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SUMMARY & DIAGNOSIS REPORT - INITIAL THREE YEARS

Years ending Dec	2003 Act/Est	2004 Proj	2005 Proj	2006 Proj	Remarks
	\$000	\$000	\$000	\$000	
Sales	2,313	4,027	8,911	19,402	3-yr change is 739%
Gross margin	963	1,273	3,949	9,833	3-yr change is 921%
Operating expenses	<u>990</u>	<u>2,077</u>	<u>4,079</u>	<u>7,731</u>	3-yr change is 681%
Income from operations	-127	-1,081	-641	1,435	Change N/A
Net income before taxes	-162	-1,040	-618	1,414	Change N/A
Net cashflow	N/A	271	-38	71	2-yr change is -74%
Cash balance (deficit)	-110	161	123	193	2-yr change is 20%
Total assets	1,893	2,513	4,594	8,032	3-yr change is 324%
<i>These ratios are based on a combination of monthly and annual values</i>					
Peak debt as % equity		70	83	41	First yr seems high
Lowest current asset ratio (times)		1.3	1.4	1.0	All look ok
Peak sales/total assets (times)		1.6	1.9	2.4	All look ok
Net income before taxes as % total assets				18	First yr seems low
Gross margin (as % sales)		32	44	51	Full year averages
Net income before taxes (as % sales)		(25.8)	(6.9)	7.3	Full year averages

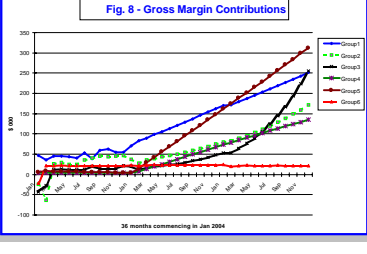
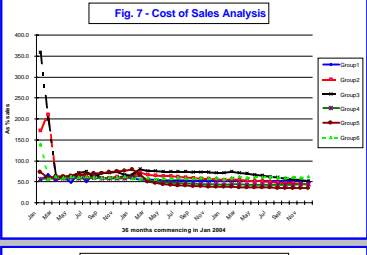
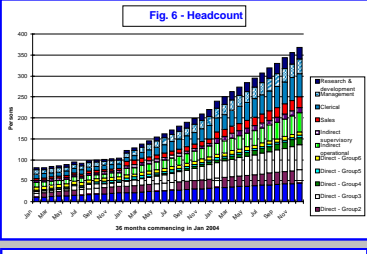
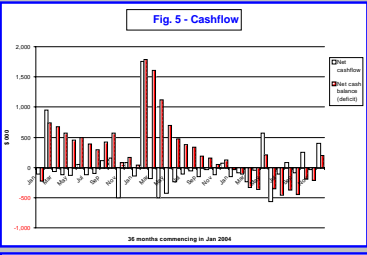
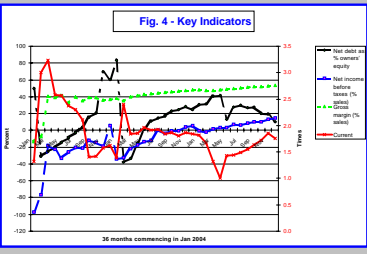
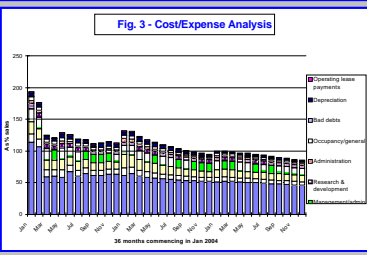
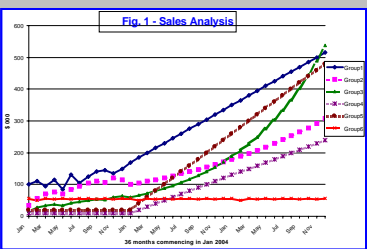
36 Months to end Dec 2006	2004 Jan	2004 Feb	2004 Mar	2004 Apr	2004 May	2004 Jun	2004 Jul	2004 Aug	2004 Sep	2004 Oct	2004 Nov	2004 Dec	2005 Jan	2005 Feb	2005 Mar	2005 Apr	2005 May	2005 Jun	2005 Jul	2005 Aug	2005 Sep	2005 Oct	2005 Nov	2005 Dec	2006 Jan	2006 Feb	2006 Mar	2006 Apr	2006 May	2006 Jun	2006 Jul	2006 Aug	2006 Sep	2006 Oct	2006 Nov	2006 Dec	2004 Year	2005 Year	2006 Year
MONTHLY ASSUMPTIONS No. 5 - FIXED ASSETS																																							
These values will be inserted into the monthly balance sheets																																							
Land, buildings & improvement	Opening	500.0	500.0	500.0	500.0	500.0	500.0	500.0	500.0	650.0	650.0	650.0	650.0	650.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0
Cost or valuation (\$000)		500.0	500.0	500.0	500.0	500.0	500.0	500.0	500.0	650.0	650.0	650.0	650.0	650.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0	950.0
Accumulated depreciation (\$000)		50.0	61.3	52.5	53.8	55.0	56.3	57.5	58.8	60.0	61.3	62.9	64.5	66.1	67.8	69.4	71.0	73.4	75.8	78.1	80.5	82.9	85.3	87.6	90.0	92.4	94.8	97.1	99.5	103.0	106.5	110.0	113.5	117.0	120.5	124.0	127.5	131.0	Total
Depreciation rate (% pa)		10.0	12.26	10.5	10.76	11.0	11.26	11.5	11.76	12.0	12.26	12.5	12.76	13.0	13.26	13.5	13.76	14.0	14.26	14.5	14.76	15.0	15.26	15.5	15.76	16.0	16.26	16.5	16.76	17.0	17.26	17.5	17.76	18.0	18.26	18.5	18.76	19.0	Total
Base depreciation on cost (enter 0) or use double declining balance (enter 1)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Total
Depreciation for period (\$000)		1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.6	1.6	1.6	1.6	1.6	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	Total
Capital expenditure (\$000)		150.0													300.0																							Total	
Disposal of Land, buildings & improvements (\$000)																																						Total	
-Proceeds																																						Total	
-Cost																																						Total	
-Accumulated depreciation																																						Total	
These values will be inserted into the monthly balance sheets																																							
Plant & machinery	Opening	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	475.0	475.0	475.0	475.0	475.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	
Cost or valuation (\$000)		250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	475.0	475.0	475.0	475.0	475.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	
Accumulated depreciation (\$000)		75.0	77.9	80.8	83.6	86.4	90.4	94.3	98.1	101.9	105.6	111.8	117.8	123.5	136.4	147.5	158.5	169.3	179.9	190.3	200.5	210.6	220.5	230.2	239.8	249.2	258.5	267.6	293.2	318.4	343.2	367.6	391.5	415.1	438.3	461.0	Total		
Depreciation rate (% pa)		30.0	31.16	32.32	33.48	34.56	35.64	36.72	37.80	38.88	39.96	41.04	42.12	43.20	48.0	49.0	50.0	51.0	52.0	53.0	54.0	55.0	56.0	57.0	58.0	59.0	60.0	61.0	62.0	63.0	64.0	65.0	66.0	67.0	68.0	69.0	Total		
Base depreciation on cost (enter 0) or use double declining balance (enter 1)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Total	
Depreciation for period (\$000)		2.9	2.9	2.8	2.8	2.8	2.8	2.8	2.8	3.8	3.7	3.7	3.7	3.7	6.2	6.1	6.0	5.7	5.6	5.5	5.4	5.3	5.2	5.1	5.0	4.9	4.8	4.7	4.6	4.5	4.4	4.3	4.2	4.1	4.0	3.9	3.8	Total	
Capital expenditure (\$000)		150.0													350.0																						Total		
Disposal of Land, buildings & improvements (\$000)																																						Total	
-Proceeds																																						Total	
-Cost																																						Total	
-Accumulated depreciation																																						Total	
These values will be inserted into the monthly balance sheets																																							
Computers & equipment	Opening	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	475.0	475.0	475.0	475.0	475.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0		
Cost or valuation (\$000)		250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	475.0	475.0	475.0	475.0	475.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	805.0	
Accumulated depreciation (\$000)		75.0	82.3	89.3	96.0	102.4	111.7	120.6	129.1	137.2	145.1	156.7	167.9	178.6	191.1	213.8	229.9	245.3	260.1	274.2	287.8	300.8	313.3	325.2	336.7	347.7	358.2	368.2	377.9	387.2	401.4	415.1	428.2	440.8	452.9	464.4	Total		
Depreciation rate (% pa)		30.0	32.72	34.8	37.2	39.6	42.0	44.4	46.8	49.2	51.6	54.0	56.4	58.8	61.2	63.6	66.0	68.4	70.8	73.2	75.6	78.0	80.4	82.8	85.2	87.6	90.0	92.4	94.8	97.2	99.6	102.0	104.4	106.8	109.2	Total			
Base depreciation on cost (enter 0) or use double declining balance (enter 1)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Total		
Depreciation for period (\$000)		7.3	7.0	6.7	6.4	6.3	6.3	6.3	6.3	8.2	7.8	7.8	7.8	7.8	11.2	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	Total	
Capital expenditure (\$000)		100.0													95.0																						Total		
Disposal of Land, buildings & improvements (\$000)																																						Total	
-Proceeds																																						Total	
-Cost																																						Total	
-Accumulated depreciation																																						Total	
These values will be inserted into the monthly balance sheets																																							
Automobiles, vehicles etc.	Opening	50.0	50.0	40.0	100.0	100.0	100.0	100.0	100.0	100.0	150.0	150.0	150.0	150.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0		
Cost or valuation (\$000)		50.0	50.0	40.0	100.0	100.0	100.0	100.0	100.0	100.0	150.0	150.0	150.0	150.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0	250.0		
Accumulated depreciation (\$000)		25.0	27.1	23.1	24.0	26.0	28.1	30.2	32.3	34.4	36.5	39.6	42.7	45.8	51.0	56.3	61.5	66.7	71.9	77.1	82.3	87.5	92.7	97.9	103.1	108.3	113.5	118.7	123.9	129.1	134.3	139.5	144.7	149.9	155.1	160.3	Total		
Depreciation rate (% pa)		50.0	54.2	57.5	24.0	26.0	28.1	30.2	32.3	34.4	36.5	39.6	42.7	45.8	51.0	56.3	61.5	66.7	71.9	77.1	82.3	87.5	92.7	97.9	103.1	108.3	113.5	118.7	123.9	129.1	134.3	139.5							

