

<b>Plan Detail Export (own staff)</b>					
	Year 1	Year 2	Year 3	Year 4	Year 5
Sales Revenue	408	1265	2942	6084	11801
Unit Share	0.7	1.4	2.0	2.5	3.0
Cash Share	0.7	1.4	2.0	2.5	3.0
Profit Contribution	42	296	792	1714	3372
Profit to Sales	10.4	23.4	26.9	28.2	28.6
Capital Employed	572	1215	2378	4441	8038
Cumulative Cash Flow	-530	-876	-1248	-1596	-1822
Return on Investment	7.4	24.4	33.3	38.6	42.0
Residual Profit	-72	53	316	826	1764

<b>Plan Summary Export (own staff)</b>	
Unit Price	23.00
Promotion/Unit	0.50
Unit Cost	13.00
Inventory Days	120
Receivable Days	90
Start Year	1
Served Market Share	10.0
Sales Revenue	22500
Average Unit Share	2.3
Average Cash Share	2.3
Profit	6216
Profit to Sales	27.6
Worst Cash	-1822
Internal Rate of Return	63.7
Net Present Value	2041

<b>Combined Detail Export (own staff)</b>					
	Year 1	Year 2	Year 3	Year 4	Year 5
Combined Revenue	1346	3245	6143	10776	18364
Combined Profit	379	1039	1999	3476	5818
Combined Profit %	28	32	33	32	32
Combined Capital	1589	2963	4829	7620	12028
Combined Cum Cash	-1210	-1545	-1413	-727	682
Combined ROI	23.8	35.1	41.4	45.6	48.4
Combined Residual	61	446	1033	1952	3412

<b>Combined Summary Export (own staff)</b>	
Combined Revenue	39873
Combined Profit	12710
Combined Profit %	31.9
Combined Worst Cash	-1545
Combined IRR	65.2
Combined NPV	4500

**Plan Comments Export (own staff)**

Cash needs are too great

Combined Cash need is too great

Plan Comparison Export (own staff)		
	Export (own staff)	Export (agents)
Served Market Share	10.0	2.5
Unit Price	23.00	23.00
Promotion/Unit	0.50	1.50
Unit Cost	13.00	13.00
Inventory Days	120	120
Receivable Days	90	90
Start Year	1	1
Sales Revenue	22500	22467
Average Unit Share	2.3	2.4
Average Cash Share	2.3	2.4
Profit	6216	5351
Profit to Sales	27.6	23.8
Worst Cash	-1822	-1019
Internal Rate of Return	63.7	60.9
Net Present Value	2041	1746
Combined Revenue	39873	39840
Combined Profit	12710	11845
Combined Profit %	31.9	29.7
Combined Worst Cash	-1545	-1679
Combined IRR	65.2	69.4
Combined NPV	4500	4205

Plan Comparison Export (own staff)		
	Export (dealers)	New Product
Served Market Share	2.0	1.5
Unit Price	23.00	17.00
Promotion/Unit	3.00	0.10
Unit Cost	13.00	10.00
Inventory Days		
Receivable Days	120	150
Start Year	1	1
Sales Revenue	17974	17374
Average Unit Share	1.9	1.2
Average Cash Share	1.9	1.2
Profit	3237	6494
Profit to Sales	18.0	37.4
Worst Cash	-764	-680
Internal Rate of Return	55.9	81.9
Net Present Value	1011	2458
Combined Revenue	35347	
Combined Profit	9731	
Combined Profit %	27.5	
Combined Worst Cash	-1371	
Combined IRR	69.1	
Combined NPV	3469	