

## Actual and Forecast Statements of Net Earnings

Demo Company  
Multi-Year Scenario #1

	<i>Actual</i>				<i>Forecast</i>				
	12 Months 12/31/07	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
Net Sales	\$1,613	\$2,506	\$2,652	\$2,413	\$3,352	\$3,620	\$3,910	\$4,223	\$4,561
Cost of Goods Sold	(1,205)	(1,823)	(1,846)	(1,733)	(2,413)	(2,570)	(2,776)	(2,998)	(3,238)
Gross Margin	408	683	806	680	939	1,050	1,134	1,225	1,323
	25.3%	27.3%	30.4%	28.2%	28.0%	29.0%	29.0%	29.0%	29.0%
Operating Expenses	206	281	312	318	442	434	469	507	547
Operating Earnings	202	402	494	362	497	616	665	718	776
	12.5%	16.0%	18.6%	15.0%	14.8%	17.0%	17.0%	17.0%	17.0%
Other Income (Expense):									
Historical Interest Expense	(24)	(35)	(27)	(51)	0	0	0	0	0
Interest on Line of Credit	0	0	0	0	9	16	26	36	48
Interest on Term Loan	0	0	0	0	(58)	(57)	(57)	(57)	(57)
Interest on Subordinated Debt	0	0	0	0	0	0	0	0	0
Other Income (Expense)	(32)	(16)	(20)	(36)	(40)	(40)	(40)	(40)	(40)
	(56)	(51)	(47)	(87)	(89)	(81)	(71)	(61)	(49)
Earnings Before Income Tax	146	351	447	275	408	535	594	657	727
Provision (Credit) For Income Tax	10	118	134	89	131	171	190	210	233
Net Earnings	\$136	\$233	\$313	\$186	\$277	\$364	\$404	\$447	\$494
Earnings per Share	\$1.94	\$3.11	\$4.12	\$2.30	\$3.42	\$4.49	\$4.99	\$5.52	\$6.10