



Marijuana Dispensary

BUSINESS PLAN


Sit back, relax and get high



Prepared By

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1.

Executive Summary

Company Summary

Market Opportunities

Start-up Summary

Financial Summary

Company Summary



TIP

MariMed is a brand of marijuana dispensary/retail store that will provide an unparalleled patient shopping experience.

Our dispensary/retail store will be located on one of the busiest streets in City California. The facility is well-positioned, and it matches the market. [To unlock help try Upmetrics!](#)

Start Writing here...



TIP

Aside from the dispensing of marijuana plant material and concentrates which is our core product, MariMed will sell a wide range of additional Medicinal Cannabis-Infused products such as edibles and topicals. We will also engage in the sale of accessories and supplies related to concentrate delivery methods.

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Products & Services

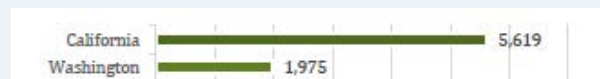
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Market Opportunities



TIP

Over 60% of the U.S. population now lives in states that have legalized some form of cannabis use and sales.



The North America legal cannabis market is growing rapidly. [To unlock help try Upmetrics!](#)

Start-up Summary

The business will be fully funded at \$0.0 million. This will include the total capital cost of over \$0.0 million, leaving nearly \$0.0 million as working capital.

Table 1. Start-up expenses

	Quarter 1	Quarter 2	Quarter 3	Quarter 4
CAPEX				
Land & Development	0	0	0	0
Space improvements including finishing/painting, kitchen, office space, bathrooms, etc.	100,000	0	0	0

	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Security system including multiple cameras feeds and metal/weapons detectors	20,000	0	0	0
Furniture, Display Counters, Refrigerators, Freezers, multiple post/ Cash Registers, Registration Computer, CommercialLabel Printer, Storage Hardware, and Shelving	50,000	0	0	0
Cost for Computer Software (Accounting Software, payroll software, CRM Software, Microsoft Office, QuickBooks)	2,000	0	0	0
OPEX				
Direct Costs	243,996	404,386	450,455	496,524
Initial & GeneralCosts	50,400	3,900	3,900	3,900
Operating Expenses, including salaries	83,201	113,949	127,773	128,221
Marketing & Sales Expenses	24,230	26,314	26,314	26,314
Misc.	2,707	4,079	4,102	4,124
Total	576,535	552,628	612,543	659,083

Financial Summary



TIP

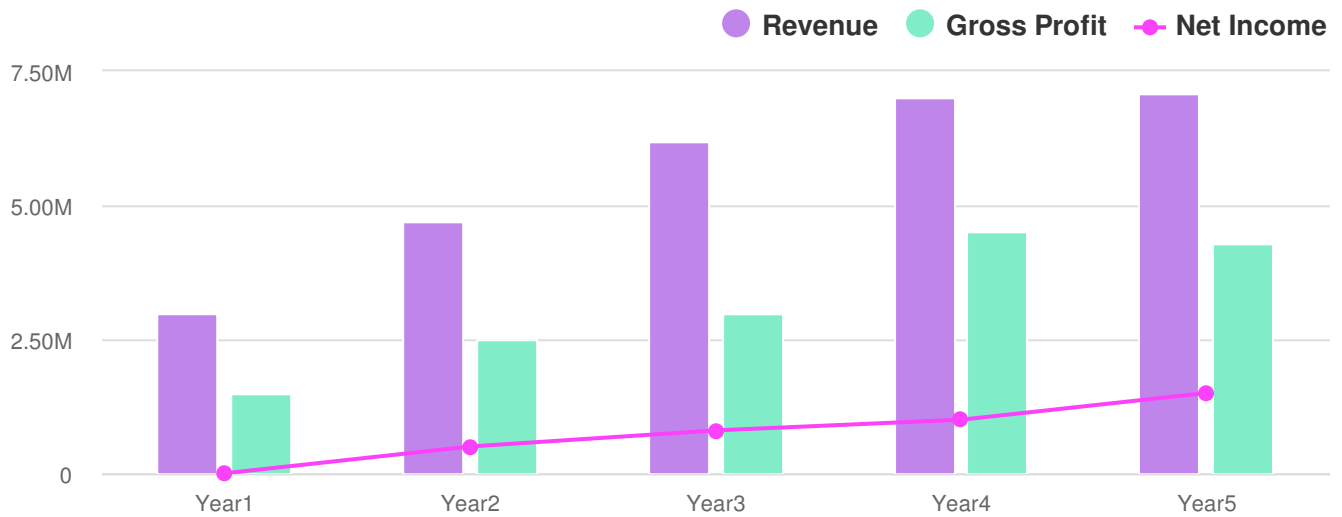
MariMed will fund its startup costs largely through personal savings and private investments.

