Start Date Sep-24

Actual Operating Expenses											
Account#	Department	Description	Sep-24	Oct-24	Nov-24	Dec-24					
11256	Marketing	Paid Ads	22992	24001	26558	25446					
11257	Marketing	Influencers	53326	54223	51000	50000					
11259	Engineering	Consulting	35888	36880	37995	40000					
11260	Engineering	Travel	87942	85224	82469	81005					
11263	Support	Software	92622	90005	87556	84522					
11264	Support	Call Center	27416	26554	24330	22338					
11267	HR	Recruiting Events	41696	41696	42558	45448					
11268	HR	Meetups	60285	61225	68994	72410					

Best Case	30%
Worst Case	30%

Live Case		Actuals				Forecast												
Account# Department Description		Sen-24		Nov-24	Dec-24	lan-25	Feb-25	Mar-25	Apr-25	May-25			Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	
11256	Marketing	Paid Ads	22992		26558	25446	18802	18846	19992	19951	21071	21078	22171	22178	23269	23276	24365	24372
11257	Marketing	Influencers	53326	54223	51000	50000	34201	33310	32091	31214	30010	29162	27791	26969	25628	24769	23566	22623
11259	Engineering	Consulting	35888	36880	37995	40000	53539	55398	57247	59038	60859	62680	64501	66322	68143	69965	71786	73607
	Engineering	Travel	87942	85224	82469	81005	101956	99031	96086	93095	90131	87166	84199	81225	78256	75286	72317	69348
11263	Support	Software	92622	90005	87556	84522	106492	102968	99428	95930	92412	88748	85311	81842	78281	74758	71235	67584
11264	Support	Call Center	27416	26554	24330	22338	27020	24656	22280	20018	17713	14898	13306	10753	7941	6280	3753	1074
11267	HR	Recruiting Events	41696	41696	42558	45448	60134	62016	63895	65588	67372	69156	70940	72724	74509	76294	78078	79863
11268	HR	Meetups	60285	61225	68994	72410	99717	104951	113217	118138	126032	131040	138926	144347	152194	156180	164992	170412
		·																
Case 1: Best Case		Actuals								Fore	cast							
Account#	Department	Description	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
11256	Marketing	Paid Ads	22992	24001	26558	25446	34918	34999	37128	37052	39132	39145	41174	41188	43213	43226	45250	45262
11257	Marketing	Influencers	53326	54223	51000	50000	63516	61862	59597	57969	55733	54157	51612	50085	47596	45999	43766	42015
11259	Engineering	Consulting	35888	36880	37995	40000	28829	29830	30825	31790	32770	33751	34731	35712	36693	37673	38654	39635
11260	Engineering	Travel	87942	85224	82469	81005	54900	53325	51739	50128	48532	46935	45338	43737	42138	40539	38940	37341
11263	Support	Software	92622	90005	87556	84522	57342	55444	53538	51655	49760	47787	45937	44069	42151	40254	38357	36391
11264	Support	Call Center	27416	26554	24330	22338	14549	13276	11997	10779	9538	8022	7165	5790	4276	3382	2021	578
11267	HR	Recruiting Events	41696	41696	42558	45448	32380	33393	34405	35317	36277	37238	38198	39159	40120	41081	42042	43003
11268	HR	Meetups	60285	61225	68994	72410	53694	56512	60963	63613	67864	70560	74806	77725	81951	84097	88842	91760
Case 2: Base Case		Actuals Sep-24 Oct-24 Nov-24 Dec-24				Forecast Jan-25 Feb-25 Mar-25 Apr-25 May-25 Jun-25 Jul-25 Aug-25 Sep-25												
	Department	•					Jan-25			•	•		Jul-25		Sep-25		Nov-25	
11256	Marketing	Paid Ads	22992	24001	26558	25446	26860	26923	28560	28501	30101	30112	31672	31683	33241	33251	34808	34817
