

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%	25.00%
60	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	30	30
2	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%	0.50%
0.75%	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	60
2	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	-1
50					160						
25											
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	60
30	30	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	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



Sheet1

289

0  
125  
0  
0  
0

120  
-2  
40  
-1  
10  
0  
-1  
0

-41

249