⬡ NEXUS DIGITAL SOLUTIONS INC

Profit and Loss Statement
April 8, 2024 - November 30, 2024 (8 months since inception)

> ⚠ **STARTUP STATUS:** This company has been operating for only 8 months. Financial data reflects partial year only. No prior year comparison available.

Account	YTD 2024 (8 months)	Annualized Projection
REVENUE		
SaaS Subscription Revenue	$58,400.00	$87,600.00
Enterprise Pilot Programs	$12,000.00	$18,000.00
Consulting Services	$8,500.00	$12,750.00
TOTAL REVENUE	**$78,900.00**	**$118,350.00 (Below $100K minimum)**
COST OF GOODS SOLD		
Cloud Infrastructure (AWS/ Vercel)	$38,400.00	$57,600.00
Third-party APIs (OpenAI, etc.)	$18,500.00	$27,750.00
TOTAL COGS	**$56,900.00**	**$85,350.00**
GROSS PROFIT	**$22,000.00**	**$33,000.00**
Gross Profit Margin	27.9%	*(Very low for SaaS)*
OPERATING EXPENSES		
Salaries (Founder + 1 Engineer)	$96,000.00	$144,000.00
Contractor/Freelance	$12,000.00	$18,000.00
Office/Coworking Space	$14,400.00	$21,600.00
Software Subscriptions	$6,400.00	$9,600.00
Marketing & Advertising	$15,200.00	$22,800.00
Legal & Professional	$8,500.00	$12,750.00
Insurance	$2,400.00	$3,600.00
Travel & Conferences	$4,800.00	$7,200.00
TOTAL OPERATING EXPENSES	**$159,700.00**	**$239,550.00**

NET LOSS	($137,700.00)	($206,550.00)
Burn Rate (Monthly)		~$17,200/month

Critical Issues for Loan Eligibility

- x **Time in Business:** Only 8 months (minimum required: 2 years)
- x **Annual Revenue:** $78,900 YTD / ~$118K annualized (minimum required: $100K) - BORDERLINE
- x **Profitability:** Operating at significant loss (-$137,700)
- x **Cash Flow:** Negative monthly cash flow, requires founder injections
- x **Cash Reserves:** Only ~$6,000 in bank (runway: <2 weeks without funding)

Loan Request

Seeking $100,000 for product development and sales team expansion.

Mitigating Factors

- Founder has strong tech background (ex-Google engineer)
- Growing MRR: $3,200 → $7,300 over 6 months (128% growth)
- 2 enterprise pilots in progress
- Founder willing to provide personal guarantee