

Goldman Sachs



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Beverages Financial Forecast

AGENDA

Cash Flow

EBITDA

- Grows from **\$227,000 (FY19)** to **\$495,211 (FY24)**, reflecting strong operational performance.

Taxes And Interest

- Taxes increase from **\$36,939** to **\$93,652**, while interest expenses drop from **\$15,850** to **\$3,539**.

Capex & Dividends

- Capex rises to **\$45,710 (FY24)**; dividends increase sharply from **\$83,377 (FY19)** to **\$211,386 (FY24)**.

Net Cash Flow

- Increases from **\$48,534 (FY19)** to **\$129,497 (FY24)**.

Debt Reduction

- Debt decreases from **\$400,000 (FY19)** to **zero** by **FY24**.

Profit and Loss

EBITDA

- Growth from **\$227,000** to **\$495,211 (FY19-FY24)**.

Net Cash Flow

- Increases from **\$48,534** to **\$129,497**, indicating improved liquidity

Debt

- Reduced from **\$400,000** to **zero**, reflecting aggressive debt reduction.

Revenue

- Rises from **\$7,05,000** to **\$11,42,745**.

Net Profit

- Grows from **\$1,51,483** to **\$3,55,106** with improving margins and consistent dividend payouts.

Cash Flow Forecast

Dec-YE	Unit	FY19A	FY20E	FY21E	FY22E	FY23E	FY24E
EBITDA	\$		2,27,000	2,87,604	3,53,102	4,22,670	4,95,211
Taxes	\$		(36,939)	(49,431)	(63,148)	(77,953)	(93,652)
Change in NWC	\$		(7,050)	(8,065)	(9,143)	(10,269)	(11,427)
Net Interest	\$		(15,850)	(13,909)	(11,256)	(7,821)	(3,539)
Net Capex	\$		(35,250)	(38,310)	(41,142)	(43,644)	(45,710)
Dividends	\$		(83,377)	(1,11,573)	(1,42,534)	(1,75,952)	(2,11,386)
Net Cash Flow	\$		48,534	66,317	85,880	1,07,032	1,29,497
Debt Repayment	\$		(48,534)	(66,317)	(85,880)	(1,07,032)	(92,237)
Cash to Balance Sheet	\$		-	-	-	-	37,259
Opening Cash	\$		15,000	15,000	15,000	15,000	15,000
Cash to Balance Sheet	\$		-	-	-	-	37,259
Closing Cash	\$	15,000	15,000	15,000	15,000	15,000	52,259

