


SUMMARY BUSINESS PLAN - RESULTS, VARIABLES & ESTIMATES											
RESULTS	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Industry participation	-	80.0%	87.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%
Total policies stored	-	12,310,464	19,592,664	28,452,869	37,420,077	46,884,593	56,793,718	66,981,265	77,437,176	88,109,528	98,998,316
% of Prior 10 Yrs in Pool	-	8%	13%	20%	28%	36%	45%	54%	63%	70%	76%
Attempts as % of industry	-	30%	48%	64%	75%	84%	85%	86%	86%	86%	86%
Found as % of industry	-	3.0%	7.3%	14.0%	22.0%	30.5%	38.6%	46.4%	54.0%	60.1%	65.3%
Found	-	303,514	744,497	1,459,368	2,329,668	3,304,810	4,257,966	5,220,522	6,200,907	7,036,747	7,804,415
Gross Revenues	-	7,739,597	18,903,756	36,882,217	58,574,501	82,620,243	106,449,141	130,513,062	155,022,683	175,918,669	195,110,374
Fees to Underwriters	-	-	-	4,234,821	13,418,886	28,090,883	36,192,708	44,374,441	52,707,712	59,812,347	66,337,527
Fees to Issuing Offices	-	2,655,744	6,473,889	12,603,635	19,968,580	28,090,883	36,192,708	44,374,441	52,707,712	59,812,347	66,337,527
Net FSH Revenue	-	5,083,853	12,429,867	20,043,760	25,187,036	26,438,478	34,063,725	41,764,180	49,607,259	56,293,974	62,435,320
Operating net	(1,138,276)	740,589	7,873,207	15,263,124	20,446,205	20,844,168	28,337,267	35,903,816	43,611,188	50,160,351	56,162,254
Cumulative Operating net	(1,138,276)	(397,687)	7,475,520	22,738,644	43,184,848	64,029,016	92,366,283	128,270,099	171,881,287	222,041,638	278,203,892
Dividends Paid	-	-	1,000,000	3,000,000	-	11,068,253	15,047,089	19,064,926	23,157,541	28,114,877	31,478,944
Cumulative Dividends Paid	-	-	1,000,000	4,000,000	4,000,000	15,068,253	30,115,342	49,180,268	72,337,809	100,452,686	131,931,629
Year End Cash on Hand	4,353,079	4,419,338	7,874,395	13,643,086	1,890,958	3,120,764	4,792,663	6,910,988	9,484,048	10,963,779	12,620,565
Underwriter Benefit:											
Fees to Underwriters		-	-	4,234,821	13,418,886	28,090,883	36,192,708	44,374,441	52,707,712	59,812,347	66,337,527
Underwriter Share of Fees to Issuing Offices		2,179,228	5,032,801	9,252,395	13,302,402	16,788,433	18,947,947	19,942,396	22,385,275	23,924,939	26,535,011
Underwriter Share of Dividends Paid		-	830,000	2,490,000	-	9,469,632	12,873,792	16,311,322	19,812,828	24,054,161	26,932,345
Total Benefit		2,179,228	5,862,801	15,977,216	26,721,288	54,348,948	68,014,447	80,628,159	94,905,816	107,791,447	119,804,883
Cumulative Benefit		2,179,228	8,042,029	24,019,245	50,740,533	105,089,481	173,103,929	253,732,088	348,637,903	456,429,350	576,234,234
Year 1 Staff Count		19	Dividends Paid - thru yr 10	131,931,629	Class B Shares Surrendered	Start of Year 4	CAPITAL	Development	5,977,988		
Year 1 Payroll		1,229,250	Additional Dividends				REQUIRED	Operating	6,000,000		
Year 1 Postings per day		49,242	Available thru yr 10	2,620,565				Total	11,977,988		
Year 1 Retrievals per day		1,012						Capital Loan Matures		End of Year 4	
VARIABLES & ESTIMATES											
Total annual policies, industry	10,000,000	Retrieval Fee	\$ 28.00	Policy Growth	2%	Months in Year 0	9	Benefits	20%	Payroll	
Industry Issuing Offices	20,000	UW Share	\$ 10.00			Capital Multiplier	3.0	Office & Admin	60%	P/R & Benefits	
		AIO Share	\$ 10.00					Retrievals from AIO's			
		FSH Share	\$ 8.00			Annual Inflation	2.5%	own Posting	15%	Total Retrievals	
USAGE ESTIMATES	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
New participation	80.0%	7.5%	5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	92.5%
Go-forward posting	50.0%	75.0%	90.0%	92.5%	95.0%	97.5%	98.0%	98.5%	98.5%	98.5%	
Retrieval Attempts, Direct	50.0%	75.0%	90.0%	95.0%	96.0%	97.0%	97.0%	97.0%	97.0%	97.0%	
Retrieval Attempts, Agent	30.0%	45.0%	60.0%	75.0%	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%	
Backloading pattern	Year -1	Year -2	Year -3	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10	
	40.0%	35.0%	25.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
											
December 2, 2001											

Note: This data attempts to estimate and forecast performance and is necessarily speculative, forward-looking and subject to variables over which FSH will have no control. FeeSimpleHosting makes no representations of any kind regarding its accuracy.