

# ***Exactplanner***

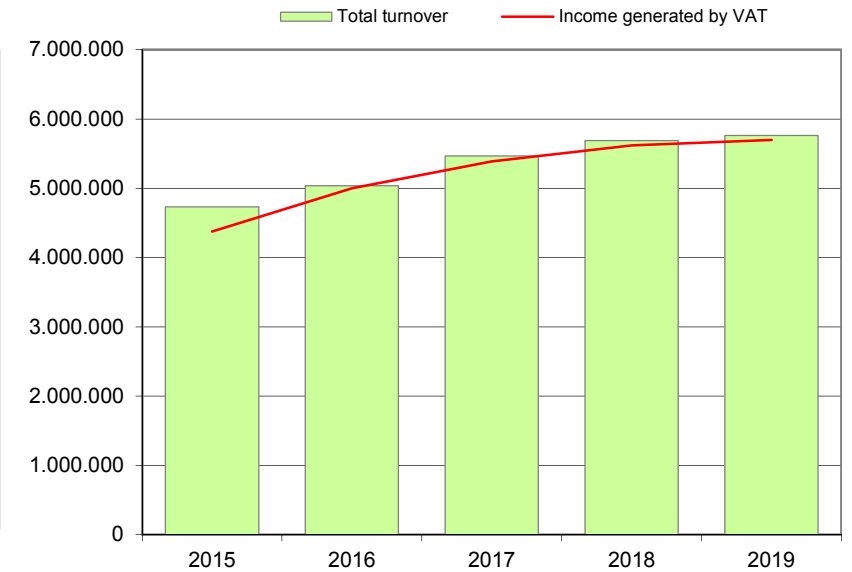
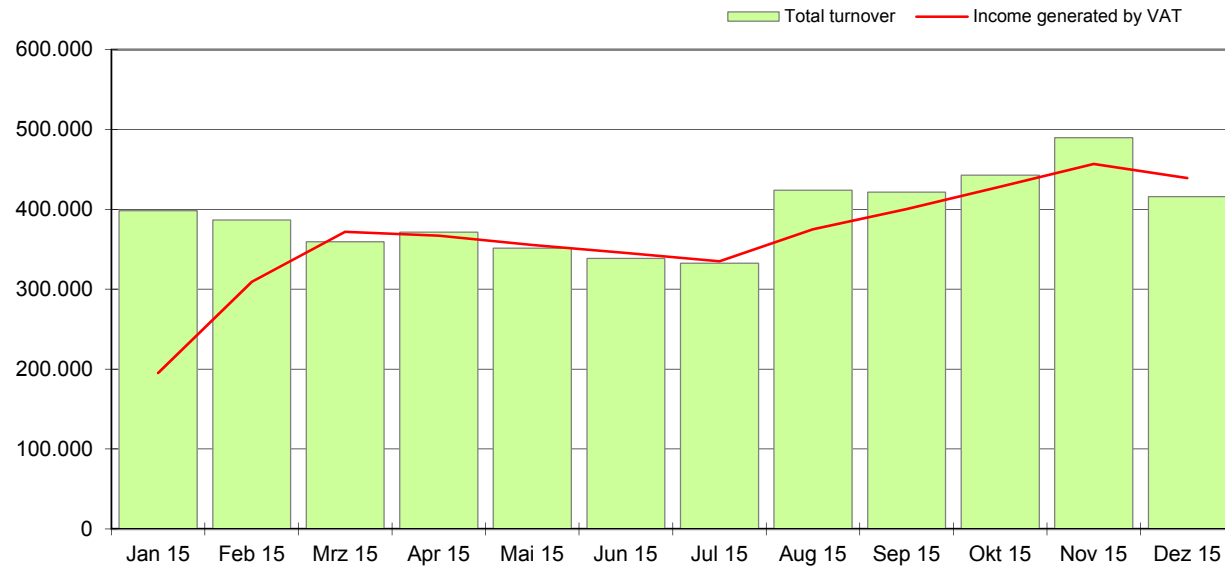
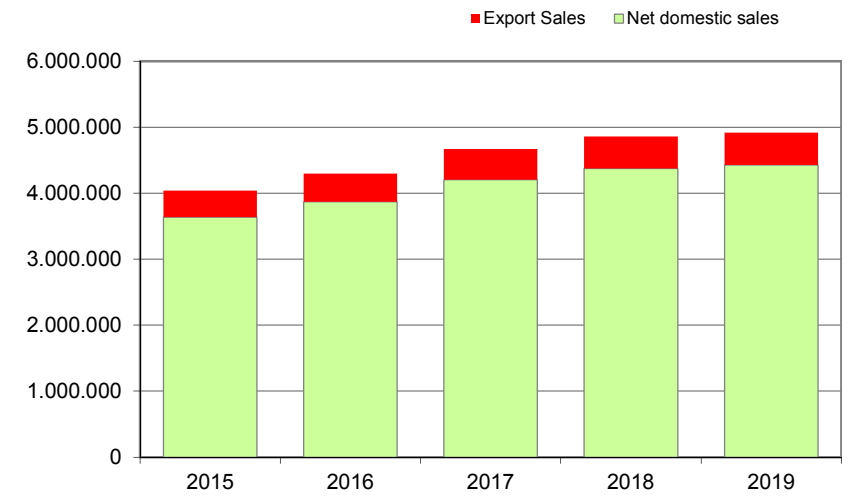
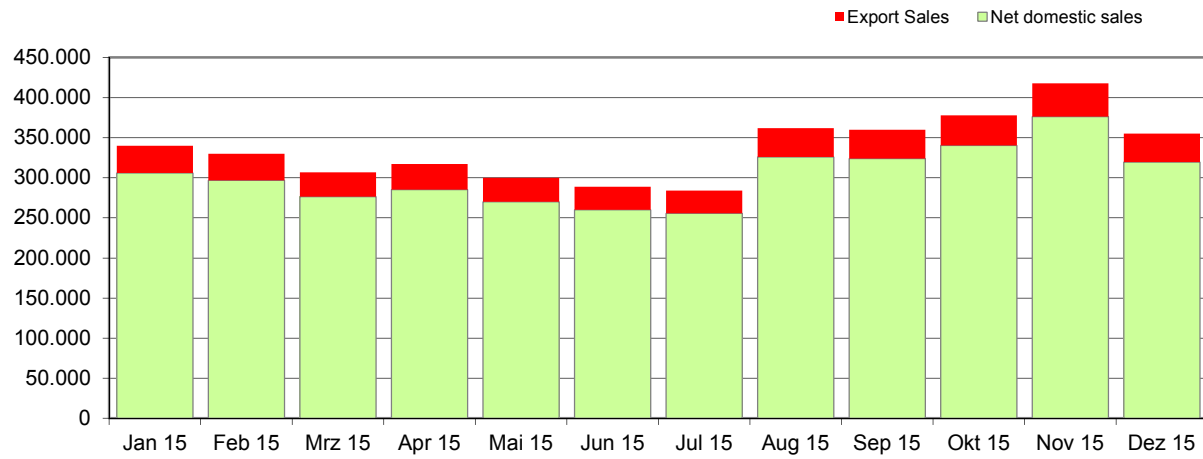
Mit innovativen Tools zur strukturierten Planung wurden die Inhalte der Planungsbereiche optimiert und an den unternehmensspezifischen Bedarf angepasst.

Durch differenzierte Voreinstellungsfunktionen war es dem Anwender möglich, die folgenden Auswertungen und Berechnungen in etwa zwei Stunden zu präsentieren.

Softwareeigenschaften, die nur der Exactplanner garantiert.

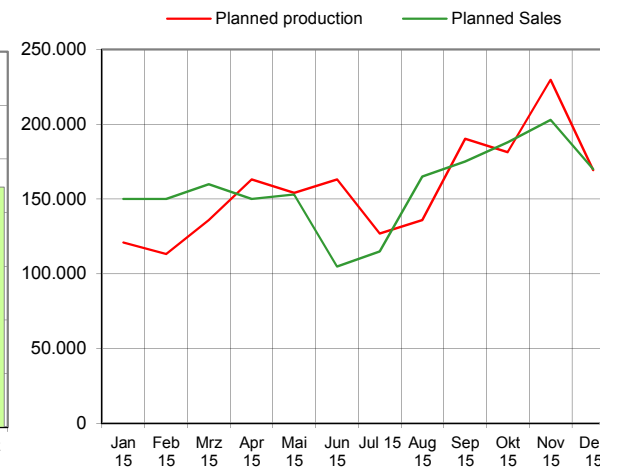
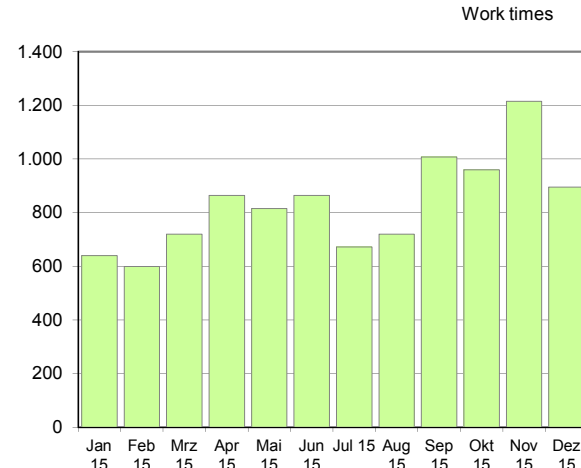
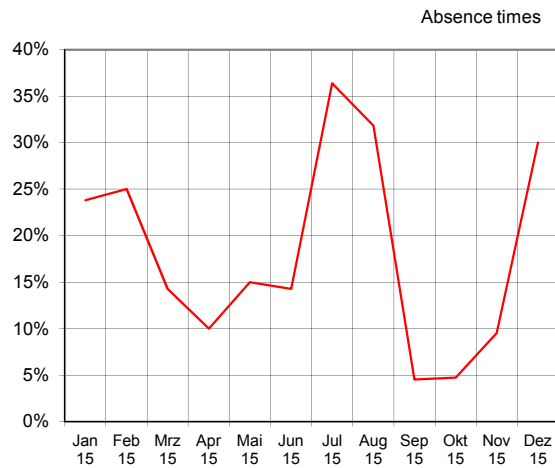
**s** **ftware<sup>XL</sup>**

| <b>Sales in Euro (€)</b>            | <b>Jan 15</b>  | <b>Feb 15</b>  | <b>Mrz 15</b>  | <b>Apr 15</b>  | <b>Mai 15</b>  | <b>Jun 15</b>  | <b>Jul 15</b>  | <b>Aug 15</b>  | <b>Sep 15</b>  | <b>Okt 15</b>  | <b>Nov 15</b>  | <b>Dez 15</b>  | <b>2015</b>      | <b>2016</b>      | <b>2017</b>      | <b>2018</b>      | <b>2019</b>      |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| My best product                     | 80.000         | 70.000         | 80.000         | 60.000         | 80.000         | 50.000         | 50.000         | 80.000         | 90.000         | 100.000        | 110.000        | 95.000         | 945.000          | 1.000.000        | 1.050.000        | 1.100.000        | 1.150.000        |
| My most expensive product           | 30.000         | 30.000         | 25.000         | 30.000         | 33.000         | 20.000         | 30.000         | 35.000         | 30.000         | 33.000         | 33.000         | 35.000         | 364.000          | 350.000          | 350.000          | 400.000          | 400.000          |
| My most recent product              | 40.000         | 50.000         | 55.000         | 60.000         | 40.000         | 35.000         | 35.000         | 50.000         | 55.000         | 55.000         | 60.000         | 40.000         | 575.000          | 600.000          | 750.000          | 800.000          | 900.000          |
| My article of trade A               | 60.000         | 60.000         | 55.000         | 60.000         | 39.000         | 40.000         | 40.000         | 60.000         | 60.000         | 65.000         | 75.000         | 55.000         | 669.000          | 700.000          | 750.000          | 800.000          | 800.000          |
| My article of trade B               | 70.000         | 70.000         | 60.000         | 60.000         | 60.000         | 60.000         | 50.000         | 60.000         | 70.000         | 65.000         | 75.000         | 70.000         | 770.000          | 900.000          | 1.000.000        | 1.000.000        | 1.000.000        |
| My article of trade C               | 30.000         | 25.000         | 30.000         | 25.000         | 25.000         | 60.000         | 60.000         | 55.000         | 30.000         | 30.000         | 35.000         | 40.000         | 445.000          | 350.000          | 350.000          | 320.000          | 300.000          |
| My art of service                   | 30.000         | 25.000         | 2.000          | 22.000         | 23.000         | 24.000         | 19.000         | 22.000         | 25.000         | 30.000         | 30.000         | 20.000         | 272.000          | 400.000          | 420.000          | 440.000          | 370.000          |
| <b>Products from own production</b> | <b>150.000</b> | <b>150.000</b> | <b>160.000</b> | <b>150.000</b> | <b>153.000</b> | <b>105.000</b> | <b>115.000</b> | <b>165.000</b> | <b>175.000</b> | <b>188.000</b> | <b>203.000</b> | <b>170.000</b> | <b>1.884.000</b> | <b>1.950.000</b> | <b>2.150.000</b> | <b>2.300.000</b> | <b>2.450.000</b> |
| <b>Merchandise</b>                  | <b>160.000</b> | <b>155.000</b> | <b>145.000</b> | <b>145.000</b> | <b>124.000</b> | <b>160.000</b> | <b>150.000</b> | <b>175.000</b> | <b>160.000</b> | <b>160.000</b> | <b>185.000</b> | <b>165.000</b> | <b>1.884.000</b> | <b>1.950.000</b> | <b>2.100.000</b> | <b>2.120.000</b> | <b>2.100.000</b> |
| <b>Services/Other performances</b>  | <b>30.000</b>  | <b>25.000</b>  | <b>2.000</b>   | <b>22.000</b>  | <b>23.000</b>  | <b>24.000</b>  | <b>19.000</b>  | <b>22.000</b>  | <b>25.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>20.000</b>  | <b>272.000</b>   | <b>400.000</b>   | <b>420.000</b>   | <b>440.000</b>   | <b>370.000</b>   |
| Other revenues                      | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Total sales</b>                  | <b>340.000</b> | <b>330.000</b> | <b>307.000</b> | <b>317.000</b> | <b>300.000</b> | <b>289.000</b> | <b>284.000</b> | <b>362.000</b> | <b>360.000</b> | <b>378.000</b> | <b>418.000</b> | <b>355.000</b> | <b>4.040.000</b> | <b>4.300.000</b> | <b>4.670.000</b> | <b>4.860.000</b> | <b>4.920.000</b> |
| Export share                        | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         | 10,00%         |                  | 10,00%           | 10,00%           | 10,00%           | 10,00%           |
| <b>Export Sales</b>                 | <b>34.000</b>  | <b>33.000</b>  | <b>30.700</b>  | <b>31.700</b>  | <b>30.000</b>  | <b>28.900</b>  | <b>28.400</b>  | <b>36.200</b>  | <b>36.000</b>  | <b>37.800</b>  | <b>41.800</b>  | <b>35.500</b>  | <b>404.000</b>   | <b>430.000</b>   | <b>467.000</b>   | <b>486.000</b>   | <b>492.000</b>   |
| <b>Net domestic sales</b>           | <b>306.000</b> | <b>297.000</b> | <b>276.300</b> | <b>285.300</b> | <b>270.000</b> | <b>260.100</b> | <b>255.600</b> | <b>325.800</b> | <b>324.000</b> | <b>340.200</b> | <b>376.200</b> | <b>319.500</b> | <b>3.636.000</b> | <b>3.870.000</b> | <b>4.203.000</b> | <b>4.374.000</b> | <b>4.428.000</b> |
| <b>VAT</b>                          | <b>58.140</b>  | <b>56.430</b>  | <b>52.497</b>  | <b>54.207</b>  | <b>51.300</b>  | <b>49.419</b>  | <b>48.564</b>  | <b>61.902</b>  | <b>61.560</b>  | <b>64.638</b>  | <b>71.478</b>  | <b>60.705</b>  | <b>690.840</b>   | <b>735.300</b>   | <b>798.570</b>   | <b>831.060</b>   | <b>841.320</b>   |
| <b>Gross domestic sales</b>         | <b>364.140</b> | <b>353.430</b> | <b>328.797</b> | <b>339.507</b> | <b>321.300</b> | <b>309.519</b> | <b>304.164</b> | <b>387.702</b> | <b>385.560</b> | <b>404.838</b> | <b>447.678</b> | <b>380.205</b> | <b>4.326.840</b> | <b>4.605.300</b> | <b>5.001.570</b> | <b>5.205.060</b> | <b>5.269.320</b> |
| <b>Total turnover</b>               | <b>398.140</b> | <b>386.430</b> | <b>359.497</b> | <b>371.207</b> | <b>351.300</b> | <b>338.419</b> | <b>332.564</b> | <b>423.902</b> | <b>421.560</b> | <b>442.638</b> | <b>489.478</b> | <b>415.705</b> | <b>4.730.840</b> | <b>5.035.300</b> | <b>5.468.570</b> | <b>5.691.060</b> | <b>5.761.320</b> |
| <b>Money received</b>               |                |                |                |                |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |
| 50,00%                              | 199.070        | 193.215        | 179.749        | 185.604        | 175.650        | 169.210        | 166.282        | 211.951        | 210.780        | 221.319        | 244.739        | 207.853        | 2.365.420        |                  |                  |                  |                  |
| 30,00%                              | 0              | 119.442        | 115.929        | 107.849        | 111.362        | 105.390        | 101.526        | 99.769         | 127.171        | 126.468        | 132.791        | 146.843        | 1.294.541        |                  |                  |                  |                  |
| 20,00%                              | 0              | 0              | 79.628         | 77.286         | 71.899         | 74.241         | 70.260         | 67.684         | 66.513         | 84.780         | 84.312         | 88.528         | 765.131          |                  |                  |                  |                  |
| 0,00%                               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 305.748          | 290.032          | 314.989          | 327.804          |
| 100,00%                             | 199.070        | 312.657        | 375.306        | 370.739        | 358.912        | 348.841        | 338.068        | 379.404        | 404.463        | 432.567        | 461.842        | 443.224        | 4.425.092        | 4.745.268        | 5.153.581        | 5.363.256        | 5.429.469        |
| <b>Customer discounts 2 %</b>       | <b>3.981</b>   | <b>3.864</b>   | <b>3.595</b>   | <b>3.712</b>   | <b>3.513</b>   | <b>3.384</b>   | <b>3.326</b>   | <b>4.239</b>   | <b>4.216</b>   | <b>4.426</b>   | <b>4.895</b>   | <b>4.157</b>   | <b>47.308</b>    | <b>50.353</b>    | <b>54.686</b>    | <b>56.911</b>    | <b>57.613</b>    |
| <b>Income generated by VAT</b>      | <b>195.089</b> | <b>308.793</b> | <b>371.711</b> | <b>367.027</b> | <b>355.399</b> | <b>345.457</b> | <b>334.742</b> | <b>375.165</b> | <b>400.248</b> | <b>428.141</b> | <b>456.948</b> | <b>439.066</b> | <b>4.377.784</b> | <b>5.000.663</b> | <b>5.388.928</b> | <b>5.621.334</b> | <b>5.699.660</b> |
| Correction of revenue               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Other revenues                      | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Company revenues</b>             | <b>195.089</b> | <b>308.793</b> | <b>371.711</b> | <b>367.027</b> | <b>355.399</b> | <b>345.457</b> | <b>334.742</b> | <b>375.165</b> | <b>400.248</b> | <b>428.141</b> | <b>456.948</b> | <b>439.066</b> | <b>4.377.784</b> | <b>5.000.663</b> | <b>5.388.928</b> | <b>5.621.334</b> | <b>5.699.660</b> |

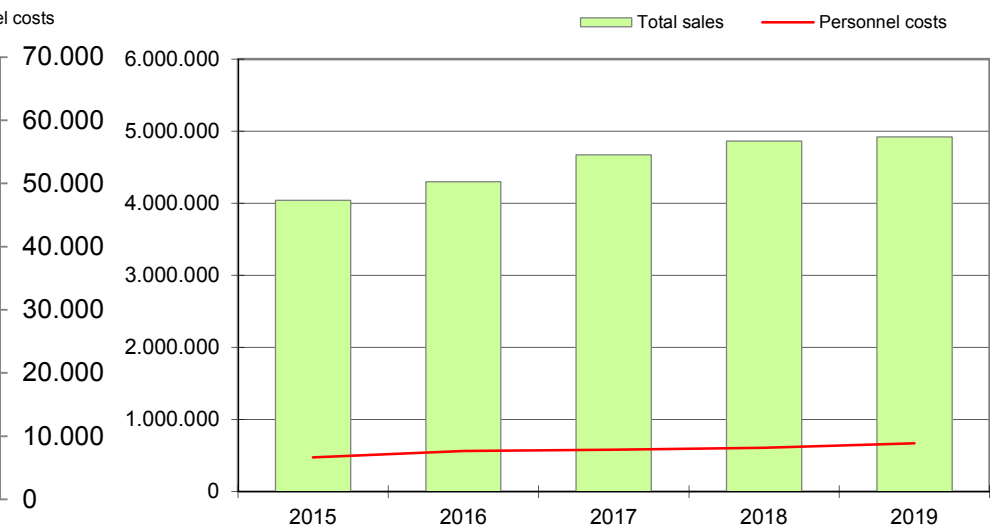
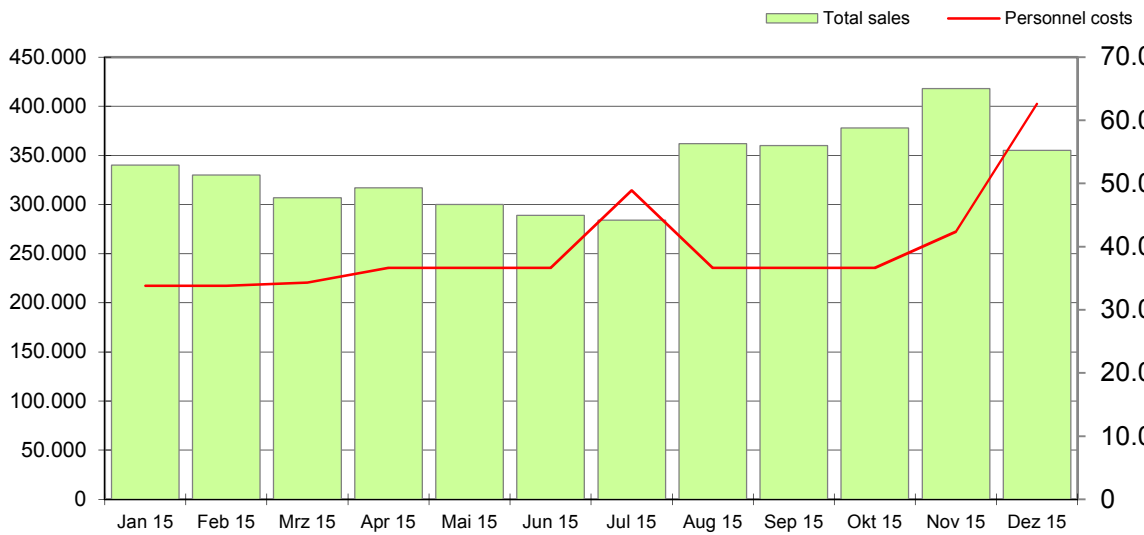
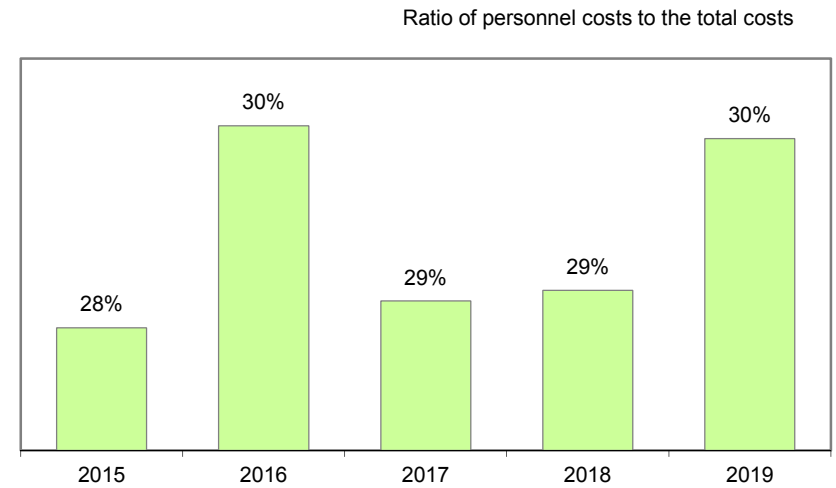
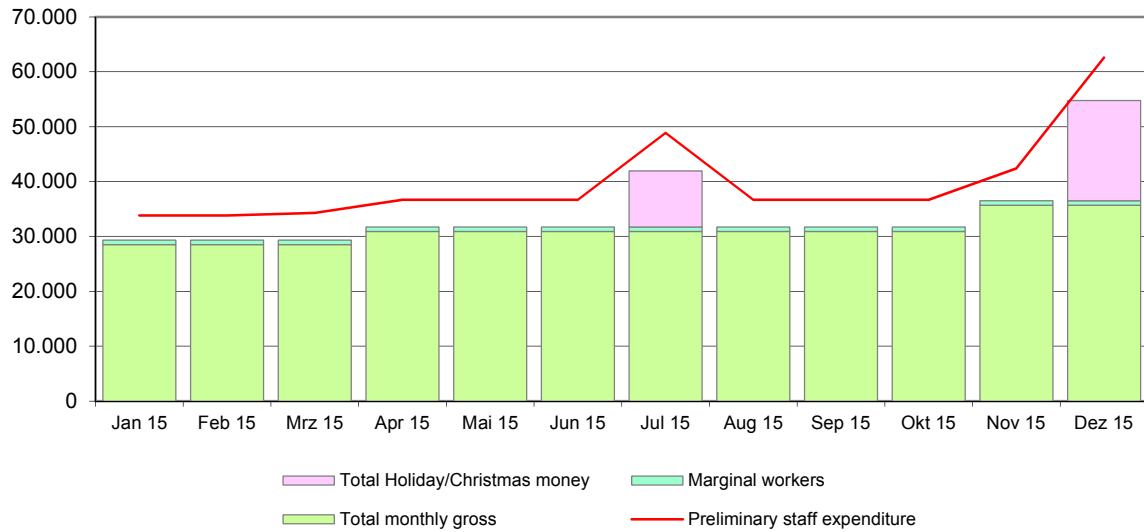


