

10 Financial Planning and Financing

The following chapters will describe the capital needs, the sales and the cost development. Additionally, the plan focuses on profit development.

Finally, a liquidity plan will be presented for the coming years.

10.1 Investments / Capital Needs

For the establishment of the company a capital requirement in the amount of approximately 99,250 USD is needed.

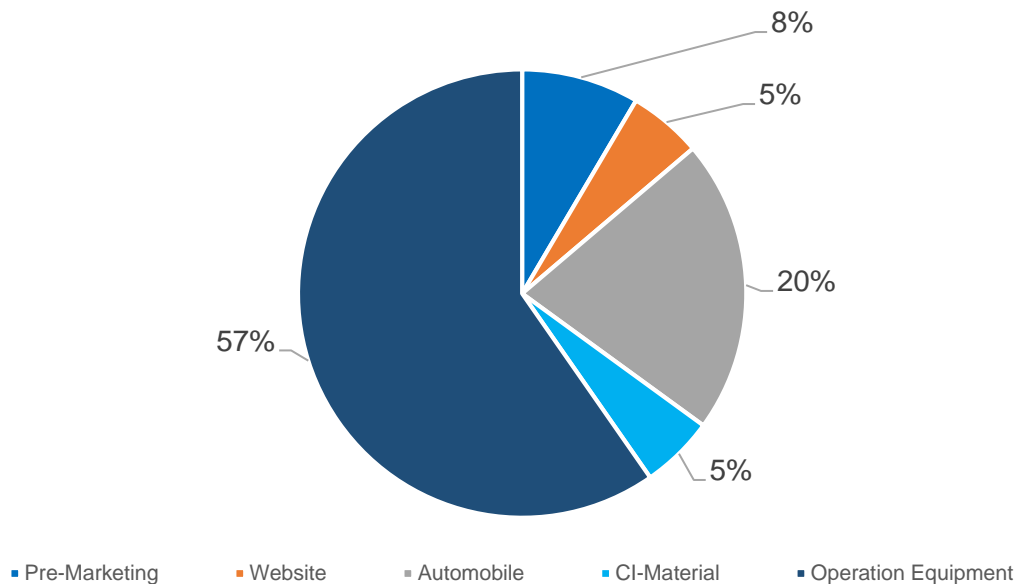
The following table shows the composition of the investment:

Planned Investments

Total Sum	\$99,250
Pre-Marketing	\$8,000
Website	\$5,000
Automobile	\$20,000
CI-Material	\$5,000
Operation Equipment	\$56,250
Technical Equipment	\$5,000

Source: Company

Allocation of Capital Needs



Source: Company

57% will be spent on Operational Equipment, followed by an investment in an automobile.

10.2 Financing

The following chart shows the allocation of the capital needs.

Capital Needs	in USD
Total Volume	\$99,250
Debt	\$0
Equity	\$99,250

Source: Company

100% of the capital needs are going to be financed with equity.

10.3 Sales Forecast

Sales will grow strongly for the next few years. The company expects full year 2020 sales to reach approx. 313,560 USD.

The influencing factors for the future sales development of Hello LLC are:

- Average amount of working hours per month

The company expects a workweek of eight hours per day, five days per week .

Ten vacation days and ten sick days per year per employee are included in the calculation.

This results in the following average days per month:

2019E	Sept	Oct	Nov	Dec	Total
Total Hours per Month	160	176	160	168	664

2020E	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Total Hours per Month	168	152	160	176	160	160	136	128	168	152	136	160	1.856

2021E	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Total Hours per Month	152	152	168	176	160	160	128	136	168	144	144	152	1.840

2022E	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Total Hours per Month	160	152	168	168	168	160	120	144	168	144	144	152	1.848

Number of total hours 2023E and 2024E are 1848.

Source: Company

- Average Fee per hour

The company assumes a conservative hourly fee of 100 USD. This will increase to 120 USD per hour by 2021.

- Capacity Utilization

Hello LLC takes a conservative approach and assumes a maximum capacity utilization of 70%.

- Resale of Software

Company software will be sold on a quarterly basis.

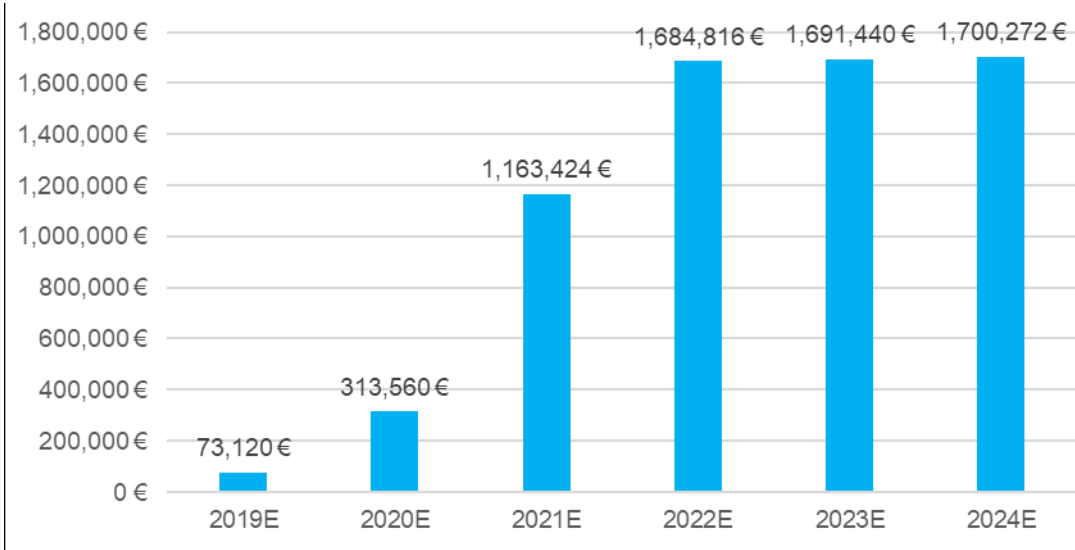
- Managed Services

The income is dependent on the number of users and the average fee per user.

Hello LLC projects the following sales from 2019 through 2024.

