APPENDIX B

********** SUMMARY SALES FORECAST AND INCOME STATEMENT **********

GROSS SALES($)	JAN/84	FEB/84	MAR/84	APR/84	MAY/84	JUN/84	JUL/84	AUG/84	SEP/84	OCT/84	NOV/84	DEC/84	1984
BOB - US	$0	$30,638	$61,275	$30,638	$122,550	$490,200	$612,750	$735,300	$857,850	$857,850	$857,850	$857,850	$5,514,750
BOB - INTL	$0	$8,438	$16,875	$8,438	$33,750	$135,000	$168,750	$202,500	$236,250	$236,250	$236,250	$236,250	$1,518,750
BOB ACCESSORIES - US	$0	$3,064	$6,128	$3,064	$12,255	$49,020	$61,275	$73,530	$85,785	$85,785	$85,785	$85,785	$551,475
BOB ACCESSORIES - INTL	$0	$844	$1,688	$844	$3,375	$13,500	$16,875	$20,250	$23,625	$23,625	$23,625	$23,625	$151,875
BOB PERIPHERALS - US									$85,785	$85,785	$85,785	$85,785	$343,140
BOB PERIPHERALS - INTL									$23,625	$23,625	$23,625	$23,625	$94,500
TOPO - US	$174,342	$104,605	$139,474	$139,474	$139,474	$139,474	$209,210	$209,210	$209,210	$209,210	$209,210	$209,210	$2,092,105
TOPO - INTL	$71,993	$43,196	$57,594	$57,594	$57,594	$57,594	$86,391	$86,391	$86,391	$86,391	$86,391	$86,391	$863,914
FRED - US	$0	$0	$4,275	$17,100	$85,500	$171,000	$300,960	$389,880	$547,200	$786,600	$957,600	$1,094,400	$4,354,515
FRED - INTL	$0	$0	$888	$3,550	$17,750	$35,500	$124,960	$161,880	$227,200	$326,600	$397,600	$454,400	$1,750,328
TOTAL GROSS SALES	$246,335	$190,783	$288,195	$260,700	$472,248	$1,091,288	$1,581,172	$1,878,942	$2,382,922	$2,721,722	$2,963,722	$3,157,322	$17,235,351
SALES DISC & RETURNS	$7,390	$5,724	$8,646	$7,821	$14,167	$32,739	$47,435	$56,368	$71,488	$81,652	$88,912	$94,720	$517,061
NET SALES	$238,945	$185,060	$279,550	$252,879	$458,080	$1,058,549	$1,533,737	$1,822,574	$2,311,434	$2,640,070	$2,874,810	$3,062,602	$16,718,290
COST OF SALES	$221,067	$154,868	$202,192	$187,864	$315,427	$676,824	$935,634	$1,034,837	$1,304,056	$1,495,996	$1,563,096	$1,662,776	$9,754,638
GROSS MARGIN	$17,878	$30,192	$77,357	$65,016	$142,653	$381,725	$598,103	$787,736	$1,007,378	$1,144,074	$1,311,714	$1,399,826	$6,963,653
REP COMM. & TRANS.	$24,633	$19,078	$28,820	$26,070	$47,225	$109,129	$158,117	$187,894	$238,292	$272,172	$296,372	$315,732	$1,723,535
VARIABLE MARGIN	($6,755)	$11,114	$48,538	$38,946	$95,428	$272,596	$439,986	$599,842	$769,086	$871,902	$1,015,342	$1,084,094	$5,240,118
OPERATING EXPENSES													
R&D	$113,339	$96,400	$97,400	$98,400	$107,000	$113,600	$120,200	$127,000	$128,000	$132,000	$133,000	$134,000	$1,400,339
G&A	$94,888	$99,304	$115,026	$114,466	$117,799	$115,049	$111,883	$113,299	$115,216	$116,133	$117,049	$117,966	$1,348,080
SALES/MARKETING	$92,901	$72,123	$53,410	$54,885	$59,562	$159,929	$204,917	$240,394	$299,492	$335,372	$359,572	$378,932	$2,311,490
MANUFACTURING	$69,129	$78,196	$63,899	$72,482	$79,065	$89,982	$100,899	$113,065	$114,732	$123,149	$124,815	$126,482	$1,155,896
TOTAL OPERATING EXPENSES	$370,257	$346,024	$329,735	$340,233	$363,427	$478,560	$537,899	$593,759	$657,440	$706,654	$734,437	$757,380	$6,215,805
OPERATING INCOME	($377,013)	($334,910)	($281,197)	($301,287)	($267,999)	($205,964)	($97,913)	$6,083	$111,646	$165,248	$280,905	$326,714	($975,688)
ANDROMAN ROYALTY	$1,000,000	$0	($50,000)	$0	$0	$0	$0	$0	$75,625	$302,500	$378,125	$453,750	$2,160,000
OTHER INCOME	$2,033	$958	$12,226	$21,138	$18,325	$16,259	$14,237	$11,511	$9,192	$8,017	$7,305	$6,904	$128,105
OTHER EXPENSES	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
NET INCOME	$625,020	($333,952)	($318,971)	($280,149)	($249,674)	($189,705)	($83,676)	$17,594	$196,463	$475,765	$666,335	$787,367	$1,312,417