| <b>Cost of material/goods in Euro (€)</b> | <b>Jan 15</b>  | <b>Feb 15</b>  | <b>Mrz 15</b>  | <b>Apr 15</b>  | <b>Mai 15</b>  | <b>Jun 15</b>  | <b>Jul 15</b>  | <b>Aug 15</b>  | <b>Sep 15</b>  | <b>Okt 15</b>  | <b>Nov 15</b>  | <b>Dez 15</b>  | <b>2015</b>      | <b>2016</b>      | <b>2017</b>      | <b>2018</b>      | <b>2019</b>      |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| <b>Input factor (%)</b>                   |                |                |                |                |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |
| My best product                           | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         | 30,00%         |                  | 30,00%           | 30,00%           | 30,00%           | 30,00%           |
| My most expensive product                 | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         | 25,00%         |                  | 25,00%           | 25,00%           | 25,00%           | 25,00%           |
| My most recent product                    | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         | 27,00%         |                  | 27,00%           | 27,00%           | 27,00%           | 27,00%           |
| My article of trade A                     | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         | 70,00%         |                  | 70,00%           | 70,00%           | 70,00%           | 70,00%           |
| My article of trade B                     | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         | 68,00%         |                  | 68,00%           | 68,00%           | 68,00%           | 68,00%           |
| My article of trade C                     | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         | 65,00%         |                  | 65,00%           | 65,00%           | 65,00%           | 65,00%           |
| My art of service                         | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          | 0,00%          |                  | 0,00%            | 0,00%            | 0,00%            | 0,00%            |
| My best product                           | 24.000         | 21.000         | 24.000         | 18.000         | 24.000         | 15.000         | 15.000         | 24.000         | 27.000         | 30.000         | 33.000         | 28.500         | 283.500          | 300.000          | 315.000          | 330.000          | 345.000          |
| My most expensive product                 | 7.500          | 7.500          | 6.250          | 7.500          | 8.250          | 5.000          | 7.500          | 8.750          | 7.500          | 8.250          | 8.250          | 8.750          | 91.000           | 87.500           | 87.500           | 100.000          | 100.000          |
| My most recent product                    | 10.800         | 13.500         | 14.850         | 16.200         | 10.800         | 9.450          | 9.450          | 13.500         | 14.850         | 14.850         | 16.200         | 10.800         | 155.250          | 162.000          | 202.500          | 216.000          | 243.000          |
| My article of trade A                     | 42.000         | 42.000         | 38.500         | 42.000         | 27.300         | 28.000         | 28.000         | 42.000         | 42.000         | 45.500         | 52.500         | 38.500         | 468.300          | 490.000          | 525.000          | 560.000          | 560.000          |
| My article of trade B                     | 47.600         | 47.600         | 40.800         | 40.800         | 40.800         | 40.800         | 34.000         | 40.800         | 47.600         | 44.200         | 51.000         | 47.600         | 523.600          | 612.000          | 680.000          | 680.000          | 680.000          |
| My article of trade C                     | 19.500         | 16.250         | 19.500         | 16.250         | 16.250         | 39.000         | 39.000         | 35.750         | 19.500         | 19.500         | 22.750         | 26.000         | 289.250          | 227.500          | 227.500          | 208.000          | 195.000          |
| My art of service                         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Cost of material/goods I</b>           | <b>151.400</b> | <b>147.850</b> | <b>143.900</b> | <b>140.750</b> | <b>127.400</b> | <b>137.250</b> | <b>132.950</b> | <b>164.800</b> | <b>158.450</b> | <b>162.300</b> | <b>183.700</b> | <b>160.150</b> | <b>1.810.900</b> | <b>1.879.000</b> | <b>2.037.500</b> | <b>2.094.000</b> | <b>2.123.000</b> |
| External services                         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Opening balance: raw materials</b>     | <b>10.000</b>  |                |                |                |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |
| <b>Cost of material/goods II</b>          | <b>151.400</b> | <b>147.850</b> | <b>143.900</b> | <b>140.750</b> | <b>127.400</b> | <b>137.250</b> | <b>132.950</b> | <b>164.800</b> | <b>158.450</b> | <b>162.300</b> | <b>183.700</b> | <b>160.150</b> | <b>1.810.900</b> | <b>1.879.000</b> | <b>2.037.500</b> | <b>2.094.000</b> | <b>2.123.000</b> |
| Change in inventory                       | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Raw materials and supplies                | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         | 10.000         |                  | 10.000           | 10.000           | 10.000           | 10.000           |
| <b>Material/goods purchase (net)</b>      | <b>151.400</b> | <b>147.850</b> | <b>143.900</b> | <b>140.750</b> | <b>127.400</b> | <b>137.250</b> | <b>132.950</b> | <b>164.800</b> | <b>158.450</b> | <b>162.300</b> | <b>183.700</b> | <b>160.150</b> | <b>1.810.900</b> | <b>1.879.000</b> | <b>2.037.500</b> | <b>2.094.000</b> | <b>2.123.000</b> |
| <b>Material/goods purchase (gross)</b>    | <b>180.166</b> | <b>175.942</b> | <b>171.241</b> | <b>167.493</b> | <b>151.606</b> | <b>163.328</b> | <b>158.211</b> | <b>196.112</b> | <b>188.556</b> | <b>193.137</b> | <b>218.603</b> | <b>190.579</b> | <b>2.154.971</b> | <b>2.236.010</b> | <b>2.424.625</b> | <b>2.491.860</b> | <b>2.526.370</b> |
| <b>Liquidity outflow</b>                  |                |                |                |                |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |
| 50,00%                                    | 90.083         | 87.971         | 85.621         | 83.746         | 75.803         | 81.664         | 79.105         | 98.056         | 94.278         | 96.569         | 109.302        | 95.289         | 1.077.486        |                  |                  |                  |                  |
| 50,00%                                    | 0              | 90.083         | 87.971         | 85.621         | 83.746         | 75.803         | 81.664         | 79.105         | 98.056         | 94.278         | 96.569         | 109.302        | 982.196          |                  |                  |                  |                  |
| 0,00%                                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                |                  |                  |                  |                  |
| 0,00%                                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 95.289           | 89.803           | 97.378           | 100.078          |
| 100,00%                                   | 90.083         | 178.054        | 173.591        | 169.367        | 159.549        | 157.467        | 160.769        | 177.161        | 192.334        | 190.846        | 205.870        | 204.591        | 2.059.682        | 2.146.207        | 2.327.247        | 2.391.782        | 2.424.906        |
| Discounts 3 %                             | 2.702          | 2.639          | 2.569          | 2.512          | 2.274          | 2.450          | 2.373          | 2.942          | 2.828          | 2.897          | 3.279          | 2.859          | 32.325           | 33.540           | 36.369           | 37.378           | 37.896           |
| Correction of expenditures                | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Spending on materials or goods</b>     | <b>87.381</b>  | <b>175.415</b> | <b>171.023</b> | <b>166.854</b> | <b>157.275</b> | <b>155.017</b> | <b>158.396</b> | <b>174.220</b> | <b>189.505</b> | <b>187.949</b> | <b>202.591</b> | <b>201.732</b> | <b>2.027.357</b> | <b>2.207.956</b> | <b>2.380.680</b> | <b>2.451.782</b> | <b>2.487.088</b> |

| Capacity in Euro (€)            | Jan 15  | Feb 15  | Mrz 15  | Apr 15  | Mai 15  | Jun 15  | Jul 15  | Aug 15  | Sep 15  | Okt 15  | Nov 15  | Dez 15  | 2015      | 2016      | 2017      | 2018      | 2019      |
|---------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|
| Working days per period         | 21      | 20      | 21      | 20      | 20      | 21      | 22      | 22      | 22      | 21      | 21      | 20      | 251       | 251       | 251       | 251       | 251       |
| Working time per day            | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8       | 8         | 8         | 8         | 8         | 8         |
| Absence times in %              | 24%     | 25%     | 14%     | 10%     | 15%     | 14%     | 36%     | 32%     | 5%      | 5%      | 10%     | 30%     | 18%       | 18%       | 18%       | 18%       | 18%       |
| Input factor in %               | 76%     | 75%     | 86%     | 90%     | 85%     | 86%     | 64%     | 68%     | 95%     | 95%     | 90%     | 70%     | 82%       | 82%       | 82%       | 82%       | 82%       |
| Hours per capita                | 128     | 120     | 144     | 144     | 136     | 144     | 112     | 120     | 168     | 160     | 152     | 112     | 1.640     | 1.647     | 1.647     | 1.647     | 1.647     |
| Labor force                     | 5       | 5       | 5       | 6       | 6       | 6       | 6       | 6       | 6       | 6       | 8       | 8       |           | 8         | 8         | 8         | 9         |
| Total hours                     | 640     | 600     | 720     | 864     | 816     | 864     | 672     | 720     | 1.008   | 960     | 1.216   | 896     | 9.976     | 13.172    | 13.172    | 13.172    | 14.819    |
| Sales per hour in €             | 189     | 189     | 189     | 189     | 189     | 189     | 189     | 189     | 189     | 189     | 189     | 189     |           | 148       | 163       | 175       | 165       |
| Own production                  | 120.866 | 113.312 | 135.974 | 163.169 | 154.104 | 163.169 | 126.909 | 135.974 | 190.364 | 181.299 | 229.646 | 169.213 | 1.884.000 | 1.950.000 | 2.150.000 | 2.300.000 | 2.450.000 |
| Sales in-house production       | 150.000 | 150.000 | 160.000 | 150.000 | 153.000 | 105.000 | 115.000 | 165.000 | 175.000 | 188.000 | 203.000 | 170.000 | 1.884.000 | 1.950.000 | 2.150.000 | 2.300.000 | 2.450.000 |
| Change in inventory             | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0         |
| Evaluation factor               | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   | 0,00%   |           | 0,00%     | 0,00%     | 0,00%     | 0,00%     |
| Opening balance: finished goods | 20.000  |         |         |         |         |         |         |         |         |         |         |         |           |           |           |           |           |
| Finished goods                  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  | 20.000  |           | 20.000    | 20.000    | 20.000    | 20.000    |

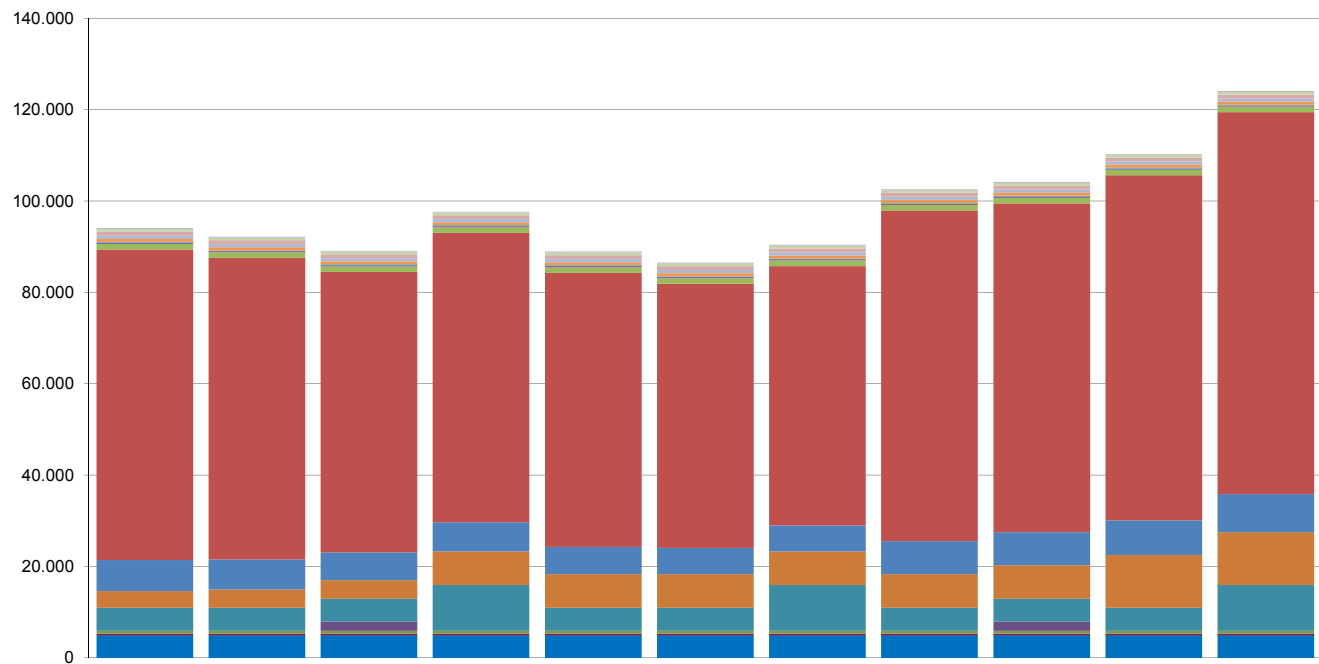


| <i>Personnel costs in Euro (€)</i>          | Jan 15 | Feb 15 | Mrz 15 | Apr 15 | Mai 15 | Jun 15 | Jul 15 | Aug 15 | Sep 15 | Okt 15 | Nov 15 | Dez 15 | 2015    | 2016    | 2017    | 2018    | 2019    |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|
| <b>Management</b>                           |        |        |        |        |        |        |        |        |        |        |        |        |         |         |         |         |         |
| <b>Gross salaries/wages</b>                 | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 8.000  | 96.000  | 100.000 | 105.000 | 110.000 | 110.000 |
| Holiday/Christmas money                     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 8.000  | 8.000   | 8.333   | 8.750   | 9.167   | 9.167   |
| Social security contribution                | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0       | 0       | 0       | 0       | 0       |
| <b>Manufacturing area</b>                   |        |        |        |        |        |        |        |        |        |        |        |        |         |         |         |         |         |
| <b>Monthly average wage</b>                 | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  | 2.400  |         | 2.450   | 2.500   | 2.600   | 2.700   |
| Number of workers                           | 5      | 5      | 5      | 6      | 6      | 6      | 6      | 6      | 6      | 6      | 8      | 8      |         | 8       | 8       | 8       | 9       |
| <b>Monthly gross</b>                        | 12.000 | 12.000 | 12.000 | 14.400 | 14.400 | 14.400 | 14.400 | 14.400 | 14.400 | 14.400 | 19.200 | 19.200 | 175.200 | 235.200 | 240.000 | 249.600 | 291.600 |
| Holiday/Christmas money                     | 0      | 0      | 0      | 0      | 0      | 0      | 6.000  | 0      | 0      | 0      | 0      | 6.000  | 12.000  | 14.700  | 15.000  | 15.600  | 18.900  |
| Social security contribution                | 2.313  | 2.313  | 2.313  | 2.776  | 2.776  | 2.776  | 2.776  | 2.776  | 2.776  | 2.776  | 3.701  | 3.701  | 33.770  | 45.335  | 46.260  | 48.110  | 56.206  |
| <b>Technicians</b>                          |        |        |        |        |        |        |        |        |        |        |        |        |         |         |         |         |         |
| <b>Gross salaries/wages</b>                 | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 5.000  | 60.000  | 65.000  | 70.000  | 75.000  | 80.000  |
| Holiday/Christmas money                     | 0      | 0      | 0      | 0      | 0      | 0      | 2.500  | 0      | 0      | 0      | 0      | 2.500  | 5.000   | 5.417   | 5.833   | 6.250   | 6.667   |
| Social security contribution                | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 964    | 11.565  | 12.529  | 13.492  | 14.456  | 15.420  |
| <b>Admin staff</b>                          |        |        |        |        |        |        |        |        |        |        |        |        |         |         |         |         |         |
| <b>Gross salaries/wages</b>                 | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 2.000  | 24.000  | 24.500  | 25.000  | 25.500  | 26.000  |
| Holiday/Christmas money                     | 0      | 0      | 0      | 0      | 0      | 0      | 1.000  | 0      | 0      | 0      | 0      | 1.000  | 2.000   | 2.042   | 2.083   | 2.150   | 2.217   |
| Social security contribution                | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 385    | 4.626   | 4.722   | 4.819   | 4.915   | 5.011   |
| <b>Other personnel</b>                      |        |        |        |        |        |        |        |        |        |        |        |        |         |         |         |         |         |
| <b>Gross salaries/wages</b>                 | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 1.500  | 18.000  | 18.300  | 18.600  | 19.000  | 19.300  |
| Holiday/Christmas money                     | 0      | 0      | 0      | 0      | 0      | 0      | 750    | 0      | 0      | 0      | 0      | 750    | 1.500   | 1.530   | 1.550   | 1.580   | 1.700   |
| Social security contribution                | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 289    | 3.469   | 3.527   | 3.585   | 3.662   | 3.720   |
| <b>Total monthly gross</b>                  | 28.500 | 28.500 | 28.500 | 30.900 | 30.900 | 30.900 | 30.900 | 30.900 | 30.900 | 30.900 | 35.700 | 35.700 | 373.200 | 443.000 | 458.600 | 479.100 | 526.900 |
| <b>Social security contribution</b>         | 3.951  | 3.951  | 3.951  | 4.414  | 4.414  | 4.414  | 4.414  | 4.414  | 4.414  | 4.414  | 5.339  | 5.339  | 53.430  | 66.113  | 68.156  | 71.144  | 80.357  |
| <b>Marginal workers</b>                     | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 800    | 9.600   | 9.600   | 9.600   | 9.600   | 9.600   |
| Income tax or social security contributions | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 248    | 2.976   | 2.976   | 2.976   | 2.976   | 2.976   |
| <b>Total Holiday/Christmas money</b>        | 0      | 0      | 0      | 0      | 0      | 0      | 10.250 | 0      | 0      | 0      | 0      | 18.250 | 28.500  | 32.022  | 33.216  | 34.747  | 38.651  |
| <b>Social security contribution</b>         | 0      | 0      | 0      | 0      | 0      | 0      | 1.976  | 0      | 0      | 0      | 0      | 1.976  | 3.951   | 4.566   | 4.716   | 4.931   | 5.683   |
| Professional association                    | 0      | 0      | 500    | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 500     | 550     | 550     | 600     | 600     |
| Other personnel costs                       | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 3.600   | 3.800   | 4.000   | 4.200   | 4.500   |
| <b>Preliminary staff expenditure</b>        | 33.799 | 33.799 | 34.299 | 36.662 | 36.662 | 36.662 | 48.888 | 36.662 | 36.662 | 36.662 | 42.387 | 62.613 | 475.758 | 562.627 | 581.814 | 607.298 | 669.268 |
| Differing payments                          | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0       | 0       | 0       | 0       | 0       |
| <b>Staff expenditure</b>                    | 33.799 | 33.799 | 34.299 | 36.662 | 36.662 | 36.662 | 48.888 | 36.662 | 36.662 | 36.662 | 42.387 | 62.613 | 475.758 | 562.627 | 581.814 | 607.298 | 669.268 |
| <b>Personnel costs</b>                      | 33.799 | 33.799 | 34.299 | 36.662 | 36.662 | 36.662 | 48.888 | 36.662 | 36.662 | 36.662 | 42.387 | 62.613 | 475.758 | 562.627 | 581.814 | 607.298 | 669.268 |
| <b>Amount of social contributions</b>       | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% | 19,27% |         | 19,27%  | 19,27%  | 19,27%  | 19,27%  |
| Fee for minor employment                    | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% | 31,00% |         | 31,00%  | 31,00%  | 31,00%  | 31,00%  |
| <b>Solidarity surcharge</b>                 | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  | 0,00%  |         | 0,00%   | 0,00%   | 0,00%   | 0,00%   |



