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dubaiLancers.com

Business plan

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Executive Summary

Opportunity

Problem

Recently, Middle East witnessed a massive growth in the need for people skills in a freelance basis, as many governments in the area already accredited this model of work, emphasizes the need for a platform to manage these activities in one place.

Solution

Establishing a platform where skill-tenants and renters can meet, serve and satisfy each other securely and reliably, which covers as wide as possible of the human being needs either this can be done onsite or remotely, locally or overseas, professionals or non-professionals all will be under the umbrella of DubaiLancers.com.

Market

Our main targeted market will be primarily on the MENA region, and in the meantime, there is nothing will prevent anybody from anywhere to lease or rent a skill, whatever, people can do for another people, can be offered on DubaiLancers.com.

Competition

As of now, there are many platforms in the world and few of them in the region, but DubaiLancers.com is the only one which covers all kind of jobs, services and skill, the competitors are focusing on the computer related kind of jobs only and which can be done remotely.

Why Us?

We are not the inventors of this idea nor this is the only platform that offers such services in the world, but as we have done a survey around us we found that more than 80% of the normal people have never heard about "online freelance" before, this is why? because most of the people who are using these sites are programmers, highly qualified and need good computer skills. What will make us unique in addition to the Arabic interactive interface is providing

services for people who don't use computers or even smartphones, we will provide a call center number where any old man can call to request a recommended carpenter to fix his door.

Expectations

Forecast

A research conducted as part of the DubaiLancers.com feasibility study, suggests that we can target an average of 200 projects per month at an average price of \$200 for each.

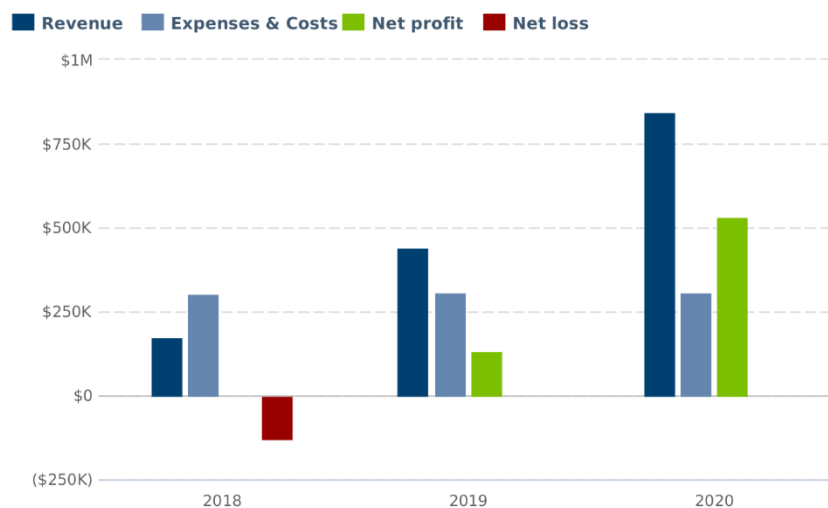
DubaiLancers.com will earn 10% of each as service fees.

As for Freelancers bids, an estimate of over 500 bids is expected from freelancers per month.

DubaiLancers.com will earn 4% of each as service fees.

Based on above figures, the expected revenue will be \$77,000 in the first year and \$120,000 in the second year.

Financial Highlights by Year



Financing Needed

The financing of business needs around \$300,000 per year. Partners are not expecting income for the first two years of launching the portal, so all startup funds will be used primarily for the

portal development as follows: Build (\$12,000), Free Zone Company in Dubai (\$16,500), Initial Marketing Plan (\$160,000), labor (\$100,000) and others operating expenses (\$4500).

Opportunity

Problem & Solution

Problem Worth Solving

Recently, Middle East witnessed a massive growth in business professionals who are providing freelancing services. Many of them are furnished with skills and expertise that make them able to offer particular and customized services with high quality and within a definite timeframe. On the other hand, customers (i.e. whether individual or corporate clients), who are looking for professionals on temporary or part-time basis, are increasing due to the growth in the economy and market demands that urge them to accelerate the service delivery and uplift the way of doing business as well as the service quality in general.