********** BALANCE SHEET **********

ASSETS	JAN/84	FEB/84	MAR/84	APR/84	MAY/84	JUN/84	JUL/84	AUG/84	SEP/84	OCT/84	NOV/84	DEC/84
CURRENT ASSETS												
CASH	$364,657	$4,525,905	$3,929,266	$3,400,591	$3,103,004	$2,591,705	$2,012,751	$1,664,177	$1,542,477	$1,379,486	$1,382,054	$1,546,678
ACCOUNTS RECEIVABLE	$241,718	$338,887	$387,980	$436,639	$606,288	$1,330,269	$2,232,377	$2,827,627	$3,492,297	$4,159,307	$4,605,207	$4,941,407
ROYALTY RECEIVABLE	$0	$0	$0	$0	$0	$0	$0	$0	$75,625	$378,125	$756,250	$1,210,000
NOTES RECEIVABLE	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313	$137,313
INVENTORY	$889,933	$735,065	$187,864	$315,427	$676,824	$935,634	$1,034,837	$1,304,056	$1,495,996	$1,563,096	$1,662,776	$1,829,054
TOTAL CURRENT ASSETS	$1,633,622	$5,737,170	$4,642,423	$4,289,971	$4,523,430	$4,994,922	$5,417,279	$5,933,173	$6,743,709	$7,617,327	$8,543,600	$9,664,452
FIXED ASSETS	$815,978	$937,778	$1,027,778	$1,092,778	$1,157,778	$1,247,778	$1,322,778	$1,367,778	$1,412,778	$1,457,778	$1,502,778	$1,547,778
ACCUMULATED DEPRECIATION	($144,927)	($190,142)	($241,191)	($295,989)	($354,538)	($419,920)	($487,885)	($557,934)	($630,066)	($704,281)	($780,580)	($858,962)
SINGAPORE NOTES RECEIVABLE	$1,201,005	$1,361,005	$1,441,005	$1,501,005	$1,561,005	$1,621,005	$1,681,005	$1,731,005	$1,771,005	$1,811,005	$1,851,005	$1,891,005
SINGAPORE INVESTMENT	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000
INTANGIBLE ASSETS	$52,970	$51,954	$50,937	$49,921	$48,905	$47,889	$46,872	$45,856	$44,840	$43,823	$42,807	$41,791
TOTAL ASSETS	$3,608,647	$7,947,764	$6,970,952	$6,687,685	$6,986,579	$7,541,673	$8,030,048	$8,569,877	$9,392,265	$10,275,651	$11,209,610	$12,336,064

LIABILITIES	JAN/84	FEB/84	MAR/84	APR/84	MAY/84	JUN/84	JUL/84	AUG/84	SEP/84	OCT/84	NOV/84	DEC/84
CURRENT LIABILITIES												
ACCOUNTS PAYABLE	$2,228,524	$1,896,352	$1,234,271	$1,227,912	$1,774,241	$2,532,199	$3,074,610	$3,598,205	$4,226,489	$4,637,471	$4,909,455	$5,253,900
ACCRUED LIABILITIES	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635	$491,635
TOTAL CURRENT LIABILITIES	$2,720,159	$2,387,987	$1,725,906	$1,719,547	$2,265,876	$3,023,834	$3,566,245	$4,089,840	$4,718,124	$5,129,106	$5,401,090	$5,745,535
CONTRACTS,LEASE LINE	$13,481	$18,721	$22,961	$26,201	$28,442	$15,282	$44,922	$43,563	$41,203	$37,843	$33,483	$28,124
LONG TERM DEBT	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001	$3,885,001
TOTAL LIABILITIES	$6,618,640	$6,291,709	$5,633,867	$5,630,750	$6,179,318	$6,924,117	$7,496,168	$8,018,403	$8,644,328	$9,051,949	$9,319,574	$9,658,660
STOCKHOLDER EQUITY												
PREFERRED STOCK	$4,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016	$9,716,016
COMMON STOCK	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520	$348,520
RETAINED EARNINGS	($8,074,531)	($8,408,483)	($8,727,453)	($9,007,603)	($9,257,277)	($9,446,982)	($9,530,658)	($9,513,064)	($9,316,601)	($8,840,836)	($8,174,501)	($7,387,134)
TOTAL STOCKHOLDER EQUITY	($3,009,994)	$1,656,054	$1,337,083	$1,056,934	$807,259	$617,554	$533,878	$551,473	$747,936	$1,223,700	$1,890,035	$2,677,403
TOTAL LIAB. & STOCK. EQUITY	$3,608,646	$7,947,763	$6,970,951	$6,687,683	$6,986,578	$7,541,671	$8,030,047	$8,569,876	$9,392,263	$10,275,650	$11,209,609	$12,336,062

