



Training: How to Use and Fill new Financial Plan v02.10

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Date : 02/11/2025

Agenda

1. Introduction

Objectives of the training

Prerequisite

Overview of the financial Plan

Step for completing the Financial Plan

And the result is

2. Excel Version and File Settings

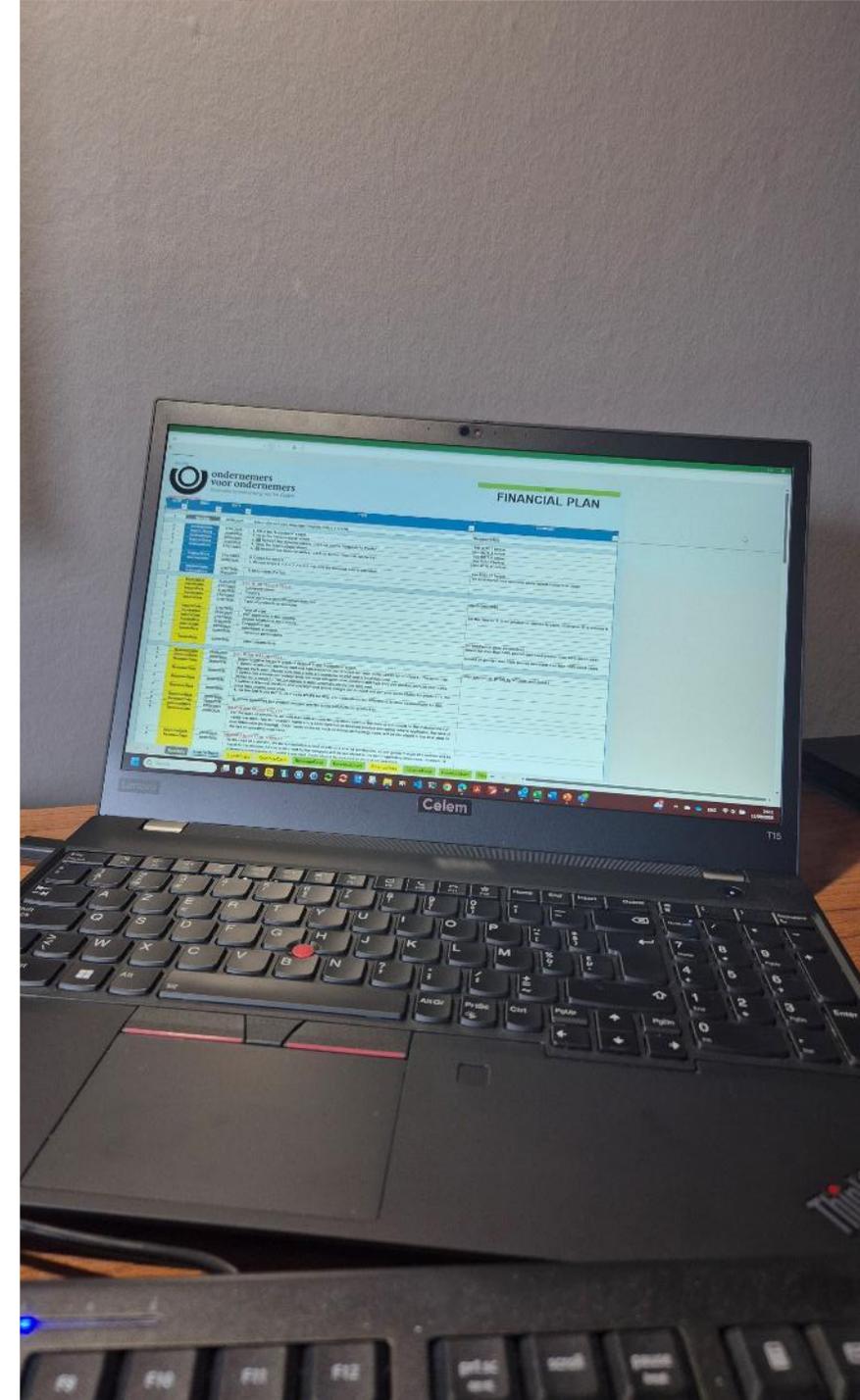
3. Excel Financial Plans Tabs

Step-by-step guidance through the plan

FAQ

4. Plan Validation and Review

5. Q&A



Introduction

Objectives of the Training

Understand Financial Plan Structure

Learn the components and layout of the Financial Plan for better navigation and use of the file.

Data Input Accuracy

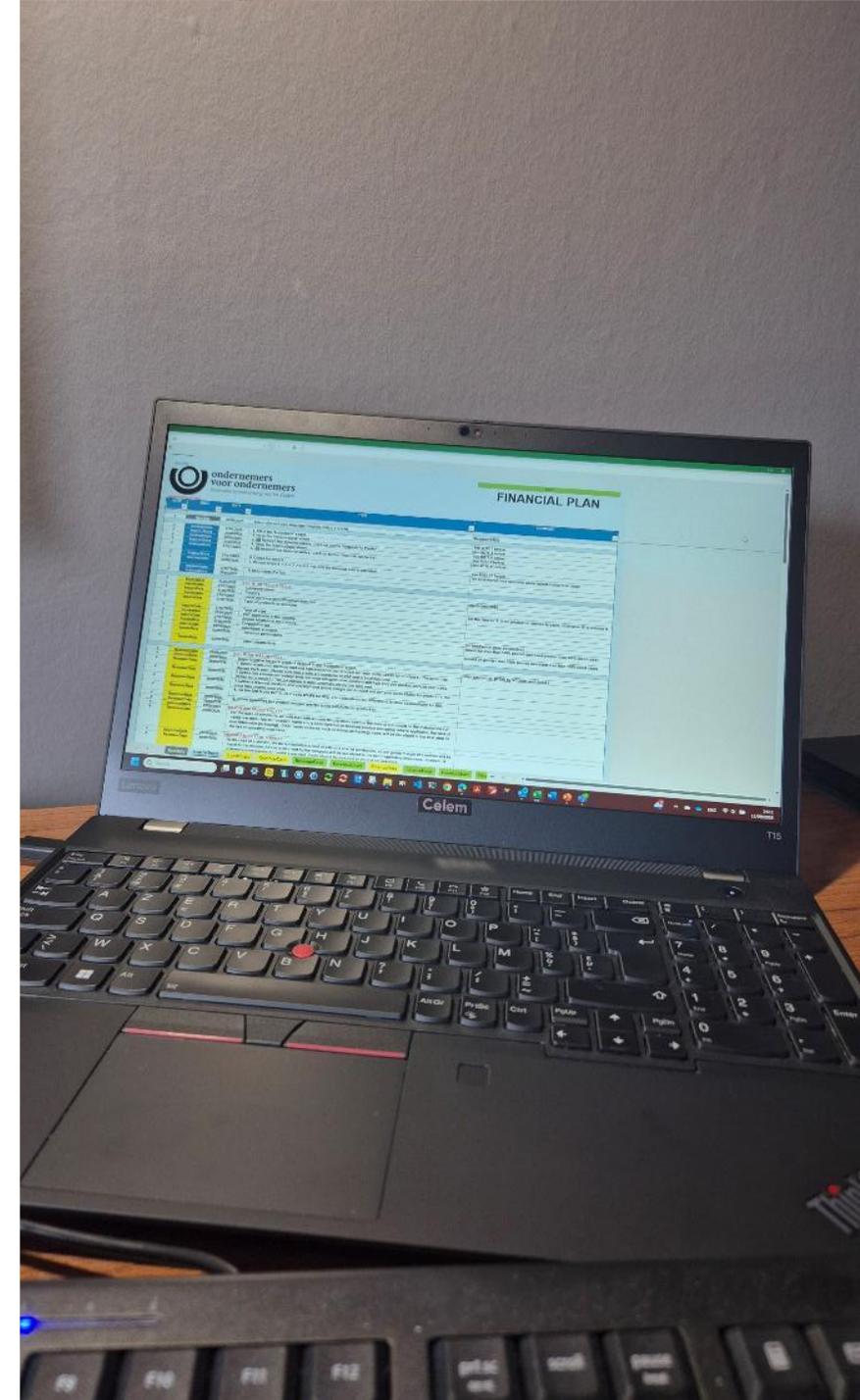
Master correct input techniques to avoid common errors and ensure reliable financial data.

Interpret Financial Outputs

Develop skills to analyse and understand financial outputs to support informed decision-making.

Utilize for Strategic Decisions

Use the Financial Plan insights for strategic reporting and business planning.



Prerequisite

No Input Generation

The Financial Plan does not generate inputs. It only organizes and calculates based on them.

Some inputs must be prepared up front before filling the Financial Plan.

You should collect some basic information about

- 📄 Historical Financials
- 🛒 Product
- 👤 Service
- 📊 Revenue
- 🛠️ Operational Costs
- 👥 HR & Payroll Plans
- 💰 Investment & Funding Info

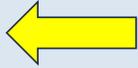
Understanding the past empowers you to shape the future. Your current data serves as a foundation for forecasting what lies ahead.



Overview of the Financial Plan

[ReadMe](#)
[Set your language](#)

English



10 tabs in the file → 3 tabs to complete

Sheet Tab Name	Sheet Status	Sheet Instructions	Sheet Description	Sheet Comment
ReadMe	Completed	Completed	Workbook content and file version	Info sheet
Instructions	Completed	Completed	Instructions sheet	Info sheet
InputsData	Completed	Completed	Setup sheet	Input sheet
RevenueData	Completed	Completed	Revenue Table	Input sheet
RevenuePivot	Completed	Completed	Revenue Pivot Tables	Pivot sheet
RevenueChart	Completed	Completed	Revenue Chart	Chart sheet
FinanceData	Completed	Completed	Financial Plan Table	Input sheet
FinancePivot	Completed	Completed	Financial Pivot Tables	Pivot sheet
FinanceChart	Completed	Completed	Financial Chart	Chart sheet
FinanceEUR	Completed	Completed	Financial Overview in EUR for investors	Summary sheet

Tab	Content	Tab	Content
ReadMe	Workbook content Set your language	Instructions Tab	Detailed information per sheet
Inputs Tab	Yellow cells in yellow sheets to be filled	Reporting Tab	Click on “Refresh All Pivots” to get all green sheets updated
InputsData	Defines key parameters driving the financial model (currency, period, products and services, VAT, tax regime, best/worse case)	RevenuePivot RevenueChart	Predefined PivotTables and Charts about your revenue plan
RevenueData	Define your revenue plan (volume, price, COGS) per product and/or service	FinancePivot FinanceChart	Predefined PivotTables and Charts about your P&L, Balance Sheet, Ratios, Operating Expenses, Staff, Cash Flow Statment
FinanceData	Define your operating expenses, investments, working capital and source of financing	FinanceEUR	Summary sheet in EUR for investors

Steps for completing the Financial Plan

ReadMe sheet

Set your language.

Instructions sheet

Read instructions sheet or slides here below (section Excel Financial Plan Tabs).

InputsData sheet

Fill the yellow cells : country, year, product and services, range and distribution channel, staff, loan and simulation related information.

RevenueData sheet

Fill the yellow cells : unit selling price, unit COG, quantity per quarter or per year (from YEAR3).

OPTIONAL __ Fill the yellow cells : unit selling price per range, unit COGS per range, mix volume per range %, mix volume per channel %.

Click on “Refresh All Pivots” to get all green sheets updated.

FinanceData sheet

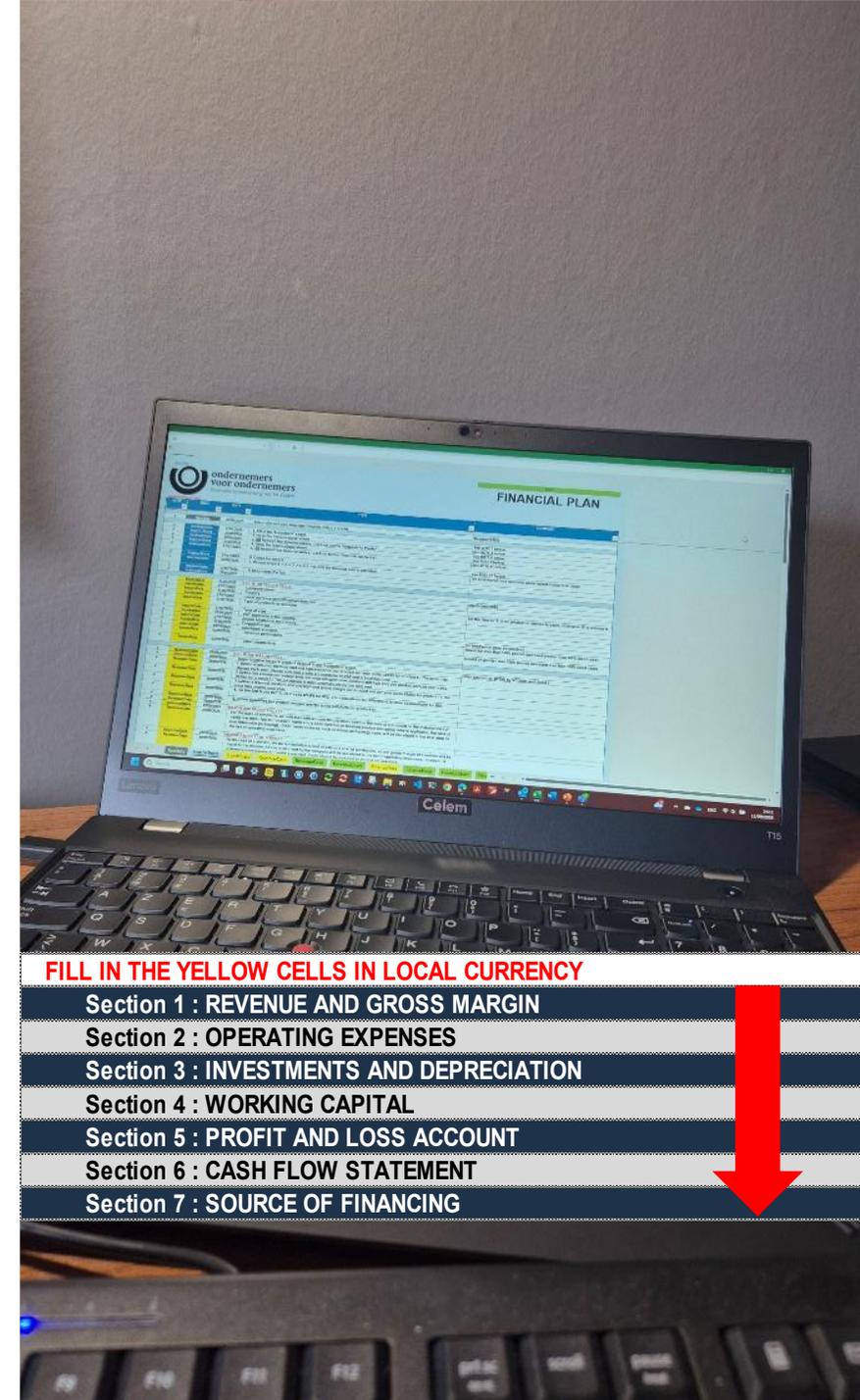
Fill the yellow cells of sections 2 to 7.

Click on “Refresh All Pivots” to get all green sheets updated.

OPTIONAL __ Select best- and worst-case scenarios and click on “Refresh All Pivots” to get all green sheets updated.

Instructions sheet

Check if no error : see note 16. If all TRUE, you are done.



PROFIT AND LOSS STATEMENT	YEAR-2	YEAR-1	CURRENT	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
	ACTUAL 2023	ACTUAL 2024	YEAR FORECAST 2025	FORECAST 2026	FORECAST 2027	FORECAST 2028	FORECAST 2029	FORECAST 2030
REVENUE PRODUCTS	8,250,000	64,073,640	139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
REVENUE SERVICES	0	0	0	0	0	0	0	0
TOTAL REVENUE	8,250,000	64,073,640	139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
COST OF GOODS SOLD PRODUCTS	3,500,000	44,062,149	104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
COST OF GOODS SOLD SERVICES	0	0	0	0	0	0	0	0
STOCK VARIATION	0	0	0	0	0	0	0	0
TOTAL COST OF GOODS SOLD	3,500,000	44,062,149	104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
GROSS PROFIT	4,750,000	20,011,491	35,319,702	63,195,963	101,366,613	163,840,200	215,161,680	297,495,500
MARKETING COST	0	5,910,600	7,800,000	10,000,000	18,000,000	30,000,000	40,000,000	60,000,000
STAFF SALARIES	1,260,000	3,780,000	5,475,000	16,113,769	34,080,665	41,436,101	45,771,312	53,863,149
TAXES AND DUTIES ON STAFF	250,200	509,400	153,300	387,450	819,458	996,317	1,100,555	1,295,121
OFFICE COSTS	1,343,119	1,924,191	2,440,000	4,505,000	5,197,950	5,738,489	6,231,293	6,941,432
OTHER EXPENSES	0	3,458,005	580,000	580,000	580,000	580,000	580,000	580,000
TRAVEL & TRANSPORTATION	0	0	0	1,080,000	1,112,400	1,145,772	1,180,145	1,215,550
INSURANCE	0	0	0	1,445,942	2,219,706	3,322,546	4,822,643	6,514,943
MAINTENANCE	132,250	427,000	500,000	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200
THIRD PARTIES	185,000	690,000	4,835,400	18,092,354	16,970,664	16,465,480	19,566,810	23,295,777
TOTAL OPERATING EXPENSES	3,170,569	16,699,196	21,783,700	54,204,515	81,180,843	102,104,704	121,914,758	156,634,172
EBITDA - EARNINGS BEFORE INTEREST, TAXES, DI	1,579,431	3,312,295	13,536,002	8,991,448	20,185,770	61,735,496	93,246,922	140,861,328
AMORTISATIONS	877,140	583,737	658,247	962,833	970,559	1,339,167	1,694,167	1,631,667
EBIT - EARNINGS BEFORE INTEREST AND TAXES	702,291	2,728,558	12,877,755	8,028,615	19,215,211	60,396,329	91,552,755	139,229,662
+ CHANGES IN INVENTORY ON PURCHASES	0	0	0	0	0	0	0	0
+ CHANGES IN RECEIVABLES	0	0	0	0	0	0	0	0
- CHANGES IN OPERATING DEBTS	0	0	0	0	0	0	0	0
INTEREST	0	0	1,750,000	3,325,000	2,625,000	1,925,000	1,225,000	525,000
BANK CHARGES	0	3,500	8,377	15,892	26,934	44,560	60,923	86,750
PROFIT BEFORE TAX	702,291	2,725,058	11,119,378	4,687,723	16,563,277	58,426,769	90,266,833	138,617,912
TAXES	0	0	5,584,595	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
NET PROFIT	702,291	2,725,058	5,534,784	3,281,406	11,594,294	40,898,738	63,186,783	97,032,538

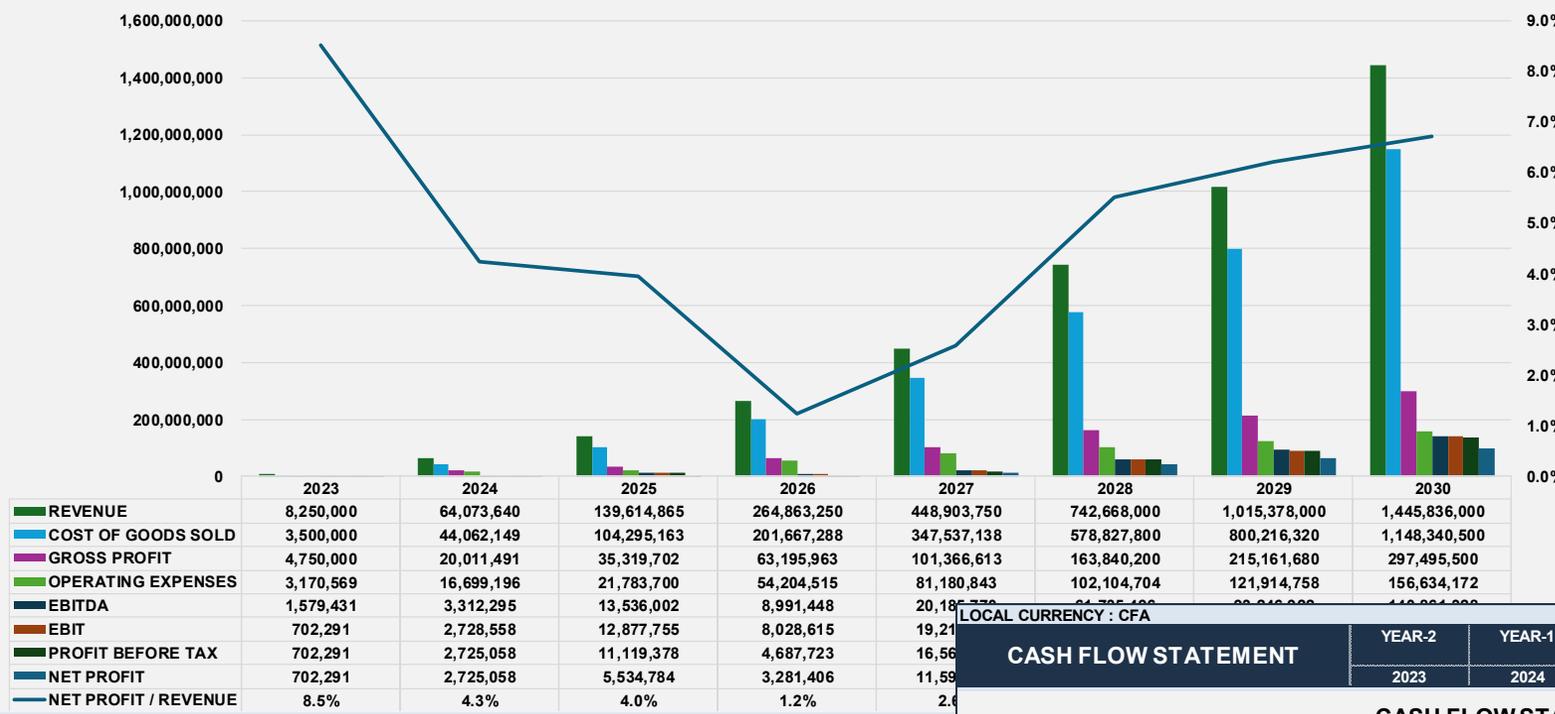
And the result is...