| <b>Overheads in Euro (€)</b>             | <b>Jan 15</b> | <b>Feb 15</b> | <b>Mrz 15</b> | <b>Apr 15</b> | <b>Mai 15</b> | <b>Jun 15</b> | <b>Jul 15</b> | <b>Aug 15</b>  | <b>Sep 15</b>  | <b>Okt 15</b>  | <b>Nov 15</b>  | <b>Dez 15</b>  | <b>2015</b>      | <b>2016</b>      | <b>2017</b>      | <b>2018</b>      | <b>2019</b>      |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| Space costs (rent, lease, leasing)       | 5.000         | 5.000         | 5.000         | 5.000         | 5.000         | 5.000         | 5.000         | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 60.000           | 60.000           | 65.000           | 65.000           | 65.000           |
| Other room costs, cleaning               | 600           | 600           | 600           | 600           | 600           | 600           | 600           | 600            | 600            | 600            | 600            | 600            | 7.200            | 7.500            | 7.500            | 7.500            | 7.500            |
| Land (rent, lease, leasing)              | 300           | 300           | 300           | 300           | 300           | 300           | 300           | 300            | 300            | 300            | 300            | 300            | 3.600            | 3.600            | 3.600            | 3.600            | 3.600            |
| Other expenses for land                  | 60            | 60            | 60            | 60            | 60            | 60            | 60            | 60             | 60             | 60             | 60             | 60             | 720              | 720              | 720              | 720              | 720              |
| Heating, energy, water                   | 650           | 650           | 650           | 650           | 650           | 650           | 650           | 650            | 650            | 650            | 650            | 650            | 7.800            | 8.000            | 8.500            | 9.000            | 9.500            |
| Insurance, fees, donations               | 0             | 0             | 2.000         | 0             | 0             | 0             | 0             | 0              | 2.000          | 0              | 0              | 0              | 4.000            | 4.000            | 4.200            | 4.400            | 4.600            |
| Advertising and travel costs             | 5.000         | 5.000         | 5.000         | 10.000        | 5.000         | 5.000         | 10.000        | 5.000          | 5.000          | 5.000          | 10.000         | 5.000          | 75.000           | 80.000           | 85.000           | 90.000           | 95.000           |
| Depreciation                             | 3.685         | 4.025         | 4.025         | 7.375         | 7.375         | 7.375         | 7.375         | 7.375          | 7.375          | 11.575         | 11.575         | 15.175         | 94.310           | 145.820          | 187.820          | 195.820          | 239.320          |
| Freight, packaging, etc. in % of sales   | 2,00%         | 2,00%         | 2,00%         | 2,00%         | 2,00%         | 2,00%         | 2,00%         | 2,00%          | 2,00%          | 2,00%          | 2,00%          | 2,00%          |                  | 2,00%            | 2,00%            | 2,00%            | 2,00%            |
| ...Freight, packaging, etc.              | 6.800         | 6.600         | 6.140         | 6.340         | 6.000         | 5.780         | 5.680         | 7.240          | 7.200          | 7.560          | 8.360          | 7.100          | 80.800           | 86.000           | 93.400           | 97.200           | 98.400           |
| Commissions on sales in % of sales       | 20,00%        | 20,00%        | 20,00%        | 20,00%        | 20,00%        | 20,00%        | 20,00%        | 20,00%         | 20,00%         | 20,00%         | 20,00%         | 20,00%         |                  | 20,00%           | 20,00%           | 20,00%           | 20,00%           |
| ...Commissions for sales                 | 68.000        | 66.000        | 61.400        | 63.400        | 60.000        | 57.800        | 56.800        | 72.400         | 72.000         | 75.600         | 83.600         | 71.000         | 808.000          | 860.000          | 934.000          | 972.000          | 984.000          |
| Vehicle costs                            | 1.200         | 1.200         | 1.200         | 1.200         | 1.200         | 1.200         | 1.200         | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 14.400           | 15.000           | 15.500           | 16.000           | 16.000           |
| Repair and maintenance                   | 300           | 300           | 300           | 300           | 300           | 300           | 300           | 300            | 300            | 300            | 300            | 300            | 3.600            | 4.000            | 4.000            | 4.500            | 4.500            |
| Office supplies                          | 150           | 150           | 150           | 150           | 150           | 150           | 150           | 150            | 150            | 150            | 150            | 150            | 1.800            | 2.000            | 2.000            | 2.000            | 2.000            |
| Postage, telephone                       | 650           | 650           | 650           | 650           | 650           | 650           | 650           | 650            | 650            | 650            | 650            | 650            | 7.800            | 8.000            | 8.300            | 8.500            | 8.700            |
| Legal and consulting costs               | 700           | 700           | 700           | 700           | 700           | 700           | 700           | 700            | 700            | 700            | 700            | 700            | 8.400            | 9.000            | 9.300            | 9.500            | 9.700            |
| Lease, rental, tenancy of movable assets | 850           | 850           | 850           | 850           | 850           | 850           | 850           | 850            | 850            | 850            | 850            | 850            | 10.200           | 10.500           | 11.000           | 11.500           | 12.000           |
| Licenses, concessions                    | 600           | 600           | 600           | 600           | 600           | 600           | 600           | 600            | 600            | 600            | 600            | 600            | 7.200            | 7.200            | 7.200            | 7.200            | 7.200            |
| Other costs                              | 200           | 200           | 200           | 200           | 200           | 200           | 200           | 200            | 200            | 200            | 200            | 200            | 2.400            | 2.400            | 2.400            | 2.400            | 2.400            |
| <b>Sum of costs</b>                      | <b>94.745</b> | <b>92.885</b> | <b>89.825</b> | <b>98.375</b> | <b>89.635</b> | <b>87.215</b> | <b>91.115</b> | <b>103.275</b> | <b>104.835</b> | <b>110.995</b> | <b>124.795</b> | <b>109.535</b> | <b>1.197.230</b> | <b>1.313.740</b> | <b>1.449.440</b> | <b>1.506.840</b> | <b>1.570.140</b> |
| <b>Sum of expenditure I</b>              | <b>91.060</b> | <b>88.860</b> | <b>85.800</b> | <b>91.000</b> | <b>82.260</b> | <b>79.840</b> | <b>83.740</b> | <b>95.900</b>  | <b>97.460</b>  | <b>99.420</b>  | <b>113.220</b> | <b>94.360</b>  | <b>1.102.920</b> | <b>1.167.920</b> | <b>1.261.620</b> | <b>1.311.020</b> | <b>1.330.820</b> |
| Correction of expenditures               | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Sum of expenditure II</b>             | <b>91.060</b> | <b>88.860</b> | <b>85.800</b> | <b>91.000</b> | <b>82.260</b> | <b>79.840</b> | <b>83.740</b> | <b>95.900</b>  | <b>97.460</b>  | <b>99.420</b>  | <b>113.220</b> | <b>94.360</b>  | <b>1.102.920</b> | <b>1.167.920</b> | <b>1.261.620</b> | <b>1.311.020</b> | <b>1.330.820</b> |
| Interest/charges on loans                | 8             | 42            | 17            | 854           | 836           | 2.954         | 770           | 753            | 2.900          | 1.895          | 1.821          | 3.875          | 16.724           | 25.540           | 17.241           | 9.288            | 6.830            |
| Other neutral effort                     | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Other neutral profit                     | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| corporation tax                          | 0             | 0             | 0             | 0             | 0             | 15.000        | 0             | 0              | 15.000         | 0              | 0              | 15.000         | 45.000           | 86.000           | 83.000           | 92.000           | 101.000          |
| Other taxes                              | 0             | 0             | 1.800         | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 1.800            | 1.800            | 1.800            | 1.800            | 1.800            |
| Interest income fixed deposits           | 3             | 24            | 24            | 216           | 28            | 99            | 174           | 180            | 209            | 218            | 22             | 59             | 1.256            | 3.195            | 4.970            | 7.345            | 10.570           |
| Other interest income                    | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Interest income</b>                   | <b>3</b>      | <b>24</b>     | <b>24</b>     | <b>216</b>    | <b>28</b>     | <b>99</b>     | <b>174</b>    | <b>180</b>     | <b>209</b>     | <b>218</b>     | <b>22</b>      | <b>59</b>      | <b>1.256</b>     | <b>3.195</b>     | <b>4.970</b>     | <b>7.345</b>     | <b>10.570</b>    |
| Imputed Costs                            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Accounts class 5                         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Accounts class 6                         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Other profit                             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |





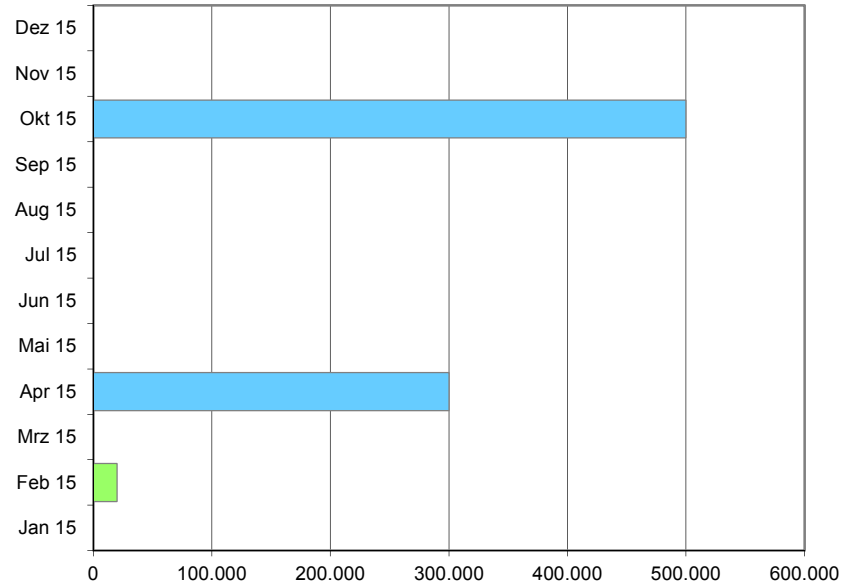
|  | Jan 15 | Feb 15 | Mrz 15 | Apr 15 | Mai 15 | Jun 15 | Jul 15 | Aug 15 | Sep 15 | Okt 15 | Nov 15 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Other costs                              | 200    | 200    | 200    | 200    | 200    | 200    | 200    | 200    | 200    | 200    | 200    |
| Licenses, concessions                    | 600    | 600    | 600    | 600    | 600    | 600    | 600    | 600    | 600    | 600    | 600    |
| Lease, rental, tenancy of movable assets | 850    | 850    | 850    | 850    | 850    | 850    | 850    | 850    | 850    | 850    | 850    |
| Legal and consulting costs               | 700    | 700    | 700    | 700    | 700    | 700    | 700    | 700    | 700    | 700    | 700    |
| Postage, telephone                       | 650    | 650    | 650    | 650    | 650    | 650    | 650    | 650    | 650    | 650    | 650    |
| Office supplies                          | 150    | 150    | 150    | 150    | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Repair and maintenance                   | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    | 300    |
| Vehicle costs                            | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  | 1.200  |
| ...Commissions for sales                 | 68.000 | 66.000 | 61.400 | 63.400 | 60.000 | 57.800 | 56.800 | 72.400 | 72.000 | 75.600 | 83.600 |

| Period accrual in Euro (€)                   | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15         | Nov 15         | Dez 15         | 2015           | 2016           | 2017           | 2018           | 2019           |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>OB: trade accounts receivable</b>         | <b>470.000</b> |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Gross sales                                  | 398.140        | 386.430        | 359.497        | 371.207        | 351.300        | 338.419        | 332.564        | 423.902        | 421.560        | 442.638        | 489.478        | 415.705        | 4.730.840      | 5.035.300      | 5.468.570      | 5.691.060      | 5.761.320      |
| Settlements of previous year                 | 200.000        | 150.000        | 100.000        | 20.000         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 470.000        | 305.748        | 290.032        | 314.989        | 327.804        |
| Receipt of money                             | 199.070        | 312.657        | 375.306        | 370.739        | 358.912        | 348.841        | 338.068        | 379.404        | 404.463        | 432.567        | 461.842        | 443.224        | 4.425.092      | 4.745.268      | 5.153.581      | 5.363.256      | 5.429.469      |
| <b>Trade accounts receivable</b>             | <b>469.070</b> | <b>392.843</b> | <b>277.035</b> | <b>257.503</b> | <b>249.891</b> | <b>239.470</b> | <b>233.966</b> | <b>278.464</b> | <b>295.560</b> | <b>305.631</b> | <b>333.267</b> | <b>305.748</b> | <b>305.748</b> | <b>290.032</b> | <b>314.989</b> | <b>327.804</b> | <b>331.851</b> |
| <b>Opening balance: Other claims</b>         | <b>10.000</b>  |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Change: Other claims                         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Receipt of money: Other claims               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Other claims</b>                          | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  | <b>10.000</b>  |
| <b>OB: trade accounts payable</b>            | <b>243.000</b> |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Purchase of materials                        | 180.166        | 175.942        | 171.241        | 167.493        | 151.606        | 163.328        | 158.211        | 196.112        | 188.556        | 193.137        | 218.603        | 190.579        | 2.154.971      | 2.236.010      | 2.424.625      | 2.491.860      | 2.526.370      |
| Payment: liabilities of previous year        | 120.000        | 123.000        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 243.000        | 95.289         | 89.803         | 97.378         | 100.078        |
| Payment: liabilities                         | 90.083         | 178.054        | 173.591        | 169.367        | 159.549        | 157.467        | 160.769        | 177.161        | 192.334        | 190.846        | 205.870        | 204.591        | 2.059.682      | 2.146.207      | 2.327.247      | 2.391.782      | 2.424.906      |
| <b>Reserves and accrued liabilities</b>      | <b>213.083</b> | <b>87.971</b>  | <b>85.621</b>  | <b>83.746</b>  | <b>75.803</b>  | <b>81.664</b>  | <b>79.105</b>  | <b>98.056</b>  | <b>94.278</b>  | <b>96.569</b>  | <b>109.302</b> | <b>95.289</b>  | <b>95.289</b>  | <b>89.803</b>  | <b>97.378</b>  | <b>100.078</b> | <b>101.464</b> |
| <b>OB: reserves and accrued liabilities</b>  | <b>120.000</b> |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Formation of provisions                      | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Effective consumption expenditure            | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Profit increasing resolution                 | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Reserves and accrued liabilities</b>      | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> | <b>120.000</b> |
| <b>Opening balance: other liabilities</b>    | <b>60.000</b>  |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Change: other liabilities                    | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Payment: other liabilities                   | 0              | 0              | 30.000         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 30.000         | 0              | 0              | 0              | 0              |
| <b>Other liabilities</b>                     | <b>60.000</b>  | <b>60.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  |
| <b>Total: without claims and liabilities</b> |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| <b>Profit - expenditures</b>                 | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| <b>Revenues - expenses</b>                   | <b>0</b>       | <b>0</b>       | <b>-30.000</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>-30.000</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |

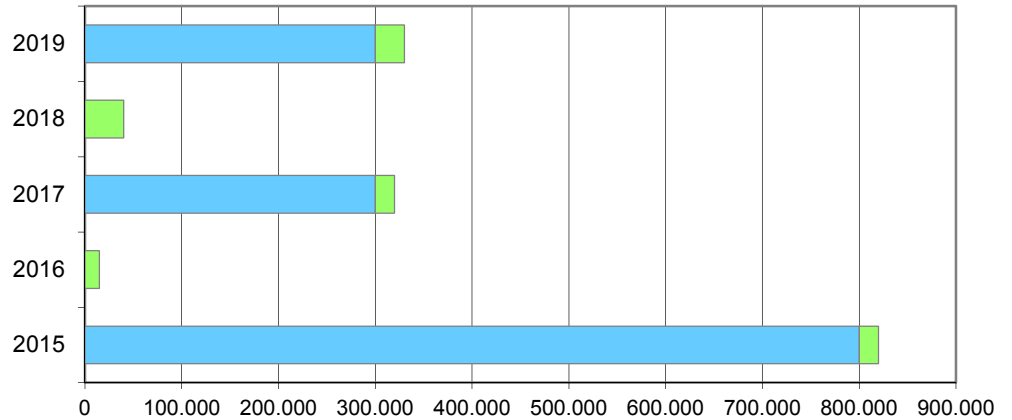
| <i>Fixed assets in Euro (€)</i>                   | AB      | Jan 15  | Feb 15  | Mrz 15  | Apr 15  | Mai 15  | Jun 15  | Jul 15  | Aug 15  | Sep 15  | Okt 15  | Nov 15  | Dez 15  | 2015    | 2016    | 2017    | 2018    | 2019    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Assets according to opening balance</b>        | 370.000 |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| <b>Intangible assets</b>                          |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| <b>Concessions, trade mark rights, licenses</b>   | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Additions   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Amortization                                      |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Business value/goodwill</b>                    | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Additions   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Amortization                                      |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Expansion</b>                                  | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Additions   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Amortization                                      |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Tangible assets</b>                            |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| <b>Land</b>                                       | 100.000 | 100.000 | 100.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 | 300.000 |
| Investments (Additions)                           |         | 0       | 0       | 200.000 | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 200.000 | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Unscheduled depreciation                          |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Land rights</b>                                | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Investments (Additions)                           |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Unscheduled depreciation                          |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Buildings</b>                                  | 80.000  | 79.865  | 79.730  | 79.595  | 229.210 | 228.825 | 228.440 | 228.055 | 227.670 | 227.285 | 226.900 | 226.515 | 226.130 | 226.130 | 221.510 | 216.890 | 212.270 | 207.650 |
| Investments (Additions)                           |         | 0       | 0       | 0       | 150.000 | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 150.000 | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Depreciation                                      |         | 135     | 135     | 135     | 385     | 385     | 385     | 385     | 385     | 385     | 385     | 385     | 385     | 3.870   | 4.620   | 4.620   | 4.620   | 4.620   |
| <b>Buildings on third-party land</b>              | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Investments (Additions)                           |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Depreciation                                      |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Plants/machinery</b>                           | 110.000 | 107.700 | 105.400 | 103.100 | 397.700 | 392.300 | 386.900 | 381.500 | 376.100 | 370.700 | 861.100 | 851.500 | 841.900 | 841.900 | 726.700 | 874.000 | 721.300 | 831.100 |
| Investments (Additions)                           |         | 0       | 0       | 0       | 300.000 | 0       | 0       | 0       | 0       | 0       | 500.000 | 0       | 0       | 800.000 | 0       | 300.000 | 0       | 300.000 |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Depreciation                                      |         | 2.300   | 2.300   | 2.300   | 5.400   | 5.400   | 5.400   | 5.400   | 5.400   | 5.400   | 9.600   | 9.600   | 9.600   | 68.100  | 115.200 | 152.700 | 152.700 | 190.200 |
| <b>Plants/machinery (Rights of Third Parties)</b> | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Investments (Additions)                           |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Disposals   |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Depreciation                                      |         | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       |

| <i>Fixed assets in Euro (€)</i>              | AB      | Jan 15  | Feb 15  | Mrz 15  | Apr 15    | Mai 15    | Jun 15    | Jul 15    | Aug 15  | Sep 15  | Okt 15    | Nov 15    | Dez 15    | 2015      | 2016      | 2017      | 2018      | 2019      |
|--|---------|---------|---------|---------|-----------|-----------|-----------|-----------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Other equipment</b>                       | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Investments (Additions)                      |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Depreciation                                 |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Operating and business equipment</b>      | 80.000  | 78.750  | 97.160  | 95.570  | 93.980    | 92.390    | 90.800    | 89.210    | 87.620  | 86.030  | 84.440    | 82.850    | 81.260    | 81.260    | 74.260    | 68.260    | 74.260    | 64.260    |
| Investments (Additions)                      |         | 0       | 20.000  | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 20.000    | 15.000    | 20.000    | 40.000    | 30.000    |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Depreciation                                 |         | 1.250   | 1.590   | 1.590   | 1.590     | 1.590     | 1.590     | 1.590     | 1.590   | 1.590   | 1.590     | 1.590     | 1.590     | 18.740    | 22.000    | 26.000    | 34.000    | 40.000    |
| <b>Low value asset pool</b>                  | 0       | 300     | 600     | 900     | 1.200     | 1.500     | 1.800     | 2.100     | 2.400   | 2.700   | 3.000     | 3.300     | 0         | 0         | 0         | 0         | 0         | 0         |
| Additions                                    |         | 300     | 300     | 300     | 300       | 300       | 300       | 300       | 300     | 300     | 300       | 300       | 300       | 3.600     | 4.000     | 4.500     | 4.500     | 4.500     |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Depreciation                                 |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 3.600     | 3.600     | 4.000     | 4.500     | 4.500     | 4.500     |
| <b>Low value asset (immediate write-off)</b> |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Tangible assets (total)</b>               |         | 366.615 | 382.890 | 579.165 | 1.022.090 | 1.015.015 | 1.007.940 | 1.000.865 | 993.790 | 986.715 | 1.475.440 | 1.464.165 | 1.449.290 | 1.449.290 | 1.322.470 | 1.459.150 | 1.307.830 | 1.403.010 |
| <b>Special depreciation</b>                  |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Financial assets</b>                      |         |         |         |         |           |           |           |           |         |         |           |           |           |           |           |           |           |           |
| <b>Shareholdings</b>                         | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Additions                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Unscheduled depreciation                     |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Shares in affiliated companies</b>        | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Additions                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Unscheduled depreciation                     |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Securities</b>                            | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Additions                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Unscheduled depreciation                     |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Loans</b>                                 | 0       | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Additions                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Disposals                                    |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Unscheduled depreciation                     |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Total fixed assets</b>                    |         |         |         |         |           |           |           |           |         |         |           |           |           |           |           |           |           |           |
| Total additions                              |         | 300     | 20.300  | 200.300 | 450.300   | 300       | 300       | 300       | 300     | 300     | 500.300   | 300       | 300       | 1.173.600 | 19.000    | 324.500   | 44.500    | 334.500   |
| Total disposals                              |         | 0       | 0       | 0       | 0         | 0         | 0         | 0         | 0       | 0       | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| <b>Total depreciation and amortization</b>   |         | 3.685   | 4.025   | 4.025   | 7.375     | 7.375     | 7.375     | 7.375     | 7.375   | 7.375   | 11.575    | 11.575    | 15.175    | 94.310    | 145.820   | 187.820   | 195.820   | 239.320   |
| <b>Balance sheet</b>                         | 370.000 | 366.615 | 382.890 | 579.165 | 1.022.090 | 1.015.015 | 1.007.940 | 1.000.865 | 993.790 | 986.715 | 1.475.440 | 1.464.165 | 1.449.290 | 1.449.290 | 1.322.470 | 1.459.150 | 1.307.830 | 1.403.010 |

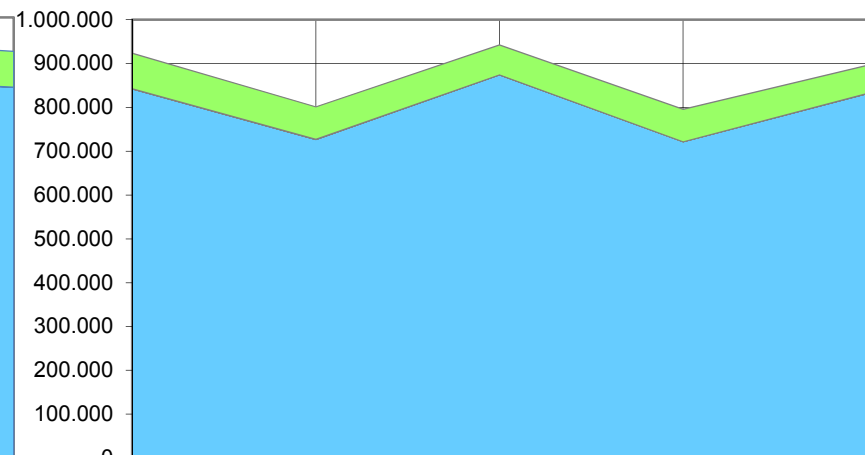
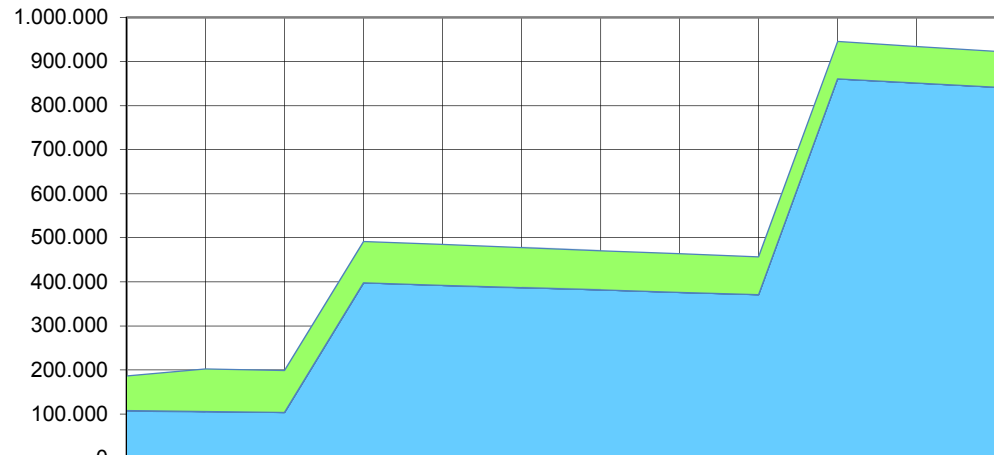
Investments



