

Sheet1

Business Plan Master v2.1 *
 Historical Financial Data *
 Copyright 1992, David A. Works *
 *
 Please Read User's Guide! *
 *
 This is SHAREWARE. *
 *
 Registration brings benefits! *
 ***** *

My Company
 Cash Flow Projections
 (000s)

	YEAR 1				
	Jan	Feb	Mar	Apr	May

Sales:					
1st Product or Service	100.00	100.00	100.00	100.00	100.00
2nd Product or Service	0.00	0.00	0.00	0.00	0.00
Total Sales	100.00	100.00	100.00	100.00	100.00
Cash Receipts:					
Month of Shipment	10%	#NAME?	#NAME?	#NAME?	#NAME?
First Month	60%	0.00	#NAME?	#NAME?	#NAME?
Second Month	20%	0.00	0.00	#NAME?	#NAME?
Third Month	8%	0.00	0.00	0.00	#NAME?
Fourth Month	1%	0.00	0.00	0.00	0.00
Total Receipts		#NAME?	#NAME?	#NAME?	#NAME?
Cash Disbursements:					
Rent	0.00	0.00	0.00	0.00	0.00
Utilities	0.00	0.00	0.00	0.00	0.00
Telephone	0.00	0.00	0.00	0.00	0.00
Salaries	0.00	0.00	0.00	0.00	0.00
Payroll	0.00	0.00	0.00	0.00	0.00
Withholding	0.00	0.00	0.00	0.00	0.00
Inventory	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Freight-In	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Office Expense	0.00	0.00	0.00	0.00	0.00
Vehicle Expense	0.00	0.00	0.00	0.00	0.00
Office Supplies	0.00	0.00	0.00	0.00	0.00
Postage	0.00	0.00	0.00	0.00	0.00
Advertising	0.00	0.00	0.00	0.00	0.00
Professionals	0.00	0.00	0.00	0.00	0.00

Sheet1

Commissions	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Insurance	0.00	0.00	0.00	0.00	0.00
Travel & Entertainment	0.00	0.00	0.00	0.00	0.00
Research	0.00	0.00	0.00	0.00	0.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00
State Taxes					
Federal Taxes					
Total Disbursements	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Net Cash From Operations	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Beginning Cash	200	#NAME?	#NAME?	#NAME?	#NAME?
Cash on Hand	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Bank Loan Required	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
Loan Repayment	0.00	0.00	0.00	0.00	0.00
Ending Cash	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?

Variables

Cash Reserve	10.00	*
Mark_Up	100.00%	*
Frtpct	5.00%	*
CommRt	10.00%	*
Beg Cash	200	*

Simple Loan Repayment Calculator

Principal	10000.00	*
No. of Payments	24	*
Interest Rate	12.00%	*
Payment	\$1,284.63	*

RANGE NAMES & LOCATIONS

ASSET WORKSHEET	AS1..BA19	*
BALANCE SHEET	AS148..BB195	*
BEG CASH	B79	*
CALCULATOR	A85..C88	*
CASH FLOW	A12..AL70	*
CASH RESERVE	B75	*

Sheet1

COMMRT	B78	*
D&B	BD1..BM60	*
FED TAX	AO97	*
FIRSTMONTH	B28	*
FOURTHMONTH	B31	*
F RTPCT	B77	*
INCOME STATEMNT	AS83..BB145	*
INIT INVESTMNT	CA19	*
INITIAL PRICE	CA20	*
MARK_UP	B76	*
MONTHSHIP	B27	*
NO OF SHARES	CA9	*
OUTSIDE INVEST	CA17	*
RATIO ANALYSIS	AS198..BB222	*
RETURNS	AO95	*
RMA	BP1..BW52	*
SECONDMONTH	B29	*
STATE TAX	AO96	*
STATEMENT VAR	AN95..AO97	*
STOCK ANALYS	BY1..CF22	*
THIRDMONTH	B30	*
VARIABLES	A73..C80	*