This raised a need for a platform where people can find any type of service in ArabWorld. However, this platform should be unique and tailored to meet the local requirements. Thus, customers don't have to spend the whole day looking for someone to do them a service that may vary from a software development, construction work, audio recording, advertising, sales or a handy job such as fixing fridges and dishwasher.

Request people service on temporary basis is not new. However, offering and providing such services online is a modern concept where anybody can be a potential candidate for employment as well as a prospective employer for a service. People schedule, and skills are varied, and such a service should be flexible enough to accommodate all of these variables.

Our notion is to focus on not only high-tech kind of jobs, but to also cover other professions and domains whether it is a highly skills professional or nonprofessional jobs. Furthermore, other jobs that don't require specific skills such as removalists and fruit picking job.

As many governments in the region accredited the freelance work recently, it became legally permitted. The trend towards making extra money after working hours to meet some human needs inspired the idea of a platform to manage this kind of work especially in the MENA area, where most people still do not trust the maturity of freelancing job model.

After conducting several researches on similar available services, it was concluded that "freelancers are difficult to be found". No portal provides this service. The main problem the majority of freelancers are facing in the Arab World that there is no dedicated portal where they

can meet and compete. They all rely on connections and references from their professional network. Another problem they are facing is handling payments and financial transactions.

Why do freelancers continue to use social media websites despite the fraud and phishing risk? The lack of awareness is a main reason for such activities as the majority of freelancers do not know the risk associated with business activities being carried out on social media. In addition, many of them don't have enough experience to deal with customers and cannot negotiate or discuss the service needed.

Our Solution

For this, there is a pressing need to have an internet-based portal offering freelancers the opportunity to post their profiles with more details about their capabilities and the services they can offer to make it

easy for customers to find them. In contrast, this portal will also allow the customers to submit postings for services there are looking for. Recognizing that a vital factor for a successful portal is to provide numerous functionalities, ease of use, and most important a compelling business operating model that defines all aspects of the service.

How Dubailancers Works ?



DubaiLancers.com is the first website dedicated for professionals and customers looking for finding each other for the benefit of both, it provides services for all people no matter what industry, business domain, or skill they have as long as they are willing to provide customers with services and are committed to deliver high quality outcomes as per the agreed timeframe. The portal will be bilingual (Arabic and English interfaces), allowing the completion

of service through documenting all aspect of the deal, a secure payment gateway, and reliable high availability services.

DubaiLancers.com service will be reachable by everyone, no matter what industry they have experience with. Freelancers will be able to use this portal easily to browse projects and service offerings; in addition, the portal will provide notifications through emails and SMS to keep freelancers aware of relevant posting. They will be enough bid points every month, rank of them and tips, strategy to avoid mistakes may be happen and for help them to build small contract that can provided to buyers

On the other hand, customers will have monthly packages for their projects and promotions to allow posting additional projects. For the non-Arabic customers, portal will provide translation services to allow them to communicate with Arabic-speaking freelancers.

One more important thing, due to the attractive growth in the blockchain usage in the world, we will make use of this and enable the users to use our own token built DLC which will be initiated as a smart contract over Ethurium blockchain.

Why blockchain?

In initial phase of this project, we were asked why we want to use blockchain technology for something which doesn't have obvious benefits of using it. Although the benefits are not instantly visible, they are quite convincing when they are spelled out.

- When money is moved between accounts using traditional methods, it can cost anywhere between 2% to 10% of the transaction amount. The cost of moving money on the blockchain can be in the vicinity of 0.01%.¹⁸¹ If someone could capture the difference between the current cost of settling transactions and the blockchain cost, the transfer of \$1 million in revenue would produce between \$20,000 and \$100,000 in savings just by switching to blockchain. In certain countries, those transaction fees might be even higher, and it can take several days to process them due to restrictions and local limitations—e.g., PayPal is not offered everywhere, and in some areas, transactions are held for many days before they appear in the recipient account.
- In the very near future, blockchain technologies will be replacing existing client server architectures, and having one leg already there will allow the platform to take advantage of new ideas and trends rapidly, while other providers will be just starting to look into solutions in that space.