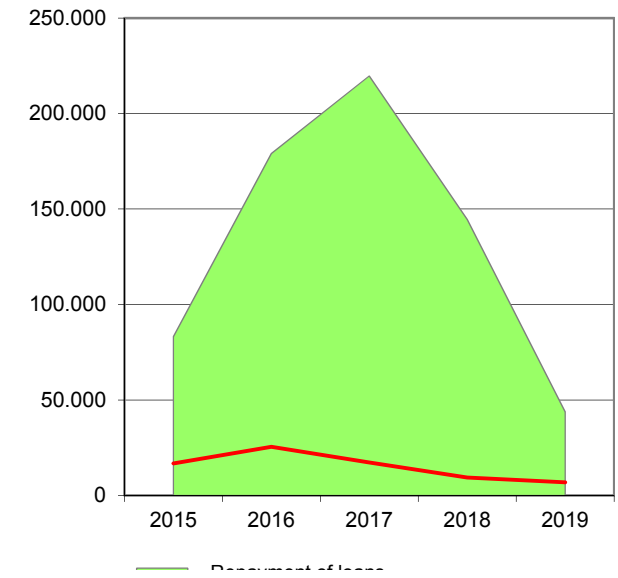
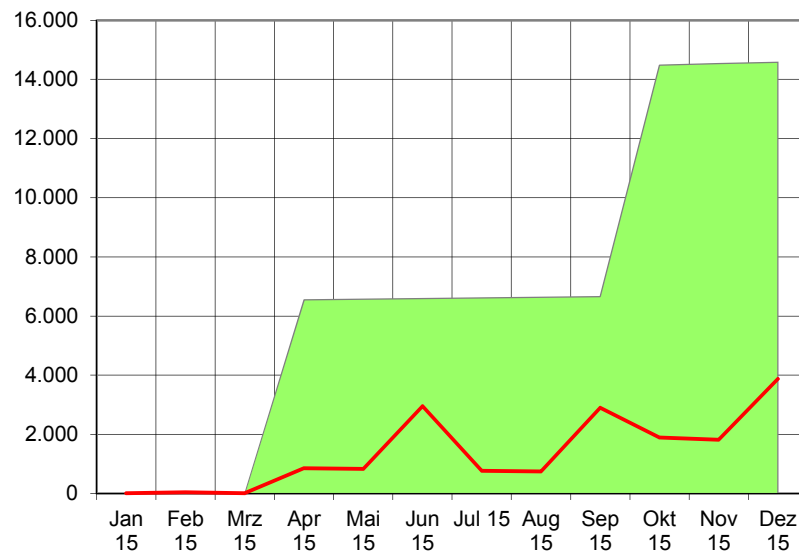
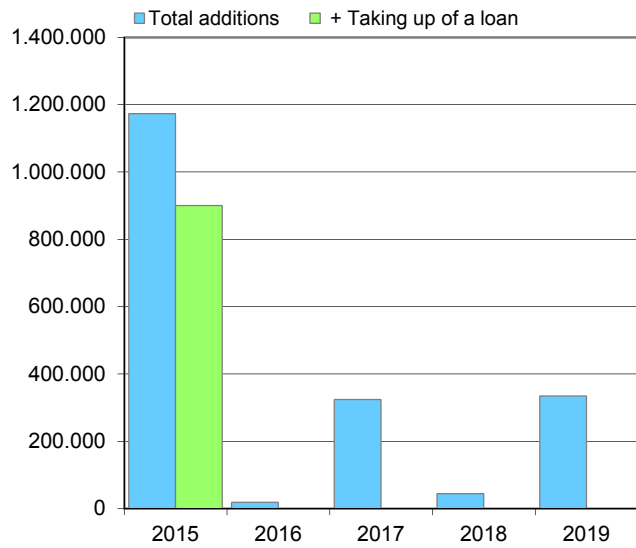
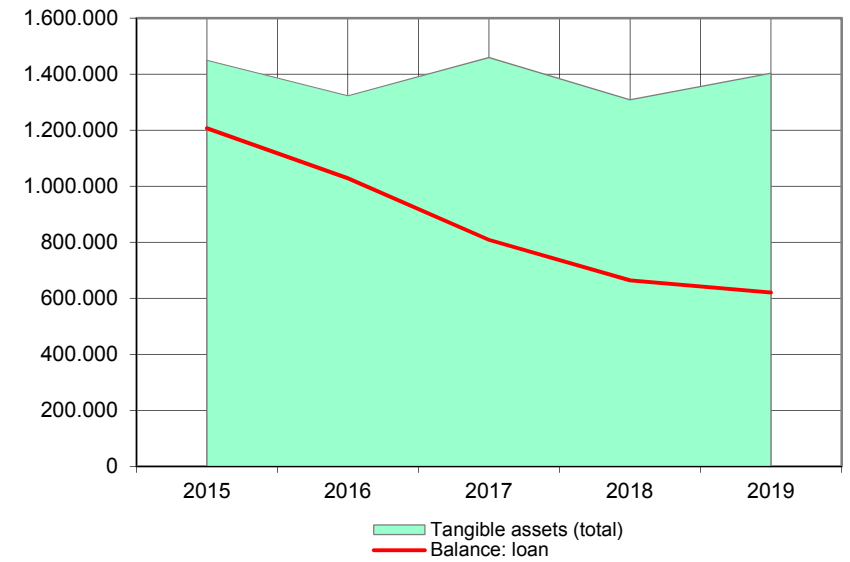
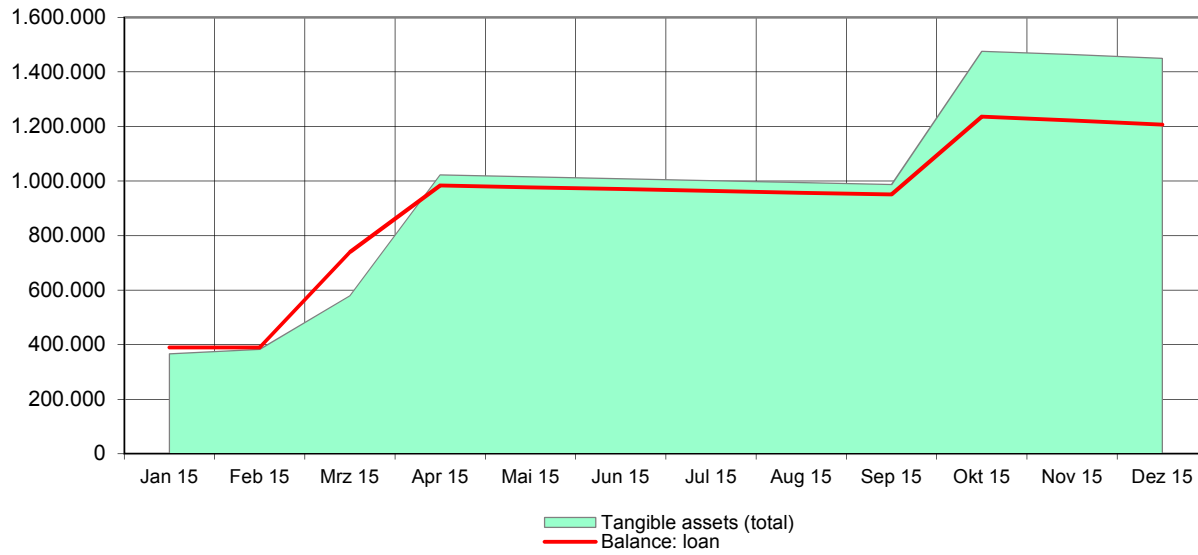
Plants/machinery  
Plants/machinery (Rights of Third Parties)  
Other equipment  
Operating and business equipment



Tangible assets without land and Buildings



| <i>Financial planning in Euro (€)</i>           | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15           | Nov 15           | Dez 15           | 2015             | 2016             | 2017           | 2018           | 2019             |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|----------------|----------------|------------------|
| <b>Investments</b>                              | 300            | 20.300         | 200.300        | 450.300        | 300            | 300            | 300            | 300            | 300            | 500.300          | 300              | 300              | 1.173.600        | 19.000           | 324.500        | 44.500         | 334.500          |
| <b>Opening balance: Loans</b>                   | 390.000        |                |                |                |                |                |                |                |                |                  |                  |                  | 390.000          |                  |                |                |                  |
| Borrowing (special loans)                       | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| Borrowing (formal planning)                     | 0              | 0              | 350.000        | 250.000        | 0              | 0              | 0              | 0              | 0              | 300.000          | 0                | 0                | 900.000          | 0                | 0              | 0              | 0                |
| Repayment (opening balance + special loans)     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| Repayment (formal planning)                     | 0              | 0              | 0              | 6.548          | 6.569          | 6.591          | 6.613          | 6.635          | 6.658          | 14.479           | 14.530           | 14.582           | 83.206           | 179.084          | 219.695        | 144.577        | 43.750           |
| <b>Balance: loan</b>                            | <b>390.000</b> | <b>390.000</b> | <b>740.000</b> | <b>983.452</b> | <b>976.883</b> | <b>970.291</b> | <b>963.678</b> | <b>957.043</b> | <b>950.385</b> | <b>1.235.906</b> | <b>1.221.376</b> | <b>1.206.794</b> | <b>1.206.794</b> | <b>1.027.710</b> | <b>808.015</b> | <b>663.438</b> | <b>619.688</b>   |
| Interest/discount (special loans)               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| Interest/discount (formal planning)             | 0              | 0              | 0              | 833            | 812            | 2.933          | 768            | 746            | 2.867          | 1.826            | 1.775            | 3.867            | 16.427           | 25.152           | 17.152         | 9.001          | 6.297            |
| <b>Interest/discount (including overdraft)</b>  | <b>8</b>       | <b>42</b>      | <b>17</b>      | <b>854</b>     | <b>836</b>     | <b>2.954</b>   | <b>770</b>     | <b>753</b>     | <b>2.900</b>   | <b>1.895</b>     | <b>1.821</b>     | <b>3.875</b>     | <b>16.724</b>    | <b>25.540</b>    | <b>17.241</b>  | <b>9.288</b>   | <b>6.830</b>     |
| Demarcation interest and discount               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| <b>Interest/charges on loans</b>                | <b>8</b>       | <b>42</b>      | <b>17</b>      | <b>854</b>     | <b>836</b>     | <b>2.954</b>   | <b>770</b>     | <b>753</b>     | <b>2.900</b>   | <b>1.895</b>     | <b>1.821</b>     | <b>3.875</b>     | <b>16.724</b>    | <b>25.540</b>    | <b>17.241</b>  | <b>9.288</b>   | <b>6.830</b>     |
| <b>Opening balance: cash and fixed deposits</b> | <b>3.000</b>   |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |                |                |                  |
| Fixed-term deposit                              | 26.000         | 0              | 230.000        | 0              | 85.000         | 90.000         | 7.000          | 35.000         | 10.000         | 0                | 45.000           | 86.000           | 614.000          | 325.000          | 30.000         | 445.000        | 200.000          |
| Fixed-term resolution                           | 0              | 0              | 0              | 225.000        | 0              | 0              | 0              | 0              | 0              | 235.000          | 0                | 0                | 460.000          | 0                | 0              | 0              | 0                |
| <b>Balance: fixed deposit</b>                   | <b>29.000</b>  | <b>29.000</b>  | <b>259.000</b> | <b>34.000</b>  | <b>119.000</b> | <b>209.000</b> | <b>216.000</b> | <b>251.000</b> | <b>261.000</b> | <b>26.000</b>    | <b>71.000</b>    | <b>157.000</b>   | <b>157.000</b>   | <b>482.000</b>   | <b>512.000</b> | <b>957.000</b> | <b>1.157.000</b> |
| <i>Fixed deposit interest rate</i>              | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%          | 1,00%            | 1,00%            | 1,00%            |                  | 1,00%            | 1,00%          | 1,00%          | 1,00%            |
| <b>Interest income fixed deposits</b>           | <b>3</b>       | <b>24</b>      | <b>24</b>      | <b>216</b>     | <b>28</b>      | <b>99</b>      | <b>174</b>     | <b>180</b>     | <b>209</b>     | <b>218</b>       | <b>22</b>        | <b>59</b>        | <b>1.256</b>     | <b>3.195</b>     | <b>4.970</b>   | <b>7.345</b>   | <b>10.570</b>    |
| <b>Opening balance: overdraft</b>               | <b>20.000</b>  |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |                |                |                  |
| Giro borrowing                                  | 0              | 3.339          | 0              | 421            | 339            | 0              | 0              | 518            | 2.559          | 3.606            | 0                | 0                | 10.781           | 2.440            | 0              | 1.656          | 2.048            |
| Giro loan repayment                             | 19.185         | 0              | 2.502          | 0              | 0              | 348            | 1.834          | 0              | 0              | 0                | 2.291            | 3.824            | 29.983           | 0                | 2.502          | 0              | 0                |
| <b>Balance: overdraft</b>                       | <b>815</b>     | <b>4.154</b>   | <b>1.653</b>   | <b>2.074</b>   | <b>2.412</b>   | <b>2.065</b>   | <b>231</b>     | <b>749</b>     | <b>3.307</b>   | <b>6.913</b>     | <b>4.622</b>     | <b>798</b>       | <b>798</b>       | <b>3.237</b>     | <b>735</b>     | <b>2.391</b>   | <b>4.439</b>     |
| Overdraft limit                                 | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000          | 120.000          | 120.000          |                  | 120.000          | 120.000        | 120.000        | 120.000          |
| <b>Free credit line</b>                         | <b>119.185</b> | <b>115.846</b> | <b>118.347</b> | <b>117.926</b> | <b>117.588</b> | <b>117.935</b> | <b>119.769</b> | <b>119.251</b> | <b>116.693</b> | <b>113.087</b>   | <b>115.378</b>   | <b>119.202</b>   |                  | <b>116.763</b>   | <b>119.265</b> | <b>117.609</b> | <b>115.561</b>   |
| <i>Overdraft: interest rate</i>                 | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%         | 12,00%           | 12,00%           | 12,00%           |                  | 12,00%           | 12,00%         | 12,00%         | 12,00%           |
| <b>Opening balance: Equity</b>                  | <b>50.000</b>  |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |                |                |                  |
| Capital increase                                | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| Distributions                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |
| Other payments                                  | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0              | 0              | 0                |



**Loan term:** Unternehmerkredit

**Lender:** KfW

**Loan (repayment):** Rückzahlung in gleich hohen Tilgungsraten

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**Loan amount/discount**

|                 |              |
|-----------------|--------------|
| Loan amount:    | 350.000,00 € |
| Payment in %:   | 100,00%      |
| Payout amount:  | 350.000,00 € |
| Discount:       | - €          |
| Processing Fee: | - €          |

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**Payout**

Planning month: **Mrz 15**

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**Interest rate in %**

|              |       |
|--------------|-------|
| First year:  | 2,45% |
| Second year: | 2,45% |
| Third year:  | 2,45% |
| Fourth year: | 2,45% |
| Fifth year:  | 2,45% |

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**Duration/Dates**

|  |                 |
|--|-----------------|
| Duration in months:                      | 120             |
| Interest date:                           | vierteljährlich |
| Redemption date:                         | vierteljährlich |
| Grace period in months:                  | 24              |
| Number of rates:                         | 32              |
| First repayment (planning month):        | <b>Jun 17</b>   |
| First interest payment (planning month): | <b>Jun 15</b>   |
| Amount of amortization rate:             | 10.937,50 €     |

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**Repayments**

|                   |                     |
|-------------------|---------------------|
| First plan year:  | - €                 |
| Second plan year: | - €                 |
| Third plan year:  | 32.812,50 €         |
| Fourth plan year: | 43.750,00 €         |
| Fifth plan year:  | 43.750,00 €         |
| <b>Total:</b>     | <b>120.312,50 €</b> |

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**Interest**

|                   |                    |
|-------------------|--------------------|
| First plan year:  | 6.431,25 €         |
| Second plan year: | 8.575,00 €         |
| Third plan year:  | 8.374,02 €         |
| Fourth plan year: | 7.369,14 €         |
| Fifth plan year:  | 6.297,27 €         |
| <b>Total:</b>     | <b>37.046,68 €</b> |

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**Balance of the loan**

End of planning periods: **229.687,50 €**

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**Loan term:** Gewerbedarlehen 1

**Lender:** Sparkasse

**Loan (repayment):** Annuitätendarlehen (Zins + Tilgung = Annuität)

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**Loan amount/discount**

|                 |              |
|-----------------|--------------|
| Loan amount:    | 250.000,00 € |
| Payment in %:   | 100,00%      |
| Payout amount:  | 250.000,00 € |
| Discount:       | - €          |
| Processing Fee: | - €          |

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**Payout**

Planning month: **Apr 15**

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**Interest rate in %**

per annum: 4,00%

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**Duration/dates/annuity**

|                     |            |
|---------------------|------------|
| Duration in months: | 36         |
| Due date:           | monatlich  |
| Number of rates:    | 36         |
| Annuity:            | 7.381,00 € |

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**Repayments**

|                   |                     |
|-------------------|---------------------|
| First plan year:  | 59.720,83 €         |
| Second plan year: | 82.461,69 €         |
| Third plan year:  | 85.821,30 €         |
| Fourth plan year: | 21.996,18 €         |
| Fifth plan year:  | - €                 |
| <b>Total:</b>     | <b>250.000,00 €</b> |

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**Interest**

|                   |                    |
|-------------------|--------------------|
| First plan year:  | 6.708,14 €         |
| Second plan year: | 6.110,27 €         |
| Third plan year:  | 2.750,65 €         |
| Fourth plan year: | 146,80 €           |
| Fifth plan year:  | - €                |
| <b>Total:</b>     | <b>15.715,87 €</b> |

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**Balance of the loan**

End of planning periods: - €

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**Loan term:** Gewerbedarlehen 2  
**Lender:** Sparkasse  
**Loan (repayment):** Annuitätendarlehen (Zins + Tilgung = Annuität)

**Loan amount/discount**

|                 |              |
|-----------------|--------------|
| Loan amount:    | 300.000,00 € |
| Payment in %:   | 100,00%      |
| Payout amount:  | 300.000,00 € |
| Discount:       | - €          |
| Processing Fee: | - €          |

**Payout**

|                 |               |
|-----------------|---------------|
| Planning month: | <b>Okt 15</b> |
|-----------------|---------------|

**Interest rate in %**

|            |       |
|------------|-------|
| per annum: | 4,50% |
|------------|-------|

**Duration/dates/annuity**

|                     |            |
|---------------------|------------|
| Duration in months: | 36         |
| Due date:           | monatlich  |
| Number of rates:    | 36         |
| Annuity:            | 8.924,08 € |

**Repayments**

|                   |                     |
|-------------------|---------------------|
| First plan year:  | 23.485,08 €         |
| Second plan year: | 96.622,43 €         |
| Third plan year:  | 101.061,25 €        |
| Fourth plan year: | 78.831,23 €         |
| Fifth plan year:  | - €                 |
| <b>Total:</b>     | <b>300.000,00 €</b> |

**Interest**

|                   |                    |
|-------------------|--------------------|
| First plan year:  | 3.287,15 €         |
| Second plan year: | 10.466,49 €        |
| Third plan year:  | 6.027,68 €         |
| Fourth plan year: | 1.485,46 €         |
| Fifth plan year:  | - €                |
| <b>Total:</b>     | <b>21.266,78 €</b> |

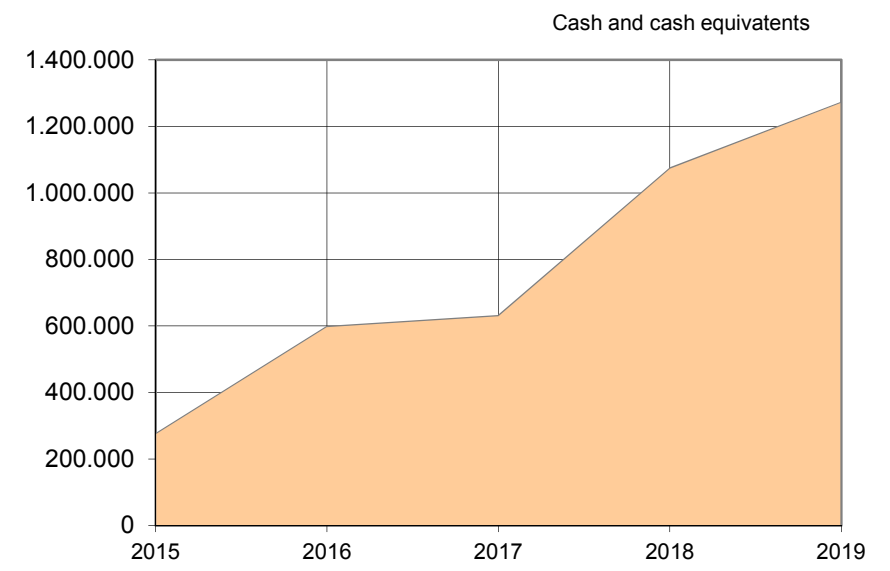
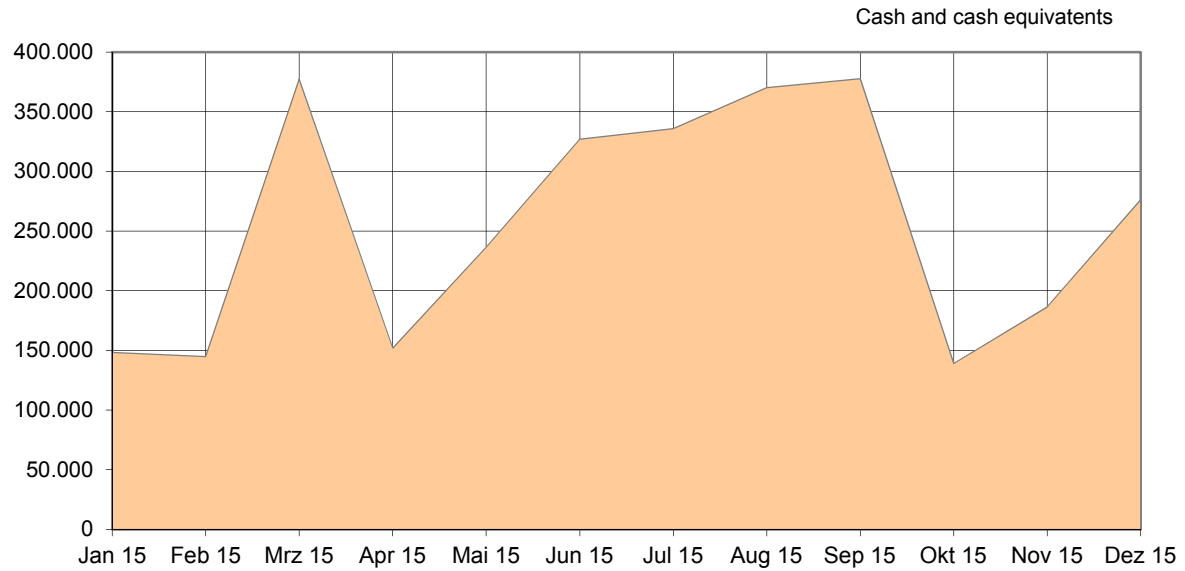
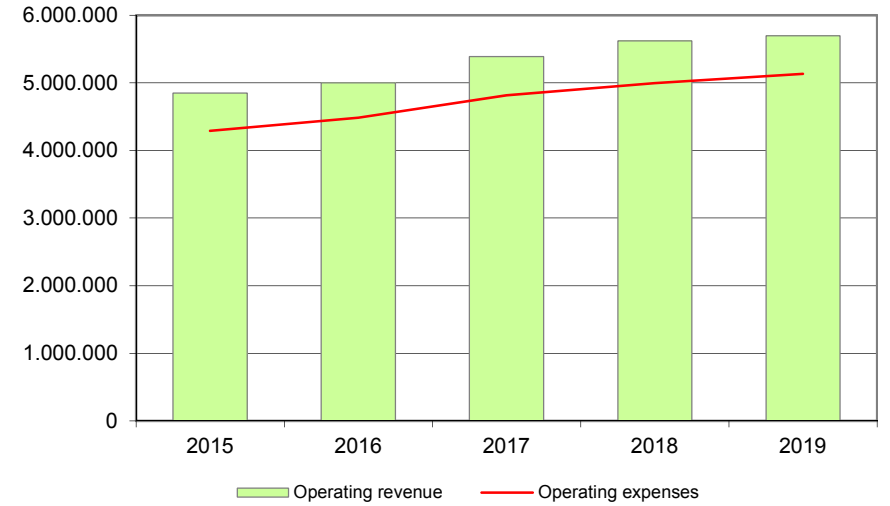
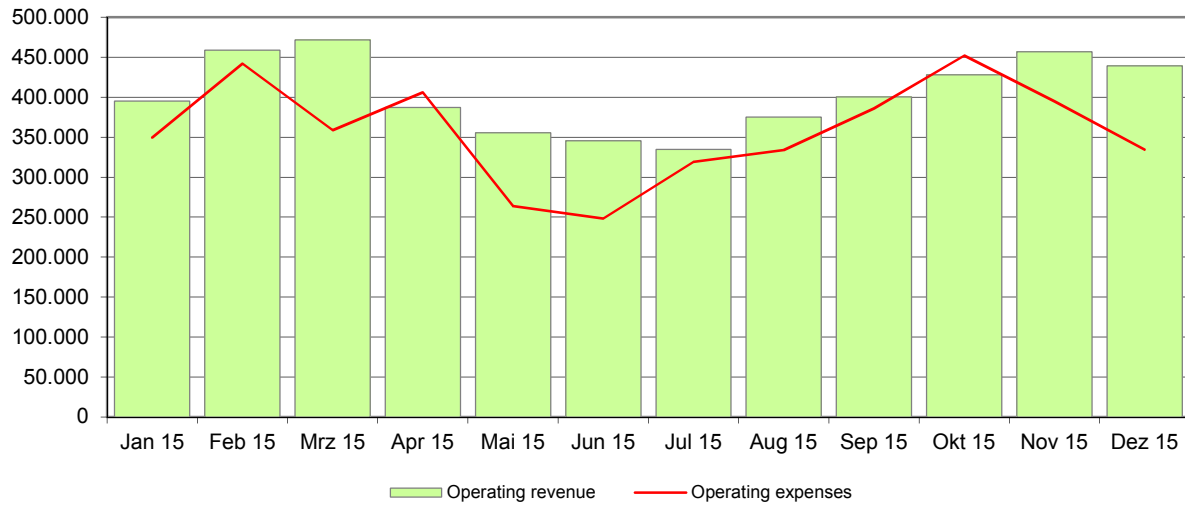
**Balance of the loan**

|                          |     |
|--------------------------|-----|
| End of planning periods: | - € |
|--------------------------|-----|

