
FUTUREPRENEURS

for Ukraine

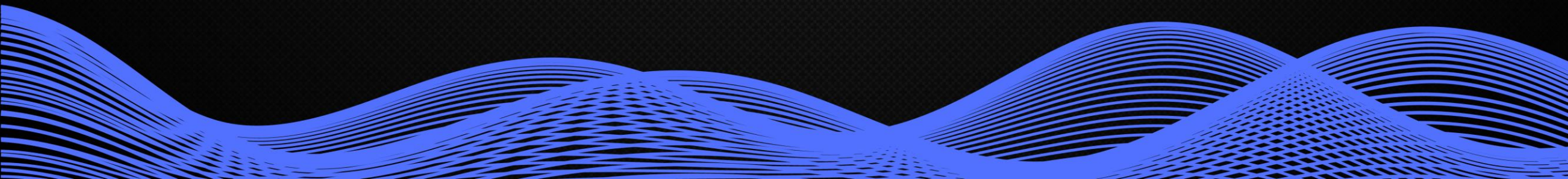
WORKSHOP IV: BUSINESS FINANCIALS

SCAN TO CHECK-IN:



FINANCIALS

ANDRIUS GURSKIS

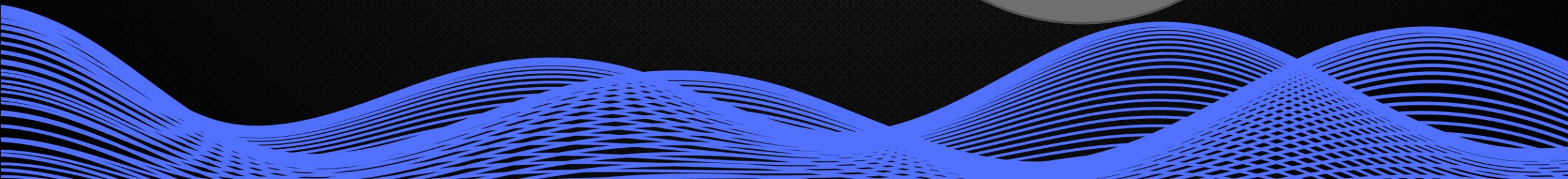


+SALES
-COST
=PROFIT/LOSS

NO EXPECTED PROFIT

NO BUSINESS

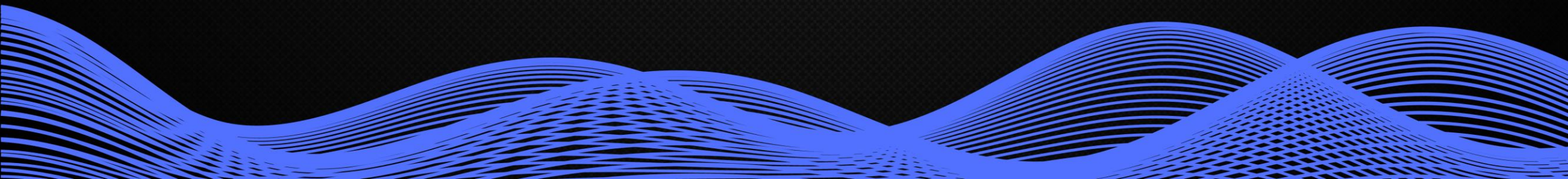
HOBBY



SALES



INVESTMENTS,
LOANS,
PREPAYMENTS
PROFITS



- SALES, REVENUE, EARNINGS, PROCEEDS
= PRICE X QUANTITY