BALANCE SHEET	YEAR-2	YEAR-1	CURRENT	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
	ACTUAL 2023	ACTUAL 2024	YEAR FORECAST 2025	FORECAST 2026	FORECAST 2027	FORECAST 2028	FORECAST 2029	FORECAST 2030
FIXED ASSETS	1,807,071	1,261,639	2,263,392	3,460,559	3,730,000	3,635,833	5,771,667	4,840,000
START-UP COSTS	0	0	0	0	0	0	0	0
FIXED ASSETS	1,807,071	1,261,639	2,263,392	3,460,559	3,730,000	3,635,833	5,771,667	4,840,000
INTANGIBLE ASSETS	0	0	0	0	0	0	0	0
CURRENT ASSETS	837,315	14,714,438	69,510,734	67,204,477	82,245,193	141,849,019	217,979,697	345,016,285
STOCK	0	0	13,036,895	25,208,411	57,922,856	96,471,300	133,369,387	191,390,083
ACCOUNTS RECEIVABLE	419,750	13,330,238	3,203,386	6,077,140	14,714,067	36,514,510	49,922,752	71,086,937
CASH	417,565	1,384,200	53,270,453	35,918,926	9,608,269	8,863,209	34,687,558	82,539,265
ACTIF TOTAL	2,644,386	15,976,077	71,774,126	70,665,036	85,975,193	145,484,852	223,751,363	349,856,285
EQUITY	-330,150	3,725,058	10,259,842	13,541,248	25,135,541	66,034,280	129,221,062	226,253,600
CAPITAL CONTRIBUTION BY EXISTING SHAREHOLDERS	-1,032,441	1,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
CAPITAL CONTRIBUTION BY NEW SHAREHOLDERS	0	0	0	0	0	0	0	0
DEFERRED PROFITS	702,291	2,725,058	8,259,842	11,541,248	23,135,541	64,034,280	127,221,062	224,253,600
DEBTS	2,974,536	12,251,019	61,514,285	57,123,788	60,839,651	79,450,573	94,530,301	123,602,684
LONG TERM	0	0	40,000,000	30,000,000	20,000,000	10,000,000	0	0
BANK LOANS (MORE THAN 1 YEAR TO PAY)	0	0	0	0	0	0	0	0
EXTERNAL LOANS (MORE THAN 1 YEAR TO PAY)	0	0	40,000,000	30,000,000	20,000,000	10,000,000	0	0
SHORT TERM	2,974,536	12,251,019	21,514,285	27,123,788	40,839,651	69,450,573	94,530,301	123,602,684
BANK LOANS (LESS THAN 1 YEAR TO PAY)	0	0	0	0	0	0	0	0
EXTERNAL LOANS (LESS THAN 1 YEAR TO PAY)	0	0	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	0
ACCOUNTS PAYABLE	2,974,536	12,251,019	5,929,690	15,717,471	25,870,668	41,922,542	57,450,251	82,017,311
TAX DEBTS	0	0	5,584,595	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
PASSIF TOTAL	2,644,386	15,976,077	71,774,126	70,665,036	85,975,193	145,484,852	223,751,363	349,856,285

PROFIT AND LOSS STATEMENT

TYPICAL CASE SIMULATION SCENARIO

PROFIT AND LOSS STATEMENT | TYPICAL CASE SIMULATION SCENARIO

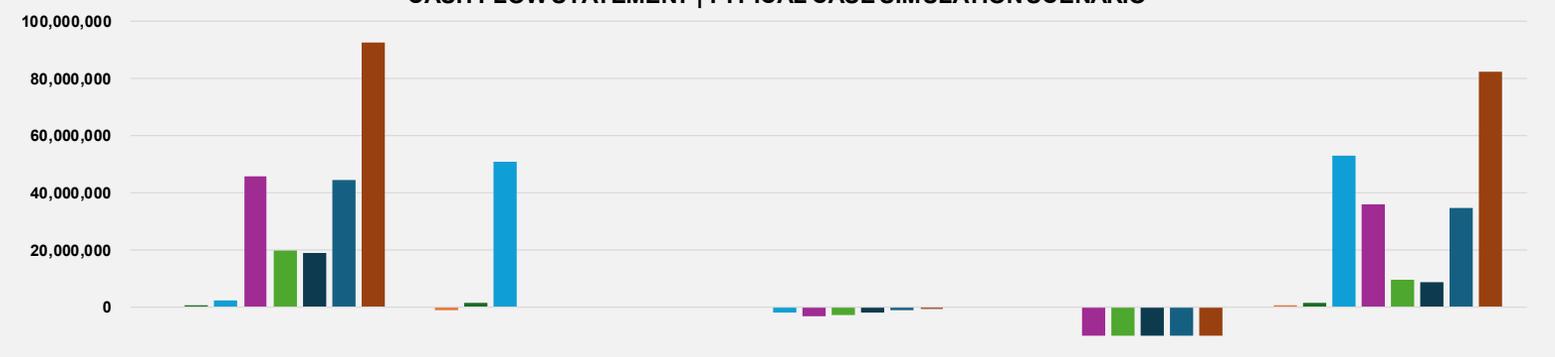


And the result is...

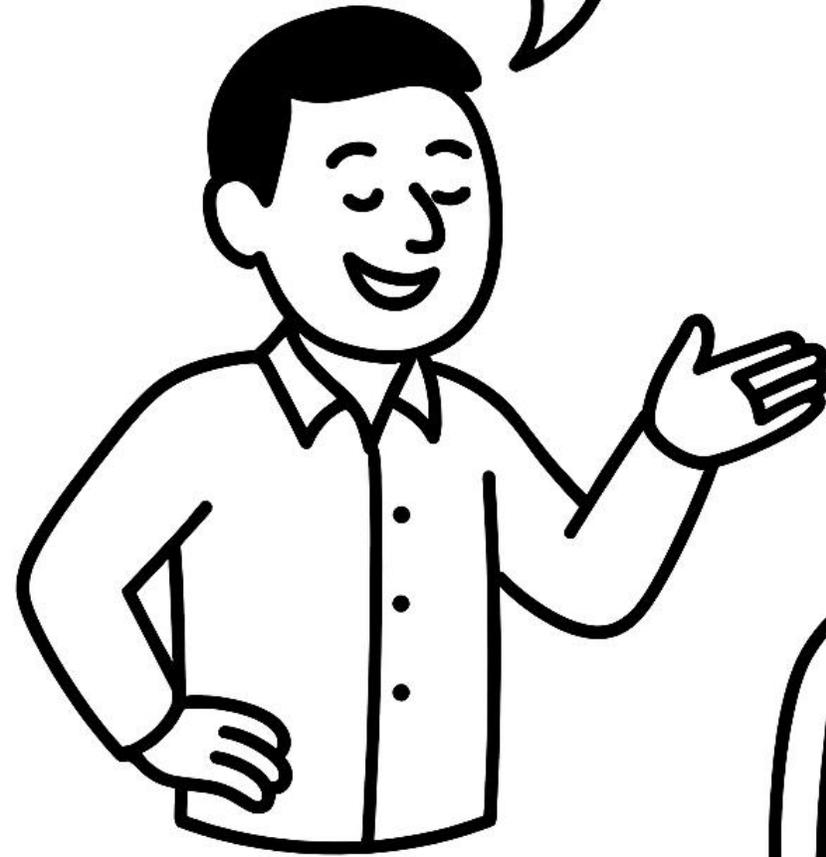
RATIOS	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3
	2023	2024	2025	2026	2027
GROSS PROFIT / REVENUE	57.6%	31.2%	25.3%	23.9%	22.6%
EBITDA / REVENUE	19.1%	5.2%	9.7%	3.4%	4.5%
EBIT / REVENUE	8.5%	4.3%	9.2%	3.0%	4.3%
PROFIT BEFORE TAX / REVENUE	8.5%	4.3%	8.0%	1.8%	3.7%
NET PROFIT / REVENUE	8.5%	4.3%	4.0%	1.2%	2.6%

CASH FLOW STATEMENT

CASH FLOW STATEMENT | TYPICAL CASE SIMULATION SCENARIO



*Enjoy the
spreadsheet.
Don't worry.*



Thank You

Excel Version and File Settings

Step 0 – About Excel version

Microsoft 365 online doesn't support macros.

To use the Financial Plan, you must use a desktop version. Preferably a recent one.

EXCEL 2010 works almost fine, but you cannot open the hidden columns.

EXCEL 2016 works almost fine, but you may be missing some features.

EXCEL 2020 works fine. No problem was reported at this point.

EXCEL 2025 is recommended.

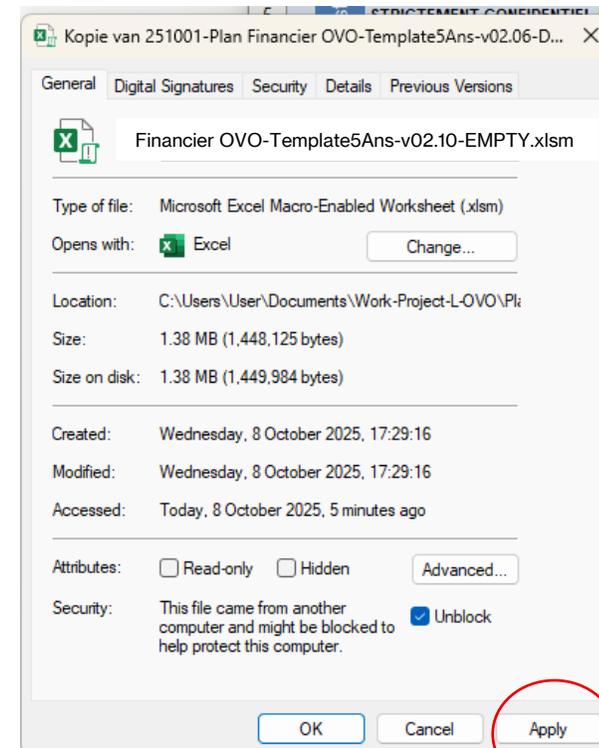
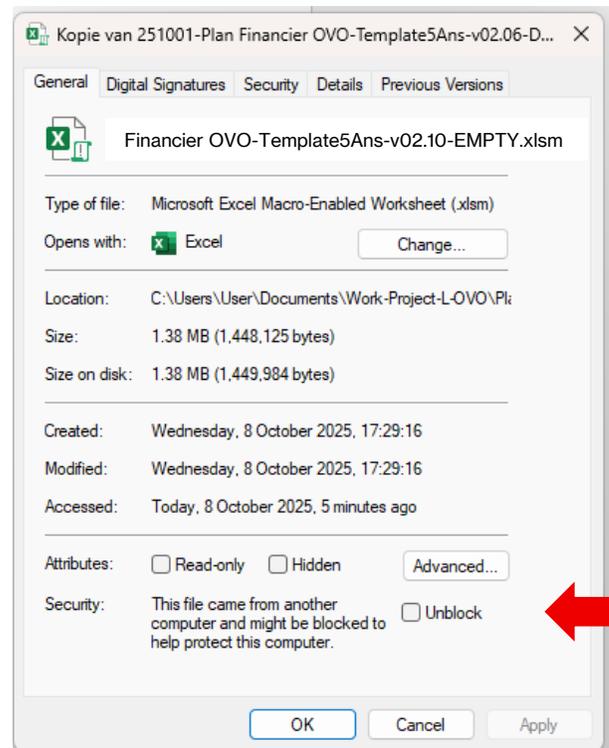
Step 1 – Before to Open the file

When you download a file from internet, intranet or save it from your mailbox, EXCEL may claim some security risks, as you downloaded the file from another source, and you are using macros.

Please follow instructions here below (step 1 and step 2).

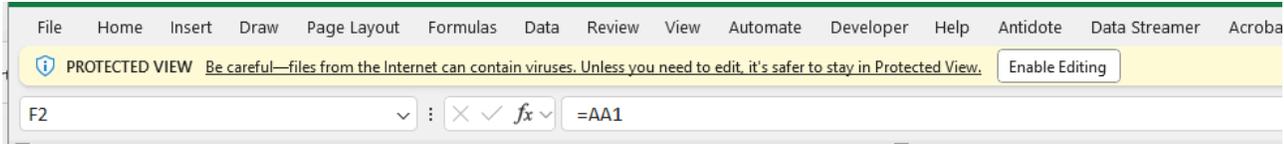
Right click the file and choose Properties from the context menu

At the bottom of the General tab, select the Unblock checkbox and select Apply

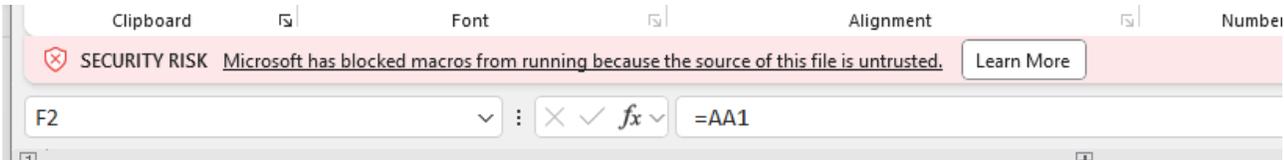


Step 2 – Open the file (1/2)

Click on Enable Editing

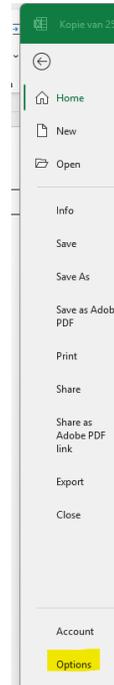
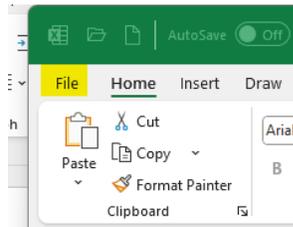


If you get this, it means that you have not done step 1. Close the file and proceed with STEP 1.



Otherwise, please continue with following instructions:

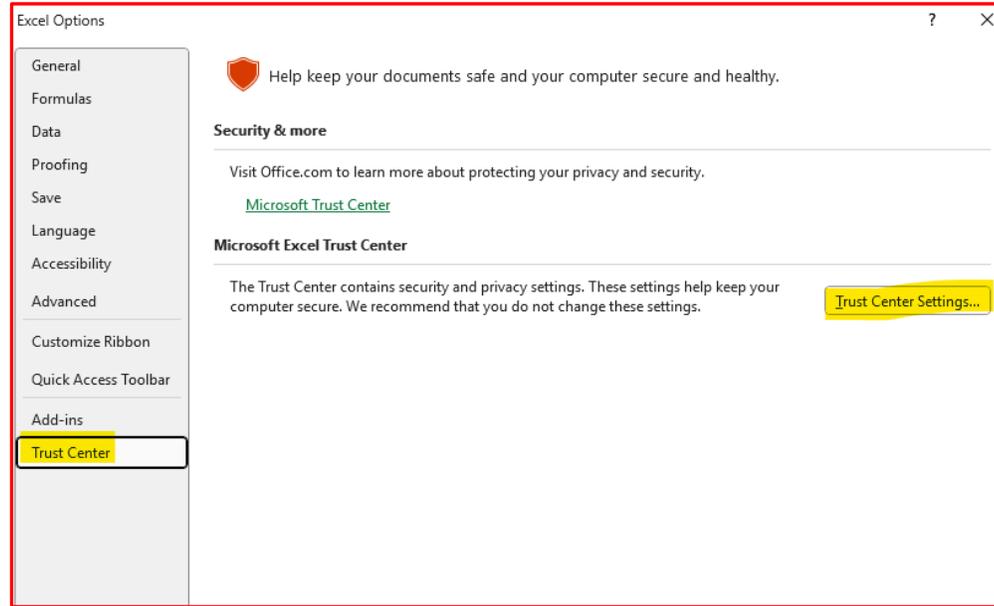
1. Go to File Options



Step 2 – Open the file (2/2)

