by **winning** a regional with a "made in France" robot, in order to highlight our know-how.

**Win** the proposed prizes, in particular the FIRST® IMPACT, and the Inspiration in engineering: these prizes allow teams to qualify for the HOUSTON Championship. The ultimate goal is to win the FIRST® IMPACT in HOUSTON in order to qualify for many years at the Championship .

Robo'Lyon is about to grow with the creation of an FTC team (FIRST® Tech Challenge), for junior high schoolers from Notre Dame de Bellegarde. This will allow **a synergy between both programs**. Students will be able to start robotics with an FTC program and pursue this activity via Robo'Lyon once in high school.

We hope to see the **birth of a regional** in France. This year, we are participating, as volunteers, in the organization of an unofficial event that will bring together about 20 FTC teams in Lyon, including 6 foreign teams from the Netherlands, Germany, Italy and Spain.

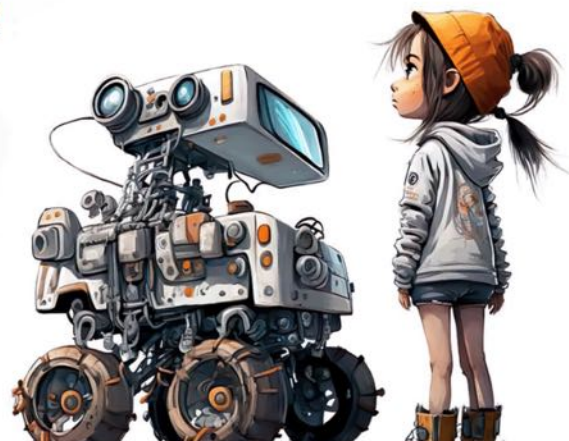
Our team really wishes to continue the **development of its "Walk Assistant" innovation**, with the help of its partners: the hospitals of Lille, Lyon and Neuville sur Saône, the France Parkinson association, the Robur company, the Crédit Agricole...

We would like to **develop a new version** of our prototype which would take the form of a jacket including different stimuli (visual, vibratory and sound).

We wish to continue help students **grow, inspiring** them to become the **leaders of tomorrow**.

## LE DEFI ROBOTIQUE

13 mai 2023  
LYON



FUTURE



# BUDGET

Our partners are very important to the team. Competing at First® Robotics Competition requires **significant funds** to cover the costs of registration, materials, travel, and accommodation. **This is why we are always actively looking for partners.**

We work closely with our partners to **make them visible** on our various communication mediums, and we **organize events** to thank them for their support.

The team has many partners: some have been with us since the beginning, some help us once or twice and others have recently arrived. We do not have a partner classification. **Any help is invaluable.** Robo'Lyon is committed not to favor one partner over another. All our partners are present on our communication medias (competition t-shirts, social networks...). The team accepts all types of donations ranging from the smallest (€100) to the highest (€10,000).

You can become a partner of the team with a **financial support**, but also **by other means**. We receive all kinds of help from professionals: some help us to acquire skills by training us, others provide us with equipment, services...

## FUNDRAISING

We finance our program through various means:

- We organize several **sales** during the year to raise funds: Christmas tree sale, salmon sale, raclette or pains au chocolat sales.
- We ask student's families **to help pay** for the trip.
- We offer **memberships** to Robo'Lyon, collect **donations**, **sell items** on our website's shop...
- Students are all involved in the **search for partners**. We are able to find many partners through members acquaintance.

All our partners receive our newsletter and can follow our progress, **they are always welcome to visit us** in our workspace in Notre Dame de Bellegarde.

We give visibility to our partners so that they benefit from this relationship.

The logos of the companies are present on our **partner board**, on our **competition t-shirts** and on our **website**. The sponsors are visible on all our events, in competition, at the workshop...

We talk about our sponsors at trade shows and big events to give them the highest visibility. We make **specific publications** on social networks to present them and thank them for their support.

# PARTNERS

This season we have **32 sponsors**, including 7 technology sponsors who regularly teach us industrial skills in workshops. In January, MHAP invited team members to discover their compagny . Members were able to try out a folding machine.

