

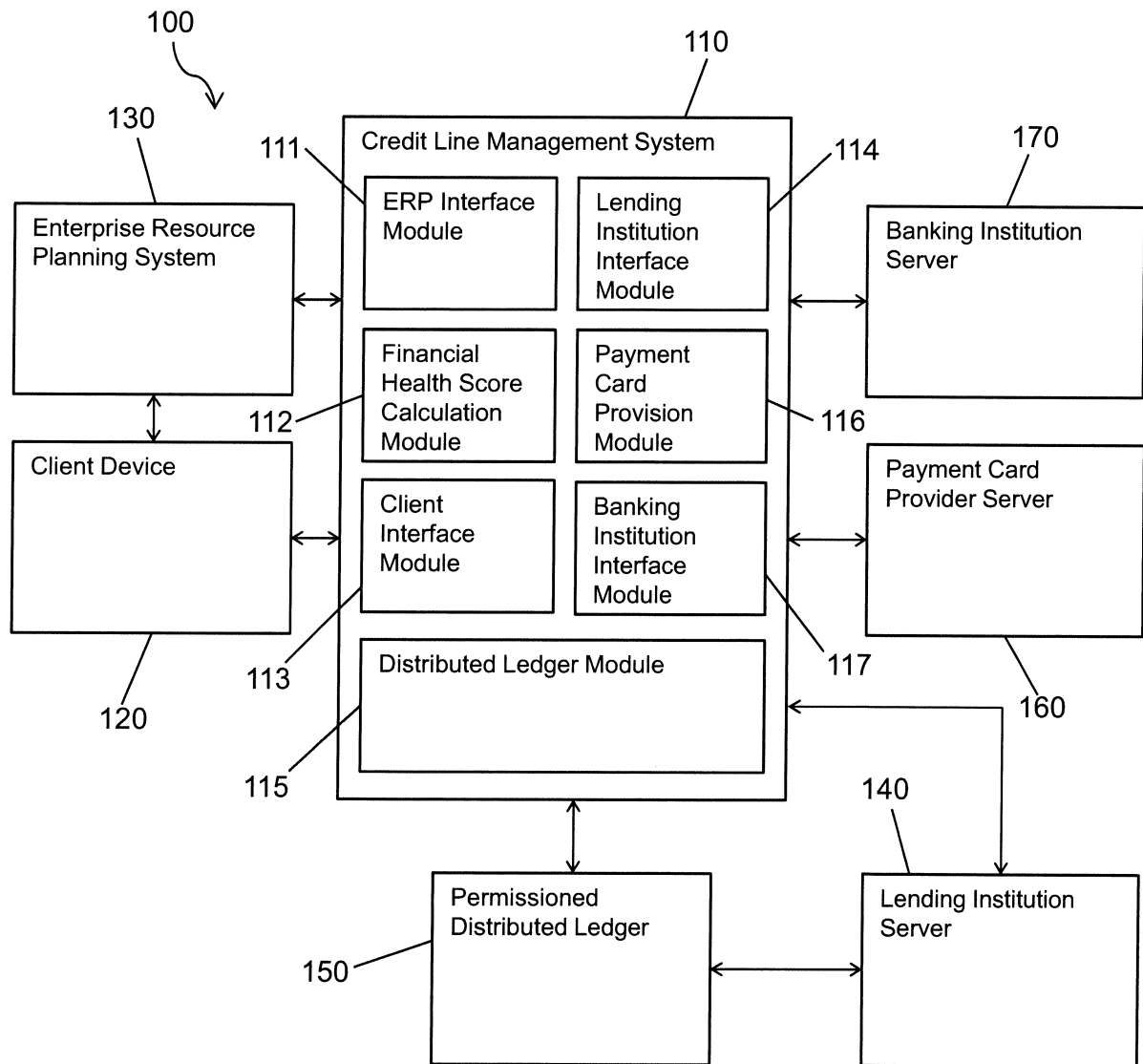


FIG.1

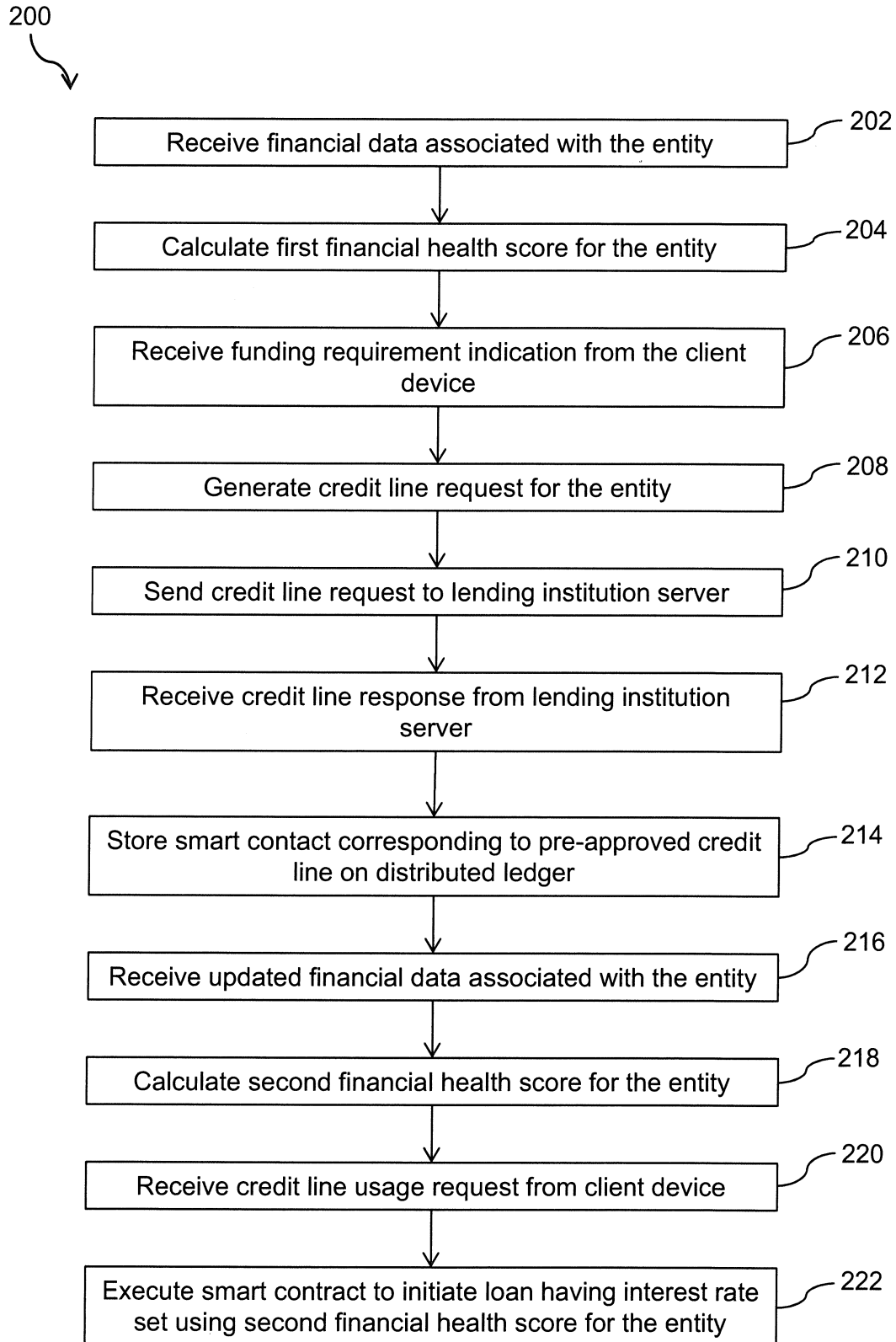


FIG.2

Period		Before due date	On due date	1- 10 Days after Due date	10-20 Days after due date	Due for more than 20 days	Score
Q3	Number of invoices	10	40	20	7	4	0.55
	Value of Invoices	\$14,000.00	\$250,000.00	\$50,000.00	\$24,000.00	\$95,000.00	
Q2	Number of invoices	20	30	10	7	0	0.7
	Value of Invoices	\$114,000.00	\$350,000.00	\$18,000.00	\$12,000.00	\$0.00	
Q1	Number of invoices	5	40	7	0	0	0.9
	Value of Invoices	\$20,000.00	\$260,000.00	\$14,000.00	\$0.00	\$0.00	

