Financial Forecast Template – Instructions

This template provides a simple 3-year financial forecast to support SMEs in discussing funding needs with investors. Complete the Excel file with your company-specific data.

Steps to Complete the Template

1. Fill in your expected Revenues for each year (Year 1, Year 2, Year 3).

2. Estimate your Cost of Goods Sold (COGS) – direct costs related to production or service delivery.

3. Gross Profit is calculated as Revenues – COGS.

4. Enter your Operating Expenses (marketing, salaries, R&D, overhead).

5. Net Profit/Loss is calculated as Gross Profit – Operating Expenses.

6. Add Cash Flow estimates: include inflows (e.g., investments, grants) and outflows (expenses, repayments).

Tips

• Keep assumptions realistic and consistent with your business plan.

• Ensure your forecast aligns with the Funding Plan Canvas milestones.

• Highlight break-even point or key financial milestones when discussing with investors.

⚠️ Note: This template is a simplified tool for investment readiness support and does not replace professional accounting or financial advice.