

Business Plan Master v2.7  
 Microsoft Works (DOS) Version  
**Historical Financial Data**  
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Please Read User's Guide!

**This is Shareware**  
 You MUST register after 10 days!

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**INCOME STATEMENT**

(000's)

My Company

	<b>Year 1</b>
<b>Revenue:</b>	
Gross Sales:	150.00
Less returns, discounts	7.50
<b>Net Sales</b>	<b>142.50</b>
 Cost of Goods Sold:	
Beginning inventory	25.00
Purchases	50.00
Freight	1.00
Total goods available	76.00
Ending inventory	5.00
Total Cost of Goods Sold	71.00
 <b>Gross Profit</b>	 <b>71.50</b>
 Operating Expenses:	
 Selling Expenses	
Advertising	0.50
Commissions	1.00

T & E	3.00
Total	4.50

Administrative

Salaries	10.00
Payroll	1.00
Withholding	0.20
Insurance	0.01
Total	11.21

General

Rent	0.50
Utilities	1.00
Telephone	2.00
Office Expenses	3.00
Auto Expenses	1.00
Supplies	2.00
Postage	3.00
Professionals	1.00
Research	2.00
Misc.	3.00
Total	18.50

**Total Operating Expenses 34.21**

**Total Operating Income 37.29**

State Taxes	1.86
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Pretax Income	35.43
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Federal Taxes	10.63
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**Net Income 24.80**

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**Statement Variables**

Returns	5.00%
State Tax	5.00%

Fed Tax 30.00%

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**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
Miscellaneous #4	0.00

Total Fixed Assets

Intangible Assets

Goodwill	1.00
Other	0.00

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**BALANCE SHEET**  
(000's)

My Company

**Year 1**

**ASSETS**

Cash	15.00
Accounts Receivable	0.00
Notes Recivable	0.00
Inventory	5.00
<b>Total Current Assets</b>	<b>20.00</b>
Fixed Assets	20.50
Less: accum. deprec.	0.00
Net Fixed assets	20.50
Intangible Assets	1.00
<b>Total Assets</b>	<b>41.50</b>

**LIABILITIES**

Accounts payable	0.00
Bank notes	0.00
Notes payable	0.00
CPLTD	0.00
<b>Total Current Liabilities</b>	<b>0.00</b>
Deferred Credits	0.00
<b>Total non-current liabilities</b>	<b>0.00</b>
<b>Total Liabilities</b>	<b>0.00</b>

**NET WORTH**

Paid in Capital	30.00
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Retained Earnings	1.00
Additional Value	10.50
<b>Total Net Worth</b>	<b>41.50</b>
<b>TOTAL LIABILITIES &amp; NET WORTH</b>	<b>41.50</b>

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### RATIO ANALYSIS

My Company

	<b>Year 1</b>
Current Ratio	#N/A
Acid Ratio	#N/A
Debt Ratio	#N/A
TIE	
Inventory Turnover	25.35
Average Collection Period	0.00
Total Asset Turnover	3.43
Gross Margin	50.18%
Net Margin	17.40%
Return on Assets	59.75%
Return on Equity	59.75%
Off. Comp./Sales	7.02%

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**Dun & Bradstre  
Industry Norm**

	Year	1
	\$	%
CASH	15	36.1
ACCOUNTS RECEIVABLE	0	0.0
NOTES RECEIVABLE	0	0.0
INVENTORY	5	12.0
OTHER CURRENT		0.0
<b>TOTAL CURRENT</b>	<b>20</b>	<b>48.2</b>
FIXED ASSETS	21	49.4
OTHER NON-CURRENT	1	2.4
<b>TOTAL ASSETS</b>	<b>42</b>	<b>100.0</b>
ACCOUNTS PAYABLE	0	0.0
BANK LOANS	0	0.0
NOTES PAYABLE	0	0.0
OTHER CURRENT	0	0.0
<b>TOTAL CURRENT</b>	<b>0</b>	<b>0.0</b>
OTHER LONG TERM	0	0.0
DEFERRED CREDITS	0	0.0
<b>NET WORTH</b>	<b>42</b>	<b>100.0</b>
<b>TOTAL LIAB&amp;NET WORTH</b>	<b>42</b>	<b>100.0</b>
NET SALES	143	100.0
GROSS PROFIT	0	0.0
NET PROFIT AFTER TAX	25	17.4
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 (%)	49.40%

EFFICIENCY

COLL PERIOD (DAYS)	0.00
SALES TO INV (TIMES)	28.50
ASSETS TO SALES (%)	29.12%
SALES TO NWC (TIMES)	7.13
ACCTS PAY TO SALES (%)	0.00%

PROFITABILITY

RETURN ON SALES (%)	17.40%
RETURN ON ASSETS (%)	59.75%
RETURN ON NW (%)	59.75%

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**RMA**

**Year 1**

ASSETS	
Cash & Equivalent	36.1
Trade Receivables - (net)	0.0
Inventory	12.0
All Other Current	0.0
Total Current	48.2
Fixed Assets (net)	48.2
All Other Non-Current	2.4
Total	100.0

