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.

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.