

Wineyard Cellars LLC

trading as Wineyard

Board of directors

Board Pack

For the quarterly period ended Sep 30, 2026

Fiscal year ends Dec · figures in USD · reported actuals

Board pack in the order Sequoia's board-deck guide recommends

Sample built from a demo company. Not a filing. Review every figure with your accountant.

BUSINESS MODEL	INDUSTRY	FOUNDED	WEBSITE
Retail / E-commerce	Estate winery and wine club	2019	https://wineyard.example
UNITS OUTSTANDING	ACCOUNTING METHOD	PRINCIPAL ADDRESS	PREPARED
1,000,000	Accrual	4410 Westside Road, Healdsburg, CA 95448	Oct 6, 2026
PREPARED WITH			
Replafin			
CONFIDENTIAL			

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Q3 FY2026 at a glance

REVENUE \$611,951 up 12% vs Q2 FY2026	GROSS MARGIN 61.6% 63.0% in Q2 FY2026	EBITDA \$39,662 down 23% vs Q2 FY2026	NET INCOME \$22,452 down 35% vs Q2 FY2026
CASH AT PERIOD END \$223,377 up 18% vs Q2 FY2026	RUNWAY No burn cash generating from here	HEADCOUNT 17 11 in Q2 FY2026	CUSTOMERS — — in Q2 FY2026

Revenue came in at \$611,951 against a budget of \$567,831 (ahead by \$44,120, 8%). Operating expenses were \$337,039 versus \$324,034 budgeted (over by \$13,005). Cash closed at \$223,377, below the planned \$268,032 by \$44,655.

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Results against plan

Q3 FY2026 VS BUDGET

USD

LINE ITEM	BUDGET Jul-Sep 2026	ACTUAL Jul-Sep 2026	VARIANCE actual – budget	VAR % of budget
PROFIT & LOSS				
Revenue	567,831	611,951	44,120	+7.8%
Cost of revenue	215,776	235,250	19,474	+9.0%
Gross profit	352,055	376,701	24,646	+7.0%
Gross margin	62.0%	61.6%	-0.4 pts	–
Research & development	–	–	–	–
Sales & marketing	22,500	17,850	(4,650)	-20.7%
General & administrative	301,534	319,189	17,655	+5.9%
Total operating expenses	324,034	337,039	13,005	+4.0%
EBITDA	28,021	39,662	11,641	+41.5%
Net income	10,746	22,452	11,706	+108.9%
CASH				
Cash from operations	13,525	46,611	33,086	+244.6%
Capital expenditure	–	–	–	–
Cash at period end	268,032	223,377	(44,655)	-16.7%
OPERATING				
Customers at period end	–	–	–	–
Headcount at period end	17	17	–	–

Budget is the plan as modelled before actuals were recorded (the forecast timeline). Green is favourable: revenue above plan, costs below it.

FISCAL YEAR 2026 TO DATE VS BUDGET

USD

LINE ITEM	BUDGET Jan-Sep 2026	ACTUAL Jan-Sep 2026	VARIANCE actual – budget	VAR % of budget
PROFIT & LOSS				
Revenue	1,609,085	1,574,089	(34,996)	-2.2%
Cost of revenue	611,452	598,132	(13,320)	-2.2%
Gross profit	997,633	975,957	(21,676)	-2.2%
Gross margin	62.0%	62.0%	–	–
Research & development	–	–	–	–
Sales & marketing	67,500	46,050	(21,450)	-31.8%
General & administrative	841,602	887,510	45,908	+5.5%
Total operating expenses	909,102	933,560	24,458	+2.7%
EBITDA	88,531	42,397	(46,134)	-52.1%

LINE ITEM	BUDGET	ACTUAL	VARIANCE	VAR %
	Jan-Sep 2026	Jan-Sep 2026	actual – budget	of budget
Net income	36,141	(9,819)	(45,960)	-127.2%
CASH				
Cash from operations	118,032	77,377	(40,655)	-34.4%
Capital expenditure	-	-	-	-
Cash at period end	268,032	223,377	(44,655)	-16.7%
OPERATING				
Customers at period end	-	-	-	-
Headcount at period end	17	17	-	-

Budget is the plan as modelled before actuals were recorded (the forecast timeline). Green is favourable: revenue above plan, costs below it.

Cash and runway

The company is cash generating over the plan horizon. Cash at the end of Q3 FY2026 was \$223,377.

CASH OUTLOOK: NEXT 3 MONTHS (PLAN)

USD

MONTH	REVENUE	COSTS	NET BURN	ENDING CASH
	cost of revenue + opex	cash out – cash in		
Oct 2026	\$195,679	\$172,369	(\$89,920)	\$313,297
Nov 2026	\$198,743	\$173,534	(\$765,469)	\$1,078,767
Dec 2026	\$201,728	\$174,668	(\$17,469)	\$1,096,236

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Financial position

CASH	RECEIVABLES	PAYABLES	DEFERRED REVENUE
\$223,377	\$32,077	\$19,086	—
TOTAL DEBT	NET DEBT (CASH)	WORKING CAPITAL	TOTAL EQUITY
\$150,000	(\$73,377)	\$540,018	\$804,089

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People

HEADCOUNT AND PAYROLL BY PERIOD				USD
LINE ITEM	Q1 FY2026 Jan-Mar 2026	Q2 FY2026 Apr-Jun 2026	Q3 FY2026 Jul-Sep 2026	
Headcount at period end	11	11	17	
Payroll (operating)	\$165,112	\$164,132	\$224,792	
Payroll in cost of revenue	-	-	-	
Revenue per head	\$37,729	\$49,738	\$35,997	

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Financing and capitalisation

STATUS	AMOUNT	SUGGESTED RAISE	RUNWAY WITHOUT THE ROUND
Raising · Other (grant, loan, friends & family)	\$750,000	–	Beyond the horizon
RUNWAY WITH THE ROUND			
Beyond the horizon			
FOUNDERS	INVESTORS	EMPLOYEES & ADVISORS	UNALLOCATED POOL
81.0%	14.3%	0.0%	4.8%

Fully diluted, today. The capitalization table document carries the holder-by-holder table and the pro-forma through each planned round.

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Milestones

MILESTONE	TARGET	STATUS
New bottling line running	May 2026	Done
Second distributor signed (Oregon)	Jun 2026	Done
700 wine club members	Sep 2026	Overdue
Second tasting room open (Healdsburg)	Dec 2026	Open

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Reporting and compliance due next quarter

DUE	ITEM	AUTHORITY	PERIOD
Oct 30, 2026	Monthly investor update	Investors' rights agreement / good practice	Sep 2026
Nov 2, 2026	Form 941: quarterly employment tax return	IRS	Q3 2026
Nov 14, 2026	Quarterly unaudited statements to investors	Investors' rights agreement (information rights)	Quarter ended 2026-09-30
Nov 16, 2026	Form D for the Expansion round	SEC	Expansion round
Nov 16, 2026	State notice filings for the Expansion round	State securities regulators	Expansion round
Nov 30, 2026	Monthly investor update	Investors' rights agreement / good practice	Oct 2026
Dec 2, 2026	Annual budget and operating plan to the board	Investors' rights agreement (information rights)	FY2027
Dec 30, 2026	Monthly investor update	Investors' rights agreement / good practice	Nov 2026

Matters for decision

RESOLUTIONS AND APPROVALS SOUGHT FROM THE BOARD (BUDGET, OPTION GRANTS, FINANCING, KEY HIRES)

Prepared with Replafin from the company's financial model. Forecast figures reflect management's assumptions and are not audited. Confidential, for the board of directors and its observers.

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