

# Universal Funding Proposal Model

## Overview

(B)



*"My interest is in the future because I am going to spend the rest of my life there. "*

**C.F. Kettering**

# What The Model Provides?

- A detailed 5-year forecast model
  - ✓ Years 1 and 2 detailed by month
  - ✓ Years 3 to 5 detailed per year
- Understand and Plan for the Future
- Model the Impact of Funding
- Support Funding Applications

*The 'Universal' Model can be used with any Accounting system*

# Step 1 - Instructions

Step	Model Tab
<b>Monthly P&amp;L Tab</b>	
1	Prepare a spreadsheet with as much history (up to 5 years) from the most recent date the accounts are complete to as per <b>Sample P&amp;L tab</b>
2	The first column should contain the P&L nominal descriptions and each month should be listed from the next column onwards, starting with the most recent month
3	Copy the P&L you have prepared and paste it into the section provided ( <b>yellow cells for nominal descriptions and orange cells for values</b> )
4	Select the Chart of Accounts category next to each P&L nominal being sure to <b>exclude any Headings, Sub-headings and totals</b>
5	Select the Year and Month the accounts are complete to from the drop down boxes provided (the remaining months will auto populate)
6	Enter the company name in the box provided
<b>Closing Balance Sheet Tab</b>	
7	Prepare a spreadsheet with the Balance sheet for the period up to the most recent date the accounts are complete to ( <b>this should be the same month as the most recent month in your P&amp;L history</b> )
8	The first column should contain the Balance Sheet nominal descriptions and the second should contain the closing balances
9	Copy the Balance Sheet you have prepared and paste it into the section provided ( <b>yellow cells for nominal descriptions and orange cells for values</b> )
10	Select the Chart of Accounts category next to each Balance Sheet nominal being sure to <b>exclude any Headings, Sub-headings and totals</b>
<b>Baseline Forecast Tab</b>	
<i>This tab is used to set an assumed baseline of the business' performance over the next 5 years</i>	
11	Review performance over the past 24 months ensuring the totals and sub totals match the P&L you have prepared
<b>Sales forecast</b>	
12	The % Applied column will provide you with the year on year % movement by nominal over the past 6 months
13	You can change the automatically generated forecast by either: Entering a year on year (YOY %) increase or decrease for each nominal in the % Applied column (this will maintain the prior year phasing) Adjust individual months (next 24 months only) by over-typing the figure generated (once this has been done the YoY % entered will not impact that cell)
14	Adjust the forecast assumptions for Yr3 - Yr5 by either: Entering a year on year (YOY %) increase or decrease for each nominal in the YoY % column Entering the £ forecast for each nominal in the Yr. Total column <i>changing a % will not amend the forecast once a forecast value has been entered</i>
15	Add a forecast for any new customers / sales channels in the rows provided
<b>Gross Margin</b>	
16	The % Applied column will provide you with the Margin % achieved over the past 6 months
17	You can change the automatically generated forecast by either: Entering the average Gross Margin % which will generate the same Gross Margin % for each month in that year Adjust individual months (next 24 months only) by over-typing the figure generated (once this has been done the YoY % entered will not impact that cell)
<b>Overheads</b>	
18	Use or decrease for each cost line (this will maintain the prior year phasing)
19	months only) by over-typing the figure generated (once this has been done the YoY % entered will not impact that cell)
20	es in the rows provided
21	on including Depreciation, Interest Paid or Tax are automatically set to zero as they are calculated on the 3 Way Forecast tab
22	If you wish to fore... Debts, please use the row provided. This will ensure the correct P&L, Balance Sheet and Cashflow treatment
<div style="border: 2px solid red; padding: 5px; display: inline-block; color: white; background-color: green;"> <b>Tab 1: Step by Step Instructions</b> </div>	
<div style="display: flex; justify-content: space-between; border-top: 1px solid black; padding-top: 5px;"> <span>Process</span> <span>Sample P&amp;L</span> <span>Sample Balance Sheet</span> <span>Monthly P&amp;L</span> <span>Closing Balance Sheet</span> <span>Baseline Forecast</span> <span>Baseline Balance Sheet</span> <span>Baseline 3 Way Forecast</span> </div>	

