

	Current Year	Step 1 Days Payable Change to	Step 2 Days Receivable Change to	Step 3 Days Inventory Change to	Step 4 Sales Increase by	Step 5 Reduce COGS by	Step 6 Reduce Overheads by	\$ Change	% Change
		45	60	120	5%	5%	5%		
Profit & Loss									
Revenue	10,500,000	10,500,000	10,500,000	10,500,000	11,025,000	11,025,000	11,025,000	525,000	5%
COGS	(6,200,000)	(6,200,000)	(6,200,000)	(6,200,000)	(6,510,000)	(6,184,500)	(6,184,500)	15,500	0%
Gross Profit	4,300,000	4,300,000	4,300,000	4,300,000	4,515,000	4,840,500	4,840,500	540,500	13%
Overheads (Exc Depreciation & Interest)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,610,000)	190,000	-5%
EBITDA	500,000	500,000	500,000	500,000	715,000	1,040,500	1,230,500	730,500	146%
Working Capital									
Accounts Receivable	2,200,000	2,200,000	1,726,027	1,726,027	1,812,329	1,812,329	1,812,329	(387,671)	-18%
Inventory	3,800,000	3,800,000	3,800,000	2,038,356	2,140,274	2,033,260	2,033,260	(1,766,740)	-46%
Accounts Payable	(500,000)	(764,384)	(764,384)	(764,384)	(802,603)	(762,473)	(762,473)	(262,473)	52%
Total Working Capital	5,500,000	5,235,616	4,761,644	3,000,000	3,150,000	3,083,116	3,083,116	(2,416,884)	-44%
Gross Margin	41%	41%	41%	41%	41%	44%	44%	3%	7%
Working Capital %	52%	50%	45%	29%	29%	28%	28%	-24%	-47%
Days Inventory	224	224	224	120	120	120	120	-104	-46%
Days Receivable	76	76	60	60	60	60	60	-16	-22%
Days Payable	29	45	45	45	45	45	45	16	53%
Working Capital Cycle	271	255	239	135	135	135	135	-136	-50%
Earnings Multiple	4	4	4	4	4	4	4		
Rough Valuation	2,000,000	2,000,000	2,000,000	2,000,000	2,860,000	4,162,000	4,922,000	2,922,000	146%
Revenue		10,500,000	10,500,000	10,500,000	11,025,000	11,025,000	11,025,000		
Change in Accounts Receivable		0	473,973	473,973	387,671	387,671	387,671		
Cash Received from Sales		10,500,000	10,973,973	10,973,973	11,412,671	11,412,671	11,412,671		
COGS		(6,200,000)	(6,200,000)	(6,200,000)	(6,510,000)	(6,184,500)	(6,184,500)		
Change in Inventory		0	0	1,761,644	1,761,644	1,868,658	1,868,658		
Change in Accounts Payable		264,384	264,384	264,384	264,384	224,253	224,253		
Cash Paid to Suppliers		(5,935,616)	(5,935,616)	(4,173,973)	(4,483,973)	(4,091,589)	(4,091,589)		
Gross Cash Profit		4,564,384	5,038,356	6,800,000	6,928,699	7,321,082	7,321,082		
Overheads		(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,610,000)		
Cash from Overheads & Other		(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,800,000)	(3,610,000)		
Cash after Operations		764,384	1,238,356	3,000,000	3,128,699	3,521,082	3,711,082		