

## Study F

### Study F: Financial Statement Summary for 152 Wholesalers of Wine, Liquor, and Beer 1998

<b><u>Assets</u></b>	<b><u>%</u></b>
Cash & Equivalents	11.1%
Accounts & Notes Receivable, Net	14.8%
Inventory	24.2%
All other Current	1.9%
Total Current	52.0%
Fixed Assets Net	29.6%
Intangibles Net	8.9%
All Other Non-Current	9.5%
<b>TOTAL</b>	<b>100.0%</b>

<b><u>Liabilities</u></b>	<b><u>%</u></b>	<b><u>Ratios</u></b>	<b><u>%</u></b>
Notes Payable Short Term	8.2%	Quick	0.6%
Current Maturity LT Debt Accts		Current	1.5%
& Notes Payable-Trade	13.2%	Debts/Worth	1.6%
Accrued Expenses	5.1%	Sales/Receivables	38.8%
All Other Current	2.7%	Costs/Sales/Inventory	10.2%
Total Current	31.6%	% Profit Before Taxes	
Long Term Debt	9.5%	Based on Total Assets	10.9%
All Other Non-current	0.8%		
<b><u>Net Worth</u></b>	<b><u>28.9%</u></b>		
<b>Total Liabilities &amp; Net Worth</b>	<b>100.0%</b>		

<b><u>Income Data</u></b>		
Net Sales	100.0%	
Cost of Sales	80.3%	
Gross Profit	19.7%	
Operating Expenses	16.5%	
Operating Profit	3.2%	
All Other Expenses Net		
Profit Before Taxes	2.6%	

Have no idea about this document. But it seems other wholesalers are making profit from this region?

Source: Study F

#### Various disclaimers:

1. Only companies with a chance of being included in Table F are those for whom their submitting banks have recent figures.
2. Even within this group, those chosen, and the total number chosen, were not chosen randomly or in statistically projectable way.
3. Many companies in Table F have varied product lines. Bankers have categorized them by primary product line and some impurity results. Thus figures should not automatically be considered as representative.