

Financial Template Instructions

This instruction sheet accompanies the financial performance and projections template; “Fish 2.0 Financial Template (Excel)”. The Excel file contains a standard financial reporting layout for Income Statement, Cash Flow Statement and Balance Sheet which investors will want to see.

Please note: **This template is completely OPTIONAL**. If you have already developed financial projections using a different format, you do not need to use this form or re-create any projections. The Fish 2.0 team is providing this due to requests by some competitors who have been seeking a sample template to use.

What to use it for:

- **Financial Past Performance.** You may use this template when reporting your financial past performance for Fish 2.0 questions.
- **Financial Projections:** You may also use it for your financial projections. In Fish 2.0, all competitors must provide projections of Net Operating Income. (The Income Statement tab). Fish 2.0 does *not* ask you to extend your “Cash Flow Statement” projections, although you may do so to show investors the impacts of depreciation and amortization, investment and financing.
- **Currency Conversion.** The worksheet allows you to create your financial projections in your native currency and display a version that is converted into U.S. dollars.

How to Use these Templates

There are 6 sheets (tabs) in the document: Three **blue** and Three **green**.

1. Start by entering information on the **blue**, “Income Statement” sheet.
2. Only enter numbers in the **yellow** cells – on all worksheets!
The other cells are calculated automatically. (If you enter numbers into non-yellow cells, you will lose the formulas that translate into the other pages.)
3. Foreign Currency: You may enter your information in your native currency, and then have the figures displayed in U.S. dollars. Follow these steps:
 - First enter all the native currency information in the **blue** sheets, then
 - Go to the **green** “Income Statement->USD” sheet, and enter the exchange rate where indicated.
 - All **green** worksheets will display your numbers in USD using this rate.

Customizing your Templates

- All the line items for costs are suggestions for your guidance only. You can insert lines that you need and delete or hide lines that you do not.
- Please note that Fish 2.0 is not able to offer individual support for this.