

**From:** Nick Innes-Jones <Nick.Innes-Jones@bdo.co.nz>  
**Sent:** 08 June 2020 09:09  
**To:** Dave Jaques <Dave@digitalsigns.co.nz>  
**Subject:** RE: Forecasts

Hi Dave

Hope you had a good weekend and thanks for the update re ASB.

The first step is to understand what Andy wants so there is no duplication. So I should talk to Andy after your meeting.

Then the most efficient way for us to complete it is to sit with you and work out what numbers and assumptions need to change. We will also need to the most recent actual balance sheet and show actual cash collections and the timing of future cash collections. We also need to clearly show your current debt position and how your creditors will be paid especially in the short term while your business ramps up. This is very important given that you have requested a working capital facility and to show how you will meet your immediate debts as they fall due.

Thanks

Nick

**From:** Dave Jaques <[Dave@digitalsigns.co.nz](mailto:Dave@digitalsigns.co.nz)>  
**Sent:** Monday, 8 June 2020 8:53 a.m.  
**To:** Nick Innes-Jones <[Nick.Innes-Jones@bdo.co.nz](mailto:Nick.Innes-Jones@bdo.co.nz)>  
**Subject:** Forecasts

Let me know what you think when you are ready.

It took quite a bit of work but I'm happy with what has come out.

ASB are pitching for the work (as my broker asked them to finance the purchase of a family home for us).

Cheers



**Dave Jaques**  
**I 0274 715 734**

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