

Redfield, Blonsky & Co., LLC  
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GMCR											
From 10Q or 10K											
8-Sep-10											
	26-Jun-10	27-Mar-10	26-Dec-09	26-Sep-09	27-Jun-09	28-Mar-09	27-Dec-08	27-Sep-08	28-Jun-08	29-Mar-08	29-Dec-07
	Q3 2010	Q2 2010	Q1 2010	Q4 2009	Q3 2009	Q2 2009	Q1 2009	Q4 2008	Q3 2008	Q2 2008	Q1 2008
Revenues (000)	\$311,514	\$324,915	\$349,363	\$222,205	\$190,509	\$193,351	\$196,980	\$134,835	\$118,120	\$120,877	\$126,445
Quarter over Quarter Change	-4.12%	-7.00%	57.23%	16.64%	-1.47%	-1.84%	46.09%	14.15%	-2.28%	-4.40%	
Quarter over Last Years Period Quarter	63.52%	68.04%	77.36%	64.80%	61.28%	59.96%	55.78%				
Net Income	\$18,554	\$24,702	\$12,494	\$14,375	\$14,140	\$12,983	\$14,384	\$7,088	\$6,329	\$5,957	\$2,925
Quarter over Quarter Change	-24.89%	97.71%	-13.09%	1.66%	8.91%	-9.74%	102.93%	11.99%	6.24%	103.66%	#DIV/0!
Quarter over Last Years Period Quarter	31.22%	90.26%	-13.14%	102.81%	123.42%	117.95%	391.76%				
Net Income as % Revenues	5.96%	7.60%	3.58%	6.47%	7.42%	6.71%	7.30%	5.26%	5.36%	4.93%	2.31%
Quarter over Last Years Period Quarter	-19.75%	13.22%	-51.03%	23.06%	38.52%	36.25%					
Operating Cash Flow (NI + Dep - Amort)	\$30,559	\$34,577	\$20,490	\$20,765	\$20,172	\$18,505	\$19,745	\$11,940	\$10,960	\$10,447	\$7,264
Free Cash Flow (NI + DA - Capex)	(\$652)	\$5,103	(\$3,211)	\$1,494	\$5,661	\$14,113	\$9,621	(\$8,669)	\$4,667	\$401	(\$4,506)
Gross Profit	\$109,731	\$108,652	\$101,825	\$70,352	\$64,081	\$61,981	\$53,350	\$46,409	\$42,494	\$44,713	\$43,289
Gross Profit %	35.23%	33.44%	29.15%	31.66%	33.64%	32.06%	27.08%	34.42%	35.98%	36.99%	34.24%
Operating Income	\$38,187	\$41,209	\$23,074	\$25,337	\$22,776	\$22,642	\$24,958	\$12,956	\$11,329	\$11,596	\$6,531
Operating Income as % Revenues	12.26%	12.68%	6.60%	11.40%	11.96%	11.71%	12.67%	9.61%	9.59%	9.59%	5.17%
Income before Income Taxes	\$36,719	\$40,243	\$21,915	\$23,800	\$21,657	\$21,368	\$23,533	\$11,659	\$9,928	\$10,012	\$4,873
EBIT / Revenues	11.79%	12.39%	6.27%	10.71%	11.37%	11.05%	11.95%	8.65%	8.41%	8.28%	3.85%
Income Tax	18,165	15,541	9,421	9,425	7,517	8,385	9,149	4,571	3,599	4,055	1,948
Income Tax / Operating Income	47.57%	37.71%	40.83%	37.20%	33.00%	37.03%	36.66%	35.28%	31.77%	34.97%	29.83%
Depreciation	\$7,712	\$6,814	\$5,853	\$4,933	\$4,577	\$4,319	\$4,158	\$40	\$4,631	\$4,490	\$4,339
Amortization	\$4,293	\$3,061	\$2,143	\$1,457	\$1,455	\$1,203	\$1,203	\$4,812	\$0	\$0	\$0
CapEx	\$31,211	\$29,474	\$23,701	\$19,271	\$14,511	\$4,392	\$10,124	\$20,609	\$6,293	\$10,046	\$11,770
CapEx Quarter over Quarter Change	5.89%	24.36%	22.99%	32.80%	230.40%	-56.62%	-50.88%	227.49%	-37.36%	-14.65%	#DIV/0!
