

► 1- Company Info

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LEGAL NAME ► Doors To The World, Inc.

TRADING NAME ► Doors To The World, Inc.

ADDRESS ► 2020 Sommerhill Drive  
Suite N° 203  
New Barton, ON N2O 1T1

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FORM OF COMPANY ► Corporation

DATE COMPANY STARTED ► 

September	▼	2011	▼
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LAST FISCAL YEAR END ► 

September	▼	2014	▼
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LAST INTERIM STATEMENT ► 

Month	▼	Year	▼
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BUSINESS SECTOR ►

NAICS CODE ► 321911

% OF SALES THAT  
GO TO EXPORT ► 10%

► 2- Sales

SALES ACTIVITIES	HISTORICAL			PROJECTED		
	sept-12	sept-13	sept-14	sept-15	sept-16	sept-17
French doors	\$571,900	\$625,300	\$789,000	\$863,000	\$932,000	\$1 007,000
Panel doors	275,400	225,000	218,900	180,000	194,000	210,000
Windows	74,100	83,000	114,300	130,000	140,000	151,000
New door model				75,000	94,000	127,000
<b>TOTAL SALES (\$)</b>	<b>\$921,400</b>	<b>\$933,300</b>	<b>\$1 122,200</b>	<b>\$1 248,000</b>	<b>\$1 360,000</b>	<b>\$1 495,000</b>
<b>SALES ACTIVITIES (%)</b>						
French doors	62,1%	67,0%	70,3%	69,2%	68,5%	67,4%
Panel doors	29,9%	24,1%	19,5%	14,4%	14,3%	14,0%
Windows	8,0%	8,9%	10,2%	10,4%	10,3%	10,1%
New door model	0,0%	0,0%	0,0%	6,0%	6,9%	8,5%
	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%

▼ ASSUMPTIONS REGARDING SALES

Sales will follow the eplanned expansion activities (distribution in other provinces and New England)  
 For both years, sales will not materialize until 6 months in the fiscal year (time to establish working relationships with distributors, etc.)  
 New products will be lanuched October of next year  
 Projections suppose same price positioning and product quality (mid to high end)

### ▶ 3- Cost of Sales

	HISTORICAL			PROJECTED		
	sept-12	sept-13	sept-14	sept-15	sept-16	sept-17
Opening Inventory	\$173,700	\$147,500	\$227,100	\$212,400	\$270,000	\$290,000
Material Purchases	491,900	576,900	611,700	670,000	710,000	778,000
Freight & Duty	18,600	20,300	22,700	25,000	35,000	38,000
Other				3,000	3,000	3,000
Closing Inventory (-)	147,500	227,100	212,400	270,000	290,000	270,000
<i>Total Material Costs (\$)</i>	<i>\$536,700</i>	<i>\$517,600</i>	<i>\$649,100</i>	<i>\$640,400</i>	<i>\$728,000</i>	<i>\$839,000</i>
Direct Labour Wages	\$80,800	\$100,400	\$120,900	\$150,000	\$158,000	\$166,000
Repairs & Maintenance	4,800	1,000	1,700	2,500	3,000	3,000
Services / utilities	6,400	6,100	6,800	7,000	8,000	9,000
Depreciation	20,200	12,200	10,700	12,000	13,000	14,000
Overhead	18,400	21,200	28,800	32,000	35,000	37,000
Other	12,000	19,200	26,300	33,000	36,000	39,000
<b>TOTAL COST OF SALES (\$)</b>	<b>\$679,300</b>	<b>\$677,700</b>	<b>\$844,300</b>	<b>\$876,900</b>	<b>\$981,000</b>	<b>\$1 107,000</b>

