

Firm ABC

Executive Summary

Case: **1** Banker

(\$ in millions, unless otherwise noted)

Sources	Funded \$		Uses	\$	
Revolver	0.0x	\$ -	Repay Exist Net Debt	\$ -	
Sr. Debt	3.0x	\$ 54.6	Cash to Seller	\$ 91.0	
Jr. Debt	0.0x	\$ -	Rollover	0.0%	\$ -
Total Debt	3.0x	\$ 54.6	Purchase Price	\$ 91.0	
New Preferred Equity	\$	38.4	Finan. Fees	0.0%	\$ -
Existing Equity	\$	-	Tranx Exp	0.0%	\$ -
Total Equity	\$	38.4	Deal Fee	\$	-
			Total Fees / Expenses	\$	-
			Cash on B/S	\$	2.0
Total Sources		\$ 93.0	Total Uses		\$ 93.0

Pro Forma Cap	3/31/20XX	PF	Cumul.	% of Tot.
Cash	\$ -	\$ 2.0		
Existing Debt	\$ -	\$ -	0.0x	0.0%
Revolver	-	-	0.0x	0.0%
Sr. Debt	-	54.6	3.0x	58.7%
Jr. Debt	-	-	3.0x	0.0%
Total Debt	\$ -	\$ 54.6	3.0x	58.7%
Existing Equity	30.8	-	3.0x	0.0%
New Preferred Equity	-	38.4	5.1x	41.3%
Total Capitalization	\$ 30.8	\$ 93.0	5.1x	100.0%

Purchase Price Analysis(1)	
LTM EBITDA as of 3/31/20XX	\$ 18.2
Entry Multiple	5.0x
TEV Purchase Price	\$ 91.0
Cash on B/S	\$ 2.0
Fees & Expenses	\$ -
Total Purchase Price	\$ 93.0
Entry Multiple	5.1x

Financial Summary	Historical 3/31/20XX	Historical 3/31/20XX	Historical 3/31/20XX	LTM 3/31/20XX	Projected 3/31/20XX	Projected 3/31/20XX	Projected 3/31/20XX	Projected 3/31/20XX	Projected 3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>									
Net Sales	\$ 316.8	\$ 317.4	\$ 258.6	\$ 258.6	\$ 269.7	\$ 277.9	\$ 294.2	\$ 311.5	\$ 329.9
Growth %		0.2%	-18.5%		4.3%	3.0%	5.9%	5.9%	5.9%
Gross Profit	\$ 70.7	\$ 73.9	\$ 48.6	\$ 48.6	\$ 44.0	\$ 49.1	\$ 52.9	\$ 56.0	\$ 59.3
Margin %	22.3%	23.3%	18.8%	18.8%	16.3%	17.7%	18.0%	18.0%	18.0%
Adj. EBITDA	\$ 40.3	\$ 41.6	\$ 18.2	\$ 18.2	\$ 18.5	\$ 24.2	\$ 27.2	\$ 28.8	\$ 30.5
Margin %	12.7%	13.1%	7.0%	7.0%	6.9%	8.7%	9.2%	9.2%	9.2%
Less: Taxes					\$ (5.6)	\$ (8.0)	\$ (9.5)	\$ (10.5)	\$ (11.5)
Less: Change in W/C					\$ (1.8)	\$ 4.4	\$ (0.1)	\$ (1.7)	\$ (1.8)
Less: Capex					\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)
Less: Mgmt Fee					\$ -	\$ -	\$ -	\$ -	\$ -
Free Cash Flow					\$ 10.2	\$ 19.7	\$ 16.6	\$ 15.7	\$ 16.3
Yield to Purchase Price					11.0%	21.2%	17.9%	16.9%	17.5%
Less: Cash Interest Expense					\$ (4.3)	\$ (3.9)	\$ (3.0)	\$ (2.1)	\$ (1.0)
Less: Mandatory Debt Repayments(2)					\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)
Free Cash Flow to Equity					\$ 5.3	\$ 15.3	\$ 13.1	\$ 13.1	\$ 14.7
Yield to Invested Equity					13.8%	39.8%	34.0%	34.2%	38.4%
Capitalization Summary				3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
Revolver	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Debt	\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1	\$ 4.2			
Cash	\$ 2.0	\$ 3.4	\$ 9.9	\$ 12.0	\$ 13.1	\$ 14.4			
Net Debt	\$ 52.6	\$ 48.2	\$ 32.4	\$ 18.8	\$ 5.1	\$ (0.2)			
Sr. Debt Cumulative Amortization		0.0%	5.4%	22.6%	43.7%	66.8%	92.3%		
Jr. Debt Cumulative Amortization		NA	NA	NA	NA	NA	NA		
Total Debt / Total Cap		58.7%	55.5%	48.5%	38.8%	25.8%	6.9%		
Total Debt / Adj. EBITDA		3.0x	2.8x	1.7x	1.1x	0.6x	0.1x		
Net Debt / Adj. EBITDA		2.9x	2.6x	1.3x	0.7x	0.2x	NA		
Adj. EBITDA / Cash Interest Expense			4.3x	6.3x	9.0x	14.0x	30.7x		
Adj. EBITDA - Capex / Cash Interest Expense + Mandatory Debt Repayments			3.6x	5.3x	7.4x	10.7x	19.2x		