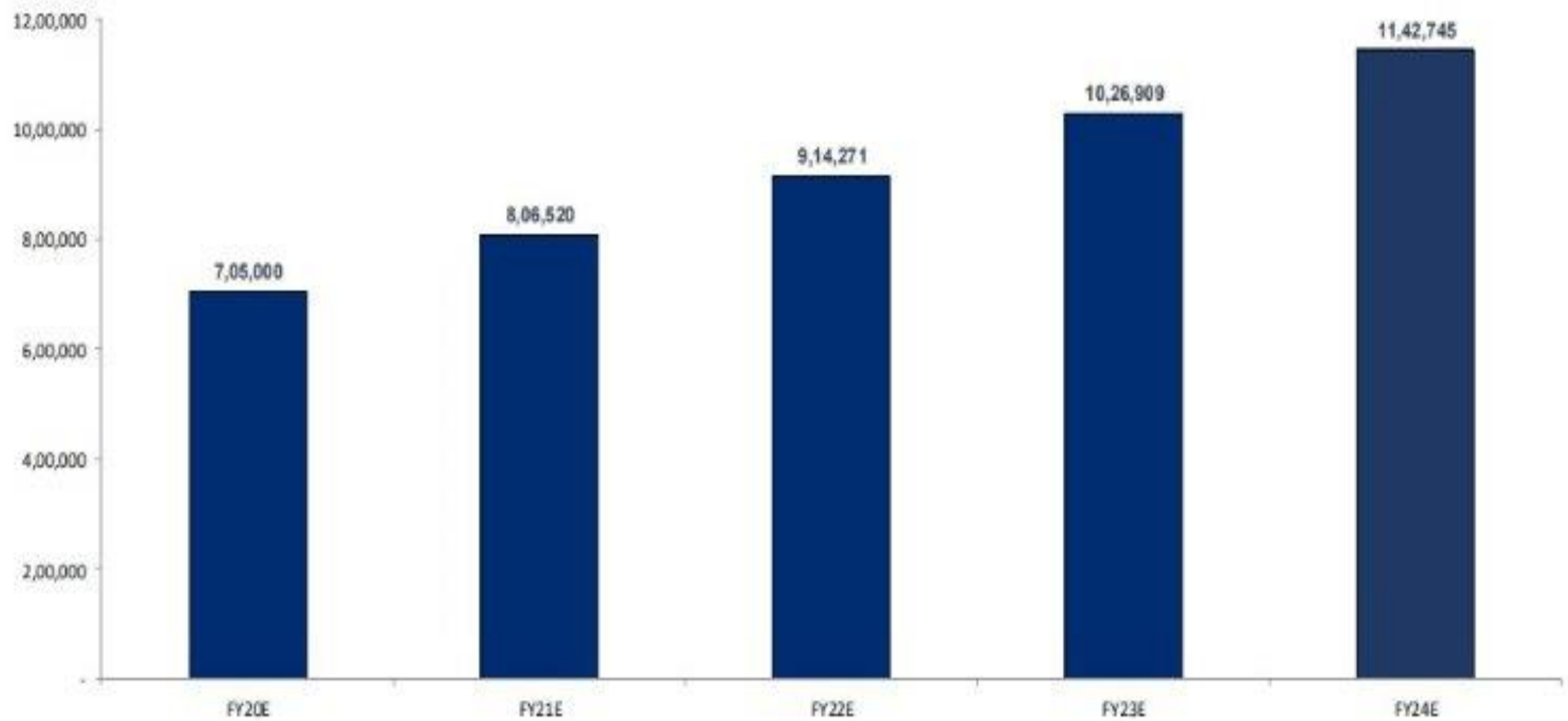
* Supporting Debt Schedule

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Opening Debt	\$		4,00,000	3,51,466	2,85,149	1,99,269	92,237
Debt Repayment	\$		(48,534)	(66,317)	(85,880)	(1,07,032)	(92,237)
Closing Debt	\$	4,00,000	3,51,466	2,85,149	1,99,269	92,237	-

