

BUSINESS FINANCIAL PLANNING SOFTWARE

Financial Modeling, Balance Sheet Analysis, Cash Flow And Strategic Planning Tools for Emerging Businesses

The Knight Plan™ Financial Model is a “CFO Best Practices” application for developing pro-forma financial projections for early-stage technology companies. Users can save hundreds of hours of effort in NOT building a model from scratch and can immediately start planning without the heavy expense of hiring a CFO consultant to code Excel.

Using detailed “Bottom-UP” planning assumptions and anticipated variables, the Knight Plan automatically produces GAAP based pro-forma financial schedules:

- Income Statements
- Balance Sheets
- Cash Flow Statements
- Departmental Budgets
- Capital Expenditure Budgets
- And more ...

Confidential Information. Projections subject to revision. Page No. 30 of 40
Data Period: 12/2003/04

Detailed Financial Schedules

Knight Software Systems, Inc. Version 2.4 Test Data

Best Case Test Data	Version 2.4 Test Data	Oct	Nov	Dec	2003 Q1	2003 Q2	2003 Q3	2003 Q4	2004 Q1	2004 Q2	2004 Q3	2004 Q4	2005 Q1	2005 Q2	2005 Q3	2005 Q4	2005 Total
Grand All Expenses																	
Accounting	42	42	42	126	42	42	42	126	42	42	42	126	42	42	42	126	650
Bank Fees	01	01	01	01	01	01	01	01	01	01	01	01	01	01	01	01	12
Commercial Insurance	75	75	75	225	75	75	75	225	75	75	75	225	75	75	75	225	900
Computer Hardware - R&D	48	47	48	141	53	54	57	164	62	63	64	189	70	71	71	211	754
Computer Software - R&D	48	47	48	141	53	54	57	164	62	63	64	189	70	71	71	211	754
Consulting / Contractors	21	21	21	63	21	21	21	63	21	21	21	63	21	21	21	63	250
CPA and Auditor	17	17	17	51	17	17	17	51	17	17	17	51	17	17	17	51	200
Depreciation & Amortization	40	40	51	146	51	52	55	157	55	55	56	166	56	57	57	168	630
Dues / Subscriptions	14	15	16	45	16	17	18	51	18	19	19	56	20	21	21	61	210
Equipment Rent	42	42	42	126	42	42	42	126	42	42	42	126	42	42	42	126	510
Equipment Maintenance	13	13	13	39	13	13	13	39	13	13	13	39	13	13	13	39	150
Facility Improvements	23	20	21	60	22	24	26	61	27	28	29	83	40	41	41	122	420
Insurance - Employees	38	38	38	114	38	38	38	114	38	38	38	114	38	38	38	114	450
Legal (Non-Sale)	167	167	167	501	167	167	167	501	167	167	167	501	167	167	167	501	2000
Leases - Fleet	21	21	21	63	21	21	21	63	21	21	21	63	21	21	21	63	250
Miscellaneous	167	167	167	501	167	167	167	501	167	167	167	501	167	167	167	501	2000
Office Expenses -HQ	07	08	08	23	08	08	08	23	08	08	08	23	08	08	08	23	100
Office Supplies (All Emp)	34	36	37	106	32	34	37	103	32	33	33	98	32	32	32	96	380
Payroll Tax	167	160	165	492	165	167	174	506	204	217	222	643	222	224	224	670	2611
Postage Delivery	42	42	42	126	42	42	42	126	42	42	42	126	42	42	42	126	500
Printing (Stationery (All Emp))	11	11	11	33	12	13	13	38	14	15	15	44	16	16	16	48	185
Printing Fee - Non-Sale	94	95	97	286	97	99	107	303	107	108	111	327	111	112	112	334	1280
Rent/Maintenance HQ/Office	05	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00
Salaries	1871	1886	1945	5712	1945	1970	2044	6059	2144	2168	2218	6530	2218	2243	2263	6724	25800
Telephone -HQ	72	76	78	226	80	84	89	253	82	84	87	253	82	83	83	248	980
Travel-Expenses	30	30	30	90	30	30	30	90	30	30	30	90	30	30	30	90	360
Utilities Comp (R&D)	182	185	189	556	205	210	215	630	211	212	215	638	213	214	216	644	2500
Total D and A Expenses	1607	1589	1674	5100	1658	1678	1761	5197	1683	1694	1707	5204	1682	1692	1702	5202	20000
Total Total Gross Revenues	72	76	78	226	80	84	89	253	82	84	87	253	82	83	83	248	980
Total Department Expenses	28	28	30	85	30	31	33	94	33	34	34	99	33	34	34	99	390
Total Expenses - All Department	2019	2004	2057	7007	2091	2087	2164	6393	2147	2158	2171	6408	2145	2154	2161	6404	24700
Net Total Gross Revenues	4%	4%	3%	4%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Net Total Company Revenues	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Net Operating Income / (Loss)	1.00%	1.70%	1.50%	5.60%	2.90%	2.90%	2.60%	7.00%	3.70%	3.70%	2.90%	2.90%	4.00%	3.50%	3.50%	3.40%	10.70%
Net Total Gross Revenues	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Net Income / (Loss) before Tax	1.00%	1.60%	1.40%	5.20%	2.50%	2.50%	2.20%	6.00%	2.90%	2.90%	2.20%	2.90%	3.80%	3.30%	3.30%	3.20%	10.20%
Net Income / (Loss) after Taxes	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
EBITDA	1.00%	1.60%	1.40%	5.20%	2.50%	2.50%	2.20%	6.00%	2.90%	2.90%	2.20%	2.90%	3.80%	3.30%	3.30%	3.20%	10.20%

Income Statements by Month and Quarter

The Knight Plan is ideal for early-stage and emerging firms that offer products & services in the software, high-tech manufacturing, Internet, or medical device industries; it may also be tailored to meet the needs of most businesses.

It has been instrumental in supporting firms that needed seed money as well as pre-IPO rounds of funding.

It is a powerful, easy-to-use software package which you can use for preparing comprehensive financial projections, budgets, business plans, etc. for up to five years ahead.

The Knight Plan can be used as a tool for strategic and corporate planning, business restructuring, financial appraisals and performance monitoring within almost any size and type of business.

It is flexible enough to handle manufacturing, distribution and service businesses and is suitable for established firms as well as for new ventures and strategic business units within major corporations.

And it can easily handle businesses with annual sales up to \$500 million or more. Larger businesses can use separate Knight Plan models for each Division or Strategic Business Unit and then consolidate the key projections for the parent.