- A cryptocurrency crowdfunding campaign is possible when building a decentralized system. Additional funding can be obtained through communities associated with cryptocurrencies.
- There is no need to create a legal entity if someone wants to reach markets in other countries. The platform can function in those countries without a legal presence in those countries because cryptocurrencies have no such regulations or requirements.
- There is no need for Dubailancers to spend money on hardware, infrastructure, or tech staff. Platforms like Ethereum offer such infrastructure, which has minimal cost only when used. Any new technological advances within the Ethereum community will be available to the platform as soon as they are created. It would be impossible for a business that facilitates freelance jobs to simultaneously invent systems that can be competitive in the global market. Due to the competitive nature of technology in global markets, it is very likely that a new platform similar to Ethereum will someday appear—offering new abilities, gaining market share, and offering competitive pricing—thus creating an environment conducive to experimentation and to inexpensive operation.
- Considering that this platform can operate in countries with much lower living standards than Western countries, transactions can have very low values. Most payment processing services charge minimum fees per transaction (e.g., \$0.20). In places where the provided service might be worth \$1, the charges would cost a disproportionate amount of the service value. Blockchain transactions are a fraction of this cost.

Owr own token (DLC) & crowdfunding campaign initiation

- Why should We have our own token, Sine there is a huge number of cryptocurrencies in the market, why we will initiate our own token and not only using the existing one like Ether or Btcoin?

An ICO is a fundraising tool that trades future cryptocurrencies in exchange for cryptocurrencies of immediate, liquid value. ICO is used by startups to avoid the rigorous and regulated capital-raising process required by venture capitalists or banks. In an ICO campaign, a percentage of the cryptocurrency is sold to early contributors in exchange for legal tender or other cryptocurrencies, but usually for Ethereum and Bitcoin .

Ventures need funding in order to get the chance to make an impact, maybe even to change the world. Using the Ethereum blockchain, the unique Crowd Fund / Cryptocurrency

Contributors Campaigns structure opens up new opportunities for startups like Dubailancer to create exciting new revenue streams woven into the hybrid marketplace.

Target Market

The targeted market segment is mainly people living in the United Arab Emirates. The UAE is a wide-ranging active and growing market for professionals who are coming from all over the world to work and share their expertise. An initial expectation is to have a total of 50,000 professional registered in the first year of launching the portal, this number is expected to increase gradually in the following years.

Another market segment is academic staff and university students who are capable of providing specific services and can participate in their growth and development. As for the customers, the targeted market segment includes all local companies and individuals looking for professional service as well as regional and global customers who are looking for freelancers and temporary workers in the United Arab Emirates to handle a piece of work that has a specific need such as Arabic-speaking professional, local industry experience and the like. This market segment faces many difficulties when doing temporary business activities due to the difficulty of allocated professionals and subject matter experts who are available in a short period of time without a prior or long notice period. Nonetheless, this cannot be specified by any geographical area, since people have endless needs for each other's skills, so people from Far East can easily serve people from Far West and vice versa without the need of physical meeting face to face as the interaction can be done remotely in most cases.

The main focus will be mainly on the local market in the MENA area where the Arabic is the common Language, also the platform will encourage people from everywhere around the world to participate even in service providing or offering.

Our business focuses on two main groups of customers. The first, and primary, target is Arabic freelancers, there is no specific number about them, but most of them will find in social media, those freelancers are professional people some of them work in permanent job and others work from home and little of them are students, we believe that there will be no issue to attract them to our portal if they will find project.

The second target is buyers, this type of consumers could be persons or companies, and companies may be non-Arabic that need some Arabic freelancers, this target will take more focus from us and the success of the business depends on how many buyers we can get.

