

Actual and Forecast Sources and Uses of Cash

Demo Company
Multi-Year Scenario #1

	<i>Actual</i>			<i>Forecast</i>				
	12 Months 12/31/08	12 Months 12/31/09	9 Months 09/30/10	12 Months 12/31/10	12 Months 12/31/11	12 Months 12/31/12	12 Months 12/31/13	12 Months 12/31/14
Cash Provided by Operations:								
Net Sales	\$2,506	\$2,652	\$2,413	\$3,352	\$3,620	\$3,910	\$4,223	\$4,561
Income and Expense Items:								
Cost of Goods Sold	(1,823)	(1,846)	(1,733)	(2,413)	(2,570)	(2,776)	(2,998)	(3,238)
Operating Expenses	(281)	(312)	(318)	(442)	(434)	(469)	(507)	(547)
Depreciation	9	37	20	30	40	45	50	55
Historical Interest Expense	(35)	(27)	(51)	0	0	0	0	0
Interest Expense on Line of Credit	0	0	0	9	16	26	36	48
Interest Expense on Term Loan	0	0	0	(58)	(57)	(57)	(57)	(57)
Interest Expense on Subordinated Debt	0	0	0	0	0	0	0	0
Other Income (Expense)	(16)	(20)	(36)	(40)	(40)	(40)	(40)	(40)
Income Tax (Expense) Credit	(118)	(134)	(89)	(131)	(171)	(190)	(210)	(233)
	242	350	206	307	404	449	497	549
Investment and Financing Transactions:								
Capital Expenditures	\$(87)	\$(63)	\$(110)	\$(125)	\$(135)	\$(145)	\$(155)	\$(165)
(Incr.) Decr. in Accounts Receivable	(220)	(105)	(92)	(130)	(70)	(76)	(81)	(88)
(Incr.) Decr. in Inventory	(123)	(10)	(588)	(365)	(64)	(85)	(91)	(99)
(Incr.) Decr. in Other Current Assets	(4)	(7)	(31)	46	0	0	0	0
(Incr.) Decr. in Intangibles	2	(11)	(873)	(864)	48	48	48	48
(Incr.) Decr. in Investments	0	0	0	0	0	0	0	0
(Incr.) Decr. in Other Assets	(21)	7	(45)	(38)	0	0	0	0
Incr. (Decr.) in Line of Credit	0	0	0	(302)	(217)	(252)	(282)	(312)
Incr. (Decr.) in Current Maturities	60	(62)	15	18	0	0	0	0
Incr. (Decr.) in Other Current Obligations	0	0	0	0	0	0	0	0
Incr. (Decr.) in Accounts Payable	82	(73)	205	42	13	17	18	20
Incr. (Decr.) in Accrued Expenses	60	(37)	80	69	(4)	19	21	22
Incr. (Decr.) in Taxes Payable	15	(24)	24	24	0	0	0	0
Incr. (Decr.) in Other Current Liabilities	94	(69)	88	117	25	25	25	25
Incr. (Decr.) in Term Loan	(25)	(2)	987	900	0	0	0	0
Incr. (Decr.) in Subordinated Debt	0	0	0	0	0	0	0	0
Incr. (Decr.) in Other Long Term Obligations	57	(20)	31	32	0	0	0	0
Incr. (Decr.) in Other Liabilities	3	29	10	(82)	0	0	0	0
Incr. (Decr.) in Common Stock	7	9	368	368	0	0	0	0
Incr. (Decr.) in Preferred Stock	0	0	0	0	0	0	0	0
Incr. (Decr.) in Other Equity	(93)	94	(16)	(18)	0	0	0	0
(Incr.) Decr. in Treasury Stock	0	0	0	0	0	0	0	0
Dividends	0	0	0	0	0	0	0	0
Other	(8)	(7)	(7)	0	0	0	0	0
	(201)	(351)	46	(308)	(404)	(449)	(497)	(549)
Net Incr. (Decr.) in Cash	41	(1)	252	(1)	0	0	0	0
Cash at Beginning of Period	61	102	101	101	100	100	100	100
Cash at End of Period	\$102	\$101	\$353	\$100	\$100	\$100	\$100	\$100