

## Cash Forecast

Cash Flow	2016	2017F	2018F	2019F	2020F
<b>Operating Activities</b>					
Net Income	7,175,125	8,159,074	8,763,778	9,179,706	9,610,489
Depreciation	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Defered Taxes and Investment Credit					
<b>Funds from operations</b>	<b>8,175,125</b>	<b>9,159,074</b>	<b>9,763,778</b>	<b>10,179,706</b>	<b>10,610,489</b>
Changes in Working Capital	(2,421,078)	962,904	1,299,536	(13,497)	(15,657)
<b>Net Operating Cash Flow</b>	<b>5,754,048</b>	<b>10,121,977</b>	<b>11,063,315</b>	<b>10,166,209</b>	<b>10,594,832</b>
<b>Investing Activities</b>					
Capital Expenditures	(10,000,000)				
Net Assets from Acquisition					
Sale of Assets					
<b>Net Investing Cash Flow</b>	<b>(10,000,000)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Financing Activities</b>					
Cash Dividends Paid					
Change in Capital Stock					
Issuance/Reduction of Debt	3,000,000				
Other Funds					
<b>Net Financing Cash Flow</b>	<b>3,000,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Net change in Cash	(1,245,952)	10,121,977	11,063,315	10,166,209	10,594,832
Cash at begging of year	9,000,000	7,754,048	17,876,025	28,939,340	39,105,549
Cash at end of year	7,754,048	17,876,025	28,939,340	39,105,549	49,700,381

## Profit and Loss Statement

Revenue	2016	2017F	2018F	2019F	2020F
Net Sales	20,730,821	22,803,903	24,514,196	25,739,905	27,026,901
Cost of Goods Sold	(6,768,156)	(7,241,927)	(7,821,281)	(8,212,345)	(8,622,962)
<b>Gross Profit</b>	<b>13,962,665</b>	<b>15,561,976</b>	<b>16,692,915</b>	<b>17,527,560</b>	<b>18,403,939</b>

Expenses					
Sales Rep	(1,136,558)	(1,250,214)	(1,343,980)	(1,411,179)	(1,481,738)
<b>Commission</b>	<b>(1,136,558)</b>	<b>(1,250,214)</b>	<b>(1,343,980)</b>	<b>(1,411,179)</b>	<b>(1,481,738)</b>
<b>G&amp;A Expenses</b>	<b>(2,557,200)</b>	<b>(2,812,920)</b>	<b>(3,094,212)</b>	<b>(3,341,749)</b>	<b>(3,609,089)</b>
<b>EBITDA</b>	<b>10,268,907</b>	<b>11,498,842</b>	<b>12,254,723</b>	<b>12,774,632</b>	<b>13,313,112</b>
Depreciation	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)
<b>Total Expenses</b>	<b>(4,693,758)</b>	<b>(5,063,134)</b>	<b>(5,438,192)</b>	<b>(5,752,928)</b>	<b>(6,090,827)</b>
<b>Operating Profit</b>	<b>9,268,907</b>	<b>10,498,842</b>	<b>11,254,723</b>	<b>11,774,632</b>	<b>12,313,112</b>
Interest	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)
<b>Income Before Income Tax</b>	<b>8,968,907</b>	<b>10,198,842</b>	<b>10,954,723</b>	<b>11,474,632</b>	<b>12,013,112</b>
Corporate Tax	(1,793,781)	(2,039,768)	(2,190,945)	(2,294,926)	(2,402,622)
<b>Net Income</b>	<b>7,175,125</b>	<b>8,159,074</b>	<b>8,763,778</b>	<b>9,179,706</b>	<b>9,610,489</b>

Revenue	2016	2017F	2018F	2019F	2020F
Net Sales	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Goods Sold	-32.65%	-31.76%	-31.91%	-31.91%	-31.91%
<b>Gross Profit</b>	<b>67.35%</b>	<b>68.24%</b>	<b>68.09%</b>	<b>68.09%</b>	<b>68.09%</b>