2. Select Trust Center (left column)

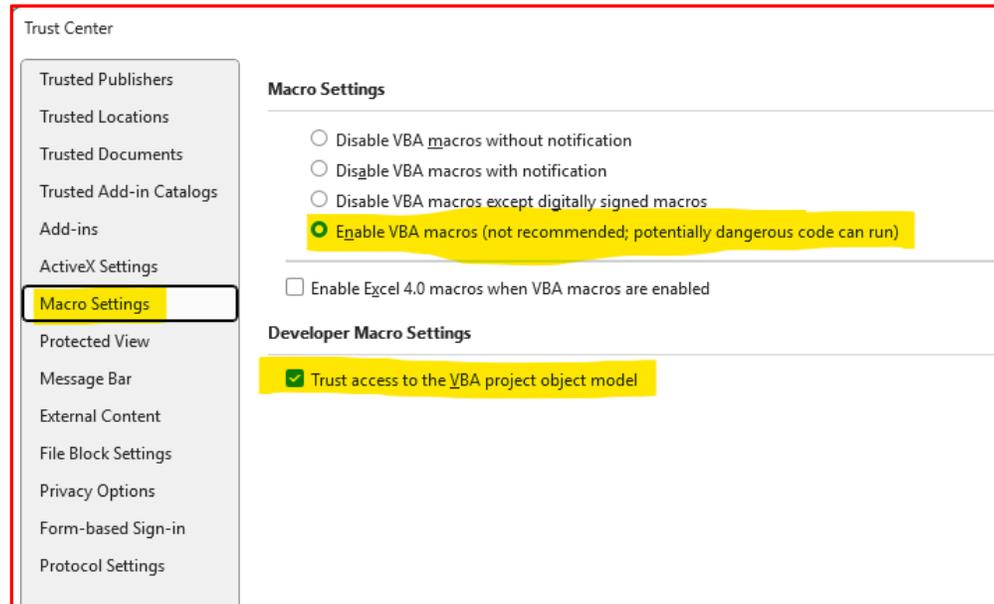
3. Select Trust Center Settings



4. Select Macro Settings (left column)

5. Enable VBA macros

6. Click the Trust access to VBA project



7. You are done. Enjoy.

Excel Financial Plan Tabs

Instructions		MONNAIE LOCALE : CFA				
TableInputsData		STRICTEMENT CONFIDENTIEL ABC CORPORATION				
SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	VALUE
1	COMPANY	ENTREPRISE	BEDRIJF			ABC CORPORATION
1	COUNTRY	PAYS	LAND			SÉNÉGAL
1	LOCAL CURRENCY	MONNAIE LOCALE	LOKALE MUNT			CFA
1	EXCHANGE RATE LOCAL CURRENCY / EURO	TAUX DE CHANGE MONNAIE LOCALE / EURO	WISSELKOERS LOKALE MUNT / EURO	http://www.xe.com/currencyconverter/		655.957
1	CONVERSION DATE	DATE DE CONVERSION	OMREKENINGSDATUM			07/10/2025
1	VAT APPLICABLE IN THE COUNTRY	TVA APPLICABLE DANS LE PAYS	BTW VAN TOEPASSING IN HET LAND			18%
1	ANNUAL INFLATION IN THE COUNTRY	INFLATION ANNUELLE DANS LE PAYS	JAARLIJKE INFLATIE IN HET LAND			3%
1	CORPORATE TAX APPLICABLE IN THE COUNTRY	IMPOT DES SOCIETES APPLICABLE DANS LE PAYS	VENNOOTSCHAPSBELASTING VAN TOEPASSING IN HET LAND	FREE TEXT TEXTE LIBRE VRIJE TEKST	FREE TEXT TEXTE LIBRE VRIJE TEKST	%
1	TAX REGIME 1	IMPOT REGIME 1	BELASTINGREGIME 1	IMPOT SUR LE REVENU	REVENUS <= 200 M F CFA	4%
1	TAX REGIME 2	IMPOT REGIME 2	BELASTINGREGIME 2	IMPOT SUR LE BENEFICE	REVENUS > 200 M F CFA	30%
1	TAX REGIME 3	IMPOT REGIME 3	BELASTINGREGIME 3			
1	TAX REGIME 4	IMPOT REGIME 4	BELASTINGREGIME 4			
1	TAX REGIME 5	IMPOT REGIME 5	BELASTINGREGIME 5			

COUNTRY RELATED

InputData Tab (1/7)

Fill the yellow cells

Company name

Company country (Dropbox)

CURRENCY

Local currency

Exchange rate local currency versus euro

Exchange rate conversion date

VAT

In the VALUE column, enter the percentage of VAT applicable in your country for your activity.

INFLATION

In the VALUE column, enter the estimated percentage of INFLATION you may expect in your country.

TAX REGIME

In the FREE TEXT columns, you may provide a short text description of the tax regime and the conditions of the tax regime.

In VALUE column, set the % of tax, you may expect. You may have different regimes based on your revenue level or net earning before tax level.

You may skip these entries related to tax regime till a later stage and come back to it after you have constructed your profit & loss statement.

TIP

You may use cell D3 ("SECTION") to filter section or use the keyboard arrow up and down in column B to navigate from one section to the next one iso scrolling the document

Instructions		STRICTEMENT CONFIDENTIEL ABC CORPORATION					MONNAIE LOCALE : CFA
SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	VALUE	
2	YEAR #	ANNEE #	JAAR #	SEMESTER SEMESTRE SEMESTER	ACTUAL / FORECAST ACTUEL / PREVISION ACTUEEL / VOORSPELLING	YEAR ANNEE JAAR	
2	YEAR-2	ANNEE-2	JAAR-2		ACTUAL	2023	
2	YEAR-1	ANNEE-1	JAAR-1		ACTUAL	2024	
2	CURRENT YEAR	ANNEE EN COURS	HUIDIG JAAR		FORECAST	2025	
2	CURRENT YEAR H1	ANNEE EN COURS H1	HUIDIG JAAR H1	H1	ACTUAL	2025	
2	CURRENT YEAR H2	ANNEE EN COURS H2	HUIDIG JAAR H2	H2	FORECAST	2025	
2	YEAR2	ANNEE2	JAAR2		FORECAST	2026	
2	YEAR3	ANNEE3	JAAR3		FORECAST	2027	
2	YEAR4	ANNEE4	JAAR4		FORECAST	2028	
2	YEAR5	ANNEE5	JAAR5		FORECAST	2029	
2	YEAR6	ANNEE6	JAAR6		FORECAST	2030	

InputData Tab (2/7)

Fill the yellow cells

Enter in YEAR-2, the current year minus 2

When we are in 2025, you should set YEAR-2 to 2023
When we are in 2026, you should set YEAR-2 to 2024

Enter in CURRENT YEAR H1 "ACTUAL" if you have the actual figures of the first half of the year, Otherwise, enter "FORECAST"



SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	STRICTEMENT CONFIDENTIEL ABC CORPORATION VALUE
3	PRODUCT #	PRODUIT #	PRODUCT #	PRODUCT NAME NOM DU PRODUIT PRODUCTNAAM	FILTER FILTRE FILTER	FREE TEXT DESCRIPTION TEXTE LIBRE DESCRIPTION VRIJE TEKST BESCHRIJVING
3	PRODUCT 01	PRODUIT 01	PRODUCT 01	XYZ	Filter 1	
3	PRODUCT 02	PRODUIT 02	PRODUCT 02	ABC	Filter 1	
3	PRODUCT 03	PRODUIT 03	PRODUCT 03	-	Filter 0	
3	PRODUCT 04	PRODUIT 04	PRODUCT 04	-	Filter 0	
3	PRODUCT 05	PRODUIT 05	PRODUCT 05	-	Filter 0	
3	PRODUCT 06	PRODUIT 06	PRODUCT 06	-	Filter 0	
3	PRODUCT 07	PRODUIT 07	PRODUCT 07	-	Filter 0	
3	PRODUCT 08	PRODUIT 08	PRODUCT 08	-	Filter 0	
3	PRODUCT 09	PRODUIT 09	PRODUCT 09	-	Filter 0	
3	PRODUCT 10	PRODUIT 10	PRODUCT 10	-	Filter 0	
3	PRODUCT 11	PRODUIT 11	PRODUCT 11	-	Filter 0	
3	PRODUCT 12	PRODUIT 12	PRODUCT 12	-	Filter 0	
3	PRODUCT 13	PRODUIT 13	PRODUCT 13	-	Filter 0	
3	PRODUCT 14	PRODUIT 14	PRODUCT 14	-	Filter 0	
3	PRODUCT 15	PRODUIT 15	PRODUCT 15	-	Filter 0	
3	PRODUCT 16	PRODUIT 16	PRODUCT 16	-	Filter 0	
3	PRODUCT 17	PRODUIT 17	PRODUCT 17	-	Filter 0	
3	PRODUCT 18	PRODUIT 18	PRODUCT 18	-	Filter 0	
3	PRODUCT 19	PRODUIT 19	PRODUCT 19	-	Filter 0	
3	PRODUCT 20	PRODUIT 20	PRODUCT 20	-	Filter 0	
3	SERVICE #	SERVICE #	DIENST #	SERVICE NAME NOM DU SERVICE DIENSTNAAM	FILTER FILTRE FILTER	FREE TEXT DESCRIPTION TEXTE LIBRE DESCRIPTION VRIJE TEKST BESCHRIJVING
3	SERVICE 01	SERVICE 01	DIENST 01	-	Filter 0	
3	SERVICE 02	SERVICE 02	DIENST 02	-	Filter 0	
3	SERVICE 03	SERVICE 03	DIENST 03	-	Filter 0	
3	SERVICE 04	SERVICE 04	DIENST 04	-	Filter 0	
3	SERVICE 05	SERVICE 05	DIENST 05	-	Filter 0	
3	SERVICE 06	SERVICE 06	DIENST 06	-	Filter 0	
3	SERVICE 07	SERVICE 07	DIENST 07	-	Filter 0	
3	SERVICE 08	SERVICE 08	DIENST 08	-	Filter 0	
3	SERVICE 09	SERVICE 09	DIENST 09	-	Filter 0	
3	SERVICE 10	SERVICE 10	DIENST 10	-	Filter 0	

InputData Tab (3/7)

Fill the yellow cells

Products and services

20 entries maximum for products and 10 entries maximum for services.

In the PRODUCT NAME column, enter the (nick) name of your product or service. Maximum 25 characters each.

In the FILTER column (Dropbox cell), set the value to 1 if you for these products or services you want to use in your revenue projection. Otherwise, leave it to 0.

In the FREE TEXT DESCRIPTION column (optional), you may provide a short free text description of your product or services.

SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	STRICTEMENT CONFIDENTIEL ABC CORPORATION	VALUE
4	RANGE #	GAMME #	ASSORTIMENT #	RANGE NAME NOM DE LA GAMME ASSORTIMENTNAAM			FREE TEXT DESCRIPTION TEXTE LIBRE DESCRIPTION VRIJE TEKST BESCHRIJVING
4	RANGE 1	GAMME 1	ASSORTIMENT 1	LOW END			Entry level
4	RANGE 2	GAMME 2	ASSORTIMENT 2	MEDIUM END			Advanced level
4	RANGE 3	GAMME 3	ASSORTIMENT 3	HIGH END			Professional level
4	DISTRIBUTION CHANNEL #	CANAL DE DISTRIBUTION #	DISTRIBUTIEKANAAL #	DISTRIBUTION CHANNEL NAME NOM DU CANAL DE DISTRIBUTION DISTRIBUTIEKANAALNAAM			FREE TEXT DESCRIPTION TEXTE LIBRE DESCRIPTION VRIJE TEKST BESCHRIJVING
4	DISTRIBUTION CHANNEL 1	CANAL DE DISTRIBUTION 1	DISTRIBUTIEKANAAL 1	B2B			Business to Business
4	DISTRIBUTION CHANNEL 2	CANAL DE DISTRIBUTION 2	DISTRIBUTIEKANAAL 2	B2C			Business to Consumer
4	PRODUCT # PRODUIT # PRODUCT #	RANGE 1 GAMME 1 ASSORTIMENT 1	RANGE 2 GAMME 2 ASSORTIMENT 2	RANGE 3 GAMME 3 ASSORTIMENT 3	DISTRIBUTION CHANNEL 1 CANAL DE DISTRIBUTION 1 DISTRIBUTIEKANAAL 1		DISTRIBUTION CHANNEL 2 CANAL DE DISTRIBUTION 2 DISTRIBUTIEKANAAL 2
4	PRODUCT 01 / XYZ / 1	1	0	0	1		0
4	PRODUCT 02 / ABC / 1	1	0	0	1		0
4	PRODUCT 03 / - / 0	1	0	0	1		0
4	PRODUCT 04 / - / 0	1	0	0	1		0
4	PRODUCT 05 / - / 0	1	0	0	1		0
4	PRODUCT 06 / - / 0	1	0	0	1		0
4	PRODUCT 07 / - / 0	1	0	0	1		0
4	PRODUCT 08 / - / 0	1	0	0	1		0
4	PRODUCT 09 / - / 0	1	0	0	1		0
4	PRODUCT 10 / - / 0	1	0	0	1		0
4	PRODUCT 11 / - / 0	1	0	0	1		0
4	PRODUCT 12 / - / 0	1	0	0	1		0
4	PRODUCT 13 / - / 0	1	0	0	1		0
4	PRODUCT 14 / - / 0	1	0	0	1		0
4	PRODUCT 15 / - / 0	1	0	0	1		0
4	PRODUCT 16 / - / 0	1	0	0	1		0
4	PRODUCT 17 / - / 0	1	0	0	1		0
4	PRODUCT 18 / - / 0	1	0	0	1		0
4	PRODUCT 19 / - / 0	1	0	0	1		0
4	PRODUCT 20 / - / 0	1	0	0	1		0
4	SERVICE # DIENST #	RANGE 1 GAMME 1 ASSORTIMENT 1	RANGE 2 GAMME 2 ASSORTIMENT 2	RANGE 3 GAMME 3 ASSORTIMENT 3	DISTRIBUTION CHANNEL 1 CANAL DE DISTRIBUTION 1 DISTRIBUTIEKANAAL 1		DISTRIBUTION CHANNEL 2 CANAL DE DISTRIBUTION 2 DISTRIBUTIEKANAAL 2
4	SERVICE 01 / - / 0	1	0	0	1		0
4	SERVICE 02 / - / 0	1	0	0	1		0
4	SERVICE 03 / - / 0	1	0	0	1		0
4	SERVICE 04 / - / 0	1	0	0	1		0
4	SERVICE 05 / - / 0	1	0	0	1		0
4	SERVICE 06 / - / 0	1	0	0	1		0
4	SERVICE 07 / - / 0	1	0	0	1		0
4	SERVICE 08 / - / 0	1	0	0	1		0
4	SERVICE 09 / - / 0	1	0	0	1		0
4	SERVICE 10 / - / 0	1	0	0	1		0

RANGE AND DISTRIBUTION CHANNEL RELATED

InputData Tab (4/7)

Fill the yellow cells

Range and distribution channels : **optional**

In the RANGE NAME and DISTRIBUTION CHANNEL NAME columns, enter the (nick) name of your products and services range or distribution channel. Maximum 25 characters each.

In the FREE TEXT DESCRIPTION column (optional), you may provide a short free text description of your products or services range or distribution channel.

In the RANGE 1, RANGE 2 and RANGE 3 columns (Dropbox cell), set the value to 1 if you plan to forecast these products or services in multiples ranges. Otherwise, set the value to 1 in RANGE 1 column and leave it to 0 in RANGE 2 and RANGE 3 columns.

In the DISTRIBUTION CHANNEL 1, DISTRIBUTION CHANNEL 2 columns (Dropbox cell), set the value to 1 if you plan to forecast these products or services in multiples distribution channels. Otherwise, set the value to 1 in DISTRIBUTION CHANNEL 1 column and leave it to 0 in DISTRIBUTION CHANNEL 2 column.



Instructions		MONNAIE LOCALE : CFA				
TableInputsData		STRICTEMENT CONFIDENTIEL ABC CORPORATION				
SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	VALUE
5	STAFF_CATEGORY #	EFFECTIF_CATEGORIE #	PERSONEEL_CATEGORIE #	OCCUPATIONAL CATEGORY CATEGORIE PROFESSIONNELLE BEROEPSGROEP	DEPARTMENT NAME NOM DU DEPARTEMENT NAAM VAN DE AFDELING	SOCIAL SECURITY (% OF GROSS SALARY) SECURITE SOCIALE (% DU SALAIRE BRUT) SOCIALE ZEKERHEID (% VAN BRUTO SALARIS)
5	STAFF_CAT01	EFF_CAT01	PERSONEEL_CAT01	INTERIMAIRES	TRAVAILLEURS SAISONNIERS	0.00%
5	STAFF_CAT02	EFF_CAT02	PERSONEEL_CAT02	EMPLOYE(E)S	VENTE & MARKETING	16.45%
5	STAFF_CAT03	EFF_CAT03	PERSONEEL_CAT03	EMPLOYE(E)S	ADMINISTRATION	16.45%
5	STAFF_CAT04	EFF_CAT04	PERSONEEL_CAT04	EMPLOYE(E)S	OPERATIONS	16.45%
5	STAFF_CAT05	EFF_CAT05	PERSONEEL_CAT05	EMPLOYE(E)S	VENDEUR BOUTIQUE	16.45%
5	STAFF_CAT06	EFF_CAT06	PERSONEEL_CAT06	EMPLOYE(E)S	CADRE - DIRECTEURS	16.45%
5	STAFF_CAT07	EFF_CAT07	PERSONEEL_CAT07	EMPLOYE(E)S	CADRE - DIRECTEUR GENERAL	16.45%
5	STAFF_CAT08	EFF_CAT08	PERSONEEL_CAT08	EMPLOYE(E)S	EFF8	0.00%
5	STAFF_CAT09	EFF_CAT09	PERSONEEL_CAT09	EMPLOYE(E)S	EFF9	0.00%
5	STAFF_CAT10	EFF_CAT10	PERSONEEL_CAT10	EMPLOYE(E)S	EFF10	0.00%

InputData Tab (5/7)

Fill the yellow cells

Staffing Category

10 entries maximum for your staffing.

In the OCCUPATIONAL CATEGORY column, specify if TEMPORARY or EMPLOYE staff.

In the DEPARTMENT NAME column, enter the different department you may have today, or you project to have in the future within the company.

In the SOCIAL SECURITY column, specify the % of social security versus the gross salary you pay.



Instructions		MONNAIE LOCALE : CFA				
TableInputsData		STRICTEMENT CONFIDENTIEL ABC CORPORATION				
SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	VALUE
6	LOAN	PRET	LENING		YEARLY INTEREST INTERET ANNUEL JAARLIJKSE RENTE	PAID BACK PERIOD PERIODE DE REMBOURSEMENT TERUGBETALINGSTERMIJN
6	LOAN FROM OVO	PRET OVO	LENING VAN OVO		7%	5 YEARS
6	LOAN FROM FAMILY AND FRIENDS	PRET FAMILLE ET AMIS	LENING VAN FAMILIE EN VRIENDEN		10%	3 YEARS
6	LOAN FROM LOCAL BANK	PRET BANQUE LOCALE	LENING VAN LOKALE BANK		20%	2 YEARS

InputData Tab (6/7)

Fill the yellow cells

LOAN

In the YEARLY INTEREST column, enter the yearly loan interest rate.

In the PAID BACK PERIOD column, enter the loan paid back period in years.



SECTION	ITEM_EN	ITEM_FR	ITEM_NL	DESCRIPTION1	DESCRIPTION2	VALUE
7	SIMULATION SCENARIO	SCENARIO DE SIMULATION	SIMULATIESCENARIO	WORST CASE PIRE CAS SLECHTSTE GEVAL	TYPICAL CASE CAS TYPIQUE TYPISCH GEVAL	BEST CASE MEILLEUR CAS BESTE GEVAL
7	REVENUE PRODUCTS	REVENUS PRODUITS	OMZETPRODUCTEN	95%	100%	120%
7	COST OF GOODS SOLD PRODUCTS	COUT DES PRODUITS VENDUS	KOSTEN VAN VERKOCHTE GOEDEREN PRODUCTEN	110%	100%	95%
7	REVENUE SERVICES	REVENUS SERVICES	OMZETDIENSTEN	80%	100%	120%
7	COST OF GOODS SOLD SERVICES	COUT DES SERVICES VENDUS	KOSTEN VAN VERKOCHTE GOEDEREN DIENSTEN	110%	100%	95%
7	MARKETING COST	COUT DE MARKETING	MARKETINGKOSTEN	125%	100%	85%
7	STAFF SALARIES	SALAIRES DE PERSONNEL	PERSONNELSKOSTEN	125%	100%	85%
7	TAXES AND DUTIES ON STAFF	IMPOTS ET TAXES SUR PERSONNEL	BELASTINGEN EN HEFFINGEN OP PERSONEEL	125%	100%	85%
7	OFFICE COSTS	COUITS DE L'OFFICE	KOSTEN VAN HET KANTOOR	110%	100%	90%
7	OTHER EXPENSES	AUTRES CHARGES	OVERIGE KOSTEN	110%	100%	90%
7	TRAVEL & TRANSPORTATION	VOYAGE & DEPLACEMENT	REIZEN & VERVOER	110%	100%	90%
7	INSURANCE	ASSURANCES	VERZEKERINGEN	110%	100%	90%
7	MAINTENANCE	ENTRETIEN	ONDERHOUD	110%	100%	90%
7	THIRD PARTIES	TIERCES PARTIES	DERDEN	120%	100%	85%

InputData Tab (7/7)

Fill the yellow cells

TYPICAL CASE

In the next tabs, all inputs are considered as typical case.

