

WORKSHEET 33: PRICING

| PRODUCT & SERVICE UNITS | SUPPLIER COST (COGS)* | PRICE TO CUSTOMER INPUT | CUSTOMER OR UNIT PRICE | YEAR 2 GROWTH % | YEAR 3 GROWTH % |
|------------------------------------|------------------------------|--------------------------------|-------------------------------|------------------------|------------------------|
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |
| 5. | | | | | |
| 6. | | | | | |
| 7. | | | | | |
| 8. | | | | | |
| 9. | | | | | |
| 10. | | | | | |
| 11. | | | | | |
| 12. | | | | | |