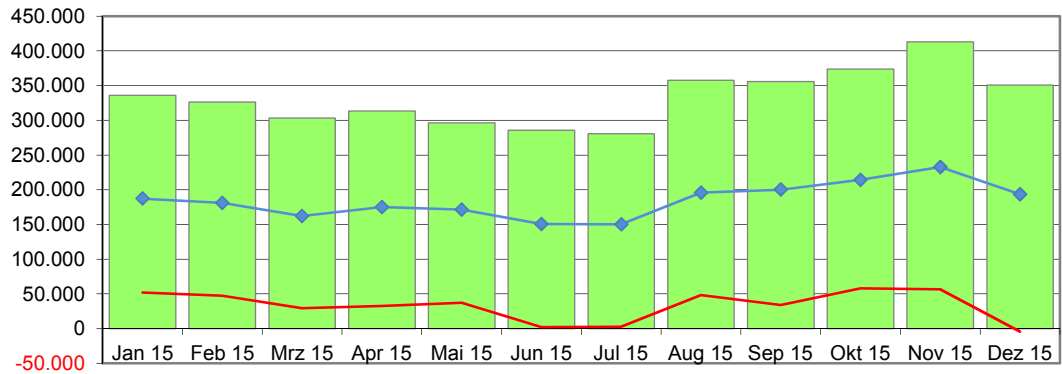
| <b>Sales tax in Euro (€)</b>           | Jan 15        | Feb 15       | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15        | Aug 15        | Sep 15        | Okt 15         | Nov 15        | Dez 15         | 2015            | 2016           | 2017           | 2018           | 2019           |
|--|---------------|--------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|----------------|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|
| <b>Special advance payment</b>         | 0             | 0            | 0              | 0              | 0              | 0              | 0             | 0             | 0             | 0              | 0             | 0              |                 |                |                |                |                |
| <b>Sales tax</b>                       | 58.140        | 56.430       | 52.497         | 54.207         | 51.300         | 49.419         | 48.564        | 61.902        | 61.560        | 64.638         | 71.478        | 60.705         | 690.840         | 735.300        | 798.570        | 831.060        | 841.320        |
| Sales tax on sales of fixed assets     | 0             | 0            | 0              | 0              | 0              | 0              | 0             | 0             | 0             | 0              | 0             | 0              | 0               | 0              | 0              | 0              | 0              |
| Input tax: material                    | 28.766        | 28.092       | 27.341         | 26.743         | 24.206         | 26.078         | 25.261        | 31.312        | 30.106        | 30.837         | 34.903        | 30.429         | 344.071         | 357.010        | 387.125        | 397.860        | 403.370        |
| Input tax: overheads                   | 17.301        | 16.883       | 15.922         | 17.290         | 15.629         | 15.170         | 15.911        | 18.221        | 18.137        | 18.890         | 21.512        | 17.928         | 208.795         | 221.145        | 238.910        | 248.258        | 251.982        |
| Input tax: investments                 | 57            | 3.857        | 38.057         | 85.557         | 57             | 57             | 57            | 57            | 57            | 95.057         | 57            | 57             | 222.984         | 3.610          | 61.655         | 8.455          | 63.555         |
| <b>Subtotal</b>                        | <b>12.016</b> | <b>7.598</b> | <b>-28.823</b> | <b>-75.383</b> | <b>11.408</b>  | <b>8.115</b>   | <b>7.336</b>  | <b>12.312</b> | <b>13.260</b> | <b>-80.146</b> | <b>15.006</b> | <b>12.291</b>  | <b>-85.010</b>  | <b>153.535</b> | <b>110.880</b> | <b>176.487</b> | <b>122.413</b> |
| Transfer advance payment               |               |              |                |                |                |                |               |               |               |                |               |                |                 | 27.297         |                |                |                |
| Sales tax advance payment I            | 0             | 0            | 12.016         | 7.598          | -28.823        | -75.383        | 11.408        | 8.115         | 7.336         | 12.312         | 13.260        | -80.146        | -112.307        | 153.535        | 110.880        | 176.487        | 122.413        |
| Payable tax previous year              | 0             | 0            | 0              | 0              | 0              | 0              | 0             | 0             | 0             | 0              | 0             | 0              | 0               | 0              | 0              | 0              | 0              |
| <b>Sales tax advance payment II</b>    | <b>0</b>      | <b>0</b>     | <b>12.016</b>  | <b>7.598</b>   | <b>-28.823</b> | <b>-75.383</b> | <b>11.408</b> | <b>8.115</b>  | <b>7.336</b>  | <b>12.312</b>  | <b>13.260</b> | <b>-80.146</b> | <b>-112.307</b> | <b>180.833</b> | <b>110.880</b> | <b>176.487</b> | <b>122.413</b> |
| Previous year refunds                  | 0             | 0            | 0              | 0              | 0              | 0              | 0             | 0             | 0             | 0              | 0             | 0              | 0               | 0              | 0              | 0              | 0              |
| Previous year additional payments      | 0             | 0            | 0              | 0              | 0              | 0              | 0             | 0             | 0             | 0              | 0             | 0              | 0               | 0              | 0              | 0              | 0              |
| <b>Taxes relating to other periods</b> | <b>0</b>      | <b>0</b>     | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>      | <b>0</b>       | <b>0</b>        | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |

| <b>Trade tax in Euro (€)</b>               | Jan 15        | Feb 15        | Mrz 15        | Apr 15        | Mai 15        | Jun 15        | Jul 15       | Aug 15        | Sep 15        | Okt 15        | Nov 15        | Dez 15        | 2015           | 2016           | 2017           | 2018           | 2019           |
|--|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|
| <b>Profit before tax</b>                   | 58.771        | 54.223        | 37.957        | 39.375        | 44.257        | 24.084        | 9.499        | 55.393        | 55.975        | 64.836        | 63.703        | 17.588        | 525.660        | 505.475        | 570.659        | 630.386        | 541.615        |
| Fees for debt (lending rates)              | 8             | 42            | 17            | 854           | 836           | 2.954         | 770          | 753           | 2.900         | 1.895         | 1.821         | 3.875         | 16.724         | 25.540         | 17.241         | 9.288          | 6.830          |
| Rent, lease, leasing, licensing, Conc.     | 3.765         | 3.765         | 3.765         | 3.765         | 3.765         | 3.765         | 3.765        | 3.765         | 3.765         | 3.765         | 3.765         | 3.765         | 45.180         | 45.240         | 48.590         | 48.690         | 48.790         |
| Pensions, permanent charges, profit shares | 0             | 0             | 0             | 0             | 0             | 0             | 0            | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              |
| Additions § 8 GewStG Nr. 1                 | 3.773         | 3.807         | 3.782         | 4.619         | 4.601         | 6.719         | 4.535        | 4.518         | 6.665         | 5.660         | 5.586         | 7.640         | 61.904         | 70.780         | 65.831         | 57.978         | 55.620         |
| Allowance for additions                    |               |               |               |               |               |               |              |               |               |               |               |               | 100.000        | 100.000        | 100.000        | 100.000        | 100.000        |
| Additions after allowance                  |               |               |               |               |               |               |              |               |               |               |               |               | -38.096        | -29.220        | -34.169        | -42.022        | -44.380        |
| Sum of earnings increase (25 %)            | 0             | 0             | 0             | 0             | 0             | 0             | 0            | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              |
| Other additions ./ Cuts                    | 0             | 0             | 0             | 0             | 0             | 0             | 0            | 0             | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0              |
| <b>Trade income I</b>                      | <b>58.771</b> | <b>54.223</b> | <b>37.957</b> | <b>39.375</b> | <b>44.257</b> | <b>24.084</b> | <b>9.499</b> | <b>55.393</b> | <b>55.975</b> | <b>64.836</b> | <b>63.703</b> | <b>17.588</b> | <b>525.660</b> | <b>505.475</b> | <b>570.659</b> | <b>630.386</b> | <b>541.615</b> |
| Loss carried forward                       |               |               |               |               |               |               |              |               |               |               |               |               | 0              | 0              | 0              | 0              | 0              |
| <b>Trade income II</b>                     |               |               |               |               |               |               |              |               |               |               |               |               | 525.660        | 505.475        | 570.659        | 630.386        | 541.615        |
| Rounded                                    |               |               |               |               |               |               |              |               |               |               |               |               | 525.600        | 505.400        | 570.600        | 630.300        | 541.600        |
| Allowance                                  |               |               |               |               |               |               |              |               |               |               |               |               | 0              | 0              | 0              | 0              | 0              |
| <b>Trade income III</b>                    |               |               |               |               |               |               |              |               |               |               |               |               | 525.600        | 505.400        | 570.600        | 630.300        | 541.600        |
| <b>Tax rate</b>                            |               |               |               |               |               |               |              |               |               |               |               |               | 183,96         | 176,89         | 199,71         | 220,61         | 189,56         |
| <b>Trade tax</b>                           | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b> | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>6.899</b>  | <b>82.782</b>  | <b>79.601</b>  | <b>89.870</b>  | <b>99.272</b>  | <b>85.302</b>  |
| Trade tax prepayment                       | 0             | 0             | 0             | 0             | 0             | 19.000        | 0            | 0             | 19.000        | 0             | 0             | 19.000        | 57.000         | 0              | 0              | 0              | 0              |
| <b>Trade tax payment</b>                   | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>19.000</b> | <b>0</b>     | <b>0</b>      | <b>19.000</b> | <b>0</b>      | <b>0</b>      | <b>19.000</b> | <b>57.000</b>  | <b>25.782</b>  | <b>79.601</b>  | <b>89.870</b>  | <b>99.272</b>  |

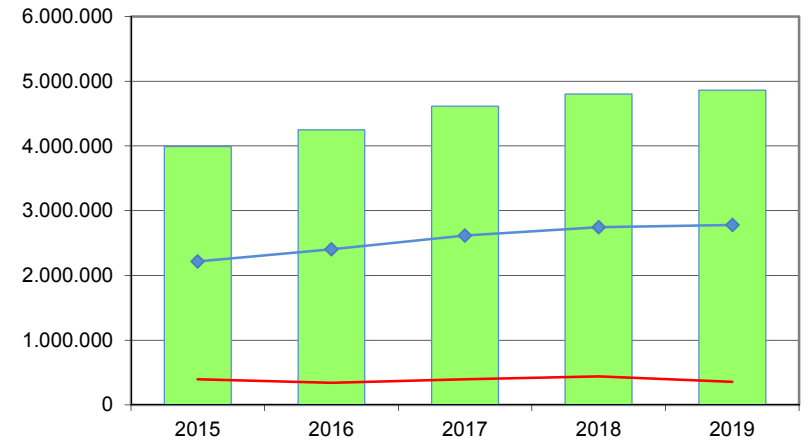
| Liquidity forecast in Euro (€)    | Jan 15  | Feb 15  | Mrz 15   | Apr 15  | Mai 15  | Jun 15  | Jul 15  | Aug 15  | Sep 15  | Okt 15  | Nov 15  | Dez 15   | 2015      | 2016      | 2017      | 2018      | 2019      |
|-----------------------------------|---------|---------|----------|---------|---------|---------|---------|---------|---------|---------|---------|----------|-----------|-----------|-----------|-----------|-----------|
| Opening balance: current account  | -20.000 |         |          |         |         |         |         |         |         |         |         |          |           |           |           |           |           |
| Revenue from sales                | 395.089 | 458.793 | 471.711  | 387.027 | 355.399 | 345.457 | 334.742 | 375.165 | 400.248 | 428.141 | 456.948 | 439.066  | 4.847.784 | 5.000.663 | 5.388.928 | 5.621.334 | 5.699.660 |
| Correction of revenue             | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| Other revenue                     | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| Operating revenue                 | 395.089 | 458.793 | 471.711  | 387.027 | 355.399 | 345.457 | 334.742 | 375.165 | 400.248 | 428.141 | 456.948 | 439.066  | 4.847.784 | 5.000.663 | 5.388.928 | 5.621.334 | 5.699.660 |
| Material/goods/external services  | 207.381 | 298.415 | 171.023  | 166.854 | 157.275 | 155.017 | 158.396 | 174.220 | 189.505 | 187.949 | 202.591 | 201.732  | 2.270.357 | 2.207.956 | 2.380.680 | 2.451.782 | 2.487.088 |
| Personnel expenditure             | 33.799  | 33.799  | 34.299   | 36.662  | 36.662  | 36.662  | 48.888  | 36.662  | 36.662  | 36.662  | 42.387  | 62.613   | 475.758   | 562.627   | 581.814   | 607.298   | 669.268   |
| Overheads                         | 91.060  | 88.860  | 85.800   | 91.000  | 82.260  | 79.840  | 83.740  | 95.900  | 97.460  | 99.420  | 113.220 | 94.360   | 1.102.920 | 1.167.920 | 1.261.620 | 1.311.020 | 1.330.820 |
| Input taxes                       | 17.358  | 20.740  | 53.979   | 102.847 | 15.686  | 15.227  | 15.968  | 18.278  | 18.194  | 113.947 | 21.569  | 17.985   | 431.779   | 224.755   | 300.565   | 256.713   | 315.537   |
| Other neutral effort              | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| Interest/discount/handling fees   | 8       | 42      | 17       | 854     | 836     | 2.954   | 770     | 753     | 2.900   | 1.895   | 1.821   | 3.875    | 16.724    | 25.540    | 17.241    | 9.288     | 6.830     |
| Trade Tax                         | 0       | 0       | 0        | 0       | 0       | 19.000  | 0       | 0       | 19.000  | 0       | 0       | 19.000   | 57.000    | 25.782    | 79.601    | 89.870    | 99.272    |
| Other taxes                       | 0       | 0       | 1.800    | 0       | 0       | 15.000  | 0       | 0       | 15.000  | 0       | 0       | 15.000   | 46.800    | 87.800    | 84.800    | 93.800    | 102.800   |
| Sales tax advance payment II      | 0       | 0       | 12.016   | 7.598   | -28.823 | -75.383 | 11.408  | 8.115   | 7.336   | 12.312  | 13.260  | -80.146  | -112.307  | 180.833   | 110.880   | 176.487   | 122.413   |
| Operating expenses                | 349.606 | 441.856 | 358.933  | 405.816 | 263.896 | 248.317 | 319.169 | 333.928 | 386.058 | 452.185 | 394.848 | 334.419  | 4.289.031 | 4.483.213 | 4.817.201 | 4.996.257 | 5.134.028 |
| Interest income                   | 3       | 24      | 24       | 216     | 28      | 99      | 174     | 180     | 209     | 218     | 22      | 59       | 1.256     | 3.195     | 4.970     | 7.345     | 10.570    |
| Other neutral profit              | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| Other profits                     | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| Operational financial balance     | 45.485  | 16.961  | 112.802  | -18.573 | 91.531  | 97.239  | 15.748  | 41.417  | 14.399  | -23.827 | 62.121  | 104.706  | 560.008   | 520.644   | 576.697   | 632.422   | 576.202   |
| + Fixed-term resolution           | 0       | 0       | 0        | 225.000 | 0       | 0       | 0       | 0       | 0       | 235.000 | 0       | 0        | 460.000   | 0         | 0         | 0         | 0         |
| + Asset disposals plus VAT        | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| + Capital increase                | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| + Taking up of a loan             | 0       | 0       | 350.000  | 250.000 | 0       | 0       | 0       | 0       | 0       | 300.000 | 0       | 0        | 900.000   | 0         | 0         | 0         | 0         |
| - Taxes relating to other periods | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| - Investments                     | 300     | 20.300  | 200.300  | 450.300 | 300     | 300     | 300     | 300     | 300     | 500.300 | 300     | 300      | 1.173.600 | 19.000    | 324.500   | 44.500    | 334.500   |
| - Fixed-term deposit              | 26.000  | 0       | 230.000  | 0       | 85.000  | 90.000  | 7.000   | 35.000  | 10.000  | 0       | 45.000  | 86.000   | 614.000   | 325.000   | 30.000    | 445.000   | 200.000   |
| - Lump-sum payment                | 0       | 0       | 0        | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 0         | 0         | 0         | 0         | 0         |
| - Repayment of loans              | 0       | 0       | 0        | 6.548   | 6.569   | 6.591   | 6.613   | 6.635   | 6.658   | 14.479  | 14.530  | 14.582   | 83.206    | 179.084   | 219.695   | 144.577   | 43.750    |
| - Period accrual                  | 0       | 0       | 30.000   | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0       | 0        | 30.000    | 0         | 0         | 0         | 0         |
| Fiscal balance                    | -26.300 | -20.300 | -110.300 | 18.152  | -91.869 | -96.891 | -13.913 | -41.935 | -16.958 | 20.221  | -59.830 | -100.882 | -540.806  | -523.084  | -574.195  | -634.077  | -578.250  |
| Giro borrowing                    | 0       | 3.339   | 0        | 421     | 339     | 0       | 0       | 518     | 2.559   | 3.606   | 0       | 0        | 10.781    | 2.440     | 0         | 1.656     | 2.048     |
| Giro loan repayment               | 19.185  | 0       | 2.502    | 0       | 0       | 348     | 1.834   | 0       | 0       | 0       | 2.291   | 3.824    | 29.983    | 0         | 2.502     | 0         | 0         |
| Balance: current account          | -815    | -4.154  | -1.653   | -2.074  | -2.412  | -2.065  | -231    | -749    | -3.307  | -6.913  | -4.622  | -798     | -798      | -3.237    | -735      | -2.391    | -4.439    |
| Overdraft limit                   | 120.000 | 120.000 | 120.000  | 120.000 | 120.000 | 120.000 | 120.000 | 120.000 | 120.000 | 120.000 | 120.000 | 120.000  | 120.000   | 120.000   | 120.000   | 120.000   | 120.000   |
| Balance: hard money               | 29.000  | 29.000  | 259.000  | 34.000  | 119.000 | 209.000 | 216.000 | 251.000 | 261.000 | 26.000  | 71.000  | 157.000  | 157.000   | 482.000   | 512.000   | 957.000   | 1.157.000 |
| Cash and cash equivalents         | 148.185 | 144.846 | 377.347  | 151.926 | 236.588 | 326.935 | 335.769 | 370.251 | 377.693 | 139.087 | 186.378 | 276.202  | 276.202   | 598.763   | 631.265   | 1.074.609 | 1.272.561 |