Expenses					
Sales Rep	-5.48%	-5.48%	-5.48%	-5.48%	-5.48%
<b>Commission</b>	<b>-5.48%</b>	<b>-5.48%</b>	<b>-5.48%</b>	<b>-5.48%</b>	<b>-5.48%</b>
<b>G&amp;A Expenses</b>	<b>-12.34%</b>	<b>-12.34%</b>	<b>-12.62%</b>	<b>-12.98%</b>	<b>-13.35%</b>
<b>EBITDA</b>	<b>49.53%</b>	<b>50.42%</b>	<b>49.99%</b>	<b>49.63%</b>	<b>49.26%</b>
Depreciation	-4.82%	-4.39%	-4.08%	-3.89%	-3.70%
<b>Total Expenses</b>	<b>-22.64%</b>	<b>-22.20%</b>	<b>-22.18%</b>	<b>-22.35%</b>	<b>-22.54%</b>
<b>Operating Profit</b>	<b>44.71%</b>	<b>46.04%</b>	<b>45.91%</b>	<b>45.74%</b>	<b>45.56%</b>
Interest	-1.45%	-1.32%	-1.22%	-1.17%	-1.11%
<b>Income Before Income Tax</b>	<b>43.26%</b>	<b>44.72%</b>	<b>44.69%</b>	<b>44.58%</b>	<b>44.45%</b>
Corporate Tax	-8.65%	-8.94%	-8.94%	-8.92%	-8.89%
<b>Net Income</b>	<b>34.61%</b>	<b>35.78%</b>	<b>35.75%</b>	<b>35.66%</b>	<b>35.56%</b>

## Balance Sheet Statement

Balance Sheet	2016	2017F	2018F	2019F	2020F
<b>Assets</b>					
Cash	7,754,048	17,876,025	28,939,340	39,105,549	49,700,381
Accounts Receivable	1,377,203	1,514,923	1,628,542	1,709,969	1,795,468
Inventory	3,319,677	3,552,055	3,836,219	4,028,030	4,229,432
<b>Current Assets</b>	<b>12,450,928</b>	<b>22,943,003</b>	<b>34,404,101</b>	<b>44,843,548</b>	<b>55,725,280</b>
Fixed Assets (minus depreciation)	9,000,000	8,000,000	7,000,000	6,000,000	5,000,000
<b>Total Assets</b>	<b>21,450,928</b>	<b>30,943,003</b>	<b>41,404,101</b>	<b>50,843,548</b>	<b>60,725,280</b>
<b>Equity and Liability</b>					
Accounts Payable	482,021	515,762	557,023	584,874	614,118
Tax Payable (including VAT)	1,793,781	3,093,041	4,749,100	4,980,990	5,222,989
<b>Current Liabilities</b>	<b>2,275,802</b>	<b>3,608,804</b>	<b>5,306,124</b>	<b>5,565,865</b>	<b>5,837,107</b>
Long-term Loan	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
<b>Long-term Liabilities</b>	<b>3,000,000</b>	<b>3,000,000</b>	<b>3,000,000</b>	<b>3,000,000</b>	<b>3,000,000</b>
Equity	9,000,000	9,000,000	9,000,000	9,000,000	9,000,000
Retained Earnings		7,175,125	15,334,199	24,097,977	33,277,683
Net Income	7,175,125	8,159,074	8,763,778	9,179,706	9,610,489
<b>Total Equity and Liabilities</b>	<b>21,450,928</b>	<b>30,943,003</b>	<b>41,404,101</b>	<b>50,843,548</b>	<b>60,725,280</b>

Turnover	
Accounts Payable	26
Accounts Receivable	24
Inventory	179

### SKUS, Price, Raw materials and Labour

SKUs	Price	Raw Materials	Units per hour	Month hours	Units per month	Hours per unit	Labour Cost/Hour	Labour cost per unit	Contribution Margin
A	100	35	170	10	1700	0.006	612.50	3.60	61.40
B	90	31.5	125	10	1250	0.009	612.50	5.23	53.27
C	50	17.5	250	10	2500	0.006	612.50	2.90	29.70
D	35	12.25	250	10	2500	0.004	612.50	2.16	20.57
E	40	14	340	10	3400	0.003	612.50	1.70	24.30
F	30	10.5	430	10	4300	0.002	612.50	1.34	18.16
G	20	7	600	10	6000	0.002	612.50	0.96	12.04
H	25	8.75	700	10	7000	0.001	612.50	0.82	15.43
I	30	10.5	300	10	3000	0.003	612.50	1.92	17.58
J	110	38.5	150	10	1500	0.006	612.50	3.84	67.66
K	80	28	120	10	1200	0.008	612.50	4.80	47.20
L	40	14	230	10	2300	0.004	612.50	2.51	23.49
M	30	10.5	400	10	4000	0.002	612.50	1.29	18.21
N	40	14	300	10	3000	0.003	612.50	1.72	24.28
O	50	17.5	475	10	4750	0.002	612.50	1.09	31.41
P	34	11.9	300	10	3000	0.003	612.50	1.72	20.36

### 5 year forecast support

	2017F	2018F	2019F	2020F
Net Sales Growth YoY	10.0%	7.5%	5.0%	5.0%
COGS Growth YoY	7%	8%	5%	5%
G&A YoY	10%	10%	8%	8%

