Numbers - Trending			
Assets	679,208	902,107	1,697,212
Liabilities	283,298	525,138	1,184,162
Distributions	-232,957	-170,352	-121,860
Equity	395,910	376,969	513,050
Sales	2,892,796	3,395,806	4,245,637
COGS	1,594,122	2,010,477	2,441,766
Gross Profit	1,298,674	1,385,329	1,803,871
Total Operating Expenses	970,736	1,101,428	1,454,889
EBDITA	327,938	283,901	348,982
Net Income	217,095	151,411	232,094
Operating Cash Flow		154,348	266,892
A/R	266,965	485,477	636,658
A/P	88,614	190,820	350,611
Inventory	55,676	66,160	377,114

Liquidity Ratio			
Current Assets	608,457	777,325	1,201,786
Current Liabilities	248,771	414,176	855,831
Current Ratio (Current Assets ÷ Current Liabilities)	2.45	1.88	1.40
Cash + A/R	481,976	640,360	753,336
Current Liabilities	248,771	414,176	855,831
Quick Ratio (Cash + A/R) ÷ Current Liabilities)	1.94	1.55	0.88
Working Capital (Current Assets - Current Liabilities)	359,686	363,149	345,955

©EWH University

Financial Leverage/Coverage Ratio			
Total Liabilities	283,298	525,138	1,184,162
Total Equity	395,910	376,969	513,050
Debt to Equity (Total Debt ÷ Total Equity)	0.72	1.39	2.31
Total Liabilities	283,298	525,138	1,184,162
Total Equity	395,910	376,969	513,050
Less: Net Intangible Assets	- 0	- 0	- 310,413
Tangible Net Worth (Total Equity - Net Intangible Assets)	395,910	376,969	202,637
Debt to Tangible Net Worth (Total Debt ÷ Tangible Net Worth)	0.72	1.39	5.84
Debt Service (as listed)		5,256	90,785
EBITDA	327,938	283,901	348,982
LESS: Distributions	-232,957	-170,352	-121,860
Cash flow = (EBITA - Distributions)	94,981	113,549	227,122
Debt Service Coverage Ratio (Cash Flow ÷ Debt Service)		21.60	2.50
Itemized Interest: (as listed)		5,256	29,008
Cash Flow = (EBITA - Distributions)	94,981	113,549	227,122
Interest Coverage Ratio (Cash Flow ÷ Itemized Interest)		21.60	7.83
Total Long Term Liabilities	34,527	110,962	328,331
Less: Current Portion of Long Term Debt	0	0	73,043
Senior Debt = (Long Term Debt - Current Portion of LT Debt)	34,527	110,962	255,288
Senior Debt to Cash Flow (Senior Debt ÷ Cash Flow)	0.36	0.98	1.12
Total Long Term Liabilities	34,527	110,962	328,331
Cash flow = (EBITA - Distributions)	94,981	113,549	227,122
Debt to Cash Flow (Total Debt ÷ Cash Flow)	0.36	0.98	1.45
Total Capitalization (Total Liabilities + Equity)	679,208	902,107	1,697,212
Debt to Capitalization (Total LT Liabilities ÷ Total Capitalization)	5.08%	12.30%	19.35%
Loan Value			250,000
Collateral			736,684
Loan to Value (Loan ÷ Collateral)			33.94%

Asset Utilization			
Total Sales	2,892,796	3,395,806	4,245,637
Total Assets	679,208	902,107	1,697,212
Asset Turnover (Sales ÷ Assets)	4.26	3.76	2.50
Gross Fixed Assets	55,679	121,428	175,016
Gross Fixed Asset Turnover (Sales ÷ Gross Fixed Assets)	51.95	27.97	24.26
Profit (Net Income)	217,095	151,411	232,094
Return on Assets (Net Income ÷ Total Assets)	31.96%	16.78%	13.68%

Income Statement			
COGS % (COGS ÷ Sales)	55.11%	59.20%	57.51%
GP % (Gross Profit ÷ Sales)	44.89%	40.80%	42.49%
Operating Exp % (Operating Exp ÷ Sales)	33.56%	32.43%	34.27%
EBDITA % (EBDITA ÷ Sales)	11.34%	8.36%	8.22%
Net Income Margin % (Net Income ÷ Sales)	7.50%	4.46%	5.47%
Return on Equity (Net Income ÷ Equity)	54.83%	40.17%	45.24%

Cash Flow Management			
A/R Days (A/R /Sales)*365	33.68	52.18	54.73
A/P Days (Accounts Payable/COGS)*365	20.29	34.64	52.41
Inventory Days (Inventory/COGS)*365	12.75	12.01	56.37
Net Income	217,095	151,411	232,094
Operating Cash Flow (OCF)		154,348	266,892
OCF to Profits (OCF ÷ Net Income)		101.94%	114.99%
OCF to Sales (OCF ÷ Sales)		4.55%	6.29%

Growth Rates			
CY=Current Year, PY= Prior Year, GP=Gross Profit			
Prior Year Sales		2,892,796	3,395,806
Current Year Sales		3,395,806	4,245,637
Sales Growth Rate (CY Sales - PY Sales) ÷ PY Sales		17%	25%
Prior Year Gross Profit		1,298,674	1,385,329
Current Year Gross Profit		1,385,329	1,803,871
Gross Profit Growth Rate (CY GP - PY GP) ÷ PY GP		7%	30%
Prior Year Net Income		217,095	151,411
Current Year Net Income		151,411	232,094
Net Income Growth Rate (CY Net Income - PY Net Income) ÷ PY Net		-30%	53%
Prior Year Asset Turnover		4.26	3.76
Current Year Asset Turnover		3.76	2.50
Asset Turnover Growth Rate (CY Asset Turnover - PY Asset Turnover) ÷ PY Asset Turnover		-12%	-34%
Prior Year OCF			154,348
Current Year OCF			266,892
OCF to Profit Growth Rate (CY OCF - PY OCF) ÷ PY OCF			73%