36 Months to end Dec 2006	Opening Values	2004 Jan	2004 Feb	2004 Mar	2004 Apr	2004 May	2004 Jun	2004 Jul	2004 Aug	2004 Sep	2004 Oct	2004 Nov	2004 Dec	2005 Jan	2005 Feb	2005 Mar	2005 Apr	2005 May	2005 Jun	2005 Jul	2005 Aug	2005 Sep	2005 Oct	2005 Nov	2005 Dec	2006 Jan	2006 Feb	2006 Mar	2006 Apr	2006 May	2006 Jun	2006 Jul	2006 Aug	2006 Sep	2006 Oct	2006 Nov	2006 Dec	36 Months Total		
MONTHLY ASSUMPTIONS No. 7 - OPENING BALANCE SHEET ITEMS, RECEIVABLES & PAYABLES																																								
Phasing out of opening balance sheet items*		Opening values entered via opening balance sheet *36 month total for each item must equal opening value in first column, otherwise ERR is indicated in Column B - Press F9 to check																																						
Accounts receivable (\$000)	-->	285.0	135.0	100.0	50.0																																285.0			
Accounts payable (\$000)	-->	210.0	95.0	75.0	40.0																																	210.0		
Capital expend. creditors (\$000)	-->	45.0			45.0																																45.0			
Payroll taxes/benefits payable	-->	25.0	25.0																																		25.0			
Taxes due (\$000)	-->																																							
Dividends due (\$000)	-->																																							
Collection patterns for payables & receivables over 3 years*		Months of credit given/taken:					Total %																																	
		Under 1	1-2	2-3	3-4	4-5	5-6																																	
Accounts payable for material/packaging & goods (% distribution %)																																								
- Group1	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
- Group2	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
- Group3	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
- Group4	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
- Group5	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
- Group6	-->	20.0	50.0	15.0	10.0	5.0		100.0																																
Accounts receivable (% distribution %)																																								
- Group1	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
- Group2	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
- Group3	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
- Group4	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
- Group5	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
- Group6	-->	15.0	65.0	10.0	5.0	5.0		100.0																																
*Total for each row must equal 100%, otherwise an ERROR is indicated - Press F9 to ch																																								

Supplementary Data & Calculations:

36 Months to end Dec 2006	2004 Jan	2004 Feb	2004 Mar	2004 Apr	2004 May	2004 Jun	2004 Jul	2004 Aug	2004 Sep	2004 Oct	2004 Nov	2004 Dec	2005 Jan	2005 Feb	2005 Mar	2005 Apr	2005 May	2005 Jun	2005 Jul	2005 Aug	2005 Sep	2005 Oct	2005 Nov	2005 Dec	2006 Jan	2006 Feb	2006 Mar	2006 Apr	2006 May	2006 Jun	2006 Jul	2006 Aug	2006 Sep	2006 Oct	2006 Nov	2006 Dec	2004 Year	2005 Year	2006 Year		
MONTHLY ASSUMPTIONS No. 8 - SALES & RELATED TAXES																																									
Specify descriptive term for sales or input/output tax: <input type="text" value="Sales"/> From F3 to update. Set cells below to zero if sales taxes (or other similar taxes) are not applicable. e.g. enter "Sales Tax", "GST" for Goods & Services Tax, "VAT" for Value Added Tax etc.																																									
Average Sales tax rates on sales (%):																																									
->	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0	21.0		
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
Total Sales tax on sales (\$000):																																									
->	21.0	23.1	20.0	24.2	17.9	27.3	22.1	26.3	29.4	30.5	28.4	31.5	35.7	38.9	42.0	45.2	48.3	51.5	54.6	57.8	60.9	64.1	67.2	70.4	73.5	76.7	79.8	83.0	86.1	89.3	92.4	95.6	98.7	101.9	105.0	108.2					
->	5.9	10.0	12.3	13.5	12.3	14.7	16.4	18.2	19.4	18.8	21.1	20.1	17.5	18.4	19.3	20.3	21.3	22.3	23.5	24.6	25.9	27.1	28.5	29.9	31.4	33.0	34.6	36.4	38.2	40.1	42.1	44.2	46.4	48.8	51.2	53.8					
->	2.9	4.9	6.1	6.7	6.1	7.2	8.1	9.0	9.5	9.2	10.4	11.4	10.5	11.6	12.7	14.0	15.4	16.9	18.6	20.5	22.5	24.8	27.2	30.0	33.0	36.2	39.9	43.9	48.2	53.1	58.4	64.2	70.6	77.7	85.5	94.0					
->	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	3.5	5.3	7.0	8.8	10.5	12.3	14.0	15.8	17.5	19.3	21.0	22.8	24.5	26.3	28.0	29.8	31.5	33.3	35.0	36.8	38.5	40.3	42.0					
->	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	7.0	10.5	14.0	17.5	21.0	24.5	28.0	31.5	35.0	38.5	42.0	45.5	49.0	52.5	56.0	59.5	63.0	66.5	70.0	73.5	77.0	80.5	84.0					
->	35.0	43.2	43.6	49.5	41.5	54.4	51.8	58.6	63.5	63.7	65.1	68.3	69.0	79.3	89.7	100.4	111.2	122.2	133.4	144.8	156.5	168.5	180.7	193.2	206.1	219.4	233.1	247.2	261.8	276.9	292.6	309.0	326.0	343.8	362.4	381.9					
Calculate Sales tax on an invoice (enter 0) or cash-received (enter 1) basis?																																									
->	Enter 0 or 1																																								
Mark months when Sales tax paid to S																																									
->	Enter 1 for each payment month																																								
->	1																																								
Average Sales tax rate for purchases of materials/packaging & goods (%)																																									
->	14.6	14.6	14.5	14.5	14.5	14.5	14.6	14.6	14.6	14.5	14.5	14.5	14.6	14.6	14.5	14.5	14.5	14.5	14.5	14.6	14.6	14.5	14.5	14.5	14.5	14.6	14.6	14.5	14.5	14.5	14.5	14.5	14.6	14.6	14.5	14.5	14.5	14.5	14.5	14.5	
Percent of all other non-payroll expenses (operating exp etc) subject to Sales 1																																									
->	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	
->	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Total Sales tax on non-pay expenses (\$000)																																									
->	14.5	14.7	14.7	15.5	15.4	16.3	16.3	16.4	16.5	17.2	17.2	17.3	24.3	25.0	25.8	26.6	27.4	28.2	29.0	29.8	30.5	31.4	32.2	33.0	39.9	41.0	42.2	43.4	44.6	45.9	47.2	48.5	49.8	51.2	52.6	54.1					
Percent of capital expenditure, lease repayments and interest subject to Sales tax (%)																																									
->	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	
->	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5
->	3.9	2.1	(1.4)	2.7	5.7	2.1	2.7	5.7	58.1	5.7	5.7	(11.9)	2.1	53.6	44.1	15.4	2.1	7.1	(4.5)	2.1	2.1	7.1	2.1	2.1	2.1	7.1	65.1	100.1	2.1	16.9	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1			

Supplementary Data & Calculations:



Years ending	2006	2006	2006	2006	2007	2007	2007	2007	2008	2008	2008	2008
Dec	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr

ASSUMPTIONS FOR 4th & 5th YEARS AND PROJECTIONS FOR 3rd YEAR - SALES & COSTS

Sales (000s units or \$000):

- Group1	-->	1,095	1,230	1,365	1,500	1,700	1,785	1,874	1,968	2,066	2,170	2,278	2,392
- Group2	-->	566	655	759	878	950	998	1,047	1,100	1,155	1,212	1,273	1,337
- Group3	-->	623	830	1,104	1,470	1,750	1,950	2,150	2,350	2,550	2,750	2,950	3,150
- Group4	-->	420	510	600	690	600	675	750	825	900	975	1,050	1,125
- Group5	-->	840	1,020	1,200	1,380	1,530	1,607	1,687	1,771	1,860	1,953	2,050	2,153
- Group6	-->	164	166	168	168	160	160	160	160	160	160	160	160
- New products/services	-->	-->	-->	-->	-->				90	170	320	400	500

Net selling prices (\$/unit):

- Group1	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- Group2	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- Group3	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- Group4	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- Group5	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- Group6	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
- New products/services	-->	-->	-->	-->	-->	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0

Sales (\$000):

- Group1		1,095	1,230	1,365	1,500	1,700	1,785	1,874	1,968	2,066	2,170	2,278	2,392
- Group2		566	655	759	878	950	998	1,047	1,100	1,155	1,212	1,273	1,337
- Group3		623	830	1,104	1,470	1,750	1,950	2,150	2,350	2,550	2,750	2,950	3,150
- Group4		420	510	600	690	600	675	750	825	900	975	1,050	1,125
- Group5		840	1,020	1,200	1,380	1,530	1,607	1,687	1,771	1,860	1,953	2,050	2,153
- Group6		164	166	168	168	160	160	160	160	160	160	160	160
- New products/services									90	170	320	400	500
Total sales (\$000)		3,709	4,411	5,196	6,086	6,690	7,174	7,668	8,264	8,861	9,540	10,162	10,817

Mats/pack & goods for resale as % sales:

- Group1	-->	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0
- Group2	-->	28.9	26.8	24.7	22.6	23.0	23.0	23.0	23.0	23.0	23.0	23.0	23.0
- Group3	-->	33.5	32.0	30.5	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0
- Group4	-->	33.5	32.0	30.5	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0
- Group5	-->	33.6	33.3	33.0	32.6	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0
- Group6	-->	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
- New products/services	-->	-->	-->	-->	-->	45.0	45.0	45.0	45.0	45.0	45.0	45.0	45.0

Direct costs as % sales:

-Total mats/pack & goods for resale		32.6	32.1	31.2	30.2	30.1	30.1	30.1	30.2	30.3	30.5	30.6	30.7
-Labor	-->	13.5	12.8	12.1	11.5	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0
-Other	-->	6.2	5.9	5.5	5.2	5.5	5.5	5.5	5.5	5.5	5.5	5.5	5.5

Overhead expenses (\$000):

-Operational (indirect)	-->	252	273	298	327	350	380	410	440	470	500	530	560
-Selling & freight	-->	432	486	543	605	700	750	800	850	900	950	1,000	1,050
-Management/admin staff	-->	508	580	652	724	800	860	920	980	1,040	1,100	1,160	1,220
-Research & development	-->	209	242	274	307	325	365	405	445	485	525	565	605
-Administration	-->	101	116	134	155	175	193	212	233	256	282	310	341
-Occupancy/general	-->	129	129	129	129	170	170	170	170	220	220	220	220
Total overhead expenses (\$000)		1,630	1,826	2,030	2,246	2,520	2,718	2,917	3,118	3,371	3,577	3,785	3,996