Depreciation / Capex	24.71%	23.12%	24.70%	25.60%	31.54%	98.34%	41.07%	0.19%	73.59%	44.69%	36.86%
Accounts Receivable (Gross)	\$137,610	\$136,666	\$150,639	\$96,351	\$72,746	\$76,251	\$75,685	\$57,784	\$40,123	\$46,123	\$62,327
Allowance For Doubtful Accounts	\$8,852	\$8,468	\$9,740	\$4,792	\$4,288	\$5,116	\$5,357	\$3,002	\$2,454	\$2,615	\$2,512
Accounts Receivable (Net)	\$128,758	\$128,198	\$140,899	\$91,559	\$68,458	\$71,135	\$70,328	\$54,782	\$37,669	\$43,508	\$59,815
Quarter over Quarter Change	0.44%	-9.01%	53.89%	33.74%	-3.76%	1.15%	28.38%	45.43%	-13.42%	-27.26%	51.92%
Quarter over Last Years Period Quarter	89.17%	79.23%	99.03%	66.74%	81.31%	65.32%	21.43%	41.03%			

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	Q3 2010	Q2 2010	Q1 2010	Q4 2009	Q3 2009	Q2 2009	Q1 2009	Q4 2008	Q3 2008	Q2 2008	Q1 2008
Allowance / Gross A/R	6.43%	6.20%	6.47%	4.97%	5.89%	6.71%	7.08%	5.20%	6.12%	5.67%	4.03%
Net Receivables as % Revenues	41.33%	39.46%	40.33%	41.20%	35.93%	36.79%	35.70%	40.63%	31.89%	35.99%	47.31%
Inventories											
Price of Coffee on end of month date	\$1.422	\$1.253	\$1.250	\$1.164	\$1.191	\$1.059	\$1.031	\$1.267	\$1.305	\$1.362	\$1.077
Quarter over Quarter Change	13.49%	0.27%	7.35%	-2.23%	12.45%	2.72%	-18.64%	-2.93%	-4.16%	26.46%	
Quarter over Last Years Period Quarter	19.45%	18.35%	21.24%	-8.12%	-8.78%	-22.25%	-4.28%				
Raw Materials	\$38,853	\$29,083	\$32,859	\$26,015	\$21,175	\$18,118	\$19,667	\$19,494	\$15,947	\$11,445	\$12,473
Quarter over Quarter Change	33.59%	-11.49%	26.31%	22.86%	16.87%	-7.88%	0.89%	22.24%	39.34%	-8.24%	5.50%
Quarter over Last Years Period Quarter	83.49%	60.52%	67.08%	33.45%	32.78%	58.30%	57.68%	64.88%			
RM % of Revenues	12.47%	8.95%	9.41%	11.71%	11.11%	9.37%	9.98%	14.46%	13.50%	9.47%	9.86%
RM % of Total Inventories	20.86%	26.46%	26.48%	18.95%	20.51%	25.31%	29.42%	22.85%	25.27%	22.70%	26.08%
Finished goods	\$147,409	\$80,846	\$91,224	\$111,279	\$82,063	\$53,479	\$47,172	\$65,817	\$47,160	\$38,965	\$35,349
Quarter over Quarter Change	82.33%	-11.38%	-18.02%	35.60%	53.45%	13.37%	-28.33%	39.56%	21.03%	10.23%	30.51%
Quarter over Last Years Period Quarter	79.63%	51.17%	93.39%	69.07%	74.01%	37.25%	33.45%	142.99%			
FG % of Revenues	47.32%	24.88%	26.11%	50.08%	43.08%	27.66%	23.95%	48.81%	39.93%	32.24%	27.96%
FG % of Total Inventories	79.14%	73.54%	73.52%	81.05%	79.49%	74.69%	70.58%	77.15%	74.73%	77.30%	73.92%
Total Inventories	\$186,262	\$109,929	\$124,083	\$137,294	\$103,238	\$71,597	\$66,839	\$85,311	\$63,107	\$50,410	\$47,822
Quarter over Quarter Change	69.44%	-11.41%	-9.62%	32.99%	44.19%	7.12%	-21.65%	35.18%	25.19%	5.41%	22.91%