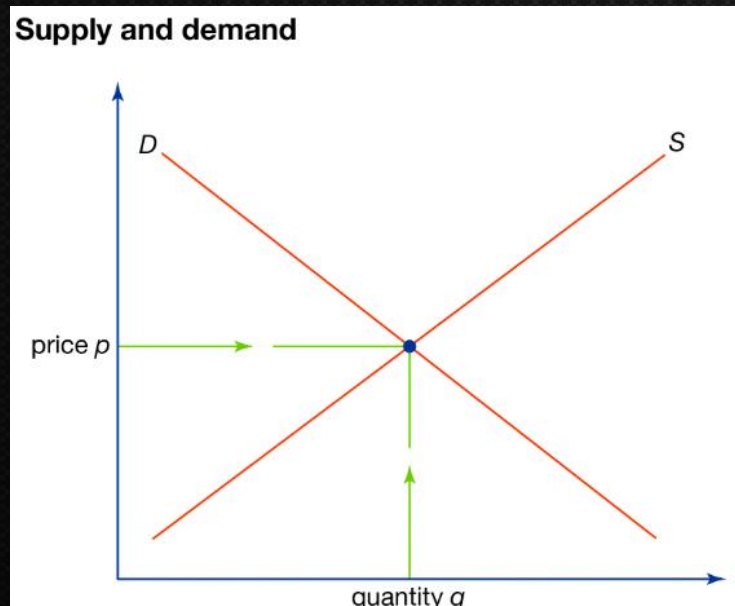
PHYSICAL, DIGITAL GOODS – PRICE PER UNIT

SERVICES – PRICE PER TIME UNIT/CONTRACT

IT RELATED SERVICE – SUBSCRIPTION, LICENSE, ONE TIME SALE

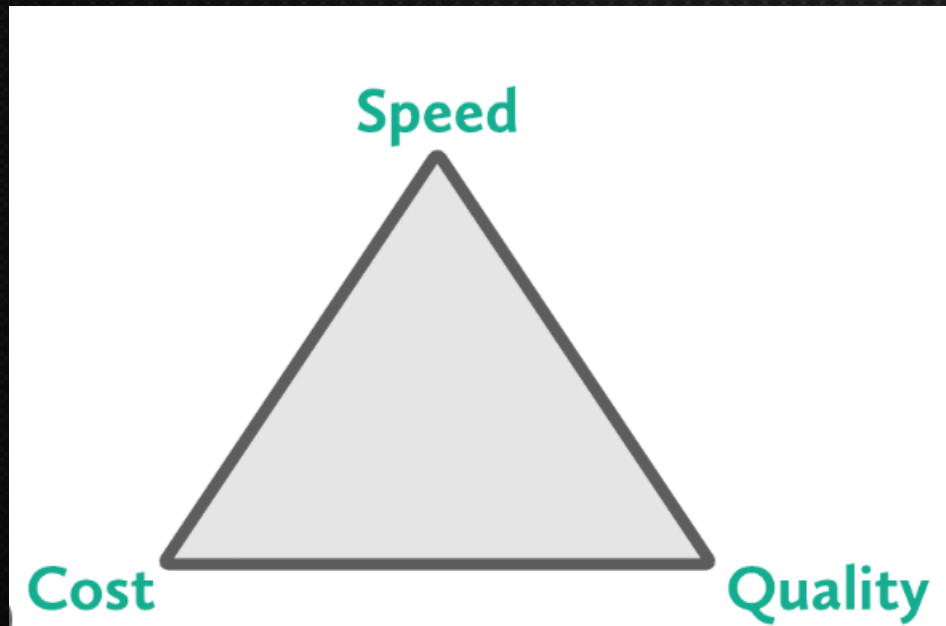
PRICE

DON'T THINK. TEST. MARKET PRICE.

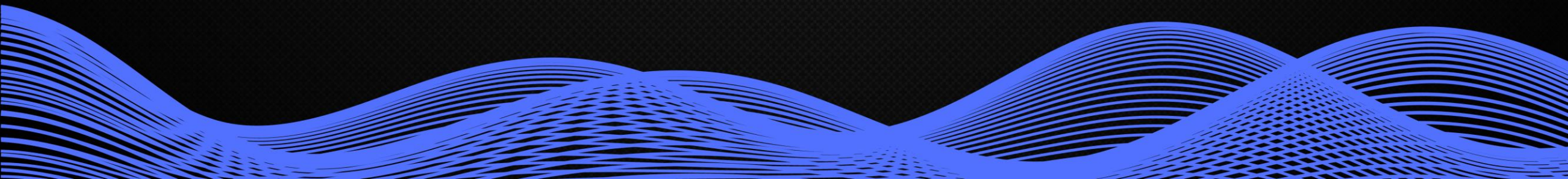


**You've found market price when buyers
complain but still pay.**
– Paul Graham

DON'T ALWAYS BE CHEAP!



