



Business Advisory & Structuring

WORKING PAPER

Business Plan – Structuring

1. Introduction – Entrepreneur & Idea
2. Business Modelling
3. **Financial Modelling**

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Client:	Business Architect	Date:
		Version:

Business Drivers

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Revenue Drivers

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Cost / Operation Drivers

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Investment

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SIPOC to develop Solution

Suppliers	Input	Process	Output	Clients

Expected Features / Standards for Outcome

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Expected Resources for Development

People		
Insights/ Know How		
Materials		
Assets		
Money		
Other		
Time		

FINANCIAL PLANNING OPERATIONS

Capacities

Product	Quantity	Price	Revenues	Costs	Margin
1					
2					
3					
Other					

P&L

Revenues Income		Avge Month	Year 0	Year1	Year2
	Sales				
	Other Income				
	Total Income				
	Cost of Sales				
	Other Sales Expenses				
	Gross Margin				

Business Expenses		Avge Month	Year 0	Year1	Year2
	Infrastructure				
	Location				
	Admin				
	HR				
	Overhead				
	Sales & Marketing				
	Other				
	Management				

Finance Expenses		Avge Month	Year 0	Year1	Year2
	Interest Expense				
	Financial result				
	Depreciation Assets				
	Other Depreciation				
	Changes in Valuations				
	Extraordinary Income				
	Extraordinary Expenses				
	Taxes				

P&L Results		Avge Month	Year 0	Year1	Year2
	Profit & Loss				
	Dividends				
	Reserves				

Comments	
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Balance Sheet

Assets		Year 0	Year 1	Year 2	Year 3
	Cash & Receivables				
	Inventory Material				
	Inventory Goods				
	Other s/t Assets				
	Equipment				
	Machinery				
	Property				
	Other l/t Assets				
	Intangible Assets				
	Other Assets				
	Total Assets				

Liabilities		Year 0	Year 1	Year 2	Year 3
	s/t Payable				
	Loans & Cash Loans				
	l/t Pyapbles				
	Other Liabilities				
	Mezzanine				
	Reserves				
	Capital				
	Total Equity				
	Total Liabilities				

Cash Flow

Assets		Year 0	Year 1	Year 2	Year 3
	Inflow – Revenues				
	Inflow – Other				
	Inflow – Finance				
	Inflow – Owners				
	Inflow – Extraordinary				
	Balance Receivables				
	Outflow – Expenses				
	Outflow – Other				
	Outflow – Interest				
	Outflow – Investors				
\	Outflow – Management				
	Outflow – Extraordinary				
	Net Cash Flow				

Comments	
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Capacities		Year 0	Year1	Year2	Year3	Year 4	Year5
Key product	Capacities						
	Sales Prices						
	Cost of Sales						
	Margin						
Other Revenues	Product						
	Product						

P&L		Year 0	Year1	Year2	Year3	Year 4	Year5
Revenues	Sales						
	Other Income						
	Total income						
	Cost of Sales						
	Other Sales Exp						
	Gross Margin						
	Income						
Operation Expenses	Infrastructure						
	Admin						
	Sales & Marketing						
	Other						
	Management						
Financial Expenses	Interes expenses						
	Other results						
Other Expenses	Extraordinary						
	Depreciation						
Result	P&L						
Invest	Invest Amount						

Comments

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