(1) Assumes debt free, cash free transaction.

(2) Excludes any voluntary repayments.

Other Assumptions	Capacity \$	Term	Fee (%)	Rate (%)
Revolver	\$ 10.0	5 years	0.0%	8.0%
Senior Debt	\$ 54.6	5 years	0.0%	8.0%
Junior Debt	\$ -	5 years	0.0%	8.0%
New Preferred Equity				8.0%
Mgmt Team as a % of Common Eq		15.0%		

Exit in 20XX			
Proceeds	\$	%	
Sponsor Proceeds	\$ 147.4	89.8%	
Management Proceeds	\$ 16.8	10.2%	
Equity Value	\$ 164.2	100.0%	
Sponsor Returns		3.8x	40.0%
Management as a % of Profit		13.3%	

5-Year Returns Summary						
Entry Multiple	New Preferred Equity 5-Year MOIC					
	Exit Multiple					
	4.0x	5.0x	6.0x	7.0x	8.0x	
5.0x	2.6x	3.2x	3.8x	4.5x	5.1x	
5.5x	2.1x	2.6x	3.1x	3.6x	4.2x	
6.0x	1.8x	2.2x	2.7x	3.1x	3.5x	
6.5x	1.6x	2.0x	2.3x	2.7x	3.1x	
7.0x	1.4x	1.7x	2.1x	2.4x	2.7x	
Entry Multiple	New Preferred Equity 5-Year IRR					
	Exit Multiple					
	4.0x	5.0x	6.0x	7.0x	8.0x	
5.0x	26.9%	33.9%	40.0%	45.4%	50.2%	
5.5x	20.9%	27.4%	33.1%	38.2%	42.8%	
6.0x	16.2%	22.4%	27.8%	32.6%	37.0%	
6.5x	12.4%	18.4%	23.5%	28.1%	32.2%	
7.0x	9.3%	15.0%	20.0%	24.4%	28.3%	

Firm ABC		Projected	Projected	Projected	Projected	Projected
Returns Summary - Case: Banker		3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>						
Adj. EBITDA		\$ 18.5	\$ 24.2	\$ 27.2	\$ 28.8	\$ 30.5
Exit Multiple	6.0x	6.0x	6.0x	6.0x	6.0x	6.0x
Firm Value		\$ 111.0	\$ 145.2	\$ 163.2	\$ 172.8	\$ 182.9
Plus: Cash		3.4	9.9	12.0	13.1	14.4
Less: Debt		(51.6)	(42.2)	(30.7)	(18.1)	(4.2)
Less: Transaction Expenses	2.0%	(2.2)	(2.9)	(3.3)	(3.5)	(3.7)
Equity Value		\$ 60.6	\$ 109.9	\$ 141.1	\$ 164.2	\$ 189.5
Less: New Preferred Equity		(41.5)	(44.8)	(48.4)	(52.2)	(56.4)
Common Equity Value		\$ 19.1	\$ 65.1	\$ 92.8	\$ 112.0	\$ 133.1
Split of Common Equity (%)						
Sponsor	85.0%	\$ 16.2	\$ 55.3	\$ 78.9	\$ 95.2	\$ 113.1
Management	15.0%	\$ 2.9	\$ 9.8	\$ 13.9	\$ 16.8	\$ 20.0
Sponsor Proceeds						
New Preferred Equity		\$ 41.5	\$ 44.8	\$ 48.4	\$ 52.2	\$ 56.4
Common		16.2	55.3	78.9	95.2	113.1
Total		\$ 57.7	\$ 100.1	\$ 127.2	\$ 147.4	\$ 169.5
<i>Multiple of Capital</i>		1.5x	2.6x	3.3x	3.8x	4.4x
Sponsor Returns						
Invested Capital		\$ (38.4)				
Dividends / Return of Capital		-	-	-	-	-
Exit		-	-	-	147.4	-
Total		\$ (38.4)	\$ -	\$ -	\$ 147.4	\$ -