We collaborated with two French ministers and local politicians. This gave us access to a network of CEOs and decision makers to develop FIRST® in France.

These partnerships have allowed us to raise about 80,000€ each year for the team and also to propel projects such as the creation of Robotique FIRST® France. Since the creation of Robotique FIRST France we have worked hard to **create new FRC and FTC teams** in order to allow as many young people as possible to access the various FIRST programs in France. It is not enough to create teams, **we also support them** so that they can develop and last.

We strive to maintain **excellent relations** with all our sponsors to ensure that our partnerships last.



PARTNERS



**Communication** is very important at Robo'Lyon. It allows our community (our partners, students, parents, company managers, FIRST® teams, etc.) to follow the life of the association.

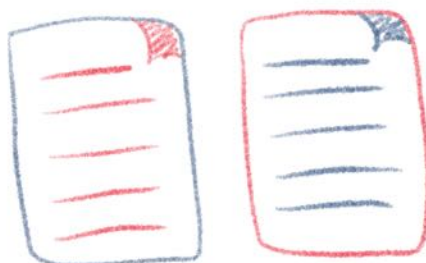
Our communication tools are diverse:

- Our **newsletter** is sent to our 600 subscribers who can keep up to date with our current news. Over 40% of our subscribers read our newsletter, this is very rewarding!
- Our **website** is regularly updated and reviewed by students and mentors. You can read about the team's achievements on a daily basis.
- We take part in **many events** to present the team, the robots and the FIRST® program.
- We attend fairs and give interviews at **many trade shows**, including the most prestigious in Europe: BIG Paris (Europe's largest business event), and Viva Technology (Europe's largest tech event), for a total estimated audience of 92,000 visitors.
- We have been interviewed by **important French medias**. After our "Global Innovation Award" prize, we benefited from significant media coverage. In 3 years, we have reached more than 4,176,000 people.
- Finally, **social networks** are our best means of communication. We are on Facebook, Instagram, LinkedIn and Youtube. All of team's life is shared there. We talk about our challenges, goals, victories... Many people come to see us regularly and tell us about the interest they have in our team thanks to this immersion!

Communication is an important part of Robo'Lyon. We want to give great visibility to our partners. We do this through social networks, our newsletter, or our participation in fairs throughout France.

We also make presentations and demonstrations of our robots to our partners. This is a way to share the challenges we face and to highlight the team's skills.

For example, we took part in the "family day" of our partner ELCIA.





# ROBO'LYON

The FIRST French Team





# CONCLUSION

Supporting Robo'Lyon enables you to be part of an **extraordinary human adventure**.

Join us to become a forerunner of a **new way of learning** that allows students to reveal their talents, to gain self confidence and to face the future with serenity.