Competition

Current Alternatives

After performing a research to evaluate similar portals and initiatives online, we found two main sites being used by a few freelancers (*mostaql.com* and *nabbesh.com*),

mostaql.com relies on freelancers to earn money by taking a percentage of every deal online, the majority of postings are related to IT domain such as programming tasks and new software/web application development, we didn't find other projects and tasks related to other domains such as translation and handy work.

As for *nabbesh.com*, it was obvious that it is not a popular portal like the previously mentioned one, however, some article highlighted its usage and feature and commenting on many limitations in the portal.

DubaiLancers.com will focus on the regional services and needs, supporting Arabic content and Interface, and expand the market segment to include those who are aware and unaware of this employment style, it will convince people that they can earn money and get their job done in an easy manner.

Moreover, the current platforms are only being used through computers and Smart phones, but DubaiLancers.com also targets people with limited knowledge in technology to user this platform through other mediums for the service delivery.

Our Advantages

The main advantage of our portal is the name of it, Dubai as a part of website, this name will make motivation for freelance and buyers to deal with our portal because the name of city Dubai is famous name in the world and even is became as the center of technology.

The second advantage is our location which we can understand the Arabic culture and make more changes of the website to be compatible for this culture.

last advantage is making balance of cost between freelancer and buyers, we saw that *mostaqel.com* take all his commission from lancers and buyer just pay the cost of project, we will distribute this cost on both side

Execution

Marketing & Sales

We didn't have a dedicated marketing person yet, but we've had good knowledge about the digital marketing, we will go through social media as a part of our market like LinkedIn, Facebook and we will work on SEO searching engine, also there is a way to send our idea to a good number of consumers via email, after searching in internet we found that there is a lot of web site that sell email packages depend on categories like location or the type of email owner is it company or person, another idea that we will market our self as agency company that can take the work from companies and separated as small project and put in in the website.

we know that in some point we must get help from someone like digital marketing manager but we can't go through it in this stage for cost reason.

As a virtual platform, People will not have chance to hear about Dubailancers.com without marketing it through the suitable channels, making use of the Social Media evolution is very important, but it is not easy as many people thinking, it is not matter of creating a facebook page and start sharing posts, each social media company has it's own business billable offers where they can trend people toward some product, service or whatever.

In order to make people hear about our website, services or platform, you need to use the most modern ways like :

- 1- Search Engine Optimization (SEO)
- 2- Search Engine Marketing (SEM)
- 3- Legacy Media Marketing like TV, Radio Channels, Newspapers...

And we will hire a dedicated company to help us in this part which is the most important in our way to success.

Operations

we decide to open company in Dubai free zone Area, in the first stage of our business we don't need a big space and employees, even no need Office Furniture, We will suffice of minimum requirement to open company, but we must open it in free zone Dubai, because our part name of portal is Dubai

Milestones & Metrics

Milestones Table

Milestone	Due Date	Who's Responsible	Details
showing PHP code and security	Completed	Mohanad	Mohanad will view the PHP code and the security of the website to decide we will take it or not. start date:21-05-2017
Arabic conversion	Completed	All team	Mohanad will follow up with the company and Mahbob and ahmed will help for translation start date: 20-08-2017
Testing the website	Completed	All team	All the team will test the website start date:21-05-2017
start gushaiasion to buy the website	Completed	Ahmed,Mohanad	Mohanad and Ahmed will start negotiate the company to buy the web site start date:28-05-2017
Create the Design of website	Completed	Mohanad	Mohanad will be responsible to flow up with freelancer to create the design of web site start date : 01-06-2017
Change the thame of website	August 20, 2017	Mohanad	Mohanad will follow up with the company and will tested by Mahbob and Ahmed
Go live	January 01, 2018	All team	Preparation and start raise the website to live start date 20-09-2017

Key Metrics

Our focus right now is on the most basic metrics : how to build new website lance with new futures that can any buy trusted us, and for more than two years we will focus on marketing of our website,when the revenue start coming we will go throw investors to growth our business

Company

Overview

our company is General Partnerships assume that profits, liability and management duties are divided equally among partners. the will equal distribution, the percentages assigned to each partner must be documented in the partnership agreement.