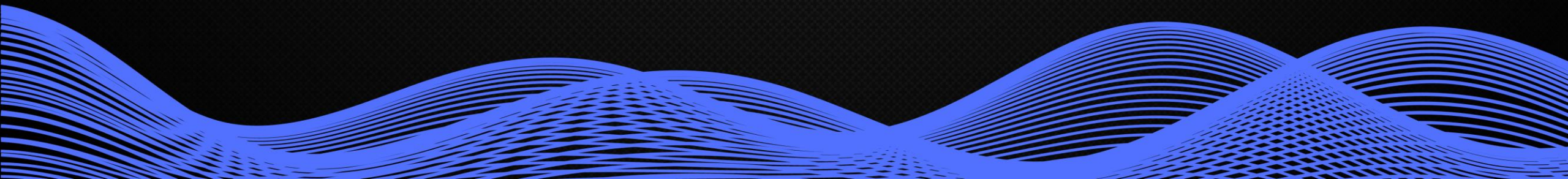
LTL
EUR



TWO MAIN PRICE DETERMINATIONS

Value based pricing

Cost base pricing

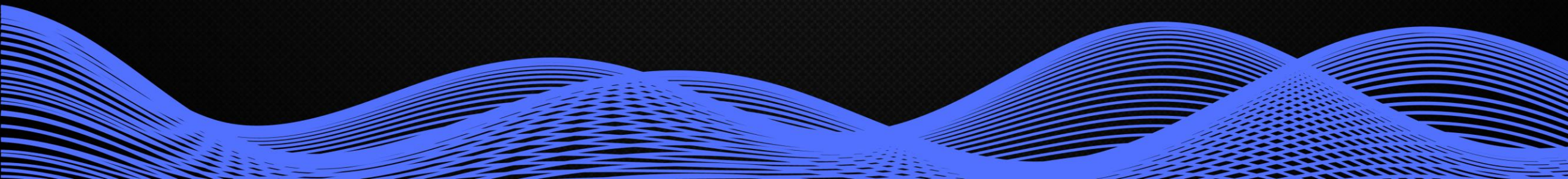


COST – AN AMOUNT OF MONEY THAT MUST BE SPENT TO GET SOMETHING

FIXED COST – IF YOU DO NOT PRODUCE YOU STILL HAVE TO PAY

E.G., TAXES, RENT, SALARIES

VARIABLE COST – SALES RELATED COST
INGREDIENTS, ELECTRICITY, DATA



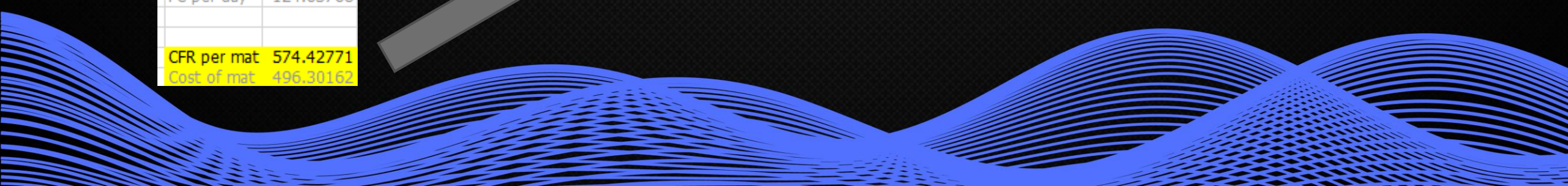
VARIABLE COST EXAMPLE

Alluminium part, polished, black anode									
Materials	D25		D35		D50		D70		
7075 Al stock	0.1653	7%	0.406	15%	0.8932	22%	2.7898	40%	
Manufacturing	0.9	40%	0.97	35%	1.14	28%	1.3	18%	