**Website :** [www.robolyon.com](http://www.robolyon.com)

**Facebook :** <https://www.facebook.com/robolyonoff>

**Instagram :** <https://instagram.com/robolyonoff/>

**Linkedin :** <https://fr.linkedin.com/company/robo'lyon>

# INCOME STATEMENT

## 2019-2020

### INCOME STATEMENT

ROBO'LYON

Etats de synthèse au 31/08/2020

	du 01/09/19 au 31/08/20 12 mois	%	du 01/09/18 au 31/08/19 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
Sales of goods	5 751	8,50	7 146	10,04	-1 395	-19,52
Sold production	61 935	91,50	64 060	89,96	-2 125	-3,32
Stored production						
Operating subsidies						
Other revenue						
<b>Total</b>	<b>67 686</b>	<b>100,00</b>	<b>71 206</b>	<b>100,00</b>	<b>-3 520</b>	<b>-4,94</b>
<b>Consumption of goods &amp; raw materials</b>						
Purchases of goods	4 358	6,44	5 803	8,15	-1 445	-24,90
Stock variation (goods)						
Raw materials purchases & other supplies	13 378	19,76	10 728	15,07	2 650	24,70
Stock variation (raw materials)						
Other purchases & external expenses	47 101	69,59	40 313	56,61	6 789	16,84
<b>Total</b>	<b>64 837</b>	<b>95,79</b>	<b>56 844</b>	<b>79,83</b>	<b>7 993</b>	<b>14,06</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>2 849</b>	<b>4,21</b>	<b>14 362</b>	<b>20,17</b>	<b>-11 513</b>	<b>-80,16</b>
<b>EXPENSES</b>						
Taxes and assimilated payments						
Salaries and Treatments						
Social expenses						
Depreciations and provisions						
Other expenses						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>2 849</b>	<b>4,21</b>	<b>14 362</b>	<b>20,17</b>	<b>-11 513</b>	<b>-80,16</b>
Financial revenue	12	0,02			12	
Financial expenses						
<b>Financial result</b>	<b>12</b>	<b>0,02</b>			<b>12</b>	
Operations in common						
<b>Income</b>	<b>2 861</b>	<b>4,23</b>	<b>14 362</b>	<b>20,17</b>	<b>-11 501</b>	<b>-80,08</b>
Exceptional revenue						
Exceptional expenses						
<b>Exceptional Income</b>						
Employees' profit-sharing						
Taxes on Income						
<b>NET INCOME</b>	<b>2 861</b>	<b>4,23</b>	<b>14 362</b>	<b>20,17</b>	<b>-11 501</b>	<b>-80,08</b>



