

P&L (Strategic Plan)	A 2005	A 2006	A 2007	F 2008	P 2009	P 2010	P 2011	P 2012
<b>Sales Total</b>	<b>82,610,000</b>	<b>105,808,000</b>	<b>130,115,500</b>	<b>147,075,216</b>	<b>158,326,422</b>	<b>172,106,859</b>	<b>186,152,288</b>	<b>200,667,149</b>
Product A Sales	41,250,000	53,300,000	69,865,000	75,760,175	86,533,723	95,272,631	103,666,775	114,096,909
Product B Sales	30,000,000	35,000,000	37,500,000	43,388,277	44,477,050	47,472,022	50,738,718	53,455,603
Product C Sales	11,360,000	17,508,000	22,750,500	27,926,763	27,315,648	29,362,205	31,746,794	33,114,635
<b>COGS Total</b>	<b>51,656,600</b>	<b>64,721,095</b>	<b>80,543,875</b>	<b>90,517,410</b>	<b>97,809,781</b>	<b>105,976,926</b>	<b>114,400,417</b>	<b>123,254,715</b>
<b>GM Total</b>	<b>30,953,400</b>	<b>41,086,905</b>	<b>49,571,625</b>	<b>56,557,805</b>	<b>60,516,641</b>	<b>66,129,932</b>	<b>71,751,870</b>	<b>77,412,433</b>
<i>GM Total (%)</i>	<i>37 %</i>	<i>38 %</i>	<i>38 %</i>	<i>38 %</i>	<i>38 %</i>	<i>38 %</i>	<i>38 %</i>	<i>38 %</i>
Personal Expenses	11,337,300	15,695,000	20,422,800	22,321,720	26,673,884	27,488,361	28,609,556	31,046,761
General & Administration Expenses	2,739,250	3,166,740	3,386,451	3,155,348	3,382,524	3,754,486	3,922,923	4,130,839
Other Operating Income	2,159,006	2,536,900	2,359,800	3,350,485	3,424,780	3,588,318	4,049,510	4,296,567
Other Operating Expenses	1,598,000	1,486,035	1,590,000	2,119,111	2,146,531	2,305,422	2,566,499	2,725,061
<b>EBITDA</b>	<b>17,437,856</b>	<b>23,276,030</b>	<b>26,532,174</b>	<b>32,312,109</b>	<b>31,738,480</b>	<b>36,169,980</b>	<b>40,702,402</b>	<b>43,806,339</b>
<i>EBITDA Margin (%)</i>	<i>21 %</i>	<i>21 %</i>	<i>20 %</i>	<i>21 %</i>	<i>20 %</i>	<i>21 %</i>	<i>21 %</i>	<i>21 %</i>
Depreciation	9,564,256	12,359,360	14,658,008	14,001,000	18,950,323	18,950,323	18,950,323	18,950,323
<b>EBIT</b>	<b>7,873,600</b>	<b>10,916,670</b>	<b>11,874,166</b>	<b>18,311,109</b>	<b>12,788,156</b>	<b>17,219,656</b>	<b>21,752,078</b>	<b>24,856,015</b>
<i>EBIT Margin (%)</i>	<i>9 %</i>	<i>10 %</i>	<i>9 %</i>	<i>12 %</i>	<i>8 %</i>	<i>10 %</i>	<i>11 %</i>	<i>12 %</i>
Interest Expense	5,536,780	9,186,292	10,094,426	10,822,567	10,133,663	9,995,454	8,565,223	7,127,502
<b>PBT</b>	<b>2,336,820</b>	<b>1,730,378</b>	<b>1,779,740</b>	<b>7,751,563</b>	<b>2,654,492</b>	<b>7,224,202</b>	<b>13,186,855</b>	<b>17,728,513</b>
Income Tax	689,605	489,600	515,068	0	504,353	1,372,598	2,505,502	3,368,417

**Profits (Losses) for Current Period**

1,647,215

1,240,778

1,264,672

7,751,563

2,150,139

5,851,603

10,681,352

14,360,095