

Manufacturing - Metal

	2013	2014	2015	2016
Total Revenue	100.0%	100.0%	100.0%	100.0%
Cost of Sales	79.9%	80.1%	80.2%	78.2%
Gross Profit	20.1%	19.9%	19.8%	21.8%
Operating Expenses	16.4%	16.4%	16.5%	18.6%
Operating Profit	3.7%	3.6%	3.4%	3.2%
Interest Expense	0.3%	0.3%	0.3%	0.4%
Other (Income)/Expense	-0.3%	-0.9%	-0.9%	0.3%
Pre-Tax Income	3.7%	4.2%	4.0%	2.6%
Income Tax Expense	0.1%	0.2%	0.1%	0.1%
Net Income	3.6%	4.0%	3.9%	2.5%
EBITDA*	7.0%	7.2%	7.0%	6.2%
Cash and Equivalents	40.2%	38.5%	37.5%	38.9%
Accounts Receivable	15.9%	15.0%	15.7%	14.5%
Inventory	17.2%	19.9%	18.4%	18.5%
Net Fixed Assets	17.6%	17.3%	16.5%	14.9%
Other Assets	9.1%	9.3%	11.8%	13.2%
Total Assets	100.0%	100.0%	100.0%	100.0%
Accounts Payable	8.0%	8.1%	7.4%	8.0%
Interest-Bearing Debt	9.3%	9.4%	8.5%	8.4%
Other Liabilities	15.6%	15.9%	15.2%	13.9%
Total Liabilities	32.9%	33.4%	31.1%	30.3%
Total Equity	67.1%	66.6%	68.9%	69.7%
Total Liabilities & Equity	100.0%	100.0%	100.0%	100.0%
Days Accounts Receivable	49.4	45.5	47.3	50.7
Days Inventory	67.1	75.6	69.1	83.2
Days Payable	31.3	30.8	27.8	35.8
Usage of Available Lines of Credit	52.9%	47.5%	45.8%	45.8%
Average Borrowing Cost	4.1%	3.3%	3.8%	4.3%

Growth Rates	2014	2015	2016
Sales	1.9%	-3.2%	-16.1%
Net Income	15.3%	-7.0%	-45.9%
EBITDA	4.2%	-5.1%	-26.2%
Debt Outstanding	1.0%	-13.9%	-2.9%
Investment in Fixed Assets	30.0%	-26.0%	-23.1%

* Earnings before Interest, Taxes, Depreciation and Amortization