## Final Income Statements - Capital Efficient

	Year 1		Year 2		Year 3		Ye	Year 4		Year 5	
Revenue	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	
Gross sales (000s) commission	\$100		\$150		\$250		\$600		\$1,000		
Less sales returns and allowand	ces										
Net sales	\$100	100%	\$150	100%	\$250	100%	\$600	100%	\$1,000	100%	
Cost of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	
Beginning inventory	\$0										
Plus goods purchased/manufac											
Total goods available	\$0										
Less ending inventory	0										
Total cost of goods sold	\$0										
Gross profit (loss)	\$100		\$150		\$250		\$600		\$1,000		
Operating Expenses	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	
Selling											
Salaries and wages	\$30		\$30		\$35	i i	\$40		\$50		
Commissions											
Advertising	\$50		\$10		\$25		\$40		\$60		
Total selling expenses	\$80		\$40		\$60	)	\$80		\$110		
General/Administrative											
Salaries and wages	\$90		\$90		\$90		\$90		\$90		
Employee benefits	\$0		\$0		\$0		\$0		\$0		
Payroll taxes		0%									
Insurance	\$1		\$1		\$3		\$3		\$3		
Rent											
Utilities											
Depreciation and amortization											
Office supplies	\$1		\$1		\$1		\$1		\$1		
Travel and entertainment	\$0		\$0		\$0		\$0		\$0		
Postage	\$0		\$0		\$0		\$0		\$0		
Equipment maintenance and re	\$1		\$1		\$1		\$1		\$1		
Interest											
Equipment (servers)	\$20		\$0		\$0		\$0		\$0		
Database mainance	\$1		\$1		\$2		\$4		\$8		
Product Development	\$0		\$0		\$0		\$0		\$0		
Total General/Administrative ex	\$114		\$94		\$95	5	\$95		\$95		
Total operating expenses	\$194		\$134		\$155	5	\$175		\$205		
Net income before taxes	(\$94)		\$16		\$95		\$425		\$795		
Taxes on income	\$35	5	\$53		\$88	3	\$210		\$350		
Net income after taxes	(\$129)		(\$37)		\$8		\$215		\$445		
Extraordinary gain or loss											
Income tax on extraordinary ga	in										
Net Income (Loss)	(\$129)		(\$37)		\$8		\$215		\$445		
working capital (beginning of th	\$150		\$21		(\$16	)	(\$8)		\$207		
Fixed Assets											
Investor IRR%											
Investor percent of company %											

## Final Income Statements - Capital Intensive

	Year 1		Year 2		Year 3		Year 4		Year 4	
	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales
Gross sales (000s) commission	\$150		\$300		\$600		\$1,200		\$2,400	
Design Consulting	\$50		\$75		\$100		\$150		\$300	
Net sales	\$200	100%	\$375	100%	\$700	100%	\$1,350	100%	\$2,700	100%
Cost of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales
Beginning inventory	\$0									
Plus goods purchased/manufactured	0									
otal goods available	\$0									
ess ending inventory	0									
Fotal cost of goods sold	\$0									
Gross profit (loss)	\$200		\$375		\$700		\$1,350		\$2,700	
Operating Expenses	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales	Amount	% of Sales
Selling										
Salaries and wages	\$50		\$50		\$100		\$100		\$100	
Commissions										
Advertising	\$100		\$100		\$100					
Depreciation										
Fotal selling expenses	\$150		\$150		\$200	)	\$100		\$100	
General/Administrative										
Salaries and wages	\$100		\$100		\$100		\$100		\$100	
Employee benefits	\$10		\$10		\$10		\$10		\$10	
Payroll taxes		0%								
nsurance	\$10		\$10		\$10	)	\$10		\$10	
Rent	\$10		\$10		\$10	)	\$10		\$10	
Jtilities										
Depreciation and amortization										
Office supplies	\$5		\$5		\$5	5	\$5		\$5	
Fravel and entertainment										
Postage										
Equipment maintenance and rental	\$10		\$10		\$10	)	\$10		\$10	
nterest	1		T.				, ,			
Equipment (servers)	\$50		\$20		\$30		\$50		\$100	
Database maintenance	\$10		\$10		\$15		\$30		\$30	
Product Development	\$50		\$50		\$100		\$200		\$250	
otal General/Administrative expenses	\$255		\$225		\$290		\$425		\$525	
otal operating expenses	\$405		\$375		\$490		\$525		\$625	
Net income before taxes	(\$205)		\$0		\$210		\$825		\$2,075	
axes on income	\$70		\$131		\$245	5	\$473		\$945	
Net income after taxes	(\$275)		(\$131)		(\$35)		\$353		\$1,130	
extraordinary gain or loss										
ncome tax on extraordinary gain										
Net Income (000s)	(\$275)		(\$131)		(\$35)		\$353		\$1,130	
Pre-yr Working Capital (How much we need			\$225.00		\$93.75	5	\$58.75		\$411.25	
Fixed Assets	ψ500.00		Ψ223.00	<u>'                                     </u>	ψ93.73	,	ψ36.73		ψ+11.20	
nvestor IRR%	-27.50%		-13.13%		-3.50%		35.25%		113.00%	
nvestor IRR% nvestor percent of company %	50.00%		50.00%		50.00%		50.00%		50.00%	