INTERNAL COST & PROFIT WORKSHEETS

All 5 Current Projects

CONFIDENTIAL - DO NOT SHARE EXTERNALLY

Pricing Policy

- **Markup:** 40% over cost

- **Unit Price = Unit Cost × 1.40**

- **Extended Cost = Unit Cost × Qty**

- **Extended Price = Unit Price × Qty**

- **Gross Profit = Extended Price − Extended Cost**

- **Margin % = Gross Profit ÷ Extended Price**

QUOTATION 1: Apartment Complex (200 LNG Meters)

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UX	Smart Ultrasonic Gas Meter DN25-DN50	200	71.43	100.00	14,286	20,000	5,714	28.57%
UC300-868	RS485 Controller (EU868)	200	62.86	88.00	12,572	17,600	5,028	28.57%
RAK7289CV2	LoRaWAN Gateway (IP67, LTE)	20	535.00	749.00	10,700	14,980	4,280	28.57%
RAK Antenna	3 dBi Outdoor Antenna	20	35.71	50.00	714	1,000	286	28.57%
MDP Software	Meter Data Platform (200 endpoints)	1	32,143	45,000	32,143	45,000	12,857	28.57%
TOTALS					**70,415**	**98,580**	**28,165**	**28.57%**

QUOTATION 2: Factory (4 O_2 + 54 H_2 Meters)

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UZ O_2	Smart Meter DN25-DN80, O_2-clean	4	117.86	165.00	471	660	189	28.57%
TimeWave LCQ UZ H_2	Smart Meter DN25-DN80, H_2-compatible	54	125.00	175.00	6,750	9,450	2,700	28.57%
UC501-868	Analog Controller (4-20mA, EU868)	58	77.14	108.00	4,474	6,264	1,790	28.57%
UG56-L08GL	LoRaWAN Gateway (Indoor, IP30)	6	116.43	163.00	699	978	279	28.57%
RAK Antenna Indoor	3 dBi Indoor Antenna	6	25.00	35.00	150	210	60	28.57%
MDP Software Industrial	Process Control + H_2 Safety License	1	27,143	38,000	27,143	38,000	10,857	28.57%
TOTALS					**39,687**	**55,562**	**15,875**	**28.57%**

QUOTATION 3: Tanks and Trucks (5 H_2 + 5 N_2 Meters)

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UZ H_2	Smart Meter DN40-DN100, H_2, Custody Transfer	5	139.29	195.00	696	975	279	28.57%
TimeWave LCQ UZ N_2	Smart Meter DN40-DN100, Industrial Grade	5	125.00	175.00	625	875	250	28.57%
UC501-868 Pulse	Analog Controller with Pulse Output	10	84.29	118.00	843	1,180	337	28.57%
RAK7289CV2	LoRaWAN Gateway (IP67, LTE)	2	535.00	749.00	1,070	1,498	428	28.57%

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
RAK Antenna	3 dBi Outdoor Antenna	2	35.71	50.00	71	100	29	28.57%
MDP Software Logistics	Loading Management + Custody Transfer	1	22,857	32,000	22,857	32,000	9,143	28.57%
TOTALS					**26,162**	**36,628**	**10,466**	**28.57%**

QUOTATION 4: Apartment Site 2 (50 Meters)

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UX	Smart Ultrasonic Gas Meter DN25-DN50	50	71.43	100.00	3,572	5,000	1,428	28.57%
UC300-868	RS485 Controller (EU868)	50	62.86	88.00	3,143	4,400	1,257	28.57%
RAK7289CV2	LoRaWAN Gateway (IP67, LTE)	5	535.00	749.00	2,675	3,745	1,070	28.57%
RAK Antenna	3 dBi Outdoor Antenna	5	35.71	50.00	179	250	71	28.57%
MDP Software	Meter Data Platform (50 endpoints)	1	20,000	28,000	20,000	28,000	8,000	28.57%
TOTALS					**29,569**	**41,395**	**11,826**	**28.57%**

QUOTATION 5: Warehouse Development (15 LNG Meters)

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UZ Warehouse	Smart Meter DN40-DN150 Distribution	10	132.14	185.00	1,321	1,850	529	28.57%

Item	Description	Qty	Unit Cost (USD)	Unit Price (USD)	Ext. Cost (USD)	Ext. Price (USD)	Gross Profit (USD)	Margin %
TimeWave LCQ UZ Loading	Smart Meter DN80-DN100 Custody Transfer	5	150.00	210.00	750	1,050	300	28.57%
UC501-868	Analog Controller (4-20mA, EU868)	10	77.14	108.00	771	1,080	309	28.57%
UC501-868 Pulse	Analog Controller with Pulse Output	5	84.29	118.00	421	590	169	28.57%
RAK7289CV2	LoRaWAN Gateway (IP67, LTE)	3	535.00	749.00	1,605	2,247	642	28.57%
RAK Antenna	3 dBi Outdoor Antenna	3	35.71	50.00	107	150	43	28.57%
MDP Software Warehouse	SCADA + Loading Management	1	25,714	36,000	25,714	36,000	10,286	28.57%
TOTALS					**30,689**	**42,967**	**12,278**	**28.57%**

SUMMARY - ALL 5 PROJECTS

Project	Total Ext. Cost (USD)	Total Ext. Price (USD)	Gross Profit (USD)	Margin %
1. Apartment Complex (200)	70,415	98,580	28,165	28.57%
2. Factory (O_2 + H_2)	39,687	55,562	15,875	28.57%
3. Tanks & Trucks	26,162	36,628	10,466	28.57%
4. Apartment Site 2 (50)	29,569	41,395	11,826	28.57%
5. Warehouse Development	30,689	42,967	12,278	28.57%
GRAND TOTAL	**196,522**	**275,132**	**78,610**	**28.57%**

KEY UNIT COSTS REFERENCE

Most Common Items:

- TimeWave LCQ UX (DN25-DN50, ≤0.1 MPa): **$71.43** → Sells at $100.00

- TimeWave LCQ UZ (DN40-DN150, ≤0.5 MPa): **$132.14** → Sells at $185.00

- UC300-868 RS485 Controller: **$62.86** → Sells at $88.00

- UC501-868 Analog Controller: **$77.14** → Sells at $108.00

- UC501-868 with Pulse: **$84.29** → Sells at $118.00

- RAK7289CV2 Gateway: **$535.00** → Sells at $749.00

- UG56-L08GL Gateway: **$116.43** → Sells at $163.00

- RAK Outdoor Antenna: **$35.71** → Sells at $50.00

- RAK Indoor Antenna: **$25.00** → Sells at $35.00

Software Platform (varies by scale):

- 50 endpoints: **$20,000** → Sells at $28,000

- 200 endpoints: **$32,143** → Sells at $45,000

- Industrial/Logistics editions: **$22,857-$27,143** → Sells at $32,000-$38,000

NOTE: This document is strictly confidential and for internal use only. The 40% markup (28.57% margin) is consistent across all items and projects.