# Step 2 – Profit and Loss Template

Company Name	Demo Company Limited					
Sales	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Oct-19
Sales Nominal 1	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 2	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 3	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 4	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 5	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 6	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 7	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 8	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 9	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 10	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 11	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 12	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 13	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 14	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
Sales Nominal 15	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17
<b>Total Sales</b>	<b>£40,264.18</b>	<b>£40,063.86</b>	<b>£39,864.54</b>	<b>£39,666.21</b>	<b>£39,468.87</b>	<b>£39,272.50</b>
<b>Cost of Sales</b>						
Cost of Sales Nominal 1	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 2	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 3	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 4	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 5	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 6	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 7	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 8	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 9	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 10	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 11	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 12	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 13	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 14	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 15	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
<b>Total Cost of Sales</b>	<b>£3,750.00</b>	<b>£3,750.00</b>	<b>£3,750.00</b>	<b>£3,750.00</b>	<b>£3,750.00</b>	<b>£3,750.00</b>
<b>Overheads</b>						

Tab 2: Sample P&L

# Step 3 - Balance Sheet Template

	Total
<b>Fixed Assets</b>	
Goodwill	£50,000.00
Fixed Asset Nominal 2	£50,000.00
Fixed Asset Nominal 3	£50,000.00
Fixed Asset Nominal 4	£50,000.00
Fixed Asset Nominal 5	£50,000.00
Fixed Asset Nominal 6	(£35,000.00)
Fixed Asset Nominal 7	(£35,000.00)
Fixed Asset Nominal 8	(£35,000.00)
Fixed Asset Nominal 9	(£35,000.00)
Fixed Asset Nominal 10	(£35,000.00)
<b>Total Fixed Assets</b>	<b>£75,000.00</b>
<b>Current Assets</b>	
Current Asset Nominal 1	2,654.00
Current Asset Nominal 2	9,548.00
Current Asset Nominal 3	365.00
Current Asset Nominal 4	2,458.00
Current Asset Nominal 5	2,654.00
Current Asset Nominal 6	215.00
Current Asset Nominal 7	2,544.00
Current Asset Nominal 8	7,593.25
Current Asset Nominal 9	254.00
Current Asset Nominal 10	25,680.73
Current Asset Nominal 11	23,781.90
Current Asset Nominal 12	215.00
Current Asset Nominal 13	5,485.00
Current Asset Nominal 14	21.00
Current Asset Nominal 15	8,848.00
<b>Total Current Assets</b>	<b>£92,316.88</b>
<b>Current liabilities</b>	
Current Liability Nominal 1	6,542.00
Current Liability Nominal 2	63.00
Current Liability Nominal 3	
Current Liability Nominal 4	
Current Liability Nominal 5	
Current Liability Nominal 6	9,874.00

Navigation: < > Process Sample P&L **Sample Balance Sheet**

**Tab 2: Sample Balance Sheet**



# Tab 4 - Copy and Paste P&L History

Company Name		Demo Company Ltd					
		Latest Month	Month -1	Month -2	Month -3	Month -4	Month -5
Year >>>		2020	2020	2020	2019	2019	2019
Month >>>		Mar	Feb	Jan	Dec	Nov	Oct
Chart of Accounts Category	P&L Structure						
Select Category	Sales						
Sales	Sales Nominal 1	£13,464.16	£11,512.06	£9,130.28	£27,376.24	£17,394.50	£13,464.16
Sales	Sales Nominal 2	£10,771.33	£9,209.65	£7,304.22	£21,900.99	£13,915.60	£10,771.33
Sales	Sales Nominal 3	£8,617.06	£7,367.72	£5,843.38	£17,520.79	£11,132.48	£8,617.06
Sales	Sales Nominal 4	£6,893.65	£5,894.17	£4,674.70	£14,016.63	£8,905.99	£6,893.65
Sales	Sales Nominal 5	£5,514.92	£4,715.34	£3,739.76	£11,213.31	£7,124.79	£5,514.92
Sales	Sales Nominal 6	£4,411.94	£3,772.27	£2,991.81	£8,970.65	£5,699.83	£4,411.94
Sales	Sales Nominal 7	£3,529.55	£3,017.82	£2,393.45	£7,176.52	£4,559.86	£3,529.55
Sales	Sales Nominal 8	£2,823.64	£2,414.25	£1,914.76	£5,741.21	£3,647.89	£2,823.64
Sales	Sales Nominal 9	£2,258.91	£1,931.40	£1,531.81	£4,592.97	£2,918.31	£2,258.91
Select Category							
Select Category							
Select Category	Total Sales	£58,285.17	£49,834.69	£39,524.15	£118,509.31	£75,299.26	£58,285.17
Select Category							
Select Category							
Select Category							
Select Category							
Select Category	Cost of Sales						
Cost of Sales	Cost of Sales Nominal 1	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 2	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 3	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 4	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 5	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 6	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 7	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 8	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 9	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Cost of Sales	Cost of Sales Nominal 10	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00	£2,250.00
Select Category							

