



**LANTER, LEONARDO
& LEVY, LLC**
CERTIFIED PUBLIC ACCOUNTANTS

EXAMPLE CONSTRUCTION COMPANY, INC.
VERTICAL AND COMMON SIZE
COMPARATIVE FINANCIAL STATEMENTS
FOR THE YEARS 2008 - 2011

VERTICAL COMPARATIVE ANALYSIS

	12/31/2008	12/31/2009	12/31/2010	12/31/2011
Income Statement Data				
Sales (Income)	\$37,431,029	\$43,531,470	\$41,215,574	\$35,887,255
Cost of Sales (COGS)	\$32,239,801	\$39,024,158	\$36,381,898	\$32,421,203
Gross Profit	\$5,191,228	\$4,507,312	\$4,833,676	\$3,466,052
Gross Profit Margin	13.87%	10.35%	11.73%	9.66%
Depreciation	\$0	\$0	\$0	\$0
Amortization	\$0	\$0	\$0	\$0
Overhead or S,G,& A Expenses	\$4,622,720	\$4,551,763	\$4,581,193	\$2,992,759
Other Operating Income	\$226,447	\$251,960	\$0	\$0
Other Operating Expenses	\$0	\$0	\$94,576	\$138,792
Operating Profit	\$794,955	\$207,509	\$157,907	\$334,501
Interest Expense	\$0	\$0	\$0	\$0
Other Income	\$0	\$0	\$0	\$0
Other Expenses	\$0	\$0	\$0	\$0
Net Profit Before Taxes	\$794,955	\$207,509	\$157,907	\$334,501
Adjusted Net Profit before Taxes	\$794,955	\$207,509	\$157,907	\$334,501
Net Profit Margin	2.12%	0.48%	0.38%	0.93%
EBITDA	\$794,955	\$207,509	\$157,907	\$334,501
Taxes Paid	\$52,588	\$12,264	\$11,831	\$27,116
Extraordinary Gain	\$0	\$0	\$0	\$0
Extraordinary Loss	\$0	\$0	\$0	\$0
Net Income	\$742,367	\$195,245	\$146,076	\$307,385
	12/31/2008	12/31/2009	12/31/2010	12/31/2011
Balance Sheet Data				
Cash (Bank Funds)	\$7,509,242	\$8,183,538	\$6,724,345	\$6,972,651
Accounts Receivable	\$9,525,744	\$8,655,088	\$7,038,536	\$7,843,568
Inventory	\$0	\$0	\$0	\$0
Other Current Assets	\$17,184	\$357,101	\$492,150	\$20,461
Costs and Earnings in Excess of Billings	\$17,184	\$322,930	\$482,988	\$20,461
Total Current Assets	\$17,052,170	\$17,195,727	\$14,255,031	\$14,836,680
Gross Fixed Assets	\$11,267,132	\$11,997,061	\$12,117,903	\$12,093,186
Accumulated Depreciation	\$9,671,385	\$10,026,483	\$10,761,646	\$11,189,451
Net Fixed Assets	\$1,595,747	\$1,970,578	\$1,356,257	\$903,735
Gross Intangible Assets	\$0	\$0	\$0	\$0
Accumulated Amortization	\$0	\$0	\$0	\$0
Net Intangible Assets	\$0	\$0	\$0	\$0
Other Assets	\$165,613	\$242,867	\$173,812	\$243,353
Total Assets	\$18,813,530	\$19,409,172	\$15,785,100	\$15,983,768
Accounts Payable	\$6,791,345	\$6,754,411	\$5,654,209	\$4,959,127
Short Term Debt	\$0	\$134,393	\$135,503	\$125,113
Notes Payable / Current Portion of Long Term Debt	\$0	\$0	\$0	\$0
Other Current Liabilities	\$5,306,443	\$5,266,694	\$2,665,076	\$2,786,422
Billings in Excess of Costs	\$5,278,002	\$5,242,061	\$2,644,516	\$2,760,534
Total Current Liabilities	\$12,097,788	\$12,155,498	\$8,454,788	\$7,870,662
Notes Payable / Senior Debt	\$1,804,005	\$2,148,429	\$2,078,945	\$2,554,566
Notes Payable / Subordinated Debt	\$0	\$0	\$0	\$0
Other Long Term Liabilities	\$3,179	\$1,442	\$1,488	\$1,276
Total Long Term Liabilities	\$1,807,184	\$2,149,871	\$2,080,433	\$2,555,842
Total Liabilities	\$13,904,972	\$14,305,369	\$10,535,221	\$10,426,504
Preferred Stock	\$0	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0	\$0
Additional Paid-in Capital	\$0	\$0	\$0	\$0
Other Stock / Equity	\$0	\$0	\$0	\$0
Ending Retained Earnings	\$4,908,558	\$5,103,803	\$5,249,879	\$5,557,264
Total Equity	\$4,908,558	\$5,103,803	\$5,249,879	\$5,557,264
Total Liabilities + Equity	\$18,813,530	\$19,409,172	\$15,785,100	\$15,983,768

