

Shampoo Line	2014	2015	2016	2017	2018
Net Sales Revenue	\$131,439,255	\$136,489,361	\$137,451,522	\$140,975,920	\$143,560,000
Manufacturing Costs:					
Variable	46,758,450	50,386,261	52,871,207	56,007,635	58,039,000
Fixed	55,200,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative Costs:					
Variable	12,497,533	12,977,708	13,069,193	13,404,300	13,650,000
Fixed	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
 Conditioner Line					
Net Sales Revenue	128,201,340	131,758,828	133,494,253	130,620,600	\$131,940,000
Manufacturing Costs:					
Variable	54,366,870	56,048,320	57,367,779	58,538,550	59,430,000
Fixed	55,350,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative Costs:					
Variable	12,070,009	12,404,943	12,568,331	12,297,780	12,422,000
Fixed	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
 Sunscreen Line					
Net Sales Revenue	226,812,548	241,959,194	256,584,511	254,094,386	\$251,007,000
Manufacturing Costs:					
Variable	72,500,865	77,677,945	81,517,415	81,516,600	82,340,000
Fixed	116,320,000	116,320,000	116,320,000	116,320,000	116,320,000
Selling & Administrative Costs:					
Variable	18,970,063	20,455,103	21,691,520	21,481,006	21,220,000
Fixed	15,000,000	15,830,000	15,830,000	15,830,000	15,830,000

PBA Private Enterprises
Contribution Margin Income Statement
Year Ended December 31, 2018

Shampoo Line	2014	2015	2016	2017	2018
Net Sales Revenue	\$ 131,439,255	\$ 136,489,361	\$ 137,451,522	\$ 140,975,920	\$ 143,560,000
Variable Costs:					
Manufacturing	46,758,450	50,386,261	52,871,207	56,007,635	58,039,000
Selling & Administrative	12,497,533	12,977,708	13,069,193	13,404,300	13,650,000
Total Variable Costs	<u>59,255,983</u>	<u>63,363,969</u>	<u>65,940,400</u>	<u>69,411,935</u>	<u>71,689,000</u>
Contribution Margin	<u>72,183,272</u>	<u>73,125,392</u>	<u>71,511,122</u>	<u>71,563,985</u>	<u>71,871,000</u>
Fixed Costs:					
Manufacturing	55,200,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
Total Fixed Costs	<u>62,775,000</u>	<u>62,925,000</u>	<u>63,785,000</u>	<u>63,785,000</u>	<u>63,785,000</u>
Profit	<u>\$ 9,408,272</u>	<u>\$ 10,200,392</u>	<u>\$ 7,726,122</u>	<u>\$ 7,778,985</u>	<u>\$ 8,086,000</u>

Conditioner Line	2014	2015	2016	2017	2018
Net Sales Revenue	\$ 128,201,340	\$ 131,758,828	\$ 133,494,253	\$ 130,620,600	\$ 131,940,000
Variable Costs:					
Manufacturing	54,366,870	56,048,320	57,367,779	58,538,550	59,430,000
Selling & Administrative	12,070,009	12,404,943	12,568,331	12,297,780	12,422,000
Total Variable Costs	<u>66,436,879</u>	<u>68,453,263</u>	<u>69,936,110</u>	<u>70,836,330</u>	<u>71,852,000</u>
Contribution Margin	<u>61,764,461</u>	<u>63,305,565</u>	<u>63,558,143</u>	<u>59,784,270</u>	<u>60,088,000</u>
Fixed Costs:					
Manufacturing	55,350,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
Total Fixed Costs	<u>62,925,000</u>	<u>62,925,000</u>	<u>63,785,000</u>	<u>63,785,000</u>	<u>63,785,000</u>
Profit	<u>\$ (1,160,539)</u>	<u>\$ 380,565</u>	<u>\$ (226,857)</u>	<u>\$ (4,000,730)</u>	<u>\$ (3,697,000)</u>

Sunscreen Line	2014	2015	2016	2017	2018
Net Sales Revenue	\$ 226,812,548	\$ 241,959,194	\$ 256,584,511	\$ 254,094,386	\$ 251,007,000
Variable Costs:					

Manufacturing	72,500,865	77,677,945	81,517,415	81,516,600	82,340,000
Selling & Administrative	18,970,063	20,455,103	21,691,520	21,481,006	21,220,000
Total Variable Costs	<u>91,470,928</u>	<u>98,133,048</u>	<u>103,208,935</u>	<u>102,997,606</u>	<u>103,560,000</u>
Contribution Margin	135,341,620	143,826,146	153,375,576	151,096,780	147,447,000
Fixed Costs:					
Manufacturing	116,320,000	116,320,000	116,320,000	116,320,000	116,320,000
Selling & Administrative	15,000,000	15,830,000	15,830,000	15,830,000	15,830,000
Total Fixed Costs	<u>131,320,000</u>	<u>132,150,000</u>	<u>132,150,000</u>	<u>132,150,000</u>	<u>132,150,000</u>
Profit	<u>\$ 4,021,620</u>	<u>\$ 11,676,146</u>	<u>\$ 21,225,576</u>	<u>\$ 18,946,780</u>	<u>\$ 15,297,000</u>