### Additional Support Information

Support Information	
VAT outbond	20%
Vat Raw Materials	20%
Corporate Tax	20%
Return Sales Previous Month	5%
Accounts Receivables (3 months)	50%
Accounts Payables Raw Materials (3 months)	50%
Transport payables 0 months	100%
Sales Rep Cash	100%
Returned Products	5%
Interest Rate (annual)	10%
Depreciation (10 years)	83333.3
Raw Materials Acc Payable (months)	3
Utilities Acc Payable (months)	3
Initial Cash Available - Equity	9000000
Monthly shift Hours	160

### Expected Cash Payments Year 1

Cash out	Dates	Gross Value	VAT rate	VAT	Liquid Value
Sales Rep	Monthly	5%	20%		4.17%
Transport	Monthly	4%	20%		3.33%
Gross Wages Production	Monthly	70000	0%	0.00	70000.00
Payroll Expenses Production	Monthly	28000	0%	0.00	28000.00
Gross Wages G&A	Monthly	80000	0%	0.00	80000.00
Payroll Expenses G&A	Monthly	32000	0%	0.00	32000.00
Factory Lease	Monthly	50000	0%	0.00	50000.00
Loan/Other Cash in	Jan	3000000	0%	0.00	3000000.00
Office supplies	Monthly	600	20%	100.00	500.00
Utilities	Apr	20000	20%	3333.33	16666.67
Utilities	Jul	22000	20%	3666.67	18333.33
Utilities	Oct	21000	20%	3500.00	17500.00
Telephone/Internet	Monthly	2000	20%	333.33	1666.67
Insurance	Monthly	5000	0%	0.00	5000.00
Accounting & Legal	Monthly	10000	20%	1666.67	8333.33
Contractors	Monthly	10000	20%	1666.67	8333.33
Raw Materials	Jan	800000	20%	133333.33	666666.67
Raw Materials	Mar	1600000	20%	266666.67	1333333.33
Raw Materials	May	1600000	20%	266666.67	1333333.33
Raw Materials	Jul	1600000	20%	266666.67	1333333.33
Raw Materials	Sep	1600000	20%	266666.67	1333333.33
Raw Materials	Nov	1600000	20%	266666.67	1333333.33
Travel	Jan	2000	20%	333.33	1666.67
Travel	Feb	3000	20%	500.00	2500.00
Travel	Mar	2500	20%	416.67	2083.33
Travel	Apr	2000	20%	333.33	1666.67
Travel	May	1000	20%	166.67	833.33
Travel	Jun	3000	20%	500.00	2500.00
Travel	Jul	2000	20%	333.33	1666.67
Travel	Aug	3000	20%	500.00	2500.00
Travel	Sep	1000	20%	166.67	833.33
Travel	Oct	1500	20%	250.00	1250.00
Travel	Nov	1000	20%	166.67	833.33
Travel	Dec	5000	20%	833.33	4166.67
Interest	Jun	150000	0%	0.00	150000.00
Interest	Dec	150000	0%	0.00	150000.00
Maintenance	Monthly	80000	20%	13333.33	66666.67
Capital Purchase	Jan	1000000	20%	166666.67	833333.33

