

SAL – Sales

COGS – Cost of Goods Sold

SG&A – Selling, General & Administrative Expenses

DA – Depreciation and Amortization

EBIT – Earnings before Interest and Taxes

NOPAT – Net Operating Profit after Taxes

OCF – Operating Cash Flow

NFA – Net Fixed Assets

WCR – Working Capital Requirements ( = NWC – Net Working Capital)

FCF – Free Cash Flow