



# Financial Template Preview

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**Input Worksheet**  
**Business Plan Success 4.0**

**Income Statement Worksheet**

**What to do:**  
Type in the annual expense - rounded to thousands - for each of the expense items listed below. If you want to change the name of any of these expense categories, this is the place to do it. The name you change will change in all other Income Statement schedules in this file. For all items listed here, monthly expenses are calculated by dividing the annual expense by 12.

**Where the data go:**  
These inputs feed the Monthly Income Statement worksheet, which in turn, feeds the Annual Income Statement.

	Year 1	Year 2	Year 3	Year 4	Year 5
Insurance					
Trade shows/Advertising					
Miscellaneous					
Postage/Delivery					
Printing					
Professional Fees					
Rent/Utilities					
Supplies					
Telephone					
Travel & Ent					
Research and Development					
Other					
Other Income/Expense					

Type in the tax rate and retained earnings rate for each year.

**Common Ratios and Calculations**  
**Business Plan Success 4.0**

	Year 1	Year 2	Year 3	Year 4	Year 5	
Sales						Assets
Cost of Goods Sold						Current Assets
Gross Profit						Cash
Salaries/Officers						Accounts Receivable
Salaries/Staff						Prepaid
Payroll Taxes						Total Current Assets
Insurance						Fixed Assets
Trade show/sponsorship						Furniture
Depreciation						Lease
Miscellaneous						Concessions
Postage/Delivery						Less
Printing						Furniture, FF
Professional Fees						Other assets
Travel/Ent						Total
Research and Development						Liabilities & Equity
Other						Current Liabilities
Total Operating Exp						Short-Term
Total Operating Profit (EBIT)						Accounts Payable
Other Income / (Exp)						Other
Interest Income / (Exp)						Income
Total Other Inc/Exp						Total Current Liabilities
Net Income Before Tax (EBT)						Long-Term
Tax						Liabilities
Net Income						Deferred Tax
Retained Earnings						Total Liabilities

**Common Ratios and Calculations**  
**Business Plan Success 4.0**

End of:	Year 1	Year 2	Year 3	Year 4	Year 5	Formula
<b>Liquidity Ratios:</b>						Liquidity ratios measure a company's ability to pay its debts on time. These ratios will be used by creditors to evaluate your ability to repay loans. These ratios are derived from information on your balance sheet.
Current Ratio						CURRENT ASSETS / CURRENT LIABILITIES
Quick Ratio						(CASH + ACCOUNTS RECEIVABLE) / CURRENT LIABILITIES
<b>Profitability:</b>						Profitability Ratios measures the ability of a company to make a profit. These ratios are derived from the information on your income statement and/or your balance sheet
Sales Growth						(CURRENT SALES - LAST YEAR SALES) / LAST YEAR SALES
COGS To Sales						COST OF GOODS SOLD / SALES
Gross Profit Margin						GROSS PROFIT / TOTAL SALES
SG&A to Sales						SELLING, GENERAL, & ADMINISTRATIVE EXPENSES / SALES
Net Profit Margin						NET PROFIT / TOTAL SALES
Return on Equity						NET PROFIT / EQUITY
Return on Assets						NET PROFIT / TOTAL ASSETS
<b>Other Calculations</b>						
Revenues per Employee						Total Revenues/Employees

NOTE: Ratios based on the last month of the year. The accuracy of these ratios is dependant upon the accuracy of the information entered into the Input spreadsheet.

Source: [http://www.onlinenbc.com/docs/finance/fs\\_ratio1.html](http://www.onlinenbc.com/docs/finance/fs_ratio1.html)

*Just enter the information on the input worksheet and the template does the rest!*