# Forecast — assumptions on display and cohort comparison

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Break-even at 41 repairs a week · two scenarios · fictional document

**Fictional document — demonstration example**
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**Fictional document**, produced for the demonstration. **It is expressed in volumes and shares, not in amounts**: volumes are what compare from one file to the next, and volumes are what can be discussed with a founder.

## The two comparisons

| Benchmark | Value | Origin |
|---|---|---|
| First year targeted by the founder | **81 % of the cruising level** | Her assumption |
| **Median of your cohort** | **62 % of the cruising level** | **37 files, 3 years** |
| Position within the cohort | **Above 31 files out of 37** | Ranking |
| **Gap** | **+ 19 points** | — |

## Break-even, reduced to volume



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| Month | Repairs a week planned | Break-even | Position |
|---|---|---|---|
| M+3 | **34** | 41 | **Below break-even** |
| M+4 | 38 | 41 | **Below break-even** |
| M+5 | 43 | 41 | Above |
| M+6 | **48** | 41 | Above |

> **The cash-flow plan handed in by the founder does not write down the four months spent below break-even.** That is not an arithmetic error: it is a consequence of the ramp-up assumption, and it disappears if that single line changes.

## The two scenarios, side by side

| Scenario | Ramp-up | Months below break-even | First year reached |
|---|---|---|---|
| **A — the founder's assumption** | **3 months** | **4** | **81 %** |
| **B — the cohort median** | **9 months** | **7** | **62 %** |

**The two scenarios are handed over together, never one without the other.** A single table reads as a verdict; two tables read as a conversation, and that conversation is the adviser's profession.

## What this document does not establish

| Question | Whose it is |
|---|---|
| Does the project stand up? | **The adviser's, who judges and signs** |
| Which scenario to use for the funding application? | **The adviser's, with the founder** |

| Question | Whose it is |
|---|---|
| Which legal form and tax regime to choose? | **The adviser's, from the official pages supplied** |

Scenario retained, reason and date: ______

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