#### COST OF SALES (%)

Opening Inventory	25,6%	21,8%	26,9%	24,2%	27,5%	26,2%
Material Purchases	72,4%	85,1%	72,5%	76,4%	72,4%	70,3%
Freight & Duty	2,7%	3,0%	2,7%	2,9%	3,6%	3,4%
Other	0,0%	0,0%	0,0%	0,3%	0,3%	0,3%
Closing Inventory (-)	21,7%	33,5%	25,2%	30,8%	29,6%	24,4%
<i>Total Material Costs (%)</i>	<i>79,0%</i>	<i>76,4%</i>	<i>76,9%</i>	<i>73,0%</i>	<i>74,2%</i>	<i>75,8%</i>
Direct Labour Wages	11,9%	14,8%	14,3%	17,1%	16,1%	15,0%
Repairs & Maintenance	0,7%	0,1%	0,2%	0,3%	0,3%	0,3%
Services / utilities	0,9%	0,9%	0,8%	0,8%	0,8%	0,8%
Depreciation	3,0%	1,8%	1,3%	1,4%	1,3%	1,3%
Overhead	2,7%	3,1%	3,4%	3,6%	3,6%	3,3%
Other	1,8%	2,8%	3,1%	3,8%	3,7%	3,5%
<b>TOTAL COST OF SALES (%)</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>

#### ▼ ASSUMPTIONS REGARDING COST OF SALES

Input material costs are expected to remain fairly constant over the forecast period.  
The addition of new employees is taken into account both in current year and in projection year 1.

► 4- Expenses

	HISTORICAL			PROJECTED		
	sept-12	sept-13	sept-14	sept-15	sept-16	sept-17
Selling Salaries	\$38,200	\$46,900	\$52,400	\$58,500	\$60,000	\$63,000
Traveling						
Advertising	9,800	3,500	4,800	6,600	7,500	12,000
Shipping & Delivery	27,400	22,400	27,100	32,800	35,000	38,000
Depreciation						
Other	8,000	6,000	6,900	7,000	8,500	9,500
<i>Total Sales Expenses (\$)</i>	<i>\$83,400</i>	<i>\$78,800</i>	<i>\$91,200</i>	<i>\$104,900</i>	<i>\$111,000</i>	<i>\$122,500</i>
Management Salaries	\$32,000	\$30,000	\$35,000	\$38,000	\$42,000	\$45,000
Office Salaries	34,400	38,100	41,400	44,000	46,000	48,000
Professional Fees	9,900	4,300	4,900	5,200	5,700	6,300
Telecommunication	7,000	9,300	9,100	9,300	8,500	9,500
Depreciation						
Office Expenses	12,600	13,700	17,100	19,200	22,500	24,000
Insurance & Taxes						
Bank Charges	14,300	18,500	16,100	17,500	18,500	17,000
Interest on L.T.D.	29,500	27,700	22,600	20,000	18,000	16,000
Bad Debts	8,700	2,700	4,200	5,000	6,000	8,000
Other						
<i>Total Admin. Expenses (\$)</i>	<i>\$148,400</i>	<i>\$144,300</i>	<i>\$150,400</i>	<i>\$158,200</i>	<i>\$167,200</i>	<i>\$173,800</i>
<i>Research &amp; Development (\$)</i>				<i>\$25,000</i>		
<b>TOTAL EXPENSES (\$)</b>	<b>\$231,800</b>	<b>\$223,100</b>	<b>\$241,600</b>	<b>\$288,100</b>	<b>\$278,200</b>	<b>\$296,300</b>

EXPENSES (%)