## DETAILED INCOME STATEMENT

ROBO'LYON

Etats de synthèse au 31/08/2020

	du 01/09/19 au 31/08/20 12 mois	%	du 01/09/18 au 31/08/19 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
- 707100 VENTES VETEMENTS	295,00	0,44	529,50	0,74	-234,50	-44,29
- 707200 VENTES DE SAPINS	2 284,00	3,37	3 810,00	5,35	-1 526,00	-40,05
- 707300 PAINS AU CHOCOLAT	1 662,48	2,46	2 806,03	3,94	-1 143,55	-40,75
- 707400 VENTES LIVRES MERCOTTE	1 292,30	1,91			1 292,30	
- 707500 VENTES BOUTIQUE RBL SPREA	217,17	0,32			217,17	
<b>Sales of goods</b>	<b>5 750,95</b>	<b>8,50</b>	<b>7 145,53</b>	<b>10,04</b>	<b>-1 394,58</b>	<b>-19,52</b>
- 706100 RECETTES EVENEMENTS	1 780,00	2,63	3 500,00	4,92	-1 720,00	-49,14
- 706110 ADHESIONS	4 445,00	6,57	5 440,00	7,64	-995,00	-18,29
- 706200 PARTICIPATIONS FINANCIERES	37 550,00	55,48	38 870,00	54,59	-1 320,00	-3,40
- 706250 DONS PRIVES	160,00	0,24	50,00	0,07	110,00	220,00
- 706300 PARTICIPATION REGIONALE	18 000,00	26,59	16 200,00	22,75	1 800,00	11,11
<b>Sold production</b>	<b>61 935,00</b>	<b>91,50</b>	<b>64 060,00</b>	<b>89,96</b>	<b>-2 125,00</b>	<b>-3,32</b>
<b>Total</b>	<b>67 685,95</b>	<b>100,00</b>	<b>71 205,53</b>	<b>100,00</b>	<b>-3 519,58</b>	<b>-4,94</b>
<b>Consumption of goods &amp; raw materials</b>						
- 607100 ACHATS DE VETEMENTS	1 751,02	2,59	2 599,61	3,65	-848,59	-32,64
- 607200 ACHATS DE SAPINS	1 323,50	1,96	2 245,50	3,15	-922,00	-41,06
- 607300 ACHATS PAINS AU CHOCOLAT	625,00	0,92	958,10	1,35	-333,10	-34,77
- 607400 ACHATS LIVRES MERCOTTE	658,48	0,97			658,48	
<b>Purchases of goods</b>	<b>4 358,00</b>	<b>6,44</b>	<b>5 803,21</b>	<b>8,15</b>	<b>-1 445,21</b>	<b>-24,90</b>
- 601000 ACHATS ROBOTS	11 923,54	17,62	9 783,35	13,74	2 140,19	21,88
- 601200 KIT KICK OFF	542,29	0,80	530,31	0,74	11,98	2,26
- 601300 ACHATS DIVERS ET TERRAIN	912,00	1,35	414,20	0,58	497,80	120,18
<b>Raw materials purchases &amp; other suppl</b>	<b>13 377,83</b>	<b>19,76</b>	<b>10 727,86</b>	<b>15,07</b>	<b>2 649,97</b>	<b>24,70</b>
- 606300 Achats de petit équipement	690,81	1,02	3 442,54	4,83	-2 751,73	-79,93
- 616000 Primes d'assurance	118,11	0,17	115,09	0,16	3,02	2,62
- 623400 CADEAUX	23,52	0,03			23,52	
- 623700 PUBLICATIONS	2 562,56	3,79	2 315,85	3,25	246,71	10,65
- 624100 Transports sur achats	2 832,26	4,18	2 459,47	3,45	372,79	15,16
- 625100 FRAIS COMPETITION REGIONALI	39 198,77	57,91	30 432,53	42,74	8 766,24	28,81
- 625200 AUTRES FRAIS DE DEPLACEMENT	955,10	1,41	1 102,82	1,55	-147,72	-13,39
- 626100 INTERNET	338,89	0,50			338,89	
- 627500 FRAIS DE BANQUE	381,39	0,56	444,55	0,62	-63,16	-14,21
<b>Other purchases &amp; external expenses</b>	<b>47 101,41</b>	<b>69,59</b>	<b>40 312,85</b>	<b>56,61</b>	<b>6 788,56</b>	<b>16,84</b>
<b>Total</b>	<b>64 837,24</b>	<b>95,79</b>	<b>56 843,92</b>	<b>79,83</b>	<b>7 993,32</b>	<b>14,06</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>2 848,71</b>	<b>4,21</b>	<b>14 361,61</b>	<b>20,17</b>	<b>-11 512,90</b>	<b>-80,16</b>
<b>EXPENSES</b>						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>2 848,71</b>	<b>4,21</b>	<b>14 361,61</b>	<b>20,17</b>	<b>-11 512,90</b>	<b>-80,16</b>
- 768000 Autres produits financiers	12,07	0,02			12,07	
<b>Financial revenue</b>	<b>12,07</b>	<b>0,02</b>			<b>12,07</b>	
<b>Financial result</b>	<b>12,07</b>	<b>0,02</b>			<b>12,07</b>	
<b>Income</b>	<b>2 860,78</b>	<b>4,23</b>	<b>14 361,61</b>	<b>20,17</b>	<b>-11 500,83</b>	<b>-80,08</b>
<b>Exceptional Income</b>						
<b>NET INCOME</b>	<b>2 860,78</b>	<b>4,23</b>	<b>14 361,61</b>	<b>20,17</b>	<b>-11 500,83</b>	<b>-80,08</b>

