

Financial Summary (amount in lacs)								
Figures in Rs. Lacs	Revenue (For the year)	Revenue (Cumulative)	Operating Expenses (Cumulative)	One-time exp (CapEx etc.) (Cumulative)	Difference (net cash-flow)	EBIDTA (FTY)	Net Profit after tax (FTY)	Profit %age (Net profit / Revenue)
Year 1	37.70	37.70	137.86	10.81	(110.97)	(100.16)	(104.70)	NA
Year 2	358.74	396.44	519.93	34.40	(157.89)	(23.33)	(29.97)	NA
Year 3	918.42	1,314.86	1,213.11	57.71	44.04	269.37	216.64	24%
Year 4	1,628.23	2,943.09	2,398.83	78.74	465.52	677.51	436.43	27%
Year 5	2,592.63	5,535.72	4,197.50	99.59	1,238.63	1,218.18	787.83	30%

Cumulative Cash-flow statement (amount in lacs)				
Figures in Rs. Lacs	Income	Revenue expenses	One-time expenses (CapEx & Deposits)	Difference (nett cash-flow)
Year 1	37.70	137.86	10.81	(110.97)
Year 2	396.44	519.93	34.40	(157.89)
Year 3	1,314.86	1,213.11	57.71	44.04
Year 4	2,943.09	2,398.83	78.74	465.52
Year 5	5,535.72	4,197.50	99.59	1,238.63

Breakup of expenses (amount in lacs)										
Figures in Rs. Lacs		Year 1	Year 2		Year 3		Year 4		Year 5	
		FTY	FTY	Cum've	FTY	Cum've	FTY	Cum've	FTY	Cum've
Sales & Marketing	Amt	60.29	183.42	243.71	321.03	564.74	499.76	1064.50	752.24	1816.75
	%	44%	48%	47%	49%	48%	53%	50%	55%	52%
Development	Amt	34.55	79.29	113.84	103.95	217.79	125.93	343.72	144.82	488.54
	%	25%	21%	22%	16%	19%	13%	16%	11%	14%
Tech support	Amt	2.4	15.70	18.10	41.86	59.95	84.18	144.14	150.33	294.46
	%	2%	4%	3%	6%	5%	9%	7%	11%	8%
Mgmt	Amt	15.45	37.56	53.01	60.27	113.28	73.85	187.13	106.22	293.35
	%	11%	10%	10%	9%	10%	8%	9%	8%	8%
Other expenses	Amt	25.17	66.10	91.27	121.95	213.21	167.00	380.21	220.85	601.06
	%	18%	17%	18%	19%	18%	18%	18%	16%	17%
Grand Total	Amt	137.86	382.07	519.93	649.05	1168.98	950.72	2119.70	1374.45	3494.15

Income breakup (amount in lacs)												
Figures in Rs. Lacs		Direct Sales		TPD		TA Services		Booking services		Gifting		Totals
		Amount	% to total	Amount	% to total	Amount	% to total	Amount	% to total	Amount	% to total	
Year 1	FTY	21.00	56%	11.20	30%	5.50	15%	-	0%	-	0%	37.70
Year 2	FTY	119.41	33%	94.86	26%	40.30	11%	19.15	5%	85.02	24%	358.74
	Cum've	140.41	35%	106.06	27%	45.80	12%	19.15	5%	85.02	21%	396.44
Year 3	FTY	268.18	29%	231.61	25%	70.30	8%	62.91	7%	285.44	31%	918.42
	Cum've	408.59	31%	337.66	26%	116.10	9%	82.06	6%	370.45	28%	1,314.86
Year 4	FTY	464.42	29%	435.33	27%	103.80	6%	110.73	7%	513.95	32%	1,628.23
	Cum've	873.01	30%	772.99	26%	219.90	7%	192.79	7%	884.40	30%	2,943.09
Year 5	FTY	714.21	28%	742.48	29%	139.80	5%	173.22	7%	822.91	32%	2,592.63
	Cum've	1,587.22	29%	1,515.47	27%	359.70	6%	366.02	7%	1,707.31	31%	5,535.72

Investment sought

Investment sought is Rs. 2.50 crores, which will be used for operating expenses, mainly for salaries for personnel to be used in marketing/sales and product development during the first 1 ½ years when the expenses will be higher than the revenue generated. From the third year onwards, as per our projections, the company starts showing significant profits as seen from the table above.