



CASH FLOW CALCULATOR[®]

(Use EBITDA or SDE as Indicated)

The value of Seller's Discretionary Earnings will be calculated for each of the last three years based on the date entered in the Fiscal Year Ending field. SDE is displayed at the bottom of the next page as you complete each section. Enter these values in the Cash Flow Illustrator.

Please complete the **WHITE** fields with red borders. Dark blue fields are calculated automatically.

DISCLAIMER: This worksheet was developed to help an owner analyze the full value of ownership. We make no representation regarding the tax deductibility or legitimacy of the expenses listed. Many of the items contained herein might be regarded adversely by a lending institution, and some (such as unrecorded cash) are downright illegal. Consult your professional advisor before making any representations based on this worksheet.

Owner:

Fiscal Year Ending (Date):

Company:

Year:

Current -2
2016

Current -1
2017

Current
2018

Gross Sales:

Less Cost of Goods Sold

\$5,697,433	\$5,998,421	\$6,258,744
\$3,977,541	\$4,258,997	\$4,409,533

Gross Profit:

Less G&A Expenses

\$1,719,892	\$1,739,424	\$1,849,211
\$854,615	\$839,779	\$844,930

Pre-Tax Profit:

Note: Must match line 30 on IRS form 1120, line 21 on 1120S, or line 22 on 1065.

\$865,277	\$899,645	\$1,004,281
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EBITDA:

Interest Expense

Depreciation

Amortization

EBITDA Cash Flow:

Note: For calculations by industry, strategic and professional buyers.

\$120,542	\$115,899	\$102,532
\$65,399	\$57,412	\$85,861
\$0	\$0	\$0
\$1,051,218	\$1,072,956	\$1,192,674

Owner's Salary and Benefits:

Salary (per IRS return)

Bonuses

Est. Payroll Taxes on Owner

2016	2017	2018
\$250,000	\$250,000	\$250,000
\$125,000	\$140,000	\$175,000
\$30,000	\$31,200	\$34,000

Owner's Insurance (Annual Premiums):

Life Insurance

Health Insurance

Other (non-auto) Insurance

\$88,000	\$88,000	\$88,000
\$9,620	\$10,545	\$11,671
\$2,414	\$2,414	\$2,414

Owner's Vehicle(s) to be Retained by Owner:

Annual Finance Payments:

Insurance

Fuel

Maintenance and Repairs

Note: To be considered discretionary, a vehicle must not have a primary business use. A delivery truck that is taken home at night, for example, shouldn't be included.

\$7,200	\$7,200	\$8,500
\$2,300	\$2,415	\$2,700
\$2,000	\$2,100	\$2,300
\$250	\$350	\$0



This sample is provided for demonstration purposes only.

Some pages have been excluded in order to protect our intellectual property.