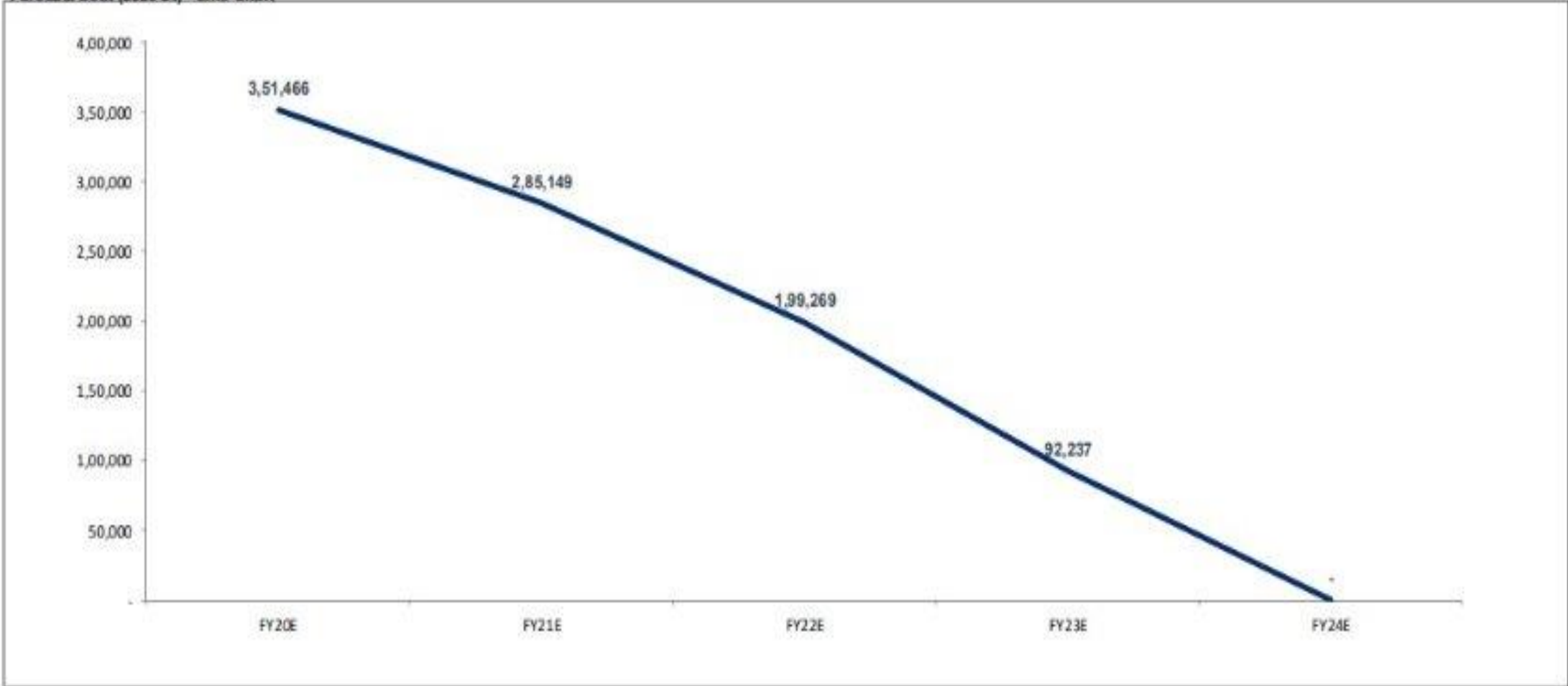
Dec-YE	Unit	FY20E	FY21E	FY22E	FY23E	FY24E
Cupcakes Revenue	\$	4,00,000	4,57,600	5,18,735	5,82,644	6,48,366
Ice Cream Revenue	\$	1,80,000	2,05,920	2,33,431	2,62,190	2,91,765
Drinks Revenue	\$	1,25,000	1,43,000	1,62,105	1,82,076	2,02,614
Total Revenue	\$	7,05,000	8,06,520	9,14,271	10,26,909	11,42,745
Growth	%		14%	13%	12%	11%
Cupcakes COGS	\$	1,50,000	1,68,300	1,87,116	2,06,127	2,24,967
Ice Cream COGS	\$	48,000	53,856	59,877	65,961	71,989
Drinks COGS	\$	55,000	61,710	68,609	75,580	82,488
Gross Profit	\$	4,52,000	5,22,654	5,98,669	6,79,242	7,63,300
Margin	%	64%	65%	65%	66%	67%
Staff Costs	\$	1,50,000	1,57,500	1,65,375	1,73,644	1,82,326
Occupancy Costs	\$	60,000	61,800	63,654	65,564	67,531
Marketing Costs	\$	10,000	10,500	11,025	11,576	12,155
Other Costs	\$	5,000	5,250	5,513	5,788	6,078
EBITDA	\$	2,27,000	2,87,604	3,53,102	4,22,670	4,95,211
Margin	%	32%	36%	39%	41%	43%
D&A	\$	(35,250)	(38,310)	(41,142)	(43,644)	(45,710)
EBIT (Operating Income)	\$	1,91,750	2,49,294	3,11,960	3,79,026	4,49,502
Margin	%	27%	31%	34%	37%	39%
Net Interest	\$					
Profit Before Tax (PBT)	\$	1,91,750	2,49,294	3,11,960	3,79,026	4,49,502
Margin	%	27%	31%	34%	37%	39%
Tax Expense	\$	40,268	52,352	65,512	79,596	94,395
Net Profit After Tax (NPAT)	\$	1,51,483	1,96,942	2,46,449	2,99,431	3,55,106
Margin	%	21%	24%	27%	29%	31%
Dividend Payout Ratio	%	60%	60%	60%	60%	60%
Gross Dividends	\$	90,890	1,18,165	1,47,869	1,79,659	2,13,064

Forecast Revenue (2020-24) - Column Chart



Revenue is projected to rise consistently from \$7,05,000 in FY20 to \$11,42,745 by FY24, reflecting an optimistic business outlook.