WORST CASE and BEST CASE scenarios **optional**

You may be interested to see negative or positive variation impact of some inputs in your overall result.

In the BEST CASE column, enter the percentage of variation for a best case scenario

In the WORST CASE column, enter the percentage of variation for a worst case scenario

You may skip these entries related to best case and worst case scenario to a later stage. You should first focus on your typical scenario.

RevenueData Tab (1/4)

ONE PRODUCT - ONE RANGE - ONE CHANNEL DISTRIBUTION

Instructions		MONNAIE LOCALE : CFA							Refresh All Pivots		TRUE		PRIX DE VENTE UNITAIRE GAMME 1	PRIX DE VENTE UNITAIRE MOYEN	VOLUME MIXTE GAMME 1 %	COUT UNITAIRE GAMME 1	COUT UNITAIRE MOYEN DES VENTES	TRIMESTRE 1	TRIMESTRE 2	TRIMESTRE 3	TRIMESTRE 4	TOTAL ANNEE
		TableRevenueData							CFA	CFA	%	CFA	CFA	QUANTITE	QUANTITE	QUANTITE	QUANTITE	QUANTITE				
STRICTEMENT CONFIDENTIEL ABC CORPORATION																						
SORT		FILTER		REF	REFERENCE YEAR	YEAR	TYPE PRODUCT / SERVICE	REFERENCE PRODUCT / SERVICE	PRODUCT / SERVICE	UNIT SELLING PRICE RANGE 1	UNIT SELLING PRICE AVERAGE	MIX VOLUME RANGE 1 %	UNIT COGS RANGE 1	UNIT COGS AVERAGE	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	TOTAL YEAR			
PRODUCT 01	2	1	1	YEAR-2	2023	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	100	100	100	100	400				
	3	1	1	YEAR-1	2024	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	125	125	125	125	500				
	4	1	1	CURRENT YEAR	2025	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	150	150	150	150	600				
	5	1	1	YEAR2	2026	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	200	200	200	200	800				
	6	1	1	YEAR3	2027	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	250	250	250	250	1,000				
	7	1	1	YEAR4	2028	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	300	300	300	300	1,200				
	8	1	1	YEAR5	2029	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	350	350	350	350	1,400				
	9	1	1	YEAR6	2030	PRODUCT	PRODUCT 01	XYZ	1,000	1,000	100%	500	500	500	500	500	500	2,000				
	42	0	1																			
PRODUCT 02	44	1	1	YEAR-2	2023	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	45	1	1	YEAR-1	2024	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	46	1	1	CURRENT YEAR	2025	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	47	1	1	YEAR2	2026	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	48	1	1	YEAR3	2027	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	49	1	1	YEAR4	2028	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	50	1	1	YEAR5	2029	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
	51	1	1	YEAR6	2030	PRODUCT	PRODUCT 02	ABC	1,000	1,000	100%	500	0	0	0	0	0	0	0			
84	0	1																				

Product and Services Inputs Gathering

You should gather price, cost and quantity and per product and service

Gross Profit Margin = (Price – Cost) / Price

Historical data and market benchmarks help guide realistic price and cost estimates and projections

You have defined your product and service name in the InputData sheet

Fill the yellow cells

SELLING PRICE column

Price per product or service

MIX VOLUME column

Set to 100 %

COGS column

Price per product or service

QUARTER 1, QUARTER 2, QUARTER 3, QUARTER 4, TOTAL YEAR columns

Volume per quarter for YEAR-2 to YEAR2

Volume per YEAR for YEAR3 to YEAR6

RevenueData Tab (2/4)

ONE PRODUCT - THREE RANGES - TWO CHANNELS DISTRIBUTION !!!!!!! OPTIONAL !!!!!!!

Instructions	MONNAIE LOCALE : CFA								Refresh All Pivots		TRUE		PRIX DE VENTE UNITAIRE GAMME 1	PRIX DE VENTE UNITAIRE GAMME 2	PRIX DE VENTE UNITAIRE GAMME 3	PRIX DE VENTE UNITAIRE MOYEN	VOLUME MIXTE GAMME 1 %	VOLUME MIXTE GAMME 2 %	VOLUME MIXTE GAMME 3 %	COUT UNITAIRE GAMME 1	COUT UNITAIRE GAMME 2	COUT UNITAIRE GAMME 3	COUT UNITAIRE MOYEN DES VENTES
	STRICTEMENT CONFIDENTIEL ABC CORPORATION								CFA	CFA	CFA	CFA	%	%	%	CFA	CFA	CFA	CFA				
	SORT	FILTER	REF	REFERENCE YEAR	YEAR	TYPE PRODUCT / SERVICE	REFERENCE PRODUCT / SERVICE	PRODUCT / SERVICE	UNIT SELLING PRICE RANGE 1	UNIT SELLING PRICE RANGE 2	UNIT SELLING PRICE RANGE 3	UNIT SELLING PRICE AVERAGE	MIX VOLUME RANGE 1 %	MIX VOLUME RANGE 2 %	MIX VOLUME RANGE 3 %	UNIT COGS RANGE 1	UNIT COGS RANGE 2	UNIT COGS RANGE 3	UNIT COGS AVERAGE				
2	1	1	YEAR-2	2023	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
3	1	1	YEAR-1	2024	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
4	1	1	CURRENT YEAR	2025	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
5	1	1	YEAR2	2026	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
6	1	1	YEAR3	2027	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
7	1	1	YEAR4	2028	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
8	1	1	YEAR5	2029	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
9	1	1	YEAR6	2030	PRODUCT	PRODUCT 01	XYZ	1,000	5,000	10,000	4,000	50%	30%	20%	500	2,300	4,300	1,800					
42	0	1																					

Fill the yellow cells

SELLING PRICE RANGE 1 to SELLING PRICE RANGE 3 columns

Price per product or service range

MIX VOLUME RANGE 1 % To MIX VOLUME RANGE 3 % columns

Volume % per product or service range

The sum of these three category % is always equal to one

COGS RANGE 1 to COGS RANGE 3 columns

Cost per product or service range

Product and Services Ranges

You may have different product and/or service range of the same product and/or service : i.e. low end, medium end or high end

Or you may have different activities: i.e. activity 1, activity 2 or activity 3. And for each product, you select the activity related to the product.

If you have only one range, set the MIX VOLUME RANGE 1 to 100%, set the second one to 0% and the third one will be set automatically to 0%. Fill only the PRICE and the GROSS PROFIT for the selected range

RevenueData Tab (3/4)

ONE PRODUCT - THREE RANGES - TWO CHANNELS DISTRIBUTION !!!!!!! OPTIONAL !!!!!!!

Instructions		MONNAIE LOCALE : CFA							Refresh All Pivots		TRUE		VOLUME MIXTE GAMME 1 CHANNEL 1 %		VOLUME MIXTE GAMME 2 CHANNEL 1 %		VOLUME MIXTE GAMME 3 CHANNEL 1 %		VOLUME MIXTE GAMME 1 CHANNEL 2 %		VOLUME MIXTE GAMME 2 CHANNEL 2 %		VOLUME MIXTE GAMME 3 CHANNEL 2 %		COUT UNITAIRE MOYEN CANAL 1		COUT UNITAIRE MOYEN CANAL 2				
		STRICTEMENT CONFIDENTIEL ABC CORPORATION														%		%		%		%		%		%		CFA		CFA	
		SORT	FILTER	REF	REFERENCE YEAR	YEAR	TYPE PRODUCT / SERVICE	REFERENCE PRODUCT / SERVICE	PRODUCT / SERVICE	MIX VOLUME RANGE 1 CHANNEL 1 %	MIX VOLUME RANGE 2 CHANNEL 1 %	MIX VOLUME RANGE 3 CHANNEL 1 %	MIX VOLUME RANGE 1 CHANNEL 2 %	MIX VOLUME RANGE 2 CHANNEL 2 %	MIX VOLUME RANGE 3 CHANNEL 2 %	UNIT COGS AVERAGE CHANNEL 1	UNIT COGS AVERAGE CHANNEL 2														
		▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼	▼														
PRODUCT 01	2	1	1	YEAR-2	2023	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	3	1	1	YEAR-1	2024	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	4	1	1	CURRENT YEAR	2025	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	5	1	1	YEAR2	2026	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	6	1	1	YEAR3	2027	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	7	1	1	YEAR4	2028	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	8	1	1	YEAR5	2029	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	9	1	1	YEAR6	2030	PRODUCT	PRODUCT 01	XYZ	50%	25%	75%	50%	75%	25%	1,984	1,633															
	42	0	1																												

Fill the yellow cells

MIX VOLUME RANGE 1 CHANNEL 1 % to MIX VOLUME RANGE 3 CHANNEL 1 % columns

Product or service range volume % per distribution channel

For each product or service range, the sum of CHANNEL 1 % and CHANNEL 2 % is always equal to one

Two Business Types

You may serve two distribution channels : i.e. B2C and B2B

One Business Type

If only one business type, set the selected one to 100% and the other will be set to 0%.

RevenueData Tab (4/4)

Refresh All Pivots

Click on “Refresh All Pivots” button to actualize your RevenuePivot and RevenueChart sheets

Analyse the overall results

Look at RevenuePivot and RevenueChart sheets

Process iteration

Reiterate the process of inputs entry till you are confident with your business assumptions

Check

The cell J1 should be equal to TRUE. Please verify your % for product and service ranges and distribution channels

TIP

COMMENT column (AQ:AQ) provides you an opportunity for adding a free text with your own comment

TRANSLATION NOTE column (AR:AR) provides you a translation of REFERENCE PRODUCT / SERVICE (I:I) and ITEM (K:K) columns



AQ	AR
COMMENTAIRE	NOTE DE TRADUCTION
COMMENT	TRANSLATION NOTE
GAMME # : 3 + CANAL DE DISTRIBUTION # : 2	
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME
PRODUIT 01 VOLUME	PRODUIT 01 VOLUME

RevenueData Tab FAQ

The financial plan allows to record products with income that will not be taken into account in the total revenue by filtering them in the InputsData tab. Why would we want that?

It's an option to add some specific products and to see the impact of these products on your total revenue by setting the filter to 1 or 0 in the InputsData tab.

If the entrepreneur has several different activities, how should they be named in the final plan? Product name like "Activity 1. Product A", etc.?

You may use the product name to differentiate your activities, but you will not get any direct consolidation by activity.

It's recommended to use the RANGE option that you can name activity 1, activity 2 and activity 3. And you pick the adequate range for each product.

If we do not have the data for previous years' income, what should we indicate?

You should know at least your total revenue and the total cost of goods sold of the previous years (from your official income statements declaration). You should have also an estimation about the total products sold.

You may define a specific product or use one defined product, and for the specific year, enter :

UNIT SELLING PRICE RANGE 1	= Total revenue of the year / Number of products sold during the year
MIX VOLUME RANGE 1	= 100%
UNIT COGS RANGE 1	= Total cost of goods sold of the year / Number of products sold during the year
QUARTER 4	= Number of products sold during the year

Proposal: add an extra sheet to show how the Cost of Goods Sold (all costs except labour costs) is calculated.

This proposal is under consideration but not yet implemented.



MONNAIE LOCALE : CFA						
BY QUARTER						
PivotTableRevenueData1						
		TRIMESTRE 1	TRIMESTRE 2	TRIMESTRE 3	TRIMESTRE 4	ANNEE
TAUX DE CHANGE MONNAIE LOCALE / EURO						
ITEM	YEAR	Sum of QUARTER 1	Sum of QUARTER 2	Sum of QUARTER 3	Sum of QUARTER 4	Sum of TOTAL YEAR
=VOLUME	2023	80	80	80	90	330
VOLUME	2024	485	492	710	682	2,369
VOLUME	2025	460	568	753	1,030	2,811
VOLUME	2026	1,109	1,003	1,231	1,194	4,537
VOLUME	2027	1,490	1,490	1,490	1,490	5,959
VOLUME	2028	1,770	1,770	1,770	1,770	7,079
VOLUME	2029	2,057	2,057	2,057	2,057	8,226
VOLUME	2030	2,557	2,557	2,557	2,557	10,228
VOLUME Total		10,007	10,016	10,647	10,869	41,539
=REVENUE	2023	2,000,000	2,000,000	2,000,000	2,250,000	8,250,000
REVENUE	2024	10,092,244	11,349,630	20,192,200	22,439,566	64,073,640
REVENUE	2025	23,201,031	28,630,369	37,151,091	50,632,374	139,614,865
REVENUE	2026	61,858,750	60,029,500	71,248,750	71,726,250	264,863,250
REVENUE	2027	112,225,938	112,225,938	112,225,938	112,225,938	448,903,750
REVENUE	2028	185,667,000	185,667,000	185,667,000	185,667,000	742,668,000
REVENUE	2029	253,844,500	253,844,500	253,844,500	253,844,500	1,015,378,000
REVENUE	2030	361,459,000	361,459,000	361,459,000	361,459,000	1,445,836,000
REVENUE Total		1,010,348,463	1,015,205,936	1,043,788,479	1,060,244,628	4,129,587,505
=COST OF GOODS SOLD	2023	848,485	848,485	848,485	954,545	3,500,000
COST OF GOODS SOLD	2024	6,630,353	7,586,323	13,995,904	15,849,568	44,062,149
COST OF GOODS SOLD	2025	17,725,930	21,246,766	27,569,971	37,752,496	104,295,163
COST OF GOODS SOLD	2026	47,002,103	45,746,510	54,234,343	54,684,333	201,667,288
COST OF GOODS SOLD	2027	86,884,284	86,884,284	86,884,284	86,884,284	347,537,138
COST OF GOODS SOLD	2028	144,706,950	144,706,950	144,706,950	144,706,950	578,827,800
COST OF GOODS SOLD	2029	200,054,080	200,054,080	200,054,080	200,054,080	800,216,320
COST OF GOODS SOLD	2030	287,085,125	287,085,125	287,085,125	287,085,125	1,148,340,500
COST OF GOODS SOLD Total		790,937,310	794,158,524	815,379,142	827,971,382	3,228,446,357
=GROSS PROFIT	2023	1,151,515	1,151,515	1,151,515	1,295,455	4,750,000
GROSS PROFIT	2024	3,461,891	3,763,307	6,196,296	6,589,998	20,011,491
GROSS PROFIT	2025	5,475,102	7,383,602	9,581,120	12,879,878	35,319,702
GROSS PROFIT	2026	14,856,548	14,282,990	17,014,408	17,041,918	63,195,963
GROSS PROFIT	2027	25,341,653	25,341,653	25,341,653	25,341,653	101,366,613
GROSS PROFIT	2028	40,960,050	40,960,050	40,960,050	40,960,050	163,840,200
GROSS PROFIT	2029	53,790,420	53,790,420	53,790,420	53,790,420	215,161,680
GROSS PROFIT	2030	74,373,875	74,373,875	74,373,875	74,373,875	297,495,500
GROSS PROFIT Total		219,411,153	221,047,412	228,409,337	232,273,245	901,141,148
=GROSS PROFIT %	2023	58%	58%	58%	58%	58%
GROSS PROFIT %	2024	34%	33%	31%	29%	31%
GROSS PROFIT %	2025	24%	26%	26%	25%	25%
GROSS PROFIT %	2026	24%	24%	24%	24%	24%
GROSS PROFIT %	2027	23%	23%	23%	23%	23%
GROSS PROFIT %	2028	22%	22%	22%	22%	22%
GROSS PROFIT %	2029	21%	21%	21%	21%	21%
GROSS PROFIT %	2030	21%	21%	21%	21%	21%
GROSS PROFIT % Total		24%	24%	24%	27%	100%
REVENUE %	2023	24%	24%	24%	27%	100%
REVENUE %	2024	16%	18%	32%	35%	100%
REVENUE %	2025	17%	21%	27%	36%	100%
REVENUE %	2026	23%	23%	27%	27%	100%
REVENUE %	2027	25%	25%	25%	25%	100%
REVENUE %	2028	25%	25%	25%	25%	100%
REVENUE %	2029	25%	25%	25%	25%	100%
REVENUE %	2030	25%	25%	25%	25%	100%
REVENUE % Total		24%	25%	25%	26%	100%
REVENUE GROWTH YEAR/YEAR-1	2023					
REVENUE GROWTH YEAR/YEAR-1	2024	505%	567%	1010%	997%	777%
REVENUE GROWTH YEAR/YEAR-1	2025	230%	252%	184%	226%	218%
REVENUE GROWTH YEAR/YEAR-1	2026	267%	210%	192%	142%	190%
REVENUE GROWTH YEAR/YEAR-1	2027	181%	187%	158%	156%	169%
REVENUE GROWTH YEAR/YEAR-1	2028	165%	165%	165%	165%	165%
REVENUE GROWTH YEAR/YEAR-1	2029	137%	137%	137%	137%	137%
REVENUE GROWTH YEAR/YEAR-1	2030	142%	142%	142%	142%	142%
REVENUE GROWTH YEAR/YEAR-1 Total						
REVENUE IN EUR	2023	3,049	3,049	3,049	3,430	12,577
REVENUE IN EUR	2024	15,385	17,302	30,783	34,209	97,679
REVENUE IN EUR	2025	35,370	43,687	56,636	77,188	212,841
REVENUE IN EUR	2026	94,303	91,514	108,618	109,345	403,780
REVENUE IN EUR	2027	171,087	171,087	171,087	171,087	684,346
REVENUE IN EUR	2028	283,046	283,046	283,046	283,046	1,132,185
REVENUE IN EUR	2029	386,982	386,982	386,982	386,982	1,547,927
REVENUE IN EUR	2030	551,038	551,038	551,038	551,038	2,204,153
REVENUE IN EUR Total		1,540,259	1,547,654	1,591,238	1,616,325	6,255,437
AVERAGE SELLING PRICE PER UN	2023	25,000	25,000	25,000	25,000	25,000
AVERAGE SELLING PRICE PER UN	2024	20,809	23,068	28,440	32,903	27,047
AVERAGE SELLING PRICE PER UN	2025	50,437	50,406	49,337	49,158	49,667
AVERAGE SELLING PRICE PER UN	2026	55,779	59,850	57,879	60,072	58,378
AVERAGE SELLING PRICE PER UN	2027	75,332	75,332	75,332	75,332	75,332
AVERAGE SELLING PRICE PER UN	2028	104,911	104,911	104,911	104,911	104,911
AVERAGE SELLING PRICE PER UN	2029	123,435	123,435	123,435	123,435	123,435
AVERAGE SELLING PRICE PER UN	2030	141,361	141,361	141,361	141,361	141,361
AVERAGE SELLING PRICE PER UNIT Total		100,964	101,388	98,036	97,548	99,415
AVERAGE COST OF GOODS SOLD	2023	10,606	10,606	10,606	10,606	10,606
AVERAGE COST OF GOODS SOLD	2024	13,671	15,419	19,713	23,240	18,599
AVERAGE COST OF GOODS SOLD	2025	38,535	37,406	36,614	36,653	37,103
AVERAGE COST OF GOODS SOLD	2026	42,382	45,610	44,057	45,799	44,449
AVERAGE COST OF GOODS SOLD	2027	58,321	58,321	58,321	58,321	58,321
AVERAGE COST OF GOODS SOLD	2028	81,767	81,767	81,767	81,767	81,767
AVERAGE COST OF GOODS SOLD	2029	97,279	97,279	97,279	97,279	97,279
AVERAGE COST OF GOODS SOLD	2030	112,274	112,274	112,274	112,274	112,274
AVERAGE COST OF GOODS SOLD PER UNIT Total		79,038	79,289	76,583	76,177	77,721