Team

Our business is a collaboration between tree friends: Mahbob, Mohnnad and Ahmed. We haven't bothered with job titles, but we have good IT experience, Mohannad was working as freelancer for long time and he know how it work, what part should take it or not, he knows how the workflow of every single operation in the work, also he has good network of freelancer that will help us to build our website.

Ahmad is the youngest person in our them, he is working as DB developer, but also the main task he does is searching and mentoring the other Competitors site, how it works, what are the differences between them, even he collects information about every website strategy.

For me Mahbob, I'm working as a team player that distribute the tasks and ideas on them, also I'm get touch with digital marketing and learn how our site must be mark it with best approach, also arrange the weekly meeting between us, push the team and give him motivation to continuous work.

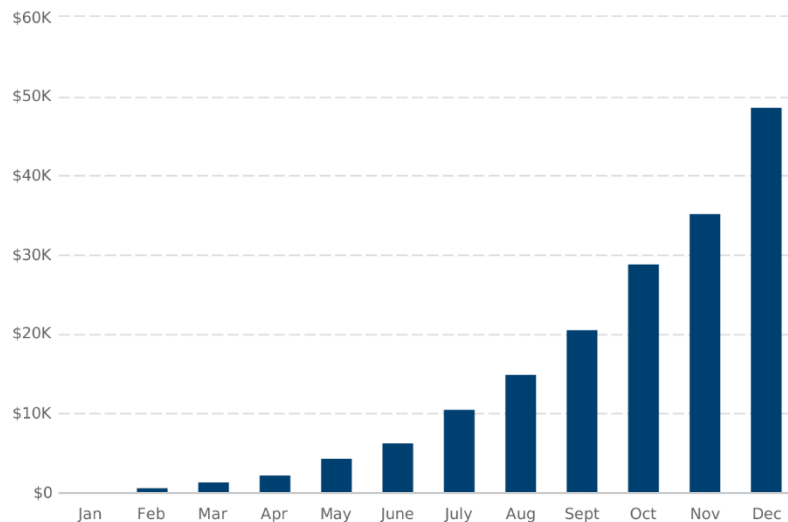
Financial Plan

Forecast

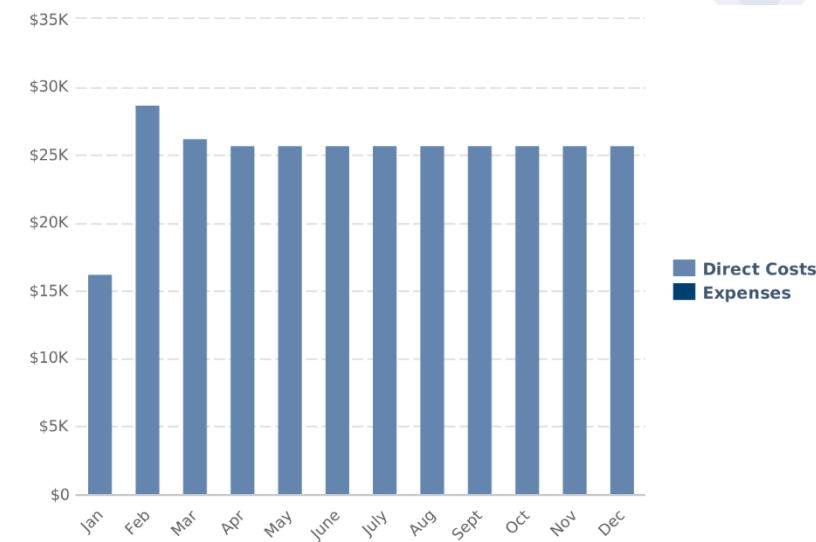
Key Assumptions

we expect to receive 20 projects per day during year 1 and then increase that to 3 projects per day in year 2 ,every project will cost in average 200\$ and we will take 10% for every project completed, so our income from projects in year 1 will be 14,400\$, this is our best guess to income