COMMON SIZE STATEMENTS

	12/31/2008	12/31/2009	12/31/2010	12/31/2011	Industry* (2273)
Income Statement Data					
Sales (Income)	100%	100%	100%	100%	100%
Cost of Sales (COGS)	86%	90%	88%	90%	84%
Gross Profit	14%	10%	12%	10%	16%
Depreciation	0%	0%	0%	0%	2%
Amortization	0%	0%	0%	0%	0%
Overhead or S,G,& A Expenses	12%	10%	11%	8%	9%
Other Operating Income	1%	1%	0%	0%	0%
Other Operating Expenses	0%	0%	0%	0%	0%
Operating Profit	2%	0%	0%	1%	5%
Interest Expense	0%	0%	0%	0%	0%
Other Income	0%	0%	0%	0%	0%
Other Expenses	0%	0%	0%	0%	0%
Net Profit Before Taxes	2%	0%	0%	1%	5%
Adjusted Net Profit before Taxes	2%	0%	0%	1%	5%
EBITDA	2%	0%	0%	1%	7%
Taxes Paid	0%	0%	0%	0%	0%
Extraordinary Gain	0%	0%	0%	0%	0%
Extraordinary Loss	0%	0%	0%	0%	0%
Net Income	2%	0%	0%	1%	5%
	12/31/2008	12/31/2009	12/31/2010	12/31/2011	Industry* (2273)
Balance Sheet Data					
Cash (Bank Funds)	40%	42%	43%	44%	14%
Accounts Receivable	51%	45%	45%	49%	33%
Inventory	0%	0%	0%	0%	1%
Other Current Assets	0%	2%	3%	0%	6%
Costs and Earnings in Excess of Billings	0%	2%	3%	0%	5%
Total Current Assets	91%	89%	90%	93%	60%
Gross Fixed Assets	60%	62%	77%	76%	89%
Accumulated Depreciation	51%	52%	68%	70%	54%
Net Fixed Assets	8%	10%	9%	6%	36%
Gross Intangible Assets	0%	0%	0%	0%	0%
Accumulated Amortization	0%	0%	0%	0%	0%
Net Intangible Assets	0%	0%	0%	0%	0%
Other Assets	1%	1%	1%	2%	4%
Total Assets	100%	100%	100%	100%	100%
Accounts Payable	36%	35%	36%	31%	19%
Short Term Debt	0%	1%	1%	1%	0%
Notes Payable / Current Portion of Long Term Debt	0%	0%	0%	0%	3%
Other Current Liabilities	28%	27%	17%	17%	12%
Billings in Excess of Costs	28%	27%	17%	17%	5%
Total Current Liabilities	64%	63%	54%	49%	37%
Notes Payable / Senior Debt	10%	11%	13%	16%	4%
Notes Payable / Subordinated Debt	0%	0%	0%	0%	0%
Other Long Term Liabilities	0%	0%	0%	0%	5%
Total Long Term Liabilities	10%	11%	13%	16%	17%
Total Liabilities	74%	74%	67%	65%	54%
Preferred Stock	0%	0%	0%	0%	0%
Common Stock	0%	0%	0%	0%	0%
Additional Paid-in Capital	0%	0%	0%	0%	1%
Other Stock / Equity	0%	0%	0%	0%	3%
Ending Retained Earnings	26%	26%	33%	35%	37%
Total Equity	26%	26%	33%	35%	46%
Total Liabilities + Equity	100%	100%	100%	100%	100%

*The industry common size figures shown above were taken from all private company data for companies with industry code 237310 for all years in all areas with yearly sales \$10 million to \$50 million.