Multiple of Capital	3.8x
IRR	40.0%
Years	3.75

Firm ABC	Historical	Historical	Historical	Historical	Historical	LTM	Projected	Projected	Projected	Projected	Projected	20XX-20XX
Income Statement - Case: Banker	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	CAGR
(\$ in millions, unless otherwise noted)												
Net Sales	\$ 306.0	\$ 297.3	\$ 316.8	\$ 317.4	\$ 258.6	\$ 258.6	\$ 269.7	\$ 277.9	\$ 294.2	\$ 311.5	\$ 329.9	4.8%
COGS	\$ 237.0	\$ 241.1	\$ 246.1	\$ 243.5	\$ 210.0	\$ 210.0	225.7	\$ 228.7	\$ 241.3	\$ 255.5	\$ 270.5	
Gross Profit	\$ 69.0	\$ 56.2	\$ 70.7	\$ 73.9	\$ 48.6	\$ 48.6	\$ 44.0	\$ 49.1	\$ 52.9	\$ 56.0	\$ 59.3	
Adj. SG&A	\$ 24.1	\$ 25.8	\$ 30.4	\$ 32.3	\$ 30.4	\$ 30.4	\$ 25.5	\$ 25.0	\$ 25.7	\$ 27.2	\$ 28.8	
Adj. EBITDA	\$ 44.9	\$ 30.4	\$ 40.3	\$ 41.6	\$ 18.2	\$ 18.2	\$ 18.5	\$ 24.2	\$ 27.2	\$ 28.8	\$ 30.5	12.2%
Depreciation	7.0						\$ 0.1	\$ 0.3	\$ 0.4	\$ 0.5	\$ 0.6	
Amortization of Deferred Debt Fee	5.0						\$ -	\$ -	\$ -	\$ -	\$ -	
Amortization of Intangibles	15.0						\$ -	\$ -	\$ -	\$ -	\$ -	
Total D&A							\$ 0.1	\$ 0.3	\$ 0.4	\$ 0.5	\$ 0.6	
Mgmt Fees							\$ -	\$ -	\$ -	\$ -	\$ -	
EBIT							\$ 18.4	\$ 23.9	\$ 26.8	\$ 28.3	\$ 29.8	
Commit Fee - Revolver							\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	
Interest - Revolver							\$ -	\$ -	\$ -	\$ -	\$ -	
Interest - Sr. Debt							\$ 4.2	\$ 3.8	\$ 2.9	\$ 2.0	\$ 0.9	
Interest - Jr. Debt							\$ -	\$ -	\$ -	\$ -	\$ -	
Cash Interest Expense							\$ 4.3	\$ 3.9	\$ 3.0	\$ 2.1	\$ 1.0	
EBT							\$ 14.0	\$ 20.1	\$ 23.8	\$ 26.2	\$ 28.9	
Taxes	40.0%						\$ 5.6	\$ 8.0	\$ 9.5	\$ 10.5	\$ 11.5	
Net Income							\$ 8.4	\$ 12.1	\$ 14.3	\$ 15.7	\$ 17.3	
Maintenance Capex							\$ 0.9	\$ 0.9	\$ 0.9	\$ 0.9	\$ 0.9	
Net Sales Growth %	NA	NA	-2.8%	6.6%	0.2%	-18.5%	11.7%	3.0%	5.9%	5.9%	5.9%	
COGS Margin %	NA	77.5%	81.1%	77.7%	76.7%	81.2%	83.7%	82.3%	82.0%	82.0%	82.0%	
Gross Profit Margin %	NA	22.5%	18.9%	22.3%	23.3%	18.8%	16.3%	17.7%	18.0%	18.0%	18.0%	
Adj. SG&A (% of Net Sales)	NA	7.9%	8.7%	9.6%	10.2%	11.8%	9.5%	9.0%	8.7%	8.7%	8.7%	
Adj. SG&A Growth %	NA	NA	7.1%	17.8%	6.3%	-5.9%	0.0%	-16.1%	-2.1%	3.0%	5.9%	
Adj. EBITDA Margin %	NA	14.7%	10.2%	12.7%	13.1%	7.0%	7.0%	6.9%	8.7%	9.2%	9.2%	
Maintenance Capex (% of Net Sales)								0.3%	0.3%	0.3%	0.3%	