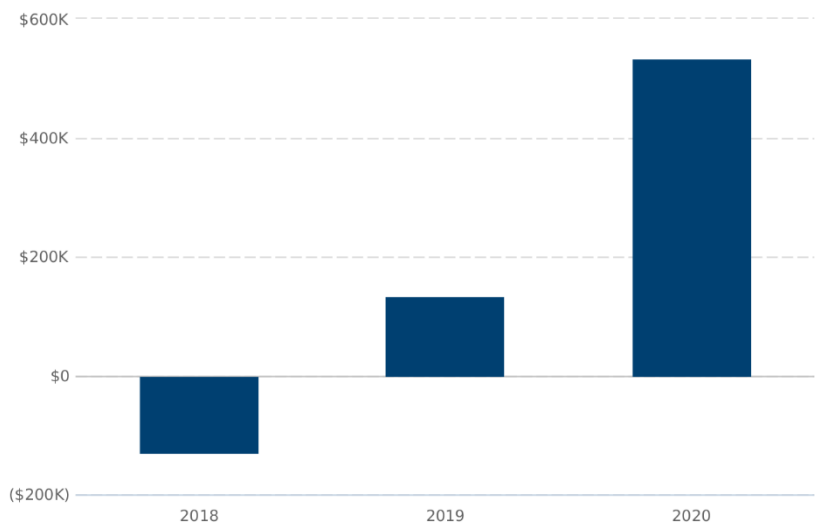
Revenue by Month



Expenses by Month



Net Profit (or Loss) by Year



Financing

Use of Funds

Sources of Funds

Statements

Projected Profit & Loss

	2018	2019	2020
Revenue	\$174,432	\$442,173	\$844,013
Direct Costs	\$303,002	\$309,000	\$309,000
Gross Margin	(\$128,570)	\$133,173	\$535,014
Gross Margin %	(74%)	30%	63%
Operating Expenses			
Salaries & Wages			
Employee Related Expenses			
Total Operating Expenses			
Operating Income	(\$128,570)	\$133,173	\$535,013
Interest Incurred			
Depreciation and Amortization			
Income Taxes	\$0	\$0	\$0
Total Expenses	\$303,002	\$309,000	\$309,000
Net Profit	(\$128,570)	\$133,173	\$535,013
Net Profit / Sales	(74%)	30%	63%

Projected Balance Sheet

	2018	2019	2020
Cash	(\$39,362)	\$195,013	\$930,632
Accounts Receivable	\$0	\$0	\$0
Inventory			
Other Current Assets			
Total Current Assets	(\$39,362)	\$195,013	\$930,632
Long-Term Assets			
Accumulated Depreciation			
Total Long-Term Assets			
Total Assets	(\$39,362)	\$195,013	\$930,632
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$0	\$0	\$0
Sales Taxes Payable	\$0	\$0	\$0
Short-Term Debt			
Prepaid Revenue	\$89,208	\$190,410	\$391,016
Total Current Liabilities	\$89,208	\$190,410	\$391,016
Long-Term Debt			
Total Liabilities	\$89,208	\$190,410	\$391,016
Paid-In Capital			
Retained Earnings		(\$128,570)	\$4,603
Earnings	(\$128,570)	\$133,173	\$535,014
Total Owner's Equity	(\$128,570)	\$4,603	\$539,616
Total Liabilities & Equity	(\$39,362)	\$195,013	\$930,632

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Projected Cash Flow Statement