# INCOME STATEMENT

## 2021-2022

### INCOME STATEMENT

ROBOLYON

Etats de synthèse au 31/08/2022

	du 01/09/21 au 31/08/22 12 mois	%	du 01/09/20 au 31/08/21 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
Sales of goods	6 936	14,13	5 236	14,37	1 700	32,47
Sold production	42 134	85,87	31 205	85,63	10 929	35,02
Stored production						
Operating subsidies						
Other revenue						
<b>Total</b>	<b>49 070</b>	<b>100,00</b>	<b>36 441</b>	<b>100,00</b>	<b>12 629</b>	<b>34,66</b>
<b>Consumption of goods &amp; raw materials</b>						
Purchases of goods	4 267	8,70	5 013	13,76	-746	-14,88
Stock variation (goods)						
Raw materials purchases & other supplies	18 207	37,10	5 408	14,84	12 800	236,70
Stock variation (raw materials)						
Other purchases & external expenses	33 984	69,26	6 618	18,16	27 366	413,50
<b>Total</b>	<b>56 459</b>	<b>115,06</b>	<b>17 039</b>	<b>46,76</b>	<b>39 420</b>	<b>231,36</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>-7 389</b>	<b>-15,06</b>	<b>19 402</b>	<b>53,24</b>	<b>-26 791</b>	<b>-138,08</b>
<b>EXPENSES</b>						
Taxes and assimilated payments						
Salaries and Treatments						
Social expenses						
Depreciations and provisions						
Other expenses						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>-7 389</b>	<b>-15,06</b>	<b>19 402</b>	<b>53,24</b>	<b>-26 791</b>	<b>-138,08</b>
Financial revenue	25	0,05	13	0,04	12	90,87
Financial expenses						
<b>Financial result</b>	<b>25</b>	<b>0,05</b>	<b>13</b>	<b>0,04</b>	<b>12</b>	<b>90,87</b>
Operations in common						
<b>Income</b>	<b>-7 363</b>	<b>-15,01</b>	<b>19 416</b>	<b>53,28</b>	<b>-26 779</b>	<b>-137,93</b>
Exceptional revenue						
Exceptional expenses						
<b>Exceptional Income</b>						
Employees' profit-sharing						
Taxes on Income						
<b>NET INCOME</b>	<b>-7 363</b>	<b>-15,01</b>	<b>19 416</b>	<b>53,28</b>	<b>-26 779</b>	<b>-137,93</b>



