

▶ **1-Company info**

LEGAL NAME ▶ Doors To The World, Inc.  
TRADING NAME ▶ Doors To The World, Inc.  
ADDRESS ▶ 2020 Sommerhill Drive  
Suite N° 203  
New Barton, ON N2O 1T1

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FORM OF COMPANY ▶ Corporation

DATE COMPANY STARTED ▶ February 1986

LAST FISCAL YEAR END ▶ October 2003

LAST INTERIM STATEMENT ▶ --- ---

INDUSTRY SECTOR ▶ Construction

NAICS CODE ▶ 321911

% OF SALES THAT  
GO TO EXPORT ▶ 10%

SAMPLE

▶ **2-Sales**

| SALES ACTIVITIES            | HISTORICAL       |                  |                    | PROJECTED          |                    |                    |
|-----------------------------|------------------|------------------|--------------------|--------------------|--------------------|--------------------|
|                             | Oct-01           | Oct-02           | Oct-03             | Oct-04             | Oct-05             | Oct-06             |
| French Doors                | \$571,900        | \$625,300        | \$789,000          | \$863,000          | \$932,000          | \$1,007,000        |
| Panel doors                 | 275,400          | 225,000          | 218,900            | 180,000            | 194,000            | 210,000            |
| Windows                     | 74,100           | 83,000           | 114,300            | 130,000            | 140,000            | 151,000            |
| New door model              |                  |                  |                    | 75,000             | 94,000             | 127,000            |
| <b>TOTAL SALES (\$)</b>     | <b>\$921,400</b> | <b>\$933,300</b> | <b>\$1,122,200</b> | <b>\$1,248,000</b> | <b>\$1,360,000</b> | <b>\$1,495,000</b> |
| <b>SALES ACTIVITIES (%)</b> |                  |                  |                    |                    |                    |                    |
| French Doors                | 62.1%            | 67.0%            | 70.3%              | 69.2%              | 68.5%              | 67.4%              |
| Panel doors                 | 29.9%            | 24.1%            | 19.5%              | 14.4%              | 14.3%              | 14.0%              |
| Windows                     | 8.0%             | 8.9%             | 10.2%              | 10.4%              | 10.3%              | 10.1%              |
| New door model              | 0.0%             | 0.0%             | 0.0%               | 6.0%               | 6.9%               | 8.5%               |
|                             | 0.0%             | 0.0%             | 0.0%               | 0.0%               | 0.0%               | 0.0%               |

▼ **ASSUMPTIONS REGARDING SALES**

Sales will follow the eplanned expansion activities (distribution in other provinces and New England)

For both years, sales will not materialize until 6 months in the fiscal year (time to establish working relationships with distributors, etc.)

New products will be lanuched October of next year

Projections suppose same price positioning and product quality (mid to high end)