From a total investment of \$0.0 million, MariMed is expected to generate nearly \$0.0 million in gross revenues with a net income of

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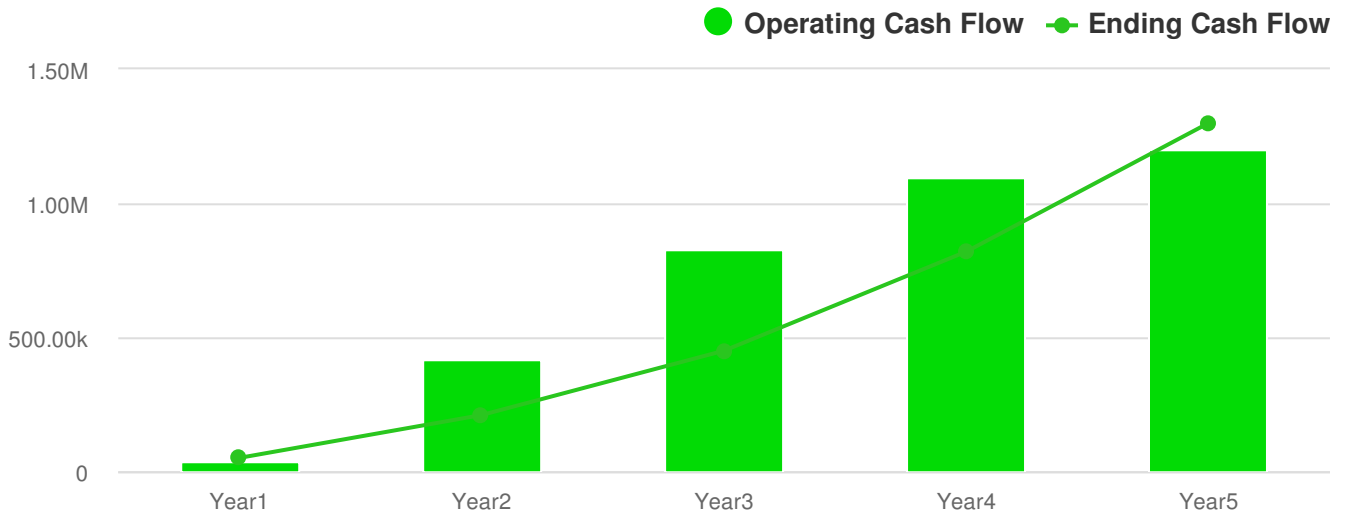
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Revenue & Profit Forecast



Financial Year	Revenue	Gross Profit	Net Income
Year1	3000000	1500000	0
Year2	4700000	2500000	500000
Year3	6200000	3000000	800000
Year4	7000000	4500000	1000000
Year5	7100000	4300000	1500000

Cash Flow Forecast



Financial Year	Operating Cash Flow	Ending Cash Flow
Year1	40000	50000
Year2	420000	210000
Year3	830000	450000
Year4	1100000	820000
Year5	1200000	1300000

Direct and Indirect Social Impacts

The company will create more than 500+ new jobs in the country with over \$0.5 million salaries, \$0.02 Social Security taxes, \$0.01 Million Medicare taxes, and \$0.02 Million for Insurance each year. The company also intends 0.5% of sales will be allocated to the schools and different community programs.

Table 2. Taxes flow

	Year1	Year2	Year3	Year4	Year5
Federal Tax	527,807	809,493	1,053,356	1,185,449	1,185,449
State Tax	70,578	133,474	191,590	224,859	225,251
Community Programs	15,517	23,798	30,967	34,851	34,851

2.

Market Analysis

Global Market

North American Marijuana Market

The U.S. Marijuana Market

U.S. marijuana Retail Market

California marijuana Industry

SWOT Analysis

Global Market



TIP

The global legal marijuana market amounted to \$9.5 billion in 2017, growing by 37 percent on the year, according to the report "The Road Map to a \$57 Billion Worldwide Market".

Spending on legal marijuana worldwide is expected

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TIP

The initial decision by many U.S. states and Canada to create medical-only marijuana regulations prompted many other countries to act similarly while legalization of adult recreational use in California and Canada triggered a second wave of legalizing laws internationally to increase access to medical marijuana.

