

2018 Financial Forecast

	Q1	Q2	Q3	Q4	TOT 2018
SMS Sales in Volumes	-	-	-	500 000	500 000
SMS sales in EUR	-	-	-	2 500	2 500
Video ads serving service sales EUR	-	-	-	-	-
Personal data Marketplace sales AEUR	-	-	-	-	-
EBITDA margin	-	-	-	(532)	(532)
Total revenues (20% from Sales)	-	-	-	500	500
Total cost of sales transferred for Peers as earnings	-	-	-	2 000	2 000
Operating expenses	(401 080)	(625 195)	(858 980)	(839 890)	(2 725 145)
S&W	(170 000)	(275 500)	(371 000)	(384 000)	(1 200 500)
Premisies	(12 000)	(45 000)	(45 000)	(45 000)	(147 000)
Marketing & Representation	(62 895)	(75 125)	(150 140)	(149 955)	(438 115)
Office supplies (and hardware)	(32 885)	(26 870)	(26 890)	(15 000)	(101 645)
Communication and PR	(13 100)	(57 000)	(60 000)	(59 985)	(190 085)
SW & HW maintenance	(7 500)	(11 100)	(11 400)	(11 400)	(41 400)
Business trips, conferences, exhibitions	(42 000)	(50 000)	(90 000)	(70 000)	(252 000)
Training & consultant	(19 950)	(39 900)	(59 850)	(59 850)	(179 550)
Outside services (third party services like HR)	(10 900)	(14 850)	(14 850)	(14 850)	(55 450)
Other unforeseen expenses	(29 850)	(29 850)	(29 850)	(29 850)	(119 400)
EBITDA	(401 080)	(625 195)	(858 980)	(839 390)	(2 724 645)

2018-2020 Financial Forecast Summary

	TOT 2018	TOT 2019	TOT 2020
SMS Sales in Volumes	1 000 000	4 972 000 000	9 434 000 000
SMS sales in EUR	5 000	24 860 000	47 170 000
Video ads serving service sales EUR	-	4 390 000	8 350 000
Personal data Marketplace salesd AEUR	-		435 000
EBITDA margin	(1 064)	-97,9%	-5,1%
Total revenues (20% from Sales)	1 000	5 951 000	11 292 000
Total cost of sales transferred for Peers as earnings	4 000	23 804 000	45 168 000
Operating expenses	(2 725 145)	(6 864 380)	(5 909 300)
S&W	(1 200 500)	(2 387 000)	(2 625 700)
Premisies	(147 000)	(180 000)	(180 000)
Marketing & Representation	(438 115)	(3 248 525)	(2 200 000)
Office supplies (and hardware)	(101 645)	(36 000)	(18 000)
Communication and PR	(190 085)	(239 455)	(168 000)
SW & HW maintenance	(41 400)	(44 100)	(45 600)
Business trips, conferences, exhibitions	(252 000)	(359 400)	(360 000)
Training & consultant	(179 550)	(238 450)	(180 000)
Outside services (third party services like HR)	(55 450)	(11 450)	(12 000)
Other unforeseen expenses	(119 400)	(120 000)	(120 000)
EBITDA	(2 724 645)	(5 826 380)	(570 300)