	2018	2019	2020
Net Cash Flow from Operations			
Net Profit	(\$128,570)	\$133,173	\$535,013
Depreciation & Amortization			
Change in Accounts Receivable	\$0	\$0	\$0
Change in Inventory			
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$0	\$0
Change in Sales Tax Payable	\$0	\$0	\$0
Change in Prepaid Revenue	\$89,208	\$101,202	\$200,605
Net Cash Flow from Operations	(\$39,362)	\$234,375	\$735,619
Investing & Financing			
Assets Purchased or Sold			
Investments Received			
Change in Long-Term Debt			
Change in Short-Term Debt			
Dividends & Distributions			
Net Cash Flow from Investing & Financing			
Cash at Beginning of Period	\$0	(\$39,362)	\$195,013
Net Change in Cash	(\$39,362)	\$234,375	\$735,619
Cash at End of Period	(\$39,362)	\$195,013	\$930,632

Appendix

Profit and Loss Statement (With monthly detail)

2018	Jan '18	Feb '18	Mar '18	Apr '18	May '18	June '18	July '18	Aug '18	Sept '18	Oct '18	Nov '18	Dec '18
Total Revenue	\$200	\$783	\$1,409	\$2,256	\$4,492	\$6,375	\$10,508	\$14,975	\$20,709	\$28,875	\$35,225	\$48,625
Total Direct Costs	\$16,250	\$28,748	\$26,248	\$25,748	\$25,748	\$25,748	\$25,748	\$25,748	\$25,754	\$25,754	\$25,754	\$25,754
Gross Margin	(\$16,050)	(\$27,965)	(\$24,840)	(\$23,491)	(\$21,256)	(\$19,373)	(\$15,240)	(\$10,773)	(\$5,046)	\$3,121	\$9,471	\$22,871
Gross Margin %	(8,025%)	(3,570%)	(1,764%)	(1,041%)	(473%)	(304%)	(145%)	(72%)	(24%)	11%	27%	47%
Operating Expenses												
Operating Income	(\$16,050)	(\$27,965)	(\$24,839)	(\$23,492)	(\$21,256)	(\$19,373)	(\$15,240)	(\$10,773)	(\$5,045)	\$3,121	\$9,471	\$22,871
Interest Incurred												
Depreciation and Amortization												
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$16,250	\$28,748	\$26,248	\$25,748	\$25,748	\$25,748	\$25,748	\$25,748	\$25,754	\$25,754	\$25,754	\$25,754
Net Profit	(\$16,050)	(\$27,965)	(\$24,839)	(\$23,492)	(\$21,256)	(\$19,373)	(\$15,240)	(\$10,773)	(\$5,045)	\$3,121	\$9,471	\$22,871
Net Profit / Sales	(8,025%)	(3,570%)	(1,764%)	(1,041%)	(473%)	(304%)	(145%)	(72%)	(24%)	11%	27%	47%

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Gross Margin	(\$128,570)	\$133,173	\$535,014
Gross Margin %	(74%)	30%	63%
Operating Expenses			
Operating Income	(\$128,570)	\$133,173	\$535,013
Interest Incurred			
Depreciation and Amortization			
Income Taxes	\$0	\$0	\$0
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Balance Sheet (With Monthly Detail)

2018	Jan '18	Feb '18	Mar '18	Apr '18	May '18	June '18	July '18	Aug '18	Sept '18	Oct '18	Nov '18	Dec '18
Cash	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)	(\$39,362)
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory												
Other Current Assets												
Total Current Assets	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)	(\$39,362)
Long-Term Assets												
Accumulated Depreciation												
Total Long-Term Assets												
Total Assets	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)	(\$39,362)
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Short-Term Debt												
Prepaid Revenue	\$0	\$917	\$2,208	\$4,292	\$8,000	\$13,625	\$21,417	\$32,042	\$43,333	\$56,958	\$69,833	\$89,208
Total Current Liabilities	\$0	\$917	\$2,208	\$4,292	\$8,000	\$13,625	\$21,417	\$32,042	\$43,333	\$56,958	\$69,833	\$89,208
Long-Term Debt												
Total Liabilities	\$0	\$917	\$2,208	\$4,292	\$8,000	\$13,625	\$21,417	\$32,042	\$43,333	\$56,958	\$69,833	\$89,208
Paid-In Capital												