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Financial Plan Summary

Knight Software Systems, Inc. Version 2.4 Test Data

Best Case Test Data	Version 2.4 Test Data	2003	2004	2005	2006	2007
Revenues:						
Product Sales	\$950	\$9,332	\$9,000	\$92,000	\$78,473	\$120,078
Consumable Sales	974	776	\$9,500	\$6,000	\$10,500	\$10,500
Service Revenues	90	882	116	\$1,002	\$4,608	\$6,000
Consulting Revenues	90	0%	\$900	21	\$1,500	15
Royalty Revenues	90	0%	0%	0%	\$925	0%
Total Gross Revenues	\$1,620	100%	\$18,312	100%	\$101,682	100%
Product COGS	\$259	80%	\$2,464	80%	\$22,320	80%
Consumable COGS	920	7%	\$1,107	5%	\$1,146	10%
Service COGS	90	3%	\$110	4%	\$671	5%
Consulting COGS	90	0%	\$140	5%	\$900	7%
Royalty COGS	90	0%	0%	0%	\$79	0%
Total Cost of Goods Sold	\$286	100%	\$2,660	100%	\$28,544	100%
% of Gross Revenues	20%		15%		28%	
Product Gross Margin	73%		73%		73%	
Consumable Gross Margin	6%		88%		88%	
Service Gross Margin	0%		87%		87%	
Consulting Gross Margin	0%		84%		84%	
Royalty Gross Margin	0%		0%		91%	
Less Adjustments to GM	(\$20)		(\$20)		(\$20)	
Total Gross Margin	71%		72%		72%	
% of Gross Revenues	71%		72%		72%	
Expenses:						
Sales	\$420	4%	\$2,200	23%	\$7,200	18%
Marketing	\$260	2%	\$2,626	24%	\$4,600	12%
R and D	\$723	7%	\$890	9%	\$1,070	4%
Engineering	\$723	7%	\$1,222	17%	\$2,262	8%
Operations	\$210	2%	\$1,177	11%	\$2,400	4%
O and A	\$725	7%	\$2,264	23%	\$3,502	9%
Total Operating Expenses	\$3,136	305%	\$11,844	107%	\$21,668	55%
Operating Income / (Loss)	(\$2,416)	-236%	(\$2,841)	-27%	\$6,938	16%
Net Income / (Loss) after tax	(\$2,400)	-234%	(\$2,823)	-27%	\$6,839	15%
EBITDA	(\$2,355)	-228%	(\$2,559)	-25%	\$6,394	15%
Key Business Data	2003	2004	2005	2006	2007	
Total Product Sales	950	402	1,600	1,500	2,000	
Sales Growth Rate (Yr. to Yr.)	---	402%	204%	457%	62%	
Total Employees	21	114	202	320	470	
Avg. Revenue per Employee	\$45	\$35	\$80	\$47	\$43	
Burn Rate per Month - GR COGS	(\$2,000)	(\$1,200)	(\$3,000)	(\$3,000)	(\$3,000)	
Burn Rate per Month - NET	(\$2,000)	(\$1,200)	(\$3,000)	(\$3,000)	(\$3,000)	
Breakeven Volume Achieved	0	0	0	0	0	
Balance Sheet Summary	2003	2004	2005	2006	2007	
Cash	\$2,626	\$3,646	\$16,360	\$56,720	\$96,163	
Total Current Assets	\$2,607	\$6,761	\$23,484	\$70,400	\$113,841	
Fixed Assets, Net Dep.	\$601	\$1,677	\$1,680	\$1,760	\$1,776	
Total Assets	\$3,488	\$8,388	\$24,174	\$72,260	\$115,617	
Total Short Term Liabilities	\$390	\$1,777	\$1,641	\$6,540	\$11,205	
Total Long Term Liabilities	\$114	\$430	\$476	\$677	\$536	
Total Liabilities	\$504	\$2,207	\$2,117	\$7,217	\$11,741	
Total Owners' Equity	\$2,984	\$6,181	\$22,057	\$65,043	\$103,876	
Total Liab & Owners' Equity	\$3,488	\$8,388	\$24,174	\$72,260	\$115,617	
Cash Flow Summary	2003	2004	2005	2006	2007	
Net Operating Cash Flow	(\$2,432)	(\$6,120)	\$2,746	\$17,356	\$30,607	
Acquisition of Fixed Assets	(\$910)	(\$1,250)	(\$972)	(\$630)	(\$728)	
Net Financing Cash Flow	\$4,507	\$7,140	\$9,000	\$23,842	(\$1,192)	
Net Change in Cash	\$2,075	\$1,021	\$11,804	\$41,279	\$28,687	
Beginning Cash Balance	\$450	\$2,525	\$9,540	\$15,590	\$50,279	
Ending Cash Balance	\$2,525	\$3,546	\$21,344	\$56,869	\$78,966	

Financial Plan Executive Summary

Application Scope and Features

The Knight Plan produces Bottom-Up detailed financial projections in detail for 5 years by month, quarter and year in several integrated worksheets within a single Excel model.

The model develops budgets for six (6) Departments: Sales, Marketing, Engineering, R&D, Operations and G&A, including budgets for 10 field offices and 5 remote centers.

Projections include Sales and Cost of Goods Sold for 3 product lines and 3 Consumable Sales for each product line (Razors and Razor Blades).

Service contracts, billable service revenues and warranty costs are projected based on an installed base.

The Knight Plan provides for the entry of an opening balance sheet for the closing period preceding the start of the projections for established businesses.

Output from the Knight Plan includes the following:

- Over 200 pages of pro-forma schedules containing assumptions, financial statements, productivity and performance data.
- Reports cover monthly, quarterly and by year summaries.
- Charts and graphs showing key projections, ratios and trends.
- Assumptions and Data Entry are logically organized in tabular format with disclosures for potential investors.

The screenshot displays the Knight Plan Excel model interface. At the top, there's a menu bar and a toolbar. Below that, a 'Financial Plan Year' summary table shows data for years 2003 through 2007. Key metrics include Cash Balance at Year End, Gross Sales & Growth Rate Y/Y, Total Cost of Goods Sold, and Net Gross Margin. Below this, there are several smaller tables: 'Table 8: Direct Sales Performance and Sales Channel Development' showing sales channel data; 'Table 9: Direct Sales Rep Quota per Quarter' showing quotas for years 2003-2007; 'Table 10: Amount of Quota Achieved by Sales Rep' showing achievement levels for different classes; and 'Table 11: Sales Reps Achieving Quotas' showing the number of reps meeting their quotas.

Date Entry Page with Menu

The Knight Plan was developed based on over a dozen years of input and feedback from CFO's who have presented investment opportunities to hundreds of venture capitalist world-wide.

