

## ANEXO 2

AI		Period Currently Displayed																																
A		B											C	D	E	F	G	H	I	J	K	L	M	N	O									
1		2											30	3																				
Period Currently Displayed		30											1	MARKET REPORT																				
Company Number		1											Select Period to View																					
<b>Product 1 Market Statistics</b>																																		
		Japan		% Wld		Mexico		% Wld		China		% Wld		U.K.		% Wld		Germany		% Wld		U.S.		% Wld		World								
Total Demand (Units)		247,377		17%		87,738		6%		271,363		18%		170,318		11%		207,843		14%		506,549		34%		1,491,188								
Total Sales (Units)		247,377		17%		87,738		6%		271,363		18%		170,318		11%		207,843		14%		506,549		34%		1,491,188								
Total Marketing Exp P1		67,972,905		10%		1,228,991		2%		5,997,995		11%		486,801		13%		1,587,000		31%		2,122,000		33%		6,397,286								
		Mkt sh		19%		Mkt sh		24%		Mkt sh		16%		Mkt sh		17%		Mkt sh		17%		Mkt sh		16%		Mkt sh								
Company Demand (Units)		46,421		19%		21,136		24%		44,463		16%		29,192		17%		34,566		17%		80,304		16%		256,082								
Company Sales (Units)		46,421		19%		21,136		24%		44,463		16%		29,192		17%		34,566		17%		80,304		16%		256,082								
Additional Sales (Units)		0		0%		0		0%		0		0%		0		0%		0		0%		0		0%		0								
Company Marketing Exp		13,800,045		20%		319,995		26%		949,998		16%		100,000		21%		330,000		21%		450,000		21%										
		% Sls		18%		% Sls		7%		% Sls		12%		% Sls		12%		% Sls		19%		% Sls		30%		% Sls								
Company Sales (currency)		199,610,300		18%		8,609,538		7%		14,169,913		16%		772,128		12%		1,518,139		19%		3,283,631		30%		10,813,799								
Delivered Mfg Cost		107,225,038		54%		5,304,017		62%		8,421,609		49%		378,886		43%		608,319		40%		1,722,398		52%		5,602,074								
Gross Margin		92,385,262		46%		3,305,521		38%		5,748,305		41%		393,243		51%		909,820		60%		1,561,233		48%		5,211,725								
Company Marketing Exp		13,800,045		7%		319,995		4%		949,998		7%		100,000		13%		330,000		22%		450,000		14%		1,303,866								
Import Tariffs		23,953,236		12%		0		0%		1,133,593		8%		77,213		10%		151,814		10%		0		0%		683,714								
Contribution Margin		54,631,981		27%		2,985,528		35%		3,664,713		26%		216,030		28%		428,006		28%		1,111,233		34%		3,224,145								
<b>Product 2 Market Statistics</b>																																		
		Japan		% Wld		Mexico		% Wld		China		% Wld		U.K.		% Wld		Germany		% Wld		U.S.		% Wld		World								
Total Demand (Units)		197,823		13%		36,821		2%		102,437		7%		159,440		11%		308,137		20%		710,941		47%		1,515,599								
Total Sales (Units)		197,823		13%		33,057		2%		81,044		5%		142,829		10%		308,137		21%		710,941		48%		1,473,831								
Total Marketing Exp P2		162,224,790		10%		2,566,769		1%		7,419,754		6%		966,001		11%		2,920,000		24%		7,060,822		47%		14,995,795								
		Mkt sh		19%		Mkt sh		25%		Mkt sh		22%		Mkt sh		21%		Mkt sh		20%		Mkt sh		19%		Mkt sh								
Company Demand (Units)		37,860		19%		9,172		25%		22,269		22%		33,629		21%		61,766		20%		136,208		19%		300,904								
Company Sales (Units)		37,860		19%		9,172		28%		22,269		27%		33,629		24%		61,766		20%		136,208		19%		300,904								
Excess Demand (Units)		0		0%		0		0%		0		0%		0		0%		0		0%		0		0%		0								
Company Marketing Exp		36,124,830		22%		535,766		21%		1,383,757		19%		265,000		27%		700,000		24%		1,529,822		22%										
		% Sls		13%		% Sls		3%		% Sls		7%		% Sls		13%		% Sls		24%		% Sls		40%		% Sls								
Company Sales (currency)		262,369,800		13%		5,824,220		3%		11,691,225		7%		1,446,047		13%		3,705,960		24%		7,763,856		40%		19,235,602								
Delivered Mfg Cost		111,610,716		43%		2,953,886		51%		5,251,894		45%		551,604		38%		1,373,728		37%		3,749,268		48%		8,342,003								