## Profit and Loss Statement

Revenue	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Sales	1,825,275	1,562,202	1,954,716	1,982,416	1,856,756	1,618,387	1,990,274	1,497,467	1,933,337	1,744,920	1,847,228	2,008,939	21,821,917
Returned Products	(91,264)	(78,110)	(97,736)	(99,121)	(92,838)	(80,919)	(99,514)	(74,873)	(96,667)	(87,246)	(92,361)	(100,447)	(1,091,096)
Net Sales	1,734,011	1,484,092	1,856,980	1,883,296	1,763,918	1,537,468	1,890,760	1,422,593	1,836,670	1,657,674	1,754,866	1,908,492	20,730,821
Cost of Goods Sold	(567,862)	(482,870)	(607,272)	(611,692)	(576,771)	(500,055)	(618,508)	(469,036)	(600,864)	(543,729)	(571,329)	(618,166)	(6,768,156)
<b>Gross Profit</b>	<b>1,166,149</b>	<b>1,001,222</b>	<b>1,249,708</b>	<b>1,271,604</b>	<b>1,187,147</b>	<b>1,037,413</b>	<b>1,272,252</b>	<b>953,557</b>	<b>1,235,806</b>	<b>1,113,945</b>	<b>1,183,537</b>	<b>1,290,326</b>	<b>13,962,665</b>
<b>Expenses</b>													
Sales Rep	(95,066)	(81,365)	(101,808)	(103,251)	(96,706)	(84,291)	(103,660)	(77,993)	(100,695)	(90,881)	(96,210)	(104,632)	(1,136,558)
<b>Commission</b>	<b>(95,066)</b>	<b>(81,365)</b>	<b>(101,808)</b>	<b>(103,251)</b>	<b>(96,706)</b>	<b>(84,291)</b>	<b>(103,660)</b>	<b>(77,993)</b>	<b>(100,695)</b>	<b>(90,881)</b>	<b>(96,210)</b>	<b>(104,632)</b>	<b>(1,136,558)</b>
Salaries & Wages	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(576,000)
Factory Lease	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(600,000)
Office Supplies	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(600)	(7,200)
Utilities	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(5,250)	(63,000)
Telephone/Internet	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(24,000)
Insurance	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(60,000)
Travel	(2,000)	(3,000)	(2,500)	(2,000)	(1,000)	(3,000)	(2,000)	(3,000)	(1,000)	(1,500)	(1,000)	(5,000)	(27,000)
Maintenance	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(960,000)
Accounting & Legal	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(120,000)
Contractors	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(120,000)
<b>G&amp;A Expenses</b>	<b>(212,850)</b>	<b>(213,850)</b>	<b>(213,350)</b>	<b>(212,850)</b>	<b>(211,850)</b>	<b>(213,850)</b>	<b>(212,850)</b>	<b>(213,850)</b>	<b>(211,850)</b>	<b>(212,350)</b>	<b>(211,850)</b>	<b>(215,850)</b>	<b>(2,557,200)</b>
<b>EBITDA</b>	<b>858,232</b>	<b>706,007</b>	<b>934,550</b>	<b>955,503</b>	<b>878,591</b>	<b>739,272</b>	<b>955,742</b>	<b>661,714</b>	<b>923,261</b>	<b>810,714</b>	<b>875,477</b>	<b>969,844</b>	<b>10,268,907</b>
Depreciation	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(83,333)	(1,000,000)
<b>Total Expenses</b>	<b>(391,250)</b>	<b>(378,548)</b>	<b>(398,491)</b>	<b>(399,434)</b>	<b>(391,889)</b>	<b>(381,474)</b>	<b>(399,843)</b>	<b>(375,176)</b>	<b>(395,878)</b>	<b>(386,565)</b>	<b>(391,393)</b>	<b>(403,816)</b>	<b>(4,693,758)</b>
<b>Operating Profit</b>	<b>774,899</b>	<b>622,674</b>	<b>851,217</b>	<b>872,170</b>	<b>795,257</b>	<b>655,938</b>	<b>872,409</b>	<b>578,381</b>	<b>839,928</b>	<b>727,380</b>	<b>792,144</b>	<b>886,511</b>	<b>9,268,907</b>
Interest	0	0	0	0	0	(150,000)	0	0	0	0	0	(150,000)	(300,000)
<b>Income Before Income Tax</b>	<b>774,899</b>	<b>622,674</b>	<b>851,217</b>	<b>872,170</b>	<b>795,257</b>	<b>505,938</b>	<b>872,409</b>	<b>578,381</b>	<b>839,928</b>	<b>727,380</b>	<b>792,144</b>	<b>736,511</b>	<b>8,968,907</b>
Corporate Tax	(154,980)	(124,535)	(170,243)	(174,434)	(159,051)	(101,188)	(174,482)	(115,676)	(167,986)	(145,476)	(158,429)	(147,302)	(1,793,781)
<b>Net Income</b>	<b>619,919</b>	<b>498,139</b>	<b>680,973</b>	<b>697,736</b>	<b>636,206</b>	<b>404,751</b>	<b>697,927</b>	<b>462,705</b>	<b>671,942</b>	<b>581,904</b>	<b>633,715</b>	<b>589,209</b>	<b>7,175,125</b>

## Units Sold per SKU Year 1

SKUs	Month												Total
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
A	896	777	952	1484	408	730	1612	1199	522	1081	362	1336	<b>11359</b>
B	1317	745	744	1472	1160	1477	945	1123	1351	736	721	827	<b>12618</b>
C	2003	849	2486	1479	2789	950	1844	2203	2572	2780	1359	1507	<b>22821</b>
D	2421	1281	2615	2152	1321	657	2365	2283	1841	1146	1788	1833	<b>21703</b>
E	3462	3652	2778	2368	661	2311	3611	2052	2475	1831	3851	752	<b>29804</b>
F	2268	1962	4562	3479	1265	1573	2969	3388	1834	3996	1397	3700	<b>32393</b>
G	6681	2643	3006	4771	6763	1701	4306	3938	6157	6902	1738	5303	<b>53909</b>
H	5178	8035	6004	5862	8900	3864	7672	6060	4245	6018	8684	8999	<b>79521</b>
I	3937	1834	2664	1095	1843	793	942	1990	3941	3572	2007	2095	<b>26713</b>
J	1287	600	481	1505	1436	1859	934	315	870	517	699	1575	<b>12078</b>
K	381	575	1405	1147	1495	1473	1030	1260	1440	1299	1306	1472	<b>14283</b>
L	1537	786	1019	2197	1117	1158	2375	2960	1701	1311	2724	1179	<b>20064</b>
M	1743	4953	3673	1268	4475	4613	4260	1115	1026	756	4785	1477	<b>34144</b>
N	753	2020	3452	647	2968	1501	3573	850	3638	2621	2749	2023	<b>26795</b>
O	2910	2230	3541	5789	2269	3452	1326	1036	5176	2289	4527	5925	<b>40470</b>
P	3599	3205	3764	2841	2780	2266	3761	757	2199	2889	2162	2347	<b>32570</b>

