

Appendix

Table: Sales Forecast

Sales Forecast

	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Unit Sales												
CPAP Machines	30	30	30	30	30	35	35	35	35	35	35	35
BIPAP Machines	2	2	2	2	2	3	3	3	3	4	4	4
Face Masks	0	0	0	34	34	34	34	34	38	38	38	38
Supplies	0	0	0	34	34	34	34	34	38	38	38	38
Total Unit Sales	32	32	32	100	100	106	106	106	114	115	115	115
Unit Prices												
CPAP Machines	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00	\$607.00
BIPAP Machines	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00
Face Masks	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Supplies	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Sales												
CPAP Machines	\$18,210	\$18,210	\$18,210	\$18,210	\$18,210	\$21,245	\$21,245	\$21,245	\$21,245	\$21,245	\$21,245	\$21,245
BIPAP Machines	\$1,600	\$1,600	\$1,600	\$1,600	\$1,600	\$2,400	\$2,400	\$2,400	\$2,400	\$3,200	\$3,200	\$3,200
Face Masks	\$0	\$0	\$0	\$680	\$680	\$680	\$680	\$680	\$760	\$760	\$760	\$760
Supplies	\$0	\$0	\$0	\$680	\$680	\$680	\$680	\$680	\$760	\$760	\$760	\$760
Total Sales	\$19,810	\$19,810	\$19,810	\$21,170	\$21,170	\$25,005	\$25,005	\$25,005	\$25,165	\$25,965	\$25,965	\$25,965
Direct Unit Costs												
CPAP Machines	50.00%	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50	\$303.50
BIPAP Machines	40.00%	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00
Face Masks	20.00%	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00
Supplies	20.00%	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00
Direct Cost of Sales												
CPAP Machines	\$9,105	\$9,105	\$9,105	\$9,105	\$9,105	\$10,623	\$10,623	\$10,623	\$10,623	\$10,623	\$10,623	\$10,623
BIPAP Machines	\$640	\$640	\$640	\$640	\$640	\$960	\$960	\$960	\$960	\$1,280	\$1,280	\$1,280
Face Masks	\$0	\$0	\$0	\$136	\$136	\$136	\$136	\$136	\$152	\$152	\$152	\$152
Supplies	\$0	\$0	\$0	\$136	\$136	\$136	\$136	\$136	\$152	\$152	\$152	\$152
Subtotal Direct Cost of Sales	\$9,745	\$9,745	\$9,745	\$10,017	\$10,017	\$11,855	\$11,855	\$11,855	\$11,887	\$12,207	\$12,207	\$12,207

Appendix

Table: Profit and Loss

Pro Forma Profit and Loss

	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Sales	\$19,810	\$19,810	\$19,810	\$21,170	\$21,170	\$25,005	\$25,005	\$25,005	\$25,165	\$25,965	\$25,965	\$25,965
Direct Cost of Sales	\$9,745	\$9,745	\$9,745	\$10,017	\$10,017	\$11,855	\$11,855	\$11,855	\$11,887	\$12,207	\$12,207	\$12,207
Other Costs of Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cost of Sales	\$9,745	\$9,745	\$9,745	\$10,017	\$10,017	\$11,855	\$11,855	\$11,855	\$11,887	\$12,207	\$12,207	\$12,207
Gross Margin	\$10,065	\$10,065	\$10,065	\$11,153	\$11,153	\$13,151	\$13,151	\$13,151	\$13,279	\$13,759	\$13,759	\$13,759
Gross Margin %	50.81%	50.81%	50.81%	52.68%	52.68%	52.59%	52.59%	52.59%	52.77%	52.99%	52.99%	52.99%
Expenses												
Payroll	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing/Promotion	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
RT Commission	\$750	\$750	\$750	\$750	\$750	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,100
Others	15%	\$50	\$50	\$50	\$50	\$50	\$100	\$100	\$100	\$100	\$100	\$100
Total Operating Expenses	\$800	\$800	\$800	\$800	\$800	\$1,050	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,200
Profit Before Interest and Taxes	\$9,265	\$9,265	\$9,265	\$10,353	\$10,353	\$12,101	\$12,051	\$12,051	\$12,179	\$12,659	\$12,659	\$12,559
EBITDA	\$9,265	\$9,265	\$9,265	\$10,353	\$10,353	\$12,101	\$12,051	\$12,051	\$12,179	\$12,659	\$12,659	\$12,559
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Incurred	\$2,780	\$2,780	\$2,780	\$3,106	\$3,106	\$3,630	\$3,615	\$3,615	\$3,654	\$3,798	\$3,798	\$3,768
Net Profit	\$6,486	\$6,486	\$6,486	\$7,247	\$7,247	\$8,470	\$8,435	\$8,435	\$8,525	\$8,861	\$8,861	\$8,791
Net Profit/Sales	32.74%	32.74%	32.74%	34.23%	34.23%	33.87%	33.73%	33.73%	33.88%	34.13%	34.13%	33.86%