

Lube Center Pro Forma

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|--|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|------------|
| Loan Amount | \$500,000 | | | | | | | | | | | |
| Loan Term in Years | 15 | | | | | | | | | | | |
| Interest Rate | 8.00% | | | | | | | | | | | |
| Monthly Payment | \$4,778.26 | | | | | | | | | | | |
| | | Yr. 1 | Yr. 2 | Yr. 3 | Yr. 4 | Yr. 5 | Yr. 6 | Yr. 7 | Yr. 8 | Yr. 9 | Yr. 10 | |
| # of Cars Per Day - assuming a growth rate per year of: | 10.0% | 20 | 22 | 24 | 27 | 29 | 32 | 35 | 39 | 43 | 47 | |
| # of Operating Days per Year | 305 | | | | | | | | | | | |
| Average Ticket Price - for Lube, Oil, & Filter | \$ 29.95 | | | | | | | | | | | |
| Average Ticket Price - for Add-on Sales | \$ 15.00 | | | | | | | | | | | |
| Average Ticket Price Total | \$ 44.95 | | | | | | | | | | | |
| Cost of Goods Sold - % | 40% | | | | | | | | | | | |
| Cost of Goods Sold - \$ | 17.98 | | | | | | | | | | | |
| REVENUE : | | \$ 274,195 | \$ 301,615 | \$ 331,776 | \$ 364,954 | \$ 401,449 | \$ 441,594 | \$ 485,753 | \$ 534,328 | \$ 587,761 | \$ 646,537 | |
| COST OF GOODS SOLD: | | \$ 109,678 | \$ 120,646 | \$ 132,710 | \$ 145,981 | \$ 160,580 | \$ 176,638 | \$ 194,301 | \$ 213,731 | \$ 235,105 | \$ 258,615 | |
| GROSS PROFIT | | \$ 164,517 | \$ 180,969 | \$ 199,066 | \$ 218,972 | \$ 240,869 | \$ 264,956 | \$ 291,452 | \$ 320,597 | \$ 352,657 | \$ 387,922 | |
| OPERATING EXPENSES: | | | | | | | | | | | | |
| | | Monthly | | | | | | | | | | |
| Mortgage Payment (including Principal & Interest) | 20.9% | \$ 4,778 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 | \$ 57,339 |
| Payroll Expense | 25.0% | \$ 5,712 | \$ 68,549 | \$ 75,404 | \$ 82,944 | \$ 91,238 | \$ 100,362 | \$ 110,398 | \$ 121,438 | \$ 133,582 | \$ 146,940 | \$ 161,634 |
| Insurance Expense | 2.5% | \$ 571 | \$ 6,855 | \$ 7,540 | \$ 8,294 | \$ 9,124 | \$ 10,036 | \$ 11,040 | \$ 12,144 | \$ 13,358 | \$ 14,694 | \$ 16,163 |
| Advertising & Promotions Expense | 1.5% | \$ 343 | \$ 4,113 | \$ 4,524 | \$ 4,977 | \$ 5,474 | \$ 6,022 | \$ 6,624 | \$ 7,286 | \$ 8,015 | \$ 8,816 | \$ 9,698 |
| Computer Expense | 1.0% | \$ 228 | \$ 2,742 | \$ 3,016 | \$ 3,318 | \$ 3,650 | \$ 4,014 | \$ 4,416 | \$ 4,858 | \$ 5,343 | \$ 5,878 | \$ 6,465 |
| Utilities & Telephone Expense | 2.0% | \$ 457 | \$ 5,484 | \$ 6,032 | \$ 6,636 | \$ 7,299 | \$ 8,029 | \$ 8,832 | \$ 9,715 | \$ 10,687 | \$ 11,755 | \$ 12,931 |
| Supplies Expense | 1.5% | \$ 343 | \$ 4,113 | \$ 4,524 | \$ 4,977 | \$ 5,474 | \$ 6,022 | \$ 6,624 | \$ 7,286 | \$ 8,015 | \$ 8,816 | \$ 9,698 |
| Maintenance & Repairs Expense | 0.5% | \$ 114 | \$ 1,371 | \$ 1,508 | \$ 1,659 | \$ 1,825 | \$ 2,007 | \$ 2,208 | \$ 2,429 | \$ 2,672 | \$ 2,939 | \$ 3,233 |
| Uniforms Expense | 1.0% | \$ 228 | \$ 2,742 | \$ 3,016 | \$ 3,318 | \$ 3,650 | \$ 4,014 | \$ 4,416 | \$ 4,858 | \$ 5,343 | \$ 5,878 | \$ 6,465 |
| Property Taxes | 1.5% | \$ 343 | \$ 4,113 | \$ 4,524 | \$ 4,977 | \$ 5,474 | \$ 6,022 | \$ 6,624 | \$ 7,286 | \$ 8,015 | \$ 8,816 | \$ 9,698 |
| Miscellaneous Expense | 1.5% | \$ 343 | \$ 4,113 | \$ 4,524 | \$ 4,977 | \$ 5,474 | \$ 6,022 | \$ 6,624 | \$ 7,286 | \$ 8,015 | \$ 8,816 | \$ 9,698 |
| Bank & Credit Card Expense | 1.0% | \$ 228 | \$ 2,742 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL OPERATING EXPENSES : | 59.9% | \$ 164,275 | \$ 171,953 | \$ 183,414 | \$ 196,021 | \$ 209,890 | \$ 225,145 | \$ 241,925 | \$ 260,384 | \$ 280,688 | \$ 303,023 | |
| OPERATING PROFIT - Before Income Taxes & Depreciation | | \$ 242 | \$ 9,016 | \$ 15,652 | \$ 22,951 | \$ 30,980 | \$ 39,812 | \$ 49,527 | \$ 60,213 | \$ 71,968 | \$ 84,899 | |
| (As a % of Total Revenues) | 0.1% | 0.1% | 3.0% | 4.7% | 6.3% | 7.7% | 9.0% | 10.2% | 11.3% | 12.2% | 13.1% | |

***These examples are for illustration purposes only and are not to be construed as a guarantee or actual projection.
(For example - Revenue & Cost of Goods calculations maintain original Ticket Price & Cost of Goods, Expenses maintain original % of Revenue)***

***Actual Financial Performance may be greater or less than illustration.
Past performance is no guarantee of future results.***