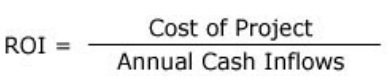
# ROI

## What is ROI ?

ROI (Return On Investment) is a relatively straightforward investment metric that expresses how much time is required (the payback period) to recover the original investment. It may also be expressed as a percentage figure -- ROI%. ROI is calculated as:



## Why is choose ROI ?

ROI có thể so sánh khoản thu về từ đồng tiền bỏ ra với lợi nhuận mà công ty có được, từ đó biết được khả năng hoàn vốn của dự án là bao lâu. Là một công cụ phân tích, nên ROI và thời gian hoàn vốn có thể đem lại những lợi ích như:

* Giúp bạn so sánh các phương án khác nhau.
* Giúp người quản lý chi tiêu thông minh hơn

### Total Cost: 927240 $

### Viking Revenue Estimates

|  |  |
| --- | --- |
| Viking License Fee | $650 |
| Viking Dev License Fee | $1.950 |
| Support Fee | 20% |

Maximum Total Additional: 3338400

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **# Licenses** | | | **# Dev Licenses** | | | **Volume Discount** |
|  | **Company** | **Year 2** | **Year 3** | **Year 4** | **Year 2** | **Year 3** | **Year 4** |
| **Probable (100%)** | DefCon USA | 375 | 400 | 550 | 20 | 30 | 40 | 20% |
| Big Communications | 325 | 400 | 550 | 20 | 30 | 40 | 20% |
| Starfleet | 200 | 200 | 350 | 10 | 15 | 25 | 15% |
| Global Energy | 185 | 200 | 350 | 10 | 15 | 25 | 15% |
| Chemicals-R-Us | 55 | 50 | 100 | 5 | 10 | 15 | 15% |
|  | Additional Viking Licenses | 1185 | 1300 | 2000 | 70 | 110 | 160 |  |
|  | Additional Revenue from Licenses | $607.100 | $664.625 | $1.014.000 | $103.838 | $159.900 | $232.538 |  |
|  | Additional Support Revenue | $121.420 | $132.925 | $202.800 | $20.768 | $31.980 | $46.508 |  |
|  |  |  |  |  |  |  |  |  |
|  | Total Additional Revenue | $853.125 | $989.430 | $1.495.845 |  |  |  |  |

Minium Total Additional Revenue (80%): 2670720

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **# Licenses** | | | **# Dev Licenses** | | | **Volume Discount** |
|  | **Company** | **Year 2** | **Year 3** | **Year 4** | **Year 2** | **Year 3** | **Year 4** |
| **Probable (80%)** | DefCon USA | 375 | 400 | 550 | 20 | 30 | 40 | 20% |
| Big Communications | 325 | 400 | 550 | 20 | 30 | 40 | 20% |
| Starfleet | 200 | 200 | 350 | 10 | 15 | 25 | 15% |
| Global Energy | 185 | 200 | 350 | 10 | 15 | 25 | 15% |
| Chemicals-R-Us | 55 | 50 | 100 | 5 | 10 | 15 | 15% |
|  | Additional Viking Licenses | 1185 | 1300 | 2000 | 70 | 110 | 160 |  |
|  | Additional Revenue from Licenses | $607.100 | $664.625 | $1.014.000 | $103.838 | $159.900 | $232.538 |  |
|  | Additional Support Revenue | $121.420 | $132.925 | $202.800 | $20.768 | $31.980 | $46.508 |  |
|  |  |  |  |  |  |  |  |  |
|  | Total Additional Revenue | 682500$ | 791544$ | 1196676$ |  |  |  |  |

### Revenue

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Year 2 | Year 3 | Year 4 | Total |
| Maximum Total Additional Revenue (100%) | 853125$ | 989430$ | 1495845$ | 3338400$ |
| Minium Total Additional Revenue (80%) | 682500$ | 791544$ | 1196676$ | 2670720$ |

### ROI calculation:

|  |  |  |  |
| --- | --- | --- | --- |
|  | Total Cost | Total Benefit | ROI (%) |
| Maximum Total Additional Revenue (100%) | 927240$ | 3338400$ | 260,04% |
| Minium Total Additional Revenue (80%) | 927240$ | 2670720$ | 188,02% |

# BREAKEVEN ANALYSIS

## What is Breakeven Analysis ?

Breakeven analysis tells you how much you need to sell/save to break even on your investment (in this case, your project). To make the results clearer, they can be graphed.

It is calculated as:

Breakeven volume = Fixed Costs/(Revenue per unit – variable costs per unit)

## Why is choose Breakeven Analysis?

Breakeven analysis helps to provide a dynamic view of the relationships between sales, costs and profits

### Total cost: 927240

### Breakeven analysis calculation:

For Viking License Fee: 650 $

|  |  |
| --- | --- |
| Total Cost | Breakeven analysis |
| 927240 | 1427 |

For Viking Dev License Fee: 1950$

|  |  |
| --- | --- |
| Total Cost | Breakeven analysis |
| 927240 | 476 |

# IRR

## What is IRR ?

IRR (Internal reate of return) is often used in capital budgeting, it is the interest rate that makes net present value of all cash flow equal zero.

## Why is choose IRR?

IRR is an indicator of the efficiency, quality, or [yield](http://en.wikipedia.org/wiki/Yield_(finance)) of an investment because the internal rate of return is a [rate](http://en.wikipedia.org/wiki/Rate_(mathematics)) quantity.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 | Year 4 | IRR |
| Maximum Total Additional Revenue (100%) | -536570 | 792375 | 928680 | 1226675 | 116% |
| Minium Total Additional Revenue (80%) | -536570 | 621750 | 730794 | 927506 | 152% |

Với tỉ suất thu nội tại từ 116% - 152% so với hệ số chiết khấu (ở đây lấy là lãi suất ngân hàng) là 14%. Dự án có thể sinh lời gấp khoảng 9 – 10 lần so với lãi suất ngân hàng. Dựa vào các số liệu trên dự án này sẽ thành công với lợi nhuận khổng lồ