Firm ABC	Historical	Historical	Historical	Historical	Historical	Estimated		Pro Forma	Projected	Projected	Projected	Projected	Projected
Balance Sheet - Case: Banker	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>													
Assets							Changes						
Cash	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2.0	\$ 2.0	\$ 3.4	\$ 9.9	\$ 12.0	\$ 13.1	\$ 14.4
AR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Temporary Plug	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ -	\$ 30.8	\$ 32.6	\$ 28.2	\$ 28.3	\$ 30.0	\$ 31.7
Total Current Assets	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ 2.0	\$ 32.8	\$ 36.0	\$ 38.0	\$ 40.3	\$ 43.0	\$ 46.1
PP&E	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.9	\$ 1.8	\$ 2.7	\$ 3.6	\$ 4.5
Less: Accum. Dep.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.1)	\$ (0.4)	\$ (0.8)	\$ (1.3)	\$ (1.9)
Net PP&E	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.8	\$ 1.4	\$ 1.9	\$ 2.3	\$ 2.6
Intangible Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Deferred Financing Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Goodwill	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60.2	\$ 60.2	\$ 60.2	\$ 60.2	\$ 60.2	\$ 60.2	\$ 60.2
Other LT Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Assets	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ 62.2	\$ 93.0	\$ 97.0	\$ 99.6	\$ 102.4	\$ 105.5	\$ 108.9
Liabilities & Shareholder's Equity													
AP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Long-Term liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Existing Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revolver	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sr. Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54.6	\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1	\$ 4.2
Jr. Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54.6	\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1	\$ 4.2
Total Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54.6	\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1	\$ 4.2
Existing Equity	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ (30.8)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
New Preferred Equity	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38.4	\$ 38.4	\$ 41.5	\$ 44.8	\$ 48.4	\$ 52.2	\$ 56.4
Retained Earnings	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3.9	\$ 12.6	\$ 23.3	\$ 35.2	\$ 48.3
Total Shareholder's Equity	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ 7.6	\$ 38.4	\$ 45.4	\$ 57.4	\$ 71.7	\$ 87.4	\$ 104.7
Total Liabilities & SHE	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ 62.2	\$ 93.0	\$ 97.0	\$ 99.6	\$ 102.4	\$ 105.5	\$ 108.9
Check	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Working Capital Drivers													
Working Capital (excl. Cash)	\$ -	\$ 20.9	\$ 21.5	\$ 22.5	\$ 30.8	\$ 30.8	\$ -	\$ 30.8	\$ 32.6	\$ 28.2	\$ 28.3	\$ 30.0	\$ 31.7
% of Net Sales	0.0%	7.0%	6.8%	7.1%	11.9%	11.9%		11.9%	12.1%	10.1%	9.6%	9.6%	9.6%

