

**Apex Engineering**  
**Financial Projections (Pro-forma)**  
**Fiscal Years 2024-2026**

*Amounts in thousands of dollars unless noted*  
**FY2024                      FY2025                      FY2026**

**Revenue from Operations:**

Gross Sales	\$	-	\$	3,050	\$	14,600
Less: Sales Returns and Allowances	\$	-	\$	20	\$	100
<b>Net Sales</b>	\$	-	\$	3,030	\$	14,500

**Gross Sales by Reporting Category**

Espresso Machine	\$	-	\$	3,000	\$	4,000
Vending Machine	\$	-	\$	-	\$	10,500
Maintenance Program	\$	-	\$	50	\$	100

**Cost of Goods Sold (Variable Costs):**

Direct Labor	\$	-	\$	717.00	\$	1,321.00
Direct Materials	\$	-	\$	1,845.00	\$	3,597.50
Cost of Sales (Commissions)	\$	-	\$	-	\$	262.50
<b>Cost of Goods Sold</b>	\$	-	\$	2,562.00	\$	5,181.00

**Gross Profit (Loss)**

Gross Margin (%)	\$	-	\$	468.00	\$	9,319.00
		#DIV/0!		16.00%		64.51%

**Expenses (Fixed Costs):**

Advertising	\$	10.0	\$	50.0	\$	100.0
Bad Debts	\$	-	\$	76.3	\$	365.0
Cloud and Technology	\$	4.0	\$	5.0	\$	8.5
Contract Labor	\$	100.0	\$	364.0	\$	105.0
Credit Card Fees	\$	-	\$	97.0	\$	464.0
Delivery Expenses	\$	-	\$	9.5	\$	31.6
Depreciation	\$	-	\$	8.9	\$	25.7
Dues and Subscriptions	\$	8.0	\$	11.5	\$	15.0
Insurance	\$	2.8	\$	3.8	\$	3.8
Maintenance	\$	-	\$	2.1	\$	6.4
Miscellaneous	\$	4.5	\$	6.5	\$	8.5
Office Expenses	\$	5.9	\$	10.8	\$	19.7
Operating Supplies	\$	-	\$	71.5	\$	143.1
Payroll Taxes	\$	4.6	\$	19.1	\$	76.5
Permits and Licenses	\$	9.5	\$	9.5	\$	25.6
Postage	\$	3.2	\$	9.6	\$	9.6
PR Agency & Influencer Marketing	\$	10.0	\$	20.0	\$	50.0
Professional Fees	\$	12.0	\$	14.0	\$	6.0
Rent	\$	-	\$	-	\$	82.2
Research and Development	\$	36.1	\$	37.2	\$	66.6
Telephone	\$	0.7	\$	0.7	\$	0.7
Tradeshows	\$	-	\$	100.0	\$	100.0
Travel (not including Trade Shows)	\$	10.0	\$	20.0	\$	50.0
Utilities	\$	5.5	\$	5.5	\$	20.9
Vehicle Expenses	\$	20.5	\$	20.5	\$	20.5
Wages (non-contract labor)	\$	60.0	\$	250.0	\$	1,000.0
<b>Total Expenses</b>	\$	307.1	\$	1,222.8	\$	2,804.6

**Research and Development Expenses by Reporting Category**

3D Printing and Fabrication	\$	5.70	\$	11.40	\$	13.76
External Fabrication	\$	0.24	\$	1.20	\$	3.60
Testing and Quality Assurance	\$	13.50	\$	17.50	\$	20.40
Design Software Licenses	\$	9.56	\$	-	\$	13.78
Individual Components	\$	7.06	\$	7.06	\$	15.05

<b>Net Operating Income</b>	\$	(307.1)	\$	(754.8)	\$	6,514.4
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**Other Income:**

Gain (Loss) on Sale of Assets	\$	-	\$	-	\$	-
Interest Income	\$	-	\$	-	\$	-
<b>Total Other Income</b>	\$	-	\$	-	\$	-

**Net Income (Loss)**

	\$	(307.1)	\$	(754.8)	\$	6,514.4
<b>Net Margin (%)</b>		#DIV/0!		-24.75%		44.62%