

Year 2004

November December Year Total

Speed Shop Collection

WHOLESALE

**Showroom in Fashion Show Mall Las Vegas,
Atlanta, NY, LA, Dallas, Philadelphia**

| | | | |
|---|---------|---------|---------|
| Printed lines (60%) | 60.00% | 60.00% | 60.00% |
| without print (40%) | 40.00% | 40.00% | 40.00% |
| Total Clothing Sales (units) | 100.00% | 100.00% | 100.00% |
| Printed lines (60%) | 60.00% | 60.00% | 60.00% |
| without print (40%) | 40.00% | 40.00% | 40.00% |
| Revenue- Clothing | 100.00% | 100.00% | 100.00% |
| Retail Sales Mark - down allowance | 5.00% | 5.00% | 5.00% |
| Discounts & Buybacks | 1.00% | 1.00% | 1.00% |
| Cost of Goods Sold-Clothing | 50.00% | 50.00% | 50.00% |
| Online sales | 7.80% | 7.80% | 7.80% |
| Total cost of goods sold | 63.80% | 63.80% | 63.80% |
| Gross Profit | 36.20% | 36.20% | 72.40% |
| Expenses: | | | |
| Auto expense | 0.15% | 0.15% | 0.15% |
| Commissions to Salesmen | 10.00% | 10.00% | 10.00% |
| Customs, shipping and delivery | 0.63% | 0.63% | 0.63% |
| Depreciation | 0.33% | 0.33% | 0.33% |
| Maintenance | 0.08% | 0.08% | 0.08% |
| Marketing (Advertising and Tradeshow) | 3.00% | 3.00% | 3.00% |
| Merchant Services/ credit card clearing costs | 0.09% | 0.09% | 0.09% |
| Rent- office | 0.13% | 0.13% | 0.13% |
| Salaries | 1.54% | 1.54% | 1.54% |
| Payroll taxes | 0.19% | 0.19% | 0.19% |
| Employee benefits | 0.12% | 0.12% | 0.12% |
| Samples and prototype development | 6.25% | 0.00% | 3.13% |
| Showroom expense | 0.44% | 0.44% | 0.44% |
| Supplies | 0.03% | 0.03% | 0.03% |
| Taxes, Licenses & Fees | 0.05% | 0.05% | 0.05% |
| Telephone & broadband internet | 0.04% | 0.04% | 0.04% |
| Travel | 1.25% | 1.25% | 1.25% |
| Utilities | 0.04% | 0.04% | 0.04% |
| Total Expenses | 24.34% | 18.09% | 21.22% |
| Net Income Before Taxes | 11.86% | 18.11% | 29.97% |
| Estimated Income Taxes | | | 5.09% |
| Net Income After Taxes | | | 24.87% |