

Universal Funding Proposal Model

With Funding Forecast

(B)



@VFD Pro Ltd, 2020

*“Tomorrow belongs to the people who
prepare for it today”*

African Proverb

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

11 Modules

- 1 of 11: Instructions
- 2 of 11: Data Input Templates for P&L and Balance Sheet
- 3 of 11: Entering Historic P&L Data
- 4 of 11: Enter Historic Balance Sheet Data
- 5 of 11: Establish your 'Baseline' Forecast (P&L)
- 6 of 11: Establish Treatment for Base Line Balance Sheet Data
- 7 of 11: Enter Cash Flow and Balance Sheet Assumptions
- 8 of 11: Adjust P&L Forecast to Reflect Impact of Funding
- 9 of 11: Enter Cash Flow Assumptions with Funding
- 10 of 11: Generate Funding Proposal
- 11 of 11: Generate Forecast Report

© VFD Pro Ltd, 2020



Module 8 of 11

- 1 of 11: Instructions
- 2 of 11: Data Input Templates for P&L and Balance Sheet
- 3 of 11: Entering Historic P&L Data
- 4 of 11: Enter Historic Balance Sheet Data
- 5 of 11: Establish your 'Baseline' Forecast (P&L)
- 6 of 11: Establish Treatment for Base Line Balance Sheet Data
- 7 of 11: Enter Cash Flow and Balance Sheet Assumptions
- 8 of 11: Adjust P&L Forecast to Reflect Impact of Funding**
- 9 of 11: Enter Cash Flow Assumptions with Funding
- 10 of 11: Generate Funding Proposal
- 11 of 11: Generate Forecast Report



© VFD Pro Ltd, 2020

Objective of this Module

- With the Cash Flow and Balance Sheet Assumptions entered
- The process can move to the next stage: Adjust P&L Forecast to Reflect the Impact of Funding

With Funding Forecast

Funding Forecast Tab	
<i>This tab is used to enter the change in business performance as a result of the funding (increased sales, decreased costs etc)</i>	
38	Enter the required movement in the Var % columns in each of the 5 years
39	If you need to amend a specific month then you can enter the desired value in that month

Change the Forecast to reflect the impact of the funding on sales, margin and overheads.

(E.g. Website to generate online sales, or capital investment to increase manufacturing capacity and lower cost of goods...)

© VFD Pro Ltd, 2020



1. History: Typically exported or using a back-up file from the companies accounting system. Ideally full granular history for last 5 years, (can be less than 5 years). If sales are by nominal or by customer that is fine. If granular history is not available then a sub total for total sales by month is perfectly acceptable. If only annual figures are available you can divide by 12 to enter an average monthly sales figure. The same goes for margin and overheads.
2. Column 1 contains the P&L nominal descriptions. The history by default is listed from column 2

Tab 9 - With Funding Forecast

		Revised Scenario for Year 2 (month 13 - 24)										
		Var %	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
5	Sales											
6	Sales Nominal 1	0.0%	14,970	14,968	16,266	23,355	28,716	25,427	19,313	18,264	28,745	9,611
7	Sales Nominal 2	0.0%	11,976	11,975	13,012	18,684	22,973	20,341	15,451	14,611	22,996	7,664
8	Sales Nominal 3	0.0%	9,580	9,580	10,410	14,947	18,378	16,273	12,361	11,689	18,397	6,111
9	Sales Nominal 4	0.0%	7,664	7,664	8,328	11,958	14,703	13,018	9,888	9,351	14,717	4,555
10	Sales Nominal 5	0.0%	6,132	6,131	6,662	9,566	11,762	10,415	7,911	7,481	11,774	3,555
11	Sales Nominal 6	0.0%	4,905	4,905	5,330	7,653	9,410	8,332	6,329	5,985	9,419	2,555
12	Sales Nominal 7	0.0%	3,924	3,924	4,264	6,122	7,528	6,665	5,063	4,788	7,535	2,555
13	Sales Nominal 8	0.0%	3,139	3,139	3,411	4,898	6,022	5,332	4,050	3,830	6,028	2,555
14	Sales Nominal 9	0.0%	2,511	2,511	2,729	3,918	4,818	4,266	3,240	3,064	4,823	1,611
15		0.0%										
16		0.0%										
17		0.0%										
18		0.0%										
19		0.0%										
20		0.0%										
21	Other											
22	New Customer 1	0.0%										
23	New Customer 2	0.0%										
24	New Customer 3	0.0%										
25	New Customer 4	0.0%										
26	New Customer 5	0.0%										
27	New Customer 6	0.0%										
28	New Customer 7	0.0%										
29	New Customer 8	0.0%										
30	New Customer 9	0.0%										
31	New Customer 10	0.0%										
32	New Customer 11	0.0%										
33	New Customer 12	0.0%										
34	New Customer 13	0.0%										
35	New Customer 14	0.0%										