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Key Trends

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North American Marijuana Market



TIP

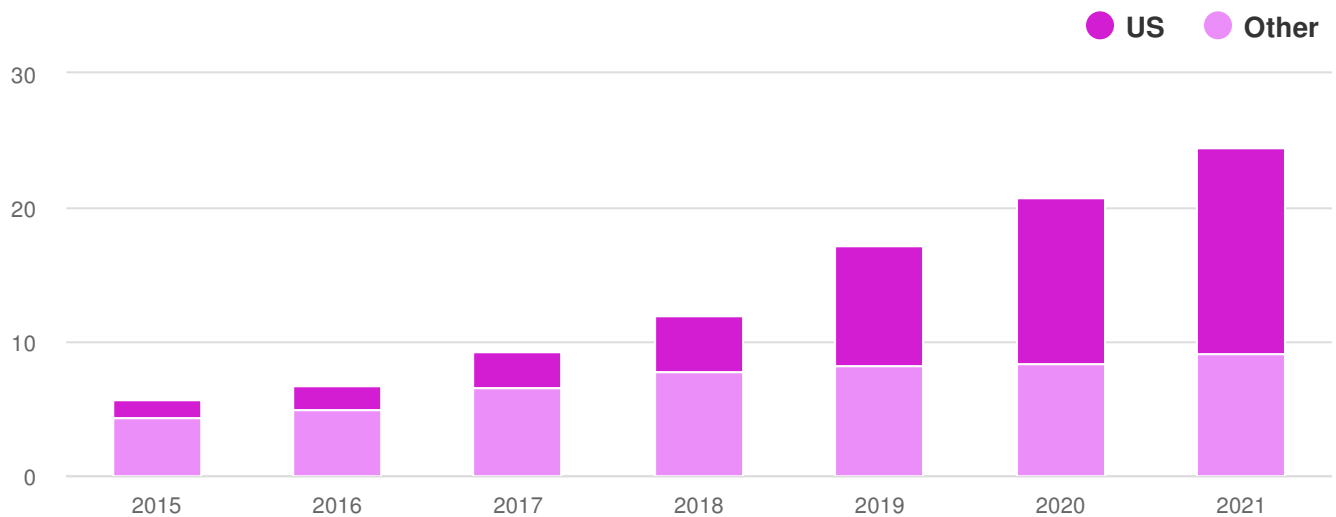
The North America legal marijuana market amounted to \$12 billion in 2018, growing by 30 percent on the year. The largest market was the United States, which totaled \$10.4 billion. It was followed by Canada with \$1.6 billion.

The report from marijuana industry analysts ArcView

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Medical and recreational cannabis sales forecast, billion



The U.S. Marijuana Market



TIP

In 2018, 62% of Americans report supporting cannabis legalization, double what it was in 2000 (31%)⁵. Although the use of cannabis is illegal under federal law and the federal government classifies cannabis as a schedule 1 drug, more than 60% of the U.S. states have legalized it in some form. Most states legalized it only for medical purposes, but ele

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U.S. marijuana Retail Market



TIP

The expected growth came after a solid 2016 when recreational marijuana sales increased by 80% to reach \$1.8 billion. Colorado and Washington led the charge, while Oregon's adult-use market posted strong sales gains in its first full calendar year of operation. The industry also saw a spike in medical marijuana sales, as patient counts rose in new state

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California marijuana Industry



TIP

In 1996, California became the first state to allow for medical marijuana use. State voters approved Proposition 215, the law that made it legal for doctors to recommend marijuana to patients.

California has 482 cities and 58 counties, all with th

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Legalization

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TIP

In California, the weather conditions are ideal for cultivating marijuana outside, while a lot of marijuana is also grown indoors in massive warehouses. The state's marketplace is also known for its decades-long experience developing marijuana strains. Third-generation growers and breeders have some unparalleled knowledge of the plant and of the relate

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Market

Start writing here...

SWOT Analysis

Strengths

- The building of dependable relationships with indoor and outdoor cultivators concentrates, and edibles manufacture across northern and southern California
- Diversified, Strategic Partnerships
- Extensive industry
- Knowledge

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Weaknesses

- Enhanced risk of banking / financial / IRS scrutiny
- Lack of professional workforce for a marijuana industry
- High starting capital

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Opportunities

- High growth industry
- Growing interest and demand for natural, alternative medicine
- The trend toward greater marijuana legalization, including the use of marijuana for recreational purposes
- A significant drop in wholesale pricing
- Global Market

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Threats

- Enforcement of federal law
- Possible marijuana law changing
- Indicators of a slowed global economy
- Large companies entering the market

T

3.

