



BUSINESS PLAN

IZI'MARKET®

Nothing Serves To Run

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Main parameters

24/05/18

CONVIVENDO S.A (IZIMARKET)

Nom de la société : **CONVIVENDO S.A**
 Début des prévisions : **01/01/19**
 Date du jour : 24/05/18
 Premier exercice (Année 1) : **2019**

Default currency:
 Figures in K€ (thousands of Euros)
 or in € (Euros)

Range of Products sold and/or services sold :

Line 1 : **PUBLICITY HYPERMARCHE**
 Line 2 : **PUBLICITY SUPERMARCHE**
 Line 3 : **PUBLICITY MARCHE**
 Line 4 : **PUBLICITY SUPERETTE**
 Line 5 : **PUBLICITY SUPERMARCHE of DIY (BRICOLAGE)**
 Line 6 : **PUBLICITY HOME APPLIANCE**
 Line 7 : **SALE of DATA for Other FIRM**

Initial workup: ASSETS

Net fixed assets: **0 k€**
 Stocks & work in progress: **0 k€**
 Customers and other receivables : **0 k€**
 Financial Accounts / available: **0 k€**
Total : 0 k€

Initial workup : LIABILITY

Capital : **30 k€**
 Results and reserves: **0 k€**
 Loans and borrowings: **0 k€**
 Trade payables: **0 k€**
 Tax and social liabilities: **0 k€**
 Other payables & accounts of regulating. : **-30 k€**
Total : 0 k€

Working capital requirement) -> deadlines means of settlement of customers and suppliers:

Customers		Suppliers		Stock and in process	
%	Days	%	Days	in % of Sales	
100 %	0	50 %	0	Year 1 :	0,0%
0 %	30	50 %	30	Year 2 :	0,0%
0 %	60	0 %	60	Year 3 :	0,0%
0 %	90	0 %	90	Year 4 :	0,0%
0 %	120	0 %	120	Year 5 :	0,0%
0 %	120	0 %	120	Year 6 :	0,0%

Past workforce :	3	Peoples	VAT rates:	4,0 %		
Turnover exercise n-1 :	0 k€		Tax rate :	18,0 %		
Average discount to distributors:	40,0 %		Rate "taxes & fees"(%):	3,5 %		
Interest rates of borrowings :	2,0 %		Interest rates on placement :	5,0%		
Share of Turnover spent in discount :	0,0 %		Rate charges on discovered :	5,0%		
Annual discount rate practiced :	2,0 %		Duration of the loans :	8 Years		
Average maturity of bills discounted :	1 month		currency used :	€		
	2019	2020	2021	2022	2023	2020
Deleveraging on previous loans:	0	0	0	0	0 k€	0 k€
Remaining amortization past:	0	0	0	0	0 k€	0 k€
Tax credits may be provided for:	0	0	0	0	0 k€	0 k€
Estimate of the firm Impot.	0	147	33 698	101 284	644 208 k€	644 208 k€
Salaries = paid on:	13	Months	Investment for each new hire:			
Charge rate on gross salaries:	13,4 %	(part Firm)	* Furniture & office equipment			2,0 k€
First exercise = on :	16	Months	* Hardware & Software			4,0 k€
Annual charges:						
Rent Real estate :	10,0 k€	The First Year				
Fees post, télécommunication :	1,0 k€	par pers./Year	. Redevances sur brevets			
Buy of consommables :	0,5 k€	par pers./Year	. Travel, Hotel			
Study & documentations :	0,5 k€	par pers./Year	. Missions et receptions			
Assurances spécifiques :	0,2 %	du Turnover	. Recruitment and training			
			0,0 % of CA			
			2,0 k€ /pers./an			
			1,0 k€ /pers./an			
			2,0 % M.Sal.			

PUBLICITY HYPERMARCHÉ		CONVIVENDO S.A (IZIMARKET)					
	2019	2020	2021	2022	2023	2024	% Year
Number of Sales Points Targeted at the start(Europe)	8058	8058	8864	10637	13828	16600	
Turnover (k €)	0,0	9 822	47 454	160 538	477 128	1 002 305	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	9 227	46 636	159 414	475 707	1 000 511	98%
. of which live sales (incl export)	0,0	9 293	45 520	155 707	465 216	981 360	96%
Total volume sold	0	352	1 568	4 874	13 240	25 389	100%
. in Luxembourg	0	22	28	34	40	45	2%
. in Europe (excluding Luxembourg)	0	220	660	1 320	2 640	4 224	42%
. Export (World)	0	110	880	3 520	10 560	21 120	56%
Cumulation of volume sales	0	352	1 920	6 794	20 033	45 423	Units
- of which direct volume	0	237 952	298 568	376 124	440 177	516 368	
- of which direct volume / view and Click advertising	0	8 817 600	29 337 000	69 011 250	158 826 938	279 274 978	
-including total volume per click		8 817 600	29 337 000	69 011 250	158 826 938	279 274 978	
Direct cost of products sold (k €)	0	905	4 373	14 779	43 667	91 174	9%
Cost of direct return of products per click		529	1907	4831	11912	22342	
Gross Margin (k €)	0	8 917	43 080	145 759	433 461	911 131	91%
Gross margin (%)	0%	91%	91%	91%	91%	91%	

PUBLICITY HYPERMARCHÉ		Calculation bases						
Coefficient. cost =		1,00						
. Raw materials (time employed), subcontracting [unit cost]		2 000,0	2 200,0	2 420,0	2 662,0	2 928,2	3 221,0	87%
. Fees and other fees [unit cost]		120,0	120,0	120,0	120,0	120,0	120,0	4%
. Logistics and direct unit costs		250,0	250,0	250,0	250,0	250,0	250,0	9%
Direct unit cost of "Product / Service" (€ HT)		2 370,0	2 570,0	2 790,0	3 032,0	3 298,2	3 591,0	100%
Direct unit price of the product Click Advertising		0,060	0,060	0,065	0,070	0,075	0,080	
Average selling price per unit of product (€ excl. taxes)& by Year :		24 000,0	26 400,0	29 040,0	31 944,0	35 138,4	38 652,2	
Coeff. prix =		1,00						
Volume sold in Luxembourg live		0	22	28	34	40	45	
. Final unit price of the product / service (€ HT)		24 000,0	26 400,0	29 040,0	31 944,0	35 138,4	38 652,2	
Turnover "Direct" realized by the company (k €)		0,0	581	799	1 098	1 389	1 757	2%
Customer Previous (100 First Year & 155 Peoples by Shop other Years)		0	2200	4263	5328	6127	7046	
Volume Sold in Europe (excluding Luxembourg) live		0	220	660	1 320	2 640	4 224	
. Final unit price of the product / service (€ HT)		24 000,0	26 400,0	29 040,0	31 944,0	35 138,4	38 652,2	
Turnover "Direct" realized by the company (k €)		0,0	5 808	19 166	42 166	92 765	163 267	40%
Customer Previous		0	22000	198000	264000	528000	675840	
Volume Sold in Export (outside Europe) live		0	110	880	3 520	10 560	21 120	
. Final unit price of the product / service (€ HT)		24 000,0	26 400,0	29 040,0	31 944,0	35 138,4	38 652,2	
Turnover "Direct" realized by the company (k €)		0,0	2 904	25 555	112 443	371 062	816 335	54%
Customer Previous		0	11000	132000	528000	2112000	5280000	
Previous Customer		Shop*30 Pub on 12 Months by 30 Clic by Pub						
Sales Advertising billed by view and click of the user in Luxembourg		0	237 600	297 000	371 250	426 938	490 978	
. Final unit price of the product / service (€ HT)		0,060	0,060	0,065	0,070	0,075	0,075	
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,075	0,075	
CA "Luxembourg / direct Clic" realized by the company (k €)		0	14	19	26	32	37	0%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%	
Sales Advertising billed by view and click of the user in Europe		0	7 920 000	23 760 000	47 520 000	95 040 000	152 064 000	
. Final unit price of the product / service (€ HT)		0,060	0,060	0,065	0,070	0,075	0,075	
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,075	0,075	
CA "Europe / direct" realized by the company (k €)		0	475	1 544	3 326	7 128	11 405	3%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%	
Sales Advertising billed by view and click of the user for export		0	660 000	5 280 000	21 120 000	63 360 000	126 720 000	
. Final unit price of the product / service (€ HT)		0,060	0,060	0,070	0,070	0,075	0,075	
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,075	0,075	
CA "Export / Direct" realized by the company (k €)		0	40	370	1 478	4 752	9 504	1%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%	