Supplementary Data & Calculations:

Years ending	2006	2006	2006	2006	2007	2007	2007	2007	2008	2008	2008	2008
Dec	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr

ASSUMPTIONS FOR 4th & 5th YEARS AND PROJECTIONS FOR 3rd YEAR - OTHER ITEMS

Various Items														
Annualised sales per employee (\$)	-->	57	60	63	66	69	72	75	78	81	84	87	90	
Operating lease payments (\$000)	-->	27	27	27	27	35	35	35	35	45	45	45	45	
Miscellaneous income (\$000)	-->	30	30	30	30	30	30	30	30	30	30	30	30	
Bad debts (\$000)	-->	19	22	26	30	35	39	42	47	51	56	62	68	
Intangible asset amortization (\$000)	-->													
Purchases of intangible assets (\$)	-->													
Dividends declared (\$000)	-->				300				1,000				1,250	
Dividend payments (\$000)	-->					300				1,000				
Tax														
Effective federal/state tax rate (%)	-->	-->	-->	-->	8.0	-->	-->	-->	15.0	-->	-->	-->	20.0	
Federal/state tax payments (\$000)	-->						113			506				
Fixed Assets														
Closing fixed assets at cost (\$000)		2,585	3,035	4,135	4,135	4,135	5,485	5,485	5,425	7,425	7,725	7,725	10,425	10,425
Opening accumulated depreciation (\$000)		729	812	910	1,048	1,176	1,341	1,505	1,608	1,831	2,063	2,294	2,607	
Composite depreciation rate (% pa)	-->	12.8	12.3	13.3	12.4	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0
Capital expend - excl leases (\$000)	-->	450	830			1,100			2,000			2,700		
Capital expend payments (\$000)	-->		1,150	130			1,100			2,000			1,000	
Disposals of fixed assets (\$000):														
-Proceeds	-->		60				150							
-Cost	-->		30				60							
-Accumulated depreciation	-->		15				60							
Stocks & Shares														
Proceeds of new stock issues (\$000)	-->		1,000											
No. of new shares issued (000s)	-->		150											
Debt & Loans														
Increases in longterm debt/notes (\$)	-->													
Longterm debt/note repayments (\$)	-->	50				50				50				
Increase in 'other loans' (\$000)	-->													
'Other loan' repayments (\$000)	-->	20				20				20				
Interest														
Interest rates (% pa):														
-Cash at bank *	-->	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
-Short-term loans/line of credit *	-->	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
-Longterm debt/notes *	-->	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0
Int payable on 'other loans' (\$000)	-->													
Leases														
New lease obligations (\$000)	-->		300			250				300				
Lease interest expenses (\$000)	-->	32	32	15	32	50	50	50	50	50	50	50	50	50
Lease repayments (\$000)	-->	49	49	30	49	55	55	55	55	55	55	55	55	55
Allocation of Debt														
Total longterm debt/notes outstanding (\$000)		550	550	550	550	500	500	500	500	450	450	450	450	
Total 'other loans' outstanding (\$000)		110	110	110	110	90	90	90	90	70	70	70	70	
Total lease obligations outstanding (\$000)		101	352	322	273	468	413	358	303	548	493	438	383	
Proportions payable within one year:														
-Longterm debt/notes (as % total)	-->	25	25	25	25	25	25	25	25	25	25	25	25	25
-'Other loans' (as % total) *	-->	20	20	20	20	20	20	20	20	20	20	20	20	20
-Leases (as % total) *	-->	30	30	30	30	30	30	30	30	30	30	30	30	30
Working Capital														
Accounts receivable (days sales)	-->	44	44	44	44	44	44	44	44	44	44	44	44	44
Inventory (days sales)	-->	31	30	29	28	29	29	29	29	29	29	29	29	29
Accounts payable (days costs & ex	-->	28	27	27	27	27	27	27	27	27	27	27	27	27
Level of prepaid expenses (\$000)		65	65	65	65	80	80	80	80	80	80	80	80	80
Level of accrued expenses (\$000)		10	10	10	10	15	15	15	15	15	15	15	15	15
Sales tax														
Effective Sales tax rate for sales (%)	-->	17.8	17.8	17.9	17.9	18.0	18.0	18.0	18.0	18.0	18.0	18.0	18.0	18.0
Effective Sales tax rate on inputs (%)	-->	9.6	9.7	8.9	8.9	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0	9.0

For items marked * in the Quarterly Assumptions, the rates entered for the fourth quarter of the third year are also used for the fourth & fifth years.

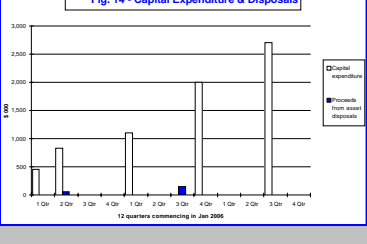
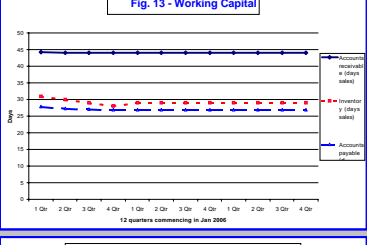
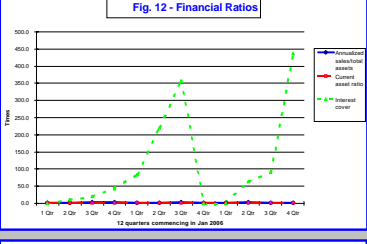
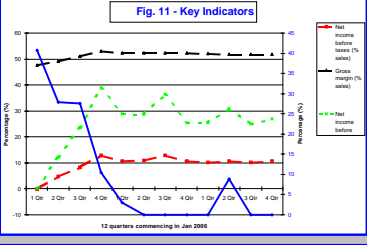
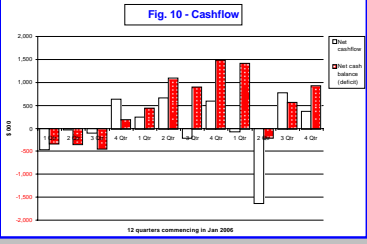


Chart Values - These items will not be printed

Fig. 9 - Sales & Income

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Sales	3758.4	4411.2	5108.0	6056.0	6950.0	7748.0	7026.0	8203.0	8808.0	9038.0	10101.0	10367.0
Gross	1771.0	2171.0	2530.0	3231.0	3550.0	3760.0	4021.0	4311.0	4524.0	4558.0	5274.0	5603.0
Income	2.4	102.4	430.0	800.0	750.0	820.0	894.0	890.0	928.0	1048.0	1000.0	1181.0
Net	4.7	207.6	430.0	780.0	722.0	781.6	991.0	880.0	936.0	1012.0	1037.0	1159.1

Fig. 10 - Cashflow

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Net c	-460.0	-18.0	-37.0	633.0	241.0	664.0	-300.0	886.0	54.0	-1000.0	772.0	202.0
Net c	-324.0	-342.0	-446.1	1023.0	430.2	1099.0	894.3	1480.0	1416.0	-309.6	562.0	826.0

Fig. 11 - Key Indicators

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Net	40.8	27.0	27.0	10.0	na	na	na	na	na	na	na	na
Gross	47.0	49.0	51.0	53.0	52.0	52.0	52.0	52.0	52.0	52.0	51.0	51.0
Net	12.1	23.0	28.0	28.0	28.0	28.0	28.0	28.0	28.0	28.0	28.0	27.0

Fig. 12 - Financial Ratios

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Ratio	2.8	2.6	2.8	3.0	2.7	2.6	2.6	2.4	2.5	2.5	2.4	2.5
Current	1.3	1.4	1.6	1.8	1.4	1.6	2.2	1.2	1.4	1.9	1.3	1.2
Interest	na	12.1	20.1	63.7	84.7	220.6	307.1	na	na	64.0	91.9	436.0

Fig. 13 - Working Capital

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Ratio	44.0	44.0	44.0	44.0	44.0	44.0	44.0	44.0	44.0	44.0	44.0	44.0
Inventory	30.0	30.0	28.1	28.1	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0
Net	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0

Fig. 14 - Capital Expenditure & Disposals

	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr
CapEx	500.0	1000.0	1500.0	2000.0	2500.0	3000.0	3500.0	4000.0	4500.0	5000.0	5500.0	6000.0
Disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

6-7th YEARS ASSUMPTIONS**Sales & Costs**

Change in sales over previous year (%->>	53.6	32.2	20.0	15.0
Gross margin (%) ->>	52.4	52.0	51.0	51.0
Overhead expenses (\$000) ->>	11,272	14,729	17,500	19,000
Annual sales per employee (\$000) ->>	74	86	95	101

Various Items

Operating lease payments (\$000) ->>	140	180	190	190
Miscellaneous income (\$000) ->>	120	120	120	120
Bad debts (\$000) ->>	162	238	300	350
Intangible asset amortization (\$000) ->>				
Dividends declared (\$000) ->>	1,000	1,250	1,500	2,000
Effective federal/state tax rate (%) ->>	15.0	20.0	20.0	20.0

Fixed Assets

Capital expend - excl leases (\$000) ->>	3,100	2,700	2,500	3,000
Disposals of fixed assets (\$000):				
-Proceeds ->>	150			
-Cost ->>	60			
-Accumulated depreciation ->>	60			

Stock & Shares

Proceeds of new stock issues (\$000) ->>				
Number of new shares issued (000s) ->>				

Debt & Leases

Change in longterm debt/notes (\$000) ->>	-50	-50	-50	-50
Change in 'other loans' (\$000) ->>	-20	-20	-20	-20
Int payable on 'other loans' (\$000) ->>				
New lease obligations (\$000) ->>	250	300	350	350
Lease interest (\$000) ->>	200	200	200	200
Lease repayments (\$000) ->>	220	220	220	220

Working Capital

Accounts receivable (days sales) ->>	49	48	48	48
Inventory (days sales) ->>	32	32	32	32
Accounts payable (days costs & exs) ->>	30	30	30	30