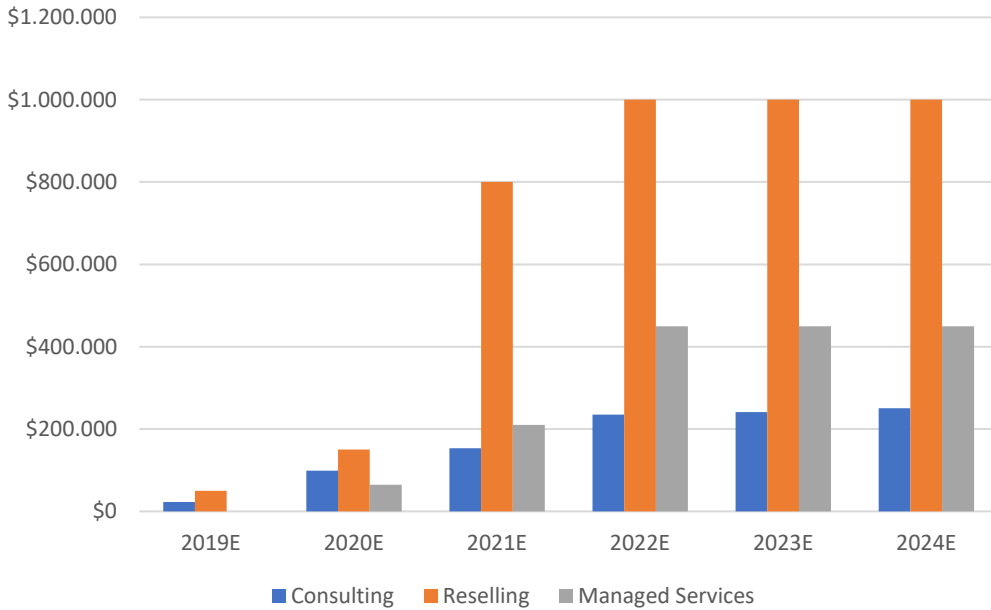
	2019E	2020E	2021E	2022E	2023E	2024E
Total Sales	\$73,120	\$313,560	\$1,163,424	\$1,684,816	\$1,691,440	\$1,700,272
<i>Growth in %</i>		328.8%	271.0%	44.8%	0.4%	0.5%

Source: Company



Source: Company

The sales allocation among the various segments will be as follows:



Source: Company

In detail monthly sales will develop over the coming years as follows:

Financial year 2019

2019E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	
Sales per month (gross)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,888	\$10,296	\$66,238	\$78,421	
Sales per month (net)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,760	\$9,600	\$61,760	\$73,120	
Consulting														
Average Fee per hour										\$100	\$100	\$100	\$100	
Capacity Utilisation										0%	10%	60%	70%	
Average Fee per hour														
Capacity Utilisation														
Total										\$0	\$1,760	\$9,600	\$11,760	\$23,120
Software Resale														
Total Sales										\$0	\$0	\$0	\$50,000	
Total										\$0	\$0	\$0	\$50,000	\$50,000
Managed Services														
User										0	0	0	0	
Fee p User										\$10	\$10	\$10	\$10	
Total										\$0	\$0	\$0	\$0	\$0

Financial year 2020

2020E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	
Sales per month (gross)	\$8,087	\$9,202	\$66,602	\$18,576	\$13,943	\$15,659	\$64,822	\$10,789	\$18,855	\$17,825	\$18,254	\$73,681	\$336,293	
Sales per month (net)	\$7,540	\$8,580	\$62,100	\$17,320	\$13,000	\$14,600	\$60,440	\$10,060	\$17,580	\$16,620	\$17,020	\$68,700	\$313,560	
Consulting														
Average Fee per hour	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%		
Average Fee per hour														
Capacity Utilisation														
Total	\$5,040	\$6,080	\$9,600	\$12,320	\$8,000	\$9,600	\$5,440	\$2,560	\$10,080	\$9,120	\$9,520	\$11,200	\$98,560	
Software Resale														
Total Sales	\$0	\$0	\$50,000	\$0	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0	\$50,000	
Total	\$0	\$0	\$50,000	\$0	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0	\$50,000	\$150,000
Managed Services														
User	250	250	250	500	500	500	500	750	750	750	750	750	750	
Fee p User	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	
Total	\$2,500	\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$65,000	

Financial year 2021

2021E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Sales per month (gross)	\$16,594	\$18,550	\$238,198	\$31,943	\$26,384	\$242,943	\$28,039	\$27,868	\$256,130	\$44,110	\$50,596	\$266,418	\$1,247,772
Sales per month (net)	\$15,472	\$17,296	\$222,096	\$29,784	\$24,600	\$226,520	\$26,144	\$25,984	\$238,816	\$41,128	\$47,176	\$248,408	\$1,163,424
Consulting													
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%	
Average Fee per hour	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Capacity Utilisation	0%	0%	0%	0%	0%	0%	0%	20%	40%	40%	70%	70%	
Total	\$5,472	\$7,296	\$12,096	\$14,784	\$9,600	\$11,520	\$6,144	\$5,984	\$18,816	\$16,128	\$22,176	\$23,408	\$153,424
Software Resale													
Total Sales	\$0	\$0	\$200,000	\$0	\$0	\$200,000	\$0	\$0	\$200,000	\$0	\$0	\$200,000	
Total	\$0	\$0	\$200,000	\$0	\$0	\$200,000	\$0	\$0	\$200,000	\$0	\$0	\$200,000	\$800,000
Managed Services													
User	1000	1000	1000	1500	1500	1500	2000	2000	2000	2500	2500	2500	
Fee p User	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10
Total	\$10,000	\$10,000	\$10,000	\$15,000	\$15,000	\$15,000	\$20,000	\$20,000	\$20,000	\$25,000	\$25,000	\$25,000	\$210,000

Financial year 2022

2022E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Sales per month (gross)	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$55,255	\$50,313	\$336,971	\$70,502	\$74,208	\$343,775	\$1,806,965
Sales per month (net)	\$41,520	\$44,592	\$304,192	\$63,224	\$55,160	\$308,040	\$51,520	\$46,912	\$314,192	\$65,736	\$69,192	\$320,536	\$1,684,816
Consulting													
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%	
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%	
Total	\$11,520	\$14,592	\$24,192	\$28,224	\$20,160	\$23,040	\$11,520	\$6,912	\$24,192	\$20,736	\$24,192	\$25,536	\$234,816
Software Resale													
Total Sales	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	
Total	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$1,000,000
Managed Services													
User	3000	3000	3000	3500	3500	3500	4000	4000	4000	4500	4500	4500	
Fee p User	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10
Total	\$30,000	\$30,000	\$30,000	\$35,000	\$35,000	\$35,000	\$40,000	\$40,000	\$40,000	\$45,000	\$45,000	\$45,000	\$450,000