Enter P&L Adjustments
With Funding on P&L

Variance Percentage Tool Tip

Sales	Baseline Yr1	YoY%	Var %	Var %:	Revised Scenario for Year 1 (next 12 months)					
					Jul	Aug	Sep	Oct	Nov	
Sales Nominal 1	225,835	5.0%	0.0%	Enter the change in business performance as a result of the funding either by adjusting the % or entering the desired number in the relevant cell	16,266	23,355	28,716	25,427	19,313	18,264
Sales Nominal 2	180,668	5.0%	0.0%		3,012	18,684	22,973	20,341	15,451	14,611
Sales Nominal 3	144,535	5.0%	0.0%		0,410	14,947	18,378	16,273	12,361	11,688
Sales Nominal 4	115,628	5.0%	0.0%		8,328	11,958	14,703	13,018	9,888	9,351
Sales Nominal 5	92,502	5.0%	0.0%		6,662	9,566	11,762	10,415	7,911	7,481
Sales Nominal 6	74,002	5.0%	0.0%		5,330	7,653	9,410	8,332	6,329	5,985
Sales Nominal 7	59,201	5.0%	0.0%		4,264	6,122	7,528	6,665	5,063	4,788
Sales Nominal 8	47,366	5.0%	0.0%		3,411	4,898	6,022	5,332	4,050	3,830
Sales Nominal 9	37,888	5.0%	0.0%		2,729	3,918	4,818	4,266	3,240	3,064

Click Var % to see the Tool Tip

With Funding Impact on Sales Forecast

	Baseline Yr1		Var %	Revised Scenario for Year 1 (next 12 months)														
	YoY%			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar			
Sales																		
Sales Nominal 1	225,835	5.0%	0.0%	14,970	14,968	16,266	23,355	28,716	25,427	19,313	18,264	28,745	9,587	12,088	14,137			
Sales Nominal 2	180,668	5.0%	0.0%	11,976	11,975	13,012	18,684	22,973	20,341	15,451	14,611	22,996	7,669	9,670	11,310			
Sales Nominal 3	144,535	5.0%	0.0%	9,580	9,580	10,410	14,947	18,378	16,273	12,361	11,689	18,397	6,136	7,736	9,048			
Sales Nominal 4	115,628	5.0%	0.0%	7,664	7,664	8,328	11,958	14,703	13,018	9,888	9,351	14,717	4,908	6,189	7,238			
Sales Nominal 5	92,502	5.0%	0.0%	6,132	6,131	6,662	9,566	11,762	10,415	7,911	7,481	11,774	3,927	4,951	5,791			
Sales Nominal 6	74,002	5.0%	0.0%	4,905	4,905	5,330	7,653	9,410	8,332	6,329	5,965	9,419	3,141	3,961	4,633			
Sales Nominal 7	59,201	5.0%	0.0%	3,924	3,924	4,264	6,122	7,528	6,665	5,063	4,788	7,535	2,513	3,169	3,706			
Sales Nominal 8	47,361	5.0%	0.0%	3,139	3,139	3,411	4,898	6,022	5,332	4,050	3,830	6,028	2,010	2,535	2,965			
Sales Nominal 9	37,889	5.0%	0.0%	2,511	2,511	2,729	3,918	4,818	4,266	3,240	3,064	4,823	1,608	2,028	2,372			
			0.0%															
			0.0%															
			0.0%															
Other																		
Website Sales									3,000	4,000	5,000	6,000	7,000	8,000	9,000	10,000		
New Customer 2																		
New Customer 3																		
New Customer 4																		