********** CASH FLOW STATEMENT **********

	JAN/84	FEB/84	MAR/84	APR/84	MAY/84	JUN/84	JUL/84	AUG/84	SEP/84	OCT/84	NOV/84	DEC/84
BEGINNING CASH	$18,684	$364,657	$4,525,905	$3,929,266	$3,400,591	$3,103,004	$2,591,705	$2,012,751	$1,664,177	$1,542,477	$1,379,486	$1,382,054
PLUS SOURCES OF CASH												
A/R COLLECTION - US	$0	$31,380	$174,342	$138,306	$211,151	$190,275	$359,779	$849,694	$1,184,195	$1,407,920	$1,785,830	$2,025,230
A/R COLLECTION - INTL	$48,956	$62,235	$64,761	$73,735	$91,447	$177,032	$319,285	$433,999	$534,056	$646,791	$731,991	$795,891
ANDROMAN ROYALTY	$1,000,000	$0	($50,000)	$0	$0	$0	$0	$0	$0	$0	$0	$0
EQUITY: PREFERRED		$5,000,000										
EQUITY: COMMON												
NOTES												
LOANS												
INTEREST(approx. 8%)	$2,033	$958	$12,226	$21,138	$18,325	$16,259	$14,237	$11,511	$9,192	$8,017	$7,305	$6,904
TOTAL SOURCES	$1,050,989	$5,094,573	$201,329	$233,179	$320,923	$383,566	$693,301	$1,295,204	$1,727,444	$2,062,728	$2,525,127	$2,828,026
LESS USES OF CASH												
PAYROLL & RENT(R/T)	$201,892	$196,953	$168,960	$172,083	$174,950	$184,733	$185,500	$198,500	$207,200	$213,950	$213,950	$213,950
PAYROLL, DIRECT LABOR	$8,615	$12,500	$25,000	$50,000	$75,000	$93,750	$93,750	$93,750	$93,750	$93,750	$93,750	$93,750
CURRENT A/P ADJUSTMENT	$150,000	$0	$291,385	$287,500	$100,000	$29,991	$0	$0	$0	$0	$0	$0
A/P - TRADE	$61,100	$162,066	$146,863	$130,512	$145,800	$157,803	$285,821	$413,285	$519,747	$619,355	$723,252	$795,996
A/P - INVENTORY	$0	$285,247	$0	$0	$0	$265,427	$601,824	$841,884	$941,087	$1,210,306	$1,402,246	$1,469,346
LEASE PAYMENTS	$18,760	$19,760	$20,760	$21,760	$22,760	$23,160	$25,360	$26,360	$27,360	$28,360	$29,360	$30,360
TOOLING	$104,650	$96,800	$65,000	$40,000	$40,000	$80,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000
SINGAPORE NOTES RECV.	$160,000	$160,000	$80,000	$60,000	$60,000	$60,000	$60,000	$50,000	$40,000	$40,000	$40,000	$40,000
TOTAL USES	$705,017	$933,325	$797,967	$761,854	$618,510	$894,865	$1,272,255	$1,643,778	$1,849,143	$2,225,720	$2,522,558	$2,663,402
MONTHLY CASH FLOW	$345,972	$4,161,248	($596,638)	($528,675)	($297,587)	($511,299)	($578,954)	($348,574)	($121,699)	($162,992)	$2,569	$164,624
ENDING CASH BALANCE	$364,657	$4,525,905	$3,929,266	$3,400,591	$3,103,004	$2,591,705	$2,012,751	$1,664,177	$1,542,477	$1,379,486	$1,382,054	$1,546,678