Selling Salaries	16,5%	21,0%	21,7%	20,3%	21,6%	21,3%
Traveling						
Advertising	4,2%	1,6%	2,0%	2,3%	2,7%	4,0%
Shipping & Delivery	11,8%	10,0%	11,2%	11,4%	12,6%	12,8%
Depreciation						
Other	3,5%	2,7%	2,9%	2,4%	3,1%	3,2%
<i>Total Sales Expenses (%)</i>	<b>36,0%</b>	<b>35,3%</b>	<b>37,7%</b>	<b>36,4%</b>	<b>39,9%</b>	<b>41,3%</b>
Management Salaries	13,8%	13,4%	14,5%	13,2%	15,1%	15,2%
Office Salaries	14,8%	17,1%	17,1%	15,3%	16,5%	16,2%
Professional Fees	4,3%	1,9%	2,0%	1,8%	2,0%	2,1%
Telecommunication	3,0%	4,2%	3,8%	3,2%	3,1%	3,2%
Depreciation						
Office Expenses	5,4%	6,1%	7,1%	6,7%	8,1%	8,1%
Insurance & Taxes						
Bank Charges	6,2%	8,3%	6,7%	6,1%	6,6%	5,7%
Interest on L.T.D.	12,7%	12,4%	9,4%	6,9%	6,5%	5,4%
Bad Debts	3,8%	1,2%	1,7%	1,7%	2,2%	2,7%
Other						
<i>Total Admin Expenses (%)</i>	<b>64,0%</b>	<b>64,7%</b>	<b>62,3%</b>	<b>54,9%</b>	<b>60,1%</b>	<b>58,7%</b>
<i>Research &amp; Development (%)</i>				<b>8,7%</b>		
<b>TOTAL EXPENSES (%)</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>	<b>100,0%</b>

▼ ASSUMPTIONS REGARDING EXPENSES

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► 5- Income Statement

	HISTORICAL			PROJECTED		
	sept-12	sept-13	sept-14	sept-15	sept-16	sept-17
Total Sales	\$921,400	\$933,300	\$1 122,200	\$1 248,000	\$1 360,000	\$1 495,000
Total Cost of Sales	679,300	677,700	844,300	876,900	981,000	1 107,000
<i>Gross Profit</i>	<i>\$242,100</i>	<i>\$255,600</i>	<i>\$277,900</i>	<i>\$371,100</i>	<i>\$379,000</i>	<i>\$388,000</i>
Sales Expenses	\$83,400	\$78,800	\$91,200	\$104,900	111,000	122,500
Admin Expenses	148,400	144,300	150,400	158,200	167,200	173,800
R&D				25,00		
<i>Total Expenses</i>	<i>\$231,800</i>	<i>\$223,100</i>	<i>\$241,600</i>	<i>\$288,100</i>	<i>\$278,200</i>	<i>\$296,300</i>
PROFITS / LOSS FROM OPERATIONS BEFORE AMORTIZATION AND TAX	<b>\$10,300</b>	<b>\$32,500</b>	<b>\$36,300</b>	<b>\$83,000</b>	<b>\$100,800</b>	<b>\$91,700</b>
Amortization						
PROFITS / LOSS FROM OPERATIONS BEFORE TAX	<i>\$10,300</i>	<i>\$32,500</i>	<i>\$36,300</i>	<i>\$83,000</i>	<i>\$100,800</i>	<i>\$91,700</i>
Taxes						
<i>Net income</i>	<b><i>\$10,300</i></b>	<b><i>\$32,500</i></b>	<b><i>\$36,300</i></b>	<b><i>\$83,000</i></b>	<b><i>\$100,800</i></b>	<b><i>\$91,700</i></b>

▼ NOTES TO INCOME STATEMENT

► 6- Statement of Financial Position

2014

**ASSETS**

Cash	\$2,800
Accounts Receivable	127,600
Inventory	1,300
Prepaid Expenses	147,600
Other	2,300
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<i>Current Assets</i>	<i>\$281,600</i>
Land	\$248,600
Building	15,800
Furniture & Fixtures	19,800
Equipment & Machinery	15,000
Other	
<i>Net Fixed Assets</i>	<i>\$299,200</i>
<hr/>	
Research & Development	\$2,100
Other Assets	
<i>Other Assets</i>	<i>\$2,100</i>
<hr/>	
<b>TOTAL ASSETS</b>	<b><u>\$582,900</u></b>

**LIABILITIES**

Bank Loan	\$110,000
Accounts Payable	69,200
Accruals	9,200
Current Portion of L.T.D.	32,900
Income Taxes Payable	2,700
Other	
<hr/>	
<i>Current Liabilities</i>	<i>\$224,000</i>
Term Debt	\$196,600
Shareholders' Advances	64,100
Other	
<i>Non Current Liabilities</i>	<i>\$260,700</i>
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Common Shares	\$60,000
Preferred Shares	
Retained Earnings	38,200
Contributed Surplus	
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b><u>\$98,200</u></b>
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<b>LIABILITIES + S/H EQUITY</b>	<b><u>\$582,900</u></b>