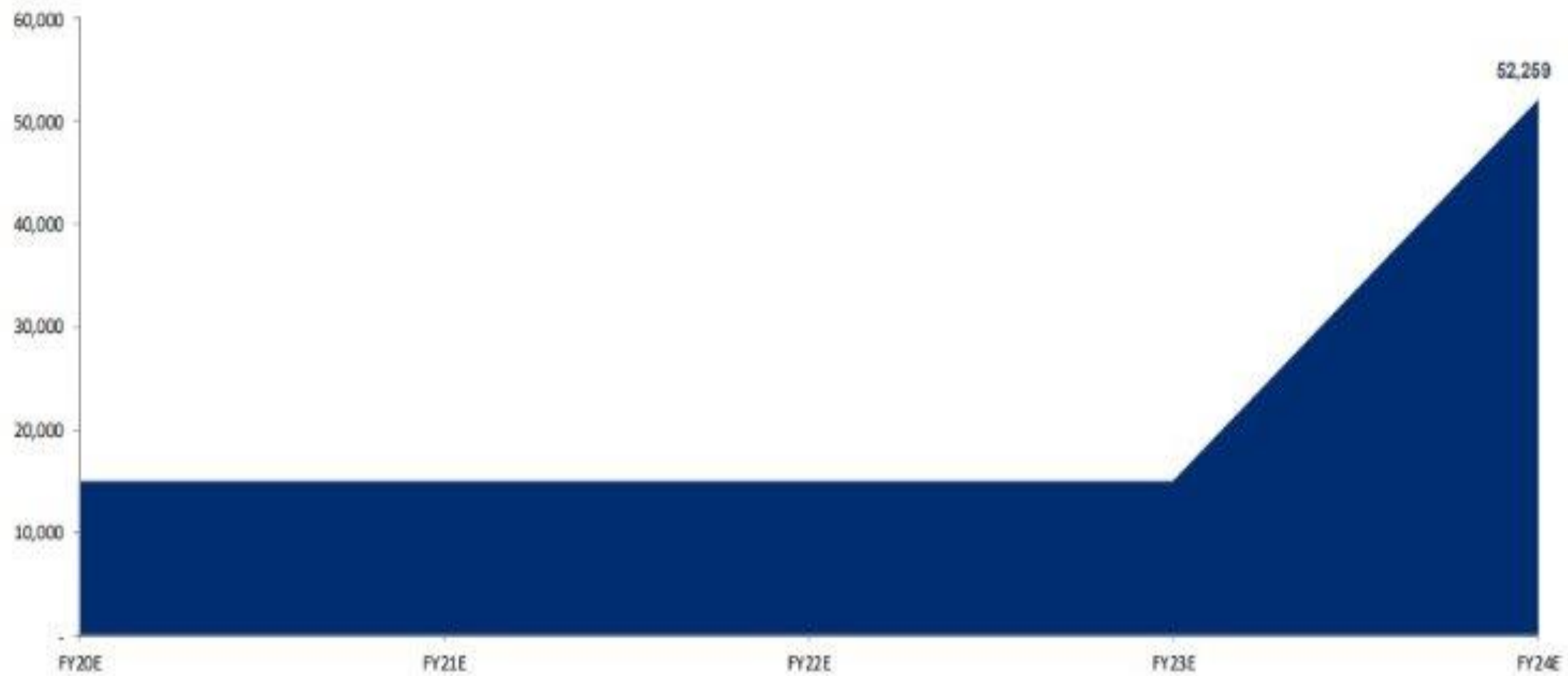
Forecast Debt (2020-24) - Line Chart



The company's debt is forecasted to decrease sharply, dropping from \$3,51,466 in FY20 to zero by FY24.