Black anode	0.21	9%	0.43	16%	0.89	22%	1.77	25%	
Polishing	0.5	22%	0.5	18%	0.6	15%	0.6	8%	
Packaging	0.3	13%	0.3	11%	0.4	10%	0.4	6%	
Logo print	0.15	7%	0.15	5%	0.15	4%	0.2	3%	
Total	2.23	100%	2.76	100%	4.07	100%	7.06	100%	
Total +VAT	2.69		3.33		4.93		8.54		

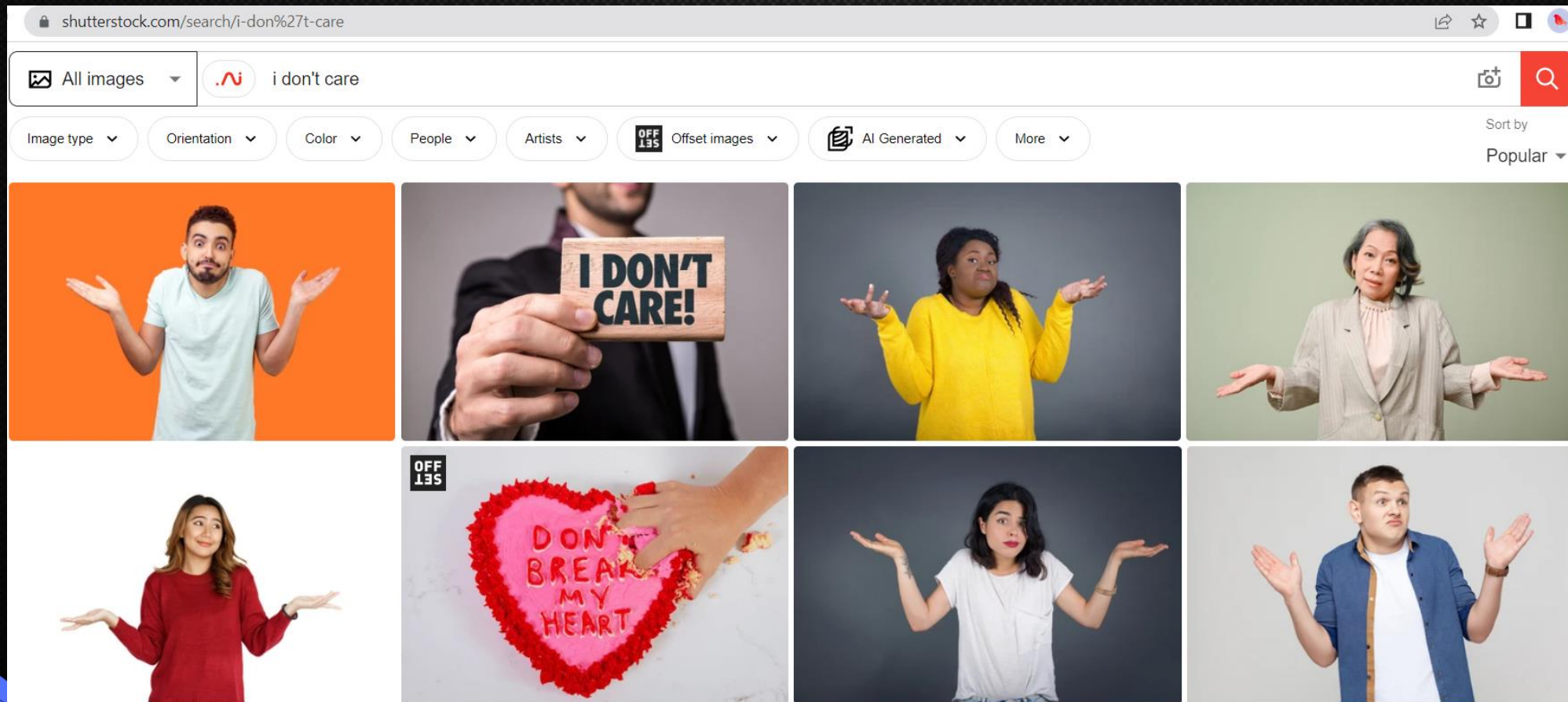
Length	7
Size	3.2 x 7
Cable	24
Cable	24
Cable	24
Loop	8
Total	80
Q of tires	50
Lenght	8
Width	2.9
D-shackle	29
Svoris	1598
Est weight	1648
Cost	
Cable	640
Kabes	43.5
Juostos	600
Total VC	1283.5
Total VC	372.02899
VAT	269.535
	78.126087
Per 1m	160.4375
Total CFR	1553.035
Total CFR	449.79003
FC per day	430
FC per day	124.63768
CFR per mat	574.42771
Cost of mat	496.30162