▶ **3-Cost of Sales**

|                                 | HISTORICAL       |                  |                  | PROJECTED        |                  |                    |
|---------------------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
|                                 | Oct-01           | Oct-02           | Oct-03           | Oct-04           | Oct-05           | Oct-06             |
| Opening Inventory               | \$173,700        | \$147,500        | \$227,100        | \$212,400        | \$270,000        | \$290,000          |
| Material Purchases              | 491,900          | 576,900          | 611,700          | 670,000          | 710,000          | 778,000            |
| Freight & Duty                  | 18,600           | 20,300           | 22,700           | 25,000           | 35,000           | 38,000             |
| Other                           |                  |                  |                  | 3,000            | 3,000            | 3,000              |
| Closing Inventory (-)           | 147,500          | 227,100          | 212,400          | 270,000          | 290,000          | 270,000            |
| <i>Total Material Costs</i>     | <i>\$536,700</i> | <i>\$517,600</i> | <i>\$649,100</i> | <i>\$640,400</i> | <i>\$728,000</i> | <i>\$839,000</i>   |
| Direct Labour Wages             | 80,800           | 100,400          | 120,900          | 150,000          | 158,000          | 166,000            |
| Repairs & Maintenance           | 4,800            | 1,000            | 1,700            | 2,500            | 3,000            | 3,000              |
| Services / utilities            | 6,400            | 6,100            | 6,800            | 7,000            | 8,000            | 9,000              |
| Depreciation                    | 20,200           | 12,200           | 10,700           | 12,000           | 13,000           | 14,000             |
| Overhead                        | 18,400           | 21,200           | 28,800           | 32,000           | 35,000           | 37,000             |
| Realty Taxes                    | 12,000           | 19,200           | 26,300           | 33,000           | 36,000           | 39,000             |
| <b>TOTAL COST OF SALES (\$)</b> | <b>\$679,300</b> | <b>\$677,700</b> | <b>\$844,300</b> | <b>\$876,900</b> | <b>\$981,000</b> | <b>\$1,107,000</b> |
| <b>COST OF SALES (%)</b>        |                  |                  |                  |                  |                  |                    |
| Opening Inventory               | 25.6%            | 21.8%            | 26.9%            | 24.2%            | 27.5%            | 26.2%              |
| Material Purchases              | 72.4%            | 85.1%            | 72.5%            | 76.4%            | 72.4%            | 70.3%              |
| Freight & Duty                  | 2.7%             | 3.0%             | 2.7%             | 2.9%             | 3.6%             | 3.4%               |
| Other                           | 0.0%             | 0.0%             | 0.0%             | 0.3%             | 0.3%             | 0.3%               |
| Closing Inventory (-)           | 21.7%            | 33.5%            | 25.2%            | 30.8%            | 29.6%            | 24.4%              |
| <i>Total Material Costs</i>     | <i>79.0%</i>     | <i>76.4%</i>     | <i>76.9%</i>     | <i>73.0%</i>     | <i>74.2%</i>     | <i>75.8%</i>       |
| Direct Labour Wages             | 11.9%            | 14.8%            | 14.3%            | 17.1%            | 16.1%            | 15.0%              |
| Repairs & Maintenance           | 0.7%             | 0.1%             | 0.2%             | 0.3%             | 0.3%             | 0.3%               |
| Services / utilities            | 0.9%             | 0.9%             | 0.8%             | 0.8%             | 0.8%             | 0.8%               |
| Depreciation                    | 3.0%             | 1.8%             | 1.3%             | 1.4%             | 1.3%             | 1.3%               |
| Overhead                        | 2.7%             | 3.1%             | 3.4%             | 3.6%             | 3.6%             | 3.3%               |
| Realty Taxes                    | 1.8%             | 2.8%             | 3.1%             | 3.8%             | 3.7%             | 3.5%               |
| <b>TOTAL COST OF SALES (%)</b>  | <b>100.0%</b>    | <b>100.0%</b>    | <b>100.0%</b>    | <b>100.0%</b>    | <b>100.0%</b>    | <b>100.0%</b>      |

▼ **ASSUMPTIONS REGARDING COST OF SALES**

Input material costs are expected to remain fairly constant over the forecast period.

The addition of new employees is taken into account both in current year and in projection year 1.

