



**Decision tree calculation**

Outcomes	Probability	EVA	Expand	
3,000,000.00	0.80			
700,000.00	0.20	2,540,000.00		
2,540,000.00		1,740,000.00	-800,000.00	
1,740,000.00	0.60			
790,000.00	0.40	1,360,000.00		
1,360,000.00		1,160,000.00	-200,000.00	Purchase land
1,290,000.00		490,000.00	-800,000.00	Expand

First example

2,300,000.00	0.30			
1,000,000.00	0.70	1,390,000.00		
1,390,000.00		790,000.00	-600,000.00	
1,740,000.00	0.60			
790,000.00	0.40	1,360,000.00		
2,000,000.00	0.60	1,200,000.00		Upper branch
225,000.00	0.40	90,000.00		
		1,290,000.00		



Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
EVA-Cost	Situation	Cost	Expected value	Partials	%	Market Growth		2,000,000
490,000	Warehouse	-800,000	1,290,000	1,200,000	0.60	No Market Growth		225,000
				90,000	0.4			

Compare 116000 and 49000

Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
EVA-Cost	Situation	Cost	Expected value	Partials	%	Market Growth		3,000,000
1,740,000	Warehouse	-800,000	2,540,000	2,400,000	0.80	No Market Growth		700,000
				140,000	0.2			

Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
EVA-Cost	Cost if purchase land	Growth (in 3 years 0 payoff)	Expected value	Partials	%	Market Growth		
1,160,000	-200,000		1,360,000	1,044,000	0.60	No Market Growth		
		No Growth (in 3 years 0 payoff)		316,000	0.4			

Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
450,000	Sell land							450,000
	Situation							

Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
EVA-Cost	Situation	Cost	Expected value	Partials	%	Market Growth		2,300,000
790,000	Sell land	-600,000	1,390,000	690,000	0.30	No Market Growth		1,000,000
				700,000	0.7			

Decision point		Change event		Payoff * Probability	Probability	Situation		Payoff
210,000	Sell land							210,000
	Situation							