Once the financial plan has been setup, the user can easily change and test various input assumptions and quickly determine the impact on the bottom line and the change in projected cash through a "What IF" Dashboard window. This allows senior level management to easily evaluate different ideas and strategies, on their own, without ongoing assistance.

Almost all costs and expenses are calculated based on specific revenue metrics such as units sold or the number of employees anticipated for the business. These revenue metrics and personnel-staffing plans also drive other indirect expenses and related operating costs.

The Knight Plan identifies detailed expenses for six departments that allow each responsible manager to evaluate their staffing requirements and budget decisions.

GAAP Based Balance Sheets and Cash Flows: EBITDA, Interest, Taxes, Payables & Receivables, Prior Period Actual Balances, Pre-Paid Expenses, Deposits & Notes Payable.

Department Expenses Driven by Headcount: Salaries, Commissions, Taxes, Insurances, Travel, Furniture, Computers, Software, Office Expenses, Supplies, Printing, Stationary, Telephone & Recruiting Costs.

Headcount by Department: Employees by Position & Hire Date, for the short term; Employees by Salary Grades, in the long term; Work Location: HQ vs. Field; Salary Paid with Annual Salary Increases; Travel and PCs required by Position.

Capital Equipment Driven by Headcount: Depreciation by Department with Assets summarized by Department and Type.

Field Office Expenses Based On Start Dates: Startup Costs, Personnel Expenses, Rent, Expenses and Capital Equipment.

Other Expenses Include: Trade Show Space & Travel, Advertising & Promotion, Consulting and Outside Services, Accounting, Legal Services, and Facility Rent for two lease terms.

Application Benefits

The Knight Plan's data entry is simply organized and reminds the user of the most important costs and expenses that should be considered in developing a financial plan.

When an investor asks to see how your numbers were developed, they will see that you have taken into consideration almost everything from capital equipment leasing for fixed assets to sales representative quotas and productivity.

The Knight Plan has been designed so that the user need only enter input assumptions and key variables in a single data entry worksheet which greatly reduces the complexity and need to know or remember where in the supporting schedules variables are used or entered.

- ❖ The model includes pre-programmed financial relationships, valuation metrics, ratios and output to understand underlying assumptions and calculations.
- ❖ ALL input variables are entered in a single area with no hidden variables to find and no imbedded entries in formulas.
- ❖ Data Input is organized into tables which reduces complexity and minimizes entry errors.
- ❖ Input variables print out with resulting financial highlights which match input assumptions with plan results.
- ❖ The **"What If" Dashboard** allows the user to monitor the affects of data changes in numerical and graphic format for testing alternative scenarios.
- ❖ The model allows users to understand the financial impact of decisions and real-time alternative assessment.
- ❖ Unlike other products that are as complicated as IRS tax forms to complete, the Knight Plan is user friendly.

Major Cost and Time Savings

The Knight Plan was specifically designed to let users focus on the development of viable financial plans as opposed to creating a financial model from scratch.

Users will save substantial time and money in creating their financial projections!

- ✓ Simple to operate and easily to use in explaining how the financial projections are calculated. Leveraging a proven financial plan application allows the user to avoid the cost and time lost to redundant development effort. Why reinvent the accounting "wheel"?
- ✓ Take advantage of the developer's years of experience and broad knowledge as a former high-tech CFO, CEO and COO with hands-on "startup" and VC experience. This valuable knowledge has been built into the application, incorporating "best practices" and what works for Investors, resulting in an ideal tool for the non-financial oriented user.
- ✓ Comprehensive planning tool, adaptable for most situations, which can be independently used to evaluate unlimited strategies and "What-if" scenarios – without costly assistance.
- ✓ The level of detail and comprehension in the plan is what is commonly prepared by large, mature organizations having financial planning and budgeting support staff.
- ✓ Investors, large and small, are now expecting to see professionally developed financial statements with sound financial projections prior to making their investments.
- ✓ Users have exclaimed the benefit of a controlled data entry format because they didn't have to remember where to enter data nor did they have to jump from one worksheet to another making data entry changes.

Application User Guide

The Knight Plan uses hundreds of assumption values processed by thousands of formulas in these key pre-formatted worksheets:

- INPUT** Entry of ALL variables and data
- SUMMARY** Executive Level Highlights and Summary
- YEAR** Year End Financial Statements
- QUARTER** Quarterly Financial Statements
- MONTH** Monthly Financial Statements in Detail
- REVENUES** Sales, COGS and Margins by Quarter
- SCHEDULES** Supporting Schedules in Detail by Month
- GRAPHS** Charts and Graphs



Start Up Screen

The Knight Plan includes an integrated user support function, a dynamic data flow diagram and an explanation of function buttons and application instructions including:

- Facilities for inserting constant and varying monthly values.
- Easy work flow navigation tools for simply operation.
- Multiple safeguards to protect formulas etc. to help prevent accidental changes being made to worksheets.
- Extensive built in help functions.
- Comprehensive set of function buttons for printing, saving work, entering data, viewing windows, and more.
- Real-time generated 'What-if' views which display the impact, both numerically and graphically, of any data entry changes such as sales volumes, selling prices, cost of sales and overhead expenses, etc.
- Simple to use printing control panel - just check the desired reports, select the plan year(s) to print and click a single button to start printing.
- Dynamic Index links through single button control to locate a desired Data Entry Table or to find where the Input Data is first used in the financial schedules.
- A single button control to reset and zero all data input tables or reset only select input tables.

User Guide, Print, Help and Menus

The Knight Plan is **NOT** just another spreadsheet template . . .

. . . It's an application!

Do You Need Help?

The Knight Plan is the CEO's tool used for strategic business plan development, investor presentations, board room meetings, venture capital due diligence, bank loans and venture leasing applications.

- Need to a financial plan and not sure where to begin?
- Want to start a business.
- Not sure how money you will need?
- Want to develop a plan without costly consulting help?
- Are you thinking of venture capital funding?
- Has your bank requested financial projections?
- Want professional looking documents for your investors?
- Want a portable plan to take with you while traveling?
- Do you want to know:

When or if your business will breakeven?

Monthly cash burn rates (gross vs. net)?

When or if you will run out of money?

