|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|   | **Historical** | **Adjustments** | **Normalized** | **Comments** |
| **Sales (Income)** | [\*Historical\_Sales\_P(1)\*] | [\*Adjustments\_Sales\_P(1)\*] | [\*Normalized\_Sales\_P(1)\*] | [\*Comments\_Sales\*] |
| **Cost of Sales (COGS)** | [\*Historical\_CostOfSales\_P(1)\*] | [\*Adjustments\_CostOfSales\_P(1)\*] | [\*Normalized\_CostOfSales\_P(1)\*] | [\*Comments\_CostOfSales\*] |
| **[\*Historical\_CostOfSales\_P(1)\_Sub(1)\_Label\*]** | [\*Historical\_CostOfSales\_P(1)\_Sub(1)\_Value\*] | [\*Adjustments\_CostOfSales\_P(1)\_Sub(1)\_Value\*] | [\*Normalized\_CostOfSales\_P(1)\_Sub(1)\_Value\*] | [\*Comments\_CostOfSales\_Sub(1)\*] |
| **[\*Adjustments\_CostOfSales\_P(1)\_Sub(2)\_Label\*]** | [\*Historical\_CostOfSales\_P(1)\_Sub(2)\_Value\*] | [\*Adjustments\_CostOfSales\_P(1)\_Sub(2)\_Value\*] | [\*Normalized\_CostOfSales\_P(1)\_Sub(2)\_Value\*] | [\*Comments\_CostOfSales\_Sub(2)\*] |
| **[\*Normalized\_CostOfSales\_P(1)\_Sub(3)\_Label\*]** | [\*Historical\_CostOfSales\_P(1)\_Sub(3)\_Value\*] | [\*Adjustments\_CostOfSales\_P(1)\_Sub(3)\_Value\*] | [\*Normalized\_CostOfSales\_P(1)\_Sub(3)\_Value\*] | [\*Comments\_CostOfSales\_Sub(3)\*] |
| **Gross Profit** | [\*Historical\_GrossProfit\_P(1)\*] | [\*Adjustments\_GrossProfit\_P(1)\*] | [\*Normalized\_GrossProfit\_P(1)\*] | [\*Comments\_GrossProfit\*] |
| **Depreciation** | [\*Historical\_Depreciation\_P(1)\*] | [\*Adjustments\_Depreciation\_P(1)\*] | [\*Normalized\_Depreciation\_P(1)\*] | [\*Comments\_Depreciation\*] |
| **Amortization** | [\*Historical\_Amortization\_P(1)\*] | [\*Adjustments\_Amortization\_P(1)\*] | [\*Normalized\_Amortization\_P(1)\*] | [\*Comments\_Amortization\*] |
| **Overhead or S,G,& A Expenses** | [\*Historical\_Overhead\_P(1)\*] | [\*Adjustments\_Overhead\_P(1)\*] | [\*Normalized\_Overhead\_P(1)\*] | [\*Comments\_Overhead\*] |
| **[\*Historical\_Overhead\_P(1)\_Sub(1)\_Label\*]** | [\*Historical\_Overhead\_P(1)\_Sub(1)\_Value\*] | [\*Adjustments\_Overhead\_P(1)\_Sub(1)\_Value\*] | [\*Normalized\_Overhead\_P(1)\_Sub(1)\_Value\*] | [\*Comments\_Overhead\_Sub(1)\*] |
| **[\*Adjustments\_Overhead\_P(1)\_Sub(2)\_Label\*]** | [\*Historical\_Overhead\_P(1)\_Sub(2)\_Value\*] | [\*Adjustments\_Overhead\_P(1)\_Sub(2)\_Value\*] | [\*Normalized\_Overhead\_P(1)\_Sub(2)\_Value\*] | [\*Comments\_Overhead\_Sub(2)\*] |
| **[\*Normalized\_Overhead\_P(1)\_Sub(3)\_Label\*]** | [\*Historical\_Overhead\_P(1)\_Sub(3)\_Value\*] | [\*Adjustments\_Overhead\_P(1)\_Sub(3)\_Value\*] | [\*Normalized\_Overhead\_P(1)\_Sub(3)\_Value\*] | [\*Comments\_Overhead\_Sub(3)\*] |
| **Executive Compensation** | [\*Historical\_Overhead\_P(1)\_Sub(4)\_Value\*] | [\*Adjustments\_Overhead\_P(1)\_Sub(4)\_Value\*] | [\*Normalized\_Overhead\_P(1)\_Sub(4)\_Value\*] | [\*Comments\_Overhead\_Sub(4)\*] |
