

Sheet1

Business Plan Master v2.7 *
 Lotus 1-2-3 version *
 Historical Financial Data *
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 *
 This is SHAREWARE. *
 You MUST register after 10 days! *

INCOME STATEMENT
 (000's)
 My Company

	Year 1 -----	Year 2 -----
Revenue:		
Gross Sales:	150.00	150.00
Less returns, discounts	#NAME?	#NAME?
NET SALES	#NAME?	#NAME?
Cost of Goods Sold:		
Beginning inventory	25.00	5.00
Purchases	50.00	50.00
Freight	1.00	1.00
Total goods available	76.00	56.00
Ending inventory	5.00	5.00
Total Cost of Goods Sold	71.00	51.00
GROSS PROFIT	#NAME?	#NAME?
Operating Expenses:		
Selling Expenses		
Advertising	0.50	0.50
Commissions	1.00	2.00
T & E	3.00	3.00
Total	4.50	5.50
Administrative		
Salaries	10.00	10.00
Payroll	1.00	1.00
Withholding	0.20	0.20
Insurance	0.01	0.01
Total	11.21	11.21

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General			
Rent		0.50	0.50
Utilities		1.00	1.00
Telephone		2.00	2.00
Office Expenses		3.00	3.00
Auto Expenses		1.00	1.00
Supplies		2.00	2.00
Postage		3.00	3.00
Professionals		1.00	1.00
Research		2.00	2.00
Misc.		3.00	3.00
Total		18.50	18.50
Total Operating Expenses		34.21	35.21
TOTAL OPERATING INCOME		#NAME?	#NAME?
State Taxes		#NAME?	#NAME?
Pretax Income		#NAME?	#NAME?
Federal Taxes		#NAME?	#NAME?
NET INCOME		#NAME?	#NAME?

Statement Variables

Returns	5.00%
State Tax	5.00%
Fed Tax	30.00%

ASSET WORKSHEET

(000's)

Fixed Assets	
Equipment	10.00
Automotive, trucks	5.00
Buildings	1.00
Fixtures	0.50
Machinery	3.00
Leasehold improvements	1.00
Miscellaneous #1	0.00
Miscellaneous #2	0.00
Miscellaneous #3	0.00

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Miscellaneous #4	0.00	
TOTAL FIXED ASSETS		20.50
Intangible Assets		
Goodwill	5.00	
Other	0.00	
TOTAL INTANGIBLE ASSETS		5.00

BALANCE SHEET
(000's)
My Company

	Year 1	Year 2
ASSETS		
Cash	15.00	15.00
Accounts Receivable	0.00	0.00
Notes Recivable	0.00	0.00
Inventory	5.00	5.00
Total Current Assets	20.00	20.00
Fixed Assets	20.50	20.50
Less: accum. deprec.	0.00	0.00
Net Fixed assets	20.50	20.50
Intangible Assets	5.00	5.00
TOTAL ASSETS	45.50	45.50
LIABILITIES		
Accounts payable	0.00	0.00
Bank notes	0.00	0.00
Notes payable	0.00	0.00
CPLTD	0.00	0.00
Total Current Liabilities	0.00	0.00

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Deferred Credits	0.00	0.00
Total non-current liabilities	0.00	0.00
TOTAL LIABILITIES	0.00	0.00
NET WORTH		
Paid in Capital	30.00	30.00
Retained Earnings	1.00	1.00
Additional Assets	14.50	14.50
TOTAL NET WORTH	45.50	45.50
TOTAL LIABILITIES & NET WORTH	45.50	45.50

RATIO ANALYSIS
My Company

	Year 1	Year 2
Current Ratio	#N/A	#N/A
Acid Ratio	#N/A	#N/A
Debt Ratio	#N/A	#N/A
TIE		
Inventory Turnover	25.35	35.29
Average Collection Period	#NAME?	#NAME?
Total Asset Turnover	#NAME?	#NAME?
Gross Margin	#NAME?	#NAME?
Net Margin	#NAME?	#NAME?
Return on Assets	#NAME?	#NAME?
Return on Equity	#NAME?	#NAME?
Off. Comp./Sales	#NAME?	#NAME?

Dun & Bradstreet

Sheet1

Industry Norms

	Year 1	
	\$	%
CASH	15.00	33.0
ACCOUNTS RECEIVABLE	0.00	0.0
NOTES RECEIVABLE	0.00	0.0
INVENTORY	5.00	11.0
OTHER CURRENT		0.0
TOTAL CURRENT	20.00	44.0
FIXED ASSETS	20.50	45.1
OTHER NON-CURRENT	5.00	11.0
TOTAL ASSETS	45.50	100.0
ACCOUNTS PAYABLE	0.00	0.0
BANK LOANS	0.00	0.0
NOTES PAYABLE	0.00	0.0
OTHER CURRENT	0.00	0.0
TOTAL CURRENT	0.00	0.0
OTHER LONG TERM	0.00	0.0
DEFERRED CREDITS	0.00	0.0
NET WORTH	45.50	100.0
TOTAL LIAB&NET WORTH	45.50	100.0
NET SALES	#NAME?	100.0
GROSS PROFIT	0	#NAME?
NET PROFIT AFTER TAX	#NAME?	#NAME?
WORKING CAPITAL	20	NA
RATIOS		
SOLVENCY		
QUICK RATIO (TIMES)	#N/A	
CURRENT RATIO (TIMES)	#N/A	
CURR LIAB TO NW (%)	0.00%	
CURR LIAB TO INV (%)	0.00%	
TOTAL LIAB TO NW (%)	0.00%	
FIXED ASSETS TO NW (%)	45.05%	
EFFICIENCY		
COLL PERIOD (DAYS)	#NAME?	