▶ 4-Expenses

|  | HISTORICAL       |                  |                  | PROJECTED        |                  |                  |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
|  | Oct-01           | Oct-02           | Oct-03           | Oct-04           | Oct-05           | Oct-06           |
| Selling Salaries                       | \$38,200         | \$46,900         | \$52,400         | \$58,500         | \$60,000         | \$63,000         |
| Traveling                              |                  |                  |                  |                  |                  |                  |
| Advertising                            | 9,800            | 3,500            | 4,800            | 6,600            | 7,500            | 12,000           |
| Shipping & Delivery                    | 27,400           | 22,400           | 27,100           | 32,800           | 35,000           | 38,000           |
| Depreciation                           |                  |                  |                  |                  |                  |                  |
| Other                                  | 8,000            | 6,000            | 6,900            | 7,000            | 8,500            | 9,500            |
| <i>Total Sales Expenses (\$)</i>       | <i>\$83,400</i>  | <i>\$78,800</i>  | <i>\$91,200</i>  | <i>\$104,900</i> | <i>\$111,000</i> | <i>\$122,500</i> |
| Management Salaries                    | 32,000           | 30,000           | 35,000           | 38,000           | 42,000           | 45,000           |
| Office Salaries                        | 34,400           | 38,100           | 41,400           | 44,000           | 46,000           | 48,000           |
| Professional Fees                      | 9,900            | 4,300            | 4,900            | 5,200            | 5,700            | 6,300            |
| Telecommunication                      | 7,000            | 9,300            | 9,100            | 9,300            | 8,500            | 9,500            |
| Depreciation                           |                  |                  |                  |                  |                  |                  |
| Office Expenses                        | 12,600           | 13,700           | 17,100           | 19,200           | 22,500           | 24,000           |
| Insurance & Taxes                      |                  |                  |                  |                  |                  |                  |
| Bank Charges                           | 14,300           | 18,500           | 16,100           | 17,500           | 18,500           | 17,000           |
| Interest on L.T.D.                     | 29,500           | 27,700           | 22,600           | 20,000           | 18,000           | 16,000           |
| Bad Debts                              | 8,700            | 2,700            | 4,200            | 5,000            | 6,000            | 8,000            |
| Other                                  |                  |                  |                  |                  |                  |                  |
| <i>Total Admin. Expenses (\$)</i>      | <i>\$148,400</i> | <i>\$144,300</i> | <i>\$150,400</i> | <i>\$158,200</i> | <i>\$167,200</i> | <i>\$173,800</i> |
| <i>Research &amp; Development (\$)</i> |                  |                  |                  | <i>\$25,000</i>  |                  |                  |
| <b>TOTAL EXPENSES (\$)</b>             | <b>\$231,800</b> | <b>\$223,100</b> | <b>\$241,600</b> | <b>\$288,100</b> | <b>\$278,200</b> | <b>\$296,300</b> |

**EXPENSES (%)**

|                                       |               |               |               |               |               |               |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Selling Salaries                      | 16.5%         | 21.0%         | 21.7%         | 20.3%         | 21.6%         | 21.3%         |
| Traveling                             |               |               |               |               |               |               |
| Advertising                           | 4.2%          | 1.6%          | 2.0%          | 2.3%          | 2.7%          | 4.0%          |
| Shipping & Delivery                   | 11.8%         | 10.0%         | 11.2%         | 11.4%         | 12.6%         | 12.8%         |
| Depreciation                          |               |               |               |               |               |               |
| Other                                 | 3.5%          | 2.7%          | 2.9%          | 2.4%          | 3.1%          | 3.2%          |
| <i>Total Sales Expenses (%)</i>       | <b>36.0%</b>  | <b>35.3%</b>  | <b>37.7%</b>  | <b>36.4%</b>  | <b>39.9%</b>  | <b>41.3%</b>  |
| Management Salaries                   | 13.8%         | 13.4%         | 14.5%         | 13.2%         | 15.1%         | 15.2%         |
| Office Salaries                       | 14.8%         | 17.1%         | 17.1%         | 15.3%         | 16.5%         | 16.2%         |
| Professional Fees                     | 4.3%          | 1.9%          | 2.0%          | 1.8%          | 2.0%          | 2.1%          |
| Telecommunication                     | 3.0%          | 4.2%          | 3.8%          | 3.2%          | 3.1%          | 3.2%          |
| Depreciation                          |               |               |               |               |               |               |
| Office Expenses                       | 5.4%          | 6.1%          | 7.1%          | 6.7%          | 8.1%          | 8.1%          |
| Insurance & Taxes                     |               |               |               |               |               |               |
| Bank Charges                          | 6.2%          | 8.3%          | 6.7%          | 6.1%          | 6.6%          | 5.7%          |
| Interest on L.T.D.                    | 12.7%         | 12.4%         | 9.4%          | 6.9%          | 6.5%          | 5.4%          |
| Bad Debts                             | 3.8%          | 1.2%          | 1.7%          | 1.7%          | 2.2%          | 2.7%          |
| Other                                 |               |               | 0.0%          |               |               |               |
| <i>Total Admin Expenses (%)</i>       | <b>64.0%</b>  | <b>64.7%</b>  | <b>62.3%</b>  | <b>54.9%</b>  | <b>60.1%</b>  | <b>58.7%</b>  |
| <i>Research &amp; Development (%)</i> |               |               |               | <b>8.7%</b>   |               |               |
| <b>TOTAL EXPENSES (%)</b>             | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> |