11257	Marketing	Influencers	53326	54223	51000	50000	48859	47586 42614	45844	44591 45414	42872 46815	41659 48215	39701	38527 51017	36612 52418	35384	33666	32319
	Frair carina	Consulting						4/n I 4				48/15	49616	21111	7/418			
11259	Engineering	Consulting	35888	36880	37995	40000	41184		44036							53819	55220	56621
11260	Engineering	Travel	87942	85224	82469	81005	78428	76178	73912	71612	69332	67051	64768	62481	60197	57913	55629	53345
11260 11263	Engineering Support	Travel Software	87942 92622	85224 90005	82469 87556	81005 84522	78428 81917	76178 79206	73912 76483	71612 73792	69332 71086	67051 68268	64768 65624	62481 62955	60197 60216	57913 57506	55629 54796	53345 51987
11260 11263 11264	Engineering Support Support	Travel Software Call Center	87942 92622 27416	85224 90005 26554	82469 87556 24330	81005 84522 22338	78428 81917 20785	76178 79206 18966	73912 76483 17139	71612 73792 15398	69332 71086 13625	67051 68268 11460	64768 65624 10236	62481 62955 8271	60197 60216 6108	57913 57506 4831	55629 54796 2887	53345 51987 826
11260 11263 11264 11267	Engineering Support Support HR	Travel Software Call Center Recruiting Events	87942 92622 27416 41696	85224 90005 26554 41696	82469 87556 24330 42558	81005 84522 22338 45448	78428 81917 20785 46257	76178 79206 18966 47705	73912 76483 17139 49150	71612 73792 15398 50452	69332 71086 13625 51824	67051 68268 11460 53197	64768 65624 10236 54569	62481 62955 8271 55942	60197 60216 6108 57315	57913 57506 4831 58687	55629 54796 2887 60060	53345 51987 826 61433
11260 11263 11264	Engineering Support Support	Travel Software Call Center	87942 92622 27416 41696	85224 90005 26554	82469 87556 24330 42558	81005 84522 22338	78428 81917 20785 46257	76178 79206 18966 47705	73912 76483 17139	71612 73792 15398	69332 71086 13625 51824	67051 68268 11460 53197	64768 65624 10236 54569	62481 62955 8271 55942	60197 60216 6108 57315	57913 57506 4831 58687	55629 54796 2887	53345 51987 826 61433
11260 11263 11264 11267	Engineering Support Support HR HR	Travel Software Call Center Recruiting Events Meetups	87942 92622 27416 41696	85224 90005 26554 41696 61225	82469 87556 24330 42558 68994	81005 84522 22338 45448	78428 81917 20785 46257	76178 79206 18966 47705	73912 76483 17139 49150	71612 73792 15398 50452	69332 71086 13625 51824	67051 68268 11460 53197 100800	64768 65624 10236 54569 106866	62481 62955 8271 55942	60197 60216 6108 57315	57913 57506 4831 58687	55629 54796 2887 60060	53345 51987 826 61433
11260 11263 11264 11267 11268	Engineering Support Support HR	Travel Software Call Center Recruiting Events Meetups	87942 92622 27416 41696 60285	85224 90005 26554 41696 61225	82469 87556 24330 42558 68994	81005 84522 22338 45448 72410	78428 81917 20785 46257 76706	76178 79206 18966 47705 80731	73912 76483 17139 49150 87090	71612 73792 15398 50452 90876	69332 71086 13625 51824 96948	67051 68268 11460 53197 100800	64768 65624 10236 54569 106866	62481 62955 8271 55942 111036	60197 60216 6108 57315 117073	57913 57506 4831 58687 120138	55629 54796 2887 60060	53345 51987 826 61433 131086