RevenuePivot Tab (1/1)

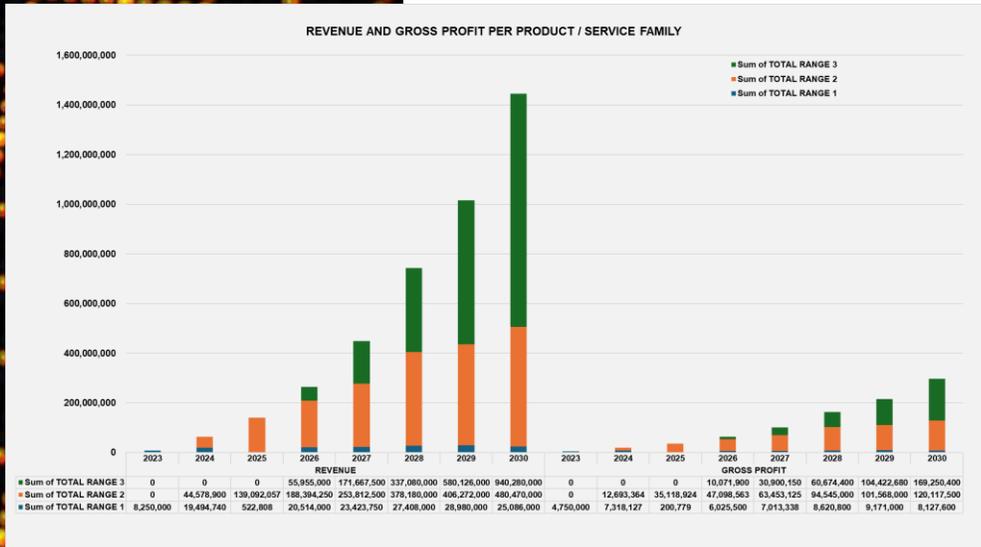
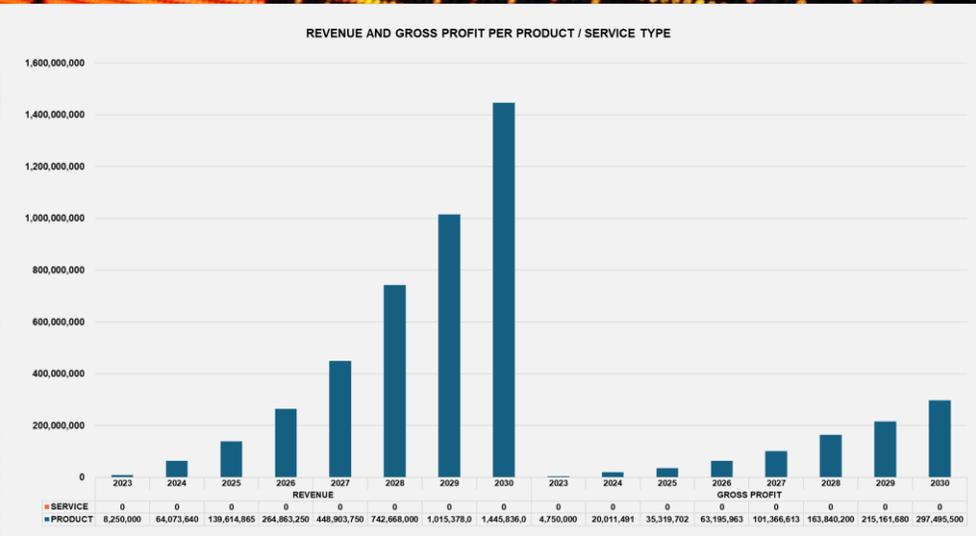
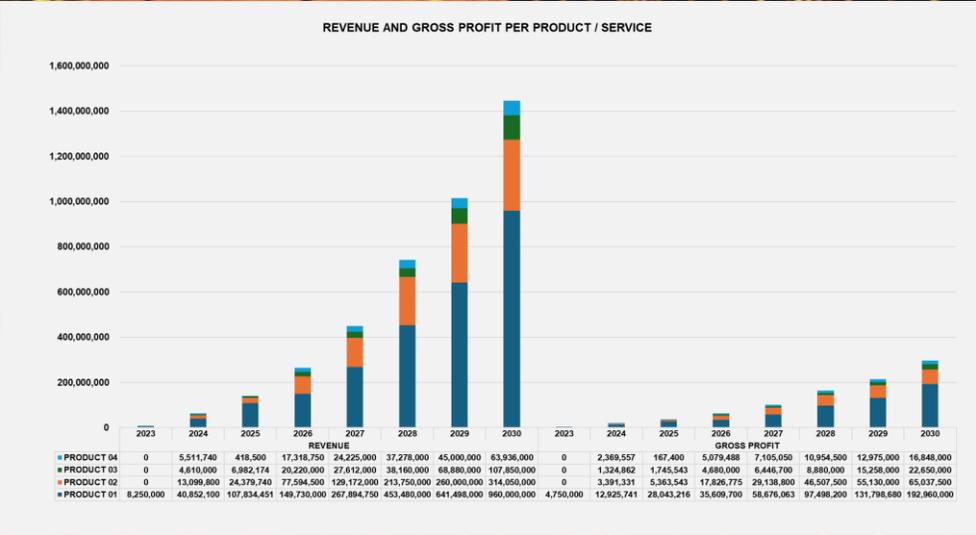
PivotTables

- PivotTableRevenueData1 By quarter
- PivotTableRevenueData2 By product / service
- PivotTableRevenueData3 By product / service range
- PivotTableRevenueData4A By distribution channel
- PivotTableRevenueData4B By aggregated product / service type
- PivotTableRevenueData5 By semester

RevenueChart Tab (1/1)

Chart

- Revenue and Gross Profit By product / service
- Revenue and Gross Profit By product / service range
- Revenue and Gross Profit By distribution channel



FinanceData Tab (1/8)

Inputs Gathering

You should gather information about operating costs including salary costs, office costs, etc. and investments needed to conduct your business

Historical data and market benchmarks help guide realistic operating expenses estimates and projections

Section 1 is pre-filled with the results from the RevenueData sheet. No entry is requested except raw material stock increase or decrease in value.

Jump to section 2 and start filling the yellow cells

You have defined your staffing department in the InputData sheet

TIP

You may use cell C3 to filter section or use the keyboard arrow up and down in column B to navigate from one section to the next one iso scrolling the document

COMMENT column (Y:Y) provides you an opportunity for adding a free text with your own comment

TRANSLATION NOTE column (Z:Z) provides you a translation of ITEM (D:D), SUB-ITEM1 (E:E) and SUB-ITEM3 (G:G) columns

FILL IN THE YELLOW CELLS IN LOCAL CURRENCY

Section 1 : REVENUE AND GROSS MARGIN

Section 2 : OPERATING EXPENSES

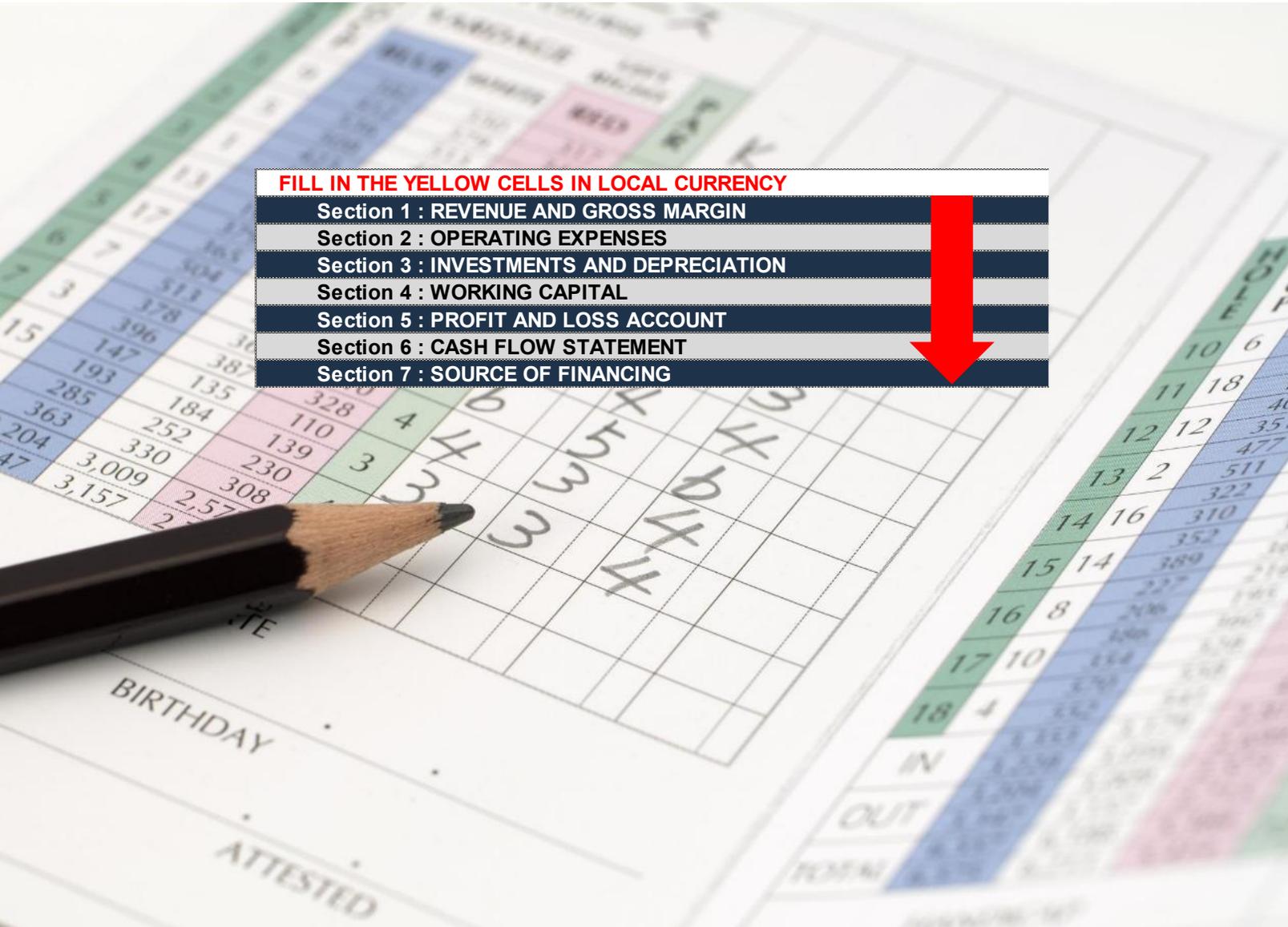
Section 3 : INVESTMENTS AND DEPRECIATION

Section 4 : WORKING CAPITAL

Section 5 : PROFIT AND LOSS ACCOUNT

Section 6 : CASH FLOW STATEMENT

Section 7 : SOURCE OF FINANCING



FinanceData Tab (2/8) - Section 2 : Operating Expenses

MONNAIE LOCALE : CFA		STRICTEMENT CONFIDENTIEL ABC CORPORATION		SCENARIO DE SIMULATION		PARAMETRE	ANNEE-2 2023	ANNEE-1 2024	ANNEE EN COURS H1 2025	ANNEE EN COURS H2 2025	ANNEE EN COURS 2025	ANNEE2 2026	ANNEE3 2027	ANNEE4 2028	ANNEE5 2029	ANNEE6 2030
TableFinanceData		Refresh All Pivots	TRUE	TYPICAL CASE												
SECTION	ITEM	SUB-ITEM1	SUB-ITEM2	DESCRIPTION1	DESCRIPTION2	PARAMETER	YEAR-2	YEAR-1	CURRENT YEAR H1	CURRENT YEAR H2	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
2	OPERATING EXPENSES	MARKETING COST	VALUE	RESEARCH			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	PURCHASE OF STUDIES AND SERVICES			0	90,500	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	RECEPTIONS			0	50,600	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	GENERAL DOCUMENTATION			0	65,000	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	ADVERTISING			0	5,704,500	3,900,000	3,900,000	7,800,000	10,000,000	18,000,000	30,000,000	40,000,000	60,000,000
2	OPERATING EXPENSES	MARKETING COST	VALUE	X			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	Y			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	Z			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	A			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	B			0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	MARKETING COST	VALUE	TOTAL			0	5,910,600	3,900,000	3,900,000	7,800,000	10,000,000	18,000,000	30,000,000	40,000,000	60,000,000
2	OPERATING EXPENSES	STAFF SALARIES	EFT	NUMBER OF EMPLOYEES	TRAVAILLEURS SAISONNIERS						0.00					
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	GROSS SALARY PER PERSON AND PER PERIOD	TRAVAILLEURS SAISONNIERS						0					
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	OTHER ALLOWANCES AND MISCELLANEOUS BENEFITS PAID TO STAFF	TRAVAILLEURS SAISONNIERS						0					
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	EMPLOYER SOCIAL SECURITY CONTRIBUTIONS	TRAVAILLEURS SAISONNIERS	0.00%					0	0	0	0	0	0
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	COST PER PERSON PER PERIOD	TRAVAILLEURS SAISONNIERS		0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	TOTAL	TRAVAILLEURS SAISONNIERS		0	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	STAFF SALARIES	EFT	NUMBER OF EMPLOYEES	VENTE & MARKETING		1.00	1.00	1.00	1.00	1.00	2.00	2.00	4.00	4.00	5.00
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	GROSS SALARY PER PERSON AND PER PERIOD	VENTE & MARKETING		900,000	1,350,000	675,000	675,000	1,350,000	1,800,000	2,640,000	2,719,200	2,800,776	2,884,799
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	OTHER ALLOWANCES AND MISCELLANEOUS BENEFITS PAID TO STAFF	VENTE & MARKETING		360,000	0	0	0	0	0	0	0	0	0
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	EMPLOYER SOCIAL SECURITY CONTRIBUTIONS	VENTE & MARKETING	16.45%	0	0	0	0	0	296,100	434,280	447,308	460,728	474,549
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	COST PER PERSON PER PERIOD	VENTE & MARKETING		1,260,000	1,350,000	675,000	675,000	1,350,000	2,096,100	3,074,280	3,168,508	3,261,504	3,359,349
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	TOTAL	VENTE & MARKETING		1,260,000	1,350,000	675,000	675,000	1,350,000	4,192,200	6,148,560	12,666,034	13,046,015	16,796,744
2	OPERATING EXPENSES	STAFF SALARIES	EFT	NUMBER OF EMPLOYEES	ADMINISTRATION						0.00	1.00	1.00	1.00	1.00	1.00
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	GROSS SALARY PER PERSON AND PER PERIOD	ADMINISTRATION						0	2,400,000	2,472,000	2,546,160	2,622,545	2,701,221
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	OTHER ALLOWANCES AND MISCELLANEOUS BENEFITS PAID TO STAFF	ADMINISTRATION						0	0	0	0	0	0
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	EMPLOYER SOCIAL SECURITY CONTRIBUTIONS	ADMINISTRATION	16.45%					0	394,800	406,644	418,843	431,409	444,351
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	COST PER PERSON PER PERIOD	ADMINISTRATION		0	0	0	0	0	2,794,800	2,878,644	2,965,003	3,053,953	3,145,572
2	OPERATING EXPENSES	STAFF SALARIES	VALUE	TOTAL	ADMINISTRATION		0	0	0	0	0	2,794,800	2,878,644	2,965,003	3,053,953	3,145,572

MARKETING COST
STAFF SALARIES
TAXES AND DUTIES ON STAFF
OFFICE COSTS
OTHER EXPENSES
TRAVEL & TRANSPORTATION
INSURANCE
MAINTENANCE
THIRD PARTIES
OPERATING EXPENSES



Section 2 - Operating Expenses

9 operating expenses sub-sections to be filled

PARAMETER columns pre-filled with inputs gathered in InputsData sheet but can be overwritten. If change, please fill COMMENT column with an explanation.

YEAR-2, YEAR-1, CURRENT YEAR H1, CURRENT YEAR H2, YEAR 2 to YEAR6 columns to be filled in local currency except NUMBER OF EMPLOYEES in the STAFF SALARIES sub-section to be filled in EFT (Equivalent Full Time)

DESCRIPTION1 column is pre-filled with generic expenses types but you may add your business-related expenses on the rows labelled X, Y, Z, A or B (free text)

SECTION	ITEM	SUB-ITEM1	DESCRIPTION1	DESCRIPTION2	ACQUISITION YEAR	ACQUISITION VALUE	% YEARLY AMORTISATION	ACCUMULATED AMORTISATION VALUE	YEAR-2	YEAR-1	COMMENT
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3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (1)	2020	150,000	25%	67,292			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (1)	2022	200,000	25%	99,444			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (1)	2022	120,000	25%	54,000			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (1)	2025	200,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (4)	2026	800,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (3)	2027	600,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (2)	2028	400,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (2)	2029	400,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	ordinateurs (2)	2030	400,000	25%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1)	2022	35,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) office	2025	40,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) boutique	2026	40,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) office	2027	40,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) office	2028	45,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) boutique	2029	45,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	imprimante (1) boutique	2029	45,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	téléphones mobiles (3)	2025	300,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	téléphones mobiles (3)	2027	300,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	téléphones mobiles (3)	2029	300,000	50%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	meubles office	2022	1,110,000	18%	242,942			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	meubles office	2027	300,000	20%	0			
3	FIXED ASSETS	INVESTMENTS	OFFICE EQUIPMENT	meubles office	2030	300,000	20%	0			
3	FIXED ASSETS	INVESTMENTS	TOTAL OFFICE EQUIPEME	x		6,170,000		463,678			
3	FIXED ASSETS	INVESTMENTS	PRODUCTION EQUIPMENT	x			10%				
3	FIXED ASSETS	INVESTMENTS	TOTAL PRODUCTION EQUIP	x		0		0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	boutique 1	2022	1,000,000	10%	100,000			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	boutique 2	2025	1,000,000	10%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	boutique 3	2026	1,200,000	10%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	boutique 4	2029	1,400,000	10%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	boutique 5	2029	1,400,000	10%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	caution boutique 1	2022	120,000	0%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	caution boutique 2	2025	120,000	0%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	caution boutique 3	2026	120,000	0%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	caution boutique 4	2029	120,000	0%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	caution boutique 5	2029	120,000	0%	0			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	moto (2)	2022	800,000	33%	269,611			
3	FIXED ASSETS	INVESTMENTS	OTHER ASSETS	moto (2)	2028	800,000	33%	0			
3	FIXED ASSETS	INVESTMENTS	TOTAL OTHER ASSETS	x		8,200,000		369,611			
3	FIXED ASSETS	INVESTMENTS	TOTAL FIXED ASSETS	x		14,370,000		833,289			
3	INTANGIBLE ASSETS	INVESTMENTS	INTANGIBLE ASSETS	x			20%				
3	INTANGIBLE ASSETS	INVESTMENTS	TOTAL INTANGIBLE ASSE	x		0		0			
3	START-UP COSTS	INVESTMENTS	TOTAL START-UP COSTS	x		0		0			
3	TOTAL ASSETS	INVESTMENTS	TOTAL ASSETS	x		14,370,000		833,289			

FinanceData Tab (3/8) - Section 3 : Investment and Amortisation

Section 3 - Investment and Amortization

FIXED ASSETS	OFFICE EQUIPMENT
FIXED ASSETS	PRODUCTION EQUIPMENT
FIXED ASSETS	OTHER ASSETS
INTANGIBLE ASSETS	INTANGIBLE ASSETS
START-UP COSTS	START-UP COSTS



SUB-ITEM1 - INVESTMENTS

DESCRIPTION2, ACQUISITION YEAR, ACQUISITION VALUE, % YEARLY AMORTISATION, ACCUMULATED AMORTISATION VALUE (before YEAR-2) columns to be filled

DESCRIPTION2 is a free text column

SUB-ITEM1 - AMORTISATIONS

YEAR-2 and YEAR-1 are calculated cells (based on % YEARLY AMORTISATION) but can be overwritten by an actual value if different from the calculated value.