| **Other Operating Income** | [\*Historical\_OtherOperatingIncome\_P(1)\*] | [\*Adjustments\_OtherOperatingIncome\_P(1)\*] | [\*Normalized\_OtherOperatingIncome\_P(1)\*] | [\*Comments\_OtherOperatingIncome\*] |
| **Other Operating Expenses** | [\*Historical\_OtherOperatingExpenses\_P(1)\*] | [\*Adjustments\_OtherOperatingExpenses\_P(1)\*] | [\*Normalized\_OtherOperatingExpenses\_P(1)\*] | [\*Comments\_OtherOperatingExpenses\*] |
| **Operating Profit** | [\*Historical\_OperatingProfit\_P(1)\*] | [\*Adjustments\_OperatingProfit\_P(1)\*] | [\*Normalized\_OperatingProfit\_P(1)\*] | [\*Comments\_OperatingProfit\*] |
| **Interest Expense** | [\*Historical\_Interest\_P(1)\*] | [\*Adjustments\_Interest\_P(1)\*] | [\*Normalized\_Interest\_P(1)\*] | [\*Comments\_Interest\*] |
| **Other Income** | [\*Historical\_OtherIncome\_P(1)\*] | [\*Adjustments\_OtherIncome\_P(1)\*] | [\*Normalized\_OtherIncome\_P(1)\*] | [\*Comments\_OtherIncome\*] |
| **Other Expenses** | [\*Historical\_OtherExpenses\_P(1)\*] | [\*Adjustments\_OtherExpenses\_P(1)\*] | [\*Normalized\_OtherExpenses\_P(1)\*] | [\*Comments\_OtherExpenses\*] |
| **Net Profit Before Taxes** | [\*Historical\_NPBT\_P(1)\*] | [\*Adjustments\_NPBT\_P(1)\*] | [\*Normalized\_NPBT\_P(1)\*] | [\*Comments\_NPBT\*] |
| **Taxes Paid** | [\*Historical\_Taxes\_P(1)\*] | [\*Adjustments\_Taxes\_P(1)\*] | [\*Normalized\_Taxes\_P(1)\*] | [\*Comments\_Taxes\*] |
| **Extraordinary Gain** | [\*Historical\_ExtraordinaryGain\_P(1)\*] | [\*Adjustments\_ExtraordinaryGain\_P(1)\*] | [\*Normalized\_ExtraordinaryGain\_P(1)\*] | [\*Comments\_ExtraordinaryGain\*] |
| **Extraordinary Loss** | [\*Historical\_ExtraordinaryLoss\_P(1)\*] | [\*Adjustments\_ExtraordinaryLoss\_P(1)\*] | [\*Normalized\_ExtraordinaryLoss\_P(1)\*] | [\*Comments\_ExtraordinaryLoss\*] |
| **Net Income** | [\*Historical\_NetIncome\_P(1)\*] | [\*Adjustments\_NetIncome\_P(1)\*] | [\*Normalized\_NetIncome\_P(1)\*] | [\*Comments\_NetIncome\*] |
|  |   |   |   |   |
|  | **Historical** | **Adjustments** | **Normalized** | **Comments** |
| **Cash (Bank Funds)** | [\*Historical\_Cash\_P(1)\*] | [\*Adjustments\_Cash\_P(1)\*] | [\*Normalized\_Cash\_P(1)\*] | [\*Comments\_Cash\*] |
| **Accounts Receivable** | [\*Historical\_AccountsReceivable\_P(1)\*] | [\*Adjustments\_AccountsReceivable\_P(1)\*] | [\*Normalized\_AccountsReceivable\_P(1)\*] | [\*Comments\_AccountsReceivable\*] |
| **Inventory** | [\*Historical\_Inventory\_P(1)\*] | [\*Adjustments\_Inventory\_P(1)\*] | [\*Normalized\_Inventory\_P(1)\*] | [\*Comments\_Inventory\*] |
| **Other Current Assets** | [\*Historical\_OtherCurrentAssets\_P(1)\*] | [\*Adjustments\_OtherCurrentAssets\_P(1)\*] | [\*Normalized\_OtherCurrentAssets\_P(1)\*] | [\*Comments\_OtherCurrentAssets\*] |