**Cash from Sales Year 1**

SKUs	Month												Total
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
A	89,600	77,700	95,200	148,400	40,800	73,000	161,200	119,900	52,200	108,100	36,200	133,600	
B	118,530	67,050	66,960	132,480	104,400	132,930	85,050	101,070	121,590	66,240	64,890	74,430	
C	100,150	42,450	124,300	73,950	139,450	47,500	92,200	110,150	128,600	139,000	67,950	75,350	
D	84,735	44,835	91,525	75,320	46,235	22,995	82,775	79,905	64,435	40,110	62,580	64,155	
E	138,480	146,080	111,120	94,720	26,440	92,440	144,440	82,080	99,000	73,240	154,040	30,080	
F	68,040	58,860	136,860	104,370	37,950	47,190	89,070	101,640	55,020	119,880	41,910	111,000	
G	133,620	52,860	60,120	95,420	135,260	34,020	86,120	78,760	123,140	138,040	34,760	106,060	
H	129,450	200,875	150,100	146,550	222,500	96,600	191,800	151,500	106,125	150,450	217,100	224,975	
I	118,110	55,020	79,920	32,850	55,290	23,790	28,260	59,700	118,230	107,160	60,210	62,850	
J	141,570	66,000	52,910	165,550	157,960	204,490	102,740	34,650	95,700	56,870	76,890	173,250	
K	30,480	46,000	112,400	91,760	119,600	117,840	82,400	100,800	115,200	103,920	104,480	117,760	
L	61,480	31,440	40,760	87,880	44,680	46,320	95,000	118,400	68,040	52,440	108,960	47,160	
M	52,290	148,590	110,190	38,040	134,250	138,390	127,800	33,450	30,780	22,680	143,550	44,310	
N	30,120	80,800	138,080	25,880	118,720	60,040	142,920	34,000	145,520	104,840	109,960	80,920	
O	145,500	111,500	177,050	289,450	113,450	172,600	66,300	51,800	258,800	114,450	226,350	296,250	
P	122,366	108,970	127,976	96,594	94,520	77,044	127,874	25,738	74,766	98,226	73,508	79,798	
<b>Total Sales</b>	<b>1,564,521</b>	<b>1,339,030</b>	<b>1,675,471</b>	<b>1,699,214</b>	<b>1,591,505</b>	<b>1,387,189</b>	<b>1,705,949</b>	<b>1,283,543</b>	<b>1,657,146</b>	<b>1,495,646</b>	<b>1,583,338</b>	<b>1,721,948</b>	<b>18,704,500</b>
<b>VAT Outbound</b>	<b>(260,754)</b>	<b>(223,172)</b>	<b>(279,245)</b>	<b>(283,202)</b>	<b>(265,251)</b>	<b>(231,198)</b>	<b>(284,325)</b>	<b>(213,924)</b>	<b>(276,191)</b>	<b>(249,274)</b>	<b>(263,890)</b>	<b>(286,991)</b>	<b>(3,117,417)</b>
<b>Cash In</b>													
<b>Cash Sales</b>	<b>782,261</b>	<b>669,515</b>	<b>837,736</b>	<b>849,607</b>	<b>795,753</b>	<b>693,595</b>	<b>852,975</b>	<b>641,772</b>	<b>828,573</b>	<b>747,823</b>	<b>791,669</b>	<b>860,974</b>	<b>9,352,250</b>
<b>Accounts Receivables</b>			<b>782,261</b>	<b>669,515</b>	<b>837,736</b>	<b>849,607</b>	<b>795,753</b>	<b>641,772</b>	<b>828,573</b>	<b>747,823</b>	<b>791,669</b>	<b>860,974</b>	<b>7,699,607</b>