Financial year 2023

2023E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Sales per month (gross)	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$56,800	\$55,873	\$336,971	\$70,502	\$74,208	\$343,775	\$1,814,069
Sales per month (net)	\$41,520	\$44,592	\$304,192	\$63,224	\$55,160	\$308,040	\$52,960	\$52,096	\$314,192	\$65,736	\$69,192	\$320,536	\$1,691,440
Consulting													
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	50%	50%	60%	60%	70%	70%	
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%	
Total	\$11,520	\$14,592	\$24,192	\$28,224	\$20,160	\$23,040	\$12,960	\$12,096	\$24,192	\$20,736	\$24,192	\$25,536	\$241,440
Software Resale													
Total Sales	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	
Total	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$1,000,000
Managed Services													
User	3000	3000	3000	3500	3500	3500	4000	4000	4000	4500	4500	4500	
Fee p User	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10
Total	\$30,000	\$30,000	\$30,000	\$35,000	\$35,000	\$35,000	\$40,000	\$40,000	\$40,000	\$45,000	\$45,000	\$45,000	\$450,000

Financial year 2024

2024E in USD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Sales per month (gross)	\$48,649	\$49,781	\$326,246	\$67,808	\$59,159	\$330,373	\$58,344	\$57,726	\$336,971	\$70,502	\$74,208	\$343,775	\$1,823,542
Sales per month (net)	\$45,360	\$46,416	\$304,192	\$63,224	\$55,160	\$308,040	\$54,400	\$53,824	\$314,192	\$65,736	\$69,192	\$320,536	\$1,700,272
Consulting													
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	50%	50%	60%	70%	50%	60%	60%	60%	60%	60%	70%	70%	
Average Fee per hour	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Capacity Utilisation	30%	40%	60%	70%	50%	60%	40%	20%	60%	60%	70%	70%	
Total	\$15,360	\$16,416	\$24,192	\$28,224	\$20,160	\$23,040	\$14,400	\$13,824	\$24,192	\$20,736	\$24,192	\$25,536	\$250,272
Software Resale													
Total Sales	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	
Total	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$0	\$0	\$250,000	\$1,000,000
Managed Services													
User	3000	3000	3000	3500	3500	3500	4000	4000	4000	4500	4500	4500	
Fee p User	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10
Total	\$30,000	\$30,000	\$30,000	\$35,000	\$35,000	\$35,000	\$40,000	\$40,000	\$40,000	\$45,000	\$45,000	\$45,000	\$450,000

Sources: Company

10.4 Material Costs

Material costs for consulting and implementation as well as for managed services are insignificant.

Material costs for resale of software are calculated at 90% of software purchase price.

This results in the following material costs.

	2019E	2020E	2021E	2022E	2023E	2024E
Material Costs	\$45,000	\$135,000	\$720,000	\$900,000	\$900,000	\$900,000
<i>in % of Sales</i>	61.5%	43.1%	61.9%	53.4%	53.2%	52.9%

Sources: Company

10.5 Operating Costs

Operating costs will be generated through lease expenses, personnel costs, automobile costs, marketing costs and others.

10.5.1 Lease Expenses

The company plans to lease desks at Space.

Total leasing costs for one desk is 750 USD per month.

Starting October 2020 Hello LLC will rent a private office and will pay 1,870 USD per month for three desks.

Rent per Month

Hot Desk	from Sept. 2019	\$410
Three Seats (own office)	from Oct. 2020	\$1,870

Source: Company

This will result in the following leasing costs starting 2019.

Overview of rental costs

	2019E	2020E	2021E	2022E	2023E	2024E
Rent	\$1,640	\$9,300	\$22,440	\$22,440	\$22,440	\$22,440
<i>in % of Sales</i>	2.2%	3.0%	1.9%	1.3%	1.3%	1.3%

Source: Company

10.5.2 Personnel Costs

From September 2019 until October 2020 Mark Miller will be the sole person working for Hello LLC.

A senior sales manager will join in October 2020 followed by a junior consultant in August 2021.

Salaries will grow by 5% after the first year.

The monthly costs per employee will be as follows.

Employee	2020E			2021E			2022E			2023E			2024E		
	Salary	Additional Total Costs		Salary	Additional Total Costs		Salary	Additional Total Costs		Salary	Additional Total Costs		Salary	Additional Total Costs	
Senior Sales Manager (Oct. 2020)	\$80,000	\$20,000	\$100,000	\$84,000	\$21,000	\$105,000	\$88,200	\$22,050	\$110,250	\$92,610	\$23,153	\$115,763	\$97,241	\$24,310	\$121,551
Junior Consultant (Aug. 2021)	\$0	\$0	\$0	\$60,000	\$15,000	\$75,000	\$63,000	\$15,750	\$78,750	\$66,150	\$16,538	\$82,688	\$69,458	\$17,364	\$86,822

Source: Company

This will cause the following personnel costs over the next three years:

	2019E	2020E	2021E	2022E	2023E	2024E
Personnel	\$0	\$25,000	\$133,333	\$189,000	\$198,450	\$208,373
<i>in % of Sales</i>	0.0%	8.0%	11.5%	11.2%	11.7%	12.3%

Source: Company

10.5.3 Marketing Costs

Marketing costs will be mainly fees paid to the marketing agency.

This will result in the following marketing costs.

	2019E	2020E	2021E	2022E	2023E	2024E
Marketing	\$0	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
<i>in %</i>	0.0%	1.3%	0.3%	0.2%	0.2%	0.2%

Source: Company

10.5.4 Other Costs

All other costs that do not appear separately as a cost type are summarized here.

They can be estimated as follows and should increase by 2,5% annually over the years from 2021 onwards.

Other costs are as follows

	2019E	2020E	2021E	2022E	2023E	2024E
Other	\$5,233	\$15,700	\$18,410	\$20,071	\$21,899	\$23,910
<i>in % of Sales</i>	7.2%	5.0%	1.6%	1.2%	1.3%	1.4%

Source: Company

In 2020 other costs should add up to 15,700 USD.