## STATEMENT OF FINANCIAL POSITION (CON'T)

## ASSETS

Cash	\$3,100
Accounts Receivable	140,400
Inventory	1,400
Prepaid Expenses	162,400
Other	2,500
<i>Current Assets</i>	<i>\$309,800</i>
Land	\$273,500
Building	
Furniture & Fixtures	17,400
Equipment & Machinery	21,800
Other	16,500
<i>Net Fixed Assets</i>	<i>\$329,200</i>
Research & Development	\$2,300
Other Assets	
<i>Other Assets</i>	<i>\$2,300</i>
<b>TOTAL ASSETS</b>	<b><u>\$641,300</u></b>

## STATEMENT OF FINANCIAL POSITION (CON'T)

## ASSETS

Cash	\$5,100
Accounts Receivable	145,400
Inventory	6,400
Prepaid Expenses	167,400
Other	7,500
<i>Current Assets</i>	<i>\$331,800</i>
Land	\$278,500
Building	
Furniture & Fixtures	17,400
Equipment & Machinery	26,800
Other	215,000
<i>Net Fixed Assets</i>	<i>\$537,700</i>
Research & Development	\$5,300
Other Assets	
<i>Other Assets</i>	<i>\$5,300</i>
<b>TOTAL ASSETS</b>	<b><u>\$874,800</u></b>

2015

## LIABILITIES

Bank Loan	\$160,000
Accounts Payable	76,100
Accruals	10,100
Current Portion of L.T.D.	36,200
Income Taxes Payable	3,000
Other	
<i>Current Liabilities</i>	<i>\$285,400</i>
Term Debt	\$216,300
Shareholders' Advances	70,500
Other	
<i>Non Current Liabilities</i>	<i>\$286,800</i>
Common Shares	\$66,000
Preferred Shares	
Retained Earnings	3,100
Contributed Surplus	
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b><u>\$69,100</u></b>
<b>LIABILITIES + S/H EQUITY</b>	<b><u>\$641,300</u></b>

2016

## LIABILITIES

Bank Loan	\$165,000
Accounts Payable	36,100
Accruals	25,100
Current Portion of L.T.D.	45,200
Income Taxes Payable	8,000
Other	
<i>Current Liabilities</i>	<i>\$350,400</i>
Term Debt	\$245,300
Shareholders' Advances	85,500
Other	9,000
<i>Non Current Liabilities</i>	<i>\$339,800</i>
Common Shares	\$89,000
Preferred Shares	50,400
Retained Earnings	45,200
Contributed Surplus	
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b><u>\$184,600</u></b>
<b>LIABILITIES + S/H EQUITY</b>	<b><u>\$874,800</u></b>



## STATEMENT OF FINANCIAL POSITION (CON'T)

2017

**ASSETS**

Cash	\$5,100
Accounts Receivable	145,400
Inventory	6,400
Prepaid Expenses	167,400
Other	7,500
<i>Current Assets</i>	<i>\$331,800</i>
Land	\$278,500
Building	
Furniture & Fixtures	17,400
Equipment & Machinery	26,800
Other	215,000
<i>Net Fixed Assets</i>	<i>\$537,700</i>
Research & Development	\$5,300
Other Assets	
<i>Other Assets</i>	<i>\$5,300</i>
<b>TOTAL ASSETS</b>	<b><u>\$874,800</u></b>

**LIABILITIES**

Bank Loan	\$165,000
Accounts Payable	36,100
Accruals	25,100
Current Portion of L.T.D.	45,200
Income Taxes Payable	8,000
Other	
<i>Current Liabilities</i>	<i>\$350,400</i>
Term Debt	\$245,300
Shareholders' Advances	85,500
Other	9,000
<i>Non Current Liabilities</i>	<i>\$339,800</i>
Common Shares	\$89,000
Preferred Shares	50,400
Retained Earnings	45,200
Contributed Surplus	
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b><u>\$184,600</u></b>
<b>LIABILITIES + S/H EQUITY</b>	<b><u>\$874,800</u></b>