**Tab 4: Monthly Profit and Loss**

# Step 5 – Copy and Paste Closing Balance

Closing Balance Sheet		
Chart of Accounts Category	Balance Sheet Structure	Total
Please Select	<b>Fixed Assets</b>	
Fixed Assets	Goodwill	£50,000.00
Fixed Assets	Fixed Asset Nominal 2	£50,000.00
Fixed Assets	Fixed Asset Nominal 3	£50,000.00
Fixed Assets	Fixed Asset Nominal 4	£50,000.00
Fixed Assets	Fixed Asset Nominal 5	£50,000.00
Fixed Assets	Fixed Asset Nominal 6	(£35,000.00)
Fixed Assets	Fixed Asset Nominal 7	(£35,000.00)
Fixed Assets	Fixed Asset Nominal 8	(£35,000.00)
Fixed Assets	Fixed Asset Nominal 9	(£35,000.00)
Fixed Assets	Fixed Asset Nominal 10	(£35,000.00)
Please Select	<b>Total Fixed Assets</b>	<b>£75,000.00</b>
Please Select	<b>Current Assets</b>	
Current Assets	Bank Account	26,458.00
Current Assets	Accounts Receivable	76,452.00
Current Assets	Rent Deposit	15,000.00
Current Assets	Paypal Account	7,854.00
Current Assets	Stock	115,698.00
Please Select	<b>Total Current Assets</b>	<b>£241,462.00</b>
Please Select	<b>Current liabilities</b>	
Current Liabilities	Corporation Tax Liability	15,000.00
Current Liabilities	PAYE Liability	8,654.00
Current Liabilities	Pension Liability	2,654.00
Current Liabilities	Accounts Payable	45,894.00
Current Liabilities	Bank Loan	5,000.00
Current Liabilities	VAT Liability	11,654.00
Please Select	<b>Total Current Liabilities</b>	<b>£88,856.00</b>
Please Select	<b>Long Term Liabilities</b>	
Long Term Liabilities	IP	25,000.00
Please Select	<b>Total Long Term liabilities</b>	<b>£25,000.00</b>

**Tab 5: Closing Balance Sheet**



# Step 6 – Enter the Baseline Forecast

	2020	YoY %			YoY %				%	Forecast					
	Mar	TY	LY	YoY%	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Applied YoY %	Apr	May	Jun	Jul	Aug	Sep
<b>Sales</b>															
Sales Nominal 1	13,464	215,081	204,839	5.0%	5%	5%	5%	5%						6,837	6,037
Sales Nominal 2	10,771	172,065	163,872	5.0%	5%	5%	5%	5%						5,470	4,843
Sales Nominal 3	8,617	137,652	131,097				5%	5%						4,376	3,875
Sales Nominal 4	6,894	110,122	104,878				5%	5%						3,501	3,107
Sales Nominal 5	5,515	88,097	83,902				5%	5%						2,801	2,487
Sales Nominal 6	4,412	70,478	67,122				5%	5%						2,240	1,987
Sales Nominal 7	3,530	56,382	53,697				5%	5%						1,792	1,587
Sales Nominal 8	2,824	45,106	42,958	5.0%	5%	5%	5%	5%						1,434	1,277
Sales Nominal 9	2,259	36,085	34,366	5.0%	5%	5%	5%	5%						1,147	1,016
<b>Other</b>															
New Customer 1															
New Customer 2															
New Customer 3															
New Customer 4															
New Customer 5															
New Customer 6															
New Customer 7															
New Customer 8															
New Customer 9															
New Customer 10															
New Customer 11															
New Customer 12															
New Customer 13															
New Customer 14															
New Customer 15															
<b>Total Sales</b>	58,285	821,068	806,722	5.0%	5%	5%	5%	5%		0	0	0	0	29,598	26,207
<b>Cost of Sales</b>	(22,500)				0.0%	0.0%	0.0%	0.0%		0	0	0	0	(9,489)	(8,402)
<b>Gross Margin</b>	35,785									0	0	0	0	20,109	17,805