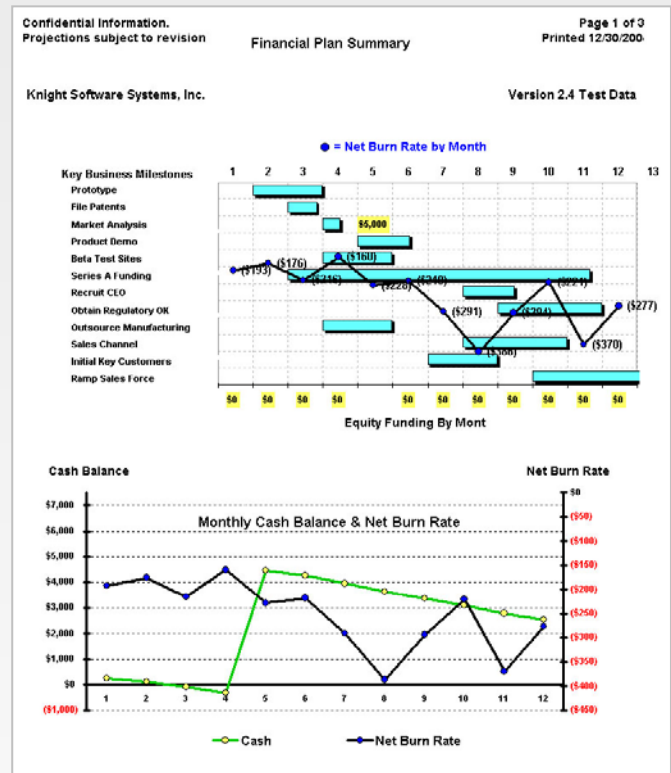
- Need to develop department budgets with a:

Personnel Hiring Plan?

Capital Equipment Purchasing Plan

Or even a Trade Show and Marketing Plan?

- Want to test different strategies to see "What If" results?



What you need is: The Knight Plan™ ...

... a powerful, easy-to-use solution for creating comprehensive financial pro-forma projections, cash flows and departmental budgets.



Please contact us to see how the Knight Plan can help you!

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Detailed Financial Schedules

Knight Software Systems, Inc.		Best Case Test Data						Version 2.4 Test Data			
Income Statements		2003		2004		2005		2006		2007	
Product Sales											
Razor		\$956	100%	\$5,488	59%	\$17,640	54%	\$40,572	52%	\$65,268	54%
Printer		\$0	0%	\$2,250	24%	\$6,075	19%	\$14,760	19%	\$22,680	19%
Camera		\$0	0%	\$1,594	17%	\$8,925	27%	\$23,141	29%	\$32,130	27%
Total Product Sales		\$956	72%	\$9,332	88%	\$32,640	81%	\$78,473	77%	\$120,078	65%
Consumable Sales											
Razor Blade		\$369	100%	\$887	98%	\$5,496	97%	\$17,127	97%	\$54,419	98%
Ink Cartridge		\$0	0%	\$13	1%	\$110	2%	\$311	2%	\$666	1%
Film		\$0	0%	\$3	0%	\$34	1%	\$169	1%	\$444	1%
Total Consumable Sales		\$369	28%	\$902	8%	\$5,640	14%	\$17,607	17%	\$55,529	30%
Service Revenues											
Service Contract Sales											
Razor		\$0	0%	\$78	100%	\$640	66%	\$2,483	58%	\$3,542	55%
Printer		\$0	0%	\$0	0%	\$168	17%	\$848	20%	\$1,312	20%
Camera		\$0	0%	\$0	0%	\$155	16%	\$963	22%	\$1,584	25%
Total Service Contract Sales		\$0	0%	\$78	1%	\$963	2%	\$4,294	4%	\$6,438	3%
Billed Service											
Razor		\$0	0%	\$3	100%	\$25	42%	\$104	33%	\$154	31%
Printer		\$0	0%	\$0	0%	\$19	33%	\$102	32%	\$158	31%
Camera		\$0	0%	\$0	0%	\$15	25%	\$108	34%	\$190	38%
Total Billed Service		\$0	0%	\$3	0%	\$59	0%	\$314	0%	\$502	0%
Total Service Revenues		\$0	0%	\$82	1%	\$1,022	3%	\$4,608	5%	\$6,940	4%
Total Consulting Revenues		\$0	0%	\$300	3%	\$800	2%	\$1,350	1%	\$2,400	1%
Total Royalties Revenues		\$0	0%	\$0	0%	\$100	0%	\$325	0%	\$630	0%
Total Gross Revenues		\$1,325	100%	\$10,615	100%	\$40,202	100%	\$102,363	100%	\$185,577	100%
Cost of Goods Sold											
Product COGS											
Razor		\$256	100%	\$1,408	57%	\$4,526	51%	\$9,761	44%	\$14,898	46%
Printer		\$0	0%	\$603	24%	\$1,869	21%	\$4,942	22%	\$6,904	21%
Camera		\$0	0%	\$452	18%	\$2,533	28%	\$7,415	34%	\$10,353	32%
Total Product COGS		\$256	54%	\$2,464	81%	\$8,929	79%	\$22,118	77%	\$32,155	64%
Consumable COGS											
Razor Blade		\$100	100%	\$204	99%	\$1,264	98%	\$3,940	98%	\$12,519	99%
Ink Cartridge		\$0	0%	\$1	1%	\$11	1%	\$31	1%	\$18	0%
Film		\$0	0%	\$1	0%	\$9	1%	\$44	1%	\$116	1%
Total Consumable COGS		\$100	21%	\$206	7%	\$1,284	11%	\$4,016	14%	\$12,653	25%
Service COGS											
Warranty Expenses											
Razor		\$47	41%	\$103	47%	\$274	47%	\$656	43%	\$1,697	45%
Printer		\$45	39%	\$75	34%	\$174	30%	\$417	28%	\$987	26%
Camera		\$23	20%	\$40	18%	\$132	23%	\$439	29%	\$1,082	29%
Total Consumable COGS		\$114	24%	\$218	7%	\$579	5%	\$1,513	5%	\$3,766	7%
Service Contract COGS											
Razor		\$0	0%	\$4	100%	\$32	56%	\$131	46%	\$190	43%
Printer		\$0	0%	\$0	0%	\$14	24%	\$75	26%	\$116	26%
Camera		\$0	0%	\$0	0%	\$12	20%	\$81	28%	\$140	31%
Total Service Contract COGS		\$0	0%	\$4	0%	\$58	1%	\$286	1%	\$446	1%
Billed Service COGS											
Razor		\$0	0%	\$2	100%	\$19	49%	\$77	39%	\$114	37%
Printer		\$0	0%	\$0	0%	\$11	29%	\$58	29%	\$90	29%
Camera		\$0	0%	\$0	0%	\$8	22%	\$61	31%	\$108	35%
Total Billed Service COGS		\$0	0%	\$2	0%	\$38	0%	\$196	1%	\$312	1%
Total Service COGS		\$114	24%	\$224	7%	\$676	6%	\$1,995	7%	\$4,524	9%
Total Consulting COGS		\$0	0%	\$140	5%	\$360	3%	\$600	2%	\$880	2%
Total Royalties COGS		\$0	0%	\$0	0%	\$20	0%	\$78	0%	\$168	0%
Total Cost of Goods Sold		\$471	100%	\$3,034	100%	\$11,269	100%	\$28,807	100%	\$50,380	100%
% of Total Gross Revenues		36%		29%		28%		28%		27%	