## ▼NOTES TO STATEMENT OF FINANCIAL POSITION

► 7- Cash Flow

2015	October	November	December	January	February	March
Collection of Sales	\$113,900	\$102,700	\$99,800	\$99,500	\$97,000	\$115,000
Loans/ Investments				200,000		
Sale of Assets						
Other						
<i>Total Source</i>	<i>\$113,900</i>	<i>\$102,700</i>	<i>\$99,800</i>	<i>\$299,500</i>	<i>\$97,000</i>	<i>\$115,000</i>
Purchases Payment	\$47,200	\$44,600	\$44,500	\$44,700	\$53,000	\$58,000
Direct Labour Wages	13,900	13,900	13,900	13,900	13,900	13,900
Repairs & Maintenance						
Utilities & Taxes						
Sales Expenses	6,100	6,100	6,400	6,400	6,100	6,100
Administrative Expenses	12,000	12,000	12,000	12,000	12,000	12,000
Interest	4,100	3,600	3,600	3,700	3,700	3,700
Repayment of the Debt	3,800	3,800	3,800	3,800	4,200	4,200
Other	5,300	5,300	10,300	10,300		
<i>Total Application</i>	<i>\$92,400</i>	<i>\$89,300</i>	<i>\$94,500</i>	<i>\$94,800</i>	<i>\$92,900</i>	<i>\$97,900</i>
Surplus/ (Deficit)	\$21,500	\$13,400	\$5,300	\$204,700	\$4,100	\$17,100
Opening Cash Position	-142,300	-120,800	-107,400	-102,100	102,600	106,700
<b>CASH / LOAN REQUIRED</b>	<b>-\$120,800</b>	<b>-\$107,400</b>	<b>-\$102,100</b>	<b>\$102,600</b>	<b>\$106,700</b>	<b>\$123,800</b>

2015 (con't)	April	May	June	July	August	September
Collection of Sales	\$99,800	\$110,000	\$102,000	\$120,000	\$125,000	\$102,000
Loans/ Investments						
Sale of Assets						
Other						
<i>Total Source</i>	<i>\$99,800</i>	<i>\$110,000</i>	<i>\$102,000</i>	<i>\$120,000</i>	<i>\$125,000</i>	<i>\$102,000</i>
Purchases Payment	\$46,500	\$55,000	\$50,000	\$53,000	\$52,000	\$58,000
Direct Labour Wages	14,500	14,500	14,500	14,500	14,500	14,500
Repairs & Maintenance	3,000		3,000	3,000		
Utilities & Taxes	5,000		6,400			6,000
Sales Expenses	6,000	6,100	12,000	6,400	6,400	6,400
Administrative Expenses	12,000	12,000	3,700	12,000	12,000	12,500
Interest	3,700	3,700	4,200	3,700	3,700	3,700
Repayment of the Debt	4,200	4,200		4,200	4,200	4,200
Other	2,500					
<i>Total Application</i>	<i>\$97,400</i>	<i>\$95,500</i>	<i>\$93,800</i>	<i>\$96,800</i>	<i>\$92,800</i>	<i>\$105,300</i>
Surplus/ (Deficit)	\$2,400	\$14,500	\$8,200	\$23,200	\$32,200	-\$3,300
Opening Cash Position	123,800	126,200	140,700	148,900	172,100	204,300
<b>CASH / LOAN REQUIRED</b>	<b>\$126,200</b>	<b>\$140,700</b>	<b>\$148,900</b>	<b>\$172,100</b>	<b>\$204,300</b>	<b>\$201,000</b>

CASH FLOW (CON'T)

