

## Sample Corporation (Combined Financial Statement, 000's omitted)

	<u>Reviewed</u> <u>12/31/2009</u>	<u>Reviewed</u> <u>12/31/2010</u>	<u>Reviewed</u> <u>12/31/2011</u>	<u>Audited</u> <u>12/31/2012</u>	<u>Projected</u>	Inc. / (Dec.)	% Change
<b>Cash Flow</b>							
Net Income	216	327	115	199	199	84	73.0%
Plus Depreciation & Amortization	79	66	85	164	164	79	92.9%
Plus Interest Expense	18	6	7	15	15	8	114.3%
Plus Non Recurring Losses & Expenses	-	-	-	-	24	(a)	-
Minus Non Recurring Gains & Income	-	-	-	-	-	-	-
Minus Distributions	-	-	-	-	-	-	-
Plus Capital Contributions	-	-	-	-	-	-	-
<b>Equals Business Cash Flow</b>	<b>313</b>	<b>399</b>	<b>207</b>	<b>378</b>	<b>402</b>	<b>171</b>	<b>82.6%</b>
<b>Debt Service</b>							
CPLTD	55	37	63	82	82	19	30.2%
Current Year Line of Credit Balance (PNC Bank)	288	400	200	200	200	-	0.0%
interest Expense	18	6	7	15	15	8	114.3%
New DS on FFSB #9033000522 (\$1,102.11 x 12)	-	-	-	13	13	13	-
DS on proposed FFSB Guid. Line (\$1,847 / mo.)	-	-	-	22	22	22	-
Proposed Term Loan (\$1,865.49 x 12)	-	-	-	-	22	-	-
<b>Equals Debt Service</b>	<b>361</b>	<b>443</b>	<b>270</b>	<b>332</b>	<b>354</b>	<b>62</b>	<b>23.0%</b>
<b>DSC Ratio</b>	<b>0.87</b>	<b>0.90</b>	<b>0.77</b>	<b>1.14</b>	<b>1.14</b>	<b>0</b>	<b>48.5%</b>
<b>Total Liabilities</b>							
Total Liabilities	1,352	1,465	1,512	2,000	2,000	488	32.3%
Loans from shareholders	-	-	-	-	-	-	-
Plus Proposed FFSB term loan	-	-	-	-	180	-	-
Less Sub Debt	-	-	-	-	-	-	-
<b>Total Sr Liabilities</b>	<b>1,352</b>	<b>1,465</b>	<b>1,512</b>	<b>2,000</b>	<b>2,180</b>	<b>488</b>	<b>32.3%</b>
<b>Net Worth</b>							
Net Worth	1,028	1,355	1,470	1,877	1,877	407	27.7%
Plus Subordinated Debt	-	-	-	-	-	-	-
Less Due From Shareholder	(116)	(112)	(85)	(113)	(113)	(28)	32.9%
Less Intangible	-	-	-	-	-	-	-
<b>Effective Net Worth</b>	<b>912</b>	<b>1,243</b>	<b>1,385</b>	<b>1,764</b>	<b>1,764</b>	<b>379</b>	<b>27.4%</b>
<b>Sr Debt/ Effective Net Worth</b>							
<b>Sr Debt/ Effective Net Worth</b>	<b>1.48</b>	<b>1.18</b>	<b>1.09</b>	<b>1.13</b>	<b>1.24</b>	<b>0</b>	<b>3.9%</b>
<b>Revenues</b>							
Revenues	5,368,488	6,329,263	6,313,360	7,049,083	7,049,083	735,723	11.7%
Cost of Goods Sold	3,009,645	3,096,927	3,473,096	3,732,432	3,732,432	259,336	7.5%
Gross Profit	2,358,843	3,232,336	2,840,264	3,316,651	3,316,651	476,387	16.8%
GPM	43.9%	51.1%	45.0%	47.1%	47.1%	0	4.6%

(a) \$24M rental expense is added back to the projected cash reflecting the discontinuance of the lease on a facility the Borrower currently rents in Harrisburg, Borrower does not intend to renew the lease but will