PUBLICITY SUPERMARCHÉ		CONVIVENDO S.A / 23 mai 2018					
	2019	2020	2021	2022	2023	2024	% Year
Number of Sales Points Targeted at the start (Europe)	41494	41494	45643	54772	71204	92565	
Turnover (k €)		10 098	28 653	83 254	317 830	956 193	100%
.. of which sales outside Luxembourg (Europe & Export)		9 526	27 720	82 176	316 618	954 856	97%
.. of which live sales (incl export)		8 870	24 187	56 052	116 693	222 322	84%
Total volume sold	0	448	1 163	2 568	5 091	9 238	100%
.. in Luxembourg	0	28	43	48	51	54	4%
.. in Europe (excluding Luxembourg)	0	280	560	1 120	2 240	3 584	48%
.. Export (World)	0	140	560	1 400	2 800	5 600	48%
Cumulation of volume sales	0	448	1 611	4 179	9 270	18 508	Units
- of which direct volume	0	448	1 163	2 568	5 091	9 238	
- of which direct volume / view and Click advertising	0	20 462 400	65 988 720	388 595 592	2 681 831 683	9 173 379 268	
-including total volume per click		20 462 400	65 988 720	388 595 592	2 681 831 683	9 173 379 268	
Direct cost of products sold (k €)	0	860	2 330	5 364	11 099	21 021	8%
Cost of direct return of products per click		1227,744	4289,2668	27201,69144	201137,3763	733870,3414	
Gross Margin (k €)	0	9 238	26 323	77 890	306 731	935 172	92%
Gross margin (%)	0%	91%	92%	94%	97%	98%	

PUBLICITY SUPERMARCHÉ		Calculation bases					
Coefficient. cost = 1,00							
.. Raw materials (time employed), subcontracting [unit cost]		1 500,0	1 650,0	1 732,5	1 819,1	1 910,1	2 005,6 87%
.. Fees and other fees [unit cost]		120,0	120,0	120,0	120,0	120,0	6%
.. Logistics and direct unit costs		150,0	150,0	150,0	150,0	150,0	7%
Direct unit cost of "Product / Service" (€ HT)		1 770,0	1 920,0	2 002,5	2 089,1	2 180,1	2 275,6 100%
Direct unit price of the product Click Advertising		0,060	0,060	0,065	0,070	0,075	0,080
Average selling price per unit of product (€ excl. taxes) by Year :		18 000,0	19 800,0	20 790,0	21 829,5	22 921,0	24 067,0
Coeff. prix = 1,00							
Volume sold in Luxembourg live		0	28	43	48	51	54
.. Final unit price of the product / service (€ HT)		18 000,0	19 800,0	20 790,0	21 829,5	22 921,0	24 067,0
Turnover "Direct" realized by the company (k €)		0,0	554	902	1 042	1 171	1 291 3%
Customer Previous (100 First Year & 155 Peoples by Shop other Years)		0	2800	6727	7400	7918	8314
Volume Sold In Europe (excluding Luxembourg) live		0	280	560	1 120	2 240	3 584
.. Final unit price of the product / service (€ HT)		18 000,0	19 800,0	20 790,0	21 829,5	22 921,0	24 067,0
Turnover "Direct" realized by the company (k €)		0,0	5 544	11 642	24 449	51 343	86 256 41%
Customer Previous		0	28000	168000	224000	448000	573440
Volume Sold in Export (outside Europe) live		0	140	560	1 400	2 800	5 600
.. Final unit price of the product / service (€ HT)		18 000,0	19 800,0	20 790,0	21 829,5	22 921,0	24 067,0
Turnover "Direct" realized by the company (k €)		0,0	2 772	11 642	30 561	64 179	134 775 41%
Customer Previous		0	14000	84000	210000	560000	1400000
Shop *30 Pub on 12 Months by 30 Clic by Pub							
Sales Advertising billed by view and click of the user in Luxembourg		0	302 400	468 720	515 592	551 683	579 268
.. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,080
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,08	0,08
CA "Luxembourg / direct Clic" realized by the company (k €)		0,0	18,1	30,5	36,1	41,4	46 0%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%
Shop *30 on 12 Months by 100 Clic by Pub							
Sales Advertising billed by view and click of the user in Europe		0	10 080 000	30 240 000	105 840 000	423 360 000	1 270 080 000
.. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,1
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,08	0,1
CA "Europe / direct" realized by the company (k €)		0,0	605	1 966	7 409	31 752	101 606 7%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%
Shop *30 on 12 Months by 200 Clic by Pub							
Sales Advertising billed by view and click of the user for export		0	10 080 000	35 280 000	282 240 000	2 257 920 000	7 902 720 000
.. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,1
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,075	0,08
CA "Export / Direct" realized by the company (k €)		0,000	604,800	2 469,600	19 756,800	169 344,000	632 218 9%
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%

PUBLICITY MARCHÉ							
CONVIVENDO S.A / 23 mai 2018							
	2019	2020	2021	2022	2023	2024	% Year
Number of Sales Points Targeted at the start	10650	10650	11715	14058	18275	23758	
Turnover (k €)	0,0	5 595	15 112	35 273	74 159	120 631	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	5 244	14 688	34 759	73 535	119 837	97%
. of which live sales (incl export)	0,0	5 588	15 091	35 166	73 394	118 798	100%
Total volume sold	0	448	1 152	2 557	5 083	7 835	100%
. in Luxembourg	0	28	32	37	43	51	3%
. in Europe (excluding Luxembourg)	0	280	560	1 120	2 240	3 584	49%
. Export (World)	0	140	560	1 400	2 800	4 200	49%
Cumulation of volume sales	0	448	1 600	4 157	9 240	17 075	Units
- of which direct volume	0	448	1 152	2 557	5 083	7 835	
- of which direct volume / view and Click advertising	0	105 000	315 000	1 530 000	10 200 000	22 920 000	
-including total volume per click		105 000	315 000	1 530 000	10 200 000	22 920 000	
Direct cost of products sold (k €)	0	591	1 615	3 749	7 793	12 603	11%
Cost of direct return of products per click		6,3	20,475	107,1	765	1833,6	
Gross Margin (k €)	0	5 004	13 497	31 524	66 365	108 028	89%
Gross margin (%)	0%	89%	89%	89%	89%	90%	

