

Answer: **Marketing and Sales Techniques: Product Marketing**

Available at: <http://www.industrydocuments.ucsf.edu/docs/000000>

	2020	2019	2018	2017	2016
Revenue					
Operating revenue		\$1,000	\$1,000	\$1,000	\$1,000
Expenses					
Cost of sales		\$500	\$500	\$500	\$500
Selling, general & administrative		\$200	\$200	\$200	\$200
Research & development		\$100	\$100	\$100	\$100
Interest expense		\$50	\$50	\$50	\$50
Income tax expense		\$50	\$50	\$50	\$50
Operating Profit		\$150	\$150	\$150	\$150
Other Income					
Interest income		\$20	\$20	\$20	\$20
Dividend income		\$10	\$10	\$10	\$10
Other income		\$10	\$10	\$10	\$10
Income before taxes		\$190	\$190	\$190	\$190
Income tax expense		\$40	\$40	\$40	\$40
Net Income		\$150	\$150	\$150	\$150
Other Comprehensive Income					
Currency translation adjustments		\$10	\$10	\$10	\$10
Other comprehensive income		\$10	\$10	\$10	\$10
Comprehensive Income		\$160	\$160	\$160	\$160
Balance Sheet					
Cash		\$100	\$100	\$100	\$100
Accounts receivable		\$100	\$100	\$100	\$100
Inventory		\$50	\$50	\$50	\$50
Property, plant & equipment		\$100	\$100	\$100	\$100
Intangible assets		\$50	\$50	\$50	\$50
Total Assets		\$400	\$400	\$400	\$400
Accounts payable		\$100	\$100	\$100	\$100
Long-term debt		\$150	\$150	\$150	\$150
Total Liabilities		\$250	\$250	\$250	\$250
Shareholders' Equity		\$150	\$150	\$150	\$150
Statement of Cash Flows					
Operating activities		\$150	\$150	\$150	\$150
Investing activities		\$(50)	\$(50)	\$(50)	\$(50)
Financing activities		\$(50)	\$(50)	\$(50)	\$(50)
Net Change in Cash		\$50	\$50	\$50	\$50

New Heritage Dolls Case Calculations

Jiyuan Zhang



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