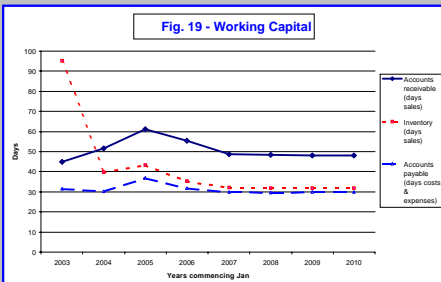
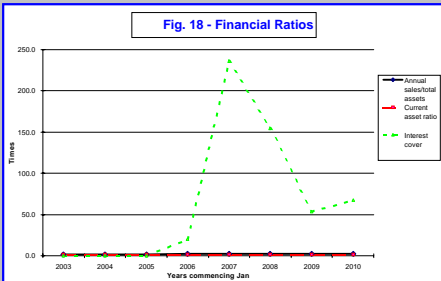
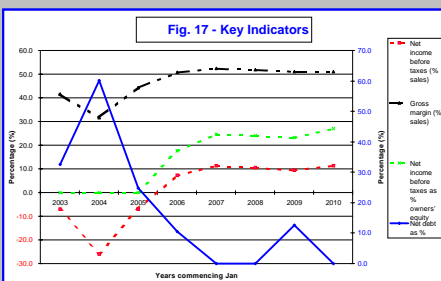
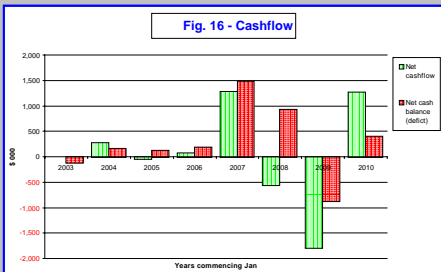
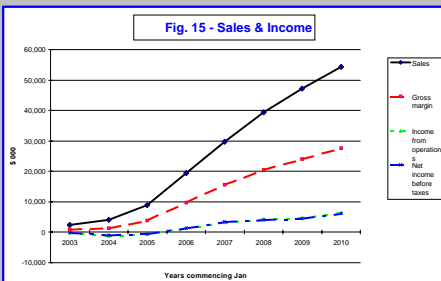


Chart Values - These items will not be printed

Fig. 15 - Sales & Income

Year	2003	2004	2005	2006	2007	2008	2009	2010
Sales	2313	4027	8911	19402	29796	39379	47255	54343
Gross	863	1273	2969	8833	15609	20461	24100	27716
Incor	-127	-1081	-641	1435	3320	4225	4688	4521
Net tr	-127	-1044	-618	1414	3375	4118	4521	4521

Fig. 16 - Cashflow

Year	2003	2004	2005	2006	2007	2008	2009	2010
Net cashflow	271	35	71	1287	654	-1732	1265	1265
Net c	-110	161	123	193	1481	927	-865	-401

Fig. 17 - Key Indicators

Year	2003	2004	2005	2006	2007	2008	2009	2010
Net id	32.6	30.1	24.8	10.5	na	na	12.6	na
Net tr	7.9	-25.8	-6.9	7.3	11.3	10.5	9.6	11.4
Gross	41.8	31.6	44.3	50.7	62.4	62.0	61.0	61.0
Net tr	na	na	na	17.6	24.5	24.0	23.3	27.1

Fig. 18 - Financial Ratios

Year	2003	2004	2005	2006	2007	2008	2009	2010
Annus	1.2	1.6	1.9	2.4	2.2	2.3	2.4	2.4
Cur	1.5	1.6	1.8	1.8	1.2	1.2	1.3	1.4
Inter	na	na	na	19.9	236.2	154.2	53.3	67.7

Fig. 19 - Working Capital

Year	2003	2004	2005	2006	2007	2008	2009	2010
Acco	45.0	51.7	61.1	55.3	48.8	46.3	48.0	48.0
Inven	95.2	39.7	43.3	35.3	32.2	31.9	32.0	32.0
Acco	31.4	30.1	36.9	31.7	29.9	29.6	30.0	30.0

Years ending Dec	2006				2007				2008				2009				2010			
	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	Year	Year	Year	Year	Year	Year	Year	
INCOME STATEMENTS	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	
Sales	3,709	4,411	5,196	6,086	6,690	7,174	7,668	8,264	8,861	9,540	10,162	10,817	2,313	4,027	8,911	19,402	29,796	39,379	47,255	54,343
Cost of sales	1,938	2,239	2,538	2,854	3,185	3,413	3,647	3,942	4,237	4,581	4,887	5,213	1,350	2,754	4,963	9,569	14,187	18,918	23,155	26,628
Gross margin	1,771	2,172	2,658	3,232	3,505	3,761	4,021	4,322	4,624	4,959	5,274	5,604	963	1,273	3,949	9,833	15,609	20,461	24,100	27,715
Overhead expenses	1,630	1,826	2,030	2,246	2,520	2,718	2,917	3,118	3,371	3,577	3,785	3,996	990	2,077	4,079	7,731	11,272	14,729	17,500	19,000
Bad debts	19	22	26	30	35	39	42	47	51	56	62	68	5	20	45	97	162	238	300	350
Depreciation	83	114	137	129	165	165	163	223	232	232	313	313	50	191	358	462	715	1,089	1,422	1,794
Operating lease payments	27	27	27	27	35	35	35	35	45	45	45	45	45	66	108	108	140	180	190	190
Total operating expenses	1,758	1,989	2,220	2,432	2,755	2,956	3,157	3,422	3,699	3,910	4,205	4,422	1,090	2,354	4,589	8,399	12,289	16,236	19,412	21,334
Income from operations	13	183	438	800	751	805	865	899	925	1,049	1,069	1,182	-127	-1,081	-641	1,435	3,320	4,225	4,688	6,381
Other income/expenses:																				
-Profit (loss) fixed asset disposals		45					150							100	50	45	150			
-Intangible asset amortization														60	10					
-Miscellaneous income	30	30	30	30	30	30	30	30	30	30	30	30	75	120	120	120	120	120	120	120
Total other income (expenses)	30	75	30	30	30	30	180	30	30	30	30	30	75	160	160	165	270	120	120	120
Earnings before interest/taxes	43	258	468	830	781	835	1,045	929	955	1,079	1,099	1,212	-52	-921	-481	1,600	3,590	4,345	4,808	6,501
Interest expense/income:																				
-Interest expense	16	20	23	19	12	11	14	11	12	30	15	10	57	35	62	78	48	67	124	120
-Lease interest expense	32	32	15	32	50	50	50	50	50	50	50	50	55	103	102	111	200	200	200	200
-Interest income	0	2	0	1	3	8	11	12	15	14	4	7	2	18	26	3	34	40	37	27
Net interest expense (income)	47	51	38	50	59	54	53	49	47	66	61	53	110	119	137	186	214	227	286	293
Net income before taxes	-5	208	431	780	722	782	992	880	908	1,013	1,038	1,159	-162	-1,040	-618	1,414	3,375	4,118	4,521	6,208
Taxes	28	28	28	28	-	-	-	506	-	-	-	824	-	-	-	113	506	824	904	1,242
Net income	-33	179	402	752	722	782	992	374	908	1,013	1,038	336	-162	-1,040	-618	1,301	2,869	3,294	3,617	4,966
Dividends declared				300				1,000				1,250				300	1,000	1,250	1,500	2,000
Transferred to reserves	-33	179	402	452	722	782	992	-626	908	1,013	1,038	-914	-162	-1,040	-618	1,001	1,869	2,044	2,117	2,966

Years ending	2006	2006	2006	2006	2007	2007	2007	2007	2008	2008	2008	2008	2004	2005	2006	2007	2008	2009	2010
Dec	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	1 Qtr	2 Qtr	3 Qtr	4 Qtr	Year	Year	Year	Year	Year	Year	Year
CASHFLOW STATEMENTS	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Operating activities																			
Net income before taxes	-5	208	431	780	722	782	992	880	908	1,013	1,038	1,159	-1,040	-618	1,414	3,375	4,118	4,521	6,208
Taxes paid						-113				-506						-113	-506	-824	-904
Profit (loss) fixed asset disposals		-45					-150						-100	-50	-45	-150			
Non-cash items:																			
Depreciation	83	114	137	129	165	165	163	223	232	232	313	313	191	358	462	715	1,089	1,422	1,794
Intangible asset amortization													60	10					
Changes in operating assets & liabilities:																			
Inventory	-200	-192	-205	-223	-249	-154	-157	-189	-190	-216	-198	-208	165	-620	-819	-749	-811	-705	-621
Accounts receivable	-304	-335	-376	-430	-288	-233	-238	-287	-288	-327	-300	-316	-285	-922	-1,445	-1,047	-1,231	-999	-932
Accounts payable	177	127	137	148	185	126	128	147	162	163	152	159	189	515	589	586	636	617	409
Prepaid & accrued expenses						-10							-10						
Payroll taxes/benefits	52	27	29	30									39	94	138				
Sales tax adjustment	-131	216	-89	248	143	147	63	-132	236	72	-178	312	64	127	244	221	441	36	194
Net cash provided by operations	-328	120	63	682	667	719	800	641	1,061	430	827	1,418	-727	-1,105	538	2,827	3,736	4,068	6,146
Investing activities																			
Purchases of fixed assets		-1,150	-130				-1,100			-2,000		-1,000	-495	-745	-1,280	-1,100	-3,000	-3,825	-2,925
Purchases of intangible assets																			
Disposals of fixed assets		60					150						125	50	60	150			
Net cash provided by investing	-1,090	-130					-950			-2,000		-1,000	-370	-695	-1,220	-950	-3,000	-3,825	-2,925
Financing activities																			
Issue of stock		1,000											1,000	2,000	1,000				
Dividends paid						-300				-1,000						-300	-1,000	-1,745	-1,665
New long-term loans & debt/notes													675						
Repayments of long-term loans & debt/notes	-70				-70				-70				-125	-70	-70	-70	-70	-70	-70
Lease repayments	-49	-49	-30	-49	-55	-55	-55	-55	-55	-55	-55	-55	-182	-168	-177	-220	-220	-220	-220
Net cash provided by financing	-119	951	-30	-49	-425	-55	-55	-55	-1,125	-55	-55	-55	1,368	1,762	753	-590	-1,290	-2,035	-1,955
Increase (decrease) in cash	-447	-19	-97	633	242	664	-205	586	-64	-1,625	772	363	271	-38	71	1,287	-554	-1,792	1,266
Closing net cash balance (deficit)	-324	-343	-440	193	435	1,099	894	1,481	1,416	-209	563	927	161	123	193	1,481	927	-865	401