| **Total Current Assets** | [\*Historical\_TotalCurrentAssets\_P(1)\*] | [\*Adjustments\_TotalCurrentAssets\_P(1)\*] | [\*Normalized\_TotalCurrentAssets\_P(1)\*] | [\*Comments\_TotalCurrentAssets\*] |
| **Gross Fixed Assets** | [\*Historical\_GrossFixedAssets\_P(1)\*] | [\*Adjustments\_GrossFixedAssets\_P(1)\*] | [\*Normalized\_GrossFixedAssets\_P(1)\*] | [\*Comments\_GrossFixedAssets\*] |
| **Accumulated Depreciation** | [\*Historical\_AccumulatedDepreciation\_P(1)\*] | [\*Adjustments\_AccumulatedDepreciation\_P(1)\*] | [\*Normalized\_AccumulatedDepreciation\_P(1)\*] | [\*Comments\_AccumulatedDepreciation\*] |
| **Net Fixed Assets** | [\*Historical\_NetFixedAssets\_P(1)\*] | [\*Adjustments\_NetFixedAssets\_P(1)\*] | [\*Normalized\_NetFixedAssets\_P(1)\*] | [\*Comments\_NetFixedAssets\*] |
| **Gross Intangible Assets** | [\*Historical\_GrossIntangibleAssets\_P(1)\*] | [\*Adjustments\_GrossIntangibleAssets\_P(1)\*] | [\*Normalized\_GrossIntangibleAssets\_P(1)\*] | [\*Comments\_GrossIntangibleAssets\*] |
| **Accumulated Amortization** | [\*Historical\_AccumulatedAmortization\_P(1)\*] | [\*Adjustments\_AccumulatedAmortization\_P(1)\*] | [\*Normalized\_AccumulatedAmortization\_P(1)\*] | [\*Comments\_AccumulatedAmortization\*] |
| **Net Intangible Assets** | [\*Historical\_NetIntangibleAssets\_P(1)\*] | [\*Adjustments\_NetIntangibleAssets\_P(1)\*] | [\*Normalized\_NetIntangibleAssets\_P(1)\*] | [\*Comments\_NetIntangibleAssets\*] |
| **Other Assets** | [\*Historical\_OtherAssets\_P(1)\*] | [\*Adjustments\_OtherAssets\_P(1)\*] | [\*Normalized\_OtherAssets\_P(1)\*] | [\*Comments\_OtherAssets\*] |
| **Total Assets** | [\*Historical\_TotalAssets\_P(1)\*] | [\*Adjustments\_TotalAssets\_P(1)\*] | [\*Normalized\_TotalAssets\_P(1)\*] | [\*Comments\_TotalAssets\*] |
| **Accounts Payable** | [\*Historical\_AccountsPayable\_P(1)\*] | [\*Adjustments\_AccountsPayable\_P(1)\*] | [\*Normalized\_AccountsPayable\_P(1)\*] | [\*Comments\_AccountsPayable\*] |
| **Short Term Debt** | [\*Historical\_ShortTermDebt\_P(1)\*] | [\*Adjustments\_ShortTermDebt\_P(1)\*] | [\*Normalized\_ShortTermDebt\_P(1)\*] | [\*Comments\_ShortTermDebt\*] |
| **Notes Payable / Current Portion of Long Term Debt** | [\*Historical\_CurrentLongTermDebt\_P(1)\*] | [\*Adjustments\_CurrentLongTermDebt\_P(1)\*] | [\*Normalized\_CurrentLongTermDebt\_P(1)\*] | [\*Comments\_CurrentLongTermDebt\*] |
| **[\*Historical\_CurrentLongTermDebt\_P(1)\_Sub(1)\_Label\*]** | [\*Historical\_CurrentLongTermDebt\_P(1)\_Sub(1)\_Value\*] | [\*Adjustments\_CurrentLongTermDebt\_P(1)\_Sub(1)\_Value\*] | [\*Normalized\_CurrentLongTermDebt\_P(1)\_Sub(1)\_Value\*] | [\*Comments\_CurrentLongTermDebt\_Sub(1)\*] |
