

FINANCIAL PROJECTIONS-GREYMAN AI

Assumptions

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Number of Clients	1,000	10,000	50,000	200,000	500,000
Monthly Subscription Price	\$30	\$30	\$30	\$30	\$30
Annual Subscription Revenue	\$360,000	\$3,600,000	\$18,000,000	\$72,000,000	\$180,000,000
Revenue Growth Rate	-	900%	400%	300%	150%
COGS (% of Revenue)	30%	28%	26%	24%	22%
Operating Expenses (% of Revenue)	40%	35%	30%	25%	20%
Marketing & Sales Expenses (% of Revenue)	10%	8%	6%	5%	4%
Product Development Costs	\$50,000	\$60,000	\$70,000	\$80,000	\$90,000
Customer Support Costs	\$30,000	\$35,000	\$40,000	\$45,000	\$50,000
Infrastructure Costs	\$20,000	\$22,000	\$24,000	\$26,000	\$28,000
Employee Salaries and Benefits	\$200,000	\$220,000	\$240,000	\$260,000	\$280,000
Depreciation & Amortization	\$10,000	\$12,000	\$14,000	\$16,000	\$18,000
Taxes	20%	20%	20%	20%	20%
Working Capital Assumptions	10%	10%	10%	10%	10%

Revenue Projections (Updated)

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Number of Clients	1,000	10,000	50,000	200,000	500,000
Monthly Subscription Price	\$30	\$30	\$30	\$30	\$30
Annual Revenue	\$360,000	\$3,600,000	\$18,000,000	\$72,000,000	\$180,000,000

Cost of Goods Sold (COGS)

Item	Year 1	Year 2	Year 3	Year 4	Year 5
COGS (% of Revenue)	30%	28%	26%	24%	22%

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Total COGS	\$108,000	\$1,008,000	\$4,680,000	\$17,280,000	\$39,600,000

Operating Expenses

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Salaries and Wages	\$200,000	\$220,000	\$240,000	\$260,000	\$280,000
Marketing & Sales Expenses	\$36,000	\$288,000	\$1,080,000	\$3,600,000	\$7,200,000
Product Development Costs	\$50,000	\$60,000	\$70,000	\$80,000	\$90,000
Customer Support Costs	\$30,000	\$35,000	\$40,000	\$45,000	\$50,000
Infrastructure Costs	\$20,000	\$22,000	\$24,000	\$26,000	\$28,000
Administrative Expenses	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Total Operating Expenses	\$338,500	\$627,500	\$1,456,500	\$4,013,500	\$7,650,500

Profit and Loss Statement (P&L)

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$360,000	\$3,600,000	\$18,000,000	\$72,000,000	\$180,000,000
COGS	\$108,000	\$1,008,000	\$4,680,000	\$17,280,000	\$39,600,000
Gross Profit	\$252,000	\$2,592,000	\$13,320,000	\$54,720,000	\$140,400,000
Operating Expenses	\$338,500	\$627,500	\$1,456,500	\$4,013,500	\$7,650,500
EBITDA	-\$86,500	\$1,964,500	\$11,863,500	\$50,706,500	\$132,749,500
Depreciation & Amortization	\$10,000	\$12,000	\$14,000	\$16,000	\$18,000
Operating Income	-\$96,500	\$1,952,500	\$11,849,500	\$50,690,500	\$132,731,500
Interest Expense	\$0	\$0	\$0	\$0	\$0
Taxes (20%)	\$0	\$390,500	\$2,369,900	\$10,138,100	\$26,546,300
Net Income	-\$96,500	\$1,562,000	\$9,479,600	\$40,552,400	\$106,185,200

Cash Flow Statement

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Flow from Operations	-\$86,500	\$1,964,500	\$11,863,500	\$50,706,500	\$132,749,500
Cash Flow from Investing	-\$5,000	-\$5,000	-\$5,000	-\$5,000	-\$5,000

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Flow from Financing	\$100,000	\$0	\$0	\$0	\$0
Net Increase in Cash	\$8,500	\$1,959,500	\$11,858,500	\$50,701,500	\$132,744,500
Cash at the Beginning of the Period	\$0	\$8,500	\$1,968,000	\$13,826,500	\$64,528,000
Cash at End of Period	\$8,500	\$1,968,000	\$13,826,500	\$64,528,000	\$197,272,500