

	Historical Results					Forecast Period				
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Balance Sheet Check	OK	OK	OK	OK	OK	OK	OK	OK	OK	OK
					LIVE SCENARIO		1			

Assumptions

SCENARIO 1

Revenue Growth (% Change)	10.0%	10.0%	10.0%	10.0%	10.0%
Cost of Goods Sold (% of Revenue)	42.0%	47.0%	50.0%	36.0%	35.0%
Salaries and Benefits (% of Revenue)	17.0%	17.0%	17.0%	17.0%	17.0%
Rent and Overhead (\$000's)	15,000	15,000	15,000	15,000	15,000
Depreciation & Amortization (% of PP&E)	35.0%	35.0%	35.0%	35.0%	35.0%
Interest (% of Debt)	10.0%	10.0%	10.0%	10.0%	10.0%
Tax Rate (% of Earnings Before Tax)	28.0%	28.0%	28.0%	28.0%	28.0%
Accounts Receivable (Days)	18	18	18	18	18
Inventory (Days)	80	90	100	100	100
Accounts Payable (Days)	37	37	37	37	37
Capital Expenditures (\$000's)	15,000	15,000	15,000	15,000	15,000
Debt Issuance (Repayment) (\$000's)	-	-	(20,000)	-	-
Equity Issued (Repaid) (\$000's)	-	-	-	-	-

SCENARIO 2

Revenue Growth (% Change)	5.0%	4.5%	4.0%	3.5%	3.0%
Cost of Goods Sold (% of Revenue)	37.0%	37.0%	36.0%	36.0%	35.0%
Salaries and Benefits (% of Revenue)	17.0%	17.0%	17.0%	17.0%	17.0%
Rent and Overhead (\$000's)	10,000	10,000	10,000	10,000	10,000
Depreciation & Amortization (% of PP&E)	40.0%	40.0%	40.0%	40.0%	40.0%
Interest (% of Debt)	5.0%	5.0%	5.0%	5.0%	5.0%
Tax Rate (% of Earnings Before Tax)	28.0%	28.0%	28.0%	28.0%	28.0%
Accounts Receivable (Days)	18	18	18	18	18
Inventory (Days)	73	73	73	73	73
Accounts Payable (Days)	37	37	37	37	37
Capital Expenditures (\$000's)	15,000	15,000	15,000	15,000	15,000
Debt Issuance (Repayment) (\$000's)	-	-	(20,000)	-	-
Equity Issued (Repaid) (\$000's)	-	-	-	-	-

LIVE SCENARIO

Revenue Growth (% Change)	10.0%	10.0%	10.0%	10.0%	10.0%
Cost of Goods Sold (% of Revenue)	42.0%	47.0%	50.0%	36.0%	35.0%
Salaries and Benefits (% of Revenue)	17.0%	17.0%	17.0%	17.0%	17.0%
Rent and Overhead (\$000's)	15,000	15,000	15,000	15,000	15,000
Depreciation & Amortization (% of PP&E)	35.0%	35.0%	35.0%	35.0%	35.0%
Interest (% of Debt)	10.0%	10.0%	10.0%	10.0%	10.0%
Tax Rate (% of Earnings Before Tax)	28.0%	28.0%	28.0%	28.0%	28.0%
Accounts Receivable (Days)	18	18	18	18	18
Inventory (Days)	80	90	100	100	100
Accounts Payable (Days)	37	37	37	37	37
Capital Expenditures (\$000's)	15,000	15,000	15,000	15,000	15,000
Debt Issuance (Repayment) (\$000's)	-	-	(20,000)	-	-
Equity Issued (Repaid) (\$000's)	-	-	-	-	-

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	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Balance Sheet Check	OK	OK	OK	OK	OK	OK	OK	OK	OK	OK

Cash Flow Statement

Operating Cash Flow										
Net Earnings	2,474	11,791	21,075	26,713	28,227	26,543	24,401	25,929	52,749	61,839
Plus: Depreciation & Amortization	19,500	18,150	17,205	16,544	16,080	13,132	13,786	14,211	14,487	14,667
Less: Changes in Working Capital	9,003	1,702	775	903	827	3,175	5,062	5,768	(2,613)	2,041
Cash from Operations	12,971	28,239	37,505	42,354	43,480	36,500	33,125	34,372	69,849	74,464
Investing Cash Flow										
Investments in Property & Equipment	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Cash from Investing	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Financing Cash Flow										
Issuance (repayment) of debt	-	-	(20,000)	-	-	-	-	(20,000)	-	-
Issuance (repayment) of equity	170,000	-	-	-	-	-	-	-	-	-
Cash from Financing	170,000	-	(20,000)	-	-	-	-	(20,000)	-	-
Net Increase (decrease) in Cash	167,971	13,239	2,505	27,354	28,480	21,500	18,125	(628)	54,849	59,464
Opening Cash Balance	-	67,971	81,210	83,715	111,069	139,550	161,050	179,175	178,547	233,396
Closing Cash Balance	167,971	81,210	83,715	111,069	139,550	161,050	179,175	178,547	233,396	292,860

Supporting Schedules

Working Capital Schedule										
Accounts Receivable	5,100	5,904	6,567	7,117	7,539	8,179	8,997	9,896	10,886	11,975
Inventory	7,805	9,601	9,825	10,531	11,342	15,267	21,142	27,490	21,772	23,284
Accounts Payable	3,902	4,800	4,912	5,265	5,671	7,061	8,692	10,171	8,056	8,615
Net Working Capital (NWC)	9,003	10,705	11,480	12,382	13,210	16,385	21,447	27,215	24,603	26,644
Change in NWC	9,003	1,702	775	903	827	3,175	5,062	5,768	(2,613)	2,041
Depreciation Schedule										
PPE Opening	50,000	45,500	42,350	40,145	38,602	37,521	39,389	40,603	41,392	41,905
Plus Capex	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Less Depreciation	19,500	18,150	17,205	16,544	16,080	13,132	13,786.04	14,210.93	14,487.10	14,666.62
PPE Closing	45,500	42,350	40,145	38,602	37,521	39,389	40,603	41,392	41,905	42,238
Debt & Interest Schedule										
Debt Opening	50,000	50,000	50,000	30,000	30,000	30,000	30,000	30,000	10,000	10,000
Issuance (repayment)	-	-	(20,000)	-	-	-	-	(20,000)	-	-
Debt Closing	50,000	50,000	30,000	30,000	30,000	30,000	30,000	10,000	10,000	10,000
Interest Expense	2,500	2,500	1,500	1,500	1,500	3,000	3,000	1,000	1,000	1,000