**▼ ASSUMPTIONS REGARDING EXPENSES**

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► 6-Balance Sheet

2003

**ASSETS**

|                              |                  |
|------------------------------|------------------|
| Cash                         | \$2,800          |
| Accounts Receivable -- Trade | 127,600          |
| Accounts Receivable -- Other | 1,300            |
| Inventory                    | 147,600          |
| Prepaid Expenses             | 2,300            |
| Other                        |                  |
| <i>Current Assets</i>        | <i>\$281,600</i> |
| Land                         | \$248,600        |
| Building                     |                  |
| Furniture & Fixtures         | 15,800           |
| Equipment & Machinery        | 19,800           |
| Other                        | \$15,000         |
| <i>Net Fixed Assets</i>      | <i>\$299,200</i> |
| Research & Development       |                  |
| Other Assets                 | 2,100            |
| <i>Other Assets</i>          | <i>\$2,100</i>   |
| <b>TOTAL ASSETS</b>          | <b>\$582,900</b> |

**LIABILITIES**

|                                   |                  |
|-----------------------------------|------------------|
| Bank Loan                         | \$110,000        |
| Accounts Payable                  | 69,200           |
| Accruals                          | 9,200            |
| Current Portion of L.T.D.         | 32,900           |
| Income Taxes Payable              | 2,700            |
| Other                             |                  |
| <i>Current Liabilities</i>        | <i>\$224,000</i> |
| Term Debt                         | \$196,600        |
| Shareholders' Advances            | 64,100           |
| Other                             |                  |
| <i>Long-Term Liabilities</i>      | <i>260,700</i>   |
| Common Shares                     | \$60,000         |
| Preferred Shares                  |                  |
| Retained Earnings                 | 38,200           |
| Contributed Surplus               |                  |
| <b>TOTAL SHAREHOLDERS' EQUITY</b> | <b>98,200</b>    |
| <b>LIABILITIES + S/H EQUITY</b>   | <b>\$582,900</b> |