**Raw Material Costs**

BtUs	Month												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
A	31,360	27,195	33,320	51,940	14,280	25,550	56,420	41,965	18,270	37,835	12,670	46,760	
B	24,480	23,480	46,360	46,360	46,360	46,360	46,360	46,360	46,360	46,360	46,360	46,360	
C	35,051	14,858	43,505	25,881	48,808	32,270	38,553	45,010	48,650	23,783	26,373		
D	29,657	15,492	32,034	26,362	16,182	9,048	28,971	27,967	22,552	14,039	21,903	22,454	
E	48,460	52,128	39,892	33,152	32,254	32,354	28,728	34,650	28,728	34,650	28,728	34,650	
F	23,814	20,601	47,901	36,530	13,283	16,517	31,175	35,574	19,257	41,958	14,669	38,850	
G	46,767	18,501	21,442	33,397	47,841	11,907	30,142	27,666	43,099	48,114	16,066	37,121	
H	45,308	70,308	52,535	53,293	77,073	67,051	61,130	53,025	37,144	52,638	26,965	76,414	
I	41,339	19,257	27,972	11,499	19,352	8,327	9,891	20,895	41,381	37,506	21,074	21,998	
J	49,550	23,100	18,513	33,266	47,913	33,266	33,266	33,266	33,266	33,266	33,266	33,266	
K	10,668	16,100	39,340	32,116	41,860	41,244	28,840	35,280	40,320	36,372	36,568	41,216	
L	21,518	11,004	16,266	30,758	16,638	16,212	33,250	41,440	23,814	18,354	38,136	16,508	
M	19,301	25,007	39,567	13,744	46,988	46,437	44,730	11,708	10,773	7,938	50,443	15,599	
N	10,542	28,280	48,328	9,508	41,552	21,014	50,022	11,900	50,932	36,694	38,486	28,322	
O	59,923	39,023	61,968	101,208	39,708	60,438	21,208	18,130	40,580	40,558	39,223	103,688	
P	42,828	39,140	44,792	33,808	33,082	26,965	44,756	9,008	26,168	34,379	25,728	27,529	
<b>Total Raw Materials Costs</b>	<b>547,582</b>	<b>468,661</b>	<b>586,415</b>	<b>594,725</b>	<b>557,027</b>	<b>485,516</b>	<b>597,082</b>	<b>449,240</b>	<b>580,001</b>	<b>523,476</b>	<b>554,168</b>	<b>602,682</b>	<b>6,546,575</b>
VAT Inbound	(81,264)	(74,110)	(87,730)	(89,123)	(82,438)	(80,915)	(89,514)	(74,873)	(86,687)	(82,241)	(82,361)	(109,447)	(1,081,908)
<b>Cash Out</b>													

**Labour Costs**

BtUs	Month											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
A	3,228	2,797	3,430	5,347	1,470	2,630	5,808	4,320	1,881	3,895	1,304	4,814
B	6,884	3,894	3,889	7,694	6,063	7,720	4,939	5,870	7,061	3,847	3,768	4,322
C	5,608	2,377	6,963	4,144	2,498	2,498	3,143	6,168	7,202	7,184	3,805	4,220
D	5,273	2,750	6,695	6,687	5,877	4,411	5,150	4,972	4,609	2,486	3,894	3,592
E	5,870	6,192	4,710	4,015	1,121	3,918	6,122	3,479	4,196	3,104	6,529	1,275
F	1,841	1,638	1,118	1,864	1,698	1,988	1,109	4,542	2,459	3,157	1,817	4,360
G	6,419	2,539	2,888	4,584	6,498	1,634	4,137	3,784	5,916	6,631	1,670	5,095
H	4,264	6,617	4,944	4,828	7,329	3,182	6,318	4,991	3,496	4,956	7,152	7,411
I	2,951	3,254	3,114	3,251	1,054	1,824	1,810	1,274	3,884	3,857	4,026	4,026
J	4,946	2,306	1,849	5,704	5,519	7,144	3,589	1,211	3,444	1,987	2,486	6,653
K	8,530	7,762	7,182	7,882	7,882	7,076	4,988	6,053	6,440	6,940	6,278	7,071
L	3,852	1,970	2,554	5,507	2,800	2,902	5,951	7,419	4,263	3,286	6,827	2,555
M	2,248	6,387	4,736	1,635	5,770	5,948	5,493	1,438	1,323	975	6,170	1,905
N	11,295	14,711	13,935	11,112	5,303	5,281	6,413	4,961	6,255	4,506	4,726	14,178
O	3,160	2,421	1,845	6,286	2,464	3,748	1,440	1,125	5,620	2,486	4,916	6,434
P	6,188	5,510	6,547	7,885	4,780	8,096	6,466	3,302	4,781	4,967	3,717	4,815
<b>Total Production Labour Costs</b>	<b>71,476</b>	<b>58,193</b>	<b>73,892</b>	<b>72,923</b>	<b>60,104</b>	<b>77,462</b>	<b>61,927</b>	<b>75,296</b>	<b>60,381</b>	<b>60,169</b>	<b>72,045</b>	<b>835,972</b>