Firm ABC	Projected	Projected	Projected	Projected	Projected
Cash Flow Statement - Case: Banker	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>					
Operating Activities					
Net Income	\$ 8.4	\$ 12.1	\$ 14.3	\$ 15.7	\$ 17.3
D&A	\$ 0.1	\$ 0.3	\$ 0.4	\$ 0.5	\$ 0.6
Cash Flow before W/C	\$ 8.5	\$ 12.3	\$ 14.7	\$ 16.2	\$ 18.0
(Inc) / Dec in AR	\$ -	\$ -	\$ -	\$ -	\$ -
(Inc) / Dec in Inventory	\$ -	\$ -	\$ -	\$ -	\$ -
(Inc) / Dec in Other Current	\$ -	\$ -	\$ -	\$ -	\$ -
(Inc) / Dec in Temporary Plug	\$ (1.8)	\$ 4.4	\$ (0.1)	\$ (1.7)	\$ (1.8)
Inc / (Dec) in AP	\$ -	\$ -	\$ -	\$ -	\$ -
Inc / (Dec) in Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -
Inc / (Dec) in Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -
(Inc) / Dec in W/C	\$ (1.8)	\$ 4.4	\$ (0.1)	\$ (1.7)	\$ (1.8)
(Inc) / Dec in Other LT Assets	\$ -	\$ -	\$ -	\$ -	\$ -
Inc / (Dec) in Other Long-Term liabilities	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Flow from Operating Activities	\$ 6.7	\$ 16.7	\$ 14.5	\$ 14.6	\$ 16.2
Investing Activities					
Maintenance Capex	\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)
Growth Capex	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Flow from Investing Activities	\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)	\$ (0.9)
Cash Flow before Financing Activities	\$ 5.8	\$ 15.8	\$ 13.6	\$ 13.7	\$ 15.3
Less: Stub Factor Adjustment	\$ (1.5)	\$ -	\$ -	\$ -	\$ -
Adj. Cash Flow before Financing Activities	\$ 4.4	\$ 15.8	\$ 13.6	\$ 13.7	\$ 15.3
Financing Activities					
Drawdown / (Repayment) of Existing Debt	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown / (Repayment) of Revolver	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown / (Repayment) of Sr. Debt	\$ (3.0)	\$ (9.4)	\$ (11.5)	\$ (12.6)	\$ (13.9)
Drawdown / (Repayment) of Jr. Debt	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown / (Repayment) of Total Debt	\$ (3.0)	\$ (9.4)	\$ (11.5)	\$ (12.6)	\$ (13.9)
Drawdown / (Repayment) of Existing Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown / (Repayment) of New Preferred Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown / (Repayment) of Total Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Dividends to Existing Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Dividends to New Preferred Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Dividends to Total Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Flow from Financing Activities	\$ (3.0)	\$ (9.4)	\$ (11.5)	\$ (12.6)	\$ (13.9)
Beginning Cash	\$ 2.0	\$ 3.4	\$ 9.9	\$ 12.0	\$ 13.1
Change in Cash	\$ 1.4	\$ 6.4	\$ 2.1	\$ 1.1	\$ 1.3
Ending Cash	\$ 2.0	\$ 3.4	\$ 9.9	\$ 13.1	\$ 14.4

Firm ABC	Projected	Projected	Projected	Projected	Projected
Retained Earnings - Case: Banker	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>					
Beginning Balance	\$ -	\$ 3.9	\$ 12.6	\$ 23.3	\$ 35.2
Add: Net Income	\$ 8.4	\$ 12.1	\$ 14.3	\$ 15.7	\$ 17.3
Less: Cash Dividends to Existing Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Cash Dividends to New Preferred Equity	\$ -	\$ -	\$ -	\$ -	\$ -
Less: PIK Dividends to New Equity	\$ (3.1)	\$ (3.3)	\$ (3.6)	\$ (3.9)	\$ (4.2)
Less: Stub Factor Adjustment	\$ (1.5)	\$ -	\$ -	\$ -	\$ -
Ending Balance	\$ -	\$ 3.9	\$ 12.6	\$ 35.2	\$ 48.3

