Pro-Forma Income Statement

XYZ, Inc.

For 2010 through 2013

(all numbers in $000)

REVENUE	2010	2011	2012
Gross sales	$500	$650	$720
Less sales returns and allowances	200	230	280
Net Sales	$300	$420	$440
COST OF SALES			
Beginning inventory	$350	$360	$420
Plus goods purchased / manufactured	120	165	185
Total Goods Available	$470	$525	$605
Less ending inventory	360	420	435
Total Cost of Goods Sold	$110	$105	$170
Gross Profit (Loss)	$190	$315	$270
OPERATING EXPENSES			
Selling			
Salaries and wages	$35	$41	$46
Commissions	12	14	16
Advertising	10	12	14
Depreciation	14	15	16
Other	5	6	6
Total Selling Expenses	$76	$88	$98
General/Administrative			
Salaries and wages	$12	$14	$16
Employee benefits	4	5	5
Payroll taxes	2	3	3
Insurance	6	6	7
Rent	8	8	9
Utilities	2	2	2
Depreciation & amortization	3	4	4
Office supplies	1	1	1
Travel & entertainment	3	3	3
Postage	1	1	1
Equipment maintenance & rental	0	0	1
Interest	0	1	1
Furniture & equipment	3	4	4