PUBLICITY MARCHÉ							
Calculation bases							
Coefficient: cost = 1,00							
. Raw materials (time employed), subcontracting [unit cost]	990,0	1 039,5	1 091,5	1 146,0	1 203,4	1 263,5	78%
. Fees and other fees [unit cost]	80,0	80,0	110,0	120,0	130,0	135,0	8%
. Logistics and direct unit costs	200,0	200,0	200,0	200,0	200,0	210,0	14%
Direct unit cost of "Product / Service" (€ HT)	1 270,0	1 319,5	1 401,5	1 466,0	1 533,4	1 608,5	100%
Direct unit price of the product Click Advertising	0,06	0,06	0,07	0,07	0,075	0,080	
Average selling price per unit of product (€ excl. taxes)& By Year :	11 880,0	12 474,0	13 097,7	13 752,6	14 440,2	15 162,2	
Coeff. prix = 1,00							
Volume sold in Luxembourg live	0	28	32	37	43	51	
. Final unit price of the product / service (€ HT)	11 880,0	12 474,0	13 097,7	13 752,6	14 440,2	15 162,2	
Turnover "Direct" realized by the company (k €)	0,0	349	422	509	615	775	3%
Customer Previous (100 First Year & 155 Peoples by Shop other Years)	0	2800	4991	5740	6601	7921	
Volume Sold In Europe (excluding Luxembourg) live	0	280	560	1 120	2 240	3 584	
. Final unit price of the product / service (€ HT)	11 880,0	12 474,0	13 097,7	13 752,6	14 440,2	15 162,2	
Turnover "Direct" realized by the company (k €)	0,0	3 493	7 335	15 403	32 346	54 341	49%
Customer Previous	0	28000	168000	224000	448000	573400	
Volume Sold in Export (outside Europe) live	0	140	560	1 400	2 800	4 200	
. Final unit price of the product / service (€ HT)	11 880,0	12 474,0	13 097,7	13 752,6	14 440,2	15 162,2	
Turnover "Direct" realized by the company (k €)	0,0	1 746	7 335	19 254	40 433	63 681	49%
Customer Previous	0	14000	84000	210000	560000	1050000	
Sales Advertising billed by view and click of the user in Luxembourg	0	15 000	30 000	60 000	120 000	240 000	
. Final unit price of the product / service (€ HT)	0,06	0,06	0,07	0,07	0,075	0,08	
Distributor margin (%)	0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,06	0,06	0,07	0,07	0,08	0,1	
CA "Luxembourg / direct Clic" realized by the company (k €)	0,0	0,900	1,950	4,200	9,000	19	0%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	
Shop *30 Pub on 12 Months by 30 Clic by Pub							
Sales Advertising billed by view and click of the user in Europe	0	60 000	180 000	630 000	2 520 000	3 780 000	
. Final unit price of the product / service (€ HT)	0,06	0,06	0,07	0,07	0,075	0,08	
Distributor margin (%)	0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,06	0,06	0,07	0,07	0,08	0,1	
CA "Europe / direct" realized by the company (k €)	0,000	3,600	11,700	44,100	189,000	302	0%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	
Shop *30 on 12 Months by 100 Clic by Pub							
Sales Advertising billed by view and click of the user for export	0	30 000	105 000	840 000	7 560 000	18 900 000	
. Final unit price of the product / service (€ HT)	0,06	0,06	0,07	0,07	0,075	0,08	
Distributor margin (%)	0,0	0,0	0,0	0,0	0,0	0,0	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,06	0,06	0,07	0,07	0,075	0,1	
CA "Export / Direct" realized by the company (k €)	0,000	1,800	7,350	58,800	567,000	1 512	0%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	

PUBLICITY SUPERETTE				CONVIVENDO S.A / 23 mai 2018			
	2019	2020	2021	2022	2023	2024	% Year
Number of Sales Points Targeted at the start	3163	3163	3479	4175	5428	7056	
Turnover (k €)	0,0	1 537	4 118	9 591	20 278	22 555	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	1 419	3 975	9 416	20 065	19 935	97%
. of which live sales (incl export)	0,0	1 536	4 112	9 549	19 899	21 112	100%
Total volume sold	0	325	829	1 833	3 638	5 608	100%
. in Luxembourg	0	25	29	33	38	48	3%
. in Europe (excluding Luxembourg)	0	200	400	800	1 600	2 560	48%
. Export (World)	0	100	400	1 000	2 000	3 000	48%
Cumulation of volume sales	0	325	1 154	2 987	6 625	12 232	Units
- of which direct volume	0	325	829	1 833	3 638	5 608	
- of which direct volume / view and Click advertising	0	27 500	102 000	594 000	5 048 000	18 316 000	
-including total volume per click		27 500	102 000	594 000	5 048 000	18 316 000	
Direct cost of products sold (k €)	0	180	478	1 095	2 262	3 665	12%
Cost of direct return of products per click		1,65	6,63	41,58	378,6	1465,28	
Gross Margin (k €)	0	1 357	3 641	8 496	18 016	18 890	88%
Gross margin (%)	0%	88%	88%	89%	89%	84%	

PUBLICITY SUPERMARCHÉ of DIY (BRICOLAGE)				CONVIVENDO S.A / 23 mai 2018			
	2019	2020	2021	2022	2023	2024	% Year
Number of Sales Points Targeted at the start	4277	4277	4705	5646	7339	9541	
Turnover (k €)	0,0	8 755	21 761	51 514	107 939	193 969	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	8 403	21 187	50 758	106 940	192 643	97%
. of which live sales (incl export)	0,0	8 748	21 733	51 363	107 273	190 474	100%
Total volume sold	0	450	1 065	2 396	4 767	8 061	100%
. in Luxembourg	0	18	28	35	44	54	3%
. in Europe (excluding Luxembourg)	0	288	461	922	1 843	3 686	43%
. Export (World)	0	144	576	1 440	2 880	4 320	54%
Cumulation of volume sales	0	450	1 515	3 911	8 678	16 739	Units
- of which direct volume	0	450	1 065	2 396	4 767	8 061	
- of which direct volume / view and Click advertising	0	110 000	420 000	2 160 000	14 280 000	59 880 000	
-including total volume per click		110 000	420 000	2 160 000	14 280 000	59 880 000	
Direct cost of products sold (k €)	0	788	2 099	4 927	10 226	18 090	10%
Cost of direct return of products per click		7	27	151	1071	4790	
Gross Margin (k €)	0	7 974	19 689	46 738	98 784	180 670	90%
Gross margin (%)	0%	91%	90%	91%	92%	93%	

PUBLICITY SUPERMARCHÉ of DIY (BRICOLAGE)		Calculation bases					
Coefficient. cost = 1,00							
. Raw materials (time employed), subcontracting [unit cost]		1 500,0	1 620,0	1 701,0	1 786,1	1 875,4	1 969,1
. Fees and other fees [unit cost]		120,0	120,0	120,0	120,0	120,0	125,0
. Logistics and direct unit costs		150,0	150,0	150,0	150,0	150,0	150,0
Direct unit cost of "Product / Service" (€ HT)		1 750,0	1 750,0	1 971,0	2 056,1	2 145,4	2 244,1
Direct unit price of the product Click Advertising		0,060	0,060	0,065	0,070	0,075	0,080
Average selling price per unit of product (€ excl. taxes) :		18 000,0	19 440,0	20 412,0	21 432,6	22 504,2	23 629,4
Coeff. prix = 1,00							
Volume sold in Luxembourg live		0	18	28	35	44	54
. Final unit price of the product / service (€ HT)		18 000,0	19 440,0	20 412,0	21 432,6	22 504,2	23 629,4
Turnover "Direct" realized by the company (k €)		0	350	569	747	981	1 288
Customer Previous (100 First Year & 155 Peoples by Shop other Years)		0	1800	4325	5406	6757	8446
Volume Sold In Europe (excluding Luxembourg) live		0	288	461	922	1 843	3 686
. Final unit price of the product / service (€ HT)		18 000,0	19 440,0	20 412,0	21 432,6	22 504,2	23 629,4
Turnover "Direct" realized by the company (k €)		0	5 599	9 406	19 752	41 480	87 108
Customer Previous		0	28800	138240	184320	368640	589824
Volume Sold in Export (outside Europe) live		0	144	576	1 440	2 880	4 320
. Final unit price of the product / service (€ HT)		18 000,0	19 440,0	20 412,0	21 432,6	22 504,2	23 629,4
Turnover "Direct" realized by the company (k €)		0	2 799	11 757	30 863	64 812	102 079
Customer Previous		0	14400	86400	216000	576000	1080000
Sales Advertising billed by view and click of the user in Luxembourg	Shop*30 Pub on 12 Months by 30 Clic by Pub	0	30 000	60 000	120 000	240 000	480 000
. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,080
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,08	0,08
CA "Luxembourg / direct Clic" realized by the company (k €)		0,0	1,800	3,900	8,400	18,000	38
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%
Sales Advertising billed by view and click of the user in Europe	Shop *30 on 12 Months by 100 Clic by Pub	0	60 000	240 000	1 080 000	5 400 000	16 200 000
. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,080
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,08	0,08
CA "Europe / direct" realized by the company (k €)		0,000	3,600	15,600	75,600	0,075	0,075
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	181%
Sales Advertising billed by view and click of the user for export	Shop *30 on 12 Months by 200 Clic by Pub	0	20 000	120 000	960 000	8 640 000	43 200 000
. Final unit price of the product / service (€ HT)		0,06	0,06	0,07	0,07	0,075	0,080
Distributor margin (%)		0,0	0,0	0,0	0,0	0,0	0,0
Multiplier Dealer price / Final price HT		1,0	1,0	1,0	1,0	1,0	1,0
Price charged by the company to the distributor		0,06	0,06	0,07	0,07	0,075	0,080
CA "Export / Direct" realized by the company (k €)		0,000	1,200	8,400	67,200	648,000	3 456
Gross margin for the company on each sale (%)		80%	80%	80%	80%	80%	80%