********** SUMMARY SALES FORECAST AND INCOME STATEMENT **********

	Q1/85	Q2/85	Q3/85	Q4/85	TOTAL 1985	TOTAL 1986	TOTAL 1987	TOTAL 1988
NET SALES								
BOB	$2,500,000	$2,890,000	$3,360,000	$3,750,000	$12,500,000	$19,250,000	$27,500,000	$40,000,000
BOB Accessories	$260,000	$299,000	$351,000	$390,000	$1,300,000	$2,887,500	$5,500,000	$10,000,000
BOB Peripherals	$780,000	$897,000	$1,053,000	$1,170,000	$3,900,000	$7,700,000	$13,750,000	$24,000,000
FRED	$1,400,000	$1,575,000	$1,750,000	$2,275,000	$7,000,000	$4,800,000	$0	$0
New Products	$450,000	$650,000	$850,000	$1,050,000	$3,000,000	$15,000,000	$32,000,000	$45,000,000
TOTAL NET SALES	$5,390,000	$6,311,000	$7,364,000	$8,635,000	$27,700,000	$49,637,500	$78,750,000	$119,000,000
COST OF SALES	$2,677,000	$3,076,050	$3,565,200	$4,176,750	$13,495,000	$23,428,900	$37,112,500	$55,950,000
GROSS MARGIN	$2,713,000	$3,234,950	$3,798,800	$4,458,250	$14,205,000	$26,208,600	$41,637,500	$63,050,000
REP. COMM & TRANS.	$539,000	$631,100	$736,400	$863,500	$2,770,000	$4,963,750	$6,300,000	$9,520,000
VARIABLE MARGIN	$2,174,000	$2,603,850	$3,062,400	$3,594,750	$11,435,000	$21,244,850	$35,337,500	$53,530,000
OPERATING EXPENSES								
R&D	$574,000	$666,100	$776,400	$903,500	$2,920,000	$4,463,750	$7,087,500	$9,520,000
G&A	$459,200	$532,880	$621,120	$632,450	$2,245,650	$2,678,250	$3,150,000	$4,760,000
SALES/MARKETING	$815,000	$834,750	$1,059,000	$1,169,950	$3,878,700	$5,124,625	$8,562,500	$11,875,550
MANUFACTURING	$401,800	$466,270	$543,480	$544,100	$1,955,650	$2,231,875	$2,362,500	$3,570,000
TOTAL OPERATING EXPENSES	$2,250,000	$2,500,000	$3,000,000	$3,250,000	$11,000,000	$14,498,500	$21,162,500	$29,725,550
OPERATING INCOME	($76,000)	$103,850	$62,400	$344,750	$435,000	$6,746,350	$14,175,000	$23,804,450
ANDROMAN ROYALTY	$920,000	$460,000	$920,000	$2,112,500	$4,412,500	$3,025,000	$0	$0
PRE-TAX INCOME	$844,000	$563,850	$982,400	$2,457,250	$4,847,500	$9,771,350	$14,175,000	$23,804,450
TAXES	$0	$0	$0	$0	$0	($4,494,821)	($6,520,500)	($10,950,047)
NET INCOME	$844,000	$563,850	$982,400	$2,457,250	$4,847,500	$5,276,529	$7,654,500	$12,854,403

********** SALES UNIT FORECAST **********

UNITS SOLD	JAN/84	FEB/84	MAR/84	APR/84	MAY/84	JUN/84	JUL/84	AUG/84	SEP/84	OCT/84	NOV/84	DEC/84	1984
BOB - US		19	38	19	75	300	375	450	525	525	525	525	3375
BOB - INTL		6	13	6	25	100	125	150	175	175	175	175	1125
BOB - TOTAL		25	50	25	100	400	500	600	700	700	700	700	4500
TOPO - US	167	100	133	133	133	133	200	200	200	200	200	200	2000
TOPO - INTL	83	50	67	67	67	67	100	100	100	100	100	100	1000
TOPO - TOTAL	250	150	200	200	200	200	300	300	300	300	300	300	3000
FRED - US			19	75	375	750	1320	1710	2400	3450	4200	4800	19099
FRED - INTL			6	25	125	250	880	1140	1600	2300	2800	3200	12326
FRED - TOTAL			25	100	500	1000	2200	2850	4000	5750	7000	8000	31425

APPENDIX C

January 25/84

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January 24, 1984

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