



Funding

This round, my company raised funding from

- VC
(and/or)
- Bank loan

VC:

\$ _____ BB for _____ (# of shares)

(and/or)

Bank loan amount:

\$ _____ BB at 10% interest

Shares of Stock	
from after Stage A	
- (minus) # sold in Stage B	
=	Total <i>on hand</i>

Cash Flow

Cash In		Cash Out		
Stage A cash on hand	\$ _____ BB	(BizMart)	\$ _____ BB	
VC, round 2	\$ _____ BB	(BizMart)	\$ _____ BB	
Bank loan	\$ _____ BB	(BizMart)	\$ _____ BB	
(other)	\$ _____ BB	rent	\$ _____ BB	
(other)	\$ _____ BB	salaries	\$ _____ BB	
(other)	\$ _____ BB	interest	\$ _____ BB	
(other)	\$ _____ BB	(other)	\$ _____ BB	
Total Cash In	\$ _____ BB	- (minus)	Total Cash Out	\$ _____ BB
		=		Stage B Cash on hand
				\$ _____ BB

Review

1. What is the difference between getting funding from the VC and taking out a bank loan?
2. Why should a company come up with a strong production strategy?
3. What factors affect a company's pricing structure?