2016	October	November	December	January	February	March
Collection of Sales	\$125,300	\$113,000	\$109,800	\$109,500	\$106,700	\$126,500
Loans/ Investments						
Sale of Assets						
Other						
<i>Total Source</i>	<i>\$125,300</i>	<i>\$113,000</i>	<i>\$109,800</i>	<i>\$109,500</i>	<i>\$106,700</i>	<i>\$126,500</i>
Purchases Payment	\$51,200	\$60,500	\$55,000	\$58,300	\$57,200	\$63,800
Direct Labour Wages	14,500	14,500	14,500	14,500	14,500	14,500
Repairs & Maintenance	3,300		3,300	3,300		
Utilities & Taxes	5,500					6,600
Sales Expenses	6,600	67,000	7,000	7,000	7,000	7,000
Administrative Expenses	12,500	12,500	12,500	12,500	12,500	12,500
Interest	3,700	3,700	3,700	3,700	3,700	3,700
Repayment of the Debt	4,200	4,200	4,200	4,200	4,200	4,200
Other						
<i>Total Application</i>	<i>\$101,500</i>	<i>\$102,100</i>	<i>\$100,200</i>	<i>\$103,500</i>	<i>\$99,100</i>	<i>\$112,300</i>
Surplus/ (Deficit)	\$23,800	\$10,900	\$9,600	\$6,000	\$7,600	\$14,200
Opening Cash Position	\$201,000	\$224,800	\$235,700	\$245,300	\$251,300	\$258,900
<b>CASH / LOAN REQUIRED</b>	<b>\$224,800</b>	<b>\$235,700</b>	<b>\$245,300</b>	<b>\$251,300</b>	<b>\$258,900</b>	<b>\$273,100</b>

2016 (con't)	April	May	June	July	August	September
Collection of Sales	\$109,500	\$121,000	\$112,000	\$132,000	\$130,000	\$120,000
Loans/ Investments						
Sale of Assets						
Other						
<i>Total Source</i>	<i>\$109,500</i>	<i>\$121,000</i>	<i>\$112,000</i>	<i>\$132,000</i>	<i>\$130,000</i>	<i>\$120,000</i>
Purchases Payment	\$51,000	\$60,500	\$55,000	\$58,300	\$57,200	\$63,800
Direct Labour Wages	14,500	14,500	14,500	14,500	14,500	14,500
Repairs & Maintenance	3,300		3,300	3,300		
Utilities & Taxes	5,500					6,600
Sales Expenses	6,600	6,710	7,040	7,040	7,040	7,040
Administrative Expenses	12,500	12,500	12,500	12,500	12,500	13,000
Interest	3,700	3,700	3,700	3,700	3,700	3,700
Repayment of the Debt	4,200	4,200	4,200	4,200	4,200	4,200
Other	2,400					
<i>Total Application</i>	<i>\$103,700</i>	<i>\$102,110</i>	<i>\$100,240</i>	<i>\$103,540</i>	<i>\$99,140</i>	<i>\$112,840</i>
Surplus/ (Deficit)	\$5,800	\$18,890	\$11,760	\$28,460	\$30,860	\$7,160
Opening Cash Position	\$273,100	\$278,900	\$297,790	\$309,550	\$338,010	\$368,870
<b>CASH / LOAN REQUIRED</b>	<b>\$278,900</b>	<b>\$297,790</b>	<b>\$309,550</b>	<b>\$338,010</b>	<b>\$368,870</b>	<b>\$376,030</b>

▼NOTES TO CASH FLOW

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► **8- Financial Requirements**

	<b>2014</b>	<b>2015</b>
Land	\$150 000	
Building		
Equipment & Machinery	\$5 000	
Furniture & Fixtures		
Research & Development		
<i>Total Assets</i>	<i>\$155 000</i>	
Working Capital		
<i>Total Others</i>		

