

## Sample Management Report

Strategy																																																																																																																																								
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <h3>Drivers</h3> <p><b>Period End:</b> 12-31-2006  <b>Length:</b> 12 Months</p> <p>Company Name: Becca Distribution Inc            Group Name: Becca Group            Industry Type: 20. Food and kindred products</p> <p><b>Income Statement</b></p> <table border="1"> <tr><td>Revenue Growth %</td><td>11.11</td></tr> <tr><td>Price Change %</td><td></td></tr> <tr><td>COGS %</td><td>70.00</td></tr> <tr><td>Operating Expenses %</td><td>19.29</td></tr> <tr><td>Effect Interes: %</td><td>10.32</td></tr> <tr><td>Effect Tax %</td><td>30.00</td></tr> </table> <p><b>Balance Sheet</b></p> <table border="1"> <tr><td>Days Receivable</td><td>70.00</td></tr> <tr><td>Days Inventory</td><td>154.00</td></tr> <tr><td>Days Payable</td><td>60.02</td></tr> </table> <p><b>Other</b></p> <table border="1"> <tr><td>P/E Multiple</td><td></td></tr> <tr><td>WACC %</td><td></td></tr> </table> <p><b>KPI Variables</b></p> <table border="1"> <tr><td>Number of Employees</td><td></td></tr> <tr><td>Ind. Avg. Ann. Sales ..</td><td></td></tr> </table> </div> <div style="width: 40%;"> <p><b>Income Statement</b></p> <table border="1"> <tr><td>Revenue</td><td>3,500,000</td></tr> <tr><td>COGS</td><td>2,450,000</td></tr> <tr><td>Gross Profit</td><td>1,050,000</td></tr> <tr><td>Operating Expenses</td><td>674,999</td></tr> <tr><td>Other Expense/(Inc...)</td><td></td></tr> <tr><td>EBIT</td><td>375,001</td></tr> <tr><td>Interes: Expense</td><td>139,145</td></tr> <tr><td>Net Profit</td><td>235,856</td></tr> <tr><td>Taxes</td><td>70,757</td></tr> <tr><td>Non-Tax (Income)/...</td><td></td></tr> <tr><td>Net Income</td><td>165,099</td></tr> <tr><td>Dividends</td><td>10,200</td></tr> <tr><td>Adjustments</td><td></td></tr> <tr><td>Retained Earnings</td><td>155,299</td></tr> </table> <p><b>Balance Sheet</b></p> <table border="1"> <tr><td>Cash and Equivalents</td><td></td></tr> <tr><td>Acc Receivable</td><td>671,233</td></tr> <tr><td>Inventory</td><td>1,033,596</td></tr> <tr><td>Other Curr Assets</td><td></td></tr> <tr><td>Current Assets</td><td>1,704,829</td></tr> <tr><td>Fixed Assets</td><td>1,250,300</td></tr> <tr><td>Investments</td><td></td></tr> <tr><td>Other Non Curr Ass. .</td><td></td></tr> <tr><td>Non Curr Assets</td><td>1,250,300</td></tr> <tr><td><b>Total Assets</b></td><td><b>2,954,929</b></td></tr> <tr><td>Short Term Debt</td><td>377,014</td></tr> <tr><td>Accounts Payable</td><td>402,855</td></tr> <tr><td>Other Curr Liabilities</td><td></td></tr> <tr><td>Current Liabilities</td><td>779,869</td></tr> <tr><td>Long Term Debt</td><td>1,200,300</td></tr> <tr><td>Other Non Current ...</td><td></td></tr> <tr><td>Non Current Liabilities</td><td>1,200,300</td></tr> <tr><td>Total Liabilities</td><td>1,979,369</td></tr> <tr><td>Stockholding</td><td>100</td></tr> <tr><td>Other Equity</td><td></td></tr> <tr><td>Accumulated R/E</td><td>974,360</td></tr> <tr><td>Equity</td><td>975,360</td></tr> <tr><td><b>Liabilities &amp; Equity</b></td><td><b>2,954,929</b></td></tr> </table> </div> <div style="width: 25%;"> <h3>Results</h3> <p><b>Income Statement</b></p> <table border="1"> <tr><td>Gross Margin %</td><td>30.00</td></tr> <tr><td>Profitability %</td><td>10.71</td></tr> <tr><td>Net Profit %</td><td>4.72</td></tr> <tr><td>Interest Cover</td><td>2.70</td></tr> </table> <p><b>Balance Sheet</b></p> <table border="1"> <tr><td>Working Capital %</td><td>37.20</td></tr> <tr><td>Current Ratio</td><td>2.19</td></tr> <tr><td>Leverage</td><td>2.03</td></tr> <tr><td>Equity / Total Assets</td><td>33.00</td></tr> <tr><td>Asset Turnover</td><td>1.37</td></tr> </table> <p><b>Funding/Return</b></p> <table border="1"> <tr><td>Change in Net Deb:</td><td>-457,429</td></tr> <tr><td>Borrowed Funds</td><td>1,577,014</td></tr> <tr><td>Cash After Operations</td><td>322,473</td></tr> <tr><td>Debt to Equity</td><td>1.62</td></tr> <tr><td>RONA %</td><td>14.69</td></tr> <tr><td>Valuation</td><td></td></tr> <tr><td>Value Added</td><td></td></tr> </table> <p><b>KPI Ratios</b></p> <table border="1"> <tr><td>Avg. 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Non Current Liabilities	1,200,300	Total Liabilities	1,979,369	Stockholding	100	Other Equity		Accumulated R/E	974,360	Equity	975,360	<b>Liabilities &amp; Equity</b>	<b>2,954,929</b>	Gross Margin %	30.00	Profitability %	10.71	Net Profit %	4.72	Interest Cover	2.70	Working Capital %	37.20	Current Ratio	2.19	Leverage	2.03	Equity / Total Assets	33.00	Asset Turnover	1.37	Change in Net Deb:	-457,429	Borrowed Funds	1,577,014	Cash After Operations	322,473	Debt to Equity	1.62	RONA %	14.69	Valuation		Value Added		Avg. Ann. Saes per ...	
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