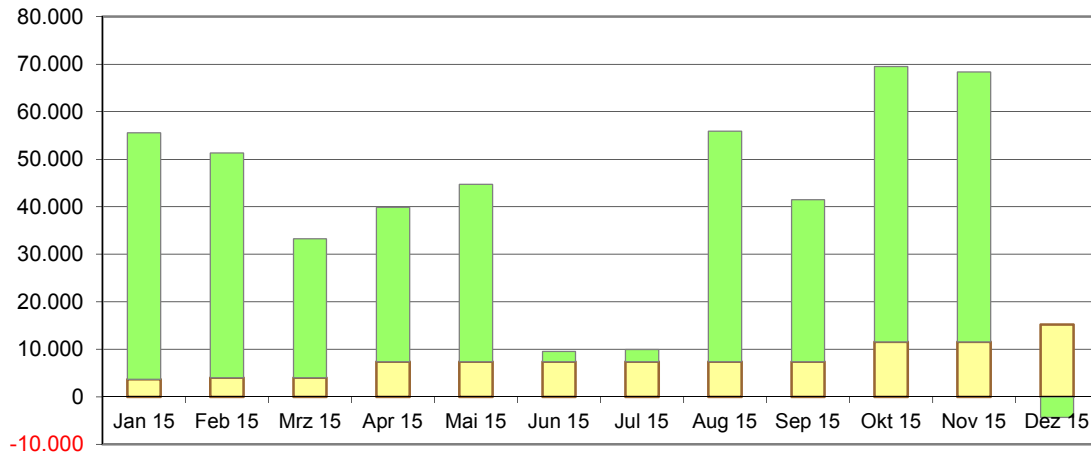
| <i>Earning forecast in Euro (€)</i>      | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15         | Nov 15         | Dez 15         | 2015             | 2016             | 2017             | 2018             | 2019             |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| <b>Revenues</b>                          | 336.019        | 326.136        | 303.405        | 313.288        | 296.487        | 285.616        | 280.674        | 357.761        | 355.784        | 373.574        | 413.105        | 350.843        | 3.992.692        | 4.249.647        | 4.615.314        | 4.803.089        | 4.862.387        |
| Inventory change                         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Overall performance</b>               | <b>336.019</b> | <b>326.136</b> | <b>303.405</b> | <b>313.288</b> | <b>296.487</b> | <b>285.616</b> | <b>280.674</b> | <b>357.761</b> | <b>355.784</b> | <b>373.574</b> | <b>413.105</b> | <b>350.843</b> | <b>3.992.692</b> | <b>4.249.647</b> | <b>4.615.314</b> | <b>4.803.089</b> | <b>4.862.387</b> |
| Cost of purchased materials and services | 148.698        | 145.211        | 141.331        | 138.238        | 125.126        | 134.800        | 130.577        | 161.858        | 155.622        | 159.403        | 180.421        | 157.291        | 1.778.575        | 1.845.460        | 2.001.131        | 2.056.622        | 2.085.104        |
| <b>gross profit</b>                      | <b>187.321</b> | <b>180.925</b> | <b>162.074</b> | <b>175.050</b> | <b>171.361</b> | <b>150.816</b> | <b>150.098</b> | <b>195.903</b> | <b>200.163</b> | <b>214.171</b> | <b>232.684</b> | <b>193.552</b> | <b>2.214.116</b> | <b>2.404.187</b> | <b>2.614.184</b> | <b>2.746.467</b> | <b>2.777.282</b> |
| Other operating income                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Operating gross profit</b>            | <b>187.321</b> | <b>180.925</b> | <b>162.074</b> | <b>175.050</b> | <b>171.361</b> | <b>150.816</b> | <b>150.098</b> | <b>195.903</b> | <b>200.163</b> | <b>214.171</b> | <b>232.684</b> | <b>193.552</b> | <b>2.214.116</b> | <b>2.404.187</b> | <b>2.614.184</b> | <b>2.746.467</b> | <b>2.777.282</b> |
| <b>Types of costs:</b>                   |                |                |                |                |                |                |                |                |                |                |                |                |                  |                  |                  |                  |                  |
| Personnel costs                          | 33.799         | 33.799         | 34.299         | 36.662         | 36.662         | 36.662         | 48.888         | 36.662         | 36.662         | 36.662         | 42.387         | 62.613         | 475.758          | 562.627          | 581.814          | 607.298          | 669.268          |
| Space costs (rent, lease, leasing)       | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 5.000          | 60.000           | 60.000           | 65.000           | 65.000           | 65.000           |
| Other room costs, cleaning               | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 7.200            | 7.500            | 7.500            | 7.500            | 7.500            |
| Land (rent, lease, leasing)              | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 3.600            | 3.600            | 3.600            | 3.600            | 3.600            |
| Other expenses for land                  | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 60             | 720              | 720              | 720              | 720              | 720              |
| Heating, energy, water                   | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 7.800            | 8.000            | 8.500            | 9.000            | 9.500            |
| Insurance, fees, donations               | 0              | 0              | 2.000          | 0              | 0              | 0              | 0              | 0              | 2.000          | 0              | 0              | 0              | 4.000            | 4.000            | 4.200            | 4.400            | 4.600            |
| Advertising and travel costs             | 5.000          | 5.000          | 5.000          | 10.000         | 5.000          | 5.000          | 10.000         | 5.000          | 5.000          | 5.000          | 10.000         | 5.000          | 75.000           | 80.000           | 85.000           | 90.000           | 95.000           |
| Depreciation                             | 3.685          | 4.025          | 4.025          | 7.375          | 7.375          | 7.375          | 7.375          | 7.375          | 7.375          | 11.575         | 11.575         | 15.175         | 94.310           | 145.820          | 187.820          | 195.820          | 239.320          |
| Freight, packaging, etc.                 | 6.800          | 6.600          | 6.140          | 6.340          | 6.000          | 5.780          | 5.680          | 7.240          | 7.200          | 7.560          | 8.360          | 7.100          | 80.800           | 86.000           | 93.400           | 97.200           | 98.400           |
| Commissions for sales                    | 68.000         | 66.000         | 61.400         | 63.400         | 60.000         | 57.800         | 56.800         | 72.400         | 72.000         | 75.600         | 83.600         | 71.000         | 808.000          | 860.000          | 934.000          | 972.000          | 984.000          |
| Vehicle costs                            | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 1.200          | 14.400           | 15.000           | 15.500           | 16.000           | 16.000           |
| Repair and maintenance                   | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 3.600            | 4.000            | 4.000            | 4.500            | 4.500            |
| Office supplies                          | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 150            | 1.800            | 2.000            | 2.000            | 2.000            | 2.000            |
| Postage, telephone                       | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 650            | 7.800            | 8.000            | 8.300            | 8.500            | 8.700            |
| Legal and consulting costs               | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 700            | 8.400            | 9.000            | 9.300            | 9.500            | 9.700            |
| Lease, rental, tenancy of movable assets | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 850            | 10.200           | 10.500           | 11.000           | 11.500           | 12.000           |
| Licenses, concessions                    | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 600            | 7.200            | 7.200            | 7.200            | 7.200            | 7.200            |
| Other costs                              | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 200            | 2.400            | 2.400            | 2.400            | 2.400            | 2.400            |
| Period accrual                           | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Total costs</b>                       | <b>128.544</b> | <b>126.684</b> | <b>124.124</b> | <b>135.037</b> | <b>126.297</b> | <b>123.877</b> | <b>140.003</b> | <b>139.937</b> | <b>141.497</b> | <b>147.657</b> | <b>167.182</b> | <b>172.148</b> | <b>1.672.988</b> | <b>1.876.367</b> | <b>2.031.254</b> | <b>2.114.138</b> | <b>2.239.408</b> |
| <b>Operating income / (loss)</b>         | <b>58.777</b>  | <b>54.240</b>  | <b>37.949</b>  | <b>40.013</b>  | <b>45.064</b>  | <b>26.939</b>  | <b>10.095</b>  | <b>55.966</b>  | <b>58.666</b>  | <b>66.514</b>  | <b>65.502</b>  | <b>21.404</b>  | <b>541.128</b>   | <b>527.820</b>   | <b>582.929</b>   | <b>632.330</b>   | <b>537.875</b>   |
| Interest/charges on loans                | 8              | 42             | 17             | 854            | 836            | 2.954          | 770            | 753            | 2.900          | 1.895          | 1.821          | 3.875          | 16.724           | 25.540           | 17.241           | 9.288            | 6.830            |
| Trade tax                                | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 82.782           | 79.601           | 89.870           | 99.272           | 85.302           |
| corporation tax                          | 0              | 0              | 0              | 0              | 0              | 15.000         | 0              | 0              | 15.000         | 0              | 0              | 15.000         | 45.000           | 86.000           | 83.000           | 92.000           | 101.000          |
| Other taxes                              | 0              | 0              | 1.800          | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 1.800            | 1.800            | 1.800            | 1.800            | 1.800            |
| Other neutral effort                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Interest income                          | 3              | 24             | 24             | 216            | 28             | 99             | 174            | 180            | 209            | 218            | 22             | 59             | 1.256            | 3.195            | 4.970            | 7.345            | 10.570           |
| Other neutral profits                    | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| Imputed Costs                            | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Neutral result</b>                    | <b>-6.904</b>  | <b>-6.916</b>  | <b>-8.691</b>  | <b>-7.537</b>  | <b>-7.706</b>  | <b>-24.753</b> | <b>-7.494</b>  | <b>-7.472</b>  | <b>-24.590</b> | <b>-8.576</b>  | <b>-8.698</b>  | <b>-25.714</b> | <b>-145.051</b>  | <b>-189.746</b>  | <b>-186.940</b>  | <b>-195.016</b>  | <b>-184.362</b>  |
| Accounts class 5/6                       | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                |
| <b>Result</b>                            | <b>51.873</b>  | <b>47.325</b>  | <b>29.258</b>  | <b>32.477</b>  | <b>37.358</b>  | <b>2.185</b>   | <b>2.601</b>   | <b>48.494</b>  | <b>34.076</b>  | <b>57.937</b>  | <b>56.804</b>  | <b>-4.310</b>  | <b>396.078</b>   | <b>338.074</b>   | <b>395.989</b>   | <b>437.314</b>   | <b>353.513</b>   |
| <b>Result (cumulative)</b>               | <b>51.873</b>  | <b>99.197</b>  | <b>128.456</b> | <b>160.932</b> | <b>198.290</b> | <b>200.476</b> | <b>203.076</b> | <b>251.571</b> | <b>285.647</b> | <b>343.584</b> | <b>400.388</b> | <b>396.078</b> | <b>396.078</b>   | <b>734.152</b>   | <b>1.130.141</b> | <b>1.567.456</b> | <b>1.920.968</b> |



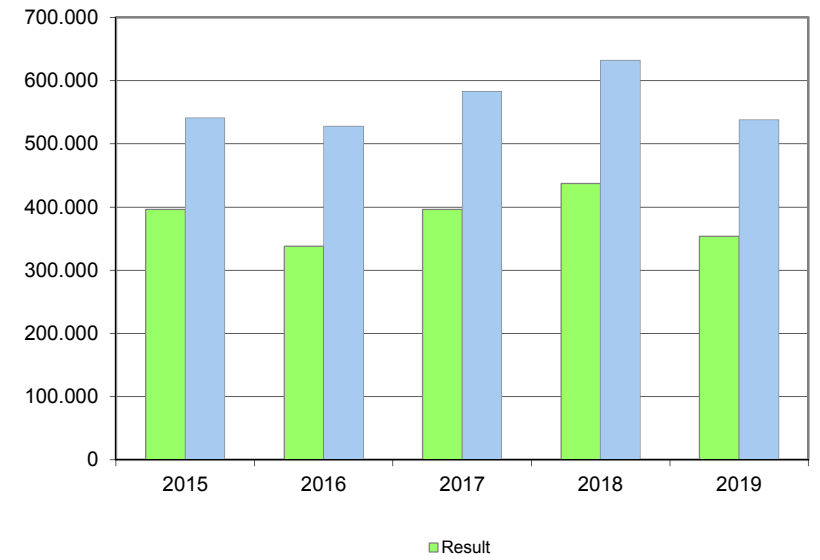
Revenues gross profit Result



Revenues gross profit Result

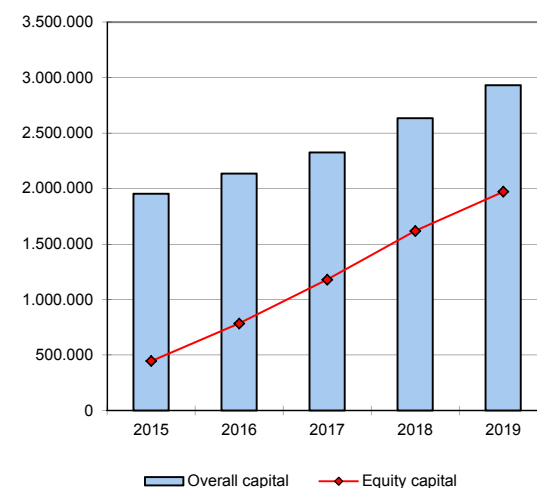
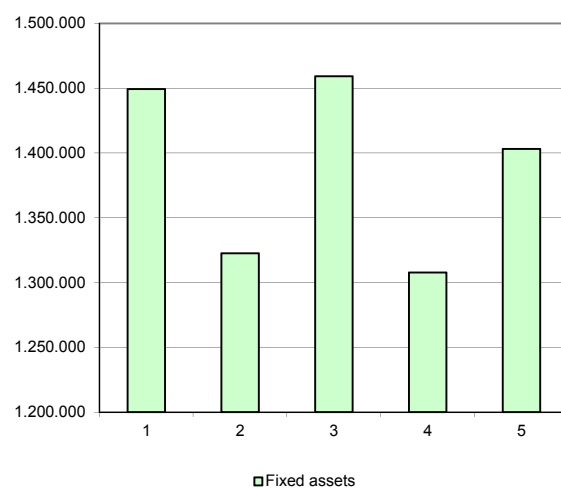
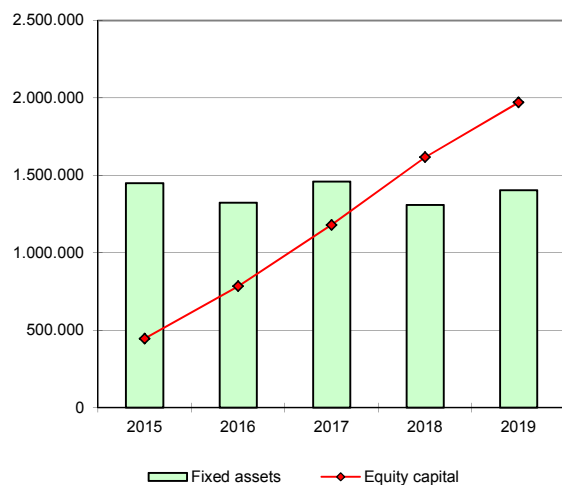


Depreciation Result



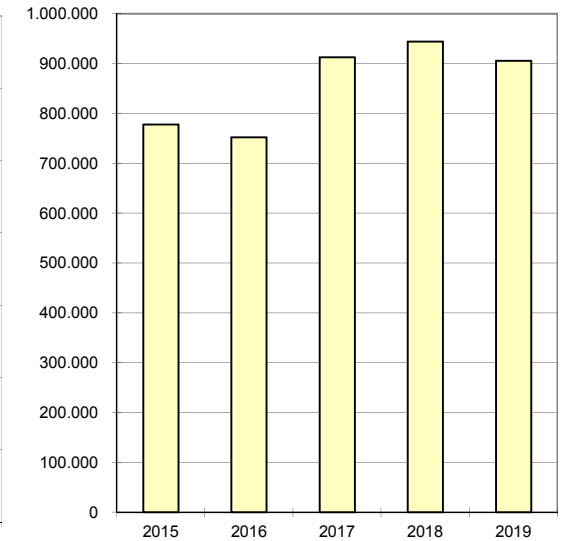
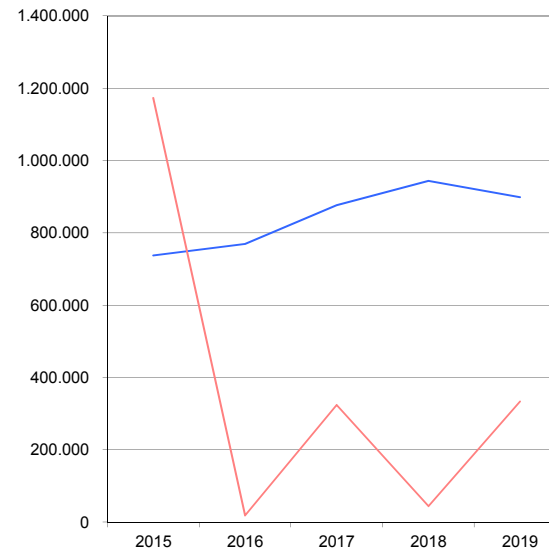
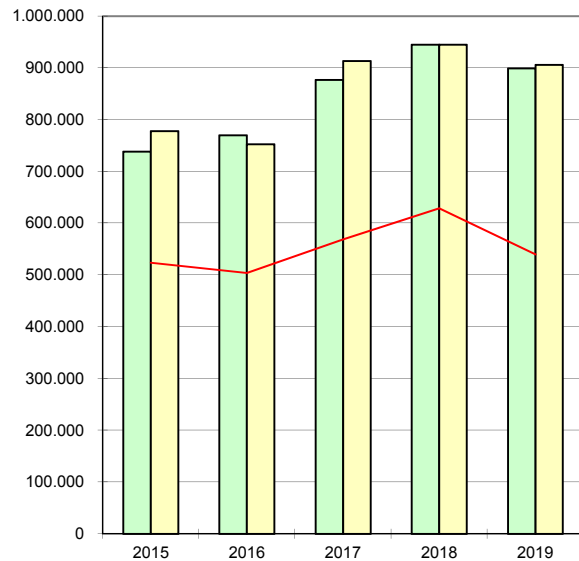
Result

| Balance Sheet in Euro (€)           | AB             | Jan 15         | Feb 15         | Mrz 15           | Apr 15           | Mai 15           | Jun 15           | Jul 15           | Aug 15           | Sep 15           | Okt 15           | Nov 15           | Dez 15           | 2015             | 2016             | 2017             | 2018             | 2019             |
|-------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Investments (Additions)             |                | 300            | 20.300         | 200.300          | 450.300          | 300              | 300              | 300              | 300              | 300              | 500.300          | 300              | 300              | 1.173.600        | 19.000           | 324.500          | 44.500           | 334.500          |
| Disposals                           |                | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                |
| Depreciation                        |                | 3.685          | 4.025          | 4.025            | 7.375            | 7.375            | 7.375            | 7.375            | 7.375            | 7.375            | 11.575           | 11.575           | 15.175           | 94.310           | 145.820          | 187.820          | 195.820          | 239.320          |
| <b>Fixed assets</b>                 | <b>370.000</b> | <b>366.615</b> | <b>382.890</b> | <b>579.165</b>   | <b>1.022.090</b> | <b>1.015.015</b> | <b>1.007.940</b> | <b>1.000.865</b> | <b>993.790</b>   | <b>986.715</b>   | <b>1.475.440</b> | <b>1.464.165</b> | <b>1.449.290</b> | <b>1.449.290</b> | <b>1.322.470</b> | <b>1.459.150</b> | <b>1.307.830</b> | <b>1.403.010</b> |
| Raw materials and supplies          | 10.000         | 10.000         | 10.000         | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           |
| Finished goods and trading stock    | 20.000         | 20.000         | 20.000         | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           | 20.000           |
| <b>Inventories</b>                  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>  | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    | <b>30.000</b>    |
| Trade accounts receivable           | 470.000        | 469.070        | 392.843        | 277.035          | 257.503          | 249.891          | 239.470          | 233.966          | 278.464          | 295.560          | 305.631          | 333.267          | 305.748          | 305.748          | 290.032          | 314.989          | 327.804          | 331.851          |
| Cash-in-hand and bank balances      | 3.000          | 29.000         | 29.000         | 259.000          | 34.000           | 119.000          | 209.000          | 216.000          | 251.000          | 261.000          | 26.000           | 71.000           | 157.000          | 157.000          | 482.000          | 512.000          | 957.000          | 1.157.000        |
| Other assets                        | 10.000         | 10.000         | 10.000         | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           | 10.000           |
| Prepaid expenses                    | 0              | 0              | 0              | 529              | 76.612           | 29.482           | 0                | 0                | 0                | 0                | 35.901           | 27.256           | 0                | 0                | 0                | 0                | 0                | 0                |
| <b>Total assets</b>                 | <b>883.000</b> | <b>904.685</b> | <b>844.733</b> | <b>1.155.729</b> | <b>1.430.204</b> | <b>1.453.389</b> | <b>1.496.410</b> | <b>1.490.831</b> | <b>1.563.254</b> | <b>1.583.275</b> | <b>1.882.972</b> | <b>1.935.688</b> | <b>1.952.038</b> | <b>1.952.038</b> | <b>2.134.502</b> | <b>2.326.139</b> | <b>2.632.634</b> | <b>2.931.861</b> |
| Capital contribution                |                | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                |
| Lump-sum payment                    |                | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                |
| Accumulated net profit / (loss)     |                | 51.873         | 47.325         | 29.258           | 32.477           | 37.358           | 2.185            | 2.601            | 48.494           | 34.076           | 57.937           | 56.804           | -4.310           | 396.078          | 338.074          | 395.989          | 437.314          | 353.513          |
| <b>Equity</b>                       | <b>50.000</b>  | <b>101.873</b> | <b>149.197</b> | <b>178.456</b>   | <b>210.932</b>   | <b>248.290</b>   | <b>250.476</b>   | <b>253.076</b>   | <b>301.571</b>   | <b>335.647</b>   | <b>393.584</b>   | <b>450.388</b>   | <b>446.078</b>   | <b>446.078</b>   | <b>784.152</b>   | <b>1.180.141</b> | <b>1.617.456</b> | <b>1.970.968</b> |
| Reserves and accrued liabilities    | 120.000        | 120.000        | 120.000        | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          | 120.000          |
| Loans                               | 390.000        | 390.000        | 390.000        | 740.000          | 983.452          | 976.883          | 970.291          | 963.678          | 957.043          | 950.385          | 1.235.906        | 1.221.376        | 1.206.794        | 1.206.794        | 1.027.710        | 808.015          | 663.438          | 619.688          |
| Current account                     | 20.000         | 815            | 4.154          | 1.653            | 2.074            | 2.412            | 2.065            | 231              | 749              | 3.307            | 6.913            | 4.622            | 798              | 798              | 3.237            | 735              | 2.391            | 4.439            |
| Trade accounts payable              | 243.000        | 213.083        | 87.971         | 85.621           | 83.746           | 75.803           | 81.664           | 79.105           | 98.056           | 94.278           | 96.569           | 109.302          | 95.289           | 95.289           | 89.803           | 97.378           | 100.078          | 101.464          |
| Other liabilities                   | 60.000         | 60.000         | 60.000         | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           | 30.000           |
| Deferred charges                    | 0              | 18.914         | 33.411         | 0                | 0                | 0                | 41.914           | 44.740           | 55.836           | 49.659           | 0                | 0                | 53.079           | 53.079           | 79.601           | 89.870           | 99.272           | 85.302           |
| <b>Total liabilities and equity</b> | <b>883.000</b> | <b>904.685</b> | <b>844.733</b> | <b>1.155.729</b> | <b>1.430.204</b> | <b>1.453.389</b> | <b>1.496.410</b> | <b>1.490.831</b> | <b>1.563.254</b> | <b>1.583.275</b> | <b>1.882.972</b> | <b>1.935.688</b> | <b>1.952.038</b> | <b>1.952.038</b> | <b>2.134.502</b> | <b>2.326.139</b> | <b>2.632.634</b> | <b>2.931.861</b> |





| Cash flow in Euro (€)                | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15         | Nov 15         | Dez 15         | 2015           | 2016           | 2017           | 2018           | 2019           |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Accumulated net profit / (loss)      | 51.873         | 47.325         | 29.258         | 32.477         | 37.358         | 2.185          | 2.601          | 48.494         | 34.076         | 57.937         | 56.804         | -4.310         | 396.078        | 338.074        | 395.989        | 437.314        | 353.513        |
| + Trade tax                          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 6.899          | 82.782         | 79.601         | 89.870         | 99.272         | 85.302         |
| + corporation tax                    | 0              | 0              | 0              | 0              | 0              | 15.000         | 0              | 0              | 15.000         | 0              | 0              | 15.000         | 45.000         | 86.000         | 83.000         | 92.000         | 101.000        |
| <b>Result before taxes</b>           | <b>58.771</b>  | <b>54.223</b>  | <b>36.157</b>  | <b>39.375</b>  | <b>44.257</b>  | <b>24.084</b>  | <b>9.499</b>   | <b>55.393</b>  | <b>55.975</b>  | <b>64.836</b>  | <b>63.703</b>  | <b>17.588</b>  | <b>523.860</b> | <b>503.675</b> | <b>568.859</b> | <b>628.586</b> | <b>539.815</b> |
| +/- Depreciation                     | 3.685          | 4.025          | 4.025          | 7.375          | 7.375          | 7.375          | 7.375          | 7.375          | 7.375          | 11.575         | 11.575         | 15.175         | 94.310         | 145.820        | 187.820        | 195.820        | 239.320        |
| +/- Reserves and accrued liabilities | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        | 120.000        |
| <b>Traditional cash flow</b>         | <b>182.456</b> | <b>178.248</b> | <b>160.182</b> | <b>166.750</b> | <b>171.632</b> | <b>151.459</b> | <b>136.874</b> | <b>182.768</b> | <b>183.350</b> | <b>196.411</b> | <b>195.278</b> | <b>152.763</b> | <b>738.170</b> | <b>769.495</b> | <b>876.679</b> | <b>944.406</b> | <b>899.135</b> |
| -/+ Inventories                      | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| -/+ Trade accounts receivable        | 930            | 76.227         | 115.809        | 19.532         | 7.612          | 10.422         | 5.504          | -44.498        | -17.097        | -10.071        | -27.636        | 27.519         | 164.252        | 15.716         | -24.956        | -12.815        | -4.047         |
| -/+ Other assets                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| +/- Trade accounts payable           | -29.917        | -125.112       | -2.350         | -1.874         | -7.943         | 5.861          | -2.559         | 18.951         | -3.778         | 2.291          | 12.733         | -14.012        | -147.711       | -5.487         | 7.575          | 2.700          | 1.386          |
| +/- Other liabilities                | 0              | 0              | -30.000        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | -30.000        | 0              | 0              | 0              | 0              |
| +/- Accrual and deferral             | 12.016         | 14.497         | -33.940        | -76.082        | 47.129         | 90.396         | -16.173        | 11.096         | 12.823         | -104.559       | 8.645          | 99.335         | 53.079         | -27.297        | 53.819         | 10.269         | 9.403          |
| <b>Operating cash flow</b>           | <b>165.485</b> | <b>143.859</b> | <b>209.700</b> | <b>108.325</b> | <b>218.429</b> | <b>258.137</b> | <b>123.646</b> | <b>168.316</b> | <b>175.297</b> | <b>84.072</b>  | <b>189.020</b> | <b>265.605</b> | <b>777.790</b> | <b>752.426</b> | <b>913.116</b> | <b>944.560</b> | <b>905.877</b> |