Marketing Strategy & Implementation

Marketing Strategy

Sales Forecast

Marketing Strategy



TIP

Because marijuana is illegal under federal law, state governments and online advertising platforms are placing strict rules on how companies can market their products.

Google, Facebook, and Twitter all have advertising

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Marketing Plan

Start writing here...



TIP

Aside from marijuana which is our core product, MariMed dispensary/retail store will retail a wide range of Medicinal marijuana Infused to customers who are based in Location and every other city where our stores will be opened. We will also engage in the sale of accessories such as pipes, lighters, apparel, etc.

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Target Customers

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Sales Forecast



TIP

During the first year, the Company expects to generate about \$0,000,000 in revenue.

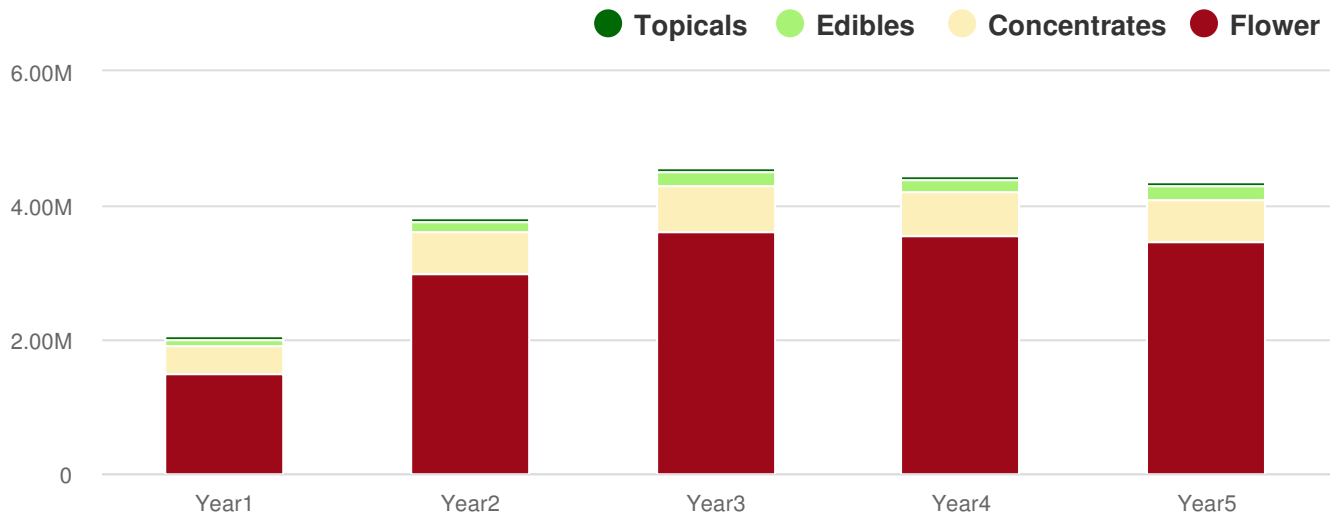
From the second year, Company will generate income from \$3,500-\$7,000 a day for the first few months with increasing to about

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Assumptions

Start writing here...

Sales forecast



Financial Year	Topicals	Edibles	Concentrates	Flower
Year1	50000	100000	400000	1500000
Year2	60000	150000	600000	3000000
Year3	70000	200000	700000	3600000
Year4	50000	200000	650000	3550000
Year5	60000	210000	650000	3450000

Start Writing here...

4.

Operating Plan

Dispensary/Retail Store Location and Facilities

Physical Security Plan

Video Surveillance

Laboratory Testing Requirements

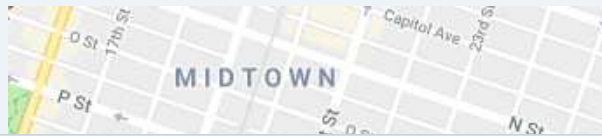
Packaging and Labeling Requirements

THC Limits

Dispensary/Retail Store Location and Facilities



The physical address of our retail shop facility will be:



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Location and Building Specifications

Start writing here...



A floor plan of the retail store detailing the location of the following:

- A: All entrances and exits
- B: The location of any windows, skylights, and roof hatches:
- C: The location of all cameras, the and their fi

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Floor Plan

Start writing here...



The main objectives of our security lighting system at the store are to illuminate dark areas and detect and recognize the movement in the protected area. The best vision with outdoor lighting is obtained from downward directed and shielded security lighting that is constantly on, supplemented with instant on lighting triggered by motion detectors.

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Lighting

Start writing here...