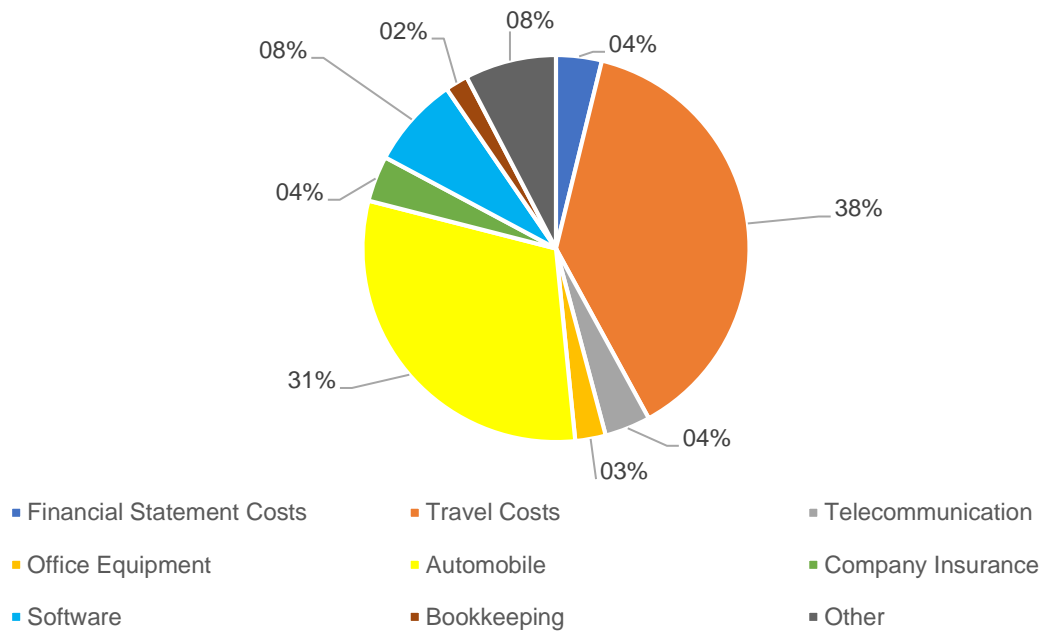
In detail costs are as follows:

Other Costs	2019E	2020E	2021E	2022E	2023E	2024E
Financial Statement Costs	\$200	\$600	\$660	\$726	\$799	\$878
Travel Costs	\$2,000	\$6,000	\$6,600	\$7,260	\$7,986	\$8,785
Telecommunication	\$200	\$600	\$1,800	\$1,800	\$1,801	\$1,802
Office Equipment	\$133	\$400	\$440	\$484	\$532	\$586
Automobile	\$1,600	\$4,800	\$5,280	\$5,808	\$6,389	\$7,028
Company Insurance	\$200	\$600	\$660	\$726	\$799	\$878
Software	\$400	\$1,200	\$1,320	\$1,452	\$1,597	\$1,757
Bookkeeping	\$100	\$300	\$330	\$363	\$399	\$439
Other	\$400	\$1,200	\$1,320	\$1,452	\$1,597	\$1,757
Total	\$5,233	\$15,700	\$18,410	\$20,071	\$21,899	\$23,910

Source: Company

The allocation of "other costs" is shown in the following graph. The cost for travelling takes the largest share relative to sales.

Allocation of other costs in % in 2020



Source: Company

10.6 Depreciation

Investments in intangible fixed assets and property, plant and equipment, as well as capitalized expenses for the start-up and expansion of business operations, are subject to annual depreciation. In this case, all assets from the capital requirement calculation are used.

All in all, these assets amount to approximately 25,000 USD net.

Assuming an average estimated imputed useful life of approximately eight years, this results in a monthly depreciation of around 260 USD.

10.7 Profits

Based on the above calculations, the company will achieve very good profit margins in the coming years.

The company will already be profitable in 2019 and achieve an operating profit margin of 27.6%. The operating profit should amount to 20,205 USD in 2019.

For the fiscal years 2019 to 2024, the following income is expected:

	2019E	2020E	2021E	2022E	2023E	2024E
Gross Profit	\$28,120	\$178,560	\$443,424	\$784,816	\$791,440	\$800,272
<i>Gross Profit Margin</i>	38.5%	56.9%	38.1%	46.6%	46.8%	47.1%
EBITDA	\$21,247	\$124,560	\$265,241	\$549,305	\$544,651	\$541,550
<i>EBITDA Margin</i>	75.6%	69.8%	59.8%	70.0%	68.8%	67.7%
Operating Profit	\$20,205	\$121,435	\$262,116	\$546,180	\$541,526	\$538,425
<i>EBIT Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	50.6%
EBT	\$20,205	\$121,435	\$262,116	\$546,180	\$541,526	\$538,425
<i>EBT Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	31.7%
Net Profit	20,205.0 €	121,435.0 €	262,115.7 €	546,180.0 €	541,525.9 €	538,424.6 €
<i>Net Profit Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	31.7%

Source: Company

Profits on a monthly basis are as follows:

Profit & Loss Statement 2019E

	January	February	March	April	May	June	July	August	September	October	November	December	Total	
Total Sales										\$0	\$1,760	\$9,600	\$61,760	\$73,120
Material Costs in % of Sales										0.0%	0.0%	0.0%	72.9%	61.5%
Gross Profit										\$0	\$1,760	\$9,600	\$16,760	\$28,120
Gross Profit Margin										100.0%	100.0%	27.1%		38.5%
Personnel in % of Sales										\$0	\$0	\$0	\$0	\$0
Rent in % of Sales										\$410	\$410	\$410	\$410	\$1,640
Other in % of Sales										\$1,308	\$1,308	\$1,308	\$1,308	\$5,233
EBITDA										-\$1,718	\$42	\$7,882	\$15,042	\$21,247
EBITDA Margin										2.4%	82.1%	24.4%		29.1%
Depreciation										\$260	\$260	\$260	\$260	\$1,042
EBIT										-\$1,979	-\$219	\$7,621	\$14,781	\$20,205
EBIT Margin										-12.4%	79.4%	23.9%		27.6%
Interests										\$0	\$0	\$0	\$0	\$0
EBT										-\$1,979	-\$219	\$7,621	\$14,781	\$20,205
EBT Margin										-12.4%	79.4%	23.9%		27.6%
Taxes										\$0		\$0		\$0
Net Profit										-\$1,979	-\$219	\$7,621	\$14,781	\$20,205
Net Profit Margin										-12.4%	79.4%	23.9%		27.6%