Years ending Dec	2005 Year	2006 1 Qtr	2006 2 Qtr	2006 3 Qtr	2006 4 Qtr	2007 1 Qtr	2007 2 Qtr	2007 3 Qtr	2007 4 Qtr	2008 1 Qtr	2008 2 Qtr	2008 3 Qtr	2008 4 Qtr	2003 Year	2004 Year	2005 Year	2006 Year	2007 Year	2008 Year	2009 Year	2010 Year	
BALANCE SHEETS	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	
Assets																						
Current assets:																						
Cash at bank	123				193	435	1,099	894	1,481	1,416		563	927	10	161	123	193	1,481	927		401	
Accounts receivable	1,492	1,796	2,131	2,508	2,937	3,226	3,459	3,698	3,985	4,273	4,600	4,900	5,216	285	570	1,492	2,937	3,985	5,216	6,214	7,146	
Inventory	1,058	1,258	1,449	1,655	1,877	2,126	2,280	2,437	2,626	2,816	3,032	3,229	3,438	603	438	1,058	1,877	2,626	3,438	4,143	4,764	
Prepaid expenses	65	65	65	65	65	80	80	80	80	80	80	80	80	75	65	65	65	80	80	80	80	
Sales tax recoverable														25								
Total current assets	2,738	3,119	3,646	4,227	5,073	5,867	6,919	7,109	8,172	8,585	7,712	8,773	9,660	998	1,235	2,738	5,073	8,172	9,660	10,437	12,392	
Net fixed assets	1,856	2,223	3,225	3,087	2,959	4,144	3,980	3,817	5,594	5,662	5,431	7,818	7,505	825	1,269	1,856	2,959	5,594	7,505	8,933	10,489	
Net intangible assets														70	10							
Total assets	4,594	5,343	6,871	7,315	8,032	10,011	10,898	10,926	13,766	14,248	13,143	16,591	17,165	1,893	2,513	4,594	8,032	13,766	17,165	19,370	22,881	
Liabilities																						
Current liabilities:																						
Accounts payable	914	1,091	1,218	1,355	1,503	1,688	1,814	1,942	2,089	2,251	2,414	2,566	2,725	210	399	914	1,503	2,089	2,725	3,341	3,750	
Capital expenditure creditors		450	130			1,100	1,100		2,000	2,000		2,700	1,700	45				2,000	1,700	375	450	
Accrued expenses	10	10	10	10	10	15	15	15	15	15	15	15	15	30	10	10	10	15	15	15	15	
Payroll taxes/benefits	159	211	238	267	297	297	297	297	297	297	297	297	297	25	64	159	297	297	297	297	297	
Dividends					300				1,000				1,250					300	1,000	1,250	1,005	1,340
Taxes		28	57	85	113	113	0	0	506	506	0	0	824					113	506	824	904	1,242
Sales tax payable	186	55	271	182	430	573	720	783	651	887	959	781	1,092	20	59	186	430	651	1,092	1,128	1,322	
Short-term loans/line of credit		324	343	440							209			120						865		
Current portion of longterm liabilities:																						
Longterm debt/loans	150	138	138	138	138	125	125	125	125	113	113	113	113	100	163	150	138	125	113	100	88	
Other loans	26	22	22	22	22	18	18	18	18	14	14	14	14	25	30	26	22	18	14	10	6	
Lease debt	45	30	106	97	82	140	124	107	91	164	148	131	115	90	35	45	82	91	115	154	193	
Total current liabilities	1,490	2,359	2,532	2,595	2,894	4,069	4,213	3,287	6,792	6,248	4,168	6,617	8,144	665	760	1,490	2,894	6,792	8,144	8,195	8,702	
Longterm liabilities:																						
Longterm debt/notes	450	413	413	413	413	375	375	375	375	338	338	338	338	100	488	450	413	375	338	300	263	
Other loans	104	88	88	88	88	72	72	72	72	56	56	56	56	25	120	104	88	72	56	40	24	
Lease debt	105	71	246	225	191	328	289	251	212	384	345	307	268		83	105	191	212	268	359	450	
Total longterm liabilities	659	571	747	726	692	775	736	698	659	777	739	700	662	125	690	659	692	659	662	699	737	
Equity:																						
Equity investments	4,338	4,338	5,338	5,338	5,338	5,338	5,338	5,338	5,338	5,338	5,338	5,338	5,338	1,338	2,338	4,338	5,338	5,338	5,338	5,338	5,338	
Retained earnings	-1,893	-1,926	-1,747	-1,345	-893	-170	611	1,603	977	1,885	2,897	3,935	3,021	-235	-1,275	-1,893	-893	977	3,021	5,138	8,104	
Total owners' equity	2,445	2,412	3,592	3,994	4,446	5,168	5,949	6,941	6,315	7,223	8,236	9,274	8,359	1,103	1,063	2,445	4,446	6,315	8,359	10,476	13,443	
Total liabilities & equity	4,594	5,343	6,871	7,315	8,032	10,011	10,898	10,926	13,766	14,248	13,143	16,591	17,165	1,893	2,513	4,594	8,032	13,766	17,165	19,370	22,881	
CHECK balance sheets balance ->	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	

Years ending Dec	2006 1 Qtr	2006 2 Qtr	2006 3 Qtr	2006 4 Qtr	2007 1 Qtr	2007 2 Qtr	2007 3 Qtr	2007 4 Qtr	2008 1 Qtr	2008 2 Qtr	2008 3 Qtr	2008 4 Qtr	2003 Year	2004 Year	2005 Year	2006 Year	2007 Year	2008 Year	2009 Year	2010 Year
PERFORMANCE REVIEW	(Annualized where appropriate)																			
As % total sales:																				
-Gross margin	47.8	49.2	51.2	53.1	52.4	52.4	52.4	52.3	52.2	52.0	51.9	51.8	41.6	31.6	44.3	50.7	52.4	52.0	51.0	51.0
-Income from operations	0.3	4.2	8.4	13.2	11.2	11.2	11.3	10.9	10.4	11.0	10.5	10.9	(5.5)	(26.8)	(7.2)	7.4	11.1	10.7	9.9	11.7
-Net income before taxes	(0.1)	4.7	8.3	12.8	10.8	10.9	12.9	10.6	10.2	10.6	10.2	10.7	(7.0)	(25.8)	(6.9)	7.3	11.3	10.5	9.6	11.4
-Research & development	5.6	5.5	5.3	5.0	4.9	5.1	5.3	5.4	5.5	5.5	5.6	5.6	8.6	6.3	5.5	5.3	5.2	5.5	na	na
-Selling/freight expenses	11.6	11.0	10.5	9.9	10.5	10.5	10.4	10.3	10.2	10.0	9.8	9.7	8.6	13.9	13.1	10.6	10.4	9.9	na	na
Projected sales as % breakeven	109	119	131	144	139	138	138	139	137	139	139	140	97	61	97	127	138	139	138	146
Headcount	262	295	330	368	388	399	409	424	438	454	467	481	-	104	219	368	424	481	497	538
Changes over previous year (%):																				
-Sales	-	-	-	-	80	63	48	36	32	33	33	31	-	74	121	118	54	32	20	15
-Net income before taxes	-	-	-	-	na	276	130	13	26	30	5	32	-	na	na	na	139	22	10	37
-Transfers to reserves	-	-	-	-	na	336	147	na	26	30	5	na	-	na	na	na	87	9	4	40
-Owners' equity	-	-	-	-	114	66	74	42	40	38	34	32	-	-4	130	82	42	32	25	28
-Dividends per share	-	-	-	-	-	-	-	-	-	-	-	-	-	na	na	na	233	25	20	33
-Earnings per share	-	-	-	-	-	-	-	-	-	-	-	-	-	na	na	na	108	15	10	37
Net income before taxes/total assets (%)	na	12.1	23.5	38.9	28.9	28.7	36.3	25.6	25.5	30.8	25.0	27.0	na	na	na	17.6	24.5	24.0	23.3	27.1
Return on owners' equity (% pa)	(5.5)	20.0	40.3	67.7	55.9	52.5	57.2	23.7	50.3	49.2	44.8	16.1	(14.7)	(97.9)	(25.3)	29.3	45.4	39.4	34.5	36.9
Annual sales/total assets (times)	2.8	2.6	2.8	3.0	2.7	2.6	2.8	2.4	2.5	2.9	2.4	2.5	1.2	1.6	1.9	2.4	2.2	2.3	2.4	2.4
Annual sales/net fixed assets (times)	6.7	5.5	6.7	8.2	6.5	7.2	8.0	5.9	6.3	7.0	5.2	5.8	2.8	3.2	4.8	6.6	5.3	5.2	5.3	5.2
Net debt as percentage of owners' equity	41	28	28	10	3	na	na	na	na	9	na	na	33	60	25	10	na	na	13	na
Interest cover (times)	na	12.1	20.1	43.7	84.7	220.6	357.1	na	na	64.0	91.9	436.5	na	na	na	19.9	236.2	154.2	53.3	67.7
Current asset ratio (times)	1.3	1.4	1.6	1.8	1.4	1.6	2.2	1.2	1.4	1.9	1.3	1.2	1.5	1.6	1.8	1.8	1.2	1.2	1.3	1.4
Accounts receivable (days sales)	44	44	44	44	44	44	44	44	44	44	44	44	45	52	61	55	49	48	48	48
Inventory (days sales)	31	30	29	28	29	29	29	29	29	29	29	29	95	40	43	35	32	32	32	32
Accounts payable (days costs & expenses)	28	27	27	27	27	27	27	27	27	27	27	27	31	30	37	32	30	30	30	30
Cumulative issued shares (000s)	1,200	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	500	800	1,200	1,350	1,350	1,350	1,350	1,350
Net assets per share (\$)	2.01	2.66	2.96	3.29	3.83	4.41	5.14	4.68	5.35	6.10	6.87	6.19	2.21	1.33	2.04	3.29	4.68	6.19	7.76	9.96
Earnings per share (\$)	-	-	-	-	-	-	-	-	-	-	-	-	-0.32	-1.60	-0.62	1.02	2.13	2.44	2.68	3.68
Dividend per share (\$)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.22	0.74	0.93	1.11	1.48
Dividend cover (times)	-	-	-	-	-	-	-	-	-	-	-	-	na	na	na	4.3	2.9	2.6	2.4	2.5

The following table provides a summary of the actual performance for the period from 1st January 2018 to 31st December 2018. The figures are based on the actual data received from the system and are subject to audit.

Table with 4 columns: Category, 2018, 2017, 2016, 2015. Rows include Revenue, Expenses, and Profit/Loss.



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Quik-Plan Assumptions

- 1.
- 2.
- 3.
- 4.