Once each facility is operational, we will employ the name of the company, a private company that will provide security guards. Uniformed armed and unarmed security personnel will be on-site monitoring the facility during hours of operation. All security personnel will be thoroughly screened, trained, and strictly supervised by our Security Department work

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Guards

Start writing here...

Physical Security Plan



TIP

We will secure the perimeter of our facilities to prevent unauthorized intrusion. With our store, we plan to use one or more of the following critical elements to secure the perimeter of our building: security fencing, security guards, and electronic surveillance (round-the-clock manned or alarmed camera surveillance and electronic intrusion detection).

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Start Writing here...



TIP

The property has a total of number common parking spaces on its premises in the front of the building with another number in the rear of the building. These spaces will easily accommodate customers' traffic. There also is an abundance of neighborhood parking in the surrounding areas in the event that parking on site is not possible.

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Customers Access

Start writing here...



TIP

Movement within the facility will be tightly controlled. All main access doors, doors to the store will require key cards and electronic passcodes. In addition, customers will need to buzz in from the waiting room as described above. Only permitted employees will be allowed to enter the store.

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Internal Access-Point Control

Start writing here...



TIP

MariMed has limited access areas. MariMed ensures that the secured areas are accessible only to the licensee, licensee representatives, and authorized personnel, service personnel, or distributors.

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Limited Access to Secured Areas and Visitors

Start writing here...



TIP

We will install a comprehensive electronic security system with video surveillance/recording capability, third-party monitoring, intrusion detection, and panic buttons.

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Electronic Security System

Start writing here...

Video Surveillance



TIP

We will employ state-of-the-art external and internal cameras, each with a minimum resolution capacity of 1280x720 pixels. All video footage will be stored for a minimum of 90 days. Recordings are subject to inspection. This is sufficient to allow facial identification of anyone in or near the facility. Our CCTV camera system with digital recorder includes

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Start Writing here...



TIP

MariMed anticipates contracting with a vendor to help deter, detect, and document security events at each facility from a remote location. The vendor will monitor for fire and for the security breach of doors or windows. Trained professionals from their monitoring centers will be able to access our security surveillance system at all times and will report and

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Third-Party Monitoring

Start writing here...



TIP

Our alarm system will have motion detectors covering entryways and exits, hallways, the retail sales floor, storage rooms, and windows.

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Intrusion and Motion Detection

Start writing here...



TIP

We shall install, maintain, and use a professionally monitored robbery and burglary alarm system; which meet the following requirements:

- A test signal shall be transmitted to the central station every twenty-four (24) hours;

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Burglary Alarm System

Start writing here...



TIP

Panic buttons will be installed

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Panic Buttons and Internal Communications

Start writing here...



TIP

The Processing Facility will comply with all local fire code requirements. Fire Prevention is a vital aspect of processing safety. As part of MariMed's commitment to the safety of our employees, we have developed a comprehensive Fire Plan to address how fires will be prevented and managed/contained if they do occur. Knowing that p

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Fire Security

Start writing here...

Laboratory Testing Requirements



TIP

- Untested marijuana goods cannot be sold by a retailer and must be destroyed. A retailer may not send marijuana goods to a distributor for testing.
- Untested marijuana goods manufactured or harvested on or after January 1, 2018, in possession of a distributor that is ow

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Start writing here...

Packaging and Labeling Requirements



TIP

- A retailer shall not accept marijuana goods that are not properly packaged and labeled. A retailer shall not package or label marijuana goods, even if the marijuana goods were in inventory before July 1, 2018. However, for medicinal sales, retailers will place a sticker on marijuana goods stating, "FOR MEDICAL USE ONLY" u

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Start Writing here...

THC Limits



TIP

Edible marijuana goods may not exceed 10 milligrams of THC per serving and may not exceed 100 milligrams of THC per package.

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For Edible marijuana Products

Start writing here...



TIP

- Non-edible marijuana products shall not contain more than 1,000 milligrams of THC per package if intended for sale only in the adult-use market.
- Non-edible marijuana products shall not contain more than 1,000 milligrams of THC per package intended for sale in the adult-use market.

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For Non-edible marijuana Products

Start writing here...

5.