PUBLICITY HOME APPLIANCE		CONVIVENDO S.A / 24 mai 2018					
	2019	2020	2021	2022	2023	2024	%Year
Number of Sales Points Targeted at the start							
Turnover (k €)	0,0	10 098	122 442	183 992	286 009	459 590	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	9 694	27 413	65 168	137 432	229 235	
. of which live sales (incl export)	0,0	10 017	27 628	65 069	136 720	228 014	
Total volume sold	0	450	1 175	2 620	5 219	8 349	100%
. in Luxembourg	0	18	23	28	35	54	2%
. in Europe (excluding Luxembourg)	0	288	576	1 152	2 304	3 686	49%
. Export (World)	0	144	576	1 440	2 880	4 608	49%
Cumulation of volume sales	0	450	1 625	4 245	9 464	17 813	units
- of which direct volume	0	450	1 175	2 620	5 219	8 349	
- of which direct volume / view and Click advertising	0	1 350 000	4 932 900	12 214 125	24 339 656	38 936 067	
-including total volume per click	0	1 350 000	4 932 900	12 214 125	24 339 656	38 936 067	
Direct cost of products sold (k €)		835	3184	8784	20659	40540	
Cost of direct return of products per click	0	81 000	345 303	879 417	1 825 474	3 114 885	282%
Gross Margin (k €)	0%	802%	282%	478%	638%	678%	
PUBLICITY HOME APPLIANCE		Calculation bases					
. Raw materials, subcontracting (unit cost)	1 500,0	1 605,0	1 685,3	1 769,5	1 858,0	1 950,9	86%
. Royalties and various rights (unit cost)	150,0	150,0	165,0	180,0	195,0	195,0	8%
. Logistics and direct unitary costs	100,0	100,0	110,0	120,0	130,0	130,0	6%
Direct unitary costs of "Product/Service" (€ excl. tax)	1 750	1 855	1 960	2 070	2 183	2 276	100%
Direct unit price of the product Click Advertising	0,060	0,060	0,070	0,072	0,075	0,080	
Average selling (Shopping) price per unit of product (€ excl. taxes) :	21 000,0	22 260,0	23 523,0	24 834,2	26 195,9	27 310,7	
Coef. price = 1,00							
Volume sold in Luxembourg live	0	18	23	28	35	54	
. Final unit price of the product / service (€ HT)	21 000,0	22 260,0	23 523,0	24 834,2	26 195,9	27 310,7	
Turnover "Direct" realized by the company (k €)	0,0	401	529	698	921	1 488	0%
Customer Previous (100 First Year & 155 Peoples by Shop other Years)	0	1800	3488	4359	5449	8446	
Volume Sold In Europe (excluding Luxembourg) live	0	288	576	1 152	2 304	3 686	
. Final unit price of the product / service (€ HT)	21 000,0	22 260,0	23 523,0	24 834,2	26 195,9	27 310,7	
Turnover "Direct" realized by the company (k €)	0,0	6 411	13 549	28 609	60 355	100 678	11%
Customer Previous	0	28800	172800	230400	460800	589824	
Volume Sold in Export (outside Europe) live	0	144	576	1 440	2 880	4 608	
. Final unit price of the product / service (€ HT)	21 000,0	22 260,0	23 523,0	24 834,2	26 195,9	27 310,7	
Turnover "Direct" realized by the company (k €)	0,0	3 205	13 549	35 761	75 444	125 847	11%
Customer Previous	0	14400	86400	216000	576000	1152000	
Sales Advertising billed by view and click of the user	0	54 000	94 500	118 125	147 656	228 867	
. Final unit price of the product / service (€ HT)	0,060	0,060	0,070	0,072	0,075	0,080	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,06	0,06	0,06	0,06	0,06	0,06	
CA "Luxembourg / direct Clic" realized by the company (k €)	0,0	3	94 500	118 125	147 656	228 867	77%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	
Sales Advertising billed by view and click of the user	0	864 000	2 419 200	6 048 000	12 096 000	19 353 600	
. Final unit price of the product / service (€ HT)	0,060	0,060	0,070	0,072	0,075	0,080	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,06	0,06	0,06	0,06	0,06	0,06	
CA "Europe / direct" realized by the company (k €)	0,0	51,84	145,15	362,88	725,76	1 161,22	0%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	
Sales Advertising billed by view and click of the user	0	432 000	2 419 200	6 048 000	12 096 000	19 353 600	
. Final unit price of the product / service (€ HT)	0,060	0,060	0,070	0,072	0,075	0,080	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by the company to the distributor	0,060	0,060	0,070	0,072	0,075	0,080	
CA "Export / Direct" realized by the company (k €)	0,0	26	169	435	907	1 548	0%
Gross margin for the company on each sale (%)	80%	80%	80%	80%	80%	80%	

SALE of DATA for Other FIRM		CONVIVENDO S.A / 24 mai 2018					
	2019	2020	2021	2022	2023	2024	%Year
Turnover (k €) on 5% Customer exist	0,0	0,0	72 725	284 566	2 979 974	19 887 954	100%
. of which sales outside Luxembourg (Europe & Export)	0,0	0	373	770	1 962	4 893	
. of which live sales (incl export)	0,0	0	15 664	154 224	2 411 136	17 816 198	
Total volume Customer	0	247 300	1 526 089	2 850 077	7 396 185	14 171 508	100%
. in Luxembourg	0	13 900	28 249	33 357	38 745	47 540	2%
. in Europe (excluding Luxembourg)	0	155 600	965 040	1 286 720	2 573 440	3 411 968	63%
. Export (World)	0	77 800	532 800	1 530 000	4 784 000	10 712 000	35%
Cumulation of Customer volume	0	247 300	1 773 389	4 623 466	12 019 651	26 191 159	units
- of which direct volume	0	247 300	1 526 089	2 850 077	7 396 185	14 171 508	
- of which direct volume	0	247 300	1 526 089	2 850 077	7 396 185	14 171 508	
-including total volume	0	247 300	1 526 089	2 850 077	7 396 185	14 171 508	
Direct cost of products sold (k €)		0	72725	284566	2979974	19887954	
Cost of direct return of products	0	0	72 725	284 566	2 979 974	19 887 954	100%
Gross Margin (k €)	100%	100%	100%	100%	100%	100%	