Quik-Plan Assumptions Report

Year in which to start projections	2003	Enter as 4 digits - like 200X
Month for start of the projections	9	Enter month number - between 1 to 12
Currency unit	000	Enter '000 (thousands - note the ' immediately before 000), Mln (millions) or Bn (billions)
Currency symbol	\$	Enter up to 3 characters as label and press F9 to update the units below

Assumptions for Initial Three Years

Variables	1st	2nd	3rd	Units (Press F9 to Update)	Guidance
Average monthly sales for each year	420.0	500.0	600.0	\$000s	Enter sales value net of all sales taxes and discounts. Express as % average monthly sales. Set to zero for a distribution or service business.
Desired finished inventory for each year	90.0	100.0	110.0	% of sales	
Cost of materials/goods for each year	41.0	42.0	43.0	As % sales	} Set to zero for a labor-only service business. These can refer to } purchases/inventory for resale if a distribution business.
Target materials/goods inventory for each year	195.0	200.0	210.0	\$000s	
Average monthly direct costs for each year	120.0	135.0	160.0	\$000s	May be zero in case of a distribution business. Exclude depreciation & interest.
Average monthly overhead exs for each year	100.0	120.0	130.0	\$000s	
Opening total cost of fixed assets	1,300.0	\$000s		Use cost at the start date of projections, not the depreciated value. Use value at the start day of projections Use approximate weighted-average rate covering all fixed assets.	
Accumulated opening depreciation	350.0	\$000s			
Average annual depreciation rate for all years	8.0	% p.a.			
Planned capital expenditure for each year	250.0	400.0	425.0		\$000s
Interest rate for cash balances for all years	4.0	% p.a.		Use approximate weighted-average rate. Use approximate weighted-average rate.	
Interest rate for all debt/notes for all years	10.0	% p.a.			
Opening cash balance (deficit)	(100.0)	\$000s		If deficit (e.g. short-term loan or line of credit), enter minus value. Combine value of all outstanding long-term debt/loans/notes etc. Use + for a net increase and - for a net reduction during each year.	
Opening longterm debt/notes	450.0	\$000s			
Net change in longterm debt/notes in each year	125.0	135.0	145.0		\$000s
Opening accounts receivable	700.0	\$000s		As at start date of projections. Exclude expected bad debts. As at start date of projections. Include any other planned payments. Use estimate which takes any cash sales into account. Estimate should take account of any suppliers which give no credit.	
Opening accounts payable	300.0	\$000s			
Average credit given on sales for all years	61	Days sales			
Average credit taken for materials/goods	46	Days sales			
Expected federal/state tax rate for each year	35.0	30.0	25.0	%	Use the effective, rather than standard, rate. Indicate dividends declared
Planned dividends for each year	50.0	60.0	80.0	\$000s	
Opening number of shares	100.0	000s		Indicate issued shares only Specify proceeds net of all fund-raising costs These numbers will be added to the opening number of shares	
Proceeds of new stock issues in each year	500.0	120.0	140.0		\$000s
Number of new shares issued in each year	60.0	11.0	10.0		000s

Assumptions for Following Years

Variables	4th	5th	Units	Guidance
% annual change - sales	5.0	10.0	% change	Indicate % changes over previous year. Allow for volume or price changes. Express as % sales. This should be consistent with % used for the first three year.
Cost of materials/goods	42.0	43.0	% sales	
% annual change - direct costs	4.0	7.0	% change	} Indicate % changes over previous year. Take account of any changes in } sales volumes, cost inflation and productivity.
% annual change - overhead expenses	5.0	9.0	% change	
Planned capital expenditure	500.0	500.0	\$000s	indicate average for each year.
Net change in longterm debt/notes	70.0	100.0	\$000s	Indicate average for each year. Use "+" for net increase and "-" for net reduction.
Expected federal/state tax rate	30.0	35.0	%	Use the effective, not standard, rates for each year.
Planned dividends	100.0	120.0	\$000s	indicate average for each year.
Proceeds of new stock issues	150.0	170.0	\$000s	Specify proceeds net of costs in each year.
Number of new shares issued	8.0	6.0	000s	Indicates numbers of shares issued in each year.

What-If Analysis for First-Year Projections

The following tables explore the variability of projected financial volumes, sales prices, cost of sales and overhead expenses. They are automatically updated whenever the ExI-Plan model is recalculated. To use this facility, first-year projections must be complete (but not necessarily final).

Table 1 - Calculated Operating Income (\$000) for Year-Ending Dec 20

		Variations in Sales Volumes						
		-15%	-10%	-5%	Base	+5%	+10%	+15%
Variations in Sales Prices	-15%	-1,785.3	-1,751.9	-1,718.4	-1,685.0	-1,651.5	-1,618.0	-1,584.6
	-10%	-1,614.2	-1,570.7	-1,527.1	-1,483.6	-1,440.1	-1,396.5	-1,353.0
	-5%	-1,443.0	-1,389.4	-1,335.8	-1,282.2	-1,228.6	-1,175.0	-1,121.4
	Base	-1,271.9	-1,208.2	-1,144.5	-1,080.9	-1,017.2	-953.5	-889.9
	+5%	-1,100.7	-1,027.0	-953.2	-879.5	-805.8	-732.0	-658.3
	+10%	-929.5	-845.7	-761.9	-678.1	-594.3	-510.5	-426.7
	+15%	-758.4	-664.5	-570.6	-476.8	-382.9	-289.0	-195.1

Note: This analysis assumes that cost of sales are fully variable and that overhead expenses remain fixed irrespective of any sales volume changes.

Example of Interpretation: A 10% reduction in sales volumes plus a 5% increase in sales prices could result in an operating loss of 1027 (\$000) as compared with the projected base-case operating loss of 1080.9 (\$000).

Table 2 - Calculated Operating Income (\$000) for Year-Ending Dec 20

		Variations in Overhead Expenses						
		+15%	+10%	+5%	Base	-5%	-10%	-15%
Variations in Cost of Sales	+15%	-1,805.5	-1,701.6	-1,597.8	-1,494.0	-1,390.1	-1,286.3	-1,182.4
	+10%	-1,667.8	-1,563.9	-1,460.1	-1,356.3	-1,252.4	-1,148.6	-1,044.7
	+5%	-1,530.1	-1,426.2	-1,322.4	-1,218.6	-1,114.7	-1,010.9	-907.0
	Base	-1,392.4	-1,288.5	-1,184.7	-1,080.9	-977.0	-873.2	-769.3
	-5%	-1,254.7	-1,150.8	-1,047.0	-943.2	-839.3	-735.5	-631.6
	-10%	-1,117.0	-1,013.1	-909.3	-805.5	-701.6	-597.8	-493.9
	-15%	-979.3	-875.4	-771.6	-667.8	-563.9	-460.1	-356.2

Note: This analysis assumes that cost of sales and overhead expenses can be varied without any knock-on effects or consequences.

Example of Interpretation: A 10% reduction in overhead expenses could improve base-case operating income by 207.7 (\$000). In contrast, a 10% reduction in cost of sales could improve operating income by 275.4 (\$000).

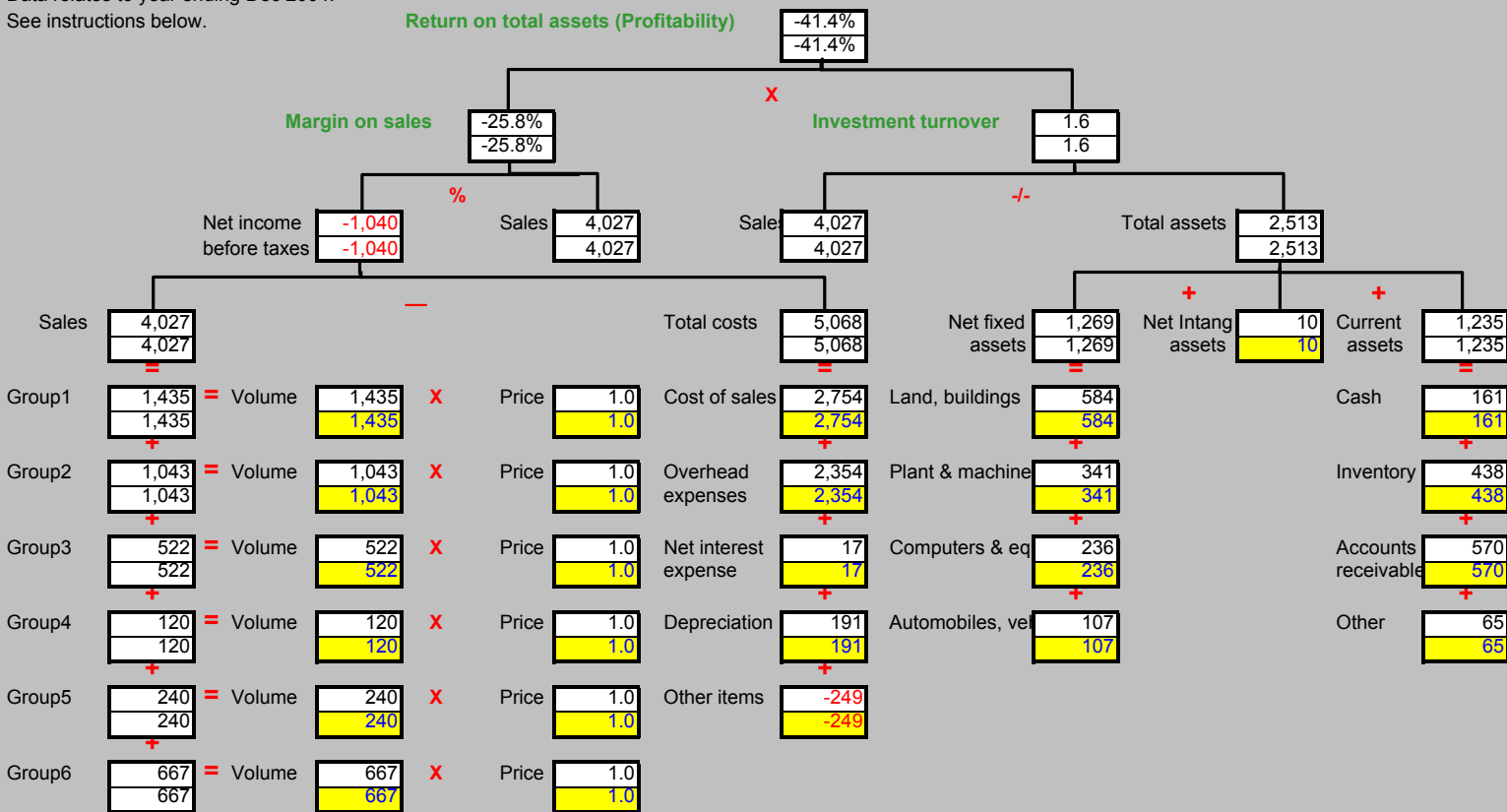
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Profitability Planner

Currency values expressed as \$000
 Data relates to year ending Dec 2004.
 See instructions below.