► 7-Projected Cash Flow

2004

|                             | Jan               | Feb               | Mar               | Apr              | May              | Jun              |
|-----------------------------|-------------------|-------------------|-------------------|------------------|------------------|------------------|
| Collection of Sales         | \$113,900         | \$102,700         | \$99,800          | \$99,500         | \$97,000         | \$115,000        |
| Loans/Investments           |                   |                   |                   | 200,000          |                  |                  |
| Sale of Assets              |                   |                   |                   |                  |                  |                  |
| Other                       |                   |                   |                   |                  |                  |                  |
| <i>Total Source</i>         | <i>\$113,900</i>  | <i>\$102,700</i>  | <i>\$99,800</i>   | <i>\$299,500</i> | <i>\$97,000</i>  | <i>\$115,000</i> |
| Purchases Payment           | \$47,200          | \$44,600          | \$44,500          | \$44,700         | \$53,000         | \$58,000         |
| Direct Labour Wages         | 13,900            | 13,900            | 13,900            | 13,900           | 13,900           | 13,900           |
| Repairs & Maintenance       |                   |                   |                   |                  |                  |                  |
| Utilities & Taxes           |                   |                   |                   |                  |                  |                  |
| Sales Expenses              | 6,100             | 6,100             | 6,400             | 6,400            | 6,100            | 6,100            |
| Administrative Expenses     | 12,000            | 12,000            | 12,000            | 12,000           | 12,000           | 12,000           |
| Interest                    | 4,100             | 3,600             | 3,600             | 3,700            | 3,700            | 3,700            |
| Repayment of the Debt       | 3,800             | 3,800             | 3,800             | 3,800            | 4,200            | 4,200            |
| Other                       | 5,300             | 5,300             | 10,300            | 10,300           |                  |                  |
| <i>Total Application</i>    | <i>\$92,400</i>   | <i>\$89,300</i>   | <i>\$94,500</i>   | <i>\$94,800</i>  | <i>\$92,900</i>  | <i>\$97,900</i>  |
| Surplus/ (Deficit)          | \$21,500          | \$13,400          | \$5,300           | \$204,700        | \$4,100          | \$17,100         |
| Opening Cash Position       | -142,300          | -120,800          | -107,400          | -102,100         | 102,600          | 106,700          |
| <b>CASH / LOAN REQUIRED</b> | <b>-\$120,800</b> | <b>-\$107,400</b> | <b>-\$102,100</b> | <b>\$102,600</b> | <b>\$106,700</b> | <b>\$123,800</b> |
| Collection of Sales         | \$99,800          | \$110,000         | \$102,000         | \$120,000        | \$125,000        | \$102,000        |
| Loans/Investments           |                   |                   |                   |                  |                  |                  |
| Sale of Assets              |                   |                   |                   |                  |                  |                  |
| Other                       |                   |                   |                   |                  |                  |                  |
| <i>Total Source</i>         | <i>99,800</i>     | <i>110,000</i>    | <i>102,000</i>    | <i>120,000</i>   | <i>125,000</i>   | <i>102,000</i>   |
| Purchases Payment           | 46,500            | 55,000            | 50,000            | 53,000           | 52,000           | 58,000           |
| Direct Labour Wages         | 14,500            | 14,500            | 14,500            | 14,500           | 14,500           | 14,500           |
| Repairs & Maintenance       | 3,000             |                   | 3,000             | 3,000            |                  |                  |
| Utilities & Taxes           | 5,000             |                   |                   |                  |                  | 6,000            |
| Sales Expenses              | 6,000             | 6,100             | 6,400             | 6,400            | 6,400            | 6,400            |
| Administrative Expenses     | 12,000            | 12,000            | 12,000            | 12,000           | 12,000           | 12,500           |
| Interest                    | 3,700             | 3,700             | 3,700             | 3,700            | 3,700            | 3,700            |
| Repayment of the Debt       | 4,200             | 4,200             | 4,200             | 4,200            | 4,200            | 4,200            |
| Other                       | 2,500             |                   |                   |                  |                  |                  |
| <i>Total Application</i>    | <i>97,400</i>     | <i>95,500</i>     | <i>93,800</i>     | <i>96,800</i>    | <i>92,800</i>    | <i>105,300</i>   |
| Surplus/ (Deficit)          | 2,400             | 14,500            | 8,200             | 23,200           | 32,200           | -3,300           |
| Opening Cash Position       | 123,800           | 126,200           | 140,700           | 148,900          | 172,100          | 204,300          |
| <b>CASH / LOAN REQUIRED</b> | <b>\$126,200</b>  | <b>\$140,700</b>  | <b>\$148,900</b>  | <b>\$172,100</b> | <b>\$204,300</b> | <b>\$201,000</b> |