SALE of DATA for Other FIRM		Calculation bases					
Coeff. cost = 1,00							
. Customer Volume in Luxembourg	0	2 200	4 263	5 328	6 127	7 046	.
. Customer Volume Europe	0	22 000	198 000	264 000	528 000	675 840	.
. Customer Volume Export	0,0	11 000,0	132 000,0	528 000,0	2 112 000,0	5 280 000,0	.
Direct unitary costs of "Product/Service" (€ excl. tax)	0	0	0	0	0	0	
Direct unit price of the product Click Advertising							
Average selling (Shopping) price per unit of product (€ excl. taxes) :	0,0	0,0	0,0	0,0	0,0	0,0	
Coeff. price = 1,00							
Volume Customer in Luxembourg live	0	13 900	28 249	33 357	38 745	47 540	
. Number customer interested by Data (€ HT)	0,00	0,00	8,00	12,00	18,00	27,00	
Turnover "Direct" realized by the company (k €)	0,0	0,0	316	640	1 395	2 824	0%
Volume Customer Europe (excluding Luxembourg) live	0	155 600	965 040	1 286 720	2 573 440	3 411 968	
. Number customer interested by Data (€ HT)	0,00	0,00	42,00	63,00	110	276	
Turnover "Direct" realized by the company (k €)	0,0	0,0	56 744	129 701	567 444	2 068 932	78%
Volume Customer Export (outside Europe) live	0	77 800	532 800	1 530 000	4 784 000	10 712 000	
. Number customer interested by Data (€ HT)	0,00	0,00	21,00	63,00	252,00	756,00	
Turnover "Direct" realized by the company (k €)	0,0	0,0	15 664	154 224	2 411 136	17 816 198	22%
Sales Data of Customer in Luxembourg	0	13 900	28 249	33 357	38 745	47 540	
. Number customer interested by Data (€ HT)	0,00	0,00	8,00	12,00	18,00	27,00	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by IZIMARKET for Selling DATA at other Firm	1,00	1,20	1,40	1,60	2,00	2,20	
CA "Luxembourg / direct Clic" realized by the company (k €)	0,0	0,0	316	640	1 395	2 824	0%
Gross margin for the company on each sale (%)	100%	100%	100%	100%	100%	100%	
Sales Data of Customer in Europe	0	155 600	965 040	1 286 720	2 573 440	3 411 968	
. Number customer interested by Data (€ HT)	0,00	0,00	42,00	63,00	95	142	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by IZIMARKET for Selling DATA at Other Firm	1,00	1,20	1,40	1,60	2,00	2,20	
CA "Europe / direct" realized by the company If 100%(k €)	0,0	0,0	56 744	129 701	567 444	2 068 932	78%
Gross margin for the company on each sale (%)	100%	100%	100%	100%	100%	100%	
Sales DATA By Customer for export	0	77 800	532 800	1 530 000	4 784 000	10 712 000	
. Number customer interested by Data (€ HT)	0,00	0,00	21,00	63,00	252,00	756,00	
Multiplier Dealer price / Final price HT	1,0	1,0	1,0	1,0	1,0	1,0	
Price charged by IZIMARKET for Selling DATA at other firm	1,00	1,20	1,40	1,60	2,00	2,20	
CA "Export / Direct" realized by the company If 100%(k €)	0,0	0,0	15 664	154 224	2 411 136	17 816 198	22%
Gross margin for the company on each sale (%)	100%	100%	100%	100%	100%	100%	

	2019	2020	2021	2022	2023	2024	%Year
Turnover (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197	100%
. Sales in Luxembourg	1	2 393	97 930	122 483	153 067	238 256	31%
. Sales to Export	2	43 515	110 050	401 821	1 130 663	2 518 052	35%
. Turnover realised directly	0	34 035	110 643	307 837	782 474	1 763 138	35%
. Indirect turnover	0	11 869	201 622	500 890	3 480 843	20 880 059	65%
Direct cost of products sold	0	3 323	10 894	29 914	75 048	75 048	3%
Gross margin (k€)	0	113 490	524 259	1 474 389	5 728 805	25 156 730	168%
Gross margin (%)	0%	247%	168%	182%	134%	111%	

Sales by sections	2019	2020	2021	2022	2023	2024	%An 3
...							
PUBLICITY HYPERMARCHE	0,0	9 822	47 454	160 538	477 128	1 002 305	15%
PUBLICITY SUPERMARCHE	0,0	10 098	28 653	83 254	317 830	956 193	9%
PUBLICITY MARCHE	0,0	5 595	15 112	35 273	74 159	120 631	5%
PUBLICITY SUPERETTE	0,0	1 537	4 118	9 591	20 278	22 555	1%
PUBLICITY SUPERMARCHE of DIY (BRICOLAGE)	0,0	8 755	21 761	51 514	107 939	193 969	7%
PUBLICITY HOME APPLIANCE	0,0	10 098	122 442	183 992	286 009	459 590	39%
SALE of DATA for Other FIRM	0,0	0	72 725	284 566	2 979 974	19 887 954	23%
...							
-> Total du CA (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197	100%

Gross margin by sections	2019	2020	2021	2022	2023	2024	%Year
...							
PUBLICITY HYPERMARCHE	0,0	8 917	43 080	145 759	433 461	911 131	8%
PUBLICITY SUPERMARCHE	0,0	9 238	26 323	77 890	306 731	935 172	5%
PUBLICITY MARCHE	0,0	5 004	13 497	31 524	66 365	108 028	3%
PUBLICITY SUPERETTE	0,0	1 357	3 641	8 496	18 016	18 890	1%
PUBLICITY SUPERMARCHE of DIY (BRICOLAGE)	0,0	7 974	19 689	46 738	98 784	180 670	4%
PUBLICITY HOME APPLIANCE	0	81 000	345 303	879 417	1 825 474	3 114 885	66%
SALE of DATA for Other FIRM	0	0	72 725	284 566	2 979 974	19 887 954	14%
...							
-> Marge brute totale (k€)	0	113 490	524 259	1 474 389	5 728 805	25 156 730	100%

Quantity	2019	2020	2021	2022	2023	2024
PUBLICITY HYPERMARCHE	0	352	1 568	4 874	13 240	25 389
PUBLICITY SUPERMARCHE	0	448	1 163	2 568	5 091	9 238
PUBLICITY MARCHE	0	448	1 152	2 557	5 083	7 835
PUBLICITY SUPERETTE	0	325	829	1 833	3 638	5 608
PUBLICITY SUPERMARCHE of DIY (BRICOLAGE)	0	450	1 065	2 396	4 767	8 061
PUBLICITY HOME APPLIANCE	0	450	1 175	2 620	5 219	8 349
SALE of DATA for Other FIRM	0	247 300	1 526 089	2 850 077	7 396 185	14 171 508

Turnover forecast (k€) :	0	45 905	312 265	808 727	4 263 317	22 643 197
Gross margin (k€) :	0	113 490	524 259	1 474 389	5 728 805	25 156 730

Monthly gross salaries (k€)

Company workforce	2019	2020	2021	2022	2023	2024	2019	2020	2021	2022	2023	2024
Research and development team	20,0	80,0	160,0	224,0	313,6	439,0	5,0	5,0	5,3	6,0	6,5	6,5
CHIEF of R&D	3,0	8,0	16,0	32,0	32,0	48,0	6,0	6,0	6,3	6,5	6,5	6,8
Production technicians	38,0	50,0	70,0	85,0	85,0	128,0	3,5	3,5	3,7	3,8	4,0	4,0
General Director	1,0	4,0	10,0	15,0	25,0	40,0	7,5	8,0	10,0	11,0	12,0	12,0
Sales team	30,0	60,0	90,0	140,0	160,0	240,0	4,0	4,2	4,4	4,6	4,8	5,0
Marketing support team	6,0	15,0	22,0	30,0	30,0	45,0	4,0	4,3	4,5	4,7	5,0	5,0
Team barcode readings in store (Half-time student)	20,0	100,0	150,0	250,0	300,0	450,0	1,5	1,5	1,6	1,7	1,7	1,7
Administrative frameworks	6,0	12,0	16,0	20,0	24,0	36,0	4,0	4,0	4,3	4,3	4,5	4,5
Assistants, other collaborators	4,0	9,0	14,0	20,0	24,0	36,0	3,0	3,2	3,3	3,5	3,5	3,7
Executive team	7,0	12,0	25,0	50,0	55,0	82,5	6,0	6,0	6,5	6,5	7,0	7,0
TOTAL STAFF	135,0	350,0	573,0	866,0	1048,6	1544,5						
Number of hires	132,0	215,0	223,0	293,0	182,6	1541,5						