Instructions:

1. Compile preliminary first-year projections.
2. Press Update Values button to copy all calculated first-year values (in white cell) into the yellow assumption cells above.
3. Change values in yellow assumption cells individually (or in combinations to take account of interactions). Examples:
 - An increase in sale prices might require an increase in receivables and possible reduction in sales volumes.
 - A substantial increase in sales volumes will require higher cost of sales and might also need additional fixed assets, higher receivables & inventories.
4. Press Recalculate Ratios button to update the profitability projection in the yellow cells.

Covering First Three Months in Year to Dec 2004	% Profile of Monthly Cashflows					Jan				Feb				Mar				
	Week 1	Week 2	Week 3	Week 4	Total	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4	
	%	%	%	%	%	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	
Cash receipts																		
Cash sales & accounts receivable (Note 1)			25.0	75.0	100.0			43.9	131.7		80.8	242.5				83.2	249.7	
Proceeds of new stock issues			100.0		100.0						1,000.0							
Increases in longterm debt/notes			100.0		100.0											50.0		
Increases in other loans			100.0		100.0													
Proceeds from disposals of fixed assets		100.0			100.0										25.0			
Sales tax recovered from State		100.0			100.0													
Miscellaneous income received	25.0	25.0	25.0	25.0	100.0	2.5	5.0	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Interest received			100.0		100.0			0.0			1.6				2.4			
Total cash receipts						2.5	7.5	46.4	134.2	2.5	4.1	1,083.3	245.0	2.5	29.9	135.7	252.2	
Cash payments																		
Materials/goods accounts payable (Note 2)	75.0	25.0			100.0	82.2	27.4			103.3	34.4			106.1	35.4			
Total direct cost payments (Note 3)	25.0	25.0	25.0	25.0	100.0	5.9	5.9	5.9	5.9	13.7	13.7	13.7	13.7	17.4	17.4	17.4	17.4	
Total overhead expense payments (Note 4)	25.0	25.0	25.0	25.0	100.0	16.1	16.1	16.1	16.1	33.9	33.9	33.9	33.9	42.9	42.9	42.9	42.9	
Taxes paid			100.0		100.0													
Dividends paid				100.0	100.0													
Lease repayments				100.0	100.0				18.0				10.0				10.0	
Lease interest expense				100.0	100.0				10.0				5.0				5.0	
Total capital expend. payments (Note 5)			100.0		100.0												45.0	
Operating lease payments	25.0	25.0	25.0	25.0	100.0	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	
Longterm debt/note repayments			100.0		100.0			25.0										
Other loan repayments			100.0		100.0													
Purchases of intangible assets																		
Sales tax paid on o/h expense, capex etc. inputs			100.0		100.0			18.4				16.8					13.3	
Sales tax paid to State			100.0		100.0												16.8	
Opening payroll taxes/benefits paid		100.0			100.0		25.0											
Changes in prepaid expenses	25.0	25.0	25.0	25.0	100.0	(2.5)	(2.5)	(2.5)	(2.5)									
Changes in accrued expenses	25.0	25.0	25.0	25.0	100.0					5.0	5.0	5.0	5.0					
Interest paid			100.0		100.0			2.8			3.1					1.8		
Total cash payments						103.1	76.1	64.3	48.9	157.3	91.5	70.8	69.0	167.8	98.8	136.9	76.7	
Net cashflow						(100.6)	(68.6)	(17.9)	85.3	(154.8)	(87.5)	1,012.5	176.0	(165.3)	(68.8)	(1.1)	175.5	
Opening net cash balances (overdraft)						(110.0)	(210.6)	(279.2)	(297.1)	(211.8)	(366.6)	(454.1)	558.4	734.4	569.2	500.3	499.2	
Closing net cash balance (deficit)						(210.6)	(279.2)	(297.1)	(211.8)	(366.6)	(454.1)	558.4	734.4	569.2	500.3	499.2	674.7	

Notes refer to Monthly Cashflow Projections (M_CF)

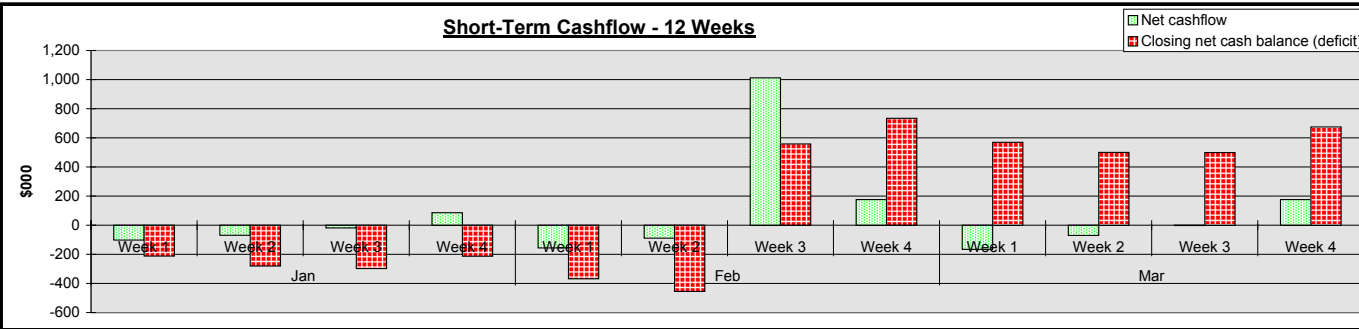
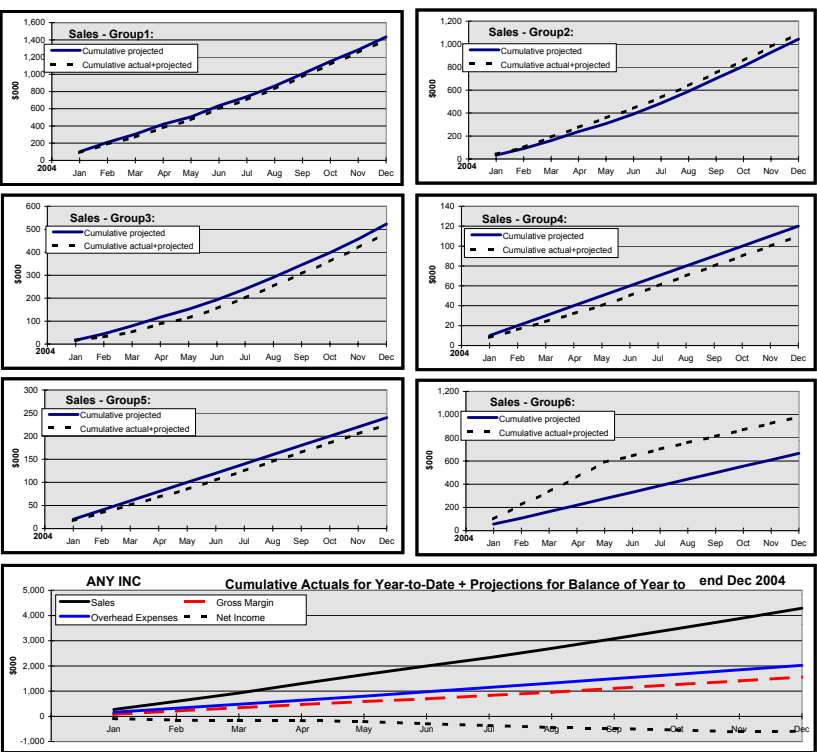


Chart Values - These items will not be printed

	Jan				Feb				Mar			
	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4
Net cashflow	(100.6)	(68.6)	(17.9)	85.3	(154.8)	(87.5)	1,012.5	176.0	(165.3)	(68.8)	(1.1)	175.5
Closing net cash balance (deficit)	(210.6)	(279.2)	(297.1)	(211.8)	(366.6)	(454.1)	558.4	734.4	569.2	500.3	499.2	674.7