Quarter over Last Years Period Quarter	80.42%	53.54%	85.64%	60.93%	63.59%	42.03%	39.77%	119.26%			
Total Inventory % Revenues	59.79%	33.83%	35.52%	61.79%	54.19%	37.03%	33.93%	63.27%	53.43%	41.70%	37.82%
Inventory Obsolescence	\$1,121	\$1,452	\$748	\$704	\$1,133	\$852	\$462	\$440	\$457	\$482	\$461
Quarter over Quarter Change	-22.80%	94.12%	6.25%	-37.86%	32.98%	84.42%	5.00%	-3.72%	-5.19%	4.56%	32.47%
Quarter over Last Years Period Quarter	-1.06%	70.42%	61.90%	60.00%	147.92%	76.76%	0.22%	26.44%			
IO % of Revenues	0.36%	0.45%	0.21%	0.32%	0.59%	0.44%	0.23%	0.33%	0.39%	0.40%	0.36%
Green Coffee Purchase Commitments	\$148,161	\$133,846	\$115,345	\$90,800	\$48,353	\$50,000	\$61,700	\$73,200	\$67,500	\$66,400	\$38,200
Quarter over Quarter Change	10.70%	16.04%	27.03%	87.79%	-3.29%	-18.96%	-15.71%	8.44%	1.66%	73.82%	
Quarter over Last Years Period Quarter	206.42%	167.69%	86.94%	24.04%	-28.37%	-24.70%	61.52%				
% of Revenues	47.56%	41.19%	33.02%	40.86%	25.38%	25.86%	31.32%	54.29%	57.15%	54.93%	30.21%
% of Green Commitments at Fixed Price	58.00%	58.00%	50.00%	46.00%	88.00%	61.00%	55.00%	59.00%	45.00%	54.00%	26.00%
Average Price of Coffee to determine FPV	\$1.47	\$1.32	\$1.36	\$1.33	\$1.22	\$1.20	\$1.15	\$1.33	\$1.42	\$1.27	\$1.27
Fixed Price Brewer Commitments	\$246,971	\$187,636	\$58,296	\$118,962	\$143,581	\$103,700	\$40,600	\$49,800	\$67,700	\$61,500	\$50,400
Quarter over Quarter Change	31.62%	221.87%	-51.00%	-17.15%	38.46%	155.42%	-18.47%	-26.44%	10.08%	22.02%	
Quarter over Last Years Period Quarter	72.01%	80.94%	43.59%	138.88%	112.08%	68.62%	-19.44%				
% of Revenues	79.28%	57.75%	16.69%	53.54%	75.37%	53.63%	20.61%	36.93%	57.31%	50.88%	39.86%



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	<b>Q3 2010</b>	<b>Q2 2010</b>	<b>Q1 2010</b>	<b>Q4 2009</b>	<b>Q3 2009</b>	<b>Q2 2009</b>	<b>Q1 2009</b>	<b>Q4 2008</b>	<b>Q3 2008</b>	<b>Q2 2008</b>	<b>Q1 2008</b>	
SBCU - Sales to Unaffiliated Customers	\$154,348	\$153,614	\$131,574	\$99,258	\$100,435	\$91,177	\$91,625	\$71,665	\$72,363	\$69,651	\$72,215	
Keurig - Sales to Unaffiliated Customers	\$157,166	\$171,301	\$217,789	\$122,947	\$90,074	\$102,174	\$105,355	\$63,170	\$45,757	\$51,226	\$54,230	
Consolidated Sales	\$311,514	\$324,915	\$349,363	\$222,205	\$190,509	\$193,351	\$196,980	\$134,835	\$118,120	\$120,877	\$126,445	
<b>SBCU % of Total Revenues</b>	<b>49.55%</b>	<b>47.28%</b>	<b>37.66%</b>	<b>44.67%</b>	<b>52.72%</b>	<b>47.16%</b>	<b>46.51%</b>	<b>53.15%</b>	<b>61.26%</b>	<b>57.62%</b>	<b>57.11%</b>	