Knight Software Systems, Inc.	Best Case Test Data								Version 2.4 Test Data	
	2003		2004		2005		2006		2007	
Gross Margin										
Product Gross Margin										
Razor	\$699	100%	\$4,080	59%	\$13,114	55%	\$30,811	55%	\$50,370	57%
Printer	\$0	0%	\$1,647	24%	\$4,206	18%	\$9,818	17%	\$15,776	18%
Camera	\$0	0%	\$1,141	17%	\$6,392	27%	\$15,727	28%	\$21,777	25%
Total Product Gross Margin	\$699	85%	\$6,868	94%	\$23,711	85%	\$56,356	79%	\$87,923	67%
Consumable Gross Margin										
Razor Blade	\$269	100%	\$683	98%	\$4,232	97%	\$13,187	97%	\$41,900	98%
Ink Cartridge	\$0	0%	\$11	2%	\$99	2%	\$280	2%	\$648	2%
Film	\$0	0%	\$2	0%	\$25	1%	\$124	1%	\$327	1%
Total Consumable Gross Margi	\$269	33%	\$696	10%	\$4,356	16%	\$13,591	19%	\$42,876	33%
Service Gross Margin										
Service Contract GM										
Razor	\$0	0%	\$74	100%	\$608	67%	\$2,353	59%	\$3,352	56%
Printer	\$0	0%	\$0	0%	\$154	17%	\$773	19%	\$1,196	20%
Camera	\$0	0%	\$0	0%	\$143	16%	\$882	22%	\$1,444	24%
Total Service Contract GM	\$0	0%	\$74	1%	\$905	3%	\$4,008	6%	\$5,993	5%
Billed Service GM										
Razor	\$0	0%	\$1	100%	\$6	30%	\$27	23%	\$40	21%
Printer	\$0	0%	\$0	0%	\$8	39%	\$44	37%	\$68	36%
Camera	\$0	0%	\$0	0%	\$6	30%	\$47	40%	\$82	43%
Total Billed Service GM	\$0	0%	\$1	0%	\$21	0%	\$117	0%	\$190	0%
Total Service Gross Margin	(\$114)	-14%	(\$143)	-2%	\$346	1%	\$2,613	4%	\$2,416	2%
Consulting Gross Margin	\$0	0%	\$160	2%	\$440	2%	\$750	1%	\$1,520	1%
Royalties Gross Margin	\$0	0%	\$0	0%	\$80	0%	\$247	0%	\$462	0%
Less Adjustments to Gross Margin										
Bad Debts / Adjustments	(\$13)	40%	(\$103)	40%	(\$393)	41%	(\$1,008)	41%	(\$1,827)	41%
Royalty Expenses to Others	(\$20)	60%	(\$154)	60%	(\$574)	59%	(\$1,441)	59%	(\$2,634)	59%
Total Adjustments to GM	(\$33)	-4%	(\$257)	-4%	(\$967)	-3%	(\$2,449)	-3%	(\$4,461)	-3%
Total Gross Margin	\$821	100%	\$7,324	100%	\$27,966	100%	\$71,108	100%	\$130,736	100%
% of Total Gross Revenues	62%		69%		70%		69%		70%	

Knight Software Systems, Inc. Expenses by Department	Best Case Test Data						Version 2.4 Test Data			
	2003		2004		2005		2006		2007	
Sales										
Commissions	\$79	9%	\$597	22%	\$2,073	27%	\$5,051	29%	\$9,206	30%
Depreciator	\$3	0%	\$11	0%	\$30	0%	\$60	0%	\$96	0%
Insurance - Employees	\$29	3%	\$77	3%	\$199	3%	\$419	2%	\$724	2%
Office Expenses - Field	\$0	0%	\$8	0%	\$22	0%	\$31	0%	\$41	0%
Rent/Utilities - Field Offices	\$2	0%	\$23	1%	\$60	1%	\$60	0%	\$60	0%
Payroll Taxes	\$45	5%	\$123	5%	\$334	4%	\$740	4%	\$1,317	4%
Recruiting Fee - Sales	\$23	3%	\$61	2%	\$167	2%	\$370	2%	\$659	2%
Salaries	\$450	50%	\$1,229	45%	\$3,339	44%	\$7,399	43%	\$13,172	43%
Office Setup - Field	\$5	1%	\$20	1%	\$0	0%	\$0	0%	\$0	0%
Telephone - Field Sales	\$8	1%	\$22	1%	\$57	1%	\$120	1%	\$207	1%
Travel Expenses	\$252	28%	\$540	20%	\$1,368	18%	\$3,042	18%	\$5,439	18%
Total Sales Expenses	\$897	100%	\$2,711	100%	\$7,648	100%	\$17,291	100%	\$30,921	100%
% of Total Gross Revenues	68%		26%		19%		17%		17%	
Subtotal Direct Sales Reps.	3		6		14		28		37	
Subtotal Field Service Engineers	4		10		28		72		132	
Total Department Headcount	7		28		64		129		207	
Marketing										
Advertising / Promotor	\$20	8%	\$500	20%	\$750	16%	\$1,000	14%	\$1,500	14%
Collateral Materials	\$25	10%	\$100	4%	\$200	4%	\$300	4%	\$400	4%
Consulting / Contractors	\$50	19%	\$100	4%	\$150	3%	\$200	3%	\$250	2%
Depreciator	\$7	3%	\$40	2%	\$65	1%	\$100	1%	\$125	1%
Insurance - Employees	\$1	0%	\$39	2%	\$86	2%	\$130	2%	\$163	2%
Payroll Taxes	\$3	1%	\$78	3%	\$155	3%	\$231	3%	\$287	3%
Recruiting Fee - Non Sales	\$1	1%	\$39	2%	\$78	2%	\$115	2%	\$144	1%
Salaries	\$29	11%	\$777	31%	\$1,554	34%	\$2,310	33%	\$2,872	27%
Trade Shows Space and Setup - Na	\$75	29%	\$300	12%	\$600	13%	\$1,200	17%	\$2,800	26%
Trade Shows Travel - Nationa	\$45	17%	\$120	5%	\$360	8%	\$640	9%	\$1,400	13%
Training Centers Operating Cos	\$0	0%	\$330	13%	\$360	8%	\$360	5%	\$360	3%
Travel Expenses	\$3	1%	\$104	4%	\$203	4%	\$321	5%	\$390	4%
Total Marketing Expenses	\$260	100%	\$2,525	100%	\$4,560	100%	\$6,908	100%	\$10,690	100%
% of Total Gross Revenues	20%		24%		11%		7%		6%	
Department Headcount	1		15		24		35		42	
R and D										
Consulting / Contractors	\$75	10%	\$50	6%	\$25	2%	\$25	1%	\$25	1%
Depreciator	\$18	3%	\$59	7%	\$81	5%	\$103	5%	\$150	5%
Insurance - Employees	\$2	0%	\$30	3%	\$69	4%	\$102	5%	\$137	4%
Outsourced Research	\$50	7%	\$60	7%	\$80	5%	\$80	4%	\$100	3%
Payroll Taxes	\$6	1%	\$49	5%	\$110	7%	\$163	7%	\$224	7%
Recruiting Fee - Non Sales	\$3	0%	\$24	3%	\$55	4%	\$81	4%	\$112	4%
Salaries	\$58	8%	\$486	55%	\$1,104	70%	\$1,629	73%	\$2,240	74%
Testing Beta Sites	\$510	71%	\$125	14%	\$40	3%	\$40	2%	\$40	1%
Travel Expenses	\$0	0%	\$2	0%	\$6	0%	\$9	0%	\$13	0%
Total R and D Expenses	\$723	100%	\$885	100%	\$1,570	100%	\$2,233	100%	\$3,041	100%
% of Total Gross Revenues	55%		8%		4%		2%		2%	
Department Headcount	2		11		20		28		36	
Engineering										
Consulting Other	\$75	10%	\$75	4%	\$75	3%	\$75	3%	\$75	2%
Consulting / Contractors	\$100	14%	\$150	9%	\$75	3%	\$50	2%	\$50	1%
Depreciator	\$15	2%	\$33	2%	\$40	2%	\$46	2%	\$52	1%
Insurance - Employees	\$14	2%	\$60	3%	\$99	4%	\$137	5%	\$170	5%
Development	\$200	27%	\$150	9%	\$100	4%	\$0	0%	\$0	0%
Payroll Taxes	\$28	4%	\$108	6%	\$165	7%	\$221	8%	\$277	8%
Recruiting Fee - Non Sales	\$14	2%	\$54	3%	\$82	4%	\$111	4%	\$138	4%
Salaries	\$283	39%	\$1,083	63%	\$1,646	72%	\$2,215	77%	\$2,766	78%
Travel Expenses	\$3	0%	\$8	0%	\$11	0%	\$13	0%	\$16	0%
Total Engineering Expenses	\$733	100%	\$1,722	100%	\$2,292	100%	\$2,869	100%	\$3,544	100%
% of Total Gross Revenues	55%		16%		6%		3%		2%	
Department Headcount	7		19		27		37		44	