Organizational Structure

Personnel Plan

Ownership



TIP

MariMed is a business that will be built on a solid foundation. From the outset, we have decided to recruit only qualified people to a man in various job positions in our company. We are quite aware of the rules and regulations governing the marijuana industry of which marijuana dispensing falls under which is why we decided to recruit experienced and qualified employees as

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Personnel Plan

Position	Year1	Year2	Year3	Annual Salary
Operating Director	1	1	1	50,000 + %
Admin and logistics personnel	1	2	2	72,000
Sales& Marketing Personnel	1	3	5	60,000
Security	1	2	2	50,000

Ownership



JOHN DOE

CEO & Owner- johnd@example.com

John Doe will serve as Owner and Chief Executive of MariMed Dispensaries Inc. Mr. John will be responsible for the day to day operation of MariMed Dispensaries. Duties will include establishing relationships and negotiations with product vendors and landlords; as well as working with Realm store management in regards to sales initiatives, marketing, branding, and staff training. His efforts will ensure the Company presents the most professional and consumer-friendly brand in the Alberta retail cannabis industry.

Start Writing here...

6.

Financial Plan

Funding analysis

Direct and Operating Expense Breakdown

Profit & Loss Forecast

Cash Flow Statement

Balance Sheet

Main Ratios

Funding analysis

The company intends to raise \$000,000 for 5 years with an ROI of 12% and a profit share of 5%. The first repayment will start from the 11th month.

Long-term debt schedule

Long-term Debt	1	2	3	4	5	6
Long-Term Debt Beginning Balance	650,000	650,000	650,000	650,000	650,000	650,000
Long-Term Debt Repayment	0	0	0	0	0	0
Long-Term Debt Ending Balance	650,000	650,000	650,000	650,000	650,000	650,000
ROI	6,500	6,565	6,631	6,697	6,764	6,832
Profit Share (Investors)	0	0	0	0	0	0
Long-term Debt	7	8	9	10	11	12
Long-Term Debt Beginning Balance	650,000	650,000	650,000	650,000	650,000	639,167
Long-Term Debt Repayment	0	0	0	0	10,833	10,833
Long-Term Debt Ending Balance	650,000	650,000	650,000	650,000	639,167	628,333
ROI	6,900	6,969	7,039	7,109	7,072	7,034
Profit Share (Investors)	0	0	0	0	0	0
Long-term Debt	13	14	15	16	17	18
Long-Term Debt Beginning Balance	628,333	617,500	606,667	595,833	585,000	574,167
Long-Term Debt Repayment	10,833	10,833	10,833	10,833	10,833	10,833
Long-Term Debt Ending Balance	617,500	606,667	595,833	585,000	574,167	563,333
ROI	6,996	6,958	6,919	6,880	6,840	6,800
Profit Share (Investors)	0	0	0	0	0	0
Long-term Debt	19	20	21	22	23	24

Long-Term Debt Beginning Balance	563,333	552,500	541,667	530,833	520,000	509,167
Long-Term Debt Repayment	10,833	10,833	10,833	10,833	10,833	10,833
Long-Term Debt Ending Balance	552,500	541,667	530,833	520,000	509,167	498,333
ROI	6,760	6,719	6,678	6,637	6,595	6,552
Profit Share (Investors)	0	0	0	0	0	0
Long-term Debt	25	26	27	28	29	30
Long-Term Debt Beginning Balance	498,333	487,500	476,667	465,833	455,000	444,167
Long-Term Debt Repayment	10,833	10,833	10,833	10,833	10,833	10,833
Long-Term Debt Ending Balance	487,500	476,667	465,833	455,000	444,167	433,333
ROI	6,509	6,466	6,423	6,378	6,334	6,289
Profit Share (Investors)	0	0	0	0	0	0

Direct and Operating Expense Breakdown

Direct Costs

	Year1	Year2	Year3	Year4	Year5
Products Purchase					
Flowers	583,779	1,071,133	1,076,365	1,076,365	1,076,365
Concentrates	225,084	412,990	415,007	415,007	415,007
Edibles	35,767	65,626	65,946	65,946	65,946
Topicals	3,700	6,789	6,822	6,822	6,822
Other	40,533	74,370	74,734	74,734	74,734
Delivery Costs					
Delivery costs	16,609	30,474	30,623	30,623	30,623
Fuel	5,424	9,951	10,000	10,000	10,000
Other delivery costs	0	0	0	0	0
Other Direct Costs					
Other direct costs	0	0	0	0	0
Initial inventory	71,588	0	0	0	0
Other direct costs	0	0	0	0	0
Other direct costs	0	0	0	0	0
Taxes					
marijuana Business Tax	373,701	685,676	689,025	689,025	689,025
Total	1,356,183	2,357,009	2,368,523	2,368,523	2,368,523

