

Financial Forecast Model

INPUT SECTION

Income Statement Inputs

Sales revenue
 COGS as % of sales revenues
 Operating expenses
 Sales & marketing
 Research & development
 General & administrative
 Depreciation portion of above
 Financing income/expenses
 Invested cash rate of return
 Credit line interest rate

Balance sheet inputs

Current assets
 AR terms (days till net due)
 Months of inventory held
 Vendor deposits made
 Prepaid expenses
 Fixed assets
 Equipment
 Furniture
 Other capital expenditures 1
 Other capital expenditures 2
 Liabilities
 AP as % of operating expenses
 Customer deposits taken
 Credit line used (non amort)
 Owners equity
 Venture capital raised
 Financing costs

INCOME STATEMENT

Sales revenue
 Cost of goods sold

Gross margin

Operating expenses

Sales & marketing
 Research & development
 General & administrative

Total operating expenses

Operating income

Interest income
Interest expense

Pre-tax income

BALANCE SHEET

Assets

Current assets

Cash
Accounts receivable
Inventory
Prepaid expenses
Deposits made

Total current assets

Fixed assets

Equipment
Furniture
Other plant, property & equip
Less depr & amor

Total non-current

TOTAL ASSETS

Liabilites & owners equity

Current liabilities

Account payable
Deposits taken
Credit line used

Cap stock, net of fin costs
Retained earnings

Total equity

CASH FLOW STATEMENT

Beginning cash

Sources of cash

Capital stock sold
Sales collections
Vendor financing
Deposits taken
Credit line used

Uses of cash

Operating expenses
Less depr & amor
Cost of sales
Net interest expense
Increase in inventory
Fixed asset purchases
Prepaid expenses
Deposits made

Net cash generated (used)

Ending cash balance

Sheet1

Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month
1	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	
50	50	60	60	70	70	85	85	110	125	140	
25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	
60	60	60	60	60	60	60	60	60	60	60	
30	30	30	30	30	30	30	30	30	30	30	
30	30	30	30	30	30	30	30	30	30	30	
2	2	2	2	2	2	2	2	2	2	2	
0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	
60	60	60	60	60	60	60	60	60	60	60	
2	2	2	2	2	2	2	2	2	2	2	
5		5		10							
11	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1	
50					160						
25											
25											
25											
25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	
0			25								
0											
1500											
50											
Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month
1	2	3	4	5	6	7	8	9	10	11	
50	50	60	60	70	70	85	85	110	125	140	
13	13	15	15	18	18	21	21	28	31	35	
38	38	45	45	53	53	64	64	83	94	105	
60	60	60	60	60	60	60	60	60	60	60	
30	30	30	30	30	30	30	30	30	30	30	
30	30	30	30	30	30	30	30	30	30	30	
120	120	120	120	120	120	120	120	120	120	120	

Sheet1

-83	-83	-75	-75	-68	-68	-56	-56	-38	-26	-15
8	6	5	5	5	4	3	3	2	2	2
0	0	0	0	0	0	0	0	0	0	0
-75	-77	-70	-70	-63	-63	-53	-54	-35	-24	-13

Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month
1	2	3	4	5	6	7	8	9	10	11

1191	1067	981	929	844	614	541	475	406	337	289
50	100	110	120	130	140	155	170	195	235	265
25	25	30	30	35	35	43	43	55	63	70
11	10	9	8	7	6	5	4	3	2	1
5	5	10	10	20	20	20	20	20	20	20

1282	1207	1140	1097	1036	815	763	712	679	656	645
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50	50	50	50	50	210	210	210	210	210	210
25	25	25	25	25	25	25	25	25	25	25
50	50	50	50	50	50	50	50	50	50	50
-2	-4	-6	-8	-10	-12	-14	-16	-18	-20	-22

123	121	119	117	115	273	271	269	267	265	263
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1405	1328	1259	1214	1151	1088	1034	981	946	921	908
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30	30	30	30	30	30	30	30	30	30	30
0	0	0	25	25	25	25	25	25	25	25
0	0	0	0	0	0	0	0	0	0	0

30	30	30	55	55	55	55	55	55	55	55
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1450	1450	1450	1450	1450	1450	1450	1450	1450	1450	1450
-75	-152	-221	-291	-354	-417	-471	-524	-559	-584	-597

1405	1328	1259	1214	1151	1088	1034	981	946	921	908
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Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month
1	2	3	4	5	6	7	8	9	10	11

Sheet1

0	1191	1067	981	929	844	614	541	475	406	337
1450	0	0	0	0	0	0	0	0	0	0
0	0	50	50	60	60	70	70	85	85	110
30	0	0	0	0	0	0	0	0	0	0
0	0	0	25	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0
120	120	120	120	120	120	120	120	120	120	120
-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2
13	13	15	15	18	18	21	21	28	31	35
-8	-6	-5	-5	-5	-4	-3	-3	-2	-2	-2
25	0	5	0	5	0	8	0	13	8	8
125	0	0	0	0	160	0	0	0	0	0
11	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1
5	0	5	0	10	0	0	0	0	0	0
1191	-124	-87	-52	-85	-230	-73	-66	-70	-69	-48
1191	1067	981	929	844	614	541	475	406	337	289

Month
12.00

160
25.00%

60
30
30
2

0.50%
0.75%

60
2

-1

25%

Month
12

160
40

120

60
30
30

120

0

1

0

1

Month

12

249

300

80

0

20

649

210

25

50

-24

261

910

30

25

0

55

1450

-595

910

Month

12

289

0

125

0

0

0

120

-2

40

-1

10

0

-1

0

-41

249