| **Other Current Liabilities** | [\*Historical\_OtherCurrentLiabilities\_P(1)\*] | [\*Adjustments\_OtherCurrentLiabilities\_P(1)\*] | [\*Normalized\_OtherCurrentLiabilities\_P(1)\*] | [\*Comments\_OtherCurrentLiabilities\*] |
| **Total Current Liabilities** | [\*Historical\_TotalCurrentLiabilities\_P(1)\*] | [\*Adjustments\_TotalCurrentLiabilities\_P(1)\*] | [\*Normalized\_TotalCurrentLiabilities\_P(1)\*] | [\*Comments\_TotalCurrentLiabilities\*] |
| **Notes Payable / Senior Debt** | [\*Historical\_SeniorDebt\_P(1)\*] | [\*Adjustments\_SeniorDebt\_P(1)\*] | [\*Normalized\_SeniorDebt\_P(1)\*] | [\*Comments\_SeniorDebt\*] |
| **Notes Payable / Subordinated Debt** | [\*Historical\_SubordinatedDebt\_P(1)\*] | [\*Adjustments\_SubordinatedDebt\_P(1)\*] | [\*Normalized\_SubordinatedDebt\_P(1)\*] | [\*Comments\_SubordinatedDebt\*] |
| **Other Long Term Liabilities** | [\*Historical\_OtherLongTermLiabilities\_P(1)\*] | [\*Adjustments\_OtherLongTermLiabilities\_P(1)\*] | [\*Normalized\_OtherLongTermLiabilities\_P(1)\*] | [\*Comments\_OtherLongTermLiabilities\*] |
| **Total Long Term Liabilities** | [\*Historical\_LongTermLiabilities\_P(1)\*] | [\*Adjustments\_LongTermLiabilities\_P(1)\*] | [\*Normalized\_LongTermLiabilities\_P(1)\*] | [\*Comments\_LongTermLiabilities\*] |
| **Total Liabilities** | [\*Historical\_TotalLiabilities\_P(1)\*] | [\*Adjustments\_TotalLiabilities\_P(1)\*] | [\*Normalized\_TotalLiabilities\_P(1)\*] | [\*Comments\_TotalLiabilities\*] |
| **Preferred Stock** | [\*Historical\_PreferredStock\_P(1)\*] | [\*Adjustments\_PreferredStock\_P(1)\*] | [\*Normalized\_PreferredStock\_P(1)\*] | [\*Comments\_PreferredStock\*] |
| **Common Stock** | [\*Historical\_CommonStock\_P(1)\*] | [\*Adjustments\_CommonStock\_P(1)\*] | [\*Normalized\_CommonStock\_P(1)\*] | [\*Comments\_CommonStock\*] |
| **Additional Paid-in Capital** | [\*Historical\_AdditionalPaidInCapital\_P(1)\*] | [\*Adjustments\_AdditionalPaidInCapital\_P(1)\*] | [\*Normalized\_AdditionalPaidInCapital\_P(1)\*] | [\*Comments\_AdditionalPaidInCapital\*] |
| **Other Stock / Equity** | [\*Historical\_OtherStock\_P(1)\*] | [\*Adjustments\_OtherStock\_P(1)\*] | [\*Normalized\_OtherStock\_P(1)\*] | [\*Comments\_OtherStock\*] |
| **Ending Retained Earnings** | [\*Historical\_RetainedEarnings\_P(1)\*] | [\*Adjustments\_RetainedEarnings\_P(1)\*] | [\*Normalized\_RetainedEarnings\_P(1)\*] | [\*Comments\_RetainedEarnings\*] |
| **Total Equity** | [\*Historical\_TotalEquity\_P(1)\*] | [\*Adjustments\_TotalEquity\_P(1)\*] | [\*Normalized\_TotalEquity\_P(1)\*] | [\*Comments\_TotalEquity\*] |
| **Total Liabilities + Equity** | [\*Historical\_LiabilitiesPlusEquity\_P(1)\*] | [\*Adjustments\_LiabilitiesPlusEquity\_P(1)\*] | [\*Normalized\_LiabilitiesPlusEquity\_P(1)\*] | [\*Comments\_LiabilitiesPlusEquity\*] |