Profit & Loss Statement 2020E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total Sales	\$7,540	\$8,580	\$62,100	\$17,320	\$13,000	\$14,600	\$60,440	\$10,060	\$17,580	\$16,620	\$17,020	\$68,700	\$313,560
Material Costs in % of Sales	0.0%	0.0%	72.5%	0.0%	0.0%	0.0%	74.5%	0.0%	0.0%	0.0%	0.0%	65.5%	43%
Gross Profit	\$7,540	\$8,580	\$17,100	\$17,320	\$13,000	\$14,600	\$15,440	\$10,060	\$17,580	\$16,620	\$17,020	\$23,700	\$178,560
Gross Profit Margin	100.0%	100.0%	27.5%	100.0%	100.0%	100.0%	25.5%	100.0%	100.0%	100.0%	100.0%	34.5%	56.9%
Personnel in % of Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.1%	49.0%	12.1%	8.0%
Rent in % of Sales	5.4%	4.8%	0.7%	2.4%	3.2%	2.8%	0.7%	4.1%	2.3%	11.3%	11.0%	2.7%	3.0%
Other in % of Sales	17.4%	15.2%	2.1%	7.6%	10.1%	9.0%	2.2%	13.0%	7.4%	7.9%	7.7%	1.9%	5.0%
EBITDA	\$5,822	\$6,862	\$14,382	\$15,602	\$11,282	\$11,882	\$13,722	\$8,342	\$14,862	\$5,108	\$5,508	\$11,188	\$124,560
EBITDA Margin	77.2%	80.0%	23.2%	90.1%	86.8%	81.4%	22.7%	82.9%	84.5%	30.7%	32.4%	16.3%	39.7%
Depreciation	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$3,125
EBIT	\$5,561	\$6,601	\$14,121	\$15,341	\$11,021	\$11,621	\$13,461	\$8,081	\$14,601	\$4,848	\$5,248	\$10,928	\$121,435
EBIT Margin	73.8%	76.9%	22.7%	88.6%	84.8%	79.6%	22.3%	80.3%	83.1%	29.2%	30.8%	15.9%	38.7%
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$5,561	\$6,601	\$14,121	\$15,341	\$11,021	\$11,621	\$13,461	\$8,081	\$14,601	\$4,848	\$5,248	\$10,928	\$121,435
EBT Margin	73.8%	76.9%	22.7%	88.6%	84.8%	79.6%	22.3%	80.3%	83.1%	29.2%	30.8%	15.9%	38.7%
Taxes			\$0			\$0			\$0			\$0	\$0
Net Profit	\$5,561	\$6,601	\$14,121	\$15,341	\$11,021	\$11,621	\$13,461	\$8,081	\$14,601	\$4,848	\$5,248	\$10,928	\$121,435
Net Profit Margin	73.8%	76.9%	22.7%	88.6%	84.8%	79.6%	22.3%	80.3%	83.1%	29.2%	30.8%	15.9%	38.7%

Profit & Loss Statement 2021E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total Sales	\$15,472	\$17,296	\$222,096	\$29,784	\$24,600	\$226,520	\$26,144	\$25,984	\$238,816	\$41,128	\$47,176	\$248,408	\$1,163,424
Material Costs	\$0	\$0	\$180,000	\$0	\$0	\$180,000	\$0	\$0	\$180,000	\$0	\$0	\$180,000	\$720,000
in % of Sales	0.0%	0.0%	81.0%	0.0%	0.0%	79.5%	0.0%	0.0%	75.4%	0.0%	0.0%	72.5%	62%
Gross Profit	\$15,472	\$17,296	\$42,096	\$29,784	\$24,600	\$46,520	\$26,144	\$25,984	\$58,816	\$41,128	\$47,176	\$68,408	\$443,424
Gross Profit Margin	100.0%	100.0%	19.0%	100.0%	100.0%	20.5%	100.0%	100.0%	24.6%	100.0%	100.0%	27.5%	38.1%
Personnel	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$133,333
in % of Sales	53.9%	48.2%	3.8%	28.0%	33.9%	3.7%	31.9%	57.7%	6.3%	36.5%	31.8%	6.0%	11.5%
Rent	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$22,440
in % of Sales	12.1%	10.8%	0.8%	6.3%	7.6%	0.8%	7.2%	7.2%	0.8%	4.5%	4.0%	0.8%	1.9%
Other	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$1,534	\$18,410
in % of Sales	9.9%	8.9%	0.7%	5.2%	6.2%	0.7%	5.9%	5.9%	0.6%	3.7%	3.3%	0.6%	1.6%
EBITDA	\$3,735	\$5,559	\$29,359	\$18,047	\$12,863	\$33,783	\$14,407	\$7,580	\$39,412	\$22,724	\$28,772	\$49,004	\$265,241
EBITDA Margin	24.1%	32.1%	13.2%	60.6%	52.3%	14.9%	55.1%	29.2%	16.5%	55.3%	61.0%	19.7%	22.8%
Depreciation	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$3,125
EBIT	\$3,474	\$5,298	\$29,098	\$17,786	\$12,602	\$33,522	\$14,146	\$7,319	\$39,151	\$22,463	\$28,511	\$48,743	\$262,116
EBIT Margin	22.5%	30.6%	13.1%	59.7%	51.2%	14.8%	54.1%	28.2%	16.4%	54.6%	60.4%	19.6%	22.5%
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$3,474	\$5,298	\$29,098	\$17,786	\$12,602	\$33,522	\$14,146	\$7,319	\$39,151	\$22,463	\$28,511	\$48,743	\$262,116
EBT Margin	22.5%	30.6%	13.1%	59.7%	51.2%	14.8%	54.1%	28.2%	16.4%	54.6%	60.4%	19.6%	22.5%
Taxes			\$0			\$0			\$0			\$0	\$0
Net Profit	\$3,474	\$5,298	\$29,098	\$17,786	\$12,602	\$33,522	\$14,146	\$7,319	\$39,151	\$22,463	\$28,511	\$48,743	\$262,116
Net Profit Margin	22.5%	30.6%	13.1%	59.7%	51.2%	14.8%	54.1%	28.2%	16.4%	54.6%	60.4%	19.6%	22.5%

