

Final Income Statements - Capital Efficient

[illegible]

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									
<i>Plus goods purchased/manufactured</i>	0									
Total goods available	\$0									
<i>Less ending inventory</i>	0									
Total 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										
Total 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%								
Insurance	\$10		\$10		\$10		\$10		\$10	
Rent	\$10		\$10		\$10		\$10		\$10	
Utilities										
Depreciation and amortization										
Office supplies	\$5		\$5		\$5		\$5		\$5	
Travel and entertainment										
Postage										
Equipment maintenance and rental	\$10		\$10		\$10		\$10		\$10	
Interest										
Equipment (servers)	\$50		\$20		\$30		\$50		\$100	
Database maintenance	\$10		\$10		\$15		\$30		\$30	
Product Development	\$50		\$50		\$100		\$200		\$250	
Total General/Administrative expenses	\$255		\$225		\$290		\$425		\$525	
Total operating expenses	\$405		\$375		\$490		\$525		\$625	
Net income before taxes	(\$205)		\$0		\$210		\$825		\$2,075	
Taxes on income	\$70		\$131		\$245		\$473		\$945	
Net income after taxes	(\$275)		(\$131)		(\$35)		\$353		\$1,130	
Extraordinary gain or loss										
Income tax on extraordinary gain										
Net Income (000s)	(\$275)		(\$131)		(\$35)		\$353		\$1,130	
Pre-yr Working Capital (How much we need	\$500.00		\$225.00		\$93.75		\$58.75		\$411.25	
Fixed Assets										
Investor IRR%	-27.50%		-13.13%		-3.50%		35.25%		113.00%	
Investor percent of company %	50.00%		50.00%		50.00%		50.00%		50.00%	