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SALES TO INV (TIMES) #NAME?
 ASSETS TO SALES (%) #NAME?
 SALES TO NWC (TIMES) #NAME?
 ACCTS PAY TO SALES (%) #NAME?

PROFITABILITY
 RETURN ON SALES (%) #NAME?
 RETURN ON ASSETS (%) #NAME?
 RETURN ON NW (%) #NAME?

RMA

	Year 1	Year 2
ASSETS		
Cash & Equivalents	33.0	33.0
Trade Receivables - (net)	0.0	0.0
Inventory	11.0	11.0
All Other Current	0.0	0.0
Total Current	44.0	44.0
Fixed Assets (net)	44.0	44.0
All Other Non-Current	11.0	11.0
Total	100.0	100.0
LIABILITIES		
Notes-Payable-Short Term	0.0	0.0
Cur. Mat.-L/T/D	0.0	0.0
Trade Payables	0.0	0.0
Income Taxes-Payable	0.0	0.0
All Other Current	0.0	0.0
Total Current	0.0	0.0
Long Term Debt	0.0	0.0
Deferred Taxes	0.0	0.0
All Other Non-Current	0.0	0.0
Total Liabilities & Net Worth	100.0	100.0
INCOME DATA		
Net Sales	100.0	100.0
Gross Profit	#NAME?	#NAME?
Operating Expenses	#NAME?	#NAME?
Operating Profit	#NAME?	#NAME?
All Other Expenses (net)	#NAME?	#NAME?
Profit Before Taxes	#NAME?	#NAME?
RATIOS		
Current	#N/A	#N/A
Quick	#N/A	#N/A

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Sales/Receivables	#N/A	#N/A
Cost of Sales/Inventory	15.1	11.3
Cost of Sales/Payables	#N/A	#N/A
Sales/Working Capital	#NAME?	#NAME?
EBIT/Interest	0.00	0.00
Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	0.00	0.00
Fixed/Worth	0.5	0.5
Debt/Worth	0.0	0.0
% Profit Before Taxes/ Tangible Net Worth	#NAME?	#NAME?
% Profit Before Taxes/ Total Assets	#NAME?	#NAME?
Sales/Net Fixed Assets	#NAME?	#NAME?
Sales/Total Assets	#NAME?	#NAME?
% Depr., Dep., Amort/Sales	0.00%	0.00%
% Officer's Comp./Sales	#NAME?	#NAME?

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RANGE NAME TABLE

ASSET WORKSHEET	A85..E114
BALANCE SHEET	A117..F164
D&B	A196..I254
FED TAX	B79
INCOME STATEMNT	A12..F72
RATIO ANALYSIS	A170..E191
RETURNS	B77
RMA	A261..E313
STATE TAX	B78
STATEMENT VAR	A77..B79

Year 3

150.00

#NAME?

#NAME?

5.00

50.00

1.00

56.00

5.00

51.00

#NAME?

0.50

3.00

3.00

6.50

10.00

1.00

0.20

0.01

11.21

0.50
1.00
2.00
3.00
1.00
2.00
3.00
1.00
2.00
3.00
18.50

**

36.21

#NAME?
#NAME?

#NAME?
#NAME?

#NAME?

***** *****

***** *****

Year 3

15.00
0.00
0.00
5.00

20.00

20.50
0.00

20.50
5.00

45.50

0.00
0.00
0.00
0.00

0.00

0.00

0.00

0.00

30.00

1.00

14.50

45.50

45.50

Year 3

#N/A

#N/A

#N/A

35.29

#NAME?

#NAME?

#NAME?

#NAME?

#NAME?

#NAME?

#NAME?

***** **

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Year 2		Year 3	
\$	%	\$	%
15.00	33.0	15.00	33.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
5.00	11.0	5.00	11.0
	0.0		0.0
20.00	44.0	20.00	44.0
20.50	45.1	20.50	45.1
5.00	11.0	5.00	11.0
45.50	100.0	45.50	100.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
45.50	100.0	45.50	100.0
45.50	100.0	45.50	100.0
#NAME?	100.0	#NAME?	100.0
0	#NAME?	0	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
20	NA	20	NA
#N/A		#N/A	
#N/A		#N/A	
0.00%		0.00%	
0.00%		0.00%	
0.00%		0.00%	
45.05%		45.05%	
#NAME?		#NAME?	

#NAME?	#NAME?
#NAME?	#NAME?
#NAME?	#N/A
#NAME?	#NAME?

#NAME?	#NAME?
#NAME?	#NAME?
#NAME?	#NAME?

***** ** ***** **

Year 3

33.0
0.0
11.0
0.0
44.0
44.0
11.0
100.0

0.0
0.0
0.0
0.0
0.0
0.0
0.0
0.0
0.0
0.0
100.0

100.0
#NAME?
#NAME?
#NAME?
#NAME?
#NAME?

#N/A
#N/A

#N/A

11.5

#N/A

#NAME?

0.00

0.00

0.5

0.0

#NAME?

#NAME?

#NAME?

#NAME?

0.00%

#NAME?

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