11260 11263 11264 11267 11268	Engineering Support Support HR HR Case 3. Wors	Travel Software Call Center Recruiting Events Meetups	87942 92622 27416 41696 60285	85224 90005 26554 41696 61225	82469 87556 24330 42558 68994 uals Nov-24	81005 84522 22338 45448 72410 Dec-24	78428 81917 20785 46257 76706	76178 79206 18966 47705 80731	73912 76483 17139 49150 87090	71612 73792 15398 50452 90876	69332 71086 13625 51824 96948	67051 68268 11460 53197 100800	64768 65624 10236 54569 106866	62481 62955 8271 55942 111036	60197 60216 6108 57315 117073	57913 57506 4831 58687 120138	55629 54796 2887 60060 126917	53345 51987 826 61433 131086
11260 11263 11264 11267 11268	Engineering Support Support HR HR Department	Travel Software Call Center Recruiting Events Meetups st Case Description	87942 92622 27416 41696 60285 Sep-24 22992	85224 90005 26554 41696 61225 Act Oct-24	82469 87556 24330 42558 68994 uals Nov-24	81005 84522 22338 45448 72410 Dec-24	78428 81917 20785 46257 76706	76178 79206 18966 47705 80731 Feb-25	73912 76483 17139 49150 87090	71612 73792 15398 50452 90876 Apr-25	69332 71086 13625 51824 96948 May-25	67051 68268 11460 53197 100800 Foree Jun-25	64768 65624 10236 54569 106866 cast Jul-25	62481 62955 8271 55942 111036 Aug-25	60197 60216 6108 57315 117073	57913 57506 4831 58687 120138 Oct-25	55629 54796 2887 60060 126917 Nov-25	53345 51987 826 61433 131086
11260 11263 11264 11267 11268 Account#	Engineering Support Support HR HR Department Marketing	Travel Software Call Center Recruiting Events Meetups st Case Description Paid Ads	87942 92622 27416 41696 60285 Sep-24 22992 53326	85224 90005 26554 41696 61225 Act Oct-24 24001	82469 87556 24330 42558 68994 uals Nov-24 26558	81005 84522 22338 45448 72410 Dec-24 25446	78428 81917 20785 46257 76706 Jan-25 18802	76178 79206 18966 47705 80731 Feb-25 18846	73912 76483 17139 49150 87090 Mar-25 19992	71612 73792 15398 50452 90876 Apr-25 19951	69332 71086 13625 51824 96948 May-25 21071	67051 68268 11460 53197 100800 Fored Jun-25 21078	64768 65624 10236 54569 106866 cast Jul-25 22171	62481 62955 8271 55942 111036 Aug-25 22178	60197 60216 6108 57315 117073 Sep-25 23269	57913 57506 4831 58687 120138 Oct-25 23276	55629 54796 2887 60060 126917 Nov-25 24365	53345 51987 826 61433 131086 Dec-25 24372
11260 11263 11264 11267 11268 Account# 11256 11257	Engineering Support Support HR HR Ore HR Word	Travel Software Call Center Recruiting Events Meetups st Case Description Paid Ads Influencers	87942 92622 27416 41696 60285 Sep-24 22992 53326 35888	85224 90005 26554 41696 61225 Act Oct-24 24001 54223	82469 87556 24330 42558 68994 uals Nov-24 26558 51000	81005 84522 22338 45448 72410 Dec-24 25446 50000 40000	78428 81917 20785 46257 76706 Jan-25 18802 34201	76178 79206 18966 47705 80731 Feb-25 18846 33310	73912 76483 17139 49150 87090 Mar-25 19992 32091	71612 73792 15398 50452 90876 Apr-25 19951 31214	69332 71086 13625 51824 96948 May-25 21071 30010	67051 68268 11460 53197 100800 Fored Jun-25 21078 29162	64768 65624 10236 54569 106866 cast Jul-25 22171 27791	62481 62955 8271 55942 111036 Aug-25 22178 26969	60197 60216 6108 57315 117073 Sep-25 23269 25628	57913 57506 4831 58687 120138 Oct-25 23276 24769	55629 54796 2887 60060 126917 Nov-25 24365 23566	53345 51987 826 61433 131086 Dec-25 24372 22623