If funding impacts sales, reflect it here...

With Funding Impact on Sales Forecast

	Baseline Yr1		Var %	Revised Scenario for Year 1 (next 12 months)													
	YoY%			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar		
Sales																	
Sales Nominal 1	225,835	5.0%	0.0%	14,970	14,968	16,266	23,355	28,716	25,427	19,313	18,264	28,745	9,587	12,088	14,137		
Sales Nominal 2	180,668	5.0%	0.0%	11,976	11,975	13,012	18,684	22,973	20,341	15,451	14,611	22,996	7,669	9,670	11,310		
Sales Nominal 3	144,535	5.0%	0.0%	9,580	9,580	10,410	14,947	18,378	16,273	12,361	11,689	18,397	6,136	7,736	9,048		
Sales Nominal 4	115,628	5.0%	0.0%	7,664	7,664	8,328	11,958	14,703	13,018	9,888	9,351	14,717	4,908	6,189	7,238		
Sales Nominal 5	92,502	5.0%	0.0%	6,132	6,131	6,662	9,566	11,762	10,415	7,911	7,481	11,774	3,927	4,951	5,791		
Sales Nominal 6	74,202	5.0%	0.0%	4,905	4,905	5,330	7,653	9,410	8,332	6,329	5,965	9,419	3,141	3,961	4,633		
Sales Nominal 7	59,201	5.0%	0.0%	3,924	3,924	4,264	6,122	7,528	6,665	5,063	4,788	7,535	2,513	3,169	3,706		
Sales Nominal 8	47,361	5.0%	0.0%	3,139	3,139	3,411	4,898	6,022	5,332	4,050	3,830	6,028	2,010	2,535	2,965		
Sales Nominal 9	37,889	5.0%	0.0%	2,511	2,511	2,729	3,918	4,818	4,266	3,240	3,064	4,823	1,608	2,028	2,372		
			0.0%														
			0.0%														
			0.0%														
			0.0%														
			0.0%														
Utilities																	
Website Sales			0.0%	0	1,000	2,000	3,000	4,000	5,000	6,000	7,000	8,000	9,000	10,000	10,000		
New Customer 1			0.0%														
New Customer 2			0.0%														
New Customer 3			0.0%														
New Customer 4			0.0%														

Example: New Website & Online Sales Forecast

Tab 9 - With Funding Forecast

Amend Cost Sales
Example and OH

	Baseline Yr1	YoY%	Var	Yr 1 (next 12 months)					
				Nov	Dec	Jan	Feb	Mar	
Sales									
Sales Nominal 1	225,835	5.0%	0.0%						8,313
Sales Nominal 2	180,668	5.0%	0.0%						18,264
Sales Nominal 3	144,535	5.0%	0.0%	9,580	9,580	10,410	14,947	18,378	28,745
Sales Nominal 4	115,628	5.0%	0.0%	7,664	7,664	8,328	11,958	14,703	9,587
Sales Nominal 5	92,502	5.0%	0.0%	6,132	6,131	6,662	9,566	11,762	12,088
Sales Nominal 6	74,202	5.0%	0.0%	4,905	4,905	5,330	7,653	9,410	9,670
Sales Nominal 7	59,201	5.0%	0.0%	3,924	3,924	4,264	6,122	7,528	7,669
Sales Nominal 8	47,361	5.0%	0.0%	3,139	3,139	3,411	4,898	6,022	6,136
Sales Nominal 9	37,889	5.0%	0.0%	2,511	2,511	2,729	3,918	4,818	7,736
			0.0%						9,048
			0.0%						7,238
			0.0%						5,791
			0.0%						4,951
			0.0%						4,633
			0.0%						3,706
			0.0%						2,965
			0.0%						2,372
			0.0%						
Utilities									
Website Sales		0.0%		0	1,000	2,000	3,000	4,000	5,000
New Customer 1		0.0%							6,000
New Customer 2		0.0%							7,000
New Customer 3		0.0%							8,000
New Customer 4		0.0%							9,000
									10,000
									10,000