If you overwrite a cell, include a comment in COMMENT column (X:X)

3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (1)	2020	150,000	25%	67,292	75,000	7,708	YEAR-2 adjusted
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (1)	2022	200,000	25%	99,444	100,000	556	YEAR-2 adjusted
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (1)	2022	120,000	25%	54,000	60,000	6,000	YEAR-2 adjusted
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (1)	2025	200,000	25%	0	0	0	
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (4)	2026	800,000	25%	0	0	0	
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (3)	2027	600,000	25%	0	0	0	
3	FIXED ASSETS	AMORTISATIONS	OFFICE EQUIPMENT	ordinateurs (2)	2028	400,000	25%	0	0	0	

FinanceData Tab (4/8) - Section 4 : Working Capital

MONNAIE LOCALE : CFA		STRICTEMENT CONFIDENTIEL ABC CORPORATION		SCENARIO DE SIMULATION												
TableFinanceData		Refresh All Pivots	TRUE	TYPICAL CASE												
SECTION	ITEM	SUB-ITEM1	SUB-ITEM2	DESCRIPTION1	DESCRIPTION2	PARAMETRE	ANNEE-2 2023	ANNEE-1 2024	ANNEE EN COURS H1 2025	ANNEE EN COURS H2 2025	ANNEE EN COURS 2025	ANNEE2 2026	ANNEE3 2027	ANNEE4 2028	ANNEE5 2029	ANNEE6 2030
							YEAR-2	YEAR-1	CURRENT YEAR H1	CURRENT YEAR H2	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
4	WORKING CAPITAL	STOCK	DAY	STOCK PERIOD EXPRESSED IN NUMBER OF DAYS	NUMBER OF DAYS ADJUSTABLE		0	0			45	45	60	60	60	60
4	WORKING CAPITAL	STOCK	VALUE	COST OF PRODUCTS PER DAY	COST OF GOODS SOLD PRODUCTS / 360 DAYS		0	0			289,709	560,187	965,381	1,607,855	2,222,823	3,189,835
4	WORKING CAPITAL	STOCK	VALUE	VALUE OF STOCK OVER THE PERIOD			0	0			13,036,895	25,208,411	57,922,856	96,471,300	133,369,387	191,390,083
4	WORKING CAPITAL	ACCOUNTS RECEIVABLE	DAY	CUSTOMER PAYMENT PERIOD EXPRESSED IN NUMBER OF DAYS	NUMBER OF DAYS ADJUSTABLE		1	1			7	7	10	15	15	15
4	WORKING CAPITAL	ACCOUNTS RECEIVABLE	VALUE	REVENUE (INCLUDING VAT) PER DAY	VAT APPLICABLE IN THE COUNTRY	VAT 18%	419,750	13,330,238			457,627	868,163	1,471,407	2,434,301	3,328,183	4,739,129
4	WORKING CAPITAL	ACCOUNTS RECEIVABLE	VALUE	VALUE OF ACCOUNTS RECEIVABLE OVER THE PERIOD			419,750	13,330,238			3,203,386	6,077,140	14,714,067	36,514,510	49,922,752	71,086,937
4	WORKING CAPITAL	ACCOUNTS PAYABLE	DAY	SUPPLIER PAYMENT PERIOD EXPRESSED IN NUMBER OF DAYS	NUMBER OF DAYS ADJUSTABLE		1	1			15	20	20	20	20	20
4	WORKING CAPITAL	ACCOUNTS PAYABLE	VALUE	COST OF REVENUE PLUS OPERATING EXPENSES MINUS STAFF SALARIES (INCLUDING VAT) PER DAY	VAT APPLICABLE IN THE COUNTRY	VAT 18%	-2,974,536	-12,251,019			-395,313	-785,874	-1,293,533	-2,096,127	-2,872,513	-4,100,866
4	WORKING CAPITAL	ACCOUNTS PAYABLE	VALUE	VALUE OF ACCOUNTS PAYABLE OVER THE PERIOD			-2,974,536	-12,251,019			-5,929,690	-15,717,471	-25,870,668	-41,922,542	-57,450,251	-82,017,311
4	WORKING CAPITAL	WORKING CAPITAL	VALUE	TOTAL			-2,554,786	1,079,219			10,310,591	15,568,080	46,766,255	91,063,268	125,841,887	180,459,709

Section 4 – Working Capital

YEAR-2 and YEAR-1 should be extracted from actual figures

For CURRENT YEAR, YEAR1 to YEAR6 columns, you should enter the number of days

FinanceData Tab (5/8) - Section 5 : Profit and Loss Statement

MONNAIE LOCALE : CFA		STRICTEMENT CONFIDENTIEL ABC CORPORATION			SCENARIO DE SIMULATION											
TableFinanceData		Refresh All Pivots	TRUE	TYPICAL CASE												
SECTION	ITEM	SUB-ITEM1	SUB-ITEM2	DESCRIPTION1	DESCRIPTION2	PARAMETRE	YEAR-2	YEAR-1	CURRENT YEAR H1	CURRENT YEAR H2	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
5	PROFIT AND LOSS STATEMENT	REVENUE	VALUE	TOTAL			8,250,000	64,073,640			139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
5	PROFIT AND LOSS STATEMENT	COST OF GOODS SOLD	VALUE	TOTAL			3,500,000	44,062,149			104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
5	PROFIT AND LOSS STATEMENT	GROSS PROFIT	VALUE	TOTAL			4,750,000	20,011,491			35,319,702	63,195,963	101,366,613	163,840,200	215,161,680	297,495,500
5	PROFIT AND LOSS STATEMENT	OPERATING EXPENSES	VALUE	TOTAL			3,170,569	16,699,196			21,783,700	54,204,515	81,180,843	102,104,704	121,914,758	156,634,172
5	PROFIT AND LOSS STATEMENT	EBITDA	VALUE	TOTAL			1,579,431	3,312,295			13,536,002	8,991,448	20,185,770	61,735,496	93,246,922	140,861,328
5	PROFIT AND LOSS STATEMENT	AMORTISATIONS	VALUE	TOTAL			877,140	583,737			658,247	962,833	970,559	1,339,167	1,694,167	1,631,667
5	PROFIT AND LOSS STATEMENT	EBIT	VALUE	TOTAL			702,291	2,728,558			12,877,755	8,028,615	19,215,211	60,396,329	91,552,755	139,229,662
5	PROFIT AND LOSS STATEMENT	VARIATION	VALUE	+ CHANGES IN INVENTORY ON PURCHASES			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	VARIATION	VALUE	+ CHANGES IN RECEIVABLES			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	VARIATION	VALUE	- CHANGES IN OPERATING DEBTS			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	VARIATION	VALUE	TOTAL			0	0	0	0	0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	BANK CHARGES		BANK CHARGES	% OF REVENUS	0.006%	0	3,500			8,377	15,892	26,934	44,560	60,923	86,750
5	PROFIT AND LOSS STATEMENT	INTEREST	VALUE	LOAN FROM OVO	CALCULATED IN SECTION 7		0	0			1,750,000	3,325,000	2,625,000	1,925,000	1,225,000	525,000
5	PROFIT AND LOSS STATEMENT	INTEREST	VALUE	LOAN FROM FAMILY AND FRIENDS	CALCULATED IN SECTION 7		0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	INTEREST	VALUE	LOAN FROM LOCAL BANK	CALCULATED IN SECTION 7		0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	BANK CHARGES + INTEREST	VALUE	TOTAL			0	3,500			1,758,377	3,340,892	2,651,934	1,969,560	1,285,923	611,750
5	PROFIT AND LOSS STATEMENT	PROFIT BEFORE TAX	VALUE	TOTAL			702,291	2,725,058			11,119,378	4,687,723	16,563,277	58,426,769	90,266,833	138,617,912
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	IMPOT SUR LE REVENU (RME EN 2025)	REVENUS <= 200 M F CFA	4%	0	0			5,584,595	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	IMPOT SUR LE BENEFICE (RSI EN 2026-2027 --> RNI EN 2028-2030)	REVENUS > 200 M F CFA	30%	0	0			0	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	TAX REGIME 3			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	TAX REGIME 4			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	TAX REGIME 5			0	0			0	0	0	0	0	0
5	PROFIT AND LOSS STATEMENT	TAXES	VALUE	TOTAL			0	0			5,584,595	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
5	PROFIT AND LOSS STATEMENT	NET PROFIT	VALUE	TOTAL			702,291	2,725,058			5,534,784	3,281,406	11,594,294	40,898,738	63,186,783	97,032,538

Section 5 - Profit and Loss Statement

YEAR-2 and YEAR-1 should be extracted from actual figures

For CURRENT YEAR, YEAR1 to YEAR6 columns

SUB-ITEM1 VARIATION should be kept to zero normally

SUB-ITEM1 BANK CARGES suggested to be a % of revenues but can be changed. Check the formula.

SUB-ITEM TAX are based on tax regimes entered in InputsData sheet. Check the formula.

FinanceData Tab (6/8) – Section 6 : Cash Flow Statement

MONNAIE LOCALE : CFA		STRICTEMENT CONFIDENTIEL ABC CORPORATION			SCENARIO DE SIMULATION																			
TableFinanceData		Refresh All Pivots	TRUE	TYPICAL CASE										PARAMETRE	ANNEE-2 2023	ANNEE-1 2024	ANNEE EN COURS H1 2025	ANNEE EN COURS H2 2025	ANNEE EN COURS 2025	ANNEE2 2026	ANNEE3 2027	ANNEE4 2028	ANNEE5 2029	ANNEE6 2030
SECTION	ITEM	SUB-ITEM1	SUB-ITEM2	DESCRIPTION1	DESCRIPTION2	PARAMETER	YEAR-2	YEAR-1	CURRENT YEAR H1	CURRENT YEAR H2	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6								
6	CASH FLOW STATEMENT	WORKING CAPITAL	VALUE	CASH POSITION AT THE BEGINNING OF THE PERIOD				417,565			1,384,200	53,270,453	35,918,926	9,608,269	8,863,209	34,687,558								
6	CASH FLOW STATEMENT	WORKING CAPITAL	VALUE	GROSS PROFIT + DEPRECIATION - PREVIOUS YEAR'S TAX			3,308,795				11,777,625	65,961	16,127,519	54,796,953	74,432,969	113,169,528								
6	CASH FLOW STATEMENT	WORKING CAPITAL	VALUE	DIFFERENCE IN WORKING CAPITAL COMPARED TO LAST YEAR			-3,634,005				-9,231,372	-5,257,489	-31,198,175	-44,297,013	-34,778,619	-54,617,822								
6	CASH FLOW STATEMENT	WORKING CAPITAL	VALUE	INVESTMENT EXPENDITURE							-38,305	-1,660,000	-2,160,000	-1,240,000	-1,245,000	-700,000								
6	CASH FLOW STATEMENT	WORKING CAPITAL	VALUE	TOTAL				54,050			2,270,453	45,918,926	19,608,269	18,863,209	44,687,558	92,539,265								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	LOAN FROM OVO	CALCULATED IN SECTION 7						50,000,000	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	LOAN FROM FAMILY AND FRIENDS	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	LOAN FROM LOCAL BANK	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	CAPITAL CONTRIBUTION BY EXISTING SHAREHOLDERS	CALCULATED IN SECTION 7						1,000,000	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	CAPITAL CONTRIBUTION BY NEW SHAREHOLDERS	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	CAPITAL CHANGE BY CANCELLATION OF ACCUMULATED DEBT/PROFIT				0	-702,291		0	0	0	0	0	0								
6	CASH FLOW STATEMENT	SOURCE OF FINANCING	VALUE	TOTAL				-1,032,441	1,330,150		51,000,000	0	0	0	0	0								
6	CASH FLOW STATEMENT	INTEREST	VALUE	LOAN FROM OVO	CALCULATED IN SECTION 7						-1,750,000	-3,325,000	-2,625,000	-1,925,000	-1,225,000	-525,000								
6	CASH FLOW STATEMENT	INTEREST	VALUE	LOAN FROM FAMILY AND FRIENDS	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	INTEREST	VALUE	LOAN FROM LOCAL BANK	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	INTEREST	VALUE	TOTAL							-1,750,000	-3,325,000	-2,625,000	-1,925,000	-1,225,000	-525,000								
6	CASH FLOW STATEMENT	PRINCIPAL LOAN AMOUNT	VALUE	LOAN FROM OVO	CALCULATED IN SECTION 7						0	-10,000,000	-10,000,000	-10,000,000	-10,000,000	-10,000,000								
6	CASH FLOW STATEMENT	PRINCIPAL LOAN AMOUNT	VALUE	LOAN FROM FAMILY AND FRIENDS	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	PRINCIPAL LOAN AMOUNT	VALUE	LOAN FROM LOCAL BANK	CALCULATED IN SECTION 7						0	0	0	0	0	0								
6	CASH FLOW STATEMENT	PRINCIPAL LOAN AMOUNT	VALUE	TOTAL							0	-10,000,000	-10,000,000	-10,000,000	-10,000,000	-10,000,000								
6	CASH FLOW STATEMENT	CASH POSITION AT END OF PERIOD	VALUE	TOTAL				417,565	1,384,200		53,270,453	35,918,926	9,608,269	8,863,209	34,687,558	82,539,265								

Section 6 – Cash Flow Statment

YEAR-2 and YEAR-1 cash position at year end should be extracted from actual figures

FinanceData Tab (7/8) – Section 7 : Source of Financing

MONNAIE LOCALE : CFA		STRICTEMENT CONFIDENTIEL ABC CORPORATION		SCENARIO DE SIMULATION		PARAMETRE	ANNEE-2 2023	ANNEE-1 2024	ANNEE EN COURS H1 2025	ANNEE EN COURS H2 2025	ANNEE EN COURS 2025	ANNEE2 2026	ANNEE3 2027	ANNEE4 2028	ANNEE5 2029	ANNEE6 2030
TableFinanceData		Refresh All Pivots	TRUE	TYPICAL CASE												
SECTION	ITEM	SUB-ITEM1	SUB-ITEM2	DESCRIPTION1	DESCRIPTION2	PARAMETER	YEAR-2	YEAR-1	CURRENT YEAR H1	CURRENT YEAR H2	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
7																
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	CASH POSITION AT THE BEGINNING OF THE PERIOD			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	GROSS PROFIT + DEPRECIATION - PREVIOUS YEAR'S TAX			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	WORKING CAPITAL			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	INVESTMENT EXPENDITURE			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	PRINCIPAL LOAN AMOUNT			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	FINANCING NEEDS	VALUE	TOTAL			0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	LOAN FROM OVO	TOTAL PERIOD 2025:2030 ->						0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	LOAN FROM FAMILY AND FRIENDS	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	LOAN FROM LOCAL BANK	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	CAPITAL CONTRIBUTION BY EXISTING SHAREHOLDERS	TOTAL PERIOD 2025:2030 ->	0	0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	CAPITAL CONTRIBUTION BY NEW SHAREHOLDERS	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	CAPITAL CHANGE BY CANCELLATION OF ACCUMULATED DEBT/PROFIT	TOTAL PERIOD 2025:2030 ->	0		0			0	0	0	0	0	0
7	SOURCE OF FINANCING	SOURCE OF FINANCING	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0	0	0			0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM OVO	VALUE	PAID BACK PERIOD AND GRACE PERIOD	PAID BACK PERIOD	5 YEARS					0	1	1	1	1	1
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM OVO	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM OVO	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM OVO	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM OVO	VALUE	INTEREST	YEARLY INTEREST	7%					7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
7	SOURCE OF FINANCING	INTEREST LOAN FROM OVO	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM OVO	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM OVO	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM FAMILY AND FRIENDS	VALUE	PAID BACK PERIOD AND GRACE PERIOD	PAID BACK PERIOD	3 YEARS					0	1	1	1	1	1
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM FAMILY AND FRIENDS	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM FAMILY AND FRIENDS	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT FROM FAMILY AND FRIENDS	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM FROM FAMILY AND FRIENDS	VALUE	INTEREST	YEARLY INTEREST	10%					10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
7	SOURCE OF FINANCING	INTEREST LOAN FROM FROM FAMILY AND FRIENDS	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM FROM FAMILY AND FRIENDS	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM FROM FAMILY AND FRIENDS	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT LOCAL BANK	VALUE	PAID BACK PERIOD AND GRACE PERIOD	PAID BACK PERIOD	2 YEARS					0	1	1	1	1	1
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT LOCAL BANK	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT LOCAL BANK	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	PRINCIPAL LOAN AMOUNT LOCAL BANK	VALUE	TOTAL	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM LOCAL BANK	VALUE	INTEREST	YEARLY INTEREST	20%					20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
7	SOURCE OF FINANCING	INTEREST LOAN FROM LOCAL BANK	VALUE	SEMESTER 1	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0
7	SOURCE OF FINANCING	INTEREST LOAN FROM LOCAL BANK	VALUE	SEMESTER 2	TOTAL PERIOD 2025:2030 ->	0					0	0	0	0	0	0

Section 7 – Source of Financing

YEAR-2 and YEAR-1 should be extracted from actual figures

SUB-ITEM1 SOURCE OF FINANCING enter loan and equity needs from CURRENT YEAR

SUB-ITEM PRINCIPAL ... automatically calculated unless you want to define grace period

SUB-ITEM INTEREST ... automatically calculated. You may change the interest rate by year.

Capital contribution by Existing Shareholders

YEAR-2 is equity value by end of YEAR-2 and YEAR-1 is the delta change versus YEAR-1 occurred in YEAR-1. As such the sum (YEAR-2 + YEAR-1) equal the equity value by YEAR-1

Loan

We assume no existing loan in YEAR-2 and YEAR-1. Enter loan amount from CURRENT YEAR to YEAR6

FinanceData Tab (8/8)

Refresh All Pivots

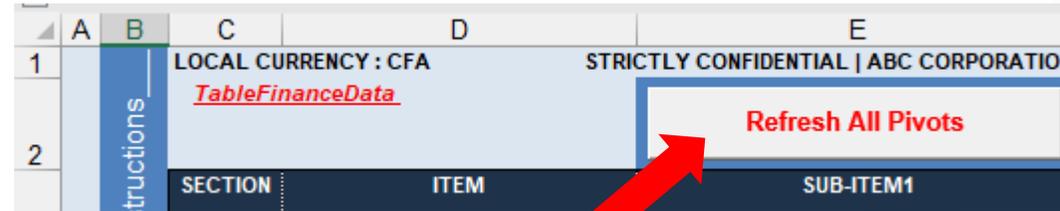
Click on “Refresh All Pivots” button to actualize your FinancePivot and FinanceChart sheets

Analyse the overall results

Look at FinancePivot and FinanceChart sheets

Process iteration

Reiterate the process of inputs entry till you are confident with your business assumptions



	A	B	C	D	E
1			LOCAL CURRENCY : CFA <u>TableFinanceData</u>	STRICTLY CONFIDENTIAL ABC CORPORATION	Refresh All Pivots
2			SECTION	ITEM	SUB-ITEM1

FinanceData Tab FAQ

How do you deal with seasonal workers?

