



# ROI WORKSHEET INSTRUCTIONS

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**Yellow cells in the ROI worksheet are your input cells.**

1. Cell "E11" Input Value Builder estimate of value (higher number in range)
2. Cells "G18- G22" Input historical net profit (from your income statements)
3. Cells "E18- E22" Input historical revenues (from your income statements)
4. Columns I,K,M,O (18 - 22) input historical values
5. Cell "D23" Input predicted multiple
6. Cell "E23" Input predicted revenue
7. Cell "H23" Input minimum Net Profit %
8. Review Cells "23Q" Adj. EBITDA, "23S" Value, "23T" Three Year Average Growth. Are these "Results" satisfactory? If not try new Inputs until satisfied with your desired results
9. Repeat steps 5 - 8 for rows 24 and 25
10. Use Scenario 2 to help you determine desired growth in Value and Revenue
11. Cells "W37, X37, Y37" input desired % increase in value
12. Cells "D38, D39, D40" input predicted Multiple
13. Use Scenario 3 to help you determine predicted Multiple
14. Cells "E53, E54, E55" enter predicted revenue