## DETAILED INCOME STATEMENT

ROBO'LYON

Etats de synthèse au 31/08/2022

	du 01/09/21 au 31/08/22 12 mois	%	du 01/09/20 au 31/08/21 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
- 707100 VENTES VETEMENTS	283,00	0,58	228,00	0,63	55,00	24,12
- 707200 VENTES DE SAPINS	1 879,00	3,83			1 879,00	
- 707300 PAINS AU CHOCOLAT	2 073,87	4,23			2 073,87	
- 707500 VENTES BOUTIQUE RBL SPREA			31,71	0,09	-31,71	-100,00
- 707600 VENTES DE SAUMONS	2 700,00	5,50	4 716,00	12,94	-2 016,00	-42,75
- 707700 VENTES DE LIVRES FLO ALEX			260,00	0,71	-260,00	-100,00
<b>Sales of goods</b>	<b>6 935,87</b>	<b>14,13</b>	<b>5 235,71</b>	<b>14,37</b>	<b>1 700,16</b>	<b>32,47</b>
- 706110 ADHESIONS	4 465,00	9,10	3 550,00	9,74	915,00	25,77
- 706200 PARTICIPATIONS FINANCIERES	28 800,00	58,69	26 650,00	73,13	2 150,00	8,07
- 706250 DONS PRIVES	135,00	0,28	1 005,35	2,76	-870,35	-86,57
- 706300 PARTICIPATION REGIONALE	8 734,00	17,80			8 734,00	
<b>Sold production</b>	<b>42 134,00</b>	<b>85,87</b>	<b>31 205,35</b>	<b>85,63</b>	<b>10 928,65</b>	<b>35,02</b>
<b>Total</b>	<b>49 069,87</b>	<b>100,00</b>	<b>36 441,06</b>	<b>100,00</b>	<b>12 628,81</b>	<b>34,66</b>
<b>Consumption of goods &amp; raw materials</b>						
- 607100 ACHATS DE VETEMENTS	2 307,36	4,70	1 576,06	4,32	731,30	46,40
- 607200 ACHATS DE SAPINS	1 321,65	2,69			1 321,65	
- 607300 ACHATS PAINS AU CHOCOLAT	638,09	1,30			638,09	
- 607400 ACHATS LIVRES MERCOTTE			204,86	0,56	-204,86	-100,00
- 607600 ACHATS SAUMON			3 013,00	8,27	-3 013,00	-100,00
- 607700 ACHATS LIVRES FLO ALEX			219,00	0,60	-219,00	-100,00
<b>Purchases of goods</b>	<b>4 267,10</b>	<b>8,70</b>	<b>5 012,92</b>	<b>13,76</b>	<b>-745,82</b>	<b>-14,88</b>
- 601000 ACHATS ROBOTS	5 099,98	10,39	4 303,40	11,81	796,58	18,51
- 601010 ACHATS IMPORT HORS CEE AUT	11 049,62	22,52			11 049,62	
- 601300 ACHATS DIVERS ET TERRAIN	2 057,55	4,19	1 104,20	3,03	953,35	86,34
<b>Raw materials purchases &amp; other suppl</b>	<b>18 207,15</b>	<b>37,10</b>	<b>5 407,60</b>	<b>14,84</b>	<b>12 799,55</b>	<b>236,70</b>
- 606300 Achats de petit équipement	2 454,90	5,00	1 360,90	3,73	1 094,00	80,39
- 616000 Primes d'assurance	128,56	0,26	122,25	0,34	6,31	5,16
- 623700 PUBLICATIONS	305,36	0,62	230,52	0,63	74,84	32,47
- 623800 Divers (pourboires, dons courants)	1 000,00	2,04			1 000,00	
- 624100 Transports sur achats	2 491,88	5,08	1 257,58	3,45	1 234,30	98,15
- 625100 FRAIS COMPETITION REGIONALI	24 209,49	49,34	2 647,33	7,26	21 562,16	814,49
- 625200 AUTRES FRAIS DE DEPLACEMENT	3 109,89	6,34	637,98	1,75	2 471,91	387,46
- 626100 INTERNET	Reduced team (16 members)		29,99	0,08	-29,99	-100,00
- 627500 FRAIS DE BANQUE	284,26	0,58	331,63	0,91	-47,37	-14,28
<b>Other purchases &amp; external expenses</b>	<b>33 984,34</b>	<b>69,26</b>	<b>6 618,18</b>	<b>18,16</b>	<b>27 366,16</b>	<b>413,50</b>
<b>Total</b>	<b>56 458,59</b>	<b>115,06</b>	<b>17 038,70</b>	<b>46,76</b>	<b>39 419,89</b>	<b>231,36</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>-7 388,72</b>	<b>-15,06</b>	<b>19 402,36</b>	<b>53,24</b>	<b>-26 791,08</b>	<b>-138,08</b>
<b>EXPENSES</b>						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>-7 388,72</b>	<b>-15,06</b>	<b>19 402,36</b>	<b>53,24</b>	<b>-26 791,08</b>	<b>-138,08</b>
- 768000 Autres produits financiers	25,31	0,05	13,26	0,04	12,05	90,87
<b>Financial revenue</b>	<b>25,31</b>	<b>0,05</b>	<b>13,26</b>	<b>0,04</b>	<b>12,05</b>	<b>90,87</b>
<b>Financial result</b>	<b>25,31</b>	<b>0,05</b>	<b>13,26</b>	<b>0,04</b>	<b>12,05</b>	<b>90,87</b>
<b>Income</b>	<b>-7 363,41</b>	<b>-15,01</b>	<b>19 415,62</b>	<b>53,28</b>	<b>-26 779,03</b>	<b>-137,93</b>
<b>Exceptional Income</b>						
<b>NET INCOME</b>	<b>-7 363,41</b>	<b>-15,01</b>	<b>19 415,62</b>	<b>53,28</b>	<b>-26 779,03</b>	<b>-137,93</b>