**Existing Loan 1**

*Creditor* Savings Bank of Canada

*Purpose* Equipment

*Type* Term Loan ▼

*Collateral* Millwork equipment, letter of credit

*Outstanding* \$15 000

*Maturity Date* March, 2015

*Interest Rate* 8,99%

*Repayment* Monthly ▼ ▶ Blended + Interest ▼

**Existing Loan 2**

*Creditor* |

*Purpose* |

*Type* | ▼

*Collateral* |

*Outstanding* |

*Maturity Date* |

*Interest Rate* |

*Repayment* | ▼ ▶ | ▼

**Existing Loan 3**

*Creditor* | \_\_\_\_\_  
*Purpose* | \_\_\_\_\_  
*Type* |  ▼  
*Collateral* | \_\_\_\_\_  
*Outstanding* | \_\_\_\_\_  
*Maturity Date* | \_\_\_\_\_  
*Interest Rate* | \_\_\_\_\_  
*Repayment* |  ▼ ▶  ▼

▼NOTES REGARDING FINANCIAL REQUIREMENTS

The loan no.1 is needed in order to meet our sales objectives for year 2.

► **9- Performance Indicators**

	HISTORICAL	PROJECTED		
	sept-14	sept-15	sept-16	sept-17
Current Ratio	1,26	1,09	0,95	0,95
Age of Accounts Receivable	40,93	40,50	38,49	35,01
Inventory Turnover (times)	649,46	626,36	153,28	172,97
Interest Coverage	2,61	5,15	6,60	6,73
Total Debt to Equity (%)	1,41	1,81	1,08	1,08
Return on Investment (%)	22,37	59,46	37,32	33,95
Return on Assets (%)	6,23	12,94	11,52	10,48
Asset Turnover (times)	1,93	1,95	1,55	1,71

▼ NOTES REGARDING PERFORMANCE INDICATORS

► 10- Personal Status

**DIRECTOR / BACKER N° 1**

LAST NAME ► Wright

FIRST NAME & INITIALS ► Johnathan W.

ADDRESS ► 102 Elm Drive  
New Barton, ON N2O 3T3

TELEPHONE: WORK ► 519-555-5020 HOME ► 519-555-2003 DATE OF BIRTH | 12/13/1962  
(if less than 3 years at present one)

E-MAIL ► [jwright@doorstotheworld.com](mailto:jwright@doorstotheworld.com)

PRESENT EMPLOYER ► Doors to the World PREVIOUS EMPLOYER \_\_\_\_\_  
EMPLOYER'S TELEPHONE ► Same TELEPHONE \_\_\_\_\_  
HOW LONG IN CURRENT JOB? ► 15 years HOW LONG? \_\_\_\_\_  
SALARY ► \$58 000 SALARY \_\_\_\_\_

**FAMILY**

YOUR STATUS ► Married

N° OF DEPENDENTS ► 2 (excluding spouse)

SPOUSE'S LAST NAME ► Wright SPOUSE'S EMPLOYER | Monitel Communications  
FIRST NAME ► Marie TELEPHONE | 519-555-9928  
DATE OF BIRTH ► 12/13/1962 HOW LONG? | 9 years  
OCCUPATION ► VP Finances SALARY | \$67 000

**FINANCIAL STATUS**

SOURCE OF INCOME	ANNUAL AMOUNT	COMMENTS
Employment	\$125 000	
2030293 Canada Inc.	15 000	
	\$140 000	

ASSETS		LIABILITIES	
Cash	\$6 000	Bank Loans (owing)	\$25 000
RRSP	85 000	Credit Cards	2 500
Life Insurance (cash value)	500 000	Mortgages, etc.	180 000
Real Estate (present value)	230 000		
Automobiles	32 000		
Stocks, bonds, etc. (\$ value)	8 000	<b>Total Liabilities</b>	<b>\$207 500</b>
Household & Personal Effects	5 000		
<b>Total Assets</b>	<b>\$866 000</b>	<b>NET WORTH</b>	<b>\$658 500</b>

**DIRECTOR / BACKER N° 2**

LAST NAME ▶ Wright

FIRST NAME & INITIALS ▶ David

ADDRESS ▶ 2203 Lakeside Street  
New Barton, On N2O 2T0

TELEPHONE: WORK ▶ 519 555-5020 HOME 519 555-2293 DATE OF BIRTH | 10/13/1965  
(if less than 3 years at present one)