Sheet1

							YEAR 2		
Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	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	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	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	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Sheet1

#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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

Sheet1

Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YEAR 3 Jan
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	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	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	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	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Sheet1

#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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
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Sheet1

Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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	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	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	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
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0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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Sheet1

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Statement Variables

Returns 0.00%
State Tax 5.00%
Fed Tax 30.00%

Revenue:

Gross Sales:
Less returns, discounts

Net Sales

Sheet1

```
***** ***** ***** ***** ** *
*
* Cost of Goods Sold:
*   Beginning inventory
*   Purchases
*   Freight
*   Total goods available
*   Ending inventory
* Total Cost of Goods Sold
*
* Gross Profit
*
* Operating Expenses:
*
* Selling Expenses
*   Advertising
*   Commissions
*   T & E
* Total
*
* Administrative
*   Salaries
*   Payroll
*   Withholding
*   Insurance
* Total
*
* General
*   Rent
*   Utilities
*   Telephone
*   Office Expenses
*   Vehicle Expenses
*   Office Supplies
*   Postage
*   Professionals
*   Research
*   Misc.
* Total
*
* Total Operating Expenses
*
* Total Operating Income
*   State Taxes
*
* Pretax Income
*   Federal Taxes
*
* Net Income
*
* ** ***** *****
```

*
*
*
*
*
*
*
*
*
*
* ASSETS
*
* Cash
* Accounts Receivable
* Notes Receivable
* Inventory
*
* Total Current Assets
*
* Equipment
* Less: accum. deprec.
*
* Net Fixed assets
* Intangible Assets
*
* Total Assets
*
* LIABILITIES
*
* Accounts payable
* Bank notes
* Notes payable
* CPLTD
*
* Total Current Liabilities
*
* Total non-current liabilities
*
* Total Liabilities
*
* NET WORTH
*
* Paid in Capital
* Retained Earnings
* Other
*
* Total Net Worth
*
* TOTAL LIABILITIES &
* NET WORTH
*
*

```
* ** *****  
*  
*  
*  
*  
*  
*  
*  
*  
* Current Ratio  
* Acid Ratio  
*  
* Debt Ratio  
* TIE  
*  
* Inventory Turnover  
* Average Collection  
* Period  
* Total Asset Turnover  
*  
* Gross Margin  
* Net Margin  
* Return on Assets  
* Return on Equity  
*  
* Off. Comp./Sales  
*  
*  
* ** *****
```


Sheet1

					*
73.50	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
					*
					*
					*
					*
0.00	0.00	#N/A	0.00	#N/A	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
0.00	0.00	#N/A	0.00	#N/A	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
					*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
					*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
0.00	0.00	#N/A	0.00	#N/A	*
					*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*
#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	*
					*