Profit & Loss Statement 2022E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total Sales	\$41,520	\$44,592	\$304,192	\$63,224	\$55,160	\$308,040	\$51,520	\$46,912	\$314,192	\$65,736	\$69,192	\$320,536	\$1,684,816
Material Costs	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$900,000
in % of Sales	0.0%	0.0%	74.0%	0.0%	0.0%	73.0%	0.0%	0.0%	71.6%	0.0%	0.0%	70.2%	53%
Gross Profit	\$41,520	\$44,592	\$79,192	\$63,224	\$55,160	\$83,040	\$51,520	\$46,912	\$89,192	\$65,736	\$69,192	\$95,536	\$784,816
Gross Profit Margin	100.0%	100.0%	26.0%	100.0%	100.0%	27.0%	100.0%	100.0%	28.4%	100.0%	100.0%	29.8%	46.6%
Personnel	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$189,000
in % of Sales	37.9%	35.3%	5.2%	24.9%	28.6%	5.1%	30.6%	33.6%	5.0%	24.0%	22.8%	4.9%	11.2%
Rent	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$22,440
in % of Sales	4.5%	4.2%	0.6%	3.0%	3.4%	0.6%	3.6%	4.0%	0.6%	2.8%	2.7%	0.6%	1.3%
Other	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$20,071
in % of Sales	4.0%	3.8%	0.5%	2.6%	3.0%	0.5%	3.2%	3.6%	0.5%	2.5%	2.4%	0.5%	1.2%
EBITDA	\$22,227	\$25,299	\$58,899	\$43,931	\$35,867	\$62,747	\$32,227	\$27,619	\$68,899	\$46,443	\$49,899	\$75,243	\$549,305
EBITDA Margin	53.5%	56.7%	19.4%	69.5%	65.0%	20.4%	62.6%	58.9%	21.9%	70.7%	72.1%	23.5%	32.6%
Depreciation	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$3,125
EBIT	\$21,967	\$25,039	\$58,639	\$43,671	\$35,607	\$62,487	\$31,967	\$27,359	\$68,639	\$46,183	\$49,639	\$74,983	\$546,180
EBIT Margin	52.9%	56.2%	19.3%	69.1%	64.6%	20.3%	62.0%	58.3%	21.8%	70.3%	71.7%	23.4%	32.4%
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$21,967	\$25,039	\$58,639	\$43,671	\$35,607	\$62,487	\$31,967	\$27,359	\$68,639	\$46,183	\$49,639	\$74,983	\$546,180
EBT Margin	52.9%	56.2%	19.3%	69.1%	64.6%	20.3%	62.0%	58.3%	21.8%	70.3%	71.7%	23.4%	32.4%
Taxes			\$0			\$0			\$0			\$0	\$0
Net Profit	\$21,967	\$25,039	\$58,639	\$43,671	\$35,607	\$62,487	\$31,967	\$27,359	\$68,639	\$46,183	\$49,639	\$74,983	\$546,180
Net Profit Margin	52.9%	56.2%	19.3%	69.1%	64.6%	20.3%	62.0%	58.3%	21.8%	70.3%	71.7%	23.4%	32.4%

Sources: Company

Profit & Loss Statement 2023E													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total Sales	\$41,520	\$44,592	\$304,192	\$63,224	\$55,160	\$308,040	\$52,960	\$52,096	\$314,192	\$65,736	\$69,192	\$320,536	\$1,691,440
Material Costs	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$900,000
In % of Sales	0.0%	0.0%	74.0%	0.0%	0.0%	73.0%	0.0%	0.0%	71.6%	0.0%	0.0%	70.2%	53%
Gross Profit	\$41,520	\$44,592	\$79,192	\$63,224	\$55,160	\$83,040	\$52,960	\$52,096	\$89,192	\$65,736	\$69,192	\$95,536	\$791,440
Gross Profit Margin	100.0%	100.0%	26.0%	100.0%	100.0%	27.0%	100.0%	100.0%	28.4%	100.0%	100.0%	29.8%	46.8%
Personnel	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$198,450
In % of Sales	39.8%	37.1%	5.4%	26.2%	30.0%	5.4%	31.2%	31.7%	5.3%	25.2%	23.9%	5.2%	11.7%
Rent	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$22,440
In % of Sales	4.5%	4.2%	0.6%	3.0%	3.4%	0.6%	3.5%	3.6%	0.6%	2.8%	2.7%	0.6%	1.3%
Other	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$21,899
In % of Sales	4.4%	4.1%	0.6%	2.9%	3.3%	0.6%	3.4%	3.5%	0.6%	2.8%	2.6%	0.6%	1.3%
EBITDA	\$21,288	\$24,360	\$57,960	\$42,992	\$34,928	\$61,808	\$32,728	\$31,864	\$67,960	\$45,504	\$48,960	\$74,304	\$544,651
EBITDA Margin	51.3%	54.6%	19.1%	68.0%	63.3%	20.1%	61.8%	61.2%	21.6%	69.2%	70.8%	23.2%	32.2%
Depreciation	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$3,125
EBIT	\$21,027	\$24,099	\$57,699	\$42,731	\$34,667	\$61,547	\$32,467	\$31,603	\$67,699	\$45,243	\$48,699	\$74,043	\$541,526
EBIT Margin	50.6%	54.0%	19.0%	67.6%	62.8%	20.0%	61.3%	60.7%	21.5%	68.8%	70.4%	23.1%	32.0%
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$21,027	\$24,099	\$57,699	\$42,731	\$34,667	\$61,547	\$32,467	\$31,603	\$67,699	\$45,243	\$48,699	\$74,043	\$541,526
EBT Margin	50.6%	54.0%	19.0%	67.6%	62.8%	20.0%	61.3%	60.7%	21.5%	68.8%	70.4%	23.1%	32.0%
Taxes			\$0			\$0			\$0			\$0	\$0
Net Profit	\$21,027	\$24,099	\$57,699	\$42,731	\$34,667	\$61,547	\$32,467	\$31,603	\$67,699	\$45,243	\$48,699	\$74,043	\$541,526
Net Profit Margin	50.6%	54.0%	19.0%	67.6%	62.8%	20.0%	61.3%	60.7%	21.5%	68.8%	70.4%	23.1%	32.0%