CFR per mat	574.427707
Cost of mat	496.30162



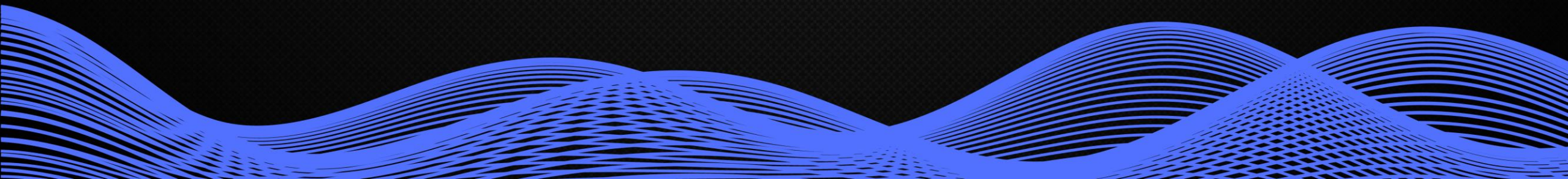
FIXED COST - TAXES, OFFICE RENT



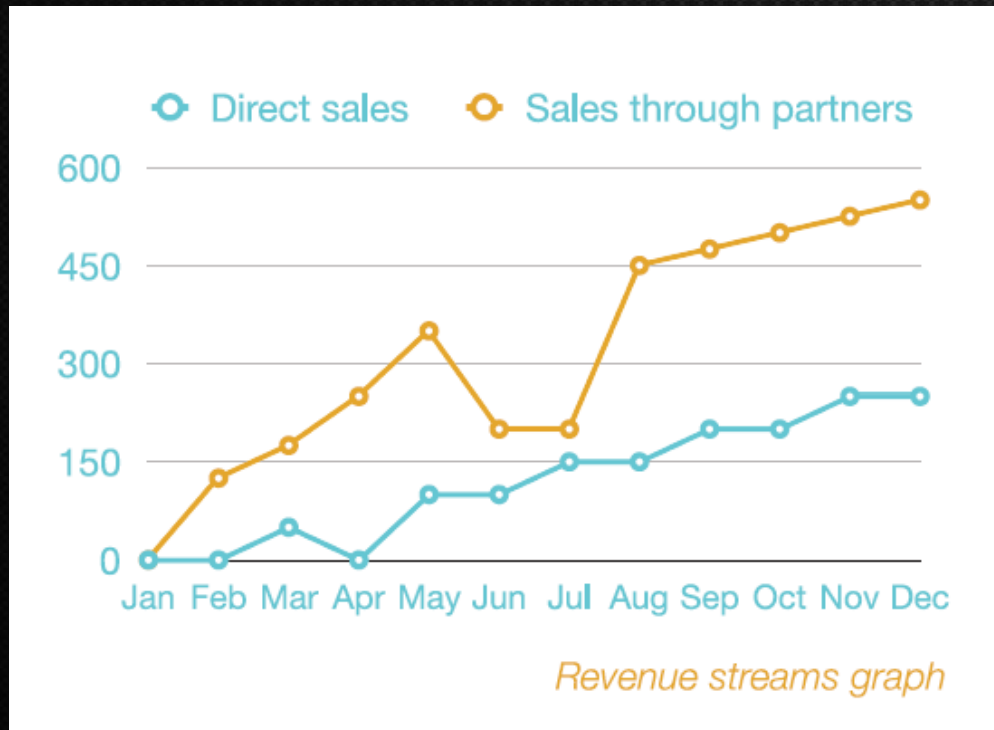
ACCOUNTING



FINANCE

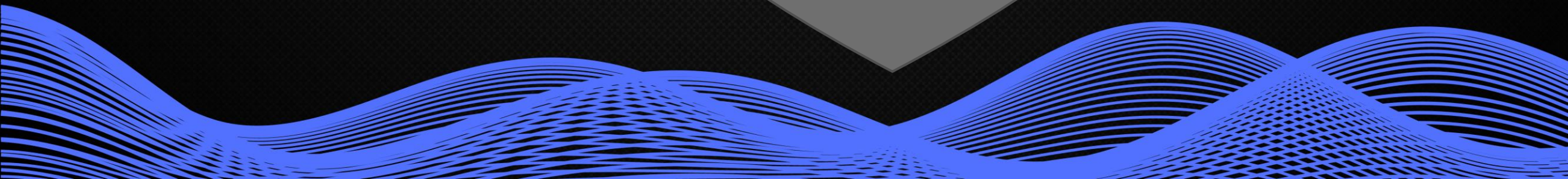


FINANCE IS ALL ABOUT PLANNING

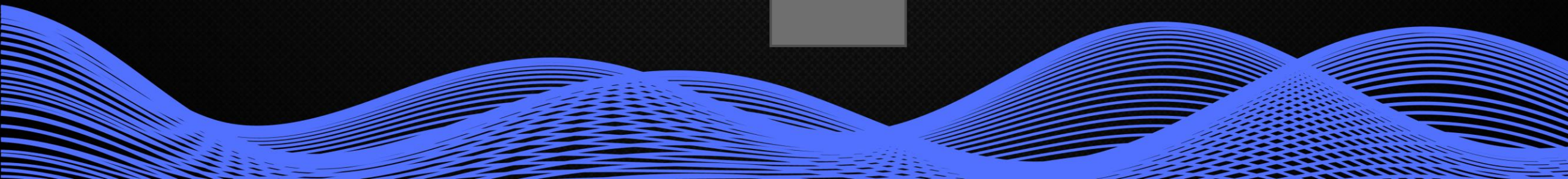


My advice: plan your startup business around the necessary fixed cost (taxes, rent etc.)

BANKS, INVESTORS LOVE HUGE AND COMPLICATED
FINANCIAL PLANS!



