

Tableau d'exploitation différentiel

N° d'ordre	élément	calcul	montant	%
1	chiffre d'affaire			
2	cout variable	a+b+c-d		
	a) achat revendus de M/ses	+		
	b) achat consommée de Mat FC	+		
	c) autre charges variables	+		
	d) autres produits variables	-		
3	marge sur cout variable	=1-2		
4	cout fixe	e+f		
	e) charges fixes	+		
	f) produits fixes	-		
5	résultat courant	=3-4		

NB : les produits variables sont :

- immobilisation produite par l'entreprise pour elle-même
- variation de stock

Tableau d'exploitation différentiel simplifié

N° d'ordre	élément	montant	%
1	chiffre d'affaire	x	
2	cout variable	x	
3	marge sur cout variable	K=1-2	
4	cout fixe	x	
5	résultat courant	M=3-4	

Seuil de rentabilité = cout fixe / taux de la marge sur cout variable

Seuil de rentabilité = (cout fixe * chiffre d'affaire)/ marge sur cout variable

Point mort = (seuil de rentabilité /chiffre d'affaire)*12

Marge de sécurité = chiffre d'affaire - Seuil de rentabilité

Indice de sécurité = (Marge de sécurité / chiffre d'affaire)*100

Le seuil de rentabilité représente le moment où l'entreprise devient bénéficiaire. C'est donc l'étape où les recettes sont plus importantes que les dépenses totales liées à l'activité. C'est donc bien là tout l'enjeu de la définition du seuil de rentabilité : savoir à quel niveau de recettes il va falloir accéder afin que la structure devienne bénéficiaire. Cela inclut de pouvoir définir très précisément toutes les charges liées au fonctionnement de l'entreprise et au maintien de sa production effective, mais également de pouvoir établir un prévisionnel des ventes qui soit le plus réaliste possible. Dès lors que les ventes n'arrivent pas à couvrir les charges de l'entreprise, alors l'activité est déficitaire. Ce déficit peut être acceptable dans une certaine mesure, quand il s'agit d'un lancement de produit par exemple et que l'on a besoin d'un certain laps de temps pour que l'image se véhicule et que les clients soient sollicités. Toutefois, ce laps de temps devra pouvoir bénéficier d'une trésorerie suffisante pour combler l'écart du déficit, sans quoi l'entreprise ne peut plus fonctionner. Dans certains cas, il est possible de recourir au crédit bancaire. Il faut alors être en possession d'un dossier d'analyse financière sérieux qui puisse aboutir au seuil de rentabilité

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