Knight Software Systems, Inc. Expenses by Department	Best Case Test Data					Version 2.4 Test Data				
	2003		2004		2005		2006		2007	
Operations										
Consulting / Contractors	\$50	19%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Depreciation	\$15	5%	\$114	9%	\$191	7%	\$202	5%	\$216	4%
Insurance - Employees	\$13	5%	\$72	6%	\$152	6%	\$244	6%	\$362	6%
Payroll Taxes	\$17	6%	\$93	7%	\$195	8%	\$317	8%	\$483	8%
Recruiting Fee - Non Sales	\$8	3%	\$47	4%	\$97	4%	\$158	4%	\$241	4%
Salaries	\$167	62%	\$932	74%	\$1,947	75%	\$3,170	77%	\$4,827	79%
Travel Expenses	\$2	1%	\$6	0%	\$9	0%	\$13	0%	\$17	0%
Total Operations Expenses	\$269	100%	\$1,258	100%	\$2,582	100%	\$4,091	100%	\$6,129	100%
% of Total Gross Revenues	20%		12%		6%		4%		3%	
Subtotal HQ Technical Support	2		5		13		30		53	
Total Department Headcount	5		26		44		70		100	
G and A										
Accounting	\$10	1%	\$25	1%	\$40	1%	\$50	1%	\$50	1%
Bank Fees	\$1	0%	\$1	0%	\$1	0%	\$1	0%	\$1	0%
Commercial Insurance	\$60	8%	\$75	3%	\$75	2%	\$90	2%	\$100	2%
Computer Hardware < \$500	\$5	1%	\$21	1%	\$43	1%	\$71	1%	\$107	2%
Computer Software < \$500	\$5	1%	\$21	1%	\$43	1%	\$71	1%	\$107	2%
Consulting / Contractors	\$25	3%	\$40	2%	\$25	1%	\$25	0%	\$25	0%
D and O Insurance	\$20	3%	\$20	1%	\$20	1%	\$20	0%	\$20	0%
Depreciation & Amortization	\$7	1%	\$27	1%	\$52	1%	\$64	1%	\$72	1%
Dues / Subscriptions	\$1	0%	\$7	0%	\$15	0%	\$21	0%	\$29	0%
Equipment Rent	\$50	6%	\$50	2%	\$50	1%	\$50	1%	\$50	1%
Equipment Maintenance	\$15	2%	\$15	1%	\$15	0%	\$15	0%	\$15	0%
Facility Improvement	\$2	0%	\$15	1%	\$29	1%	\$43	1%	\$57	1%
Insurance - Employees	\$12	2%	\$60	3%	\$103	3%	\$137	3%	\$170	3%
Legal (Non-Sales)	\$75	10%	\$100	4%	\$150	4%	\$200	4%	\$250	4%
Licenses / Fees	\$50	6%	\$100	4%	\$25	1%	\$25	0%	\$25	0%
Miscellaneous	\$30	4%	\$125	5%	\$150	4%	\$200	4%	\$250	4%
Office Expenses - HQ	\$1	0%	\$4	0%	\$7	0%	\$11	0%	\$14	0%
Office Supplies (All Emp.)	\$5	1%	\$24	1%	\$50	1%	\$84	2%	\$123	2%
Payroll Tax	\$30	4%	\$123	5%	\$194	6%	\$250	5%	\$312	5%
Postage / Delivery	\$20	3%	\$25	1%	\$40	1%	\$50	1%	\$60	1%
Printing / Stationary (All Emp.)	\$1	0%	\$5	0%	\$10	0%	\$17	0%	\$25	0%
Recruiting Fee - Non Sales	\$15	2%	\$61	3%	\$97	3%	\$125	2%	\$156	2%
Rent/Utilities for HQ Office	\$6	1%	\$6	0%	\$6	0%	\$51	11%	\$600	9%
Salaries	\$297	38%	\$1,225	52%	\$1,938	55%	\$2,501	48%	\$3,124	48%
Telephone - HQ	\$6	1%	\$37	2%	\$73	2%	\$107	2%	\$143	2%
Travel Expenses	\$18	2%	\$74	3%	\$101	3%	\$119	2%	\$137	2%
Workers Comp / \$100	\$16	2%	\$77	3%	\$161	5%	\$279	5%	\$435	7%
Total G and A Expenses	\$784	100%	\$2,363	100%	\$3,512	100%	\$5,175	100%	\$6,459	100%
% of Total Gross Revenues	59%		22%		9%		5%		3%	
Department Headcount	4		20		28		36		44	
Total Expenses	\$3,665		\$11,464		\$22,165		\$38,566		\$60,784	
% of Total Gross Revenues	277%		108%		55%		38%		33%	
Total Company Headcount	26		119		207		335		473	
Net Operating Income / (Loss)	(\$2,844)		(\$4,140)		\$5,801		\$32,541		\$69,952	
% of Total Gross Revenues	-215%		-39%		14%		32%		38%	
Interest Income	\$1		\$0		\$0		\$10		\$218	
Interest Expense	\$12		\$57		\$114		\$81		\$46	
Net Income / (Loss) before Taxes	(\$2,855)		(\$4,197)		\$5,688		\$32,470		\$70,124	
% of Total Gross Revenues	-216%		-40%		14%		32%		38%	
Income Tax Provision	\$0		\$0		\$0		\$13,950		\$31,556	
Net Income / (Loss) after tax	(\$2,855)		(\$4,197)		\$5,688		\$18,520		\$38,568	
% of Total Gross Revenues	-216%		-40%		14%		18%		21%	
Depreciation - All Departments	\$66		\$284		\$458		\$575		\$713	
EBITDA	(\$2,778)		(\$3,856)		\$6,260		\$33,116		\$70,664	
% of Total Gross Revenues	-210%		-36%		16%		32%		38%	