**Transportation Costs**

BtUs	Month												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
A	3,584	3,108	3,808	5,938	1,632	2,920	6,448	4,796	2,088	4,324	1,448	5,344	
B	4,741	2,682	2,678	5,299	4,176	5,317	3,402	4,043	4,884	2,650	2,396	2,777	
C	4,006	1,498	4,972	2,958	3,790	3,790	2,688	4,406	5,144	5,560	2,718	3,014	
D	3,389	1,793	3,661	3,013	1,849	920	3,311	3,196	2,577	1,604	2,503	2,566	
E	5,339	5,843	4,443	4,443	1,058	1,058	5,778	3,283	3,960	2,930	6,162	1,403	
F	5,224	2,474	3,124	3,124	1,880	1,880	3,262	4,006	2,401	4,268	1,676	4,440	
G	5,345	2,114	2,405	3,817	5,410	1,361	3,445	3,150	4,926	5,522	1,390	4,242	
H	5,171	1,033	1,004	1,862	1,862	1,862	1,672	6,060	4,245	6,018	4,684	8,988	
I	4,724	2,201	3,197	1,314	2,212	952	1,130	2,388	4,729	4,286	2,408	2,514	
J	5,863	2,840	2,116	6,622	6,318	8,180	4,110	1,386	3,828	2,275	3,076	6,930	
K	4,215	1,880	1,496	4,781	4,781	4,286	4,088	4,032	4,127	4,127	4,127	4,127	
L	2,459	1,258	1,630	3,515	1,787	1,853	3,880	4,736	2,722	2,698	4,388	1,886	
M	4,961	4,944	4,944	4,944	4,944	4,944	4,944	4,944	4,944	4,944	4,944	4,944	
N	1,205	2,322	5,323	1,035	4,743	4,402	5,717	1,662	5,821	4,194	4,358	3,257	
O	5,820	4,460	7,082	11,578	4,538	6,904	2,652	2,072	3,030	4,578	9,054	11,850	
P	4,895	3,359	1,864	1,864	1,864	1,864	1,864	1,864	1,864	1,864	1,864	1,864	
<b>Total Transportation costs</b>	<b>62,581</b>	<b>53,561</b>	<b>67,919</b>	<b>67,969</b>	<b>63,660</b>	<b>55,488</b>	<b>68,238</b>	<b>51,342</b>	<b>66,286</b>	<b>59,826</b>	<b>63,334</b>	<b>68,878</b>	<b>748,180</b>
VAT Inbound	(10,430)	(9,927)	(11,170)	(10,120)	(10,240)	(11,273)	(8,527)	(11,048)	(9,971)	(10,556)	(11,480)	(12,692)	(124,892)
<b>Cash Out</b>													
<b>Cash payable</b>	<b>62,581</b>	<b>53,561</b>	<b>67,919</b>	<b>67,969</b>	<b>63,660</b>	<b>55,488</b>	<b>68,238</b>	<b>51,342</b>	<b>66,286</b>	<b>59,826</b>	<b>63,334</b>	<b>68,878</b>	<b>748,180</b>

**COGS**

BtUs	Month												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
A	38,172	33,102	40,550	63,227	17,382	31,100	68,670	51,081	22,239	46,054	15,422	56,918	
B	30,043	30,043	30,003	59,361	46,779	59,562	38,109	45,287	54,481	29,680	29,076	33,350	
C	46,667	18,933	35,438	32,982	61,195	21,185	41,121	49,127	37,356	61,994	30,306	33,606	
D	39,319	29,275	43,390	39,061	29,968	19,390	37,431	36,135	29,139	18,139	26,300	29,012	
E	59,877	63,163	48,047	40,956	11,432	39,970	62,454	35,490	42,806	31,468	66,605	13,006	
F	29,576	29,586	29,491	45,368	18,496	28,513	28,728	44,183	23,812	52,101	18,118	48,190	
G	58,531	23,155	26,335	41,798	59,249	14,902	37,724	34,500	53,640	60,467	15,226	46,458	
H	54,750	84,958	63,483	61,982	94,104	40,856	81,120	64,076	44,885	63,632	91,821	95,151	
I	53,620	29,962	39,288	19,916	25,102	19,802	12,832	27,007	53,081	48,656	27,338	28,537	
J	60,138	28,046	24,481	70,348	67,123	86,895	43,658	14,724	40,667	25,166	32,873	73,620	
K	13,213	20,203	59,586	41,296	54,826	51,034	37,084	45,365	51,866	46,769	47,021	52,948	
L	27,831	15,212	19,650	39,795	29,221	39,967	63,001	53,995	30,795	22,177	46,512	21,247	
M	22,641	64,337	47,710	16,471	58,128	59,920	55,335	14,483	13,327	9,820	62,155	19,185	
N	13,041	39,983	59,788	13,208	13,408	23,996	61,882	14,721	63,008	45,984	47,611	35,037	
O	59,905	45,906	72,895	119,172	46,709	71,062	27,297	21,327	106,552	47,121	93,192	121,971	
P	53,910	40,009	39,382	42,556	41,642	33,943	36,337	11,339	32,939	43,275	32,385	35,156	
<b>Total COGS</b>	<b>681,433</b>	<b>580,415</b>	<b>729,326</b>	<b>725,475</b>	<b>692,708</b>	<b>601,108</b>	<b>742,782</b>	<b>562,939</b>	<b>721,983</b>	<b>652,682</b>	<b>686,671</b>	<b>741,605</b>	<b>8,130,727</b>