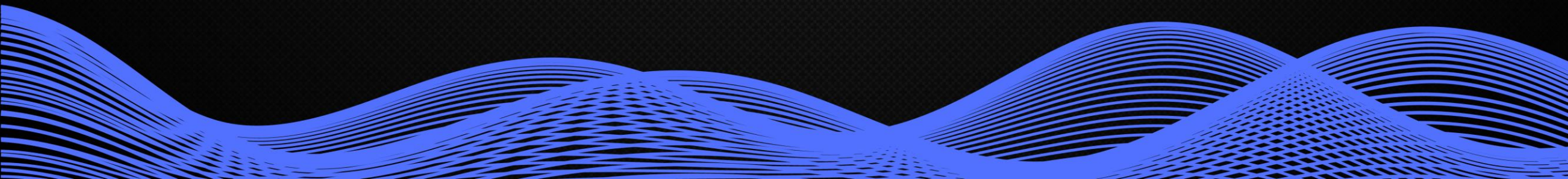
CASH FLOW



CASH FLOW



INVOICE



CASH FLOW BY WEEK

FUTUREPRENEURS

for Ukraine

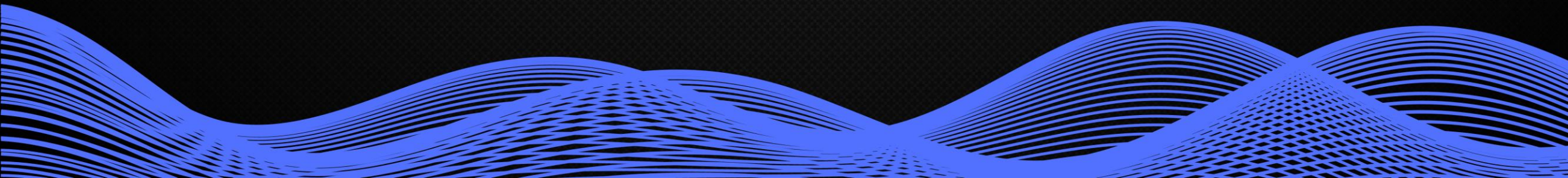
2023

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	2012 AVAGO ltd forecasted cash flow LTL		11										
2	3-15-2023	Aug	Sept	Sept	Sept	Sept	Oct	Oct	Oct	Oct	Oct/Nov	Nov	Nov
3	Week number	35	36	37	38	39	40	41	42	43	44	45	46
4	Starting cash position BW	11400	34570	31679.8	19719.8	17590	39456.8	35921.8	23631.8	22951.8	26421.8	18543	15868.72
5	Receivables												
6	Sales					22197							
7	VAT Return	23500											
8													
9	Cash inflow	23500	0	0	0	22197	0	0	0	8000	0	0	0
10	Cash outflow	330	2890.2	11960	2130	330	3535	12290	680	4530	380	2674.28	4910
11													
12	Expenses												
13	Sodra			1400				1400					1600
14	GPM	0	0	0	0	0	0	0	0	0	0	0	0
15	Darbuotojams OF			2030				2030					2030
16	Darbuotojams C			600				600					600
17													

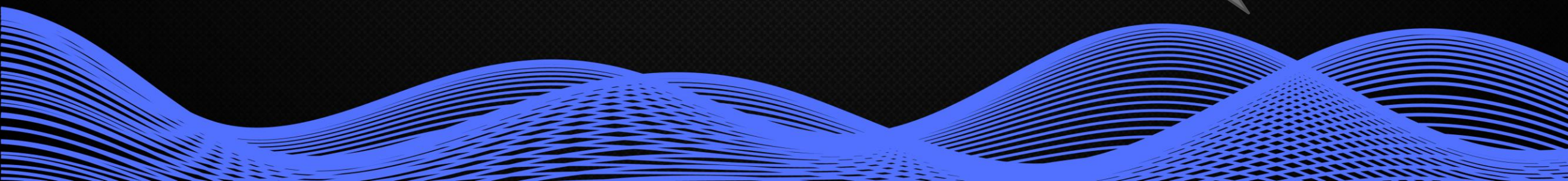
FINANCIAL PLAN MUST BE REGULARLY UPDATED