Annual payroll	2019	2020	2021	2022	2023	2024	% charges
Company workforce							
Research and development team	544	5 896	11 793	17 500	27 736	38 831	13%
CHIEF of R&D	68	708	1 415	2 972	3 066	4 599	13%
Production technicians	408	2 580	3 611	4 636	4 761	7 170	13%
General Director	102	442	1 179	2 211	4 054	6 486	13%
Sales team	408	3 538	5 572	9 080	10 849	16 274	13%
Marketing support team	327	884	1 394	1 990	2 078	3 118	13%
Team barcode readings in store (Half-time student)	327	2 211	3 317	5 804	7 313	10 970	13%
Administrative frameworks	218	708	943	1 268	1 521	2 282	13%
Assistants, other collaborators	102	398	660	973	1 238	1 857	13%
Executive Team	374	1 061	2 211	4 791	5 270	7 905	13%
Subtotal (payroll, excluding profit) :	2 878	18 426	32 096	51 225	67 887	99 491	

Profit (% of the payroll) :	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%
=> Profit (all staff) :	0	0	0	0	0	0
Specific profit, in k€ :	0	0	0	0	0	0
Subtotal (profit, including charges) :	0	0	0	0	0	0
TOTAL PAYROLL (k€) :	2 878	18 426	32 096	51 225	67 887	99 491

Imputations by major functions	(excluding increases and profit)						% Year+2
- Research and development team	544	5 896	11 793	17 500	27 736	38 831	37%
- Production function	476	3 287	5 027	7 608	7 827	11 769	16%
- Executive + General M + CEO	803	3 715	6 707	12 806	16 637	25 360	21%
- Administrative function + Commercial Function	1 055	5 528	8 570	13 311	15 687	23 531	27%
	2 878	18 426	32 096	51 225	67 887	99 491	
NB : It's average earnings per staff category							
- Wages = paid on :	13	Months					
- First accounting year = over :	16	Months					

	2019	2020	2021	2022	2023	2024	
Recall of workforce	135,0	350,0	573,0	866,0	1 048,6	1 544,5	Time d'amortissement linéaire (années)
Turnover forecast (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197	
. Office layout	1 000	4 000	16 000	32 000	64 000	96 000	n.a.
. Business and leasehold rights	2 500	2 500	2 000	2 500	3 000	3 000	n.a.
. Buildings, works and amenities	450	900	1 800	3 600	7 200	14 400	10
. Administration fees	1 200	1 000	1 000	1 000	500	500	5
. Patents, trademarks, designs	100	165	272	449	741	1 223	20
. Other R & D costs (immobilized part)	1 500	7 000	8 400	10 080	12 096	14 530	4
. Other intangible assets	2 400	2 400	2 400	2 400	2 400	2 400	4
. Prototypes SCAN and SHIP for price	375	750	1 500	3 000	6 000	12 000	5
. Specific equipment and tools	1 000	1 300	1 690	2 197	2 856	3 713	5
. Office furniture and equipment	1 300	1 950	2 925	4 388	6 581	9 872	5
. Computer hardware and software	1 150	2 013	3 522	6 163	10 786	18 875	3
. vehicles	875	1 400	2 240	3 584	5 734	9 175	5
. Other tangible fixed assets	560	756	1 021	1 378	1 860	2 511	4
. Subcontracting	250	438	766	1 340	2 345	4 103	n.a.
TOTAL GENERAL :	14 660	26 571	45 535	74 079	126 099	192 302	
... Previous net assets :	0 k€	0 k€	0 k€	0 k€	0 k€	0 k€	
... Remaining of previous amortization :	0	0	0	0	0	0	
Total depreciation charges	2498	7086	13280	21632	32622	22130	
(Net assets at end of year)	12162	19485	32255	52447	93478	170172	

	2019	2020	2021	2022	2023	2024
Recall of workforce	135,0	350,0	573,0	866,0	1048,6	1541,5
Turnover forecast (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197
. Real estates rentals	850	2 125	5 313	13 281	33 203	83 008
. Postage charges and telecommunications	135	350	573	866	1 049	1 542
. Purchases of consumables	68	175	287	433	524	771
. Studies and documentation	68	175	287	433	524	771
. Various specific insurance	25	63	156	391	977	2 441
Subtotal :	1 145	2 888	6 615	15 404	36 277	88 532
. Rents of equipment leasing	400	0	0	0	0	0
. Rents of real estate leasing	0	0	0	0	0	0
. Maintenance and repairs	55	70	100	150	150	200
Subtotal :	455	70	100	150	150	200
. Honorary, advice of lawyers/accounting	1 200	2 400	4 800	9 600	19 200	38 400
. External staff, outsourcing research and developm	400	120	150	200	200	201
Subtotal :	1 600	2 520	4 950	9 800	19 400	38 601
. Agreement YHR - Granted According to G A (32% CA)	360	475	627	828	1 093	1 443
. Royalties payable on brands	2 000	2 000	12 491	32 349	170 533	905 728
Subtotal :	2 360	2 475	13 118	33 177	171 626	907 171
. Travel, hotels, flights	220	660	990	1 485	2 228	3 341
. Missions and receptions	100	300	900	1 350	2 025	3 038
Subtotal :	320	960	1 890	2 835	4 253	6 379
. Conception / creation	80	95	120	135	135	136
. Advertising, general communication, TV , Radio...	1 000	4 590	28 104	48 524	127 900	452 864
. Trade fairs	1 300	2 000	2 500	3 125	3 906	4 883
. Technical fees, web hosting	425	489	562	646	743	855
. Promotion / advertising	250	338	456	615	830	1 121
Subtotal :	3 055	7 512	31 742	53 045	133 514	459 859
. Staff recruitment and training	150	213	302	429	610	866
. V.I.P. ambassadors	1 000	1 000	2 000	4 000	8 000	16 000
. Foundation NYR, 5% on benefit	0	0	41	7 676	23 070	146 736
Subtotal :	1 150	1 213	2 343	12 105	31 680	163 602
TOTAL (k€) :	10 085	17 637	60 757	126 516	396 900	1 664 344

	2019	2020	2021	2022	2023	2024
TOTAL TURNOVER (excl. taxes)	0	45 905	312 265	808 727	4 263 317	22 643 197
- Including export sales	2	43 515	110 050	401 821	1 130 663	2 518 052
+ Production immobilized	0	0	0	0	0	0
+ Production in stock	0	0	0	0	0	0
A. TOTAL OPERATING REVENUE	0	45 905	312 265	808 727	4 263 317	22 643 197
%	0,0%	100,0%	100,0%	100,0%	100,0%	100,0%
Purchases of materials and goods	0	3 323	10 894	29 914	75 048	75 048
- Inventory changes material and goods	0	0	0	0	0	0
+ Other purchases and external charges	10 085	17 637	60 757	126 516	396 900	396 900
B. TOTAL CONSUMPTION FROM THIRD PARTIES	10 085	20 961	71 651	156 430	471 947	471 947
%	0,0%	45,7%	22,9%	19,3%	11,1%	2,1%
C. ADDED VALUE (A-B)	-10 085	24 944	240 613	652 297	3 791 370	22 171 250
%	0,0%	54,3%	77,1%	80,7%	88,9%	97,9%
- Dues and taxes	0	873	8 421	22 830	132 698	775 994
- Personnel expenses	2 878	18 426	32 096	51 225	67 887	2 878
D. GROSS OPERATING SURPLUS	-12 963	5 645	200 095	578 242	3 590 785	21 392 378
%	0,0%	12,3%	64,1%	71,5%	84,2%	94,5%
- Depreciation and amortization	2 498	7 086	13 280	21 632	32 622	2 498
- Depreciation and provisions	0	0	0	0	0	1
+ Grants and other operating income	600	1 500	0	0	0	0
- Other operating charges	0	0	0	0	0	1
E. RESULTAT D'EXPLOITATION	-14 861	58	186 815	556 610	3 558 163	21 389 878
%	0,0%	0,1%	59,8%	68,8%	83,5%	94,5%
+ Financial products	0	759	1 594	7 128	21 671	21 671
- Financial charges	0	0	1 200	1 050	900	900
F. RESULT BEFORE TAX	-14 861	817	187 209	562 688	3 578 934	21 410 649
%	0,0%	1,8%	60,0%	69,6%	83,9%	94,6%
+ Exceptional products	0	0	0	0	0	0
- Exceptional charges	0	0	0	0	0	0
- Participation of employees	0	0	0	0	0	0
- Taxes on benefits	0	147	33 698	101 284	644 208	3 853 917
+ Tax credits	0	147	0	0	0	0
G. RESULT FOR THE YEAR	-14 861	817	153 511	461 404	2 934 726	17 556 732
%	0,0%	1,8%	49,2%	57,1%	68,8%	77,5%

