

## Appendix A

### KAMIKO FINE FOODS INC.

INCOME STATEMENT - For the year ending December 31, 1999

Month	Jan 1	Feb 2	Mar 3	Apr 4	May 5	June 6	July 7	Aug 8	Sept 9	Oct 10	Nov 11	Dec 12	Total
Sales	\$ 25,000	\$ 25,000	\$ 30,000	\$ 35,000	\$ 40,000	\$ 40,000	\$ 45,000	\$ 50,000	\$ 45,000	\$ 40,000	\$ 40,000	\$ 35,000	\$ 450,000
Cost of Sales													
Opening inventory	\$ 20,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 36,000	\$ 37,000	\$ 34,000	\$ 28,000	\$ 19,000	\$ 13,000	\$ 19,000	\$ 25,000	\$ 20,000
Purchases	20,000	20,000	20,000	25,000	25,000	21,000	21,000	21,000	21,000	30,000	30,000	27,000	\$ 281,000
	40,000	45,000	50,000	57,000	61,000	58,000	55,000	49,000	40,000	43,000	49,000	52,000	\$ 301,000
Ending inventory	(25,000)	(30,000)	(32,000)	(36,000)	(37,000)	(34,000)	(28,000)	(19,000)	(13,000)	(19,000)	(25,000)	(31,000)	(31,000)
	15,000	15,000	18,000	21,000	24,000	24,000	27,000	30,000	27,000	24,000	24,000	21,000	270,000
Gross Profit	10,000	10,000	12,000	14,000	16,000	16,000	18,000	20,000	18,000	16,000	16,000	14,000	180,000
as a %	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40
Expenses													
Salaries	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	54,000
Purchasing agent	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
Delivery wages	833	833	833	833	833	833	833	833	833	833	833	833	10,000
Sales commissions	2,500	2,500	3,000	3,500	4,000	4,000	4,500	5,000	4,500	4,000	4,000	3,500	45,000
Other wages	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Benefits	267	267	267	267	267	267	267	267	267	267	267	267	3,200
Rent & equipment leases	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Promotion	1,822	233	233	233	433	233	283	83	233	5,233	433	233	9,689
Delivery expenses	175	175	175	175	175	175	175	175	175	175	175	175	2,100
General and office expenses	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Telephone and utilities	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Insurance	75	75	75	75	75	75	75	75	75	75	75	75	900
Depreciation and amortization	588	588	588	588	588	588	588	588	588	588	588	588	7,050
Interest	83	213	285	342	388	396	367	310	229	190	208	233	3,244
	14,110	12,521	13,021	13,521	14,221	14,021	14,571	14,871	14,521	19,021	14,221	13,521	172,139
Net Income before income taxes	(4,110)	(2,521)	(1,021)	479	1,779	1,979	3,429	5,129	3,479	(3,021)	1,779	479	7,861
Income taxes	(945)	(580)	(235)	110	409	455	789	1,180	800	(695)	409	110	1,808
Net Income	\$ (3,165)	\$ (1,941)	\$ (786)	\$ 369	\$ 1,370	\$ 1,524	\$ 2,640	\$ 3,949	\$ 2,679	\$ (2,326)	\$ 1,370	\$ 369	\$ 6,053