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Sheet1

Dun & Bradstreet
Industry Norms

		Year 1		Year 2	
		\$	%	\$	%
CASH		#NAME?	#NAME?	#NAME?	#NAME?
ACCOUNTS RECEIVABLE	CASH		#VALUE!	0.00	#NAME?
NOTES RECEIVABLE	ACCOUNTS RECEIVABLE		#VALUE!	0.00	#NAME?
INVENTORY	NOTES RECEIVABLE		#VALUE!	0.00	#NAME?
OTHER CURRENT			#NAME?		#NAME?
TOTAL CURRENT		0.00	#NAME?	0.00	#NAME?
FIXED ASSETS		0.00	#NAME?	0.00	#NAME?
OTHER NON-CURRENT	FIXED ASSETS		#VALUE!	0.00	#NAME?
TOTAL ASSETS		#NAME?	100.0	#NAME?	100.0
ACCOUNTS PAYABLE		0.00	#DIV/0!	0.00	#DIV/0!
BANK LOANS	ACCOUNTS PAYABLE		#VALUE!	0.00	#DIV/0!
NOTES PAYABLE	BANK LOANS		#VALUE!	0.00	#DIV/0!
OTHER CURRENT	NOTES PAYABLE		#VALUE!	0.00	#DIV/0!
TOTAL CURRENT		0.00	#DIV/0!	0.00	#DIV/0!
OTHER LONG TERM		0.00	#DIV/0!	0.00	#DIV/0!
DEFERRED CREDITS					
NET WORTH	DEFERRED CREDITS		#VALUE!	0.00	#DIV/0!
TOTAL LIAB&NET WORTH		0.00	100.0	0.00	100.0
NET SALES		0.00	100.0	0.00	100.0
GROSS PROFIT	NET SALES		#VALUE!	0.00	#DIV/0!
NET PROFIT AFTER TAX	GROSS PROFIT		#VALUE!	0.00	#DIV/0!
WORKING CAPITAL		#VALUE!	#VALUE!	0.00	#DIV/0!
RATIOS					
SOLVENCY					
QUICK RATIO (TIMES)	SOLVENCY			0.00	
CURRENT RATIO (TIMES)	QUICK RATIO (TIMES)			0.00	
CURR LIAB TO NW (%)		#VALUE!		#N/A	
CURR LIAB TO INV (%)		#VALUE!		#N/A	
TOTAL LIAB TO NW (%)		#VALUE!		#N/A	
FIXED ASSETS TO NW (%)		#VALUE!		#N/A	

Sheet1

EFFICIENCY

COLL PERIOD (DAYS)	#NAME?	#N/A
SALES TO INV (TIMES)	#VALUE!	#N/A
ASSETS TO SALES (%)	#NAME?	#N/A
SALES TO NWC (TIMES)	#VALUE!	#N/A
ACCTS PAY TO SALES (%)	#NAME?	#N/A

PROFITABILITY

RETURN ON SALES (%)	#NAME?	#N/A
RETURN ON ASSETS (%)	#VALUE!	#N/A
RETURN ON NW (%)	#VALUE!	#N/A

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

Year 3	
\$	%
#NAME?	#NAME?
0.00	#NAME?
0.00	#NAME?
0.00	#NAME?
	#NAME?
0.00	#NAME?
	#NAME?
0.00	#NAME?
0.00	#NAME?
#NAME?	100.0
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	100.0
0.00	100.0
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	#DIV/0!
0.00	
0.00	
#N/A	
#N/A	
#N/A	
#N/A	

ASSETS
Cash & Equivalents
Trade Receivables - (net)
Inventory
All Other Current
Total Current
Fixed Assets (net)
All Other Non-Current
Total
LIABILITIES
Notes-Payable-Short Term
Cur. Mat.-L/T/D
Trade Payables
Income Taxes-Payable
All Other Current
Total Current
Long Term Debt
Deferred Taxes
All Other Non-Current
Total Liabilities & Net Worth
INCOME DATA
Net Sales
Gross Profit
Operating Expenses
Operating Profit
All Other Expenses (net)
Profit Before Taxes
RATIOS
Current
Quick
Sales/Receivables
Cost of Sales/Inventory
Cost of Sales/Payables
Sales/Working Capital
EBIT/Interest
Net Profit + Depr.,Dep.,
Amort./Cur. Mat. L/T/D
Fixed/Worth
Debt/Worth
% Profit Before Taxes/
Tangible Net Worth
% Profit Before Taxes/
Total Assets
Sales/Net Fixed Assets

Sheet1

	*	Sales/Total Assets
#N/A	*	% Depr., Dep., Amort/Sales
#N/A	*	% Officer's Comp./Sales
#N/A	*	
#N/A	*	
#N/A	*	
#N/A	*	
	*	
	*	
#N/A	*	
#N/A	*	
#N/A	*	
	*	
*****	***** **	***** **

Sheet1

#N/A	#N/A	#N/A	*
0.00%	0.00%	0.00%	*
#NAME?	#NAME?	#N/A	*
			*
			*
*****	*****	*****	** *

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Year 3
*
#NAME?
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#NAME?
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#NAME?
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#NAME?
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***** ** *
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