

ABC Company, Inc.
Three Year Budget

INCOME STATEMENT

Sales
Sales - #1 Foreign
Sales - #2 New Region
Sales - #3 Special
SALES
Other Income

TOTAL INCOME

Cost of goods sold
COGS - #1 Foreign
COGS - #2 New Region
COGS - #3 Special
Direct labor
DL - #1 Foreign
DL - #2 New Region
DL - #3 Special
Direct materials
Factory overhead
Other costs

GROSS PROFIT

SG & A expense
Selling
Sales payroll
Advertising
Printing costs
Delivery expense
Delivery - #1 Foreign
Delivery - #2 New Reg
Delivery - #3 Special
Telephone expense
Tel - #1 Foreign
Tel - #2 New Reg
Tel - #3 Special
General
Rent
Administrative
Officer's salaries
Office salaries
Office expenses

Depreciation
Amortization
Amort of goodwill
Other expense
Other income

OPERATING PROFIT

Interest expense
Int on Curr Prtn LTD
Int on LTD
Int on bridge loan
Int exp -excess debt
Interest income
Int inc -excess cash
Dividend income
Other expense
Other income
Loss on sale of prop
Gain on sale of prop
Equity in uncon subs
Minority interests

INCOME BEFORE TAXES

Income tax expense
Other income tax
Extraordinary items
Tax benefits

NET INCOME

Common dividends
Preferred dividends

NET INCOME RETAINED

Sheet1

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3/1990

6/1990

9/1990

\$15960	\$26600	\$31920
10,000	15,567	19,459
10,000	14,161	17,556
10,000	11,895	14,155
600	720	840
600	700	750
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47,160	69,643	84,680
-4,788	-7,980	-9,576
-2,500	-4,670	-5,838
-3,000	-3,541	-5,267
-3,000	-3,569	-3,539
-1,596	-2,660	-3,192
-2,900	-4,359	-5,255
-2,501	-3,965	-4,565
-2,400	-2,974	-3,822
-798	-1,330	-1,596
-2,394	-3,990	-4,788
-319	-344	-369
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20,964	30,261	36,873
-3,000	-4,500	-5,000
-2,000	-2,000	-2,500
-980	-1,200	-1,500
-600	-800	-1,000
-200	-250	-250
-400	-399	-480
-250	-210	-261
-150	-141	-174
-100	-78	-93
-60	-60	-72
-50	-42	-52
-35	-33	-39
-45	-33	-36
-500	-700	-1,000
-750	-750	-750
-2,500	-2,700	-2,700
-150	-150	-150
-25	-25	-25
-35	-40	-45

Sheet1

-200	-205	-210
-200	-200	-210
-20	-23	-25
-20	-8	-15
10	15	12
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8,704	15,729	20,298
-50	-60	-75
-186	-186	-190
-665	-632	-599
0	0	0
-673	-722	-859
30	22	16
0	0	0
10	8	12
-15	-20	-25
18	20	22
0	-10	-18
0	14	10
0	20	25
0	-10	-10
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7,173	14,173	18,607
-3,095	-6,107	-8,015
0	0	0
0	0	0
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4,078	8,066	10,592
-100	-100	-100
-25	-25	-25
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\$3953	\$7941	\$10467
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Sheet1

12/1990	12/1991	12/1992
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\$31920	\$120000	\$135000
24,324	121,620	152,025
18,999	86,313	118,500
16,547	84,285	116,460
960	0	0
800	2,700	3,000
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93,550	414,918	524,985
-9,576	-36,000	-40,500
-7,296	-36,487	-45,611
-5,701	-25,894	-35,550
-4,965	-25,284	-34,940
-3,192	-12,000	-13,500
-7,785	-42,569	-51,688
-5,235	-20,715	-29,032
-3,972	-21,072	-26,786
-1,596	-6,000	-6,750
-4,788	-18,000	-20,250
-394	-419	-444
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39,050	170,478	219,934
-5,000	-19,500	-21,000
-2,500	-10,000	-11,000
-1,800	-8,000	-8,800
-1,100	-4,400	-4,500
-275	-1,200	-1,300
-480	-1,800	-2,028
-327	-1,632	-2,017
-189	-852	-1,156
-111	-582	-798
-72	-276	-312
-66	-327	-400
-41	-178	-212
-42	-192	-216
-1,000	-3,400	-3,990
-750	-3,000	-3,000
-2,700	-11,000	-11,500
-150	-350	-350
-25	-100	-100
-45	-200	-200

Sheet1

-220	-900	-950
-210	-840	-50
-20	-80	-80
-16	-55	-70
8	30	52
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21,919	101,644	145,957
-80	-300	-310
-194	-780	-780
-566	-2,149	-2,017
0	-300	-166
-1,124	-2,455	0
22	75	125
0	106	2,639
16	26	40
-20	-80	-80
24	50	50
-30	0	0
52	0	0
40	0	0
-20	-80	-80
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20,039	95,757	145,378
-8,629	-41,222	-62,559
0	0	0
0	0	0
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11,410	54,535	82,819
-100	-400	-400
-25	-100	-100
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\$11285	\$54035	\$82319
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