CASH FLOW (CON'T)

| 2005                        | Jan              | Feb              | Mar              | Apr              | May              | Jun              |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Collection of Sales         | \$125,300        | \$113,000        | \$109,800        | \$109,500        | \$106,700        | \$126,500        |
| Loans/Investments           |                  |                  |                  |                  |                  |                  |
| Sale of Assets              |                  |                  |                  |                  |                  |                  |
| Other                       |                  |                  |                  |                  |                  |                  |
| <i>Total Source</i>         | <i>\$125,300</i> | <i>\$113,000</i> | <i>\$109,800</i> | <i>\$109,500</i> | <i>\$106,700</i> | <i>\$126,500</i> |
| Purchases Payment           | \$51,200         | \$60,500         | \$55,000         | \$58,300         | \$57,200         | \$63,800         |
| Direct Labour Wages         | 14,500           | 14,500           | 14,500           | 14,500           | 14,500           | 14,500           |
| Repairs & Maintenance       | 3,300            |                  | 3,300            | 3,300            |                  |                  |
| Utilities & Taxes           | 5,500            |                  |                  |                  |                  | 6,600            |
| Sales Expenses              | 6,600            | 6,700            | 7,000            | 7,000            | 7,000            | 7,000            |
| Administrative Expenses     | 12,500           | 12,500           | 12,500           | 12,500           | 12,500           | 12,500           |
| Interest                    | 3,700            | 3,700            | 3,700            | 3,700            | 3,700            | 3,700            |
| Repayment of the Debt       | 4,200            | 4,200            | 4,200            | 4,200            | 4,200            | 4,200            |
| Other                       |                  |                  |                  |                  |                  |                  |
| <i>Total Application</i>    | <i>\$101,500</i> | <i>\$102,100</i> | <i>\$100,200</i> | <i>\$103,500</i> | <i>\$99,100</i>  | <i>\$112,300</i> |
| Surplus/ (Deficit)          | \$23,800         | \$10,900         | \$9,600          | \$6,000          | \$7,600          | \$14,200         |
| Opening Cash Position       | 201,000          | 224,800          | 235,700          | 245,300          | 251,300          | 258,900          |
| <b>CASH / LOAN REQUIRED</b> | <b>\$224,800</b> | <b>\$235,700</b> | <b>\$245,300</b> | <b>\$251,300</b> | <b>\$258,900</b> | <b>\$273,100</b> |

| 2005 (con't)                | Jul              | Aug              | Sept             | Oct              | Nov              | Dec              |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Collection of Sales         | \$109,500        | \$121,000        | \$112,000        | \$132,000        | \$130,000        | \$120,000        |
| Loans/Investments           |                  |                  |                  |                  |                  |                  |
| Sale of Assets              |                  |                  |                  |                  |                  |                  |
| Other                       |                  |                  |                  |                  |                  |                  |
| <i>Total Source</i>         | <i>\$109,500</i> | <i>\$121,000</i> | <i>\$112,000</i> | <i>\$132,000</i> | <i>\$130,000</i> | <i>\$120,000</i> |
| Purchases Payment           | \$51,000         | \$60,500         | \$55,000         | \$58,300         | \$57,200         | \$63,800         |
| Direct Labour Wages         | 14,500           | 14,500           | 14,500           | 14,500           | 14,500           | 14,500           |
| Repairs & Maintenance       | 3,300            |                  | 3,300            | 3,300            |                  |                  |
| Utilities & Taxes           | 5,500            |                  |                  |                  |                  | 6,600            |
| Sales Expenses              | 6,600            | 6,710            | 7,040            | 7,040            | 7,040            | 7,040            |
| Administrative Expenses     | 12,500           | 12,500           | 12,500           | 12,500           | 12,500           | 13,000           |
| Interest                    | 3,700            | 3,700            | 3,700            | 3,700            | 3,700            | 3,700            |
| Repayment of the Debt       | 4,200            | 4,200            | 4,200            | 4,200            | 4,200            | 4,200            |
| Other                       | 2,400            |                  |                  |                  |                  |                  |
| <i>Total Application</i>    | <i>\$103,700</i> | <i>\$102,110</i> | <i>\$100,240</i> | <i>\$103,540</i> | <i>\$99,140</i>  | <i>\$112,840</i> |
| Surplus/ (Deficit)          | \$5,800          | \$18,890         | \$11,760         | \$28,460         | \$30,860         | \$7,160          |
| Opening Cash Position       | 273,100          | 278,900          | 297,790          | 309,550          | 338,010          | 368,870          |
| <b>CASH / LOAN REQUIRED</b> | <b>\$278,900</b> | <b>\$297,790</b> | <b>\$309,550</b> | <b>\$338,010</b> | <b>\$368,870</b> | <b>\$376,030</b> |

