

Financial Projections for Neeti Varta Institute of Policy Research Pvt. Ltd.

1. Profit Calculation:

- Total Revenue: ₹2,50,000
- Total Expenses: ₹86,000
- Profit: ₹2,50,000 - ₹86,000 = ₹1,64,000
- Profit Percentage: Approximately 65.6%

2. Break-Even Analysis for ₹20 Lakh Seed Funds:

- Fixed Expenses: ₹20,00,000 (Seed Fund)
- Variable Cost per Course: ₹86,000
- Revenue per Course: ₹2,50,000
- Contribution Margin per Course: ₹2,50,000 - ₹86,000 = ₹1,64,000
- Break-Even Point (Number of Courses): ₹20,00,000 / ₹1,64,000 \approx 12.2 courses

Note: Since we plan to run 10 courses annually, the break-even point will be achieved within approximately 18 months.

3. Revenue Projections for the Next 3 Years:

Year 1:

- Number of Courses: 10
- Total Revenue: 10 x ₹2,50,000 = ₹25,00,000
- Total Expenses: 10 x ₹86,000 = ₹8,60,000
- Profit for Year 1: ₹25,00,000 - ₹8,60,000 = ₹16,40,000

Year 2:

- Number of Courses: 15 (assuming 50% growth)
- Total Revenue: 15 x ₹2,50,000 = ₹37,50,000
- Total Expenses: 15 x ₹86,000 = ₹12,90,000
- Profit for Year 2: ₹37,50,000 - ₹12,90,000 = ₹24,60,000

Year 3:

- Number of Courses: 20 (assuming 33% growth)
- Total Revenue: 20 x ₹2,50,000 = ₹50,00,000
- Total Expenses: 20 x ₹86,000 = ₹17,20,000
- Profit for Year 3: ₹50,00,000 - ₹17,20,000 = ₹32,80,000

4. Cash Flow Projection for 18 Months:

First 12 Months:

- Total Revenue: ₹25,00,000
- Total Expenses: ₹8,60,000
- Net Cash Flow: ₹25,00,000 - ₹8,60,000 = ₹16,40,000

Next 6 Months:

- Total Revenue: ₹12,50,000 (5 additional courses)
- Total Expenses: ₹4,30,000
- Net Cash Flow: ₹12,50,000 - ₹4,30,000 = ₹8,20,000

Total Cash Flow for 18 Months:

- Total Revenue: ₹25,00,000 (First 12 months) + ₹12,50,000 (Next 6 months) = ₹37,50,000
- Total Expenses: ₹8,60,000 (First 12 months) + ₹4,30,000 (Next 6 months) = ₹12,90,000
- Net Cash Flow: ₹37,50,000 - ₹12,90,000 = ₹24,60,000

5. Key Financial Metrics:

- Gross Profit Margin: Approximately 65.6%
- Break-Even Point: Achievable within 18 months
- Year 1 Net Profit: ₹16,40,000
- Year 2 Net Profit: ₹24,60,000
- Year 3 Net Profit: ₹32,80,000

Here's the financial projection data structured for an Excel sheet:

Financial Projections for Neeti Varta Institute of Policy Research Pvt. Ltd.

Category	Details	Amount (₹)
1. Profit Calculation		
	Total Revenue	2,50,000
	Total Expenses	86,000
	Profit (Total Revenue - Total Expenses)	1,64,000
	Profit Percentage	Approximately 65.6
Break-Even Analysis	for ₹20 Lakh Seed Funds	
Fixed Expenses	Seed Fund	20,00,000
	Variable Cost per Course	86,000
	Revenue per Course	2,50,000
Contribution Margin per Course	Revenue per Course - Variable Cost	1,64,000
Break-Even Point (Number of Courses) courses	Fixed Expenses / Contribution Margin	12.2
Note	Since 10 courses annually, break-even in ~18 months	
3. Revenue Projections for the Next 3 Years		
Year 1		
	Number of Courses	10
Total Revenue	Number of Courses x Revenue per Course	25,00,000
Total Expenses	Number of Courses x Variable Cost	8,60,000
Profit for Year 1	Total Revenue - Total Expenses	16,40,000
Year 2		
	Number of Courses (Assuming 50% growth)	15
Total Revenue	Number of Courses x Revenue per Course	37,50,000
Total Expenses	Number of Courses x Variable Cost	12,90,000
Profit for Year 2	Total Revenue - Total Expenses	24,60,000
Year 3		
	Number of Courses (Assuming 33% growth)	20
Total Revenue	Number of Courses x Revenue per Course	50,00,000
Total Expenses	Number of Courses x Variable Cost	17,20,000
Profit for Year 3	Total Revenue - Total Expenses	32,80,000
4. Cash Flow Projection for 18 Months		
First 12 Months		
	Total Revenue	25,00,000
	Total Expenses	8,60,000
	Net Cash Flow (Total Revenue - Total Expenses)	16,40,000
Next 6 Months		
	Total Revenue (5 additional courses)	12,50,000
	Total Expenses	4,30,000
Net Cash Flow	Total Revenue - Total Expenses	8,20,000
Total for 18 Months		
Total Revenue	First 12 months + Next 6 months	37,50,000

Total Expenses	First 12 months + Next 6 months	12,90,000
Net Cash Flow	Total Revenue - Total Expenses	24,60,000
5. Key Financial Metrics		
	Gross Profit Margin (Approximately)	65.6%
Break-Even Point Achievable within 18 months		
Year 1	Net Profit	16,40,000
Year 2	Net Profit	24,60,000
Year 3	Net Profit	32,80,000

Slide 1: Financial Overview

Profit Calculation:

- Total Revenue: ₹2,50,000
- Total Expenses: ₹86,000
- Profit: ₹2,50,000 - ₹86,000 = ₹1,64,000
- Profit Percentage: Approximately 65.6%

Break-Even Analysis:

- Seed Funding Requirement: ₹20,00,000
- Variable Cost per Course: ₹86,000
- Revenue per Course: ₹2,50,000
- Contribution Margin per Course: ₹1,64,000
- Break-Even Point: 12.2 courses (achievable within approximately 18 months)

Slide 2: Revenue and Cash Flow Projections

Revenue Projections for the Next 3 Years:

Year 1:

- Courses: 10
- Revenue: ₹25,00,000
- Expenses: ₹8,60,000
- Profit: ₹16,40,000

Year 2:

- Courses: 15
- Revenue: ₹37,50,000
- Expenses: ₹12,90,000
- Profit: ₹24,60,000

Year 3:

- Courses: 20
- Revenue: ₹50,00,000
- Expenses: ₹17,20,000
- Profit: ₹32,80,000

Cash Flow Projection for 18 Months:

First 12 Months:

- Revenue: ₹25,00,000
- Expenses: ₹8,60,000
- Net Cash Flow: ₹16,40,000

Next 6 Months:

- Revenue: ₹12,50,000
- Expenses: ₹4,30,000
- Net Cash Flow: ₹8,20,000

Total for 18 Months:

- Revenue: ₹37,50,000
- Expenses: ₹12,90,000
- Net Cash Flow: ₹24,60,000

Slide 3: Key Metrics and ROI

Key Financial Metrics:

- Gross Profit Margin: Approximately 65.6%
- Break-Even Point: Achievable within 18 months
- Year 1 Net Profit: ₹16,40,000
- Year 2 Net Profit: ₹24,60,000
- Year 3 Net Profit: ₹32,80,000

Return on Investment (ROI):

Year 1: 82%

Year 2: 123%

Year 3: 164%
