Guanine Dx Inc

Cashflow ($000)

	Month	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24		
1. HEADCOUNT																											Avg Mo
Employees		16	23	23	24	24	24	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25		24
Students					4	4	8	8	8	8	8	8	8	8	8	8	8	8	8								5
2. OUTFLOWS																											Avg Mo
Monthly Burn Rate		169	300	300	334	334	335	346	346	346	346	346	346	380	380	380	380	380	380	370	370	370	370	370	370	7,586.2	348
Cumulative		169	469	769	1103	1437	1772	2118	2464	2810	3156	3502	3848	4228	4608	4987	5367	5746	6126	6496	6866	7235	7605	7975	8345		
3. INFLOWS (PROJECTED)																											
Product Margin (net of COGS)														0	0	0	54	54	54	153	153	153	406	406	406	1840.5	
Licening revenue	200													25			0			25			0			50.0	
Total for Month		0	0	0	0	0	0	0	0	0	0	0	0	25	0	0	54	54	54	178	153	153	406	406	406	1890.5	
Cumulative		0	0	0	0	0	0	0	0	0	0	0	0	25	25	25	79	133	187	365	518	672	1078	1484	1891		
4. CASHFLOW		-169	-469	-769	-1103	-1437	-1772	-2118	-2464	-2810	-3156	-3502	-3848	-4203	-4583	-4962	-5288	-5614	-5939	-6131	-6347	-6564	-6527	-6491	-6454	-5696	Max -6564
5. BUDGET																											
	Qty	Annual																									
RESEARCH & DEVELOPMENT																											
A1. Process Specialists																											
Molecular biologist	1	120	5.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	243.4
Microbiologist	1	90	3.8	7.5	7.5	7.5	7.5	7.5	7.5	7.5	7.5	7.5	7.5	7.5	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	182.6
Mechanical Engineer	1	80	3.3	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	156.7
Electrochemist	1	120	5.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	235.0
QA/Certification specialis	1	100	4.2	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	195.8
Product manager	1	75	3.1	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	146.9
A2. Assay Development																											
Sr. Technicians	1	120	5.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	235.0
Technicians	4	55	9.2	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	18.3	430.8
Students	4	20				6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	7.1	7.1	7.1	7.1	7.1	7.1							102.8
A3. Cartridge and Instrument																											
VP Engineering	1	160	6.7	13.3	13.3	13.3	13.3	13.3	13.3	13.3	13.3	13.3	13.3	13.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	14.3	324.5
Mech Engineer	1	110	4.6	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	223.1
Electrical engineer	1	100	4.2	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.3	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	202.8
Test engineer	1	80	3.3	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	162.3
Instrument software	1	110	4.6	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	223.1
Browser developer	1	110	4.6	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.2	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	9.8	223.1
Test students	1	20						1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.8	1.8	1.8	1.8	1.8	1.8							22.4
A5. Consultants		200	0.0	16.7	16.7	16.7	16.7	16.7	16.7	16.7	16.7	16.7	16.7	16.7	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	397.3
A6. Supplies		250	0.0	20.8	20.8	20.8	20.8	20.8	20.8	20.8	20.8	20.8	20.8	20.8	22.3	22.3	22.3	22.3	22.3	22.3	22.3	22.3	22.3	22.3	22.3	22.3	496.7
			66.46	170.4	170.4	177.1	177.1	178.8	178.8	178.8	179	178.8	178.8	178.8	187.1	187.1	187.1	187.1	187.1	187.1	178.2	178.2	178.2	178.2	178.2	178.2	4,204.3
SALES & MARKETING																											
B1. Business Development/Marketing																											
Business development sp	3	100	8.3	8.3	8.3	16.7	16.7	16.7	25.0	25.0	25.0	25.0	25.0	25.0	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	546.0
Tech Writer	1	45				3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	81.9
B2. Consultants		50				4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	91.0
B3. Travel/Other expenses		75				6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	21.7	21.7	21.7	21.7	21.7	21.7	21.7	21.7	21.7	21.7	21.7	21.7	316.5
			8	8	8	31	31	31	39	39	39	39	39	39	56.91	56.91	56.91	56.91	56.91	56.91	56.91	56.91	56.91	56.91	56.91	56.91	1,035.4
GENERAL & ADMINISTATIVE																											
Bookkeeper	1	40	1.7	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6	81.1
Procurement	1	60	2.5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	121.7
Secretary	1	30	1.3	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	60.9
Executives		630	52.5	52.5	52.5	52.5	52.5	52.5	52.5	52.5	52.5	52.5	52.5	52.5	56.2	56.2	56.2	56.2	56.2	56.2	56.2	56.2	56.2	56.2	56.2	56.2	1304.1
Fringe Benefits/Full time		9	12.0	17.3	17.3	18.0	18.0	18.0	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	438.0
Overhead/Full time		7	9.3	13.4	13.4	14.0	14.0	14.0	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	14.6	340.7
			79	94	94	95	95	95	97	97	97	97	97	97	101	101	101	101	101	101	101	101	101	101	101	101	2,346.5
Contingency		10%	15.4	27.3	27.3	30.3	30.3	30.5	31.5	31.5	31.5	31.5	31.5	31.5	34.5	34.5	34.5	34.5	34.5	34.5	33.6	33.6	33.6	33.6	33.6	33.6	758.6	Total 8,345
COLA	7%																										