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Retained Earnings												
Earnings	(\$16,050)	(\$44,015)	(\$68,854)	(\$92,346)	(\$113,602)	(\$132,975)	(\$148,215)	(\$158,988)	(\$164,033)	(\$160,912)	(\$151,441)	(\$128,570)
Total Owner's Equity	(\$16,050)	(\$44,015)	(\$68,854)	(\$92,346)	(\$113,602)	(\$132,975)	(\$148,215)	(\$158,988)	(\$164,033)	(\$160,912)	(\$151,441)	(\$128,570)
Total Liabilities & Equity	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)	(\$39,362)

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Cash	(\$39,362)	\$195,013	\$930,632
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Sales Taxes Payable	\$0	\$0	\$0
Short-Term Debt			
Prepaid Revenue	\$89,208	\$190,410	\$391,016
Total Current Liabilities	\$89,208	\$190,410	\$391,016
Long-Term Debt			
Total Liabilities	\$89,208	\$190,410	\$391,016
Paid-In Capital			
Retained Earnings		(\$128,570)	\$4,603
Earnings	(\$128,570)	\$133,173	\$535,014
Total Owner's Equity	(\$128,570)	\$4,603	\$539,616
Total Liabilities & Equity	(\$39,362)	\$195,013	\$930,632

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Cash Flow Statement (With Monthly Detail)

2018	Jan '18	Feb '18	Mar '18	Apr '18	May '18	June '18	July '18	Aug '18	Sept '18	Oct '18	Nov '18	Dec '18
Net Cash Flow from Operations												
Net Profit	(\$16,050)	(\$27,965)	(\$24,839)	(\$23,492)	(\$21,256)	(\$19,373)	(\$15,240)	(\$10,773)	(\$5,045)	\$3,121	\$9,471	\$22,871
Depreciation & Amortization												
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory												
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Sales Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Prepaid Revenue	\$0	\$917	\$1,292	\$2,083	\$3,708	\$5,625	\$7,792	\$10,625	\$11,292	\$13,625	\$12,875	\$19,375
Net Cash Flow from Operations	(\$16,050)	(\$27,048)	(\$23,548)	(\$21,408)	(\$17,548)	(\$13,748)	(\$7,448)	(\$148)	\$6,246	\$16,746	\$22,346	\$42,246
Investing & Financing												
Assets Purchased or Sold												
Investments Received												
Change in Long-Term Debt												

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Change in Short-Term Debt												
Dividends & Distributions												
Net Cash Flow from Investing & Financing												
Cash at Beginning of Period	\$0	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)
Net Change in Cash	(\$16,050)	(\$27,048)	(\$23,548)	(\$21,408)	(\$17,548)	(\$13,748)	(\$7,448)	(\$148)	\$6,246	\$16,746	\$22,346	\$42,246
Cash at End of Period	(\$16,050)	(\$43,098)	(\$66,646)	(\$88,054)	(\$105,602)	(\$119,350)	(\$126,798)	(\$126,946)	(\$120,700)	(\$103,954)	(\$81,608)	(\$39,362)

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	2018	2019	2020
Net Cash Flow from Operations			
Net Profit	(\$128,570)	\$133,173	\$535,013
Depreciation & Amortization			
Change in Accounts Receivable	\$0	\$0	\$0
Change in Inventory			
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$0	\$0
Change in Sales Tax Payable	\$0	\$0	\$0
Change in Prepaid Revenue	\$89,208	\$101,202	\$200,605
Net Cash Flow from Operations	(\$39,362)	\$234,375	\$735,619
Investing & Financing			
Assets Purchased or Sold			
Investments Received			
Change in Long-Term Debt			
Change in Short-Term Debt			
Dividends & Distributions			
Net Cash Flow from Investing & Financing			
Cash at Beginning of Period	\$0	(\$39,362)	\$195,013
Net Change in Cash	(\$39,362)	\$234,375	\$735,619
Cash at End of Period	(\$39,362)	\$195,013	\$930,632

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