

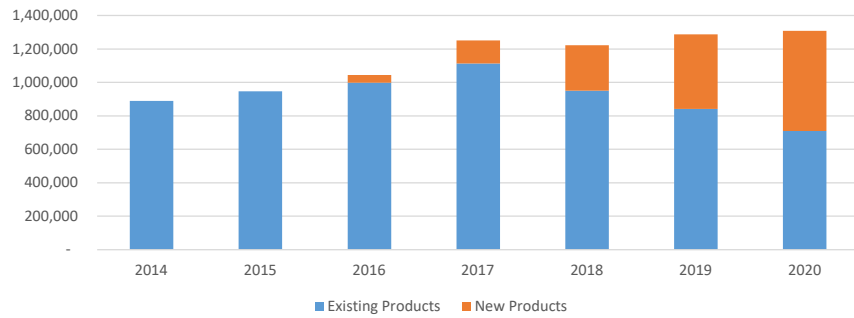
## Revenue and Margin Projections

	Actual		Projections					
	2016	2017	2018	2019	2020	2021	2022	CAGR
<b>Existing Products</b>								
1200	240,100	275,184	314,280	345,047	305,173	300,069	285,034	
1300	-	68,714	161,548	268,803	240,242	232,626	218,717	
960	648,000	601,920	522,500	499,928	404,518	308,100	205,895	
Subtotal	888,100	945,818	998,328	1,113,778	949,934	840,795	709,646	
% of Total Sales	100%	100%	96%	89%	78%	65%	54%	
<b>New Products</b>								
2000	-	-	45,000	85,613	143,096	212,768	286,381	
3000	-	-	-	30,732	63,923	98,201	150,034	
4000	-	-	-	22,080	66,300	134,659	161,980	
Subtotal	-	-	45,000	138,425	273,318	445,628	598,396	
% of Total Sales	0%	0%	4%	11%	22%	35%	46%	
Total Revenue	888,100	945,818	1,043,328	1,252,202	1,223,252	1,286,423	1,308,042	7%
	8%	6%	10%	20%	-2%	5%	2%	
Gross Margin	370,100	390,458	505,715	620,126	593,980	638,871	659,893	
Gross Margin %	42%	41%	48%	50%	49%	50%	50%	

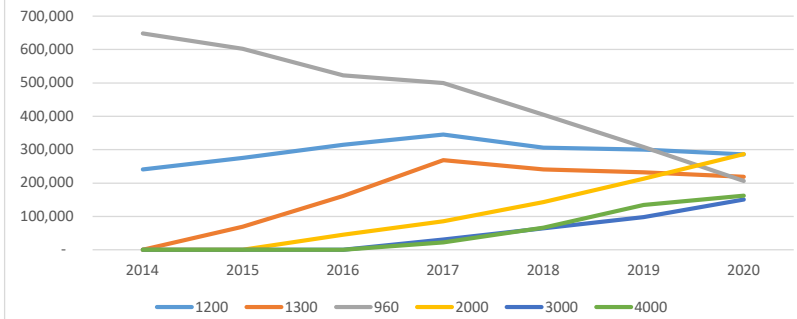
### Revenue Recap:

- Revenue Plan is highly dependent on successful introduction of new products.
- Sales of new products will represent 46% of total sales in 2020.
- Sales of Model 1200 are projected to continue to decline due to competitive forces and product replacement introductions.

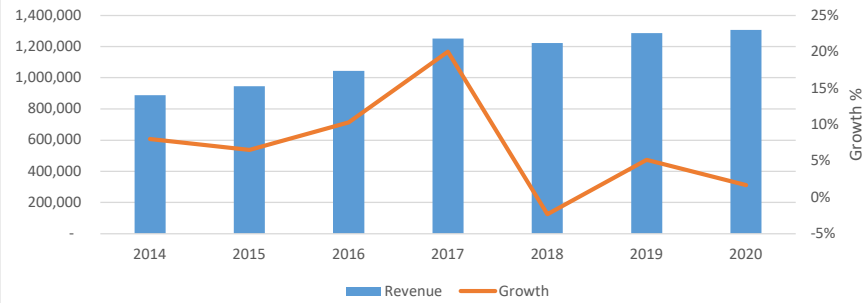
Sales, Existing v New product



Sales by Product



Revenue and Growth



Product Margins

