

BLF Acquisition, Inc.

Capitalization Table

	Amount	%
Senior Working Capital Revolver	\$ 210,000,000	68.4%
Term Loan	\$ 47,000,000	15.3%
Total Debt	\$ 257,000,000	83.7%
Preferred Stock A	\$ 20,000,000	6.5%
Preferred Stock B	\$ 10,000,000	3.3%
Common Equity	\$ 20,000,000	6.5%
Total Equity	\$ 50,000,000	16.3%
Total Capitalization	\$ 307,000,000	100.0%

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Income Statement Projections

	For the Calendar Year		
	2009	2010	2011
Net sales	\$ 960,767	\$ 970,375	\$ 989,783
Cost of goods sold	567,401	572,521	583,972
Gross margin	393,366	397,854	405,810
	40.9%	41.0%	41.0%
Other income (expense):			
Royalties and Other Income (Expense)	19,455	17,672	18,026
Rent/CAMS	31,490	32,120	32,762
Rent From Real Estate Financing	2,979	2,976	3,036
Other occupancy and buying	71,315	72,743	74,198
Total cost of goods sold, occupancy and buying	673,186	680,360	693,968
Gross profit	307,036	307,687	313,840
Selling general and administrative expenses	259,949	258,197	261,337
EBITDA	47,087	49,490	52,503
Depreciation and amortization expense	21,256	25,600	25,600
EBIT	25,831	23,890	26,903
Interest expense ⁽¹⁾	3,825	3,825	3,825
Income(loss) before taxes	22,007	20,065	23,079
Provision for Income Taxes	8,316	8,026	9,232
Net income/(loss)	\$ 13,691	\$ 12,039	\$ 13,847
Preferred Dividends	3,800	3,800	3,800
Net Income after Preferred Dividends	\$ 9,891	\$ 8,239	\$ 10,047

⁽¹⁾ Interest expense conservatively assumes FY 2011 and FY 2012 levels equal to FY 2010 amount.