E-MAIL ▶ [dwright@doorstotheworld.com](mailto:dwright@doorstotheworld.com)

PRESENT EMPLOYER ▶ Doors to the World PREVIOUS EMPLOYER \_\_\_\_\_  
 EMPLOYER'S TELEPHONE ▶ Same TELEPHONE \_\_\_\_\_

HOW LONG IN CURRENT JOB? ▶ 12 years HOW LONG? \_\_\_\_\_  
 SALARY ▶ \$47 000 SALARY \_\_\_\_\_

**FAMILY**

YOUR STATUS ▶ Single

N° OF DEPENDENTS ▶ 0 (excluding spouse)

SPOUSE'S LAST NAME ▶ \_\_\_\_\_ SPOUSE'S EMPLOYER \_\_\_\_\_  
 FIRST NAME ▶ \_\_\_\_\_ TELEPHONE \_\_\_\_\_  
 DATE OF BIRTH ▶ \_\_\_\_\_ HOW LONG? \_\_\_\_\_  
 OCCUPATION ▶ \_\_\_\_\_ SALARY \_\_\_\_\_

**FINANCIAL STATUS**

SOURCE OF INCOME	ANNUAL AMOUNT	COMMENTS
Employment	\$47 000	
	\$47 000	
<b>ASSETS</b>		
Cash	\$3 000	Bank Loans (owing) \$5 000
RRSP	60 000	Credit Cards 6 000
Life Insurance (cash value)	500 000	Mortgages, etc. 150 000
Real Estate (present value)	180 000	
Automobiles	6 000	
Stocks, bonds, etc. (\$ value)		<b>Total Liabilities</b> \$161 000
Household & Personal Effects	6 000	
<b>Total Assets</b>	\$755 000	<b>NET WORTH</b> \$594 000



**DIRECTOR / BACKER N° 3**

LAST NAME ▶ \_\_\_\_\_  
 FIRST NAME & INITIALS ▶ \_\_\_\_\_  
 ADDRESS ▶

TELEPHONE: WORK ▶ \_\_\_\_\_ HOME ▶ \_\_\_\_\_ DATE OF BIRTH | \_\_\_\_\_  
 E-MAIL ▶ \_\_\_\_\_

PRESENT EMPLOYER ▶ \_\_\_\_\_ PREVIOUS EMPLOYER | \_\_\_\_\_ (if less than 3 years at present one)  
 EMPLOYER'S TELEPHONE ▶ \_\_\_\_\_ TELEPHONE | \_\_\_\_\_  
 HOW LONG IN CURRENT JOB? ▶ \_\_\_\_\_ HOW LONG? | \_\_\_\_\_  
 SALARY ▶ \_\_\_\_\_ SALARY | \_\_\_\_\_

**FAMILY**

YOUR STATUS ▶  ▼  
 N° OF DEPENDENTS ▶ \_\_\_\_\_ (excluding spouse)  
 SPOUSE'S LAST NAME ▶ \_\_\_\_\_ SPOUSE'S EMPLOYER \_\_\_\_\_  
 FIRST NAME ▶ \_\_\_\_\_ TELEPHONE \_\_\_\_\_  
 DATE OF BIRTH ▶ \_\_\_\_\_ HOW LONG? \_\_\_\_\_  
 OCCUPATION ▶ \_\_\_\_\_ SALARY \_\_\_\_\_

<i>FINANCIAL STATUS</i>	SOURCE OF INCOME	ANNUAL AMOUNT	COMMENTS

<b>ASSETS</b>	<b>LIABILITIES</b>
Cash	Bank Loans (owing)
RRSP	Credit Cards
Life Insurance (cash value)	Mortgages, etc.
Real Estate (present value)	
Automobiles	
Stocks, bonds, etc. (\$ value)	<b>Total Liabilities</b>
Household & Personal Effects	
<b>Total Assets</b>	<b>NET WORTH</b>

**END OF SECTION 7.** PLEASE PRINT THIS DOCUMENT AND INCLUDE IT IN THE APPENDIX OF THE BUSINESS PLAN