

SALES PLAN



Company Name

FORECASTED REVENUE

| | Units sold annually | Average price per unit | Annual revenue per product |
|-----------|---------------------|------------------------|----------------------------|
| Product 1 | 250 | 125.00 | 31,250.00 |
| Product 2 | 430 | 100.00 | 43,000.00 |
| Product 3 | 210 | 65.00 | 13,650.00 |
| Product 4 | 540 | 25.00 | 13,500.00 |

TOTAL OF FORECASTED REVENUE101,400.00

COST OF GOODS SOLD

| | Expected gross margin | Annual cost of goods sold |
|-----------|-----------------------|---------------------------|
| Product 1 | 30% | 9,375.00 |
| Product 2 | 25% | 10,750.00 |
| Product 3 | 25% | 3,412.50 |
| Product 4 | 30% | 4,050.00 |

TOATL COST OF GOODS SOLD27,587.50

ANNUAL MAINTENANCE, REPAIR AND OVERHAUL

| | |
|---------------------------------|-----|
| Factor (%) on capital equipment | 15% |
|---------------------------------|-----|



ASSET DEPRECIATION

| | |
|-----------------|---|
| Number of Years | 5 |
|-----------------|---|

TAX

| | |
|-----------------|-----|
| Annual Tax Rate | 30% |
|-----------------|-----|

INFLATION

| | |
|-----------------------|----|
| Annual Inflation Rate | 2% |
|-----------------------|----|

PRODUCT PRICE INCREASE

| | |
|-----------------------|----|
| Annual Price Increase | 2% |
|-----------------------|----|

FUNDING

| | |
|-----------------------|-----------|
| Loan Amount | 50,000.00 |
| Annual interest rate | 5.00% |
| Term of loan (months) | 60 |
| Monthly rate | 76.95% |
| Payment | 0.00 |
| Total Amount Payable | 0.00 |