

# Advisor.

Building people, products and markets.



## Financial Analysis

EXAMPLE PORTFOLIO



# Financial Scenarios

## 1 HOW I CAN HELP YOU

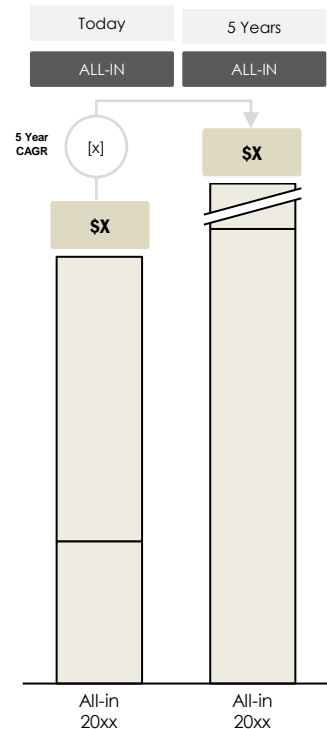
Build Scenarios; near vs long-term, direct vs partnership.

## 2 HOW I CAN HELP YOU

Model cases in excel and determine P&L, cashflow and balance sheet impact.

### 1 Recommendation

[X]'s revenue ceiling is \$[X]M today and will grow to \$[X]M.<sup>1</sup>



[X] partnership will achieve \$[X]M in the first 12 months (assuming 100% target achieved), greater than going alone.<sup>2</sup>



### 2 X to fund launch and underwrite risk<sup>3</sup>

STATED IN FINANCIA YEAR (100pct Target)	Option 1		Option 2	
	FYX (6mths)*	Total (4 years)	FYXX (6mths)*	Total (4 years)
Guarantee	X	X	X	X
Revenue Target	X	X	X	X
<b>Total Revenue</b>	X	X	X	X
Cost	X	X	X	X
<b>OI</b>	X	X	X	X
<i>OI margin</i>	-	X%	NM	X%

\* FYXX assumes revenue from 1 July to 31 December

### 3 Key Drivers

Driver	Comment	Impact to Cashflow	Status
Assumption [X]	Impacts Revenue	[1]%;[10]%	☑
Assumption [X]	Impacts Revenue	[11]%;[10]%	☑
Assumption [X]	Impacts OPEX		
Assumption [X]	Impacts OPEX		
Assumption [X]	Impacts CAP		
Assumption [X]	Impacts CAP		

## 3 HOW I CAN HELP YOU

Identify and drill down on critical assumptions that have greatest financial consequences.