11260 11263 11264 11267 11268 Account# 11256 11257 11259	Engineering Support Support HR HR Order Case 3. Word Department Marketing Marketing Engineering	Travel Software Call Center Recruiting Events Meetups st Case Description Paid Ads Influencers Consulting	87942 92622 27416 41696 60285 Sep-24 22992 53326 35888 87942	85224 90005 26554 41696 61225 Act Oct-24 24001 54223 36880	82469 87556 24330 42558 68994 uals Nov-24 26558 51000 37995 82469	81005 84522 22338 45448 72410 Dec-24 25446 50000 40000 81005	78428 81917 20785 46257 76706 Jan-25 18802 34201 53539	76178 79206 18966 47705 80731 Feb-25 18846 33310 55398 99031	73912 76483 17139 49150 87090 Mar-25 19992 32091 57247	71612 73792 15398 50452 90876 Apr-25 19951 31214 59038	69332 71086 13625 51824 96948 May-25 21071 30010 60859	67051 68268 11460 53197 100800 Forec Jun-25 21078 29162 62680	64768 65624 10236 54569 106866 cast Jul-25 22171 27791 64501	62481 62955 8271 55942 111036 Aug-25 22178 26969 66322	60197 60216 6108 57315 117073 Sep-25 23269 25628 68143	57913 57506 4831 58687 120138 Oct-25 23276 24769 69965	55629 54796 2887 60060 126917 Nov-25 24365 23566 71786	53345 51987 826 61433 131086 Dec-25 24372 22623 73607
11260 11263 11264 11267 11268 Account# 11256 11257 11259 11260	Engineering Support Support HR HR Ocase 3. Wors Department Marketing Marketing Engineering Engineering	Travel Software Call Center Recruiting Events Meetups st Case Description Paid Ads Influencers Consulting Travel	87942 92622 27416 41696 60285 Sep-24 22992 53326 35888 87942 92622	85224 90005 26554 41696 61225 Act Oct-24 24001 54223 36880 85224	82469 87556 24330 42558 68994 uals Nov-24 26558 51000 37995 82469	81005 84522 22338 45448 72410 Dec-24 25446 50000 40000 81005	78428 81917 20785 46257 76706 Jan-25 18802 34201 53539 101956	76178 79206 18966 47705 80731 Feb-25 18846 33310 55398 99031	73912 76483 17139 49150 87090 Mar-25 19992 32091 57247 96086	71612 73792 15398 50452 90876 Apr-25 19951 31214 59038 93095	69332 71086 13625 51824 96948 May-25 21071 30010 60859 90131	67051 68268 11460 53197 100800 Fored Jun-25 21078 29162 62680 87166	64768 65624 10236 54569 106866 cast Jul-25 22171 27791 64501 84199	62481 62955 8271 55942 111036 Aug-25 22178 26969 66322 81225	60197 60216 6108 57315 117073 Sep-25 23269 25628 68143 78256	57913 57506 4831 58687 120138 Oct-25 23276 24769 69965 75286	55629 54796 2887 60060 126917 Nov-25 24365 23566 71786 72317	53345 51987 826 61433 131086 Dec-25 24372 22623 73607 69348
11260 11263 11264 11267 11268 Account# 11256 11257 11259 11260 11263	Engineering Support Support HR HR Ocase 3. Wors Department Marketing Marketing Engineering Engineering Support	Travel Software Call Center Recruiting Events Meetups st Case Description Paid Ads Influencers Consulting Travel Software	87942 92622 27416 41696 60285 Sep-24 22992 53326 35888 87942 92622 27416	85224 90005 26554 41696 61225 Act Oct-24 24001 54223 36880 85224 90005	82469 87556 24330 42558 68994 uals Nov-24 26558 51000 37995 82469 87556	81005 84522 22338 45448 72410 Dec-24 25446 50000 40000 