Source: Company

Profit & Loss Statement 2024E													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total Sales	\$45,360	\$46,416	\$304,192	\$63,224	\$55,160	\$308,040	\$54,400	\$53,824	\$314,192	\$65,736	\$69,192	\$320,536	\$1,700,272
Material Costs	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$0	\$0	\$225,000	\$900,000
In % of Sales	0.0%	0.0%	74.0%	0.0%	0.0%	73.0%	0.0%	0.0%	71.6%	0.0%	0.0%	70.2%	53%
Gross Profit	\$45,360	\$46,416	\$79,192	\$63,224	\$55,160	\$83,040	\$54,400	\$53,824	\$89,192	\$65,736	\$69,192	\$95,536	\$800,272
Gross Profit Margin	100.0%	100.0%	26.0%	100.0%	100.0%	27.0%	100.0%	100.0%	28.4%	100.0%	100.0%	29.8%	47.1%
Personnel	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$208,373
In % of Sales	38.3%	37.4%	5.7%	27.5%	31.5%	5.6%	31.9%	32.3%	5.5%	26.4%	25.1%	5.4%	12.3%
Rent	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$1,870	\$22,440
In % of Sales	4.1%	4.0%	0.6%	3.0%	3.4%	0.6%	3.4%	3.5%	0.6%	2.8%	2.7%	0.6%	1.3%
Other	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$1,992	\$23,910
In % of Sales	4.4%	4.3%	0.7%	3.2%	3.6%	0.6%	3.7%	3.7%	0.6%	3.0%	2.9%	0.6%	1.4%
EBITDA	\$24,133	\$25,189	\$56,965	\$41,997	\$33,933	\$60,813	\$33,173	\$32,597	\$66,965	\$44,509	\$47,965	\$73,309	\$541,550
EBITDA Margin	53.2%	54.3%	18.7%	66.4%	61.5%	19.7%	61.0%	60.6%	21.3%	67.7%	69.3%	22.9%	31.9%
Depreciation	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$260	\$3,125
EBIT	\$23,873	\$24,929	\$56,705	\$41,737	\$33,673	\$60,553	\$32,913	\$32,337	\$66,705	\$44,249	\$47,705	\$73,049	\$538,425
EBIT Margin	52.6%	53.7%	18.6%	66.0%	61.0%	19.7%	60.5%	60.1%	21.2%	67.3%	68.9%	22.8%	31.7%
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$23,873	\$24,929	\$56,705	\$41,737	\$33,673	\$60,553	\$32,913	\$32,337	\$66,705	\$44,249	\$47,705	\$73,049	\$538,425
EBT Margin	52.6%	53.7%	18.6%	66.0%	61.0%	19.7%	60.5%	60.1%	21.2%	67.3%	68.9%	22.8%	31.7%
Taxes			\$0			\$0			\$0			\$0	\$0
Net Profit	\$23,873	\$24,929	\$56,705	\$41,737	\$33,673	\$60,553	\$32,913	\$32,337	\$66,705	\$44,249	\$47,705	\$73,049	\$538,425
Net Profit Margin	52.6%	53.7%	18.6%	66.0%	61.0%	19.7%	60.5%	60.1%	21.2%	67.3%	68.9%	22.8%	31.7%

Source: Company

The Profit & Loss Statement for the next three years is as follows:

Profit & Loss Statement						
	2019E	2020E	2021E	2022E	2023E	2024E
Total Sales	\$73,120	\$313,560	\$1,163,424	\$1,684,816	\$1,691,440	\$1,700,272
<i>Growth in %</i>		328.8%	271.0%	44.8%	0.4%	0.5%
Material Costs	\$45,000	\$135,000	\$720,000	\$900,000	\$900,000	\$900,000
<i>in % of Sales</i>	61.5%	43.1%	61.9%	53.4%	53.2%	52.9%
Gross Profit	\$28,120	\$178,560	\$443,424	\$784,816	\$791,440	\$800,272
<i>Gross Profit Margin</i>	38.5%	56.9%	38.1%	46.6%	46.8%	47.1%
Personnel	\$0	\$25,000	\$133,333	\$189,000	\$198,450	\$208,373
<i>in % of Sales</i>	0.0%	8.0%	11.5%	11.2%	11.7%	12.3%
Rent	\$1,640	\$9,300	\$22,440	\$22,440	\$22,440	\$22,440
<i>in % of Sales</i>	2.2%	3.0%	1.9%	1.3%	1.3%	1.3%
Other	\$5,233	\$15,700	\$18,410	\$20,071	\$21,899	\$23,910
<i>in % of Sales</i>	7.2%	5.0%	1.6%	1.2%	1.3%	1.4%
EBITDA	\$21,247	\$124,560	\$265,241	\$549,305	\$544,651	\$541,550
<i>EBITDA Margin</i>	75.6%	69.8%	59.8%	70.0%	68.8%	67.7%
Depreciation	\$1,042	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125
Operating Profit	\$20,205	\$121,435	\$262,116	\$546,180	\$541,526	\$538,425
<i>EBIT Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	50.6%
Interests	\$0	\$0	\$0	\$0	\$0	\$0
EBT	\$20,205	\$121,435	\$262,116	\$546,180	\$541,526	\$538,425
<i>EBT Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	31.7%
Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Net Profit	20,205.0 €	121,435.0 €	262,115.7 €	546,180.0 €	541,525.9 €	538,424.6 €
<i>Net Profit Margin</i>	27.6%	38.7%	22.5%	32.4%	32.0%	31.7%

Source: Company

11 Private Expenses

Mark Miller will have monthly private expenses of 6,400 USD. They will be covered by company income at any time.

Monthly Private Expenses	
Rent	\$2,800
Food	\$1,200
Insurances	\$1,200
Clothes	\$200
Telecom/TV/Internet	\$400
Hobbies	\$100
Travelling	\$300
Other	\$200
Total	\$6,400

Source: Company

12 Liquidity

Hello LLC will always have enough cash.

The liquidity plan looks as follows:

Liquidity Planing 2019E

September October November December Total

Inpayments

Sales including Tax	\$0	\$1,888	\$10,296	\$66,238	\$78,421
Equity	\$99,250	\$0	\$0	\$0	\$99,250
Debt	\$0	\$0	\$0	\$0	\$0
Other Inpayments	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$99,250	\$1,888	\$10,296	\$66,238	\$177,671

Payments

Investments	\$43,000	\$0	\$0	\$0	\$43,000
Personell	\$0	\$0	\$0	\$0	\$0
Material plus Tax	\$0	\$0	\$0	\$48,263	\$48,263
Operating Costs plus Tax	\$1,843	\$1,843	\$1,843	\$1,843	\$7,372
Loan Repayment	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0
Tax Repayments	-\$294	\$7	\$1,350	\$2,576	\$3,638
Reserves	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$25,600
Liquidity	\$48,301	-\$6,362	\$703	\$7,156	\$49,799
Cummulated Liquidity	\$48,301	\$41,939	\$42,642	\$49,799	

Liquidity Planing 2020E

January February March April May June July August September October November December Total

Inpayments

Sales including Tax	\$8,087	\$9,202	\$66,602	\$18,576	\$13,943	\$15,659	\$64,822	\$10,789	\$18,855	\$17,825	\$18,254	\$73,681	\$336,293
Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Debt	\$0	\$0	\$0	\$0	\$18,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$18,000
Other Inpayments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$8,087	\$9,202	\$66,602	\$18,576	\$31,943	\$15,659	\$64,822	\$10,789	\$18,855	\$17,825	\$18,254	\$73,681	\$354,293

