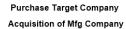


Cash Flow Control Projection

Beginning Reference Point: May 1, 2017

Case Study 2 Project Calculation # 43247d8a-OK		Annual Cash Flow 478,859	Annual Cash Flow 770.359	Annual Cash Flow 866,554	Annual Cash Flow 932.608	Annual Cash Flow (14,381,459)	Annual Cash Flow 3,320,333	Annual Cash Flow 2,802,041	Annual Cash Flow 2,844,769	Annual Cash Flow 2.888.351	Annual Cash Flow 2,932,805
Acquisition of Mfg Company		470,033	770,555	000,004	332,000	(14,301,433)	3,320,333	2,002,041	2,044,703	2,000,001	2,332,003
	\$ 26,578,612 Value based on 100% of Company	YE Cash Balance 1,478,859	YE Cash Balance 2,249,219	YE Cash Balance 3,115,773	YE Cash Balance 4,048,382	YE Cash Balance (10,333,078)	YE Cash Balance (7,012,745)	YE Cash Balance (4,210,704)	YE Cash Balance (1,365,935)	YE Cash Balance 1,522,416	YE Cash Balance 4,455,220
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Sales-Accrual					•			EBITDA Override In Place		EBITDA Override In Place	
% Growth Override (Total Sales)		10.00%	15.00%							
Total General Sales Manual Override	e										
		0	0	0	0	0	0	0	0	0	0
Total General Sale		-	-	-	-	-	-	-	-	-	-
Annual Growth Resul	t	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Individually Scheduled Sale:	See Information Browser for Yrs 1-3 Inputs	0	0	0	0	0	0	0	0	0	0_
Total Individually Scheduled Sale:	Years over 3 equal year 3 unless changed here		0	0	0	0	0	0	0	0	0
rotal Individuily Scheduled Sale:	s Beg Base Sales	0	0	U	U	U	0	0	U	0	0
Total All Sales-Accrual	\$ 19,500,000 Total All Sales	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold (COGS)		ERITDA Overrido	ERITDA Overrido	EDITOA Overside	ERITDA Overrido	EBITDA Override	ERITDA Overrido				
General COGS-% of General Sales Override	9	EBITDA Overlide	EBITDA Overinde	EBITDA Overlide	EBITDA Overlide	EBITDA Overlide	EBITDA Overlide	EBITDA Overnide	EBITDA Overlide	EBITDA Overinde	EBITDA Overlide
General Cost of Goods Solo		0	0	0	0	0	0	0	0	0	0
COGS % of Sale:	5	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
la dividually Cabadulad COOS	See Information Browser for Yrs 1-3 Inputs	0	0	0	0	0	0	0	0	0	0
	Years over 3 equal year 3 unless changed here										
Total Individually Scheduled COGS		0	0	0	0			0			0
Total All COGS	Total All COGS	0	0	0	0	0	0	0	0	0	0
Gross Margin	Gross Margin % of Sales	0 0.00%	0 0.00%	0 0.00%	0 0.00%	0.00%	0 0.00%	0 0.00%	0 0.00%	0 0.00%	0 0.00%
Operating & Overhead Expense											
Direct Operating Expense Override - % of Sales	% of Total All Sales (Before Int & Deprec)	EBITDA Override	EBITDA Override	EBITDA Override	EBITDA Override	EBITDA Override	EBITDA Override				
bried operating Expense override - 70 or outes	no rotar All Gales (Belore lift a Bepree)	0	0	0	0	0	0	0	0	0	0
Operating Expense from Current Input		0	0	0	0	0	0	0	0	0	0
Additional Operating/Overhead Expense Total Operating/Overhead Expense	·	0	0	0	0	0	0	0	0	0	0
Operating/Overhead Expense % of Sales Resul		0.00%	0.00%	0.00%	0.00%		0.00%	0.00%		0.00%	0.00%
Lease on Real Property Assets	See Step 7	0	0	0	0	0	0	0	0	0	0
Total Operating/Overhead Expenses		0	0	0	0	0	0	0	0	0	0
Other (Income) Expense from AJE's		0	0	0	0	0	0	0	0	0	0
EBITDA-Accrual											
EBITDA Override Step 3 % EBITDA Growth Input:		10.00%	10.00%	3.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Whole Number Override Input		10.0070	10.0070	0.0070	2.0070	2.0070	2.00%	2.00%	2.0070	2.0070	2.0070
Target Company % Increase Overide of Prior Year	Step 3 Inputs for Target Company										
Target Company EBITDA Override Result		2,915,000	3,206,500	3,302,695	3,368,749	3,436,124	3,504,846	3,574,943	3,646,442	3,719,371	3,793,758
	Inputs Not Available	_		_	_				-		-
		-		-	-	-	-	-	-		-
Total EBITDA-Accrual	Beg Base EBITDA \$ 2,650,000 Total EBITDA (a)	2,915,000	3,206,500	3,302,695	3,368,749	3,436,124	3,504,846	3,574,943	3,646,442	3,719,371	3,793,758
EBITDA - % of Sales	s 13.59% % of Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	% over Prior Year	10.00%	10.00%	3.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%