**Sales Rep Costs**

BtUs	Month											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
A	4,480	3,885	4,760	7,420	2,040	3,650	8,060	5,995	2,610	5,405	1,810	6,480
B	5,927	3,353	3,348	6,624	5,220	6,647	4,253	5,054	6,080	3,312	3,245	3,722
C	5,008	1,121	6,213	1,698	6,973	1,275	4,610	5,508	6,430	6,590	3,398	3,768
D	4,237	2,242	4,576	3,766	2,312	1,150	4,139	3,995	3,222	2,006	3,329	3,208
E	6,244	7,304	5,556	6,736	1,322	4,822	7,222	4,194	4,950	3,662	7,702	1,504
F	3,401	2,943	4,843	2,219	3,898	2,360	4,454	5,082	2,751	5,994	2,096	5,350
G	6,481	2,643	3,906	4,773	4,763	1,703	4,308	3,938	6,152	6,802	1,738	5,303
H	6,473	10,044	14,503	13,228	14,503	14,503	14,503	14,503	14,503	14,503	14,503	14,503
I	5,906	2,751	3,996	1,643	2,765	1,1						

## VAT Calculation

Month													
VAT	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Inbound	(260,754)	(223,172)	(279,245)	(283,202)	(265,251)	(231,198)	(284,325)	(213,924)	(276,191)	(249,274)	(263,890)	(286,991)	(3,117,417)
Outbound	1,931,404	115,145	406,237	144,550	133,203	118,653	412,040	111,103	404,652	129,804	399,275	143,372	4,449,438
Due	1,670,651	1,562,624	1,689,615	1,550,963	1,418,915	1,306,370	1,434,085	1,331,264	1,459,725	1,340,254	1,475,640	1,332,021	1,332,021
<b>VAT Payable</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

VAT	2016	2017F	2018F	2019F	2020F
Inbound	(3,117,417)	(3,800,650)	(4,085,699)	(4,289,984)	(4,504,483)
Outbound	4,449,438	1,415,357	1,527,543	1,603,921	1,684,117
Due	1,332,021	(1,053,273)	(2,558,156)	(2,686,064)	(2,820,367)
<b>VAT Payable</b>	<b>0</b>	<b>(1,053,273)</b>	<b>(2,558,156)</b>	<b>(2,686,064)</b>	<b>(2,820,367)</b>
<b>Cash out</b>	<b>0</b>	<b>0</b>	<b>(1,053,273)</b>	<b>(2,558,156)</b>	<b>(2,686,064)</b>

## Inventory Calculation

SKUs	Final Product							
	Production Units	Units Sold	Final Product Inventory Units	Final Product Inventory \$	Raw Material per Unit \$	Raw material Used \$	Raw Material Bought	Raw Material Inventory \$
A	20,400	11,359	9,041	349,009	35	714,000	785,560	71,560
B	15,000	12,618	2,382	87,483	32	472,500	519,856	47,356
C	30,000	22,821	7,179	145,734	18	525,000	577,617	52,617
D	30,000	21,703	8,297	119,707	12	367,500	404,332	36,832
E	40,800	29,804	10,996	172,588	14	571,200	628,448	57,248
F	51,600	32,393	19,207	227,423	11	541,800	596,101	54,301
G	72,000	53,909	18,091	144,019	7	504,000	554,513	50,513
H	84,000	79,521	4,479	42,880	9	735,000	808,664	73,664
I	36,000	26,713	9,287	115,359	11	378,000	415,884	37,884
J	18,000	12,078	5,922	250,756	39	693,000	762,455	69,455
K	14,400	14,283	117	3,838	28	403,200	443,610	40,410
L	27,600	20,064	7,536	124,392	14	386,400	425,126	38,726
M	48,000	34,144	13,856	163,355	11	504,000	554,513	50,513
N	36,000	26,795	9,205	144,696	14	504,000	554,513	50,513
O	57,000	40,470	16,530	307,224	18	997,500	1,097,473	99,973
P	36,000	32,570	3,430	46,714	12	428,400	471,336	42,936
<b>Total Final Product</b>				<b>2,445,177</b>			<b>Total Final Raw Mater</b>	<b>874,500</b>