Payments

Investments			\$0	\$0	\$18,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$18,000
Personell	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,333	\$8,333	\$8,333	\$25,000
Material plus Tax	\$0	\$0	\$48,263	\$0	\$0	\$0	\$48,263	\$0	\$0	\$0	\$0	\$48,263	\$144,788
Operating Costs plus Tax	\$1,843	\$1,843	\$2,915	\$1,843	\$1,843	\$2,915	\$1,843	\$1,843	\$2,915	\$3,409	\$3,409	\$4,481	\$31,103
Loan Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Repayments	\$997	\$1,175	\$2,463	\$2,672	\$1,932	\$2,035	\$2,350	\$1,428	\$2,545	\$2,302	\$2,370	\$3,343	\$25,611
Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$76,800
Liquidity	-\$1,153	-\$216	\$6,562	\$7,661	\$3,768	\$4,308	\$5,967	\$1,118	\$6,994	-\$2,619	-\$2,258	\$2,861	\$32,993
Cummulated Liquidity	\$48,646	\$48,430	\$54,991	\$62,653	\$66,420	\$70,729	\$76,696	\$77,814	\$84,808	\$82,189	\$79,931	\$82,791	

Liquidity Planing 2021E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Inpayments													
Sales including Tax	\$16,594	\$18,550	\$238,198	\$31,943	\$26,384	\$242,943	\$28,039	\$27,868	\$256,130	\$44,110	\$50,596	\$266,418	\$1,247,772
Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Inpayments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$16,594	\$18,550	\$238,198	\$31,943	\$26,384	\$242,943	\$28,039	\$27,868	\$256,130	\$44,110	\$50,596	\$266,418	\$1,247,772
Payments													
Investments		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Personell	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$133,333
Material plus Tax	\$0	\$0	\$193,050	\$0	\$0	\$193,050	\$0	\$0	\$193,050	\$0	\$0	\$193,050	\$772,200
Operating Costs plus Tax	\$3,651	\$3,651	\$4,723	\$3,651	\$3,651	\$4,723	\$3,651	\$3,651	\$4,723	\$3,651	\$3,651	\$4,723	\$48,102
Loan Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Repayments	\$2,066	\$2,379	\$6,454	\$4,517	\$3,630	\$7,212	\$3,894	\$3,867	\$9,317	\$6,460	\$7,495	\$10,960	\$68,252
Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$76,800
Liquidity	-\$3,857	-\$2,213	\$19,237	\$9,042	\$4,370	\$23,224	\$5,761	-\$1,050	\$27,639	\$12,599	\$18,050	\$36,284	\$149,086
Cummulated Liquidity	\$78,934	\$76,721	\$95,958	\$105,000	\$109,369	\$132,593	\$138,354	\$137,305	\$164,944	\$177,543	\$195,593	\$231,877	

Liquidity Planing 2022E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Inpayments													
Sales including Tax	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$55,255	\$50,313	\$336,971	\$70,502	\$74,208	\$343,775	\$1,806,965
Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Inpayments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$55,255	\$50,313	\$336,971	\$70,502	\$74,208	\$343,775	\$1,806,965
Payments													
Investments		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Personell	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$15,750	\$189,000
Material plus Tax	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$965,250
Operating Costs plus Tax	\$3,799	\$3,799	\$4,872	\$3,799	\$3,799	\$4,872	\$3,799	\$3,799	\$4,872	\$3,799	\$3,799	\$4,872	\$49,883
Loan Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Repayments	\$6,503	\$7,029	\$12,783	\$10,220	\$8,839	\$13,442	\$8,216	\$7,427	\$14,495	\$10,650	\$11,242	\$15,582	\$126,427
Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$76,800
Liquidity	\$12,078	\$14,846	\$45,129	\$31,639	\$24,371	\$48,597	\$21,090	\$16,937	\$54,141	\$33,902	\$37,017	\$59,859	\$399,605
Cummulated Liquidity	\$243,955	\$258,801	\$303,929	\$335,568	\$359,939	\$408,535	\$429,625	\$446,562	\$500,704	\$534,606	\$571,623	\$631,482	

Liquidity Planning 2023E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Inpayments													
Sales including Tax	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$56,800	\$55,873	\$336,971	\$70,502	\$74,208	\$343,775	\$1,814,069
Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Inpayments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$44,530	\$47,825	\$326,246	\$67,808	\$59,159	\$330,373	\$56,800	\$55,873	\$336,971	\$70,502	\$74,208	\$343,775	\$1,814,069
Payments													
Investments		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Personell	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$16,538	\$198,450
Material plus Tax	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$965,250
Operating Costs plus Tax	\$3,963	\$3,963	\$5,035	\$3,963	\$3,963	\$5,035	\$3,963	\$3,963	\$5,035	\$3,963	\$3,963	\$5,035	\$51,844
Loan Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Repayments	\$6,477	\$7,003	\$12,757	\$10,194	\$8,813	\$13,416	\$8,436	\$8,288	\$14,469	\$10,624	\$11,216	\$15,556	\$127,248
Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$76,800
Liquidity	\$11,153	\$13,921	\$44,204	\$30,714	\$23,446	\$47,672	\$21,463	\$20,684	\$53,216	\$32,978	\$36,092	\$58,934	\$394,477
Cummulated Liquidity	\$642,635	\$656,556	\$700,760	\$731,474	\$754,920	\$802,592	\$824,055	\$844,739	\$897,956	\$930,933	\$967,026	\$1,025,960	

Liquidity Planning 2024E

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Inpayments													
Sales including Tax	\$48,649	\$49,781	\$326,246	\$67,808	\$59,159	\$330,373	\$58,344	\$57,726	\$336,971	\$70,502	\$74,208	\$343,775	\$1,823,542
Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Inpayments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sum of New Liquidity	\$48,649	\$49,781	\$326,246	\$67,808	\$59,159	\$330,373	\$58,344	\$57,726	\$336,971	\$70,502	\$74,208	\$343,775	\$1,823,542
Payments													
Investments		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Personell	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$17,364	\$208,373
Material plus Tax	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$0	\$0	\$241,313	\$965,250
Operating Costs plus Tax	\$4,143	\$4,143	\$5,215	\$4,143	\$4,143	\$5,215	\$4,143	\$4,143	\$5,215	\$4,143	\$4,143	\$5,215	\$54,000
Loan Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interests	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax Repayments	\$7,106	\$7,287	\$12,728	\$10,165	\$8,784	\$13,387	\$8,654	\$8,555	\$14,441	\$10,595	\$11,187	\$15,527	\$128,416
Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserves Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Payments	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$6,400	\$76,800
Liquidity	\$13,636	\$14,587	\$43,226	\$29,736	\$22,468	\$46,694	\$21,783	\$21,264	\$52,238	\$32,000	\$35,115	\$57,956	\$390,703
Cummulated Liquidity	\$1,039,595	\$1,054,183	\$1,097,409	\$1,127,144	\$1,149,612	\$1,196,306	\$1,218,089	\$1,239,353	\$1,291,592	\$1,323,592	\$1,358,706	\$1,416,662	

Sources: Company