Universal
Funding Proposal Model
Funding Cash Flow and BS Assumptions

(B)

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"Plan for what is difficult whilst it is easy, do what is great while it is small"

Sun Tzu

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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

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11 Modules

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Objective of this Module

- With the adjustments to the P&L Forecast reflecting the Impact of Funding complete…

- The process can move to the next stage: Enter 'With Funding' Cash Flow Assumptions

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With Funding 3 Way Forecast

Funding Balance Sheet Tab

This tab is for reference only as it reflects the opening balance sheet amended above

Funding 3 Way Forecast Tab

This tab is used to set the assumptions for Cashflow and Balance Sheet (including funding) over the next 5 years

40 Enter any revisions to the Baseline Forecast as a result of the funding

Funding Balance Sheet tab is for reference only.

40. Enter revisions to the baseline forecast as a result of funding

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

'With Funding' 3 Way Forecast Assumptions – (Step 10)

The Funding 3 Way forecast detailed on Step 10 pulls through all the assumptions entered in the Baseline 3 Way Forecast Step 8.

Your Funding 3 Way Forecast is used to enter assumptions relating to the treatment of any loans, in particular the timing of any new loans, interest rates and repayment of any new or existing loans.

Baseline 3 Way Forecast – Interest Assumptions (% of Debt Open Balance) Introduction and Tool Tip

Enter the interest % to be applied to your debt balance.

Interest Rates Payable

Generate Funding Proposal		Demo Company Limited Summary P&L, Balance Sheet & Cashflow Forecast									
	This Year Total	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Assumptions											
Depreciation & Amortisation (% of Fixed Asse	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		0.0%	0.0%	0.0%	0.0%
Interest (% of Debt Open Bal)	0.0%	5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.0%	8.0%	8.0%
Accounts Receivable (Days)	30	30	30	32	40	49	50		41	49	35
Inventory (Days)	156	156	156	156	156	156		156	156	156	156
Accounts Payable (Days)	23	29	32	34	38	41			38	40	35
Corporation Tax Liability (addition only)	23,654	0								0	0
Corporation Tax Payment		0								0	0
Dividend/Owner Payment / (Receipt)		0								0	0
Capital Expenditure (£000's)		0	0	0	0	0	0	0	0	0	0
Debt Issued (Repaid)		0	75,000	0	0	0	0	0	0	(1,750)	(1,750)
Equity Issued (Repaid)		0	0	0	0	0	0	0	0	0	
Profit & Loss											
Reven	93?,?68	64?	66,???	72,???	104,100		??0	98,606	8??05?	133,4??	50,5??

Interest Rate and Free Period

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Debt Repayment

Generate Funding Proposal		Demo Company Limited Summary P&L, Balance Sheet & Cashflow Forecast									
	This Year Total	**Apr**	**May**	**Jun**	**Jul**	**Aug**	**Sep**	**Oct**	**Nov**	**Dec**	**Jan**
Assumptions											
Depreciation & Amortisation (% of Fixed Asse	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest (% of Debt Open Bal)	0.0%	5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.0%	8.0%	8.0%
Accounts Receivable (Days)	30	30	30	32	40	49	50	45	41	49	35
Inventory (Days)	156	156	156	156	156	156	156	156	156	156	156
Accounts Payable (Days)	23	29	32	34	38	41	41	39	38	40	35
Corporation Tax Liability (addition only)	23,654	0	0	0	0	0	0	0	0	0	0
Corporation Tax Payment		0	0	0	0	0	0	0	0	0	0
Dividend/Owner Payment / (Receipt)		0	0	0	0	0	0	0	0	0	0
Capital Expenditure (£000's)		0	0	0	0	0	0	0	0		0
Debt Issued (Repaid)		0	75,000	0	0	0	0	0	0	(1,750)	(1,750)
Equity Issued (Repaid)		0	0	0	0	0	0	0	0	0	0
Profit & Loss											
Reven	93 68	64	66	72	104,100		20	88,606	8 058	13	50,599

Capital Repayments

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All Done!

	This Year Total	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Generate Funding Proposal									
Demo Company Limited Summary P&L, Balance Sheet & Cashflow Forecast									
Assumptions									
Depreciation & Amortisation (% of Fixed Asse	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.
Interest (% of Debt Open Bal)	0.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0
Accounts Receivable (Days)	-	15	23	28	37	47	49	43	
Inventory (Days)	156	156	156	156	156	156	156	156	15
Accounts Payable (Days)	-	17	26	31	36	40	40	38	
Corporation Tax Liability (addition only)	-	0	0	0	0	0	0	0	
Corporation Tax Payment		0	0	0	0	0	0	0	
Dividend/Owner Payment / (Receipt)		0	0	0	0	0	0	0	
Capital Expenditure (£000's)		0	0	0	0	0	0	0	
Debt Issued (Repaid)		0	0	0	0	0	0	0	
Equity Issued (Repaid)		0	0	0	0	0	0	0	0
Profit & Loss									
Revenue	931,068	64,802	64,796	70,412					9,06
Cost of Sales	270,000	20,776	20,774	22,575					5,348
Gross Margin	661,068	44,026	44,022	47,838					3,71
Gross Margin %	71.0%	67.9%	67.9%	67.9%					67.9
Salaries & Dividends	-	-	-						
Overheads	446,932	35,529	35,625	35,722	35,818	35,918	36	112	36,21
Depreciation & Amortisation	-	-	-	-	-	-			-
Interest									

> **Adjust 3-Way Forecast To Include Funding**

... | Baseline Forecast | Baseline Balance Sheet | Baseline 3 Way Forecast | Funding Forecast | Funding Balance Sheet | **Funding 3 Way Forecast** | Forecast

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Status and Next Step

- With Cash Flow Assumptions with Funding entered
- The process can move to the next stage: Entering Free Text and generating the Forecast Report

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NEED FURTHER SUPPORT?

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or call us on **0203 475 3313**

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