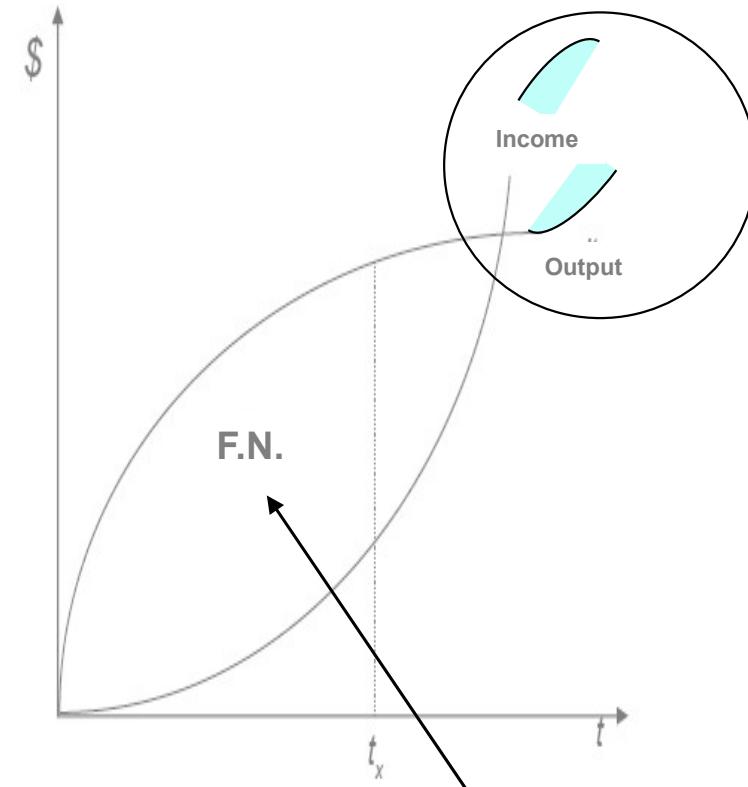


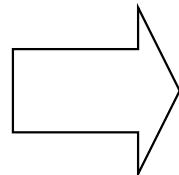
1.a FINANCIAL EQUILIBRIUM ($I \geq 0$)



USES	SOURCES
NEW INVESTMENTS	CASH FLOW FROM OPERATION (CFO)
REFUNDS	DISINVESTMENTS
DIVIDENDS	NEW DEBTS
FINANCIAL CHARGES	EQUITY INCREASE
CASH CHANGE (+)	CASH CHANGE (-)

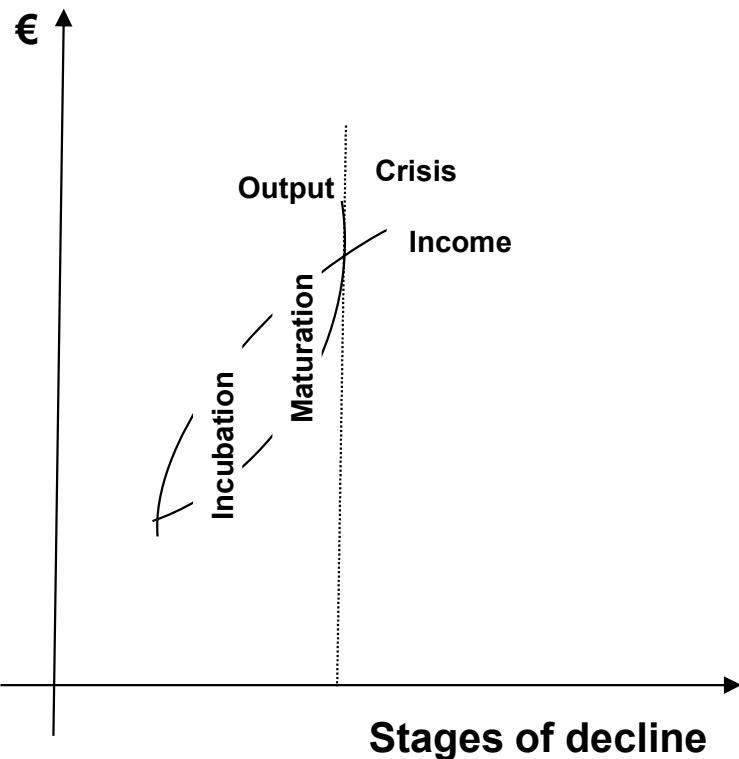


The company is in financial equilibrium when its financial result is acceptable based on the evolutionary moment of the company



Financial Need

1.b FINANCIAL EQUILIBRIUM ($I \geq 0$)



	USES	SOURCES	Critical area
Company under development ($I < O$)	New investments (50%) Refunds (30%) Dividends (0%) Financial charges (20%)	Disinvestments (0%) New debts (30%) Equity increase (30%) CFO (40%)	<u>NFP control</u>
Company in decline (incubation) ($I > O$)	New investments (0%) Refunds (70%) Dividends (10%) Financial charges (30%)	Disinvestments (20%) New debts (30%) Equity increase (20%) CFO (30%)	<u>Control of commercial relationships</u>
Company in decline (maturity) ($I > O$)	New investments (0%) Refunds (60%) Dividends (0%) Financial charges (40%)	Disinvestments (40%) New debts (30%) Equity increase (10%) CFO (20%)	<u>Control of prices that are no longer profitable</u>
Company in decline (crisis) ($I < O$)	New investments (0%) Refunds (50%) Dividends (0%) Financial charges (50%)	Disinvestments (70%) New debts (20%) Equity increase (0%) CFO (10%)	<u>Difficulty twisting phase too advanced</u>