History Automatically Populated

Enter Assumptions for the Future

Tab 6: Baseline Forecast

# Step 7 – Treatment of Balance Sheet Baseline

Demo Company Ltd Balance Sheet Assumptions							
	Balance	Treatment		Balance	Treatment		
Current Assets	Stock	115,698	Stock / W.I.P	Current Liabilities	Accounts Payable	45,894	Payable
	Accounts Receivable	76,452	Receivable		Corporation Tax Liability	15,000	Corporation Tax
	Bank Account	26,458	Cash		VAT Liability	11,654	VAT
	Rent Deposit	15,000	Other		PAYE Liability	8,654	Payable
	Paypal Account	7,854	Cash		Bank Loan	5,000	Debt
					Pension Liability	2,654	Payable
						Long Term Liabilities	
						IP Court Case	

Tab 6: Baseline Balance Sheet

Monthly P&L | Closing Balance Sheet | Baseline Forecast | **Baseline Balance Sheet** | Baseline 3 Way Forecast | Funding Forecast | Funding Balance Sheet | Funding 3 Way Forecast

# Step 8 – Forecast Assumptions

Demo Company Ltd Summary P&L, Balance Sheet & Cashflow Forecast												
	This Year Total	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
<b>Assumptions</b>												
Depreciation (% of Fixed Assets)	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%
Interest (% of Debt Open Balance)	12.6%	7.9%	7.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts Receivable (Days)	30	27	20	14	11	30	50	63	90	141	134	138
Inventory (Days)	156	168	180	195	210	210	210	210	210	210	200	190
Accounts Payable (Days)	31	30	29	29	32	46	58	45	41	43	39	40
Corporation Tax Liability (addition only)	15,000											
Corporation Tax Payment										15,000		
Dividend/Owner Payment / (Receipt)		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Capital Expenditure						4,000	4,000	4,000	4,000	4,000	4,000	4,000
Debt Issued (Repaid)		(2,500)	(2,500)									
Equity Issued (Repaid)												
<b>Profit &amp; Loss</b>												
Revenue		-	-	-	-	29,598	26,207	19,906	37,650	59,255	19,762	37,376
Cost of Sales		-	-	-	-	9,489	8,402	6,382	12,071	18,997	6,336	11,983
Gross Margin	661,068	-	-	-	-	20,109	17,805	13,524	25,579	40,257	13,426	25,393
Gross Margin %	71.0%					67.9%	67.9%	67.9%	67.9%	67.9%	67.9%	67.9%
Salaries & Dividends	80,265	1,000	1,000	1,000	1,000	1,665	1,670	1,675	3,359	3,369	3,379	5,084
Overheads	327,039	10,112	20,119	20,125	19,131	24,667	24,738	26,111	26,189	26,268	26,347	26,426
Depreciation & Amortisation	12,000	676	657	640	622	606	697	787	873	958	1,040	1,120
Interest	628	33	16	-	-	-	-	-	-	-	-	-
Total Expenses	419,932	11,821	21,793	21,765	20,754	26,937	27,105	28,572	30,422	30,595	30,766	32,631
Profit before tax	241,136	(11,821)	(21,793)	(21,765)	(20,754)	(6,829)	(9,300)	(15,048)	(4,843)	9,662	(17,340)	(7,238)
Corporation Tax (assumed)		0	0	0	0	0	0	0	0	0	0	0
Profit after tax	241,136	(11,821)	(21,793)	(21,765)	(20,754)	(6,829)	(9,300)	(15,048)	(4,843)	9,662	(17,340)	(7,238)
<b>Balance Sheet</b>												
<b>Assets</b>												
Cash	34,312	25,243	5,352	(4,366)	18,769	18,769	(29,674)	(67,755)	(96,030)	(129,228)	(134,613)	(138,060)
Accounts Receivable	76,452	64,984	45,037	28,081	18,769	18,769	65,953	71,872	93,642	123,560	110,456	108,715