# PROVISIONNAL BUDGET

## 2022-2023

### INCOME STATEMENT

ROBO'LYON

Etats de synthèse au 31/08/2023

	du 01/09/22 au 31/08/23 12 mois	%	du 01/09/21 au 31/08/22 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
Sales of goods	6 367	8,59	6 936	14,13	-569	-8,20
Sold production	67 723	91,41	42 134	85,87	25 589	60,73
Stored production						
Operating subsidies						
Other revenue						
<b>Total</b>	<b>74 090</b>	<b>100,00</b>	<b>49 070</b>	<b>100,00</b>	<b>25 020</b>	<b>50,99</b>
<b>Consumption of goods &amp; raw materials</b>						
Purchases of goods	3 804	5,13	4 267	8,70	-463	-10,84
Stock variation (goods)						
Raw materials purchases & other supplies	11 472	15,48	18 207	37,10	-6 735	-36,99
Stock variation (raw materials)						
Other purchases & external expenses	60 069	81,08	33 984	69,26	26 084	76,75
<b>Total</b>	<b>75 345</b>	<b>101,69</b>	<b>56 459</b>	<b>115,06</b>	<b>18 887</b>	<b>33,45</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>-1 255</b>	<b>-1,69</b>	<b>-7 389</b>	<b>-15,06</b>	<b>6 133</b>	<b>83,01</b>
<b>EXPENSES</b>						
Taxes and assimilated payments						
Salaries and Treatments						
Social expenses						
Depreciations and provisions						
Other expenses						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>-1 255</b>	<b>-1,69</b>	<b>-7 389</b>	<b>-15,06</b>	<b>6 133</b>	<b>83,01</b>
Financial revenue	14	0,02	25	0,05	-12	-45,99
Financial expenses						
<b>Financial result</b>	<b>14</b>	<b>0,02</b>	<b>25</b>	<b>0,05</b>	<b>-12</b>	<b>-45,99</b>
Operations in common						
<b>Income</b>	<b>-1 242</b>	<b>-1,68</b>	<b>-7 363</b>	<b>-15,01</b>	<b>6 122</b>	<b>83,14</b>
Exceptional revenue						
Exceptional expenses						
<b>Exceptional Income</b>						
Employees' profit-sharing						
Taxes on Income						
<b>NET INCOME</b>	<b>-1 242</b>	<b>-1,68</b>	<b>-7 363</b>	<b>-15,01</b>	<b>6 122</b>	<b>83,14</b>

