

Wineyard Cellars LLC

trading as Wineyard

Estate Pinot and Chardonnay with 700 club members, a tasting room that pays for itself, and a distributor asking for more.

Investor Update

For the month ended Sep 30, 2026

Fiscal year ends Dec · figures in USD · reported actuals

Monthly update in the YC format: numbers, growth, highlights, lowlights, asks

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

BUSINESS MODEL

Retail / E-commerce

INDUSTRY

Estate winery and wine club

FOUNDED

2019

WEBSITE

<https://wineyard.example>

UNITS OUTSTANDING

1,000,000

ACCOUNTING METHOD

Accrual

PRINCIPAL ADDRESS

4410 Westside Road,
Healdsburg, CA 95448

PREPARED

Oct 6, 2026

PREPARED WITH

Replafin

CONFIDENTIAL

THE NUMBERS

Sep 2026 in brief

CASH \$223,377 \$199,595 a month ago	RUNWAY No burn cash generating from here	REVENUE \$218,678 up 8% vs Aug 2026	NET BURN THIS PERIOD (\$27,782) \$6,109 in Aug 2026
CUSTOMERS — — vs Aug 2026	HEADCOUNT 17 17 in Aug 2026		

HIGHLIGHTS

WHAT WENT WELL: SHIPPED, SIGNED, HIRED

LOWLIGHTS

WHAT DID NOT, AND WHAT CHANGES

ASKS

INTRODUCTIONS, HIRES, CUSTOMERS, ADVICE

METRICS

Trailing 6 months

USD

METRIC	APR 2026 actual	MAY 2026 actual	JUN 2026 actual	JUL 2026 actual	AUG 2026 actual	SEP 2026 actual
Revenue	\$170,604	\$185,479	\$191,034	\$191,717	\$201,556	\$218,678
Gross margin	62.3%	63.2%	63.3%	62.3%	62.2%	60.3%
Operating expenses	\$81,228	\$129,160	\$82,247	\$99,984	\$133,120	\$103,935
EBITDA	\$25,128	(\$11,909)	\$38,619	\$19,380	(\$7,707)	\$27,989
Net burn	(\$27,652)	\$5,477	(\$44,202)	(\$24,938)	\$6,109	(\$27,782)
Cash at period end	\$158,041	\$148,564	\$188,766	\$209,704	\$199,595	\$223,377
Customers	–	–	–	–	–	–
New customers	–	–	–	–	–	–
Headcount	11	11	11	17	17	17

SEP 2026 AGAINST PLAN

USD

LINE ITEM	PLAN	ACTUAL	DIFFERENCE
Revenue	\$192,534	\$218,678	+\$26,144
Operating expenses	\$98,011	\$103,935	+\$5,924
Net burn	(\$8,289)	(\$27,782)	-\$19,493
Cash at period end	\$268,032	\$223,377	-\$44,655

AHEAD

The next three months

USD

LINE ITEM	OCT 2026 Oct 2026	NOV 2026 Nov 2026	DEC 2026 Dec 2026
Revenue (plan)	\$195,679	\$198,743	\$201,728
Net burn (plan)	(\$93,920)	(\$19,469)	(\$21,469)
Ending cash (plan)	\$313,297	\$1,078,767	\$1,096,236
Headcount (plan)	17	17	17

MILESTONES DUE

- Second tasting room open (Healdsburg)
Target Dec 2026.

Sent by Elena Marchetti, Founder & General Manager. Figures from the company's financial model; periods marked forecast reflect the plan rather than recorded results. Confidential, for existing investors and their advisers.

SAMPLE