All Done!

		Revised Scenario for Year 2 (month 13 - 24)										
	Var %	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
5	Sales											
6	Sales Nominal 1	0.0%	14,970	14,968	16,266	23,355	28,716	25,427	19,313	18,264	28,745	
7	Sales Nominal 2	0.0%	11,976	11,975	13,012	18,684	22,973	20,341	15,451	14,611	22,996	
8	Sales Nominal 3	0.0%	9,580	9,580	10,410	14,947	18,378	16,273	12,361	11,689	18,397	
9	Sales Nominal 4	0.0%	7,664	7,664	8,328	11,958	14,703	13,018	9,888	9,351	14,717	
10	Sales Nominal 5	0.0%	6,132	6,131	6,662	9,566	11,762	10,415	7,911	7,481	11,774	
11	Sales Nominal 6	0.0%	4,905	4,905	5,330	7,653	9,410	8,332	6,329	5,985	9,419	
12	Sales Nominal 7	0.0%	3,924	3,924	4,264	6,122	7,528	6,665	5,063	4,788	7,535	
13	Sales Nominal 8	0.0%	3,139	3,139	3,411	4,898	6,022	5,332	4,050	3,830	6,028	
14	Sales Nominal 9	0.0%	2,511	2,511	2,729	3,918	4,818	4,266	3,240	3,064	4,823	
15		0.0%										
16		0.0%										
17		0.0%										
18		0.0%										
19		0.0%										
20		0.0%										
21	Other											
22	New Customer 1	0.0%										
23	New Customer 2	0.0%										
24	New Customer 3	0.0%										
25	New Customer 4	0.0%										
26	New Customer 5	0.0%										
27	New Customer 6	0.0%										
28	New Customer 7	0.0%										
29	New Customer 8	0.0%										
30	New Customer 9	0.0%										
31	New Customer 10	0.0%										
32	New Customer 11	0.0%										
33	New Customer 12	0.0%										
34	New Customer 13	0.0%										
35	New Customer 14	0.0%										

Enter P&L Adjustments
With Funding on P&L

Module 8 of 11

- 1 of 11: Instructions
- 2 of 11: Data Input Templates for P&L and Balance Sheet
- 3 of 11: Entering Historic P&L Data
- 4 of 11: Enter Historic Balance Sheet Data
- 5 of 11: Establish your 'Baseline' Forecast (P&L)
- 6 of 11: Establish Treatment for Base Line Balance Sheet Data
- 7 of 11: Enter Cash Flow and Balance Sheet Assumptions
- 8 of 11: Adjust P&L Forecast to Reflect Impact of Funding**
- 9 of 11: Enter Cash Flow Assumptions with Funding
- 10 of 11: Generate Funding Proposal
- 11 of 11: Generate Forecast Report



© VFD Pro Ltd, 2020

Status and Next Step

- With the adjustments to the P&L Forecast reflecting the Impact of Funding
- The process can move to the next stage: Enter 'With Funding' Cash Flow Assumptions

NEED FURTHER SUPPORT?

Join The Forecast & Funding Proposal Workshop

Email us at support@vfd-pro.com

or call us on **0203 475 3313**

Visit: www.vfd-pro.com