Purchase Target Company
Acquisition of Mfg Company





Cash Flow Control Projection

Beginning Reference Point: May 1, 2017

Way 1, 2017												
Case Study 2 Project Calculation # 43247d8a-OK	Acquisition of Mfg Company		Annual Cash Flow 478,859	Annual Cash Flow 770,359	Annual Cash Flow 866,554	Annual Cash Flow 932,608	Annual Cash Flow (14,381,459)	Annual Cash Flow 3,320,333	Annual Cash Flow 2,802,041	Annual Cash Flow 2,844,769	Annual Cash Flow 2,888,351	Annual Cash Flow 2,932,805
	\$ 26,578,612 Value based on 100% of Company		YE Cash Balance 1,478,859 Year 1	YE Cash Balance 2,249,219 Year 2	YE Cash Balance 3,115,773 Year 3	YE Cash Balance 4,048,382 Year 4	YE Cash Balance (10,333,078) Year 5	YE Cash Balance (7,012,745) Year 6	YE Cash Balance (4,210,704) Year 7	YE Cash Balance (1,365,935) Year 8	YE Cash Balance 1,522,416 Year 9	YE Cash Balance 4,455,220 Year 10
Other Cash Flow Items (Increase) Decrease in Cash Accounts Receivable/Inventory Change Other Current Asset Invested (Received) Other Manual Investment (Pmts Received) End of Year Balance	Beg Balance	(a) (a) (a) [0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
Securities/Notes Receivable Invested (Received)		(a)	0	0	0	0	0	0	0	0	0	0
Debt Payments Accounts Payable A/P Change (Increase-Source), Decrease-Use of Funds	See Step 6 for Debt Inputs Beg Balance	(a)	0	0	0	0	0	0	0	0	0	0
End of Year Balance			0	0	0	0	0	0	0	0	0	0
Accounts Receivable Debt		1		ck to Use A/R Loan								
End of Year A/R Debt Balance			0	0	0	0	0	0	0	0	0	0
Inventory Debt		1	Loan Triggers-Che	ck to Use Inventory	Loan each Year							
End of Year Inv Debt Balance A/R and Inventory Interest Paic		(a)	0	0	0	0 0	0	0	0	0	0	0 0
Other Current Debt Scheduled Payments		(a)	0	0	0	0	0	0	0	0	0	0_
Manual Additional Debt Pymt's (Draws	Beg Balance	(a)										
End of Year Debt Balance	-	(-)	0	0	0	0	0	0	0	0	0	0
Equipment Debt Scheduled Payments Manual Additional Debt Pymt's (Draws	,	(a) (a)	0	0	0	0	0	0	0	0	0	0
End of Year Debt Balance	Beg Balance		0	0	0	0	0	0	0	0	0	0
Building and Imp Debt Scheduled Payments Manual Additional Debt Pymt's (Draws	Beg Balance	(a) (a)	0	0	0	0	0	0	0	0	0	0
End of Year Debt Balance	-		0	0	0	0	0	0	0	0	0	0
Real Estate Debt Scheduled Payments Manual Additional Debt Pymt's (Draws)		(a) (a)	0	0	0	0	0	0	0	0	0	0
End of Year Debt Balance	Beg Balance		0	0	0	0	0	0	0	0	0	0
Other Transaction Debt Scheduled Payments Manual Additional Debt Pymt's (Draws)	(a) (a)	0	0	0	0	0	0	0	0	0	0
End of Year Debt Balance End of Year Accrued Interes	Beg Balance	.,,	0	0	0	0	0	0	0	0	0	0
Other Long Term Debt Scheduled Payments Manual Additional Debt Pymt's	,	(a) (a)	0	0	0	0	0	0	0	0	0	0
End of Year Debt Balance	Beg Balance	(ω) [0	0	0	0	0	0	0	0	0	0
Subordinated Debt Scheduled Payments	•	(a)	960,000	960,000	960,000	960,000	8,960,000	0	0	0	0	0
Manual Additional Debt Pymt's (Draws) Beg Balance	(a) (a)	300,000	300,000	300,000	300,000	5,500,000					Ŭ
End of Year Debt Balance End of Year Accrued Regular Interes End of Year Accrued Pik Interes Pre-Payment Penalty Reg Sched PIK Paymen Warrants Paic	e \$ 8,000,000 t t	(a) (a) (a)	8,000,000 0 0 0 0	8,000,000 0 0 0 0	8,000,000 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0
Possible Sub Debt Availability	Max Senior & Sub Debt 3.00 EBITDA Multiple)	745,000	1,619,500	1,908,085	2,106,247	10,308,372	10,514,539	10,724,830	10,939,326	11,158,113	11,381,275