Green - Data Entry Fields

Tab 8: Baseline 3 Way Forecast

# Step 9 – With Funding Forecast

	Baseline Yr1		YoY%	Var %	Revised Scenario for Year 1 (next 12 months)												Yr1 Total
					Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
<b>Sales</b>																	
Sales Nominal 1	63,172	(70.6%)	0.0%					6,837	6,054	4,598	8,697	13,688	4,565	8,634	10,098		63,172
Sales Nominal 2	50,538	(70.6%)	0.0%					5,470	4,843	3,679	6,958	10,950	3,652	6,907	8,078		50,538
Sales Nominal 3	40,430	(70.6%)	0.0%					4,376	3,875	2,943	5,566	8,760	2,922	5,526	6,463		40,430
Sales Nominal 4	32,344	(70.6%)	0.0%					3,501	3,100	2,354	4,453	7,008	2,337	4,421	5,170		32,344
Sales Nominal 5	25,875	(70.6%)	0.0%					2,801	2,480	1,884	3,562	5,607	1,870	3,537	4,136		25,875
Sales Nominal 6	20,700	(70.6%)	0.0%					2,240	1,984	1,507	2,850	4,485	1,496	2,829	3,309		20,700
Sales Nominal 7	16,560	(70.6%)	0.0%					1,792	1,587	1,205	2,280	3,588	1,197	2,263	2,647		16,560
Sales Nominal 8	13,248	(70.6%)	0.0%					1,434	1,270	964	1,824	2,871	957	1,811	2,118		13,248
Sales Nominal 9	10,599	(70.6%)	0.0%					1,147	1,016	771	1,459	2,296	766	1,449	1,694		10,599
Other			0.0%														
New Customer 1			0.0%														
New Customer 2			0.0%														
New Customer 3			0.0%														
New Customer 4			0.0%														
New Customer 5			0.0%														
New Customer 6			0.0%														
New Customer 7			0.0%														
New Customer 8			0.0%														
New Customer 9			0.0%														
New Customer 10			0.0%														
New Customer 11			0.0%														
New Customer 12			0.0%														
New Customer 13			0.0%														
New Customer 14			0.0%														
New Customer 15			0.0%														
<b>Total Sales</b>	<b>273,467</b>	<b>(70.6%)</b>		0	0	0	0	29,598	26,207	19,906	37,650	59,255	19,762	37,376	43,714		273,467
<b>Cost of Sales</b>	<b>(87,675)</b>	<b>(67.5%)</b>		0	0	0	0	(9,489)	(8,402)	(6,382)	(12,071)	(18,997)	(6,336)	(11,983)	(14,015)		(87,675)
<b>Gross Margin</b>	<b>185,792</b>	<b>(71.9%)</b>		0	0	0	0	20,109	17,805	13,524	25,579	40,257	13,426	25,393	29,699		185,792
<b>Gross Margin %</b>	<b>67.9%</b>	<b>(3.1%)</b>	0.0%	67.9%	67.9%	67.9%	67.9%	67.9%					67.9%	67.9%	67.9%	67.9%	67.9%
<b>Overheads</b>																	
Salaries	29,301	(63.5%)	0.0%	1,000	1,000	1,000	1,000	1,665				3,369	3,379	5,084	5,100		29,301
Rent	36,000	(25.0%)	0.0%				4,000	4,000		4,000	4,000	4,000	4,000	4,000	4,000		36,000