▼ NOTES TO BALANCE CASH FLOW

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► **8-Financial Requirements**

|                        | <b>2003</b> | <b>2004</b> |
|------------------------|-------------|-------------|
| Land                   | \$150,000   |             |
| Building               |             |             |
| Equipment & Machinery  | 50,000      |             |
| Furniture & Fixtures   |             |             |
| Research & Development |             |             |
| <hr/>                  |             |             |
| <i>Total Assets</i>    | \$200,000   |             |
| Working Capital        |             |             |
|                        |             |             |
|                        |             |             |
|                        |             |             |
| <hr/>                  |             |             |
| <i>Total Others</i>    |             |             |

**Existing Loan 1**

*Creditor* ► Savings Bank of Canada  
*Purpose* ► Equipment  
*Type* ► Term Loan  
  
*Collateral* ► Millwork equipment, letter of credit  
*Outstanding* ► \$150,000  
*Maturity Date* ► March, 2005  
*Interest Rate* ► 8.90%  
  
*Repayment* ► Monthly      ► *Blended + Interest*

▼ **NOTES REGARDING FINANCIAL REQUIREMENTS**

The loan is needed in order to meet our sales objectives for year 2.

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► **9-Performance Indicators**

**HISTORICAL**

|                            | Oct-01 | Oct-02 |
|----------------------------|--------|--------|
| Current Ratio              | 1.26   | 1.09   |
| Age of Accounts Receivable | 50.36  | 54.70  |
| Inventory Turnover (times) | 4.60   | 4.17   |
| Interest Coverage          | 0.35   | 1.17   |
| Total Debt to Equity (%)   | 2.34   | 3.43   |
| Return on Investment (%)   | -      |        |
| Return on Assets (%)       | 1.77   | 5.07   |
| Asset Turnover (times)     | 1.58   | 1.46   |
| Cash Flow Coverage         | 2.86   | 0.85   |

▼ **NOTES REGARDING PERFORMANCE INDICATORS**

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SAMPLE

► **10-Personal Status**

**DIRECTOR / BACKER N° 1**

LAST NAME ▶ Wright  
 FIRST NAME & INITIALS ▶ Johnathan W.  
 ADDRESS ▶ 102 Elm Drive  
New Barton, ON N2O 3T3  
 \_\_\_\_\_  
 TELEPHONE: WORK ▶ 519-555-5020 HOME ▶ 519-555-2003 DATE OF BIRTH ▶ 12/13/1962  
 E-MAIL ▶ [jwright@doorstotheworld.com](mailto:jwright@doorstotheworld.com)  
 PRESENT EMPLOYER ▶ Doors to the World PREVIOUS EMPLOYER ▶ \_\_\_\_\_ (if less than 3 years at present one)  
 EMPLOYER'S TELEPHONE ▶ Same TELEPHONE ▶ \_\_\_\_\_  
 HOW LONG IN CURRENT JOB? ▶ 15 years HOW LONG? ▶ \_\_\_\_\_  
 SALARY ▶ \$ 58,000 SALARY ▶ \_\_\_\_\_

**FAMILY**

YOUR STATUS ▶ Married  
 N° OF DEPENDENTS ▶ 2 (excluding spouse)  
 SPOUSE'S LAST NAME ▶ Wright SPOUSE'S EMPLOYER ▶ Monitel Communications  
 FIRST NAME ▶ Mary TELEPHONE ▶ 519-555-9928  
 DATE OF BIRTH ▶ 7/1/1963 HOW LONG? ▶ 9 years  
 OCCUPATION ▶ VP Finances SALARY ▶ \$ 67,000

