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Projections for Joe Tool

National Purchase Average as of / /

Year 1	Year 2	Year 3
\$3,295.00	\$3,558.60	\$3,843.69

	Year 1	Year 2	Year 3
Matco Weekly Purchase Average	\$3,295	\$3,559	\$3,844
Weekly Outside Purchases	\$330	\$356	\$384
Total Weekly Purchases	\$3,625	\$3,914	\$4,228
Weekly Gross Sales @ 35% Gross Margin	\$5,582	\$6,028	\$6,511
Total Annual Sales	\$290,250	\$313,470	\$338,583
Annual Cost of Product Sold	\$188,662	\$203,755	\$220,079
35 % Yearly Gross Margin	\$101,587	\$109,714	\$118,504
Annual VPTT Bonus	\$6,854	\$8,790	\$9,494
Total Margin Including Bonus	\$108,441	\$118,504	\$127,998
Annual Business Expense	\$38,400	\$38,400	\$38,400
Net Profit Before Taxes	\$70,041	\$80,104	\$89,598

The projections should not be viewed as an earning claim, are only for the use of the lending institution and should not be shown or communicated to anyone in any form.

**MATCO TOOLS THREE - YEAR ANNUAL BUSINESS PROJECTION**

Applicant:

	FYE 2004 # Months 12	FYE 2005 # Months 12	FYE 2006 # Months 12
NET WEEKLY PURCHASE AVERAGE	\$ 2,778	\$ 3,056	\$ 3,361
WEEKLY SALES AVERAGE	\$ 4,274	\$ 4,702	\$ 5,171
ANNUAL GROSS SALES	\$ 222,248	\$ 244,480	\$ 268,880
ANNUAL COST OF GOODS SOLD	\$ 144,461	\$ 158,912	\$ 174,772
ESTIMATED ANNUAL EXPENSES	\$ 31,716	\$ 33,302	\$ 34,967
PROJECTED NET PRE-TAX PROFIT	\$ 46,071	\$ 52,266	\$ 59,141

- Notes:
- 1) Year 1 figures are distributor averages for the 12 month period ending 12/12/03 for the Region which the applicant will be operating the franchise
  - 2) Annual Gross Sales are based on 52 work weeks.
  - 3) Annual expenses shown above are extracted from budget computations for Business Cash - Flow Estimates
  - 4) Information contained on this sheet is based on past experience and applicant supplied information. There are no assurances that the applicant will achieve these results. The information contained on this sheet may not be discussed with or mailed to the applicant in accordance with federal and state franchise regulations.

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