Tab 9: Funding Forecast



# Step 10 – 3 Way Forecast With Funding

Generate Funding Proposal		Demo Company Ltd Summary P&L, Balance Sheet & Cashflow Forecast											
	This Year Total	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
<b>Assumptions</b>													
Depreciation (% of Fixed Assets)	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	32.4%	
Interest (% of Debt Open Balance)	0.0%	7.9%	7.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Accounts Receivable (Days)	30	27	20	14	11	30	50	63	90	141	134	138	
Inventory (Days)	156	168	180	195	210	210	210	210	210	210	200	190	
Accounts Payable (Days)	31	30	29	29	32	46	58	45	41	43	39	40	
Corporation Tax Liability (addition only)	15,000	0	0	0	0	0	0	0	0	0	0	0	
Corporation Tax Payment		0	0	0	0	0	0	0	0	15,000	0	0	
Dividend/Owner Payment / (Receipt)		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	
Capital Expenditure		0	0	0	0	4,000	4,000	4,000	4,000	4,000	4,000	4,000	
Debt Issued (Repaid)		(2,500)	(2,500)	150,000	0	0	0	0	0	0	0	0	
Equity Issued (Repaid)		0	0	0	0	0	0	0	0	0	0	0	
<b>Profit &amp; Loss</b>													
Revenue		-	-	-	-	29,598	26,207	19,906	37,650	59,255	19,762	37,376	
Cost of Sales		-	-	-	-	9,489	8,402	6,382	12,071	18,997	6,336	11,983	
Gross Margin		-	-	-	-	20,109	17,805	13,524	25,579	40,257	13,426	25,393	
Gross Margin %						67.9%	67.9%	67.9%	67.9%	67.9%	67.9%	67.9%	
Salaries & Dividends	80,265	1,000	1,000	1,000	1,000	1,665	1,670	1,675	3,359	3,369	3,379	5,084	
Overheads	327,667	10,112	20,119	20,125	19,131	24,667	24,738	26,111	26,189	26,268	26,347	26,426	
Depreciation & Amortisation	12,000	676	657	640	622	606	697	787	873	958	1,040	1,120	
Interest	-	33	16	-	-	-	-	-	-	-	-	-	
Total Expenses	419,932	11,821	21,793	21,765	20,754	26,937	27,105	28,572	30,422	30,595	30,766	32,631	
Profit before tax	241,136	(11,821)	(21,793)	(21,765)	(20,754)	(6,829)	(9,300)	(15,048)	(4,843)	9,662	(17,340)	(7,238)	
Corporation Tax (assumed)		0	0	0	0	0	0	0	0	0	0	0	
Profit after tax	241,136	(11,821)	(21,793)	(21,765)	(20,754)	(6,829)	(9,300)	(15,048)	(4,843)	9,662	(17,340)	(7,238)	
<b>Balance Sheet</b>													
<b>Assets</b>													
Cash	34,312	25,243	5,352	145,634	135,690	133,730	120,326	78,892	70,676	20,772	15,387	11,940	
Accounts Receivable	76,452	64,984	45,037	28,081	18,769	46,143	65,953	78,892	123,560	110,456	108,715	108,715	
Stock / W.I.P	115,698	113,918	110,959	108,185	103,562	96,076	87,965	78,892	70,676	58,453	50,056	50,056	

Enter Detail of Loans and Repayment Plans

Tab 10: Funding 3 Way Forecast



# Step 11 – Forecast Commentary & Report Generation

The screenshot displays the VFD software interface. At the top, a green header bar contains the text "Profitability Forecast for Demo Company Ltd" and a button labeled "Create Forecast Report PDF". A red callout box points to this button with the text "Click to Create Forecast Report PDF". The main content area features the VFD logo (a green circle with "vfd" in white) and the text "virtual finance director". At the bottom, a navigation bar shows several tabs: "Baseline Forecast", "Baseline Balance Sheet", "Baseline 3 Way Forecast", "Funding Forecast", "Funding Balance Sheet", "Funding 3 Way Forecast", and "Forecast Report". A red callout box points to the "Forecast Report" tab with the text "Tab 11: Forecast Report".

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