WORKFORCE	135,0	350,0	573,0	866,0	1048,6	1541,5
GROSS CASH FLOW	-12 363	7 903	166 792	483 036	2 967 348	17 559 232
%	#DIV/0!	17,2%	53,4%	59,7%	69,6%	77,5%

REQUIRMENTS (en k€)	2019	2020	2021	2022	2023	2024
Investment	14 660	26 571	45 535	74 079	126 099	126 099
Dividends	0	0		125 000	200 000	300 000
Gross cash flow (si < 0)	12 963	0	0	0	0	0
Need for revolving funds	-864	-2 605	-47 148	-134 105	-809 861	-4 694 178
Refunds of bank borrowings	0	0	7 500	7 500	7 500	7 500
Repayments of public advances	0	0	0	0	0	0
TOTAL NEEDS	26 759	23 966	5 888	72 474	-476 262	-4 260 578

RESSOURCES (en k€)	2 019	2 020	2 021	2 022	2 023	2 024
Successive capital contributions ROYAL INVEST WORLDWIDE	1 500	0	0	0	0	0
Intakes in current account INVESTORS	55 000	20 000	0	0	0	0
Gross cash flow (if >0)	0	6 403	166 792	483 036	2 967 348	2 967 348
Grants (excluding repayable advances) LUXINNOVATION	600	1 500	0	0	0	0
Other aids similar to grants	0	0	0	0	0	0
Repayable advances	0	0	0	0	0	0
Borrowings medium and long term	0		60 000	0	0	0
Sale of assets	0	0	0	0	0	0
TOTAL RESOURCES	57 100	27 903	226 792	483 036	2 967 348	2 967 348

ANNUAL BALANCE	30 341	3 938	220 904	410 562	3 443 610	7 227 926
TREASURY (Including initial balance)	30 341	34 279	255 183	665 745	4 109 355	11 337 280

Turnover exercise n-1 : 0 k€

Initial cash balance : 0 k€

FLOW TABLE	2 019	2 020	2 021	2 022	2 023	2 024
Net result :	-14 861	817	153 511	461 404	2 934 726	17 556 732
+ Depreciation and amortization impairment of assets	2 498	7 086	13 280	21 632	32 622	2 499
+/- Gain or loss from disposal of assets	0	0	0	0	0	0
= Gross cash flow	-12 363	7 903	166 792	483 036	2 967 348	17 559 232
- Variation in working capital requirement	-864	-2 605	-47 148	-134 105	-809 861	-4 694 178
= Cash flows of exploitation	-11 499	10 509	213 939	617 141	3 777 209	22 253 409

- Acquisitions of property	14 660	26 571	45 535	74 079	126 099	192 302
+ Disposals of fixed assets	0	0	0	0	0	0
= Investment flows	-14 660	-26 571	-45 535	-74 079	-126 099	-192 302

+ Capital increase(s)	1 500	20 000	0	0	0	0
+ Contributions in current account	55 000	0	0	0	0	0
+ New borrowings and advances	0	0	0	0	0	0
- Distribution of dividends	0	0	0	125 000	200 000	300 000
- Repayment of loans and advances	0	0	7 500	7 500	7 500	7 500
= Cash flows from financing activities	56 500	20 000	-7 500	-132 500	-207 500	-307 500

Variation in treasury	30 341	3 938	160 904	410 562	3 443 610	21 753 607
TREASURY (Including initial balance)	30 341	34 279	195 183	605 745	4 049 355	25 802 962

Solde de trésorerie initial : 0 k€

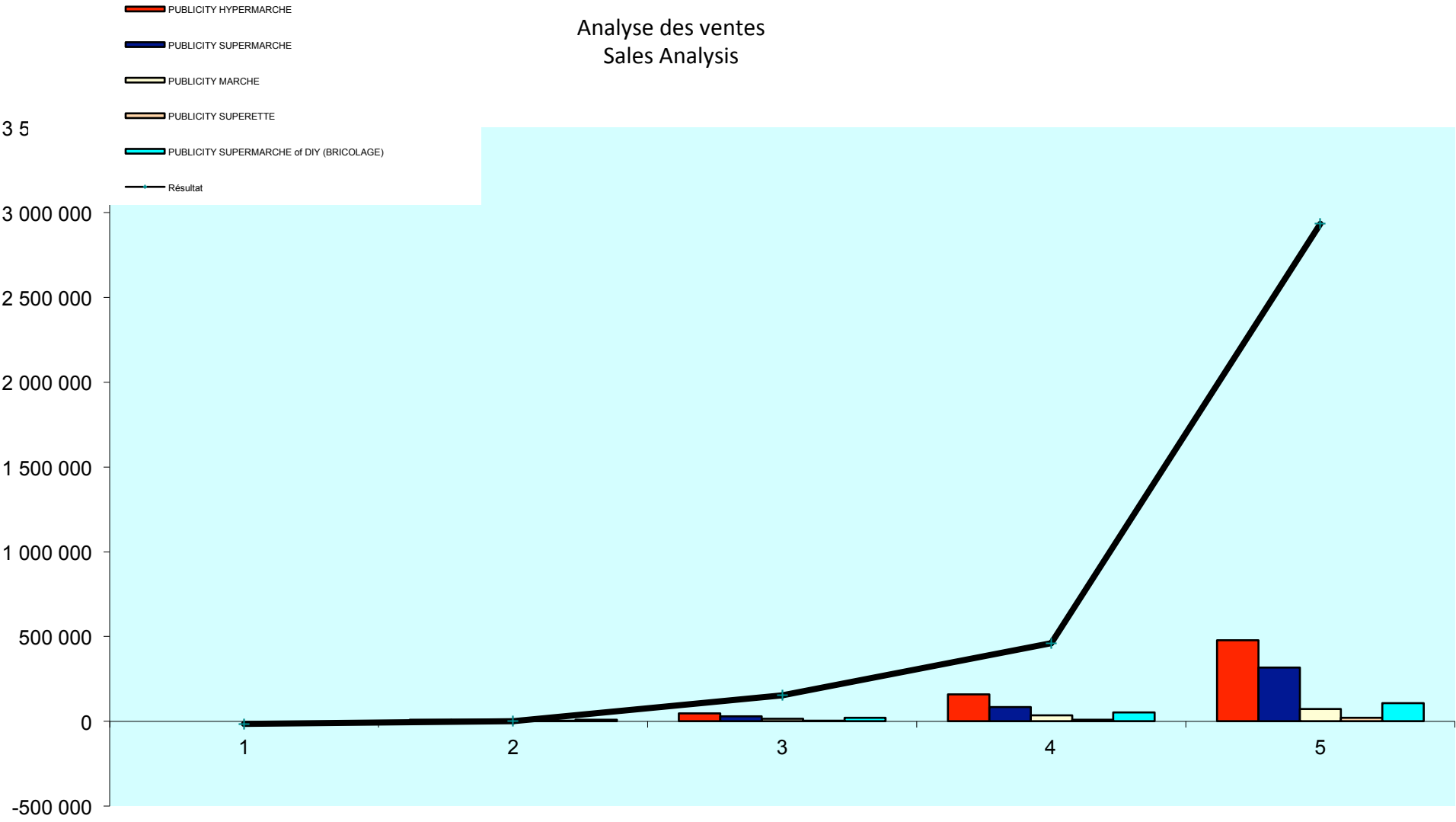
ASSET	Initial	2019	2020	2021	2022	2023	2024
Net immobilization	0	12 162	31 646	63 901	116 348	209 826	39 654
Stocks and outstanding	0	0	0	0	0	0	0
Trade and other receivables	0	0	0	0	0	0	15 312
Financial accounts (available)	0	30 341	33 415	251 713	615 128	3 924 633	24 342
Total :	0	42 503	65 061	315 615	731 476	4 134 459	25 590 819