Operating Expenses

	Year1	Year2	Year3	Year4	Year5
Initial & General Costs					
Legal Fees & Licensing for setting up	45,000	0	0	0	0
Website/E-commerce platform development	1,800	0	0	0	0
Other Initial costs	1,000	0	0	0	0
Licensing and other legal fees (from the second year)	0	30,000	30,000	30,000	30,000
Professional Services, Commercial Insurance	14,300	15,600	15,600	15,600	15,600
Operating Expenses (retail business)					
Other Operating Expenses	0	0	0	0	0
Building Renting	165,000	180,000	180,000	180,000	180,000
Inventory, packaging supplies	55,000	60,000	60,000	60,000	60,000
Phone, internet and utility	27,500	30,000	30,000	30,000	30,000
Building Maintenance	0	0	0	0	0
Property Taxes	0	0	0	0	0
Community Service (% of gross receipts)	15,517	23,798	30,967	34,851	34,851
Marketing & Sales Expenses					
Marketing Expenses, including PR, Branding, Online and Offline advertising	22,917	25,000	25,000	25,000	25,000
Misc.	15,012	16,720	17,078	17,273	17,273
Salaries & Benefits	270,383	338,218	372,613	372,613	372,613
Total	633,428	719,336	761,258	765,336	765,336

Profit & Loss Forecast

Business's revenue is projected to grow significantly for the first two years' timeframe. The early projections are in the table below:

	Year1	Year2	Year3	Year4	Year5
Revenue	3,103,382	4,759,625	6,193,487	6,970,163	6,970,163
Direct Costs	1,595,361	2,446,789	3,183,897	3,583,164	3,583,164
Gross Profit	1,508,021	2,312,836	3,009,590	3,386,998	3,386,998
% of revenue	49%	49%	49%	49%	49%
Operating Expense					
Initial & General Costs	62,100	45,600	45,600	45,600	45,600
Operating Expenses (retail)	263,017	293,798	300,967	304,851	304,851
Sales & Marketing Expenses	103,172	139,650	174,045	174,045	174,045
Senior Management Salaries & Benefits	127,070	160,510	160,510	160,510	160,510
IT Salaries & Benefits	0	0	0	0	0
Other Salaries & Benefits	63,058	63,058	63,058	63,058	63,058
Misc.	15,012	16,720	17,078	17,273	17,273
Total Operating Expense	633,428	719,336	761,258	765,336	765,336
Operating Income (EBITDA)	874,592	1,593,500	2,248,331	2,621,662	2,621,662
% of revenue	28%	33%	36%	38%	38%
Depreciation and Amortization	9,764	9,764	9,764	9,764	9,764
Earnings Before Interest & Taxes (EBIT)	864,828	1,583,736	2,238,567	2,611,898	2,611,898
Interest Expense	(66,432)	(73,853)	(71,258)	(68,245)	(63,810)
Earnings Before Taxes (EBT)	798,396	1,509,883	2,167,310	2,543,653	2,548,088

	Year1	Year2	Year3	Year4	Year5
Income Tax	598,385	942,966	1,244,947	1,410,308	1,410,700
Net Income	200,011	566,917	922,363	1,133,345	1,137,388

Cash Flow Statement

The cash flow projections show that the business will have sufficient cash to support the activity. The following table presents a view of projected cash flow of the business.

	Year1	Year2	Year3	Year4	Year5
Net Income	200,011	566,917	922,363	1,133,345	1,137,388
Cash Flow from Operations					
Depreciation	9,764	9,764	9,764	9,764	9,764
Change in Receivables	(165,956)	(59,744)	(59,744)	(4,979)	0
Change in Inventory	(132,860)	(48,636)	(48,636)	(6,293)	0
Change in Accounts Payable	132,860	48,636	48,636	6,293	0
Total Cash Flow from Operations	43,819	516,937	872,383	1,138,130	1,147,152
Cash Flow from Investing					
Capital Expenditures (CAPX)	(172,000)	0	0	0	0
Other	0	0	0	0	0
Total Cash Flow from Investing	(172,000)	0	0	0	0
Cash Flow from Financing					
Revolver Issuance / (Repayment)	450,000	0	0	0	0
Long-Term Debt Issuance / (Repayment)	(15,000)	(90,000)	(90,000)	(90,000)	(165,000)
Paid in Capital	0	0	0	0	0
Drawings (profit share)	(17,215)	(93,305)	(140,966)	(170,671)	(171,006)
Total Cash Flow from Financing	417,785	(183,305)	(230,966)	(260,671)	(336,006)
Total Change in Cash	289,604	333,631	641,417	877,459	811,146
Beginning Period Cash	0	289,604	623,235	1,264,652	2,142,111
Ending Period Cash	289,604	623,235	1,264,652	2,142,111	2,953,257

Balance Sheet

The balance sheet shows healthy growth of net worth and a strong financial position.