LIABILITIES	
Notes-Payable-Short Term	0.0
Cur. Mat.-L/T/D	0.0
Trade Payables	0.0
Income Taxes-Payable	0.0
All Other Current	0.0
Total Current	0.0
Long Term Debt	0.0
Deferred Taxes	0.0
All Other Non-Current	0.0
Total Liabilities & Net Worth	100.0
INCOME DATA	
Net Sales	100.0
Gross Profit	50.2
Operating Expenses	24.0
Operating Profit	26.2
All Other Expenses (net)	1.3
Profit Before Taxes	24.9
RATIOS	
Current	#N/A
Quick	#N/A
Sales/Receivables	#N/A
Cost of Sales/Inventory	15.1
Cost of Sales/Payables	#N/A
Sales/Working Capital	7.1
EBIT/Interest	0.00
Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	0.00
Fixed/Worth	0.5
Debt/Worth	0.0
% Profit Before Taxes/ Tangible Net Worth	85.36%
% Profit Before Taxes/ Total Assets	85.36%
Sales/Net Fixed Assets	7.0
Sales/Total Assets	3.4
% Depr., Dep., Amort./Sales	0.00%
% Officer's Comp./Sales	7.02%



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ASSET WORKSHEET  
BALANCE SHEET  
D & B  
FED TAX  
INCOME STATEMNT  
RATIO ANALYSIS  
RETURNS  
RMA  
STATE TAX  
STATEMENT VAR

A85:E108  
A116:E164  
A196:I255  
B79:B79  
A12:E71  
A170:E191  
B77:B77  
A261:E311  
B78:B78  
A75:C79

**Year 2**            **Year 3**

150.00            150.00  
7.50                7.50

**142.50**            **142.50**

5.00                5.00  
50.00               50.00  
1.00                 1.00  
56.00               56.00  
5.00                 5.00  
51.00               51.00

**91.50**            **91.50**

0.50                0.50  
2.00                3.00

3.00	3.00
5.50	6.50

10.00	10.00
1.00	1.00
0.20	0.20
0.01	0.01
11.21	11.21

0.50	0.50
1.00	1.00
2.00	2.00
3.00	3.00
1.00	1.00
2.00	2.00
3.00	3.00
1.00	1.00
2.00	2.00
3.00	3.00
18.50	18.50

<b>35.21</b>	<b>36.21</b>
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<b>56.29</b>	<b>55.29</b>
2.81	2.76

53.48	52.53
16.04	15.76

<b>37.43</b>	<b>36.77</b>
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20.50

1.00

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**Year 2**

**Year 3**

15.00

15.00

0.00

0.00

0.00

0.00

5.00

5.00

20.00

20.00

20.50

20.50

0.00

0.00

20.50

20.50

1.00

1.00

**41.50**

**41.50**

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

**0.00**

**0.00**

30.00

30.00

1.00	1.00
10.50	10.50
<b>41.50</b>	<b>41.50</b>
<b>41.50</b>	<b>41.50</b>

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<b>Year 2</b>	<b>Year 3</b>
#N/A	#N/A
#N/A	#N/A
#N/A	#N/A
35.29	35.29
0.00	0.00
3.43	3.43
64.21%	64.21%
26.27%	25.80%
90.20%	88.60%
90.20%	88.60%
7.02%	7.02%

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Year2		Year3	
\$	%	\$	%
15	36.1	15	36.1
0	0.0	0	0.0
0	0.0	0	0.0
5	12.0	5	12.0
	0.0		0.0
20	48.2	20	48.2
21	49.4	21	49.4
1	2.4	1	2.4
42	100.0	42	100.0
0	0.0	0	0.0
0	0.0	0	0.0
0	0.0	0	0.0
0	0.0	0	0.0
0	0.0	0	0.0
0	0.0	0	0.0
0	0.0	0	0.0
42	100.0	42	100.0
42	100.0	42	100.0
143	100.0	143	100.0
0	0.0	0	0.0
37	26.3	37	25.8
20	NA	20	NA

#N/A	#N/A
#N/A	#N/A
0.00%	0.00%
0.00%	0.00%
0.00%	0.00%
49.40%	49.40%

0.00	0.00
28.50	28.50
29.12%	29.12%
7.13	7.13
0.00%	0.00%

26.27%	25.80%
90.20%	88.60%
90.20%	88.60%

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**Year 2      Year 3**

36.1	36.1
0.0	0.0
12.0	12.0
0.0	0.0
48.2	48.2
48.2	48.2
2.4	2.4
100.0	100.0



0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
0.0	0.0
100.0	100.0

100.0	100.0
64.2	64.2
24.7	25.4
39.5	38.8
2.0	1.9
37.5	36.9

#N/A	#N/A
#N/A	#N/A
#N/A	#N/A
11.3	11.5
#N/A	#N/A
7.1	7.1
0.00	0.00

0.00	0.00
0.5	0.5
0.0	0.0

128.86%	126.57%
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128.86%	126.57%
7.0	7.0
3.4	3.4
0.00%	0.00%
7.02%	7.02%

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