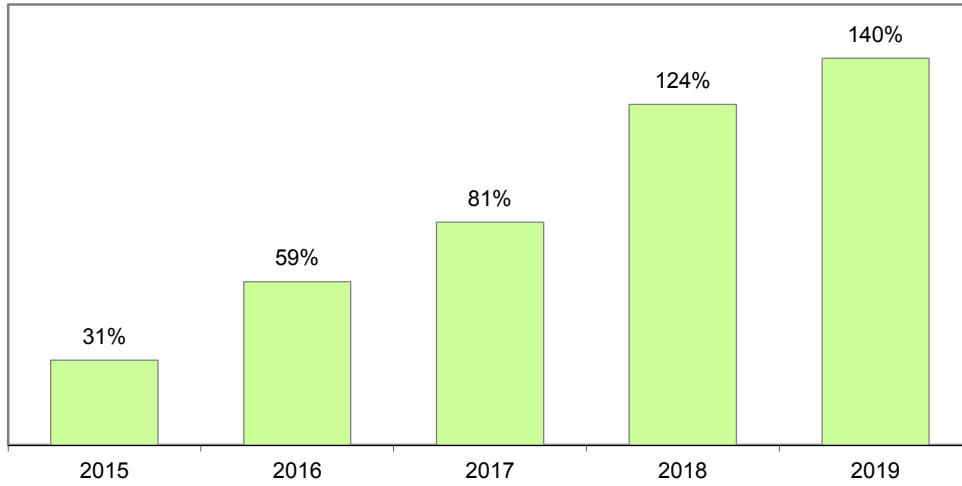
■ Traditional cash flow    ■ Operating cash flow  
— Result before taxes

— Traditional cash flow    — Investments

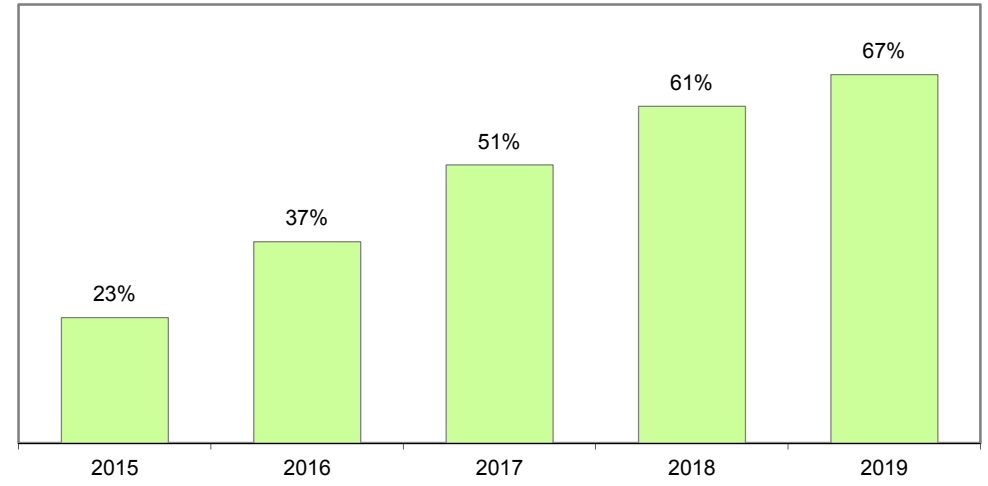
■ Operating cash flow

| <b>Key performance indicators</b> | <b>2015</b> | <b>2016</b> | <b>2017</b> | <b>2018</b> | <b>2019</b> |
|-----------------------------------|-------------|-------------|-------------|-------------|-------------|
| <b>Statement analysis</b>         |             |             |             |             |             |
| <b>Equity structure</b>           |             |             |             |             |             |
| Coverage rate A                   | 31%         | 59%         | 81%         | 124%        | 140%        |
| Coverage rate B                   | 114%        | 137%        | 136%        | 174%        | 185%        |
| <b>Liquidity</b>                  |             |             |             |             |             |
| First grade                       | 163%        | 518%        | 522%        | 934%        | 1093%       |
| Second grade                      | 482%        | 830%        | 843%        | 1254%       | 1406%       |
| Third grade                       | 523%        | 873%        | 884%        | 1293%       | 1444%       |
| <b>Finances</b>                   |             |             |             |             |             |
| Equity ratio                      | 23%         | 37%         | 51%         | 61%         | 67%         |
| Leverage                          | 77%         | 63%         | 49%         | 39%         | 33%         |
| Debt coefficient                  | 3,4         | 1,7         | 1,0         | 0,6         | 0,5         |
| <b>Investments</b>                |             |             |             |             |             |
| Asset intensity                   | 74%         | 62%         | 63%         | 50%         | 48%         |
| Circulation intensity             | 26%         | 38%         | 37%         | 50%         | 52%         |
| Tangible asset use                | 275%        | 321%        | 316%        | 367%        | 347%        |
| Investment rate                   | 317%        | 1%          | 25%         | 3%          | 26%         |
| Growth rate                       | 1244%       | 13%         | 173%        | 23%         | 140%        |
| <b>Profitability</b>              |             |             |             |             |             |
| Return on equity                  | 89%         | 43%         | 34%         | 27%         | 18%         |
| Return on sales                   | 10%         | 8%          | 9%          | 9%          | 7%          |
| Return on assets                  | 21%         | 17%         | 18%         | 17%         | 12%         |
| <b>Cost Analysis</b>              |             |             |             |             |             |
| <b>Cost structure</b>             |             |             |             |             |             |
| Personnel intensity               | 28%         | 30%         | 29%         | 29%         | 30%         |
| Amortization intensity            | 6%          | 8%          | 9%          | 9%          | 11%         |
| Material intensity                | 106%        | 98%         | 99%         | 97%         | 93%         |

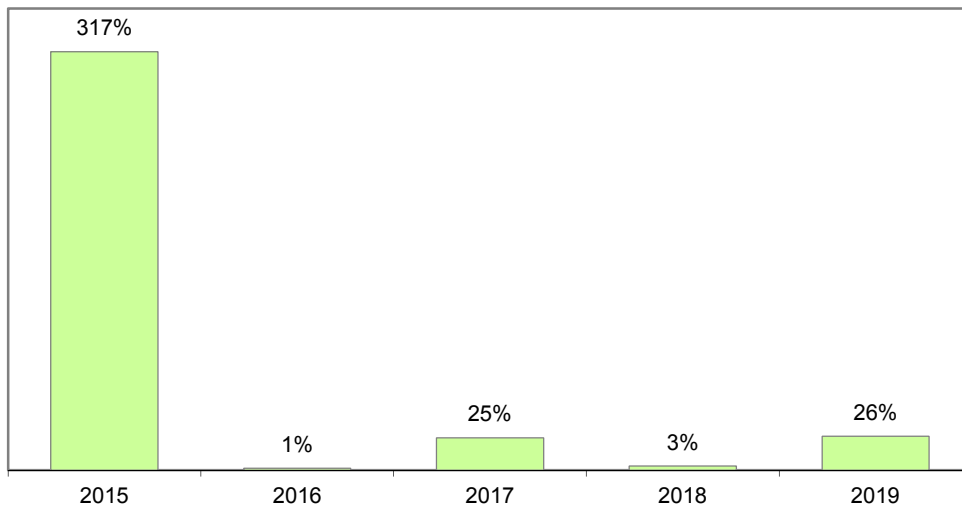
The equity in relation to the fixed assets



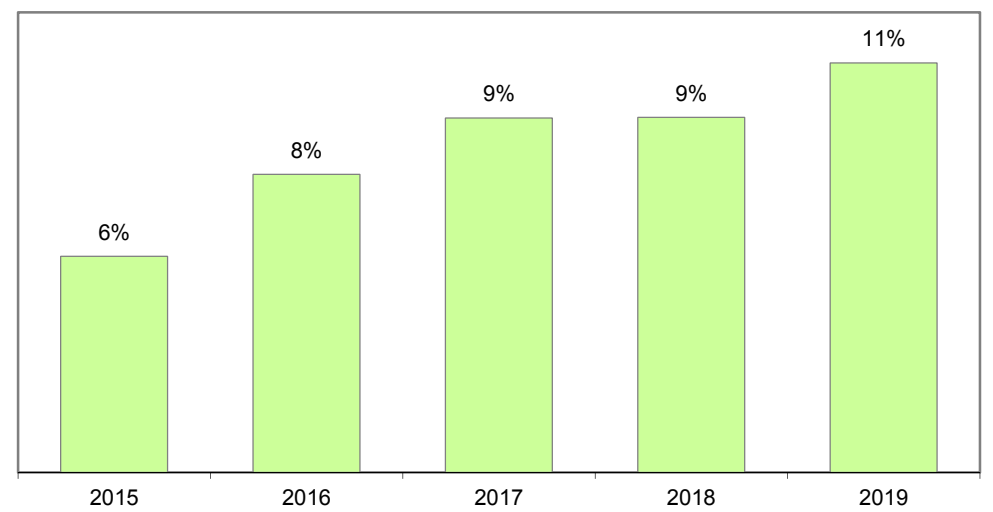
The equity in relation to the total capital



The investments in relation to the fixe assets



The Despreciation to the total costs



| <b>Capital flow (first year) in Euro (€)</b> |                               |                             |            |
|--|-------------------------------|-----------------------------|------------|
|  | <b>Source of funds</b>        | <b>Application of Funds</b> |            |
| <b>Accumulated net profit / (loss)</b>       | 396.078                       | 0                           |            |
| + Depreciation                               | 94.310                        | 0                           |            |
|  | <b>490.388</b>                | 0                           |            |
|  | <i>cash flow</i>              |                             |            |
|  |                               |                             | 490.388    |
| <b>Assets</b>                                |                               |                             |            |
| Fixed assets                                 | 0                             | 1.173.600                   |            |
| Raw materials and supplies                   | 0                             | 0                           |            |
| Finished goods and trading stock             | 0                             | 0                           |            |
| Trade accounts receivable                    | 164.252                       | 0                           |            |
| Cash-in-hand and bank balances               | 0                             | 154.000                     |            |
| Other claims                                 | 0                             | 0                           |            |
|  | <b>164.252</b>                | <b>1.327.600</b>            |            |
|  | Subtotal assets               |                             | -1.163.348 |
| <b>Liabilities and equity</b>                |                               |                             |            |
| Equity without net profit                    | 0                             | 0                           |            |
| Reserves and accrued liabilities             | 0                             | 0                           |            |
| Current account                              | 0                             | 19.202                      |            |
| Loan   | 816.794                       | 0                           |            |
| Trade accounts payable                       | 0                             | 147.711                     |            |
| Other liabilities                            | 0                             | 30.000                      |            |
|  | <b>816.794</b>                | <b>196.913</b>              |            |
|  | Subtotal liabilities / equity |                             | 619.881    |
| <b>Accruals and deferrals</b>                |                               |                             |            |
| Other revenues/expenditures                  | 0                             | 0                           |            |
| Sales tax                                    | 27.297                        | 0                           |            |
| Trade tax                                    | 25.782                        | 0                           |            |
| Imputed costs                                | 0                             | 0                           |            |
| Interest/discount                            | 0                             | 0                           |            |
|  | <b>53.079</b>                 | 0                           |            |
|  | <i>Deferred charges</i>       |                             | 53.079     |
| <b>Checksums</b>                             | <b>1.524.513</b>              | <b>1.524.513</b>            | ✓          |

Self-financing      Asset erosion by losses

Financing from asset restructuring      Investments

External financing      Repayment of borrowed capital

# *Exactplanner*

Hier endet der Teil des Planungsprozesses. Die folgenden Seiten sind Bestandteil des Controllings (Überwachung der Umsetzung, Steuerung, Reporting).

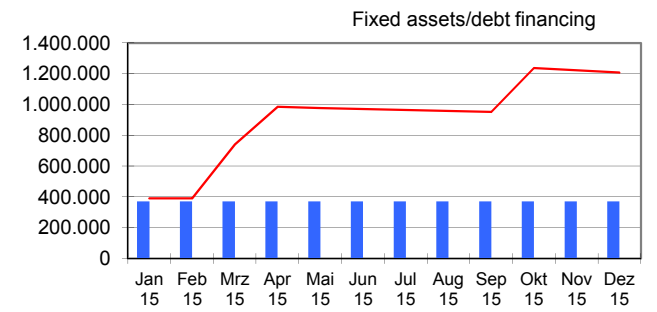
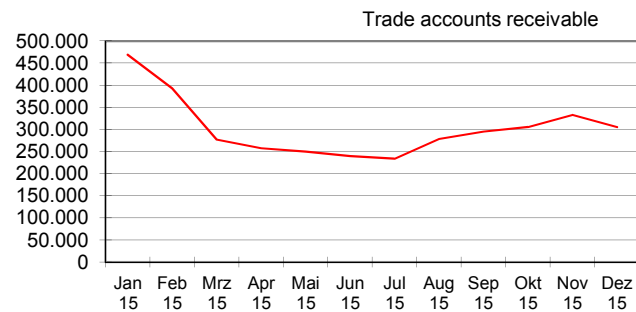
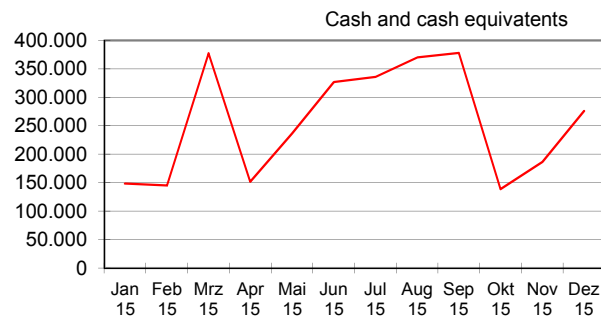
In der Regel nutzt der Anwender nach Abschluss der Planung die folgenden zwei Formblätter zur Erfassung der Ist-Daten.

Eine manuelle Übernahme der Buchhaltungsdaten ermöglicht es dem Controller gleichzeitig den Buchhaltungsabschluss auf Schlüssigkeit zu überprüfen. Die Eingabe und Prüfung dauert vielleicht zehn Minuten.

**s**ftware<sup>XL</sup>

| <b>Success (actual) in Euro (€)</b>      | <b>Vorjahr</b>   | <b>Jan 15</b>  | <b>Feb 15</b> | <b>Mrz 15</b> | <b>Apr 15</b> | <b>Mai 15</b> | <b>Jun 15</b> | <b>Jul 15</b> | <b>Aug 15</b> | <b>Sep 15</b> | <b>Okt 15</b> | <b>Nov 15</b> | <b>Dez 15</b> | <b>Summe</b>   |
|--|------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| My best product                          | 850.000          | 72.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 72.000         |
| My most expensive product                | 350.000          | 35.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 35.000         |
| My most recent product                   | 600.000          | 38.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 38.000         |
| My article of trade A                    | 750.000          | 66.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 66.000         |
| My article of trade B                    | 700.000          | 72.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 72.000         |
| My article of trade C                    | 320.000          | 25.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 25.000         |
| My art of service                        | 300.000          | 29.000         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 29.000         |
| Other revenues                           | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Customer discounts                       | 42.000           | 3.900          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 3.900          |
| <b>Sales profits</b>                     | <b>3.828.000</b> | <b>333.100</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>333.100</b> |
| Inventory change                         | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| <b>Overall performance</b>               | <b>3.828.000</b> | <b>333.100</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>333.100</b> |
| Material costs                           | 1.750.000        | 142.000        | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 142.000        |
| <b>Gross proceeds</b>                    | <b>2.078.000</b> | <b>191.100</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>191.100</b> |
| Other profits                            | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| <b>Operational gross proceeds</b>        | <b>2.078.000</b> | <b>191.100</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>191.100</b> |
| Personnel costs                          | 420.000          | 32.010         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 32.010         |
| Space costs (rent, lease, leasing)       | 60.000           | 5.000          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 5.000          |
| Other room costs, cleaning               | 7.000            | 600            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 600            |
| Land (rent, lease, leasing)              | 3.200            | 300            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 300            |
| Other expenses for land                  | 650              | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Heating, energy, water                   | 7.500            | 550            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 550            |
| Insurance, fees, donations               | 4.000            | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Advertising and travel costs             | 78.000           | 3.500          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 3.500          |
| Depreciation                             | 75.000           | 3.685          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 3.685          |
| Freight, packaging, etc.                 | 79.000           | 6.300          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 6.300          |
| Commissions for sales                    | 802.000          | 66.700         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 66.700         |
| Vehicle costs                            | 14.200           | 1.000          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 1.000          |
| Repair and maintenance                   | 3.200            | 100            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 100            |
| Office supplies                          | 1.690            | 200            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 200            |
| Postage, telephone                       | 7.900            | 600            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 600            |
| Legal and consulting costs               | 8.600            | 200            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 200            |
| Lease, rental, tenancy of movable assets | 10.200           | 850            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 850            |
| Licenses, concessions                    | 2.400            | 600            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 600            |
| Other costs                              | 0                | 80             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 80             |
| Period accrual                           | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| <b>Total costs</b>                       | <b>1.584.540</b> | <b>122.275</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>122.275</b> |
| <b>Operating result</b>                  | <b>493.460</b>   | <b>68.825</b>  | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>68.825</b>  |
| Interest expense                         | 18.000           | 35             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 35             |
| Taxes                                    | 81.000           | 7.382          | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 7.382          |
| Other neutral effort                     | 44.000           | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Interest income                          | 380              | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Other neutral profit                     | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| Imputed costs                            | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| <b>Neutral result</b>                    | <b>-142.620</b>  | <b>-7.417</b>  | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>-7.417</b>  |
| Accounts class 5/6                       | 0                | 0              | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              |
| <b>Result</b>                            | <b>350.840</b>   | <b>61.408</b>  | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>61.408</b>  |

| Financial accounts (actual) in Euro (€)     | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15         | Nov 15         | Dez 15         |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Current account 1                           | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Current account 2                           | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Current account 3                           | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Cash in transit                             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Cash  | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fixed deposit                               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Overdraft limit                             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Cash and cash equivalents</b>            | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| Trade accounts receivable                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Other assets                                | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Accounts receivable and other assets</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| Trade accounts payable                      | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Other liabilities                           | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Total liabilities</b>                    | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| <b>Open balance: fixed assets</b>           | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> |
| Investments                                 | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Asset disposals                             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Depreciation                                | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Status: fixed assets</b>                 | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> | <b>370.000</b> |
| <b>Loan (debt financing)</b>                | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |



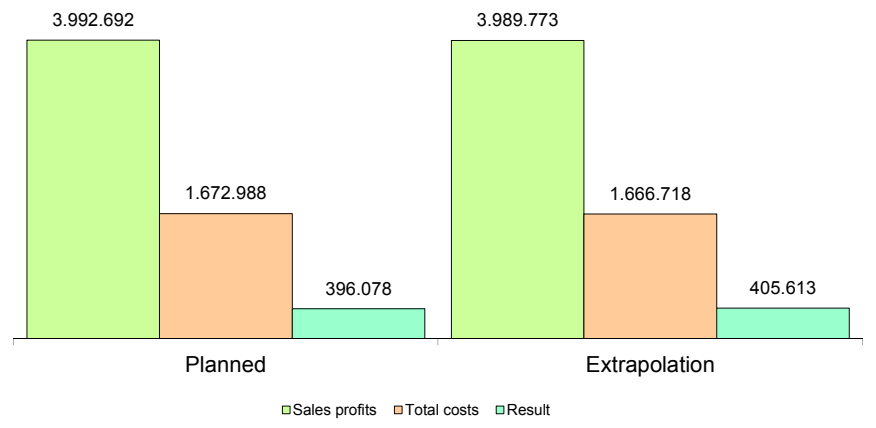
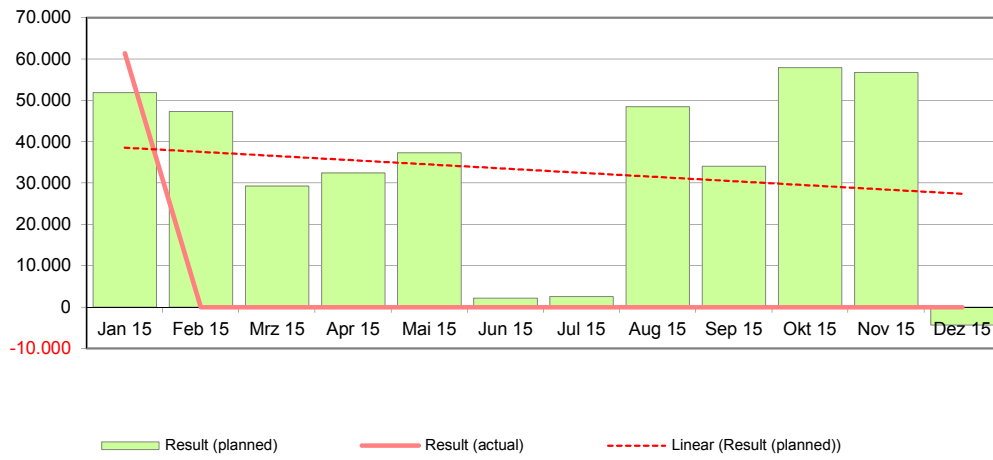
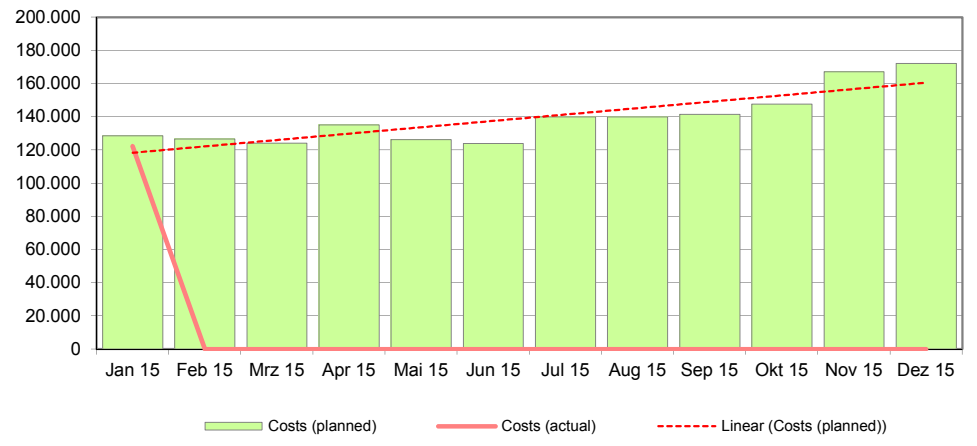
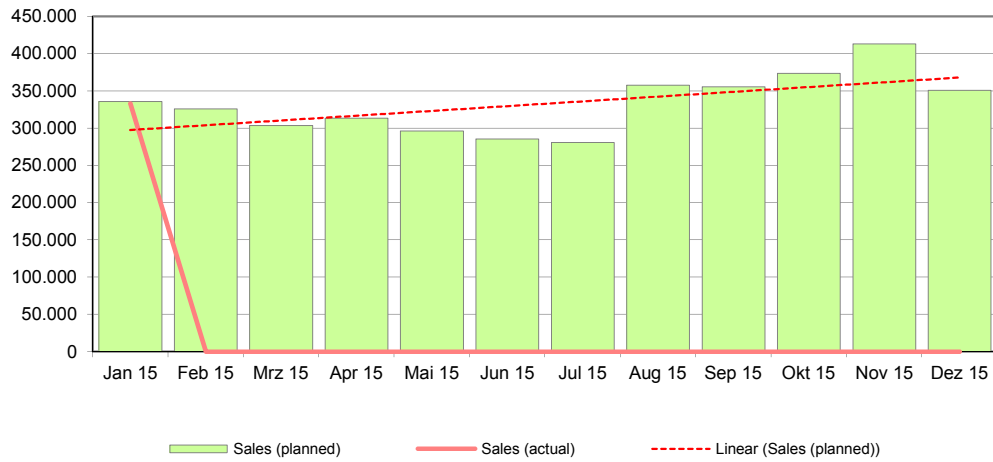
Actual  
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Actual  
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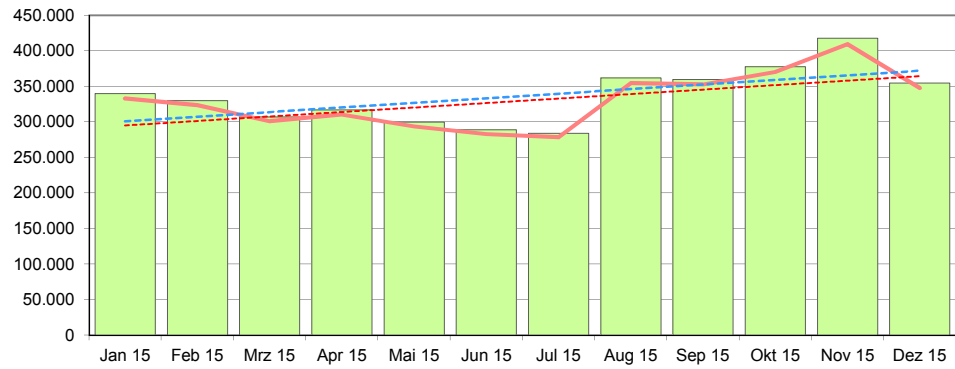
Equity (actual) Loan (actual) Loan (planned)

