

FATWOOD  
 FUTURE LOCATION  
 OPENNING DATE 3.18

	Year 1												Total Year 1	Year 2		Year 3		Year 4		Year 5		Existing Stores				
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12														
Sales	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	225,000	225,000	250,000	2,525,000	#####	2,626,000	100.0%	2,731,040	100.0%	2,840,282	100.0%	2,953,893	100.0%	100.0%
Cost of Sales	54,000	60,750	67,500	60,750	54,000	54,000	40,500	47,250	54,000	60,750	60,750	67,500	681,750	27.0%	709,020	27.0%	737,381	27.0%	766,876	27.0%	797,551	27.0%	797,551	27.0%	29.6%	
Gross Profit	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	164,250	164,250	182,500	1,843,250	73.0%	1,916,980	73.0%	1,993,659	73.0%	2,073,406	73.0%	2,156,342	73.0%	70.4%
Payroll	49,000	55,125	61,250	55,125	49,000	49,000	36,750	42,875	49,000	55,125	55,125	61,250	618,625	24.5%	643,370	24.5%	669,105	24.5%	695,869	24.5%	723,704	24.5%	723,704	24.5%	29.7%	
Prime Cost	#####	#####	#####	#####	#####	#####	77,250	90,125	#####	115,875	115,875	128,750	1,300,375	51.5%	1,352,390	51.5%	1,406,486	51.5%	1,462,745	51.5%	1,521,255	51.5%	1,521,255	51.5%	59.2%	
Prime Profit	97,000	#####	#####	#####	97,000	97,000	72,750	84,875	97,000	109,125	109,125	121,250	1,224,625	48.5%	1,273,610	48.5%	1,324,554	48.5%	1,377,537	48.5%	1,432,638	48.5%	1,432,638	48.5%	40.8%	
Corporate Overhead	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000	1.7%	42,000	1.6%	42,000	1.5%	42,000	1.5%	42,000	1.5%	42,000	1.4%	8.3%	
Marketing	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	100,000	4.0%	104,000	4.0%	108,160	4.0%	112,486	4.0%	116,986	4.0%	116,986	4.0%	2.5%	
Other SemiVariable Cost	11,881	13,366	14,851	13,366	11,881	11,881	8,911	10,396	11,881	13,366	13,366	14,851	150,000	5.9%	156,000	5.9%	162,240	5.9%	168,730	5.9%	175,479	5.9%	175,479	5.9%	7.6%	
Operating Income	73,285	83,925	94,565	83,925	73,285	73,285	52,006	62,646	73,285	83,925	83,925	94,565	932,625	36.9%	971,610	37.0%	1,012,154	37.1%	1,054,321	37.1%	1,098,173	37.2%	1,098,173	37.2%	22.4%	
Occupancy Expense	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	111,000	4.4%	115,440	4.4%	120,058	4.4%	124,860	4.4%	129,854	4.4%	129,854	4.4%	13.9%	
EBITDA	64,035	74,675	85,315	74,675	64,035	64,035	42,756	53,396	64,035	74,675	74,675	85,315	821,625	32.5%	856,170	32.6%	892,097	32.7%	929,461	32.7%	968,319	32.8%	968,319	32.8%	8.5%	
Depreciation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000	3.6%	90,000	3.4%	90,000	3.3%	90,000	3.2%	90,000	3.0%	90,000	3.0%	4.2%	
Interest Expense	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	27,000	1.1%	21,600	0.8%	16,200	0.6%	10,800	0.4%	8,640	0.3%	8,640	0.3%	1.9%	
Other (Income)/Expenses	1,426	1,604	1,782	1,604	1,426	1,426	1,069	1,248	1,426	1,604	1,604	1,782	18,000	0.7%	18,720	0.7%	19,469	0.7%	20,248	0.7%	21,057	0.7%	21,057	0.7%	0.5%	
Net Income Before Taxes	52,860	63,321	73,783	63,321	52,860	52,860	31,936	42,398	52,860	63,321	63,321	73,783	686,625	27.2%	725,850	27.6%	766,428	28.1%	808,413	28.5%	848,622	28.7%	848,622	28.7%	1.9%	
<b>CASH FLOW</b>																										
Add: Depreciation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000	3.6%	90,000	3.4%	90,000	3.3%	90,000	3.2%	90,000	3.0%	90,000	3.0%		
Deduct: Loan Principal Payments	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)	(78,000)	-3.1%	(83,400)	-3.2%	(88,800)	-3.3%	(94,200)	-3.3%	(96,360)	-3.3%	(96,360)	-3.3%		
Net Cash Flow Before Income Taxes	53,860	64,321	74,783	64,321	53,860	53,860	32,936	43,398	53,860	64,321	64,321	74,783	698,625	27.7%	732,450	27.9%	767,628	28.1%	804,213	28.3%	842,262	28.5%	842,262	28.5%		