Knight Software Systems, Inc. Balance Sheets	Best Case Test Data				Version 2.4 Test Data
	2003	2004	2005	2006	2007
ASSETS					
Cash	(\$2,917)	(\$8,216)	(\$7,681)	\$8,860	\$47,231
Accounts Receivable	\$135	\$1,211	\$4,147	\$8,224	\$11,699
Inventory	\$151	\$871	\$2,872	\$5,426	\$6,840
Other Current Assets	\$31	\$33	\$36	\$40	\$45
Deposits	\$60	\$90	\$90	\$90	\$90
Prepaid Expenses	\$0	\$0	\$0	\$0	\$0
Total Current Assets	(\$2,539)	(\$6,011)	(\$536)	\$22,641	\$65,905
Fixed Assets Total	\$681	\$1,940	\$2,512	\$3,152	\$3,874
Accumulated Depreciation	(\$71)	(\$355)	(\$813)	(\$1,388)	(\$2,101)
Fixed Assets, Net Depreciation	\$610	\$1,585	\$1,699	\$1,764	\$1,773
TOTAL ASSETS	(\$1,929)	(\$4,425)	\$1,163	\$24,405	\$67,678
LIABILITIES					
Short Term Liabilities:					
Accounts Payable	\$218	\$495	\$711	\$1,129	\$1,639
Customer Deposits	\$82	\$84	\$86	\$88	\$90
Notes Payable	\$67	\$1,006	\$639	\$306	(\$28)
Taxes Payable	\$0	\$0	\$0	\$4,791	\$9,395
Leased Capital Equipment	\$50	\$206	\$215	\$153	\$109
Other Short Term Liabilities	\$1	\$3	\$6	\$10	\$15
Total Short Term Liabilities	\$418	\$1,793	\$1,657	\$6,478	\$11,220
Long Term Liabilities:					
Leased Capital Equipment	\$100	\$412	\$430	\$306	\$218
Other Long Term Liabilities	\$14	\$28	\$47	\$71	\$121
Total Short Term Liabilities	\$114	\$440	\$477	\$377	\$339
TOTAL LIABILITIES	\$532	\$2,233	\$2,133	\$6,855	\$11,560
OWNERS' EQUITY					
Common Stock	\$500	\$500	\$500	\$500	\$500
Preferred Stock - Seed #1	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Seed #2	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series A	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series B	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series C	\$0	\$0	\$0	\$0	\$0
Retained Earnings	(\$2,961)	(\$7,158)	(\$1,470)	\$17,050	\$55,618
Total Owners' Equity	(\$2,461)	(\$6,658)	(\$970)	\$17,550	\$56,118
TOTAL LIABILITIES & EQUITY	(\$1,929)	(\$4,425)	\$1,163	\$24,405	\$67,678

Knight Software Systems, Inc. Cash Flow Statements	Best Case Test Data				Version 2.4 Test Data
	2003	2004	2005	2006	2007
Net Income/(Loss)	(\$2,855)	(\$4,197)	\$5,688	\$18,520	\$38,568
Adjustments to reconcile Net Income.					
Depreciation & Amortization	\$66	\$284	\$458	\$575	\$713
Accounts Receivable	(\$115)	(\$1,076)	(\$2,936)	(\$4,077)	(\$3,475)
Inventory	(\$151)	(\$719)	(\$2,001)	(\$2,555)	(\$1,413)
Other Current Assets	(\$1)	(\$2)	(\$3)	(\$4)	(\$5)
Deposits	(\$20)	(\$30)	\$0	\$0	\$0
Prepaid Expenses	\$50	\$0	\$0	\$0	\$0
Accounts Payable	\$148	\$276	\$217	\$418	\$509
Customer Deposits	\$2	\$2	\$2	\$2	\$2
Taxes Payable	(\$1)	\$0	\$0	\$4,791	\$4,604
Other Current Liabilities	\$1	\$2	\$3	\$4	\$5
Other Long Term Liabilities	\$14	\$14	\$19	\$24	\$50
Net Operating Cash Flow	(\$2,863)	(\$5,446)	\$1,447	\$17,699	\$39,558
Investing Cash Flows:					
Acquisition of Fixed Assets	(\$621)	(\$1,259)	(\$572)	(\$640)	(\$722)
Financing Cash Flows:					
Notes Payable	(\$33)	\$939	(\$367)	(\$333)	(\$333)
Common Stock	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Seed #1	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Seed #2	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series A	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series B	\$0	\$0	\$0	\$0	\$0
Preferred Stock - Series C	\$0	\$0	\$0	\$0	\$0
Net Financing Cash Flow	(\$504)	\$147	(\$912)	(\$1,158)	(\$1,187)
Net Change in Cash	(\$3,367)	(\$5,299)	\$535	\$16,541	\$38,371
Beginning Cash Balance	\$450	(\$2,917)	(\$8,216)	(\$7,681)	\$8,860
Ending Cash Balance	(\$2,917)	(\$8,216)	(\$7,681)	\$8,860	\$47,231
Min/Max Level of Cash in Year	(\$2,917)	(\$8,439)	(\$10,347)	(\$7,853)	\$7,139

Financial Plan Summary

Knight Software Systems, Inc.