LIABILITY	Initial	2019	2020	2021	2022	2023	2024
Capital	30	1 530	1 530	1 530	1 530	1 530	1 530
Result for the year	cf. report	-14 861	817	153 511	461 404	2 934 726	17 556 732
Report à nouveau (après déduction des dividendes)	0	0	-14 861	-14 044	14 467	275 871	3 210 598
Borrowings and financial debts	0	55 000	75 000	127 500	120 000	112 500	112 500
Supplier debts	0	1 058	2 031	5 009	9 852	25 560	7 867
Fiscal and social debts at end of year	0	-194	574	42 139	124 253	784 301	4 701 622
Other debts and adjustment account	-30	-30	-30	-30	-30	-30	-30
Total :	0	42 503	65 061	315 615	731 476	4 134 459	25 590 819

Own funds :	30	-13 331	-12 514	140 997	477 401	3 212 128	20 768 860
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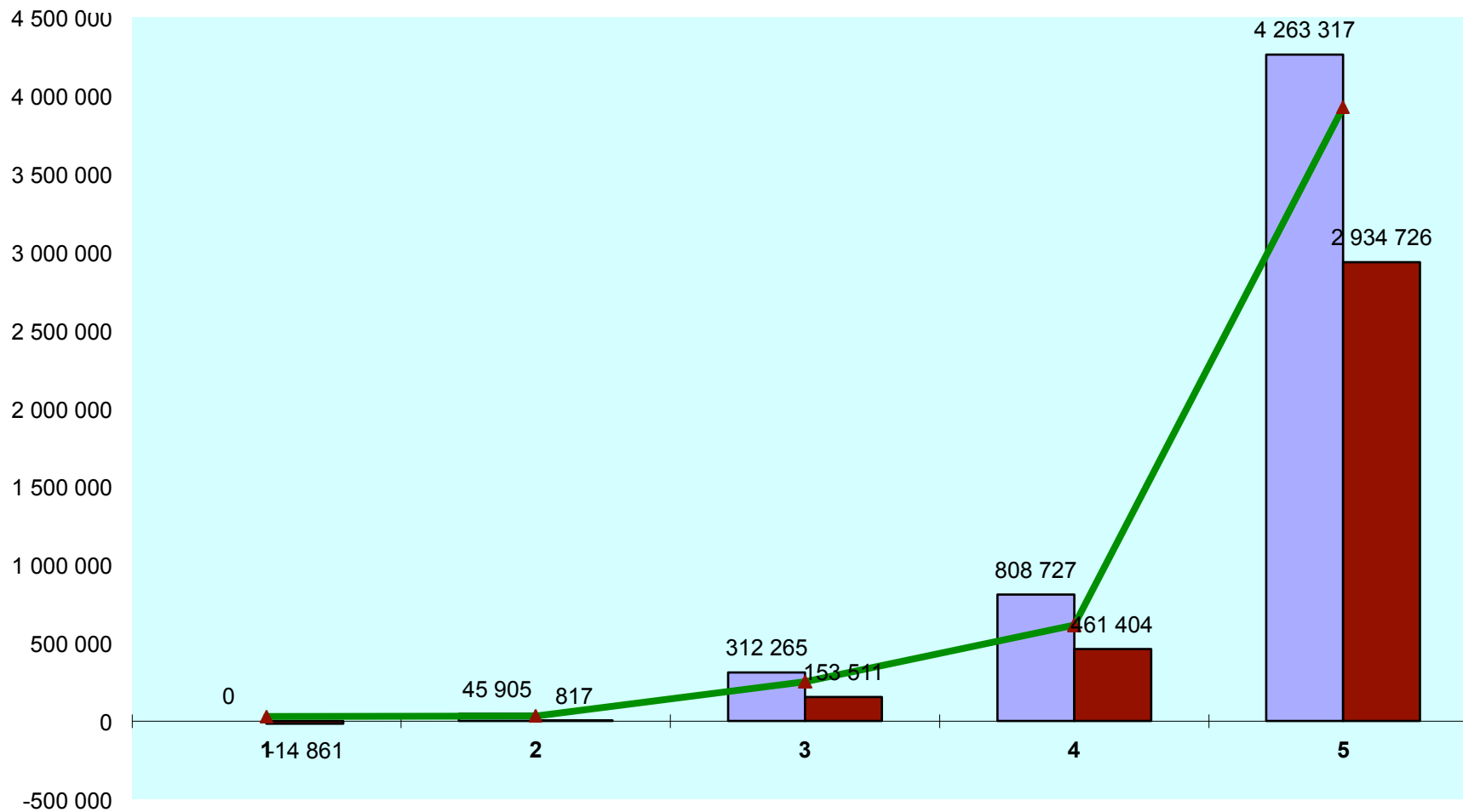
	2019	2020	2021	2022	2023	2024
TURNOVER (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197
<i>Growth rate of turnover</i>	0%	.	580%	159%	427%	431%
. including export	2	43 515	110 050	401 821	1 130 663	2 518 052
. % turnover export	.	95%	35%	50%	27%	11%
<i>Cost price</i>	0	3 323	10 894	29 914	75 048	75 048
Cost price/ Turnover	.	7,2%	3,5%	3,7%	1,8%	0,3%
Gross margin (%)	.	92,8%	96,5%	96,3%	98,2%	99,7%
Workforce	135,0	350,0	573,0	866,0	1 048,6	1 048,6
<i>Turnover / workforce (k€)</i>	0	131	545	934	4 066	21 594
Payroll (personnel expenses)	2 878	18 426	32 096	51 225	67 887	99 491
Payroll / Turnover	.	40%	10%	6%	2%	0%
Investments	14 660	26 571	45 535	74 079	126 099	126 099
Investments / Turnover	.	57,9%	14,6%	9,2%	3,0%	0,6%
Amortization	2 498	7 086	13 280	21 632	32 622	32 622
External loads	10 085	17 637	60 757	126 516	396 900	396 900
. Including advertising and promotion	3 055	7 512	31 742	53 045	133 514	133 514
. Advertising and promotion budget/ Turnover	.	16,4%	10,2%	6,6%	3,1%	0,6%
Added value	-10 085	24 944	240 613	652 297	3 791 370	-10 085
Added value/Turnover	.	54%	77%	81%	89%	0%
Gross operating surplus	-12 963	5 645	200 095	578 242	3 590 785	3 590 785
Gross operating surplus / Turnover	.	12,3%	64,1%	71,5%	84,2%	15,9%
Net result	-14 861	817	153 511	461 404	2 934 726	2 934 726
Net result / Turnover	.	1,8%	49,2%	57,1%	68,8%	13,0%
Cash flow	-12 363	7 903	166 792	483 036	2 967 348	2 967 348
Cash flow / Turnover	.	17,2%	53,4%	59,7%	69,6%	13,1%
Treasury at end of year	30 341	33 415	251 713	615 128	3 924 633	3 924 633
Initial equity capital (k€)	30
Capital contributions	1 500	0	0	0	0	0
Equity capital at end of year	-13 331	-12 514	140 997	602 401	3 537 128	6 471 854
Profitability	.	53%	-1227%	327%	487%	83%
Equity capital / total balance (%)	.	.	45%	82%	86%	25%
Debts at medium and long term	55000	75000	127500	120000	112 500	112 500
Debts at medium and long term / equity capital (%)	.	.	90%	20%	3%	2%
Cash flow /Debts at medium and long term (%)	-22%	11%	131%	403%	2638%	2638%
Financial fees / Gross operating surplus (%)	.	0,0%	0,6%	0,2%	0,0%	0,0%
Needs in working capital / Turnover excl. taxes x 365	.	-21	-55	-61	-69	-76

Analyse des ventes
Sales Analysis