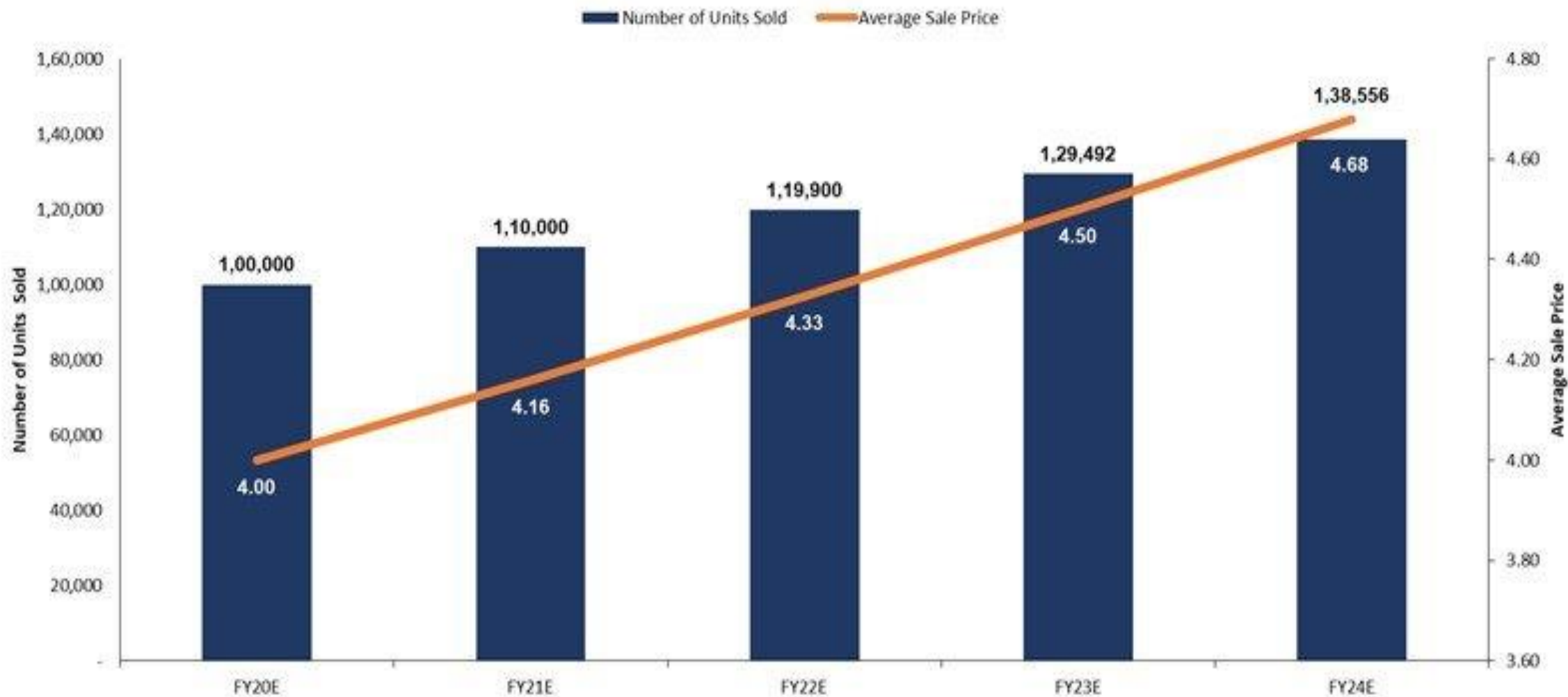
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Forecast Cash (2020-24) - Area Chart



By FY24, cash on the balance sheet is projected to rise to \$52,259, a significant improvement from a steady base of \$15,000 in previous years.

Cupcakes Operating Metrics (2020-24) - Combination Column & Line Chart



The overall operating metrics highlight consistent growth in both revenue and operating efficiency, aligning with the company's financial goals.

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Conclusion

The financial data from the Cash Flow, P&L, and Outputs forecasts demonstrate Goldman Sachs' strong growth trajectory and sound financial management:

**STEADY
REVENUE
GROWTH**

**IMPROVING
PROFITABILITY**

**STRONG
CASH
FLOW**

**DEBT
ELIMINATION**

**SHARE
HOLDERS
RETURNS**

Goldman Sachs is well-positioned for sustainable growth, enhanced profitability, and financial stability. With zero debt by FY24, increased cash reserves, and significant dividend payouts, the company is poised for long-term success.

The background features a light blue hexagonal grid pattern. On the right side, there is a prominent dark blue molecular structure resembling a DNA double helix, with various circles and lines representing atoms and bonds. A blue speech bubble with a pointed bottom is positioned on the left side of the slide.

Thank You!

Any Questions?

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Forage

Inspiring and empowering
future professionals

Shreya Sonal

Excel Skills for Business Job Simulation

Certificate of Completion
July 30th, 2024

Over the period of July 2024, Shreya Sonal has completed practical tasks in:

Basic Excel Skills
Forecasting Operating Assumptions
Translating Assumptions to the P&L
Forecasting Cash Flows
Creating Outputs in Excel

Tom Brunskill
CEO, Co-Founder of
Forage