Best Case Test Data

Version 2.4 Test Data

Income Statement (\$1,000s)	2003		2004		2005		2006		2007	
Revenues:										
Product Sales	\$956	72%	\$9,332	88%	\$32,640	81%	\$78,473	77%	\$120,078	65%
Consumable Sales	\$369	28%	\$902	8%	\$5,640	14%	\$17,607	17%	\$55,529	30%
Service Revenues	\$0	0%	\$82	1%	\$1,022	3%	\$4,608	5%	\$6,940	4%
Consulting Revenues	\$0	0%	\$300	3%	\$800	2%	\$1,350	1%	\$2,400	1%
Royalties Revenues	\$0	0%	\$0	0%	\$100	0%	\$325	0%	\$630	0%
Total Gross Revenues	\$1,325	100%	\$10,615	100%	\$40,202	100%	\$102,363	100%	\$185,577	100%
Product COGS	\$256	54%	\$2,464	81%	\$8,929	79%	\$22,118	77%	\$32,155	64%
Consumable COGS	\$100	21%	\$206	7%	\$1,284	11%	\$4,016	14%	\$12,653	25%
Service COGS	\$114	24%	\$224	7%	\$676	6%	\$1,995	7%	\$4,524	9%
Consulting COGS	\$0	0%	\$140	5%	\$360	3%	\$600	2%	\$880	2%
Royalties COGS	\$0	0%	\$0	0%	\$20	0%	\$78	0%	\$168	0%
Total Cost of Goods Sold	\$471	100%	\$3,034	100%	\$11,269	100%	\$28,807	100%	\$50,380	100%
% of Gross Revenues	36%		29%		28%		28%		27%	
Product Gross Margin	\$699	85%	\$6,868	94%	\$23,711	85%	\$56,356	79%	\$87,923	67%
Consumable Gross Margin	\$269	33%	\$696	10%	\$4,356	16%	\$13,591	19%	\$42,876	33%
Service Gross Margin	(\$114)	-14%	(\$143)	-2%	\$346	1%	\$2,613	4%	\$2,416	2%
Consulting Gross Margin	\$0	0%	\$160	2%	\$440	2%	\$750	1%	\$1,520	1%
Royalties Gross Margin	\$0	0%	\$0	0%	\$80	0%	\$247	0%	\$462	0%
Less Adjustments to GM	(\$33)	-4%	(\$257)	-4%	(\$967)	-3%	(\$2,449)	-3%	(\$4,461)	-3%
Total Gross Margin	\$821	100%	\$7,324	100%	\$27,966	100%	\$71,108	100%	\$130,736	100%
% of Gross Revenues	62%		69%		70%		69%		70%	
Expenses:										
Sales	\$897	68%	\$2,711	26%	\$7,648	19%	\$17,291	17%	\$30,921	17%
Marketing	\$260	20%	\$2,525	24%	\$4,560	11%	\$6,908	7%	\$10,690	6%
R and D	\$723	55%	\$885	8%	\$1,570	4%	\$2,233	2%	\$3,041	2%
Engineering	\$733	55%	\$1,722	16%	\$2,292	6%	\$2,869	3%	\$3,544	2%
Operations	\$269	20%	\$1,258	12%	\$2,582	6%	\$4,091	4%	\$6,129	3%
G and A	\$784	59%	\$2,363	22%	\$3,512	9%	\$5,175	5%	\$6,459	3%
Total Operating Expenses	\$3,665	277%	\$11,464	108%	\$22,165	55%	\$38,566	38%	\$60,784	33%
Operating Income / (Loss)	(\$2,844)	-215%	(\$4,140)	-39%	\$5,801	14%	\$32,541	32%	\$69,952	38%
Net Income / (Loss) after tax	(\$2,855)	-216%	(\$4,197)	-40%	\$5,688	14%	\$18,520	18%	\$38,568	21%
EBITDA	(\$2,778)	-210%	(\$3,856)	-36%	\$6,260	16%	\$33,116	32%	\$70,664	38%
Key Business Data	2003		2004		2005		2006		2007	
Total Product Units Sold	50		455		1,630		4,250		6,850	
Sales Growth Rate (Yr. to Yr.)	---		701%		279%		155%		81%	
Total Employees	26		119		207		335		473	
Avg. Revenue per Employee	\$51		\$89		\$194		\$306		\$392	
Burn Rate per Month - GROSS	(\$396)		(\$1,313)		(\$2,834)		(\$5,668)		(\$9,324)	
Burn Rate per Month - NET	(\$289)		(\$450)		\$436		\$2,658		\$5,769	
Breakeven Volume Achieved	Not Yet		Q-2		Q-1		Q-1		Q-1	
Balance Sheet Summary	2003		2004		2005		2006		2007	
Cash	(\$2,917)		(\$8,216)		(\$7,681)		\$8,860		\$47,231	
Total Current Assets	(\$2,539)		(\$6,011)		(\$536)		\$22,641		\$65,905	
Fixed Assets, Net Dep.	\$610		\$1,585		\$1,699		\$1,764		\$1,773	
Total Assets	(\$1,929)		(\$4,425)		\$1,163		\$24,405		\$67,678	
Total Short Term Liabilities	\$418		\$1,793		\$1,657		\$6,478		\$11,220	
Total Long Term Liabilities	\$114		\$440		\$477		\$377		\$339	
Total Liabilities	\$532		\$2,233		\$2,133		\$6,855		\$11,560	
Total Owners' Equity	(\$2,461)		(\$6,658)		(\$970)		\$17,550		\$56,118	
Total Liabs & Owners' Equity	(\$1,929)		(\$4,425)		\$1,163		\$24,405		\$67,678	
Cash Flow Summary	2003		2004		2005		2006		2007	
Net Operating Cash Flow	(\$2,863)		(\$5,446)		\$1,447		\$17,699		\$39,558	
Acquisition of Fixed Assets	(\$621)		(\$1,259)		(\$572)		(\$640)		(\$722)	
Net Financing Cash Flow	(\$504)		\$147		(\$912)		(\$1,158)		(\$1,187)	
Net Change in Cash	(\$3,367)		(\$5,299)		\$535		\$16,541		\$38,371	
Beginning Cash Balance	\$450		(\$2,917)		(\$8,216)		(\$7,681)		\$8,860	
Ending Cash Balance	(\$2,917)		(\$8,216)		(\$7,681)		\$8,860		\$47,231	