12 Months to end Dec 2004	2004 Jan	2004 Feb	2004 Mar	2004 Apr	2004 May	2004 Jun	2004 Jul	2004 Aug	2004 Sep	2004 Oct	2004 Nov	2004 Dec	2004 Year
	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Sales - Group1:													
Projected	100.0	110.0	95.0	115.0	85.0	130.0	105.0	125.0	140.0	145.0	135.0	150.0	1,435.0
Actual (year-to-date)	--> 90.0	100.0	80.0	110.0	90.0								470.0
Combined actual + projected	90.0	100.0	80.0	110.0	90.0	130.0	105.0	125.0	140.0	145.0	135.0	150.0	1,400.0
	Projected Full-Year Variance:												-2.4%
Sales - Group2:													
Projected	33.5	57.0	70.4	77.1	70.4	83.8	93.8	103.9	110.6	107.2	120.6	115.0	1,043.3
Actual (year-to-date)	--> 40.0	60.0	89.0	85.0	83.0								357.0
Combined actual + projected	40.0	60.0	89.0	85.0	83.0	83.8	93.8	103.9	110.6	107.2	120.6	115.0	1,091.9
	Projected Full-Year Variance:												4.7%
Sales - Group3:													
Projected	16.5	28.1	34.7	38.0	34.7	41.3	46.2	51.2	54.5	52.8	59.4	65.0	522.4
Actual (year-to-date)	--> 16.5	15.0	21.0	35.0	26.0								97.0
Combined actual + projected	16.5	15.0	21.0	35.0	26.0	41.3	46.2	51.2	54.5	52.8	59.4	65.0	483.9
	Projected Full-Year Variance:												-7.4%
Sales - Group4:													
Projected	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	120.0
Actual (year-to-date)	--> 8.0	8.0	8.0	8.0	8.0								40.0
Combined actual + projected	8.0	8.0	8.0	8.0	8.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	110.0
	Projected Full-Year Variance:												-8.3%
Sales - Group5:													
Projected	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	240.0
Actual (year-to-date)	--> 17.0	17.0	17.0	17.0	17.0								85.0
Combined actual + projected	17.0	17.0	17.0	17.0	17.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	225.0
	Projected Full-Year Variance:												-6.3%
Sales - Group6:													
Projected	56.6	51.1	56.6	54.8	56.6	54.8	56.6	56.6	54.8	56.6	54.8	56.6	666.7
Actual (year-to-date)	--> 100.0	123.0	112.0	125.0	130.0								590.0
Combined actual + projected	100.0	123.0	112.0	125.0	130.0	54.8	56.6	56.6	54.8	56.6	54.8	56.6	980.9
	Projected Full-Year Variance:												47.1%
Total sales:													
Projected	236.6	276.2	286.7	314.9	276.7	339.9	331.6	366.7	389.9	391.6	399.8	416.6	4,027.4
Actual (year-to-date)	--> 255.0	323.0	327.0	380.0	354.0								1,639.0
Combined actual + projected	271.5	323.0	327.0	380.0	354.0	339.9	331.6	366.7	389.9	391.6	399.8	416.6	4,291.7
	Projected Full-Year Variance:												6.6%
Gross margin:													
Projected	(32.5)	(19.7)	117.5	123.2	113.9	109.2	131.3	129.9	151.4	151.8	144.9	152.4	1,273.3
Actual (year-to-date)	--> 80.0	130.0	130.0	125.0	120.0								585.0
Combined actual + projected	80.0	130.0	130.0	125.0	120.0	109.2	131.3	129.9	151.4	151.8	144.9	152.4	1,559.9
	Projected Full-Year Variance:												22.2%
Overhead expenses:													
Projected	170.1	171.3	171.6	172.4	171.3	173.2	172.9	174.0	174.7	174.7	175.0	175.5	2,076.8
Actual (year-to-date)	--> 160.0	160.0	160.0	160.0	160.0								800.0
Combined actual + projected	160.0	160.0	160.0	160.0	160.0	173.2	172.9	174.0	174.7	174.7	175.0	175.5	2,020.1
	Projected Full-Year Variance:												-2.7%
Net income before taxes:													
Projected	(229.5)	(211.6)	(52.2)	(69.8)	(91.0)	(87.2)	(67.2)	(77.1)	(46.7)	(56.8)	(74.6)	23.4	(1,040.3)
Actual (year-to-date)	--> (90.0)	(60.0)	(30.0)	12.0	(40.0)								(208.0)
Combined actual + projected	(90.0)	(60.0)	(30.0)	12.0	(40.0)	(87.2)	(67.2)	(77.1)	(46.7)	(56.8)	(74.6)	23.4	(594.2)
	Projected Full-Year Variance:												

Trading Performance Tracker Charts



ANY INC Cumulative Actuals for Year-to-Date + Projections for Balance of Year to end Dec 2004

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Sales - Group1:												
Cumulative projected	100.0	210.0	305.0	420.0	505.0	635.0	740.0	865.0	1,005.0	1,150.0	1,285.0	1,435.0
Cumulative actual+projected	90.0	190.0	270.0	380.0	470.0	600.0	705.0	830.0	970.0	1,115.0	1,250.0	1,400.0
Sales - Group2:												
Cumulative projected	33.5	90.5	160.9	238.0	308.4	392.2	486.0	589.9	700.5	807.7	928.3	1,043.3
Cumulative actual+projected	40.0	100.0	189.0	274.0	357.0	440.8	534.6	638.5	749.1	856.3	976.9	1,091.9
Sales - Group3:												
Cumulative projected	16.5	44.6	79.3	117.3	152.0	193.3	239.5	290.7	345.2	398.0	457.4	522.4
Cumulative actual+projected	16.5	31.5	52.5	87.5	113.5	154.8	201.0	252.2	306.7	359.5	418.9	483.9
Sales - Group4:												
Cumulative projected	10.0	20.0	30.0	40.0	50.0	60.0	70.0	80.0	90.0	100.0	110.0	120.0
Cumulative actual+projected	8.0	16.0	24.0	32.0	40.0	50.0	60.0	70.0	80.0	90.0	100.0	110.0
Sales - Group5:												
Cumulative projected	20.0	40.0	60.0	80.0	100.0	120.0	140.0	160.0	180.0	200.0	220.0	240.0
Cumulative actual+projected	17.0	34.0	51.0	68.0	85.0	105.0	125.0	145.0	165.0	185.0	205.0	225.0
Sales - Group6:												
Cumulative projected	56.6	107.8	164.4	219.2	275.8	330.6	387.2	443.8	498.6	555.3	610.0	666.7
Cumulative actual+projected	100.0	223.0	335.0	460.0	590.0	644.8	701.4	758.0	812.8	869.5	924.2	980.9
ANY INC												
Sales	271.5	594.5	921.5	1,301.5	1,655.5	1,995.4	2,327.0	2,693.7	3,083.6	3,475.3	3,875.0	4,291.7
Gross Margin	80.0	210.0	340.0	465.0	585.0	694.2	825.5	955.4	1,106.8	1,258.6	1,403.5	1,559.9
Overhead Expenses	160.0	320.0	480.0	640.0	800.0	973.2	1,146.1	1,320.1	1,494.8	1,669.6	1,844.6	2,020.1
Net Income	(90.0)	(150.0)	(180.0)	(168.0)	(208.0)	(295.2)	(362.4)	(439.6)	(486.3)	(543.0)	(617.6)	(594.2)

Years:	1996		1997		1998		1999		2000		2004		2005		2006		2007		2008		
	No. of Months in Year:																				
INCOME STATEMENTS																					
	Act	Act	Act	Act	Est	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	
Sales	200	1,300	2,313	4,027	8,911	19,402	29,796	39,379													
Cost of sales	159	1,000	1,350	2,756	4,803	9,569	14,187	18,818													
Gross margin	40	290	963	1,273	3,949	9,833	15,609	20,461													
Overhead expenses	100	750	990	2,077	4,079	7,731	11,272	14,729													
Bad debts	5	20	5	20	45	97	162	288													
Depreciation	13	40	50	90	191	358	462	715	1,099												
Operating lease payments	17	40	45	65	108	158	160	180													
Total operating expenses	130	838	1,090	2,364	4,389	8,399	12,289	16,236													
Income from operations	-90	-538	-127	-1,081	-641	1,436	3,320	4,226													
Other income/expenses:																					
Profit (loss) fixed asset disposals					100	50	45	150													
Intangible asset amortization					60	10															
Miscellaneous income					78	120	120	120	120	120	120	120	120	120	120	120	120	120	120	120	120
Total other income (expenses)					78	160	160	166	166	166	166	166	166	166	166	166	166	166	166	166	166
Earnings before interest/taxes	-90	-538	-52	-921	-481	1,600	3,990	4,346													
Interest expense/income:																					
Interest expense					57	35	62	79	48	67											
Less: interest income					55	103	102	111	200	200											
Interest income					2	26	3	34	64	64											
Net interest expense (income)					26	83	110	119	137	166	214	227									
Net income before taxes	-106	-641	-162	-1,040	-618	1,414	3,375	4,118													
Taxes																					
Net income	-106	-641	-162	-1,040	-618	1,391	3,069	3,894													
Dividends declared																					
Transferred to reserves	-106	-641	-162	-1,040	-618	1,001	1,869	2,004													

Years:	1996		1997		1998		1999		2000		2004		2005		2006		2007		2008		
	No. of Months in Year:																				
BALANCE SHEETS																					
	Act	Act	Act	Act	Est	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	
ASSETS																					
Current assets:																					
Cash at bank					10	161	123	193	1481	927											
Accounts receivable					288	979	1492	2037	3685	5216											
Inventory					603	438	1058	1877	2626	3438											
Prepaid expenses					75	65	65	65	80	80											
Sales tax recoverable					25																
Total current assets					998	1235	2738	5073	8172	9660											
Net fixed assets					825	1269	1856	2859	5594	7505											
Net intangible assets					70	10															
Total assets					1893	2513	4594	8032	13766	17165											
LIABILITIES																					
Current liabilities:																					
Accounts payable					210	399	914	1503	2069	2723											
Capital expenditure creditors					45	10	10	10	2000	1700											
Accrued expenses					30	10	10	10	15	15											
Payroll taxes/benefits					25	64	159	297	297	297											
Dividends									300	1000	1250										
Taxes									113	506	624										
Sales tax payable					20	59	186	430	651	1092											
Short-term liabilities of credit					120																
Current portion of longterm liabilities:																					
Longterm debtfans					100	163	180	138	125	113											
Other loans					25	30	26	22	18	14											
Less: lease debt					80	25	45	82	41	115											
Total current liabilities					666	749	1499	2884	6782	8144											
Longterm liabilities:																					
Longterm debtfans					100	488	450	413	375	338											
Other loans					25	120	104	88	72	56											
Less: lease debt					125	630	659	692	659	662											
Total longterm liabilities					125	690	659	692	659	662											
Equity:																					
Equity investments					1338	2338	4338	5338	5338	5338											
Retained earnings					220	1275	1893	2893	3977	5021											
Total owners' equity					1193	1063	2445	4446	6315	8359											
Total liabilities & equity					1893	2513	4594	8032	13766	17165											

CHECK balance sheets balance >>> 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000

Years:	1996		1997		1998		1999		2000		2004		2005		2006		2007		2008		
	No. of Months in Year:																				
PERFORMANCE REVIEW																					
	Act	Act	Act	Act	Est	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	Proj	
(All figures annualized)																					
Months per year factor	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	
As % total sales:																					
Gross margin	n/a	n/a	25.0	19.2	41.6	31.6	44.3	50.7	52.4	52.0											
Income from operations	n/a	n/a	n/a	n/a	n/a	n/a	7.4	11.1	10.7	10.7											
Net income before taxes	n/a	n/a	n/a	n/a	n/a	n/a	7.3	11.3	10.5	10.5											
Projected sales as % breakeven	n/a	n/a	50	33	97	61	97	127	138	139											
Headcount	23	23	23	23	23	104	219	368	424	481											
Changes over previous year (%):																					
Sales	-	n/a	n/a	500	78	74	121	118	54	32											
Net income before taxes	-	n/a	n/a	n/a	n/a	n/a	n/a	n/a	139	22											
Transfers to reserves	-	n/a	n/a	n/a	n/a	n/a	n/a	n/a	87	9											
Owners' equity	-	n/a	n/a	n/a	n/a	n/a	n/a	n/a	82	32											
Dividends per share	-	n/a	n/a	n/a	n/a	n/a	n/a	n/a	233	25											
Earnings per share	-	n/a	n/a	n/a	n/a	n/a	n/a	n/a	121	15											
Net income before taxes/total assets (%):	n/a	n/a	n/a	n/a	n/a	n/a	n/a	17.6	24.5	24.0											