Guide: Forecasting > Statements

PROFITUAL

Scenarios — Active Scenario: Default

FORECASTS

Select between Statements & Runway Calculator: Under Statements view Income Statement, Balance Sheet, and Cashflow Statement Forecasts

📊 Statements 🏃 Runway Calculator

📊 Income Statement ⚖️ Balance Sheet 💲 Cashflow Statement

Toggle between years with arrow selector or drop down menu

Forecast Year
◄ 2024 ▼ ►

Export To Excel | + Add Year(S) | Edit Opening Balances

Add Balance Sheet **Opening Balances**

Revenue & **Payroll** lines are built in separate builder modules

Remember to save your work! All unsaved changes will be lost.

DEMO INC.

OPERATING FORECAST - SCENARIO DEFAULT

For the Year Ended December 31, 2024

Statement Builder tool to add, delete and re-order rows

REVENUES

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Consulting Ser...	34,953	34,953	34,953	34,953	34,953	34,953	34,953	34,953	34,953	34,953	34,953	34,953	419,430
SaaS Service	0	0	300	300	600	600	600	1,200	1,200	1,200	1,200	1,200	8,400
Total Revenue	**34,953**	**34,953**	**35,253**	**35,253**	**35,553**	**35,553**	**35,553**	**36,153**	**36,153**	**36,153**	**36,153**	**36,153**	**427,830**

COST OF REVENUE

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Payroll	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	51,436
COGS	957	957	1,002	1,002	1,047	1,047	1,047	1,137	1,137	1,137	1,137	1,137	12,738
Gross Profit	**29,710**	**29,710**	**29,965**	**29,965**	**30,220**	**30,220**	**30,220**	**30,730**	**30,730**	**30,730**	**30,730**	**30,730**	**363,656**

Sidebar navigation:

APP
- Overview
- Company
- Forecasting ▼
  - Statements
    - Revenue Streams
    - Team
  - Benchmarking
  - Variances
  - Assumptions
- Actuals
- Budgets
- Integrations

USER
- Library
- Account

Demo Inc. ICT

Report issue

For remaining Income Statement line items not driven by a Building Block users can manually input or copy & paste from excel, as well as leverage mirror functions from excel to drag balances across multiple months

Statement Builder

PROFITUAL

STATEMENT BUILDER ❓

The Statement Builder will drive both Forecast and Actuals. As a result this function is used to create the mapping for Integrations as well.

Add and Delete Rows. Selected row will be deleted, added row will be input at bottom of table. Use the shift button to select multiple rows at a time to delete

| | + Add New Row | | 🗑 Delete Selected Row(S) |

Revenues

	Index	Row Name
⠿	0	New Builds
⠿	1	Authorized Partner MRR - Builders
⠿	2	Realtor/Broker Monthly
	3	Total Revenue

Cost of Revenue

	Index	Row Name
	0	Payroll
⠿	1	COGS
	2	Gross Profit

Research & Development

Use the dot selector left of row numbers to reorder line items

	Index	Row Name
	0	Payroll
⠿	1	Software Development
⠿	2	Software Support
⠿	3	Platform Hosting - AWS
⠿	4	Research
	5	Total Research & Development

Double click line titles to Rename

General & Admin

Cancel   **Save Changes**

Return to Forecasting Guide

PROFITUAL

CREATE STREAM

Stream Name *

SaaS Service

Description *

This is for Testing

Stream Type

Subscription

Monthly Price

$150

Cancel   Save

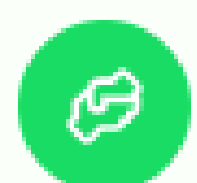**Monthly Price combined with inputs to the "New" and "Churn" cells in Customer table will drive your revenue forecast**
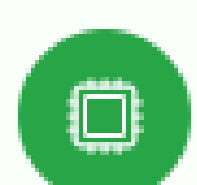
REVENUE STREAMS

+ ADD NEW STREAM

SaaS Service
This is for Testing 🗑

Consulting Service
Example of Consulting Service Revenue 🗑

Hardware Revenue
Physical products sold 🗑

Onboarding Revenue
Revenue associated with Onboarding 🗑

SAAS SERVICE ✏   ◄ 2024 ►

Monthly Price
$150

Description
This is for Testing

CUSTOMERS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Existing	0	0	0	2	2	4	8	8	12	12	10	13	0
New	0	0	2	0	3	4	0	4	0	0	3	0	16
Churn	0	0	0	0	1	0	0	0	0	2	0	0	3
Total Custom...	0	0	2	2	4	8	8	12	12	10	13	13	13