Gross Margin		150,759,084		57%		2,870,334		49%		6,439,331		55%		894,443		62%		2,332,232		63%		4,014,588		52%		10,893,600								
Marketing Expenses		36,124,830		14%		535,766		9%		1,383,757		12%		265,000		18%		700,000		19%		1,529,822		20%		3,408,546								
Import Tariffs		31,484,376		12%		0		0%		935,298		8%		144,605		10%		370,596		10%		0		0%		1,119,534								
Contribution Margin		83,149,878		32%		2,334,567		40%		4,120,275		35%		484,838		34%		1,261,638		34%		2,484,766		32%		6,365,520								
<b>Product 1 Prices</b>																																		
		Japan		rel prc		Mexico		rel prc		China		rel prc		U.K.		rel prc		Germany		rel prc		U.S.		rel prc		RELATIVE QUALITY								
Company 1		4,300.00		104%		407.34		97%		318.69		107%		26.45		108%		43.92		106%		40.89		106%		105.7%								
Company 2		4,160.00		100%		339.99		81%		244.99		82%		26.00		107%		42.49		103%		37.00		96%		96.1%								
Company 3		4,108.00		99%		403.00		96%		292.00		98%		23.50		96%		39.00		94%		38.00		99%		97.8%								
Company 4		3,850.00		93%		550.00		131%		320.00		108%		23.00		94%		40.50		98%		38.50		100%		104.5%								
Company 5		4,300.00		104%		400.00		95%		310.00		104%		23.00		94%		41.00		99%		38.00		99%		95.9%								
Average Price		4,143.60				420.07				297.14				24.39				41.38				38.48												
<b>Product 2 Prices</b>																																		
		Japan		rel prc		Mexico		rel prc		China		rel prc		U.K.		rel prc		Germany		rel prc		U.S.		rel prc		RELATIVE QUALITY								
Company 1		6,930.00		98%		635.00		92%		525.00		99%		43.00		99%		60.00		99%		57.00		96%		95.9%								
Company 2		6,900.00		97%		488.99		71%		500.00		94%		39.99		92%		54.99		90%		57.50		97%		93.5%								
Company 3		7,250.00		102%		700.00		102%		520.00		98%		45.00		104%		62.00		102%		60.00		101%		102.5%								
Company 4		7,150.00		101%		720.00		105%		550.00		104%		42.00		97%		63.00		104%		59.50		101%		104.9%								
Company 5		7,200.00		102%		900.00		131%		560.00		105%		46.60		108%		64.00		105%		62.00		105%		103.2%								
Average price		7,086.00				688.80				531.00				43.32				60.80				59.20												
<b>Contract Market information</b>																																		
		Price to beat																																
Contract		With zero																																
Volume		Contract																																
This period		Winner Advantage																																
		Your contract																																
		Your Contract																																
		Sales revenue																																
		Sales cost																																
		USD /																																
		UNIT																																
		Your Contract																																
		Image for																																
		Next period																																
		Contract																																
		Volume																																
		Next period																																
		45,000													5	14.14													0	0	0	0	0.000	55,000

1	Period Currently Displayed	30			PRODUCTION REPORT			Select Period to View		
2	Company Number	1						30		
3					<b>PRODUCT # 1</b>					
4					<b>MEXICO</b>					
5										
6					LOCAL CURRENCY			RESTATED IN USD		
7		This period	% Of Full	This period @	Next Period @		This period	This period @	Next Period @	
8		Actual	Capacity	Full Capacity	Full Capacity		Actual	Full Capacity	Full Capacity	
9	Production Quantity	229,711	100%	229,711	226,839		229,711	229,711	226,839	
10	Fixed Cost	17,123,967	100%	17,123,967	17,012,352		1,463,587	1,463,587	1,466,582	
11	Variable Cost	36,730,409	100%	36,730,409	36,802,485		3,139,351	3,139,351	3,172,628	