81005 84522	78428 81917 20785 46257 76706 Jan-25 18802 34201 53539 101956 106492	76178 79206 18966 47705 80731 Feb-25 18846 33310 55398 99031 102968	73912 76483 17139 49150 87090 Mar-25 19992 32091 57247 96086 99428	71612 73792 15398 50452 90876 Apr-25 19951 31214 59038 93095 95930	69332 71086 13625 51824 96948 May-25 21071 30010 60859 90131 92412	67051 68268 11460 53197 100800 Fore Jun-25 21078 29162 62680 87166 88748	64768 65624 10236 54569 106866 cast Jul-25 22171 27791 64501 84199 85311	62481 62955 8271 55942 111036 Aug-25 22178 26969 66322 81225 81842	60197 60216 6108 57315 117073 Sep-25 23269 25628 68143 78256 78281	57913 57506 4831 58687 120138 Oct-25 23276 24769 69965 75286 74758	55629 54796 2887 60060 126917 Nov-25 24365 23566 71786 72317 71235	53345 51987 826 61433 131086 Dec-25 24372 22623 73607 69348 67584

Operating Expenses Sce	nario		3									
				lucomo Chol	have such Fav							
In USD	Jan-25	Feb-25	Mar-25	Income Stat Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
Revenue	492926	485051	484372	475834	475054	600869	597538	587804	584809	574611	573262	562064
COGS	147878	145515	145311	142750	142516	180261	179261	176341	175443	172383	171979	168619
Gross Profit	345048	339536	339060	333084	332538	420608	418277	411463	409366	402227	401283	393445
Operating Expenses												
Marketing	53003	52156	52083	51165	51081	50240	49961	49148	48897	48044	47932	46995
Engineering	155495	154429	153333	152134	150990	149846	148700	147547	146399	145251	144103	142955
Support	133512	127625	121709	115948	110125	103646	98617	92594	86222	81038	74988	68657
HR	159851	166967	177112	183726	193404	200196	209866	217071	226703	232474	243070	250275
Total Operating Expenses, Net	501862	501177	504237	502973	505600	503927	507144	506360	508221	506807	510093	508883
Operating Income	-156813	-161641	-165177	-169889	-173062	-83319	-88868	-94897	-98855	-104580	-108809	-115438
Other Income/Expenses	3697	3638	3633	3569	3563	4507	4482	4409	4386	4310	4299	4215
Pre-Tax Income	-160510	-165279	-168810	-173458	-176625	-87826	-93349	-99306	-103241	-108889	-113109	-119654
Taxes	0	0	0	0	0	0	0	0	0	0	0	0
Net Income	-160510	-165279	-168810	-173458	-176625	-87826	-93349	-99306	-103241	-108889	-113109	-119654
Assumptions												
Revenue												
Customer Acquisition Cost	30	30	30	30	30	25	25	25	25	25	25	25
Price	279	279	279	279	279	299	299	299	299	299	299	299
11.25. 6.14	4767	4720	4726	4705	4702	2010	4000	1000	4056	4022	4047	4000
Units Sold	1767	1739	1736	1705	1703	2010	1998	1966	1956	1922	1917	1880
Revenue	492926	485051	484372	475834	475054	600869	597538	587804	584809	574611	573262	562064
Other												
COGS % of Revenue	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
			145311	142750	142516	180261	179261	176341	175443	172383	171979	168619
COGS	147878	145515	145311	142750	142516	180261	179261	176341	175443	172383	171979	168619
			145311 2.50%	142750 2.50%	142516 2.50%	180261 2.50%	179261 2.50%	176341 2.50%	175443 2.50%	172383 2.50%	171979 2.50%	168619 2.50%
COGS	147878	145515										
COGS Other Income/Expense, Net % of COGS	147878 2.50%	145515 2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%