CASH FLOW PLAN PREDICTS PROBLEMS

Early prediction allows to take necessary
action and minimize losses



A STORY ABOUT BAD (NO) PLANNING

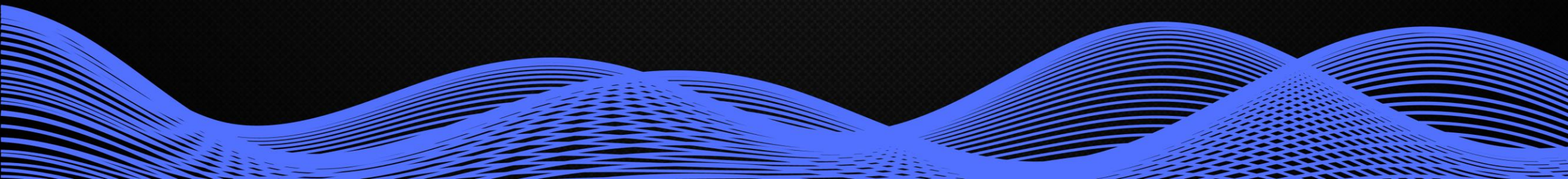


TRADITIONAL INVESTMENTS
YOU ARE GIVEN MONEY

YOU EARN MONEY

YOU GIVE MONEY BACK

YOU LEAVE SOME MONEY
FOR YOURSELF



LAST SOME YEARS

YOU GET MONEY

INCREASE CUSTOMER BASE

YOU HOPE FOR PROFIT IN THE FUTURE

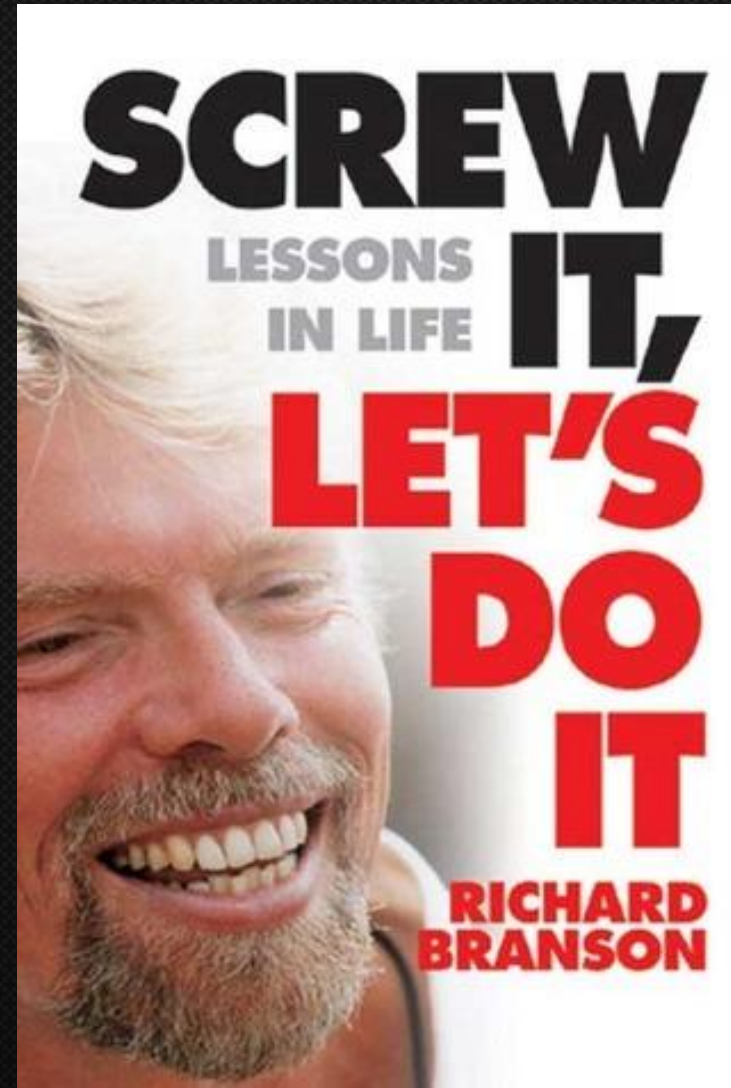
YOU INCREASE VALUATION

INVESTORS SELL
INVESTMENT TO OTHERS



HOW TO GET INVESTMENTS

- EARN & SAVE
- 3 F. FAMILY, FRIENDS, FOOLS
- STARTUP FUNDS E.G. SEED CAPITAL
- GRANTS, LOANS



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2023