<b>Keurig % of Total Revenues</b>	<b>50.45%</b>	<b>52.72%</b>	<b>62.34%</b>	<b>55.33%</b>	<b>47.28%</b>	<b>52.84%</b>	<b>53.49%</b>	<b>46.85%</b>	<b>38.74%</b>	<b>42.38%</b>	<b>42.89%</b>	
SBCU - Income Before Taxes	\$27,828	\$30,536	\$28,611	\$14,228	\$16,030	\$12,835	\$9,530	\$8,900	\$5,579	\$7,158	\$6,186	
Keurig - Income Before Taxes	\$22,670	\$20,847	\$7,321	\$21,398	\$11,093	\$13,522	\$1,501	\$9,627	\$9,126	\$10,102	\$3,733	
<b>Total IBT and Before Corp. and Elimination</b>	<b>\$50,498</b>	<b>\$51,383</b>	<b>\$35,932</b>	<b>\$35,626</b>	<b>\$27,123</b>	<b>\$26,357</b>	<b>\$11,031</b>	<b>\$18,527</b>	<b>\$14,705</b>	<b>\$17,260</b>	<b>\$9,919</b>	
Corporate	(\$10,328)	(\$10,894)	(\$11,080)	(\$10,693)	(\$5,446)	(\$4,753)	\$13,310	(\$6,836)	(\$5,568)	(\$6,213)	(\$4,886)	
Elimination	(\$3,451)	(\$246)	(\$2,937)	(\$1,133)	(\$20)	(\$236)	(\$808)	(\$32)	\$791	(\$1,035)	(\$160)	
Total Income Before Taxes	\$36,719	\$40,243	\$21,915	\$23,800	\$21,657	\$21,368	\$23,533	\$11,659	\$9,928	\$10,012	\$4,873	
<b>SBCU % of IBT before Corp and Elimination</b>	<b>55.11%</b>	<b>59.43%</b>	<b>79.63%</b>	<b>39.94%</b>	<b>59.10%</b>	<b>48.70%</b>	<b>86.39%</b>	<b>48.04%</b>	<b>37.94%</b>	<b>41.47%</b>	<b>62.37%</b>	
<b>Keurig % of IBT before Corp and Elimination</b>	<b>44.89%</b>	<b>40.57%</b>	<b>20.37%</b>	<b>60.06%</b>	<b>40.90%</b>	<b>51.30%</b>	<b>13.61%</b>	<b>51.96%</b>	<b>62.06%</b>	<b>58.53%</b>	<b>37.63%</b>	
SBCU - Income Before Taxes	75.79%	75.88%	130.55%	59.78%	74.02%	60.07%	40.50%	76.34%	56.19%	71.49%	126.94%	
Keurig - Income Before Taxes	61.74%	51.80%	33.41%	89.91%	51.22%	63.28%	6.38%	82.57%	91.92%	100.90%	76.61%	
Corporate	-28.13%	-27.07%	-50.56%	-44.93%	-25.15%	-22.24%	56.56%	-58.63%	-56.08%	-62.06%	-100.27%	
Elimination	-9.40%	-0.61%	-13.40%	-4.76%	-0.09%	-1.10%	-3.43%	-0.27%	7.97%	-10.34%	-3.28%	
Total Income Before Taxes	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Royalty Income	\$8.1	\$11.6	\$11.0	Not In K	\$9.1	Not in Q	Not in Q	Not In K	Not in Q	Not in Q	Not in Q	
Cash Collected via Stock Options	\$574	\$3,169	\$384	\$1,902	\$1,979	\$2,496	\$1,876	\$1,245	\$1,384	\$1,835	\$1,189	
Cash Collected Via Public Offering	\$0	\$0	\$0	\$386,688	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Net Change in Revolver	\$60,001	(\$3,000)	\$0	(\$98,000)	\$7,500	\$28,500	(\$33,500)	\$27,700	(\$2,000)	(\$9,500)	\$17,300	
Proceeds from Long Term Debt	\$140,000	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Repayment of Long Term Debt	(\$1,250)	(\$1,250)	(\$1,250)	(\$12)	(\$188)	(\$17)	\$0	(\$9)	(\$12)	(\$21)	(\$21)	