	Year1	Year2	Year3	Year4	Year5
Assets					
Current Assets					
Cash	289,604	623,235	1,264,652	2,142,111	2,953,257
Receivables	165,956	225,701	285,445	290,423	290,423
Inventory	132,860	181,496	230,132	236,426	236,426
Total Current Assets	588,420	1,030,432	1,780,229	2,668,960	3,480,106
Long Term Assets					
Property Plant& Equipment(PPE), gross	172,000	172,000	172,000	172,000	172,000
Accumulated Depreciation of PPE	(9,764)	(19,528)	(29,292)	(39,056)	(48,821)
PP&E, net	162,236	152,472	142,708	132,944	123,179
Total Assets	750,656	1,182,903	1,922,937	2,801,904	3,603,286
Liabilities					
Current Liabilities					
Accounts Payable	132,860	181,496	230,132	236,426	236,426
Total CurrentLiabilities	132,860	181,496	230,132	236,426	236,426
Long Term Liabilities	435,000	345,000	255,000	165,000	0
Total Liabilities	567,860	526,496	485,132	401,426	236,426
Equity					
Paid-in Capital/Drawings	(17,215)	(110,520)	(251,486)	(422,157)	(593,163)
Retained Earnings	200,011	766,927	1,689,291	2,822,636	3,960,023
Current Period RetainedEarnings	182,796	656,407	1,437,805	2,400,478	3,366,860

	Year1	Year2	Year3	Year4	Year5
Total Equity	182,796	656,407	1,437,805	2,400,478	3,366,860
Total Liabilitiesand Equity	750,656	1,182,903	1,922,937	2,801,904	3,603,286



TIP

The return on equity ratio (ROE) measures how much the owner and investors earn for their investment in the company. The higher the ratio percentage, the better the return is. In general, financial analysts consider the return on equity ratios in the 15-20% range as representing attractive levels of investment quality. As we can see ROE (DuPont) for our project is higher and that up

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Main Ratios

	Year2	Year3	Year4	Year5	Avg. (2-5 years)
Return on Equity	178.4%	90.1%	50.5%	35.0%	88.5%
Return on Assets	75.0%	63.5%	41.8%	31.5%	52.9%
Financial Leverage	2.24	1.37	1.17	1.08	1.46
Correction Factor	1.06	1.04	1.04	1.03	1.04
Return on Assets					
Return on Sales	17.6%	21.6%	22.0%	22.3%	20.9%
Asset turnover	4.26	2.94	1.90	1.41	2.63
Profitability					
Gross margin	48.9%	48.9%	48.9%	48.9%	48.9%
SG&A as % of Sales	15.0%	11.4%	11.0%	10.8%	12.0%
Operating Margin	33.6%	37.3%	37.6%	37.8%	36.6%
Interest Expenses % of Sales	1.8%	1.4%	1.3%	1.2%	1.5%
Effective Tax Rate	41.2%	37.4%	37.1%	36.9%	38.2%
Asset Turnover Ratios					
Accounts Receivable Turnover	24.5	24.7	24.0	24.0	24.3
Inventory Turnover	15.7	15.7	15.1	15.1	15.4
Accounts Payable Turnover	16.2	15.7	15.1	15.1	15.5
Fixed asset turnover	21.0	28.7	31.0	33.7	28.6

	Year2	Year3	Year4	Year5	Avg. (2-5 years)
Days Turnover Ratios					
Days Receivables	14.9	14.8	15.2	15.2	15.0
Days Inventory	23.2	23.3	24.1	24.1	23.7
Days Payables	22.5	23.2	24.1	24.1	23.5
Net TradeCycle	15.6	14.9	15.2	15.2	15.2
Liquidity Analysis					
Solvency Ratio	1.51	2.71	3.50	6.90	3.7
Current Ratio	6.72	11.82	17.46	22.72	14.7
Quick Ratio	5.72	10.82	16.46	21.72	13.7
CFO-to-Current Liabilities	5.28	6.89	6.83	6.90	6.5
Interest Coverage	18.41	26.96	28.48	30.59	26.1
Cash interest coverage	17.40	26.79	28.48	30.59	25.8
DuPont Analyses					
Net Profit Margin	19%	22%	23%	23%	21.8%
Asset Turnover	3.17	2.30	1.61	1.26	208.6%
Equity Multiplier	1.67	1.24	1.12	1.04	126.7%
DuPont Return on Equity	99%	64%	41%	30%	58.6%

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