**FINANCIAL STATUS**

| SOURCE OF INCOME    | ANNUAL AMOUNT | COMMENTS |
|---------------------|---------------|----------|
| Employment          | \$125,000     |          |
| 2030293 Canada Inc. | \$15,000      |          |
|                     | \$140,000     |          |

**ASSETS**

|                                |         |
|--------------------------------|---------|
| Cash                           | \$6,000 |
| RRSP                           | 85,000  |
| Life Insurance (cash value)    | 500,000 |
| Real Estate (present value)    | 230,000 |
| Automobiles                    | 32,000  |
| Stocks, bonds, etc. (\$ value) | 8,000   |
| Household & Personal Effects   | 5,000   |

**Total Assets**

\$866,000

**LIABILITIES**

|                          |                  |
|--------------------------|------------------|
| Bank Loans (owing)       | \$25,000         |
| Credit Cards             | 2,500            |
| Mortgages, etc.          | 180,000          |
| <b>Total Liabilities</b> | <b>\$207,500</b> |

**NET WORTH**

\$658,500

**DIRECTOR / BACKER N° 2**

LAST NAME ▶ Wright

FIRST NAME & INITIALS ▶ David

ADDRESS ▶ 2203 Lakeside Street

New Barton, ON N2O 2T0

TELEPHONE: WORK ▶ 519-555-5020 HOME 519-555-2293 DATE OF BIRTH ▶ 10/13/1965

E-MAIL ▶ [dwright@doorstotheworld.com](mailto:dwright@doorstotheworld.com)

PRESENT EMPLOYER ▶ Doors to the World

PREVIOUS EMPLOYER ▶ \_\_\_\_\_ (if less than 3 years at present one)

EMPLOYER'S TELEPHONE ▶ Same

TELEPHONE ▶ \_\_\_\_\_

HOW LONG IN CURRENT JOB? ▶ 12 years

HOW LONG? ▶ \_\_\_\_\_

SALARY ▶ 47,000 \$

SALARY ▶ \_\_\_\_\_

**FAMILY**

YOUR STATUS ▶ Single

N° OF DEPENDENTS ▶ 0 (excluding spouse)

SPOUSE'S LAST NAME ▶ \_\_\_\_\_

SPOUSE'S EMPLOYER ▶ \_\_\_\_\_

FIRST NAME ▶ \_\_\_\_\_

TELEPHONE ▶ \_\_\_\_\_

DATE OF BIRTH ▶ \_\_\_\_\_

HOW LONG? ▶ \_\_\_\_\_

OCCUPATION ▶ \_\_\_\_\_

SALARY ▶ \_\_\_\_\_

**FINANCIAL STATUS**

| SOURCE OF INCOME | ANNUAL AMOUNT | COMMENTS |
|------------------|---------------|----------|
| Employment       | \$47,000      |          |
|                  | \$47,000      |          |

**ASSETS**

**LIABILITIES**

|                                |                  |                          |                  |
|--------------------------------|------------------|--------------------------|------------------|
| Cash                           | \$3,000          | Bank Loans (owing)       | \$5,000          |
| RRSP                           | 60,000           | Credit Cards             | 6,000            |
| Life Insurance (cash value)    | 500,000          | Mortgages, etc.          | 150,000          |
| Real Estate (present value)    | 180,000          |                          |                  |
| Automobiles                    | 6,000            |                          |                  |
| Stocks, bonds, etc. (\$ value) |                  | <b>Total Liabilities</b> | <b>\$161,000</b> |
| Household & Personal Effects   | 6,000            |                          |                  |
| <b>Total Assets</b>            | <b>\$755,000</b> | <b>NET WORTH</b>         | <b>\$594,000</b> |