FORECAST MRR

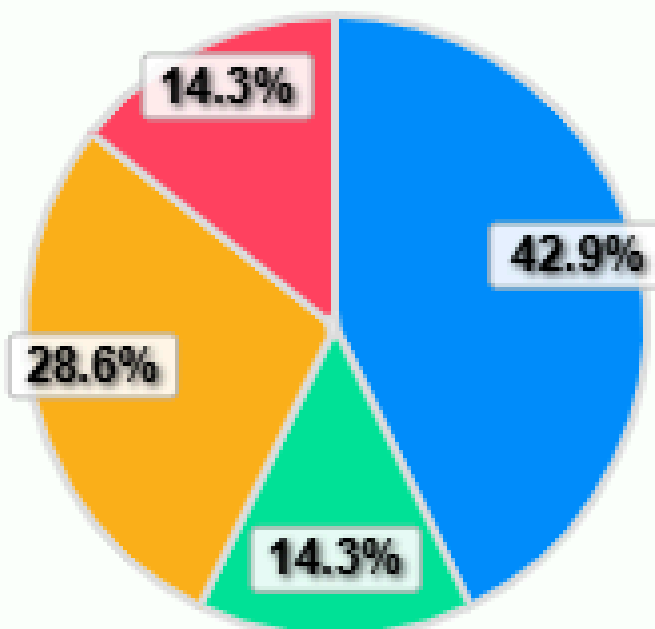|	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Beginning	0	0	0	300	300	600	1,200	1,200	1,800	1,800	1,500	1,950	10,650
New	0	0	300	0	450	600	0	600	0	0	450	0	2,400
Churned	0	0	0	0	150	0	0	0	0	300	0	0	450
End	0	0	300	300	600	1,200	1,200	1,800	1,800	1,500	1,950	1,950	12,600

Return to Forecasting Guide

Team Building Block

Input a current or forecasted position. Pre-populating roles will provide a recommended Category and Salary allocation that can be edited as needed Start and End date will dictate the cost period

Tax/Benefit % enables forecast of employer: EI & CPP, contributions on health benefits, and retirement savings plans

Raise % & Raise Freq. can be used to forecast a percentage increase, and the frequency in months it occurs

TEAM MEMBERS

NAME	POSITION	CATEGORY	START DATE	END DATE	SALARY	TAX/BENEFITS	TAX/BENEFITS	TOTAL	RAISE %	RAISE FREQ.
	Chief Executive Officer	General & Admin	01/01/2024		$146,764	15	$22,015	$168,779	3	12
	Chief Technology Officer	Research & Development	01/01/2024		$133,612	15	$20,042	$153,654	3	12
	Business Development Manager	Marketing & Sales	01/01/2024		$60,000	15	$9,000	$69,000	3	12
	Customer Support	Cost of Goods Sold	01/01/2024		$44,727	15	$6,709	$51,436	3	12
	Software Developer	Research & Development	29/10/2024		$50,000	15	$7,500	$57,500	0	0
	Software Developer	Research & Development	29/10/2024		$50,000	15	$7,500	$57,500	0	0
	Marketing Intern	Marketing	01/05/2024	31/08/2024	$30,000	7	$2,100	$32,100	0	0

Insert row above
Insert row below
Remove row
Create duplicate...

Pie chart legend: R&D 42.9%, G&A 14.3%, M&S 28.6%, COGS 14.3%
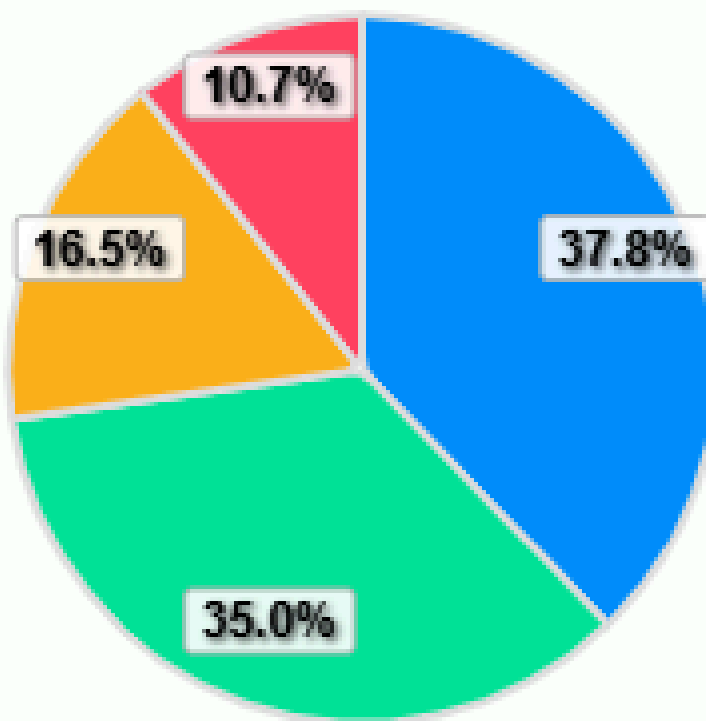
Right Click on a role for the shown functionality box to add and remove roles

Ensure you hit SAVE before moving on from this page

FISCAL YEAR 2024

Pie chart legend: R&D 37.8%, G&A 35.0%, M&S 16.5%, COGS 10.7%

	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	TOTAL
R&D	12,804	12,804	12,804	12,804	12,804	12,804	12,804	12,804	12,804	22,388	22,388	22,388	182,404
G&A	14,065	14,065	14,065	14,065	14,065	14,065	14,065	14,065	14,065	14,065	14,065	14,065	168,779
M&S	5,750	5,750	5,750	5,750	8,425	8,425	8,425	8,425	5,750	5,750	5,750	5,750	79,700
COGS	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	4,286	51,436
Total	36,906	36,906	36,906	36,906	39,581	39,581	39,581	39,581	36,906	46,489	46,489	46,489	482,318

Report issue