APPENDIX



## DETAILED INCOME STATEMENT

ROBO'LYON

Etats de synthèse au 31/08/2023

	du 01/09/22 au 31/08/23 12 mois	%	du 01/09/21 au 31/08/22 12 mois	%	Simple : Variation en valeur	%
<b>REVENUE</b>						
- 707100 VENTES VETEMENTS	126,00	0,17	283,00	0,58	-157,00	-55,48
- 707200 VENTES DE SAPINS	2 142,00	2,89	1 879,00	3,83	263,00	14,00
- 707300 PAINS AU CHOCOLAT	1 423,10	1,92	2 073,87	4,23	-650,77	-31,38
- 707600 VENTES DE SAUMONS	2 676,00	3,61	2 700,00	5,50	-24,00	-0,89
<b>Sales of goods</b>	<b>6 367,10</b>	<b>8,59</b>	<b>6 935,87</b>	<b>14,13</b>	<b>-568,77</b>	<b>-8,20</b>
- 706100 RECETTES EVENEMENTS	636,20	0,86			636,20	
- 706110 ADHESIONS	4 470,00	6,03	4 465,00	9,10	5,00	0,11
- 706200 PARTICIPATIONS FINANCIERES	34 077,06	45,99	28 800,00	58,69	5 277,06	18,32
- 706250 DONS PRIVES	623,60	0,84	135,00	0,28	488,60	361,93
- 706300 PARTICIPATION REGIONALE	27 916,00	37,68	8 734,00	17,80	19 182,00	219,62
<b>Sold production</b>	<b>67 722,86</b>	<b>91,41</b>	<b>42 134,00</b>	<b>85,87</b>	<b>25 588,86</b>	<b>60,73</b>
<b>Total</b>	<b>74 089,96</b>	<b>100,00</b>	<b>49 069,87</b>	<b>100,00</b>	<b>25 020,09</b>	<b>50,99</b>
<b>Consumption of goods &amp; raw materials</b>						
- 607100 ACHATS DE VETEMENTS	1 711,63	2,31	2 307,36	4,70	-595,73	-25,82
- 607200 ACHATS DE SAPINS	1 532,85	2,07	1 321,65	2,69	211,20	15,98
- 607300 ACHATS PAINS AU CHOCOLAT	560,00	0,76	638,09	1,30	-78,09	-12,24
<b>Purchases of goods</b>	<b>3 804,48</b>	<b>5,13</b>	<b>4 267,10</b>	<b>8,70</b>	<b>-462,62</b>	<b>-10,84</b>
- 601000 ACHATS ROBOTS	4 591,50	6,20	5 099,98	10,39	-508,48	-9,97
- 601010 ACHATS IMPORT HORS CEE AUT	2 565,12	3,46	11 049,62	22,52	-8 484,50	-76,79
- 601020 DON NATURE GROUPE NOEL	2 843,06	3,84			2 843,06	
- 601300 ACHATS DIVERS ET TERRAIN	1 472,31	1,99	2 057,55	4,19	-585,24	-28,44
<b>Raw materials purchases &amp; other suppl</b>	<b>11 471,99</b>	<b>15,48</b>	<b>18 207,15</b>	<b>37,10</b>	<b>-6 735,16</b>	<b>-36,99</b>
- 606300 Achats de petit équipement	4 106,89	5,54	2 454,90	5,00	1 651,99	67,29
- 616000 Primes d'assurance	138,01	0,19	128,56	0,26	9,45	7,35
- 623700 PUBLICATIONS	288,22	0,39	305,36	0,62	-17,14	-5,61
- 623800 Divers (pourboires, dons courants			1 000,00	2,04	-1 000,00	-100,00
- 624100 Transports sur achats	199,04	0,27	2 491,88	5,08	-2 292,84	-92,01
- 625100 FRAIS COMPETITION REGIONALI	54 161,13	73,10	24 209,49	49,34	29 951,64	123,72
- 625200 AUTRES FRAIS DE DEPLACEMENT	844,26	1,14	3 109,89	6,34	-2 265,63	-72,85
- 627500 FRAIS DE BANQUE	331,21	0,45	284,26	0,58	46,95	16,52
<b>Other purchases &amp; external expenses</b>	<b>60 068,76</b>	<b>81,08</b>	<b>33 984,34</b>	<b>69,26</b>	<b>26 084,42</b>	<b>76,75</b>
<b>Total</b>	<b>75 345,23</b>	<b>101,69</b>	<b>56 458,59</b>	<b>115,06</b>	<b>18 886,64</b>	<b>33,45</b>
<b>MARGIN ON GOODS &amp; RAW MATERIALS</b>	<b>-1 255,27</b>	<b>-1,69</b>	<b>-7 388,72</b>	<b>-15,06</b>	<b>6 133,45</b>	<b>83,01</b>
<b>EXPENSES</b>						
<b>Total</b>						
<b>OPERATING INCOME</b>	<b>-1 255,27</b>	<b>-1,69</b>	<b>-7 388,72</b>	<b>-15,06</b>	<b>6 133,45</b>	<b>83,01</b>
- 768000 Autres produits financiers	13,67	0,02	25,31	0,05	-11,64	-45,99
<b>Financial revenue</b>	<b>13,67</b>	<b>0,02</b>	<b>25,31</b>	<b>0,05</b>	<b>-11,64</b>	<b>-45,99</b>
<b>Financial result</b>	<b>13,67</b>	<b>0,02</b>	<b>25,31</b>	<b>0,05</b>	<b>-11,64</b>	<b>-45,99</b>
<b>Income</b>	<b>-1 241,60</b>	<b>-1,68</b>	<b>-7 363,41</b>	<b>-15,01</b>	<b>6 121,81</b>	<b>83,14</b>
<b>Exceptional Income</b>						
<b>NET INCOME</b>	<b>-1 241,60</b>	<b>-1,68</b>	<b>-7 363,41</b>	<b>-15,01</b>	<b>6 121,81</b>	<b>83,14</b>

APPENDIX