Firm ABC		Projected	Projected	Projected	Projected	Projected
Debt / Equity Schedules - Case: Banker		3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX
<i>(\$ in millions, unless otherwise noted)</i>						
Beginning Cash		\$ 2.0	\$ 3.4	\$ 9.9	\$ 12.0	\$ 13.1
Plus: Adj. Cash Flow before Financing Activities		\$ 4.4	\$ 15.8	\$ 13.6	\$ 13.7	\$ 15.3
Plus: Drawdown of Non-Revolver Debt / Equity		\$ -	\$ -	\$ -	\$ -	\$ -
Less: Mandatory Debt Repayments		\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)
Min Cash Balance	\$ 1.0	\$ (1.0)	\$ (1.0)	\$ (1.0)	\$ (1.0)	\$ (1.0)
Excess Cash		\$ 4.8	\$ 17.7	\$ 21.9	\$ 24.1	\$ 26.8
Revolver						
Beginning Balance	Capacity \$ 10.0	\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown		\$ -	\$ -	\$ -	\$ -	\$ -
(Repayment)	Repay 1.0	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Balance		\$ -	\$ -	\$ -	\$ -	\$ -
Capacity Check		OK	OK	OK	OK	OK
Commitment Fee	Rate 1.0%	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1
Interest Expense	Rate 8.0%	\$ -	\$ -	\$ -	\$ -	\$ -
Excess Cash after Revolver		\$ 4.8	\$ 17.7	\$ 21.9	\$ 24.1	\$ 26.8
Sr. Debt						
Beginning Balance		\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1
Drawdown		\$ -	\$ -	\$ -	\$ -	\$ -
Mandatory (Repayment)		\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)	\$ (0.5)
Voluntary (Repayment)	Sweep 50.0%	\$ (2.4)	\$ (8.9)	\$ (11.0)	\$ (12.1)	\$ (13.4)
Ending Balance		\$ 54.6	\$ 51.6	\$ 42.2	\$ 30.7	\$ 18.1
Interest Expense	Rate 8.0%	\$ 4.2	\$ 3.8	\$ 2.9	\$ 2.0	\$ 0.9
Mandatory Amortization	Rate 5.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Excess Cash after Sr. Debt		\$ 2.4	\$ 8.9	\$ 11.0	\$ 12.1	\$ 13.4
Jr. Debt						
Beginning Balance		\$ -	\$ -	\$ -	\$ -	\$ -
Drawdown		\$ -	\$ -	\$ -	\$ -	\$ -
Mandatory (Repayment)		\$ -	\$ -	\$ -	\$ -	\$ -
Voluntary (Repayment)	Sweep 50.0%	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Balance		\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense	Rate 8.0%	\$ -	\$ -	\$ -	\$ -	\$ -
Mandatory Amortization	Rate 5.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Excess Cash after Jr. Debt		\$ 2.4	\$ 8.9	\$ 11.0	\$ 12.1	\$ 13.4
New Preferred Equity						
Beginning Balance		\$ 38.4	\$ 41.5	\$ 44.8	\$ 48.4	\$ 52.2
Drawdown		\$ -	\$ -	\$ -	\$ -	\$ -
Accretion		\$ 3.1	\$ 3.3	\$ 3.6	\$ 3.9	\$ 4.2
Ending Balance		\$ 38.4	\$ 41.5	\$ 44.8	\$ 48.4	\$ 52.2
Cash Dividend	Compound Rate 0.0%	\$ -	\$ -	\$ -	\$ -	\$ -
PIK Dividend	1.0 8.0%	\$ 3.1	\$ 3.3	\$ 3.6	\$ 3.9	\$ 4.2
Excess Cash after New Preferred Equity		\$ 2.4	\$ 8.9	\$ 11.0	\$ 12.1	\$ 13.4

Firm ABC		Historical	Historical	Historical	Projected	Projected	Projected	Projected	Projected
Cases		3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX	3/31/20XX

(\$ in millions, unless otherwise noted)

Net Sales Growth %	1		0.2%	-18.5%	11.7%	3.0%	5.9%	5.9%	5.9%
Banker					11.7%	3.0%	5.9%	5.9%	5.9%
Flat					0.0%	0.0%	0.0%	0.0%	0.0%
Case 3									
Gross Profit Margin %	1		22.3%	23.3%	18.8%	16.3%	17.7%	18.0%	18.0%
Banker					16.3%	17.7%	18.0%	18.0%	18.0%
Flat					16.3%	16.3%	16.3%	16.3%	16.3%
Case 3									
Adj. SG&A (% of Net Sales)	1		9.6%	10.2%	11.8%	9.5%	9.0%	8.7%	8.7%
Banker					9.5%	9.0%	8.7%	8.7%	8.7%
Flat					9.5%	9.5%	9.5%	9.5%	9.5%
Case 3									
Maintenance Capex (% of Net Sales)	1				1.0%	1.0%	1.0%	1.0%	1.0%
Banker					1.0%	1.0%	1.0%	1.0%	1.0%
Flat					2.0%	2.0%	2.0%	2.0%	2.0%
Case 3									