FIG.3A

Period			Business Opportunity score
Q3	Count	250	0.8
	Value	\$1,150,000.00	
Q2	Count	300	0.7
	Value	\$950,000.00	
Q1	Count	400	0.6
	Value	\$800,000.00	

FIG.3B

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Period	Employees	Business forecasting ratio
Q3	100	0.08696
Q2	86	0.09053
Q1	80	0.10000

FIG.3C

Period		\$ value	Working capital management score
Q3	Sales Invoice \$	\$1,150,000.00	0.35
	PO \$	\$330,000.00	
Q2	Sales Invoice \$	\$950,000.00	0.6
	PO \$	\$530,000.00	
Q1	Sales Invoice \$	\$800,000.00	0.7
	PO \$	\$850,000.00	

FIG.3D

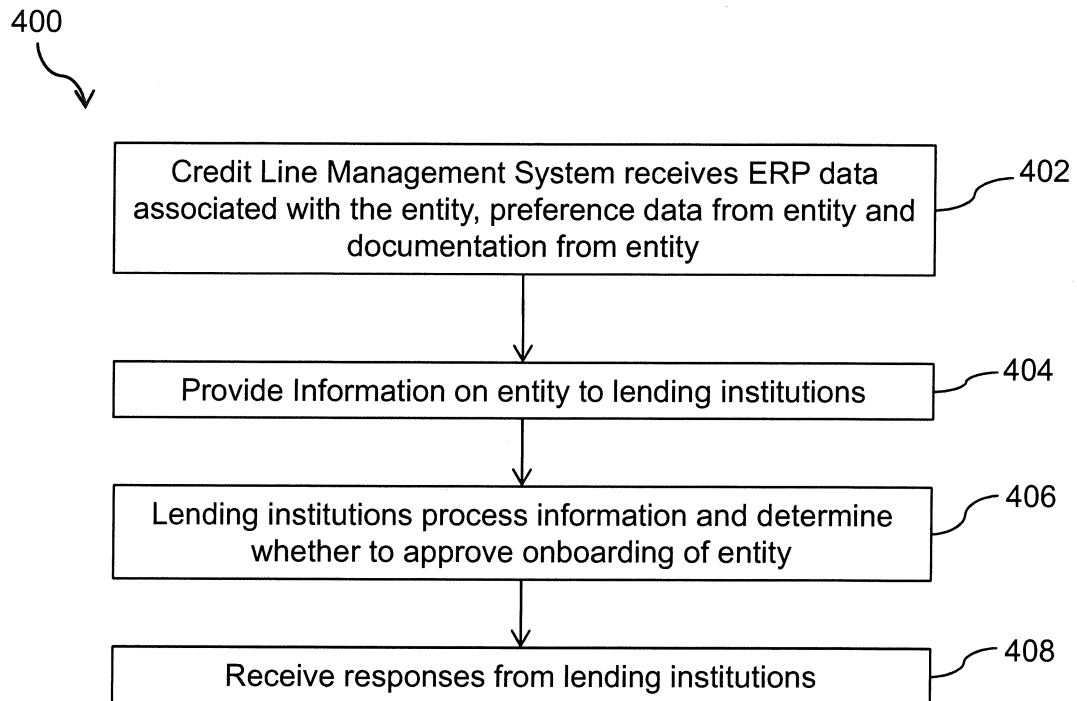


FIG.4

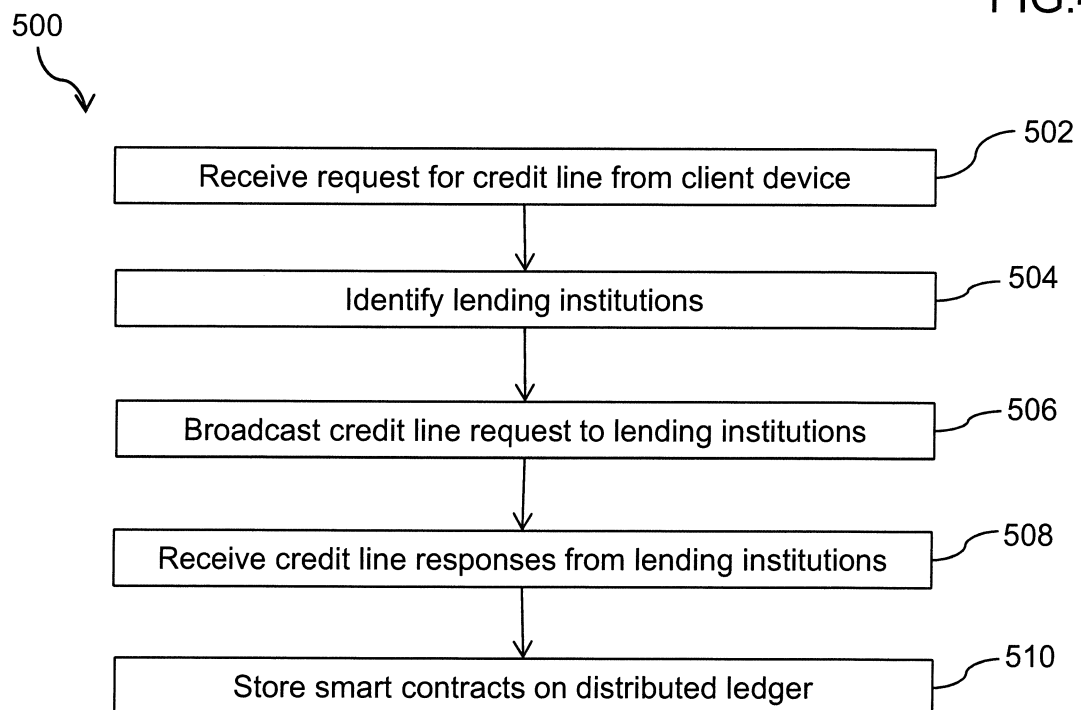


FIG.5

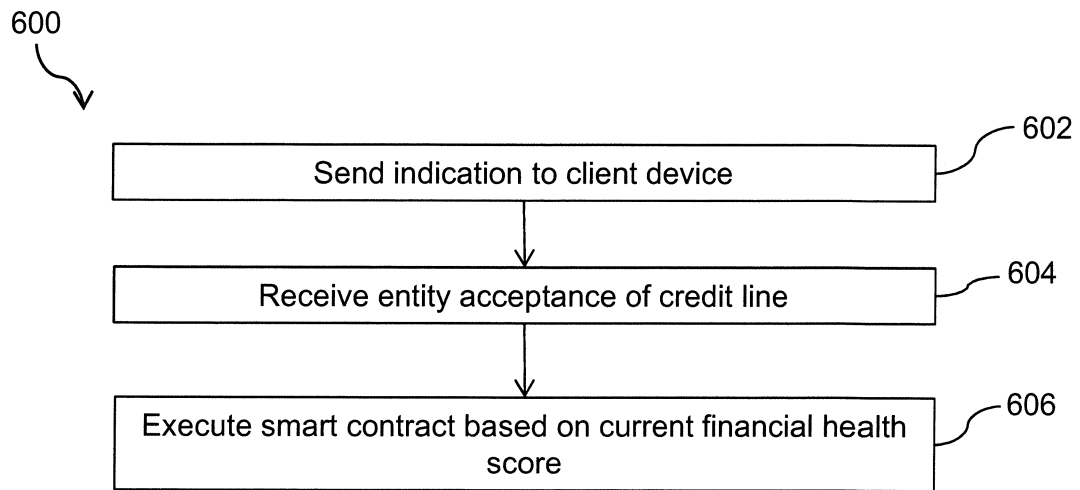


FIG.6

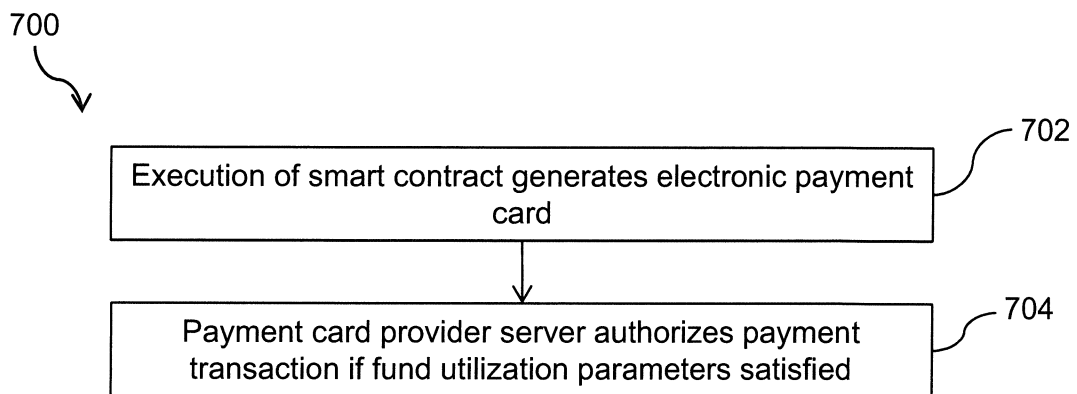


FIG.7

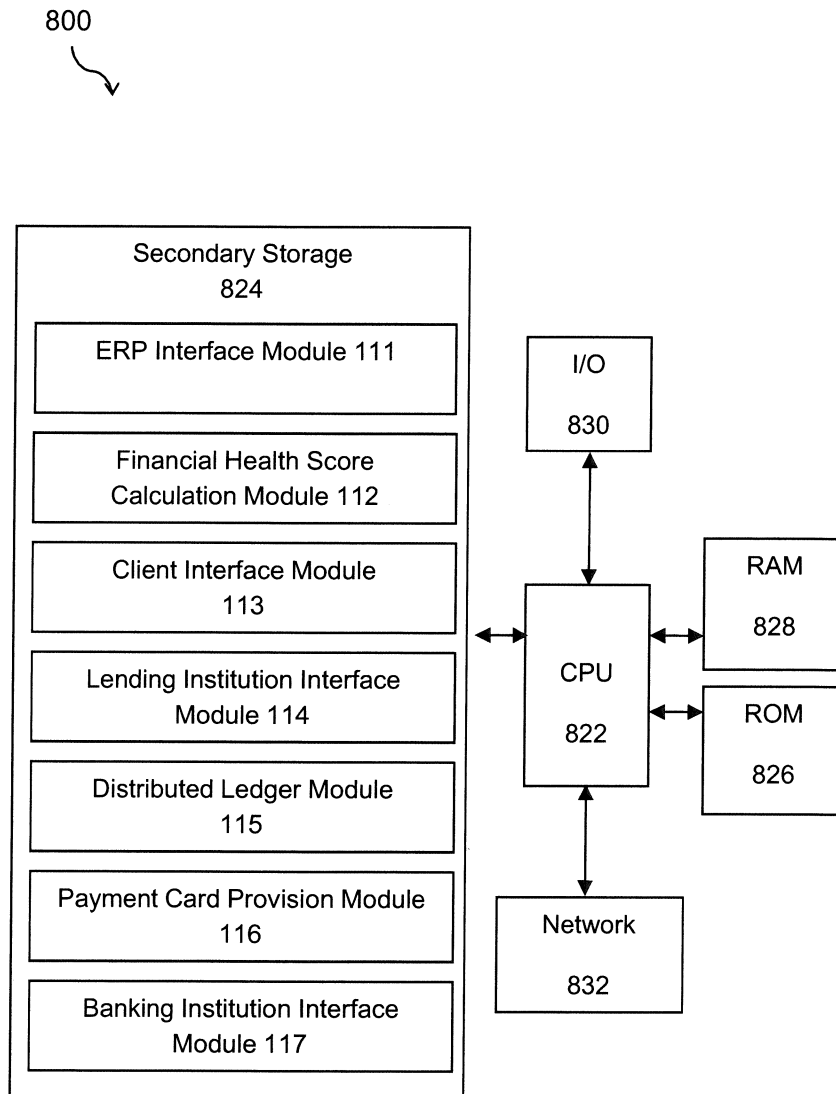


FIG.8