12	Total Cost	53,854,377	100%	53,854,377	53,814,837		4,602,938	4,602,938	4,639,210	
13	Variable Cost per unit	159.90	100%	159.90	162.24		13.67	13.67	13.99	
14	Total Cost per unit	234.44	100%	234.44	237.24		20.04	20.04	20.45	
15										
16					INVENTORY PRODUCT 1					
17	Inventory is valued	Inventory	Inventory	Inventory	Total	Months of				
18	in local currency	Produced	Produced	Purchased	Inventory	Sales				
19		Previously	This period	This period						
20	UNITS	0	101,035	0	101,035	1.18				
21	VALUE	0	23,687,060	0	23,687,060					
22	COST / UNIT	0.00	234.44	0.00	234.44					
23										
24					<b>PRODUCT # 2</b>					
25					<b>UNITED STATES</b>					
26										
27					LOCAL CURRENCY			RESTATED IN USD		
28		This period	% Of Full	This period @	Next Period @		This period	This period @	Next Period @	
29	PRODUCT # 2	Actual	Capacity	Full Capacity	Full Capacity		Actual	Full Capacity	Full Capacity	
30	Production Quantity	318,824	100%	318,824	314,838		318,824	318,824	314,838	
31	Fixed Cost	1,851,298	100%	1,851,298	1,843,326		1,851,298	1,851,298	1,843,326	
32	Variable Cost	6,544,613	100%	6,544,613	6,559,214		6,544,613	6,544,613	6,559,214	
33	Total Cost	8,395,911	100%	8,395,911	8,402,540		8,395,911	8,395,911	8,402,540	
34	Variable Cost per unit	20.53	100%	20.53	20.83		20.53	20.53	20.83	
35	Total Cost per unit	26.33	100%	26.33	26.69		26.33	26.33	26.69	
36										
37					INVENTORY PRODUCT 2					
38	Inventory is valued	Inventory	Inventory	Inventory	Total	Months of				
39	in local currency	Produced	Produced	Purchased	Inventory	Sales				
40		Previously	This period	This period						
41	UNITS	0	95,530	0	95,530	0.95				
42	VALUE	0	2,515,687	0	2,515,687					
43	COST / UNIT	0.00	26.33	0.00						
44										
45					TRANSPORTATION REPORT					
46					<b>USD</b>	<b>FACTORY RELOCATION ACTIVITY</b>				
47					500	NEW	Company 1	Company 2	Company	Company 4
48					\$79,019	Depreciation cost of your shipping containers in USD	Location P1			
49					\$147,502	Fixed cost of maintaining your shipping containers USD	Location P2			
50					\$0	Cost of Renting containers requested by you USD	Capacity P1			
51					\$93,000	Emergency cost of renting containers NOT requested by you USD	Capacity P2			
52					\$475,155	Variable costs of shipping product -- USD	1 = Japan	2 = Mexico	3 = China	4 = UK 5=Germany
53					\$794,676	TOTAL SHIPPING COSTS - USD				
54										
55					<b>UNITS</b>					
56					500,452	Next period shipping capacity (units) if you do not buy any containers				
57										
58					Capacity Analysis					
59										
60		Company 1	Company 2	Company 3	Company 4	Company 5				
61	Product 1 Factory Value	3,856,266	5,407,470	6,302,227	4,263,653	6,103,310	Note: Divide by construction cost per unit for the country where each factory is located to calculate unit capacity.			
62	Product 2 Factory Value	6,296,765	4,893,128	8,290,587	7,228,500	7,942,601				
63										
64					Inventory Analysis					
65		Company 1	Company 2	Company 3	Company 4	Company 5				
66	Product 1 Inventory Value	2,024,535	1,812,403	1,637,552	655,275	1,211,848				
67	Product 2 Inventory Value	2,515,687	1,340,456	990,203	1,090,229	1,124,916				
68										

A53		FINANCE REPORT													Select Period to View			
1	Period Currently Displayed	30																
2	Company Number	1															30	
3	PERIOD NUMBER	30					BALANCE SHEET DATA											
4		Compang 1	%	Compang 2	%	Compang 3	%	Compang 4	%	Compang 5	%	DETAILED INCOME STATEMENT						
5	Cash and Securities	28,221,909	41%	15,242,128	29%	17,811,018	27%	11,033,670	22%	35,728,031	44%	Sales Revenues	30,049,401	98.7%				
6	Receivables	24,268,598	35%	22,648,344	43%	23,724,272	45%	23,791,500	48%	27,024,100	33%	Interest Income	392,625	1.2%				