| Januar 2015                              | Current Month  |                |               |              | Cumulativ until Januar 2015 |                |               |              | End of the first year |                  |               |              | Previous year : actual year |                |              |
|--|----------------|----------------|---------------|--------------|-----------------------------|----------------|---------------|--------------|-----------------------|------------------|---------------|--------------|-----------------------------|----------------|--------------|
|  | Planned        | Actual         | Deviation     |              | Planned                     | Actual         | Deviation     |              | Planned               | Extrapolation    | Deviation     |              | Previous year               | Deviation      |              |
| My best product                          | 80.000         | 72.000         | -8.000        | -10,0%       | 80.000                      | 72.000         | -8.000        | -10,0%       | 945.000               | 937.000          | -8.000        | -0,8%        | 850.000                     | 87.000         | 10,2%        |
| My most expensive product                | 30.000         | 35.000         | 5.000         | 16,7%        | 30.000                      | 35.000         | 5.000         | 16,7%        | 364.000               | 369.000          | 5.000         | 1,4%         | 350.000                     | 19.000         | 5,4%         |
| My most recent product                   | 40.000         | 38.000         | -2.000        | -5,0%        | 40.000                      | 38.000         | -2.000        | -5,0%        | 575.000               | 573.000          | -2.000        | -0,3%        | 600.000                     | -27.000        | -4,5%        |
| My article of trade A                    | 60.000         | 66.000         | 6.000         | 10,0%        | 60.000                      | 66.000         | 6.000         | 10,0%        | 669.000               | 675.000          | 6.000         | 0,9%         | 750.000                     | -75.000        | -10,0%       |
| My article of trade B                    | 70.000         | 72.000         | 2.000         | 2,9%         | 70.000                      | 72.000         | 2.000         | 2,9%         | 770.000               | 772.000          | 2.000         | 0,3%         | 700.000                     | 72.000         | 10,3%        |
| My article of trade C                    | 30.000         | 25.000         | -5.000        | -16,7%       | 30.000                      | 25.000         | -5.000        | -16,7%       | 445.000               | 440.000          | -5.000        | -1,1%        | 320.000                     | 120.000        | 37,5%        |
| My art of service                        | 30.000         | 29.000         | -1.000        | -3,3%        | 30.000                      | 29.000         | -1.000        | -3,3%        | 272.000               | 271.000          | -1.000        | -0,4%        | 300.000                     | -29.000        | -9,7%        |
| Other revenues                           | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| Customer discounts                       | 3.981          | 3.900          | -81           | -2,0%        | 3.981                       | 3.900          | -81           | -2,0%        | 47.308                | 47.227           | -81           | -0,2%        | 42.000                      | 5.227          | 12,4%        |
| <b>Sales profits</b>                     | <b>336.019</b> | <b>333.100</b> | <b>-2.919</b> | <b>-0,9%</b> | <b>336.019</b>              | <b>333.100</b> | <b>-2.919</b> | <b>-0,9%</b> | <b>3.992.692</b>      | <b>3.989.773</b> | <b>-2.919</b> | <b>-0,1%</b> | <b>3.828.000</b>            | <b>161.773</b> | <b>4,2%</b>  |
| Inventory change                         | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| <b>Overall performance</b>               | <b>336.019</b> | <b>333.100</b> | <b>-2.919</b> | <b>-0,9%</b> | <b>336.019</b>              | <b>333.100</b> | <b>-2.919</b> | <b>-0,9%</b> | <b>3.992.692</b>      | <b>3.989.773</b> | <b>-2.919</b> | <b>-0,1%</b> | <b>3.828.000</b>            | <b>161.773</b> | <b>4,2%</b>  |
| Material costs                           | 148.698        | 142.000        | -6.698        | -4,5%        | 148.698                     | 142.000        | -6.698        | -4,5%        | 1.778.575             | 1.771.878        | -6.698        | -0,4%        | 1.750.000                   | 21.878         | 1,3%         |
| <b>Gross proceeds</b>                    | <b>187.321</b> | <b>191.100</b> | <b>3.779</b>  | <b>2,0%</b>  | <b>187.321</b>              | <b>191.100</b> | <b>3.779</b>  | <b>2,0%</b>  | <b>2.214.116</b>      | <b>2.217.895</b> | <b>3.779</b>  | <b>0,2%</b>  | <b>2.078.000</b>            | <b>139.895</b> | <b>6,7%</b>  |
| Other profits                            | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| <b>Operational gross proceeds</b>        | <b>187.321</b> | <b>191.100</b> | <b>3.779</b>  | <b>2,0%</b>  | <b>187.321</b>              | <b>191.100</b> | <b>3.779</b>  | <b>2,0%</b>  | <b>2.214.116</b>      | <b>2.217.895</b> | <b>3.779</b>  | <b>0,2%</b>  | <b>2.078.000</b>            | <b>139.895</b> | <b>6,7%</b>  |
| Personnel costs                          | 33.799         | 32.010         | -1.789        | -5,3%        | 33.799                      | 32.010         | -1.789        | -5,3%        | 475.758               | 473.968          | -1.789        | -0,4%        | 420.000                     | 53.968         | 12,8%        |
| Space costs (rent, lease, leasing)       | 5.000          | 5.000          | 0             | 0,0%         | 5.000                       | 5.000          | 0             | 0,0%         | 60.000                | 60.000           | 0             | 0,0%         | 60.000                      | 0              | 0,0%         |
| Other room costs, cleaning               | 600            | 600            | 0             | 0,0%         | 600                         | 600            | 0             | 0,0%         | 7.200                 | 7.200            | 0             | 0,0%         | 7.000                       | 200            | 2,9%         |
| Land (rent, lease, leasing)              | 300            | 300            | 0             | 0,0%         | 300                         | 300            | 0             | 0,0%         | 3.600                 | 3.600            | 0             | 0,0%         | 3.200                       | 400            | 12,5%        |
| Other expenses for land                  | 60             | 0              | -60           | -100,0%      | 60                          | 0              | -60           | -100,0%      | 720                   | 660              | -60           | -8,3%        | 650                         | 10             | 1,5%         |
| Heating, energy, water                   | 650            | 550            | -100          | -15,4%       | 650                         | 550            | -100          | -15,4%       | 7.800                 | 7.700            | -100          | -1,3%        | 7.500                       | 200            | 2,7%         |
| Insurance, fees, donations               | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 4.000                 | 4.000            | 0             | 0,0%         | 4.000                       | 0              | 0,0%         |
| Advertising and travel costs             | 5.000          | 3.500          | -1.500        | -30,0%       | 5.000                       | 3.500          | -1.500        | -30,0%       | 75.000                | 73.500           | -1.500        | -2,0%        | 78.000                      | -4.500         | -5,8%        |
| Depreciation                             | 3.685          | 3.685          | 0             | 0,0%         | 3.685                       | 3.685          | 0             | 0,0%         | 94.310                | 94.310           | 0             | 0,0%         | 75.000                      | 19.310         | 25,7%        |
| Freight, packaging, etc.                 | 6.800          | 6.300          | -500          | -7,4%        | 6.800                       | 6.300          | -500          | -7,4%        | 80.800                | 80.300           | -500          | -0,6%        | 79.000                      | 1.300          | 1,6%         |
| Commissions for sales                    | 68.000         | 66.700         | -1.300        | -1,9%        | 68.000                      | 66.700         | -1.300        | -1,9%        | 808.000               | 806.700          | -1.300        | -0,2%        | 802.000                     | 4.700          | 0,6%         |
| Vehicle costs                            | 1.200          | 1.000          | -200          | -16,7%       | 1.200                       | 1.000          | -200          | -16,7%       | 14.400                | 14.200           | -200          | -1,4%        | 14.200                      | 0              | 0,0%         |
| Repair and maintenance                   | 300            | 100            | -200          | -66,7%       | 300                         | 100            | -200          | -66,7%       | 3.600                 | 3.400            | -200          | -5,6%        | 3.200                       | 200            | 6,3%         |
| Office supplies                          | 150            | 200            | 50            | 33,3%        | 150                         | 200            | 50            | 33,3%        | 1.800                 | 1.850            | 50            | 2,8%         | 1.690                       | 160            | 9,5%         |
| Postage, telephone                       | 650            | 600            | -50           | -7,7%        | 650                         | 600            | -50           | -7,7%        | 7.800                 | 7.750            | -50           | -0,6%        | 7.900                       | -150           | -1,9%        |
| Legal and consulting costs               | 700            | 200            | -500          | -71,4%       | 700                         | 200            | -500          | -71,4%       | 8.400                 | 7.900            | -500          | -6,0%        | 8.600                       | -700           | -8,1%        |
| Lease, rental, tenancy of movable assets | 850            | 850            | 0             | 0,0%         | 850                         | 850            | 0             | 0,0%         | 10.200                | 10.200           | 0             | 0,0%         | 10.200                      | 0              | 0,0%         |
| Licenses, concessions                    | 600            | 600            | 0             | 0,0%         | 600                         | 600            | 0             | 0,0%         | 7.200                 | 7.200            | 0             | 0,0%         | 2.400                       | 4.800          | 200,0%       |
| Other costs                              | 200            | 80             | -120          | -60,0%       | 200                         | 80             | -120          | -60,0%       | 2.400                 | 2.280            | -120          | -5,0%        | 0                           | 2.280          | 0,0%         |
| Period accrual                           | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| <b>Total costs</b>                       | <b>128.544</b> | <b>122.275</b> | <b>-6.269</b> | <b>-4,9%</b> | <b>128.544</b>              | <b>122.275</b> | <b>-6.269</b> | <b>-4,9%</b> | <b>1.672.988</b>      | <b>1.666.718</b> | <b>-6.269</b> | <b>-0,4%</b> | <b>1.584.540</b>            | <b>82.178</b>  | <b>5,2%</b>  |
| <b>Operating result</b>                  | <b>58.777</b>  | <b>68.825</b>  | <b>10.048</b> | <b>17,1%</b> | <b>58.777</b>               | <b>68.825</b>  | <b>10.048</b> | <b>17,1%</b> | <b>541.128</b>        | <b>551.177</b>   | <b>10.048</b> | <b>1,9%</b>  | <b>493.460</b>              | <b>57.717</b>  | <b>11,7%</b> |
| Interest expense                         | 8              | 35             | 27            | 329,3%       | 8                           | 35             | 27            | 329,3%       | 16.724                | 16.751           | 27            | 0,2%         | 18.000                      | -1.249         | -6,9%        |
| Taxes                                    | 6.899          | 7.382          | 484           | 7,0%         | 6.899                       | 7.382          | 484           | 7,0%         | 129.582               | 130.066          | 484           | 0,4%         | 81.000                      | 49.066         | 60,6%        |
| Other neutral effort                     | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 44.000                      | -44.000        | -100,0%      |
| Interest income                          | 3              | 0              | -3            | -100,0%      | 3                           | 0              | -3            | -100,0%      | 1.256                 | 1.253            | -3            | -0,2%        | 380                         | 873            | 229,8%       |
| Other neutral profit                     | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| Imputed costs                            | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| <b>Neutral result</b>                    | <b>-6.904</b>  | <b>-7.417</b>  | <b>-513</b>   | <b>7,4%</b>  | <b>-6.904</b>               | <b>-7.417</b>  | <b>-513</b>   | <b>7,4%</b>  | <b>-145.051</b>       | <b>-145.563</b>  | <b>-513</b>   | <b>0,4%</b>  | <b>142.620</b>              | <b>-2.943</b>  | <b>2,1%</b>  |
| Accounts class 5/6                       | 0              | 0              | 0             | 0,0%         | 0                           | 0              | 0             | 0,0%         | 0                     | 0                | 0             | 0,0%         | 0                           | 0              | 0,0%         |
| <b>Result</b>                            | <b>51.873</b>  | <b>61.408</b>  | <b>9.535</b>  | <b>18,4%</b> | <b>51.873</b>               | <b>61.408</b>  | <b>9.535</b>  | <b>18,4%</b> | <b>396.078</b>        | <b>405.613</b>   | <b>9.535</b>  | <b>2,4%</b>  | <b>350.840</b>              | <b>54.773</b>  | <b>15,6%</b> |

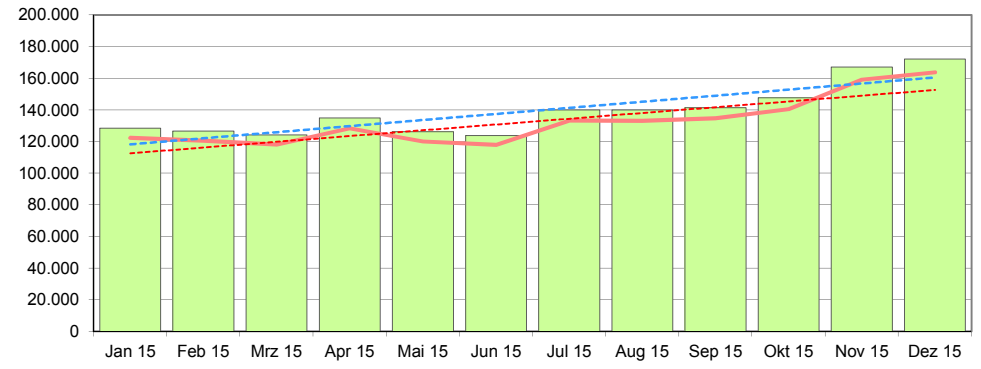




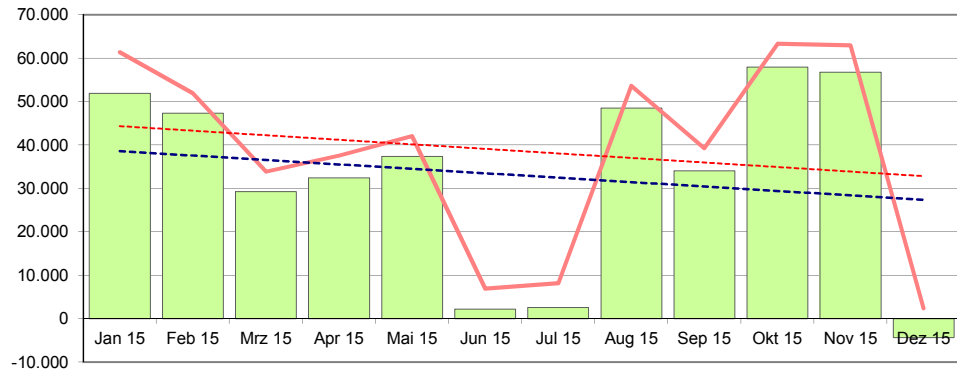
| <i>Early warning system in Euro (€)</i>      | Jan 15         | Feb 15         | Mrz 15         | Apr 15         | Mai 15         | Jun 15         | Jul 15         | Aug 15         | Sep 15         | Okt 15         | Nov 15         | Dez 15         | Sum              |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Planned Sales                                | 340.000        | 330.000        | 307.000        | 317.000        | 300.000        | 289.000        | 284.000        | 362.000        | 360.000        | 378.000        | 418.000        | 355.000        | 4.040.000        |
| <b>Actual sales / Modified</b>               | <b>333.100</b> | <b>323.303</b> | <b>300.770</b> | <b>310.567</b> | <b>293.912</b> | <b>283.135</b> | <b>278.236</b> | <b>354.654</b> | <b>352.694</b> | <b>370.329</b> | <b>409.517</b> | <b>347.796</b> | <b>3.958.012</b> |
| Plan/Actual in %                             | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%              |
| Cumulated Plan/Actual in%                    | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%            | 98%              |
| Overall performance projected                | 336.019        | 326.136        | 303.405        | 313.288        | 296.487        | 285.616        | 280.674        | 357.761        | 355.784        | 373.574        | 413.105        | 350.843        | 3.992.692        |
| <b>Overall performance actual / Modified</b> | <b>333.100</b> | <b>323.303</b> | <b>300.770</b> | <b>310.567</b> | <b>293.912</b> | <b>283.135</b> | <b>278.236</b> | <b>354.654</b> | <b>352.694</b> | <b>370.329</b> | <b>409.517</b> | <b>347.796</b> | <b>3.958.012</b> |
| Plan/Actual in %                             | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%              |
| Cumulated Plan/Actual in%                    | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%            | 99%              |
| Material costs actual / Modified plan        | 142.000        | 143.950        | 140.104        | 137.037        | 124.039        | 133.629        | 129.443        | 160.452        | 154.270        | 158.018        | 178.854        | 155.925        | 1.757.721        |
| Other profits actual/ Planned value          | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                |
| <b>Gross proceeds actual / Modified</b>      | <b>191.100</b> | <b>179.353</b> | <b>160.666</b> | <b>173.530</b> | <b>169.873</b> | <b>149.506</b> | <b>148.794</b> | <b>194.201</b> | <b>198.424</b> | <b>212.310</b> | <b>230.663</b> | <b>191.870</b> | <b>2.200.291</b> |
| Total costs plan                             | 128.544        | 126.684        | 124.124        | 135.037        | 126.297        | 123.877        | 140.003        | 139.937        | 141.497        | 147.657        | 167.182        | 172.148        | 1.672.988        |
| <b>Total costs actual / Modified</b>         | <b>122.275</b> | <b>120.506</b> | <b>118.071</b> | <b>128.451</b> | <b>120.137</b> | <b>117.835</b> | <b>133.174</b> | <b>133.112</b> | <b>134.596</b> | <b>140.455</b> | <b>159.028</b> | <b>163.752</b> | <b>1.591.393</b> |
| Plan/Actual in %                             | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%              |
| Cumulated Plan/Actual in%                    | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%            | 95%              |
| <b>Operating result actual / Modified</b>    | <b>68.825</b>  | <b>58.848</b>  | <b>42.595</b>  | <b>45.079</b>  | <b>49.735</b>  | <b>31.671</b>  | <b>15.619</b>  | <b>61.089</b>  | <b>63.828</b>  | <b>71.855</b>  | <b>71.635</b>  | <b>28.119</b>  | <b>608.898</b>   |
| Actual neutral result / Planned values       | -7.417         | -6.916         | -8.691         | -7.537         | -7.706         | -24.753        | -7.494         | -7.472         | -24.590        | -8.576         | -8.698         | -25.714        | -145.563         |
| Actual accounts class 5/6 / Planned Values   | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0                |
| Result plan                                  | 51.873         | 47.325         | 29.258         | 32.477         | 37.358         | 2.185          | 2.601          | 48.494         | 34.076         | 57.937         | 56.804         | -4.310         | 396.078          |
| <b>Result actual / Modified</b>              | <b>61.408</b>  | <b>51.932</b>  | <b>33.904</b>  | <b>37.542</b>  | <b>42.030</b>  | <b>6.917</b>   | <b>8.125</b>   | <b>53.618</b>  | <b>39.239</b>  | <b>63.279</b>  | <b>62.937</b>  | <b>2.404</b>   | <b>463.335</b>   |
| Return on sales                              | 18%            | 16%            | 11%            | 12%            | 14%            | 2%             | 3%             | 15%            | 11%            | 17%            | 15%            | 1%             | 12%              |
| <b>Cash flow actual</b>                      | <b>65.093</b>  | <b>55.957</b>  | <b>37.929</b>  | <b>44.917</b>  | <b>49.405</b>  | <b>14.292</b>  | <b>15.500</b>  | <b>60.993</b>  | <b>46.614</b>  | <b>74.854</b>  | <b>74.512</b>  | <b>17.579</b>  | <b>557.645</b>   |
| <b>Development of liquidity</b>              |                |                |                |                |                |                |                |                |                |                |                |                |                  |
| Opening balance: liquid assets / Modified    | 103.000        | 128.334        | 129.461        | 131.776        | 132.014        | 132.793        | 134.321        | 138.348        | 139.276        | 137.812        | 135.123        | 138.869        |                  |
| Financial balance / Modified                 | 51.634         | 21.427         | 112.615        | -17.915        | 92.649         | 98.420         | 17.940         | 42.863         | 15.494         | -22.910        | 63.576         | 106.871        |                  |
| Fiscal balance plan                          | -26.300        | -20.300        | -110.300       | 18.152         | -91.869        | -96.891        | -13.913        | -41.935        | -16.958        | 20.221         | -59.830        | -100.882       |                  |
| <b>Cash and cash equivalents / Modified</b>  | <b>128.334</b> | <b>129.461</b> | <b>131.776</b> | <b>132.014</b> | <b>132.793</b> | <b>134.321</b> | <b>138.348</b> | <b>139.276</b> | <b>137.812</b> | <b>135.123</b> | <b>138.869</b> | <b>144.858</b> |                  |



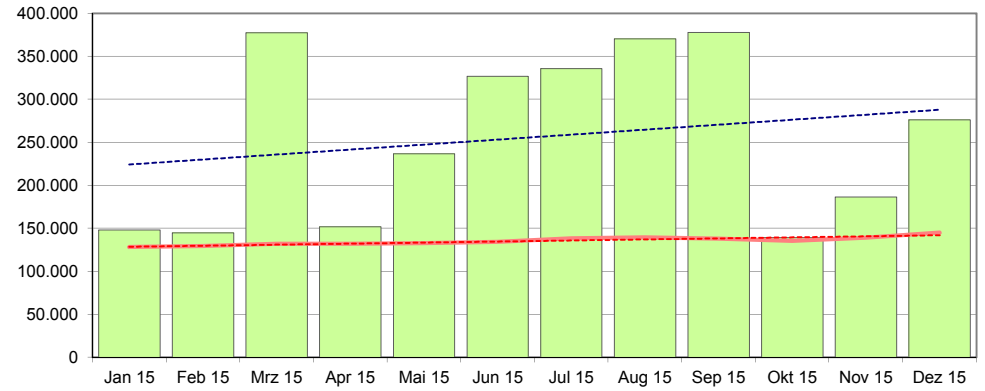
Planned Sales Actual sales / Modified Linear (Planned Sales) Linear (Actual sales / Modified)



Total costs plan Total costs actual / Modified Linear (Total costs plan) Linear (Total costs actual / Modified)



Result plan Result actual / Modified Linear (Result plan) Linear (Result actual / Modified)



Cash and cash equivalents Cash and cash equivalents / Modified Linear (Cash and cash equivalents) Linear (Cash and cash equivalents / Modified)

# ***Exactplanner***

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