Cash Flow Control Projection

Beginning Reference Point: May 1, 2017 Purchase Target Company Acquisition of Mfg Company

Case Study 2 Project Calculation # 43247d8a-OK	Acquisition of Mfg Company		Annual Cash Flow 478,859	Annual Cash Flow 770,359	Annual Cash Flow 866,554	Annual Cash Flow 932,608	Annual Cash Flow (14,381,459)	Annual Cash Flow 3,320,333	Annual Cash Flow 2,802,041	Annual Cash Flow 2,844,769	Annual Cash Flow 2,888,351	Annual Cash Flow 2,932,805
	\$ 26,578,612 Value based on 100% of Company		YE Cash Balance 1,478,859	YE Cash Balance 2,249,219	YE Cash Balance 3,115,773	YE Cash Balance 4,048,382	YE Cash Balance (10,333,078)	YE Cash Balance (7,012,745)	YE Cash Balance (4,210,704)	YE Cash Balance (1,365,935)	YE Cash Balance 1,522,416	YE Cash Balance 4,455,220
			Year	Year	Year	Year	Year	Year	Year	Year	Year	Year
	EBITDA Multiple		1	2	3	4	5	6	7	8	9	10
Seller Debt Scheduled Payments	EBITDA Multiple		4 470 444	4 470 444	4 470 444	4 470 444			•		•	•
		(a)	1,476,141	1,476,141	1,476,141	1,476,141	0	U	U	0	0	U
Additional Payment due to Earn Out or Interest Rate increase Manual Additional Debt Pymt's (Draws		(a) (a)	U			U	U	U	U	U	U	U
Manual Additional Debt Pymts (Draws	Beg Balance	(a)										
End of Year Purchase Note Balance			3,873,859	2,668,889	1,379,571	0	0	0	0	0	0	0
Performance Note End of Year Balance			26,500	55,650	65,270	71.875	78,612	78,612	78,612	78,612	78,612	80.971
End of Year Accrued Interes	t		0	795	2,465	4,423	6,579	8,937	11,296	13,654	16,012	16.012
Equity Debt Scheduled Payments		(a)	0	0	0	0	8,775,000	0	0	0	0	0
Manual Additional Debt Pymt's (Draws		(a)										
	Beg Balance											
End of Year Debt Balance			6,750,000	6,750,000	6,750,000	6,750,000	0	0	0	0	0	0
End of Year Accrued Interes	t		405,000	810,000	1,215,000	1,620,000	0	0	0	0	0	0
CapEx, Taxes and Other Items												
Capital Expenditures (Sales)	See Step 7	(a)	0	0	0	0	0	0	0	0	0	0
Income Taxes	See Step /	(a)	0	0	0	0	82,583	184,514	772,902	801,674	831,020	860,954
Other Interest & General Indiv Sched Int Paid	See Other Interest Paid	(a)	0	0	0	0	02,303	104,514	112,302	001,674	031,020	000,554
AJE entries-(Excludes items listed separately)	See Step 7	(a)	0	0	0	0	0	0	0	0	0	0
Non expense Cash Draws (Contributions)	See Step 7	(a)	0	0	0	0	0	0	0	0	0	0
Hon expense cash braws (contributions)	See Step /	(a)	U	Ü	U	U	U	0	0	U	U	U
Cash Flow Annual Cash Flow	D 0 1 D 1		170.050	770.050	000.554	000.000	(44.004.450)	2 222 222	2 202 244	2 2 4 4 7 2 2	2 202 254	2 222 225
Annual Cush Flor		(a)	478,859	770,359	866,554	932,608	(14,381,459)	3,320,333	2,802,041	2,844,769	2,888,351	2,932,805
Ending Cash Balance	\$1,000,000	-	1,478,859	2,249,219	3,115,773	4,048,382	(10,333,078)	(7,012,745)	(4,210,704)	(1,365,935)	1,522,416	4,455,220

(a) Items that equal Cash Flow calculation (Annual Cash Flow = EBITDA less (a))

UnHappy with Cash, See Help-Cash Weekley/Monthly Cash Flow -See Information Graphs