7	Inventories	4,540,222	7%	3,152,859	6%	2,627,795	4%	1,745,504	3.5%	2,336,764	3%	Currency Trading Income	0	0.0%				
8	Shipping Cont (Net)	1,501,357	2%	1,567,885	3%	2,013,970	3%	1,716,002	3%	1,843,580	2%	TOTAL REVENUES	30,442,026	100.0%				
9	Plant and Equip (Net)	10,153,031	15%	10,300,598	19%	14,592,814	22%	11,492,153	23%	14,045,911	17%	Cost of goods sold	13,144,492	43.1%				
10	TOTAL ASSETS	68,685,117		52,911,814		66,769,829	100%	49,778,829		80,978,386		Gross Margin	17,297,534	56.82%				
11												OPERATING EXPENSES						
12	Trade Payables	6,499,425	9%	6,796,984	13%	7,868,831	12%	6,447,246	13%	8,142,098	10%	Transportation Expenses	794,676	2.6%				
13	Taxes Payable	61,401	0%	-412,834	-1%	1,972,134	3%	-121,237	0%	980,905	1%	Marketing Expenses	4,712,412	15.4%				
14	Loans and Interest	25,251,636	37%	5,386,555	10%	12,839,286	19%	5,331,659	12%	19,488,350	24%	Warehousing Expenses	493,130	1.62%				
15	Common Stock	1,000,000	1%	1,000,000	2%	1,000,000	1%	1,000,000	2%	1,000,000	1%	Research & Development	7,600,000	24.97%				
16	Retained Earnings	35,872,855	52%	40,141,109	76%	43,089,578	65%	36,521,160	73%	51,367,033	63%	Interest Expense	519,377	1.7%				
17	TOTAL LIAB & EQUITY	68,685,117		52,911,814		66,769,829		49,778,829		80,978,386		Factory Depreciation	128,519	0.42%				
18	Debt/Equity	68.5%		13.1%		23.1%		15.8%		37.2%		Factory Sale Loss	148,750	0.4%				
19	DIVIDENDS PAID	0		0		0		3,000,000		0		Inventory Write Down	0	0.0%				
20												Consultants	590,000	1.94%				
21												Insurance	152,000	0.50%				
22												Admin and Misc Expenses	140,000	0.46%				
23	Total Sales Revenue	30,049,401		27,647,356		35,899,966		28,608,108		34,222,216		Bad Debt Expenses	61,920	0.20%				
24	Net Income	92,102	0%	1,780,708	6%	2,968,200	8%	-181,858	-1%	1,471,958	4%	Import Tariffs	1,803,248	5.92%				
25	Annualized ROE	1%		17%		27%		-2%		1%		TOTAL OPERATING EXP	30,288,524	99.50%				
26																		
27	From -->>>	TARIFF RATES																
28	To	Japan	Mexico	China	UK	Germany	U.S.	PRETAX INCOME					153,503	0.50%				
29	Japan	0.00%	12.00%	12.00%	12.00%	12.00%	12.00%	TAXES					61,401	0.20%				
30	Mexico	6.00%	0.00%	6.00%	6.00%	6.00%	6.00%	NET INCOME					92,102	0.30%				
31	China	8.00%	8.00%	0.00%	8.00%	8.00%	8.00%											
32	UK	10.00%	10.00%	10.00%	0.00%	0.00%	10.00%											
33	Germany	10.00%	10.00%	10.00%	0.00%	0.00%	10.00%											
34	U.S.	5.00%	0.00%	5.00%	5.00%	5.00%	0.00%											
35																		
36	From -->>>	TRANSPORT RATES																
37	To	Japan	Mexico	China	UK	Germany	U.S.	Rate	Coverage \$	Premium \$								
38	Japan	\$0.55	\$1.10	\$0.55	\$1.38	\$1.38	\$1.10	400	5,500,000	22,000								
39	Mexico	\$1.10	\$0.55	\$1.65	\$1.10	\$1.10	\$0.55	Directors & Officer	300	10,666,667	32,000							
40	China	\$0.55	\$1.65	\$0.55	\$1.10	\$1.10	\$1.10	Product Liability	1,000	9,800,000	98,000							
41	UK	\$1.38	\$1.10	\$1.10	\$0.55	\$0.55	\$0.83											
42	Germany	\$1.38	\$1.10	\$1.10	\$0.55	\$0.55	\$0.83											
43	U.S.	\$1.10	\$0.55	\$1.10	\$0.83	\$0.83	\$0.55											
44																		
45																		
46																		
47	Local Currency per USD	Last Period Spot Rate	Last Period Forward Rate	This Period Spot Rate	This Period Forward Rate	Buy or Sell	Contracts Millions	Gain or Loss	Settlement US Dollars					Borrowing Interest Rate	2.10%			
48	YEN	107.00	105.00	105.00	105.00		0.00		0					Rate Earned on Excess Cash	1.25%			
49	PESO	11.50	11.30	11.70	11.60		0.00		0									
50	YUAN	8.50	8.60	8.40	8.50		0.00		0									
51	POUND	0.60	0.60	0.59	0.59		0.00		0									
52	EURO	0.84	0.79	0.80	0.81		0.00		0									
53																		