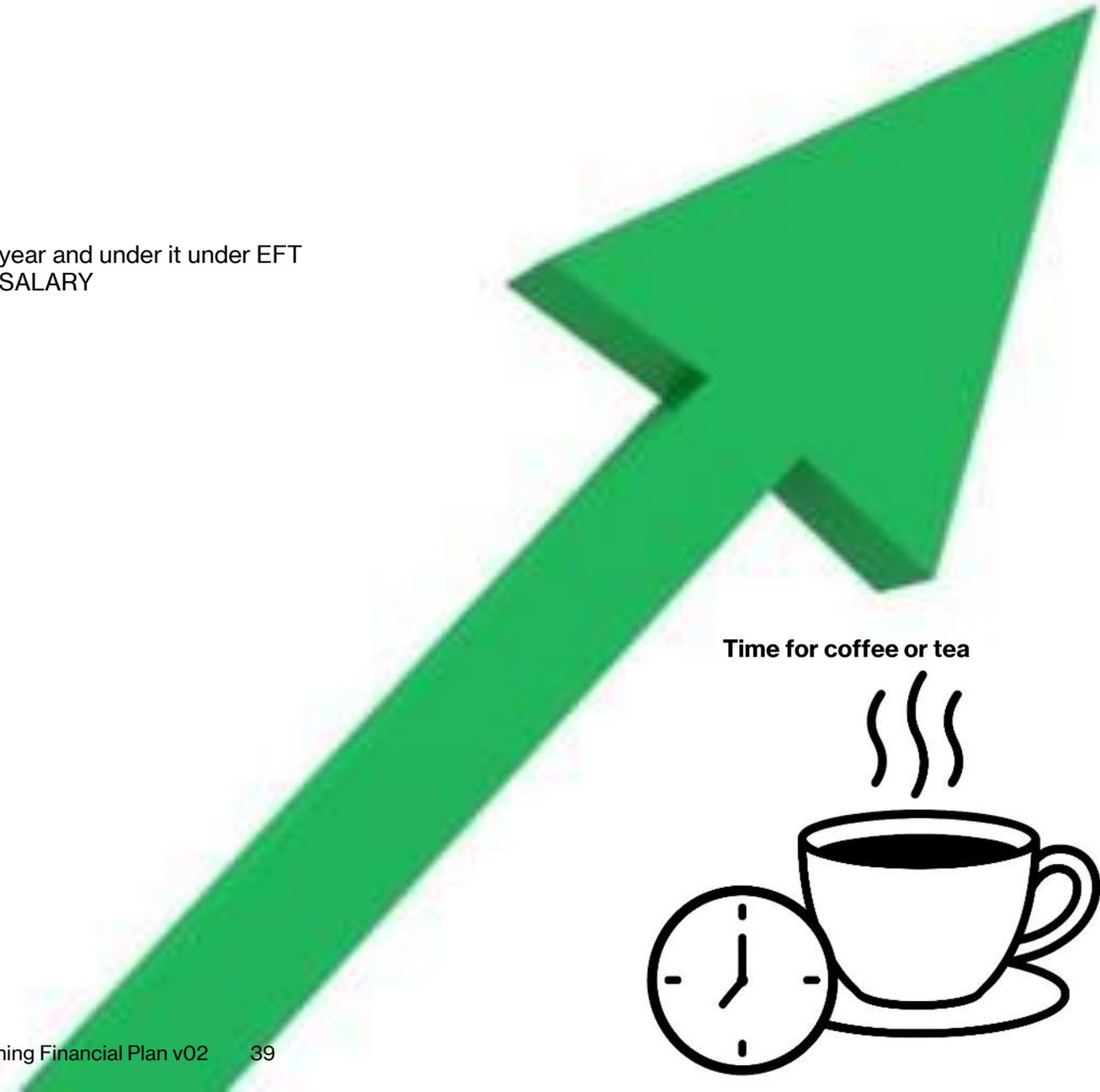
Define a category seasonal workers in the InputsData tab (section 5)

Compute the total equivalent full time (EFT) seasonal workers you contract(ed) during a year and enter it under EFT

Compute an average cost per year of one equivalent full time and enter it under GROSS SALARY

Leave other costs and social security at zero

xx



Time for coffee or tea



PROFIT AND LOSS STATEMENT	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
	ACTUAL 2023	ACTUAL 2024	FORECAST 2025	FORECAST 2026	FORECAST 2027	FORECAST 2028	FORECAST 2029	FORECAST 2030
REVENUE PRODUCTS	8,250,000	64,073,640	139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
REVENUE SERVICES	0	0	0	0	0	0	0	0
TOTAL REVENUE	8,250,000	64,073,640	139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
COST OF GOODS SOLD PRODUCTS	3,500,000	44,062,149	104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
COST OF GOODS SOLD SERVICES	0	0	0	0	0	0	0	0
STOCK VARIATION	0	0	0	0	0	0	0	0
TOTAL COST OF GOODS SOLD	3,500,000	44,062,149	104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
GROSS PROFIT	4,750,000	20,011,491	35,319,702	63,195,963	101,366,613	163,840,200	215,161,680	297,495,500
MARKETING COST	0	5,910,600	7,800,000	10,000,000	18,000,000	30,000,000	40,000,000	60,000,000
STAFF SALARIES	1,260,000	3,780,000	5,475,000	16,113,769	34,080,665	41,436,101	45,771,312	53,863,149
TAXES AND DUTIES ON STAFF	250,200	509,400	153,300	387,450	819,458	996,317	1,100,555	1,295,121
OFFICE COSTS	1,343,119	1,924,191	2,440,000	4,505,000	5,197,950	5,738,489	6,231,293	6,941,432
OTHER EXPENSES	0	3,458,005	580,000	580,000	580,000	580,000	580,000	580,000
TRAVEL & TRANSPORTATION	0	0	0	1,080,000	1,112,400	1,145,772	1,180,145	1,215,550
INSURANCE	0	0	0	1,445,942	2,219,706	3,322,546	4,822,643	6,514,943
MAINTENANCE	132,250	427,000	500,000	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200
THIRD PARTIES	185,000	690,000	4,835,400	18,092,354	16,970,664	16,465,480	19,566,810	23,295,777
TOTAL OPERATING EXPENSES	3,170,569	16,699,196	21,783,700	54,204,515	81,180,843	102,104,704	121,914,758	156,634,172
EBITDA - EARNINGS BEFORE INTEREST, TAXES, DI	1,579,431	3,312,295	13,536,002	8,991,448	20,185,770	61,735,496	93,246,922	140,861,328
AMORTISATIONS	877,140	583,737	658,247	962,833	970,559	1,339,167	1,694,167	1,631,667
EBIT - EARNINGS BEFORE INTEREST AND TAXES	702,291	2,728,558	12,877,755	8,028,615	19,215,211	60,396,329	91,552,755	139,229,662
+ CHANGES IN INVENTORY ON PURCHASES	0	0	0	0	0	0	0	0
+ CHANGES IN RECEIVABLES	0	0	0	0	0	0	0	0
- CHANGES IN OPERATING DEBTS	0	0	0	0	0	0	0	0
INTEREST	0	0	1,750,000	3,325,000	2,625,000	1,925,000	1,225,000	525,000
BANK CHARGES	0	3,500	8,377	15,892	26,934	44,560	60,923	86,750
PROFIT BEFORE TAX	702,291	2,725,058	11,119,378	4,687,723	16,563,277	58,426,769	90,266,833	138,617,912
TAXES	0	0	5,584,595	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
NET PROFIT	702,291	2,725,058	5,534,784	3,281,406	11,594,294	40,898,738	63,186,783	97,032,538

STRICTEMENT CONFIDENTIEL JUST IN TIME SERVICES								
BALANCE SHEET	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
	ACTUAL 2023	ACTUAL 2024	FORECAST 2025	FORECAST 2026	FORECAST 2027	FORECAST 2028	FORECAST 2029	FORECAST 2030
FIXED ASSETS	1,807,071	1,261,639	2,263,392	3,460,559	3,730,000	3,635,833	5,771,667	4,840,000
START-UP COSTS	0	0	0	0	0	0	0	0
FIXED ASSETS	1,807,071	1,261,639	2,263,392	3,460,559	3,730,000	3,635,833	5,771,667	4,840,000
INTANGIBLE ASSETS	0	0	0	0	0	0	0	0
CURRENT ASSETS	837,315	14,714,438	69,510,734	67,204,477	82,245,193	141,849,019	217,979,697	345,016,285
STOCK	0	0	13,036,895	25,208,411	57,922,856	96,471,300	133,369,387	191,390,083
ACCOUNTS RECEIVABLE	419,750	13,330,238	3,203,386	6,077,140	14,714,067	36,514,510	49,922,752	71,086,937
CASH	417,565	1,384,200	53,270,453	35,918,926	9,608,269	8,863,209	34,687,558	82,539,265
ACTIF TOTAL	2,644,386	15,976,077	71,774,126	70,665,036	85,975,193	145,484,852	223,751,363	349,856,285
EQUITY	-330,150	3,725,058	10,259,842	13,541,248	25,135,541	66,034,280	129,221,062	226,253,600
CAPITAL CONTRIBUTION BY EXISTING SHAREHOLDERS	-1,032,441	1,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
CAPITAL CONTRIBUTION BY NEW SHAREHOLDERS	0	0	0	0	0	0	0	0
DEFERRED PROFITS	702,291	2,725,058	8,259,842	11,541,248	23,135,541	64,034,280	127,221,062	224,253,600
DEBTS	2,974,536	12,251,019	61,514,285	57,123,788	60,839,651	79,450,573	94,530,301	123,602,684
LONG TERM	0	0	40,000,000	30,000,000	20,000,000	10,000,000	0	0
BANK LOANS (MORE THAN 1 YEAR TO PAY)	0	0	0	0	0	0	0	0
EXTERNAL LOANS (MORE THAN 1 YEAR TO PAY)	0	0	40,000,000	30,000,000	20,000,000	10,000,000	0	0
SHORT TERM	2,974,536	12,251,019	21,514,285	27,123,788	40,839,651	69,450,573	94,530,301	123,602,684
BANK LOANS (LESS THAN 1 YEAR TO PAY)	0	0	0	0	0	0	0	0
EXTERNAL LOANS (LESS THAN 1 YEAR TO PAY)	0	0	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	0
ACCOUNTS PAYABLE	2,974,536	12,251,019	5,929,690	15,717,471	25,870,668	41,922,542	57,450,251	82,017,311
TAX DEBTS	0	0	5,584,595	1,406,317	4,968,983	17,528,031	27,080,050	41,585,373
PASSIF TOTAL	2,644,386	15,976,077	71,774,126	70,665,036	85,975,193	145,484,852	223,751,363	349,856,285

FinancePivot Tab (1/2)

Profit and Loss Statement

Balance Sheet

Ratios

PivotTables

- PivotTableFinanceData1 Revenue and Gross Profit
- PivotTableFinanceData2 Volume, Average Selling Price
- PivotTableFinanceData3 Operating Expenses
- PivotTableFinanceData4 Staff
- PivotTableFinanceData5 Investments
- PivotTableFinanceData6 Working Capital
- PivotTableFinanceData7 Profit and Loss Statement
- PivotTableFinanceData8 Cash Flow Statement
- PivotTableFinanceData8 Source of Financing

FinancePivot Tab (2/2)

Profit and Loss Statement

Balance Sheet

Ratios

The RATIOS tracks financial metrics to measure performance.

PivotTables

PivotTableFinanceData1	Revenue and Gross Profit
PivotTableFinanceData2	Volume, Average Selling Price
PivotTableFinanceData3	Operating Expenses
PivotTableFinanceData4	Staff
PivotTableFinanceData5	Investments
PivotTableFinanceData6	Working Capital
PivotTableFinanceData7	Profit and Loss Statement
PivotTableFinanceData8	Cash Flow Statement
PivotTableFinanceData8	Source of Financing

RATIOS	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6
	ACTUAL 2023	ACTUAL 2024	FORECAST 2025	FORECAST 2026	FORECAST 2027	FORECAST 2028	FORECAST 2029	FORECAST 2030
PROFIT AND LOSS STATEMENT RATIOS								
GROSS PROFIT / REVENUE		31%	25%	24%	23%	22%	21%	21%
GROSS PROFIT ON PRODUCTS / PRODUCT REVENUE		31%	25%	24%	23%	22%	21%	21%
EBITDA / REVENUE		5%	10%	3%	4%	8%	9%	10%
EBIT / REVENUE		4%	9%	3%	4%	8%	9%	10%
PROFIT BEFORE TAX / REVENUE		4%	8%	2%	4%	8%	9%	10%
NET PROFIT / REVENUE		4%	4%	1%	3%	6%	6%	7%
SOLVENCY RATIOS								
NET WORKING CAPITAL								
CURRENT ASSETS - CURRENT LIABILITIES		2,463,419	47,996,450	40,080,689	41,405,541	72,398,446	123,449,396	221,413,600
PERMANENT EQUITY - FIXED ASSETS		2,463,419	47,996,450	40,080,689	41,405,541	72,398,446	123,449,396	221,413,600
GENERAL FINANCING		2.95	22.21	12.58	12.10	20.91	22.39	46.75
GENERAL DEBT RATIO		3.29	6.00	4.22	2.42	1.20	0.73	0.55
LONG-TERM DEBT RATIO		0.00	3.90	2.22	0.80	0.15	0.00	0.00
DEGREE OF INDEPENDENCE		0.23	0.14	0.19	0.29	0.45	0.58	0.65
LIQUIDITY RATIOS								
CURRENT RATIO		1.20	3.23	2.48	2.01	2.04	2.31	2.79
QUICK RATIO		1.20	2.62	1.55	0.60	0.65	0.90	1.24
CASH RATIO		0.11	2.48	1.32	0.24	0.13	0.37	0.67
BREAK-EVEN								
BREAK-EVEN VOLUME			1,786	3,961	4,829	4,469	4,726	5,441
BREAK-EVEN REVENUE VALUE		55,337,227	88,710,528	231,214,186	363,808,865	468,898,675	583,327,769	769,176,161
BREAK-EVEN REVENUE RATIO		0.86	0.64	0.87	0.81	0.63	0.57	0.53
RETURN FIGURES								
RETURN ON REVENUE		4.25	3.96	1.24	2.58	5.51	6.22	6.71
RETURN ON INVESTMENTS		2.16	2.45	0.95	3.11	11.25	10.95	20.05
RETURN ON TOTAL SOURCES		0.17	0.08	0.05	0.13	0.28	0.28	0.28
RETURN ON EQUITY		0.73	0.54	0.24	0.46	0.62	0.49	0.43

PROFIT AND LOSS STATEMENT

TYPICAL CASE SIMULATION SCENARIO

PROFIT AND LOSS STATEMENT | TYPICAL CASE SIMULATION SCENARIO



	2023	2024	2025	2026	2027	2028	2029	2030
REVENUE	8,250,000	64,073,640	139,614,865	264,863,250	448,903,750	742,668,000	1,015,378,000	1,445,836,000
COST OF GOODS SOLD	3,500,000	44,062,149	104,295,163	201,667,288	347,537,138	578,827,800	800,216,320	1,148,340,500
GROSS PROFIT	4,750,000	20,011,491	35,319,702	63,195,963	101,366,613	163,840,200	215,161,680	297,495,500
OPERATING EXPENSES	3,170,569	16,699,196	21,783,700	54,204,515	81,180,843	102,104,704	121,914,758	156,634,172
EBITDA	1,579,431	3,312,295	13,536,002	8,991,448	20,185,770	61,735,496	93,246,922	140,861,328
EBIT	702,291	2,728,558	12,877,755	8,028,615	19,215,211	60,396,329	91,552,755	139,229,662
PROFIT BEFORE TAX	702,291	2,725,058	11,119,378	4,687,723	16,563,277	58,426,769	90,266,833	138,617,912
NET PROFIT	702,291	2,725,058	5,534,784	3,281,406	11,594,294	40,898,738	63,186,783	97,032,538
NET PROFIT / REVENUE	8.5%	4.3%	4.0%	1.2%	2.6%	5.5%	6.2%	6.7%

FinanceChart Tab (1/4)

Chart

Profit and Loss Statement

RATIOS

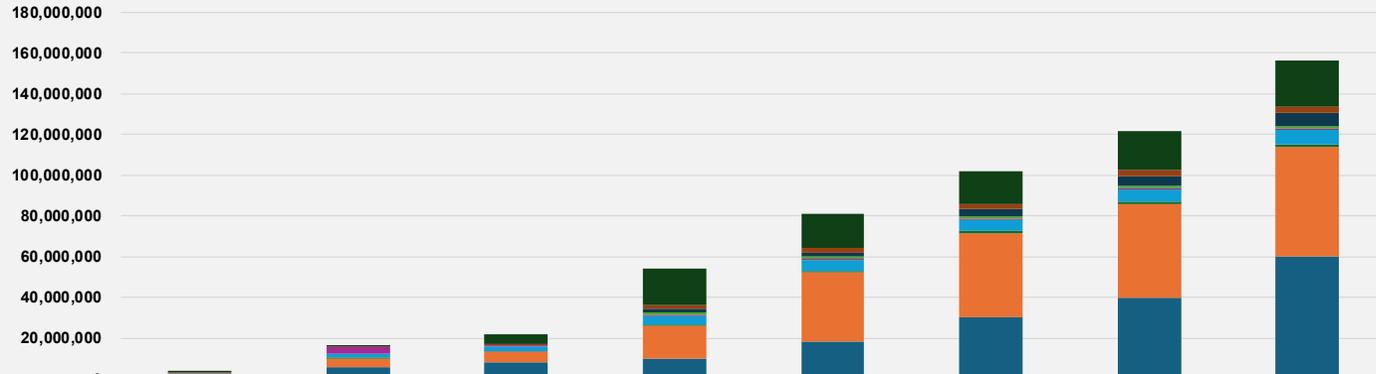
	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6	TYPICAL CASE SIMULATION SCENARIO
	2023	2024	2025	2026	2027	2028	2029	2030	

GROSS PROFIT / REVENUE	57.6%	31.2%	25.3%	23.9%	22.6%	22.1%	21.2%	20.6%
EBITDA / REVENUE	19.1%	5.2%	9.7%	3.4%	4.5%	8.3%	9.2%	9.7%
EBIT / REVENUE	8.5%	4.3%	9.2%	3.0%	4.3%	8.1%	9.0%	9.6%
PROFIT BEFORE TAX / REVENUE	8.5%	4.3%	8.0%	1.8%	3.7%	7.9%	8.9%	9.6%
NET PROFIT / REVENUE	8.5%	4.3%	4.0%	1.2%	2.6%	5.5%	6.2%	6.7%

OPERATING EXPENSES

TYPICAL CASE SIMULATION SCENARIO

OPERATING EXPENSES | TYPICAL CASE SIMULATION SCENARIO



	2023	2024	2025	2026	2027	2028	2029	2030
THIRD PARTIES	185,000	690,000	4,835,400	18,092,354	16,970,664	16,465,480	19,566,810	23,295,777
MAINTENANCE	132,250	427,000	500,000	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200
INSURANCE	0	0	0	1,445,942	2,219,706	3,322,546	4,822,643	6,514,943
TRAVEL & TRANSPORTATION	0	0	0	1,080,000	1,112,400	1,145,772	1,180,145	1,215,550
OTHER EXPENSES	0	3,458,005	580,000	580,000	580,000	580,000	580,000	580,000
OFFICE COSTS	1,343,119	1,924,191	2,440,000	4,505,000	5,197,950	5,738,489	6,231,293	6,941,432
TAXES AND DUTIES ON STAFF	250,200	509,400	153,300	387,450	819,458	996,317	1,100,555	1,295,121
STAFF SALARIES	1,260,000	3,780,000	5,475,000	16,113,769	34,080,665	41,436,101	45,771,312	53,863,149
MARKETING COST	0	5,910,600	7,800,000	10,000,000	18,000,000	30,000,000	40,000,000	60,000,000

FinanceChart Tab (2/4)

Chart

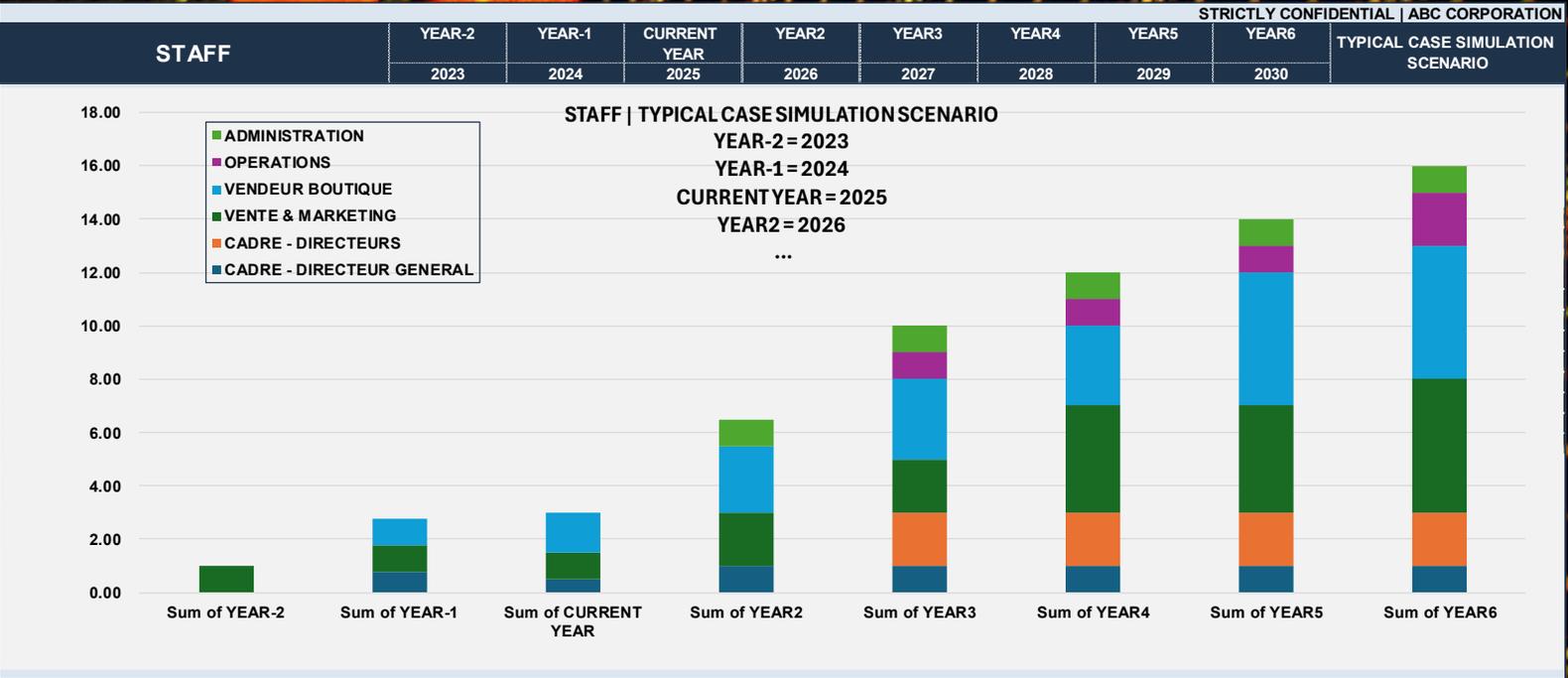
Operating Expense

RATIOS	YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEAR5	YEAR6	TYPICAL CASE SIMULATION SCENARIO
	2023	2024	2025	2026	2027	2028	2029	2030	
MARKETING COST	0.0%	35.4%	35.8%	18.4%	22.2%	29.4%	32.8%	38.3%	
STAFF SALARIES	39.7%	22.6%	25.1%	29.7%	42.0%	40.6%	37.5%	34.4%	
TAXES AND DUTIES ON STAFF	7.9%	3.1%	0.7%	0.7%	1.0%	1.0%	0.9%	0.8%	
OFFICE COSTS	42.4%	11.5%	11.2%	8.3%	6.4%	5.6%	5.1%	4.4%	
OTHER EXPENSES	0.0%	20.7%	2.7%	1.1%	0.7%	0.6%	0.5%	0.4%	
TRAVEL & TRANSPORTATION	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
INSURANCE	0.0%	0.0%	0.0%	2.7%	2.7%	3.3%	4.0%	4.2%	
MAINTENANCE	4.2%	2.6%	2.3%	3.7%	2.7%	2.4%	2.2%	1.9%	
THIRD PARTIES	5.8%	4.1%	22.2%	33.4%	20.9%	16.1%	16.0%	14.9%	

FinanceChart Tab (3/4)

Chart

Staffing Headcount



CASH FLOW STATEMENT

YEAR-2	YEAR-1	CURRENT YEAR	YEAR2	YEAR3	YEAR4	YEARS	YEAR6	TYPICAL CASE SIMULATION SCENARIO
2023	2024	2025	2026	2027	2028	2029	2030	

CASH FLOW STATEMENT | TYPICAL CASE SIMULATION SCENARIO



	WORKING CAPITAL	SOURCE OF FINANCING	INTEREST	PRINCIPAL LOAN AMOUNT	CASH POSITION AT END OF PERIOD
2023	0	-1,032,441	0	0	417,565
2024	54,050	1,330,150	0	0	1,384,200
2025	2,270,453	51,000,000	-1,750,000	0	53,270,453
2026	45,918,926	0	-3,325,000	-10,000,000	35,918,926
2027	19,608,269	0	-2,625,000	-10,000,000	9,608,269
2028	18,863,209	0	-1,925,000	-10,000,000	8,863,209
2029	44,687,558	0	-1,225,000	-10,000,000	34,687,558
2030	92,539,265	0	-525,000	-10,000,000	82,539,265

FinanceChart Tab (4/4)

Chart

Cash Flow Statment

Simulation

Simulation Best-Case and Worst-Case Scenarios

Set your parameters in the InputsData sheet

Select your Scenario

Select your scenario in Dropbox in cell H2 of the Finance sheet

Refresh All Pivots

Click on “Refresh All Pivots” button to actualize your FinancePivot and FinanceChart sheets

Analyse the overall results

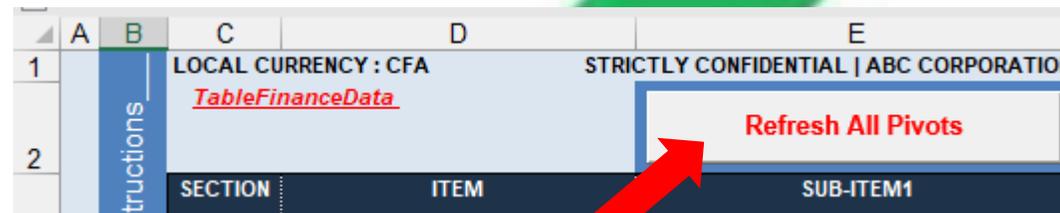
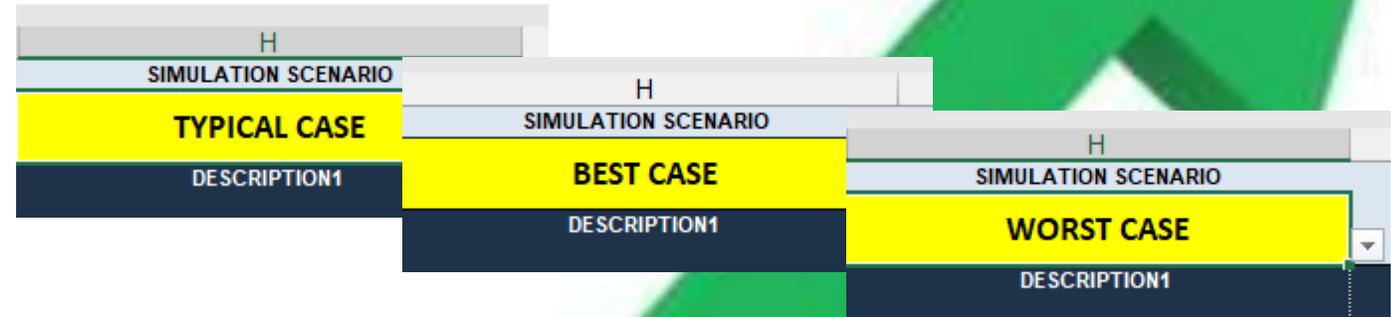
Look at FinancePivot and FinanceChart sheets

Process iteration

Reiterate the process of inputs entry till you are confident with your business assumptions

Do not forget to set your scenario at “TYPICAL CASE” and refresh all the pivots at the end

ITEM_EN	DESCRIPTION1	DESCRIPTION2	VALUE
SIMULATION SCENARIO	WORST CASE	TYPICAL CASE	BEST CASE
REVENUE PRODUCTS	95%	100%	120%
COST OF GOODS SOLD PRODUCTS	110%	100%	95%
REVENUE SERVICES	60%	100%	120%
COST OF GOODS SOLD SERVICES	110%	100%	95%
MARKETING COST	125%	100%	85%
STAFF SALARIES	125%	100%	85%
TAXES AND DUTIES ON STAFF	125%	100%	85%
OFFICE COSTS	110%	100%	90%
OTHER EXPENSES	110%	100%	90%
TRAVEL & TRANSPORTATION	110%	100%	90%
INSURANCE	110%	100%	90%
MAINTENANCE	110%	100%	90%
THIRD PARTIES	120%	100%	85%



Plan Validation and Review

Validation and Review

Verification and Iteration

Verify inputs in the financial plan to ensure their accuracy and relevance.

Best Practices for accuracy : regularly updating assumptions and maintaining backup versions improve financial plan reliability.

Peer Review Importance

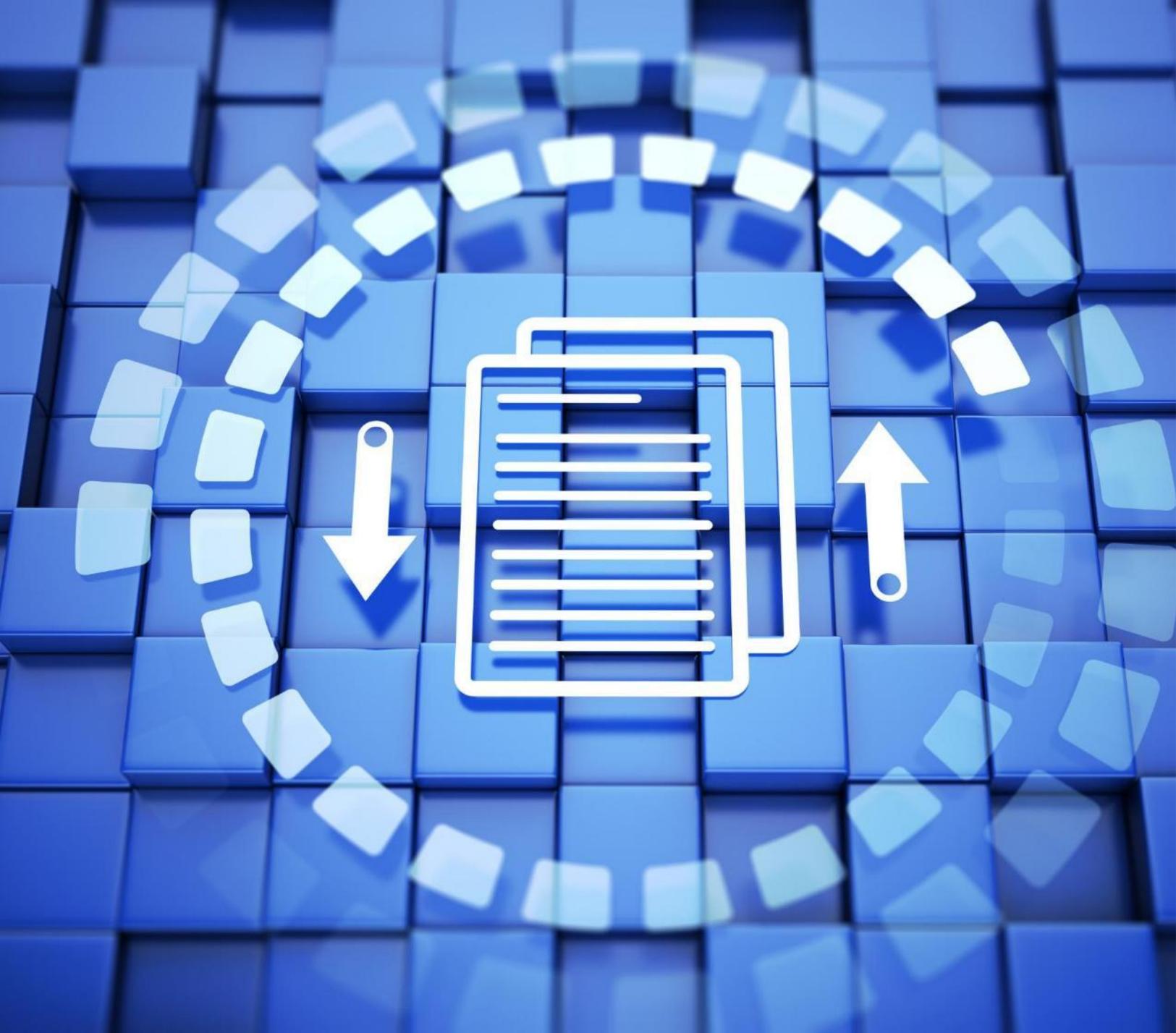
Engage peer reviews to catch errors and improve the reliability and credibility of the financial plan.

Totals Check

Check totals match in the Instructions Sheet. All checks should be TRUE

SHEET	ITEM	COMMENT
Check	'RevenueData' sheet Check Total	TRUE
Check		
Check	'RevenueData' sheet Check TURNOVER	TRUE
Check	'RevenueData' sheet Check GROSS MARGIN	TRUE
Check		
Check	'FinanceData' sheet Check Globally	TRUE
Check	'FinanceData' sheet Check Gross Margin on Products	TRUE
Check	'FinanceData' sheet Check Gross Margin on Services	TRUE
Check	'FinanceData' sheet Check Gross Margin	TRUE
Check	'FinanceData' sheet Check Operating Expenses	TRUE
Check	'FinanceData' sheet Check Operating Expenses %	TRUE
Check		
Check	'FinancePivot' sheet Check Net Profit	TRUE
Check	'FinancePivot' sheet Assets = Liabilities	TRUE
Check		





Exporting and Sharing

Print as PDF

You may print some pages of the workbook

Copy / Paste

You may transfer some PivotTables or Charts in your business plan file

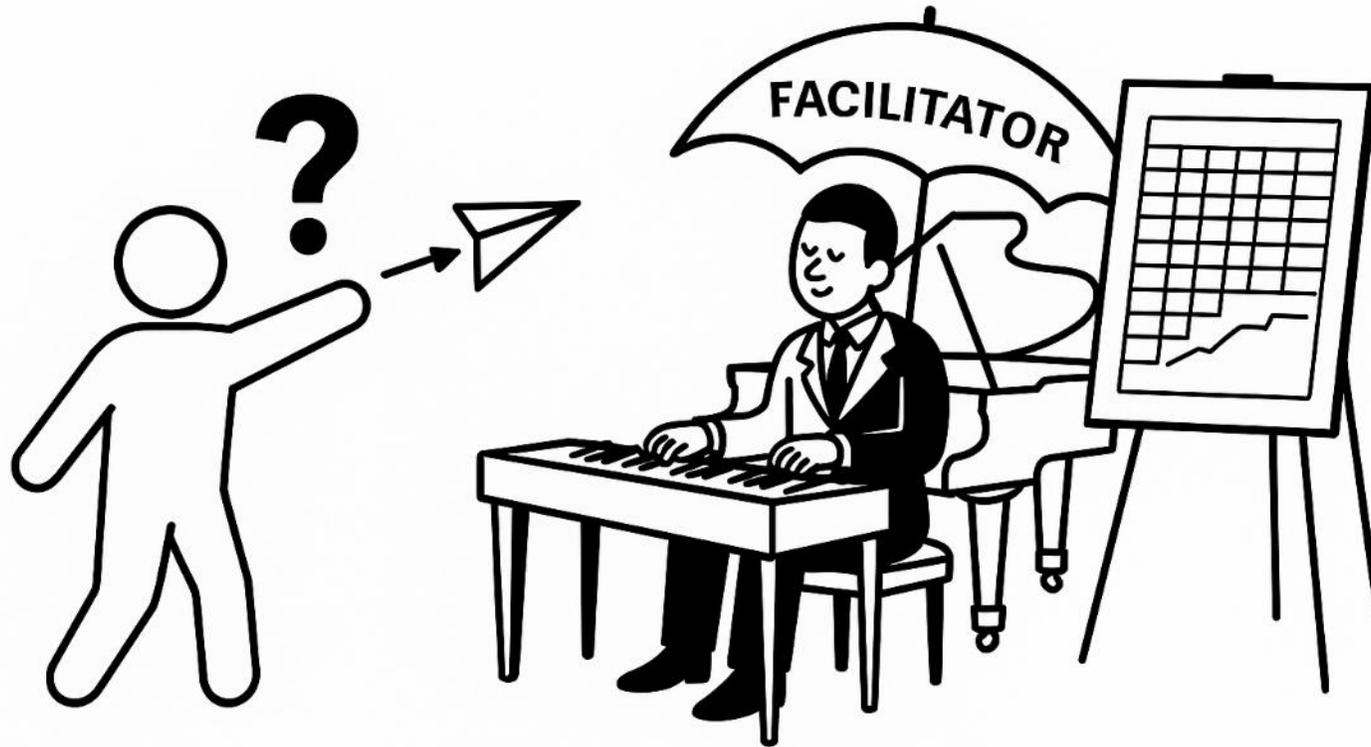
Version Control Importance

Tracking plan changes over time ensures accuracy and accountability in updates. You may change the date of your workbook filename

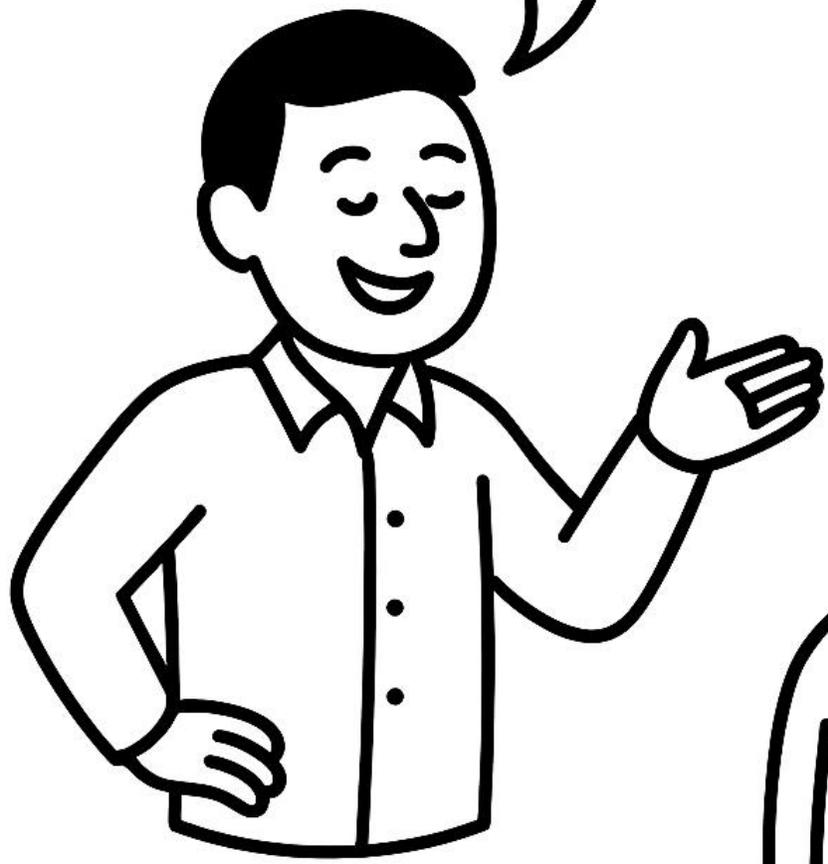
Q&A

Q&A

You may shoot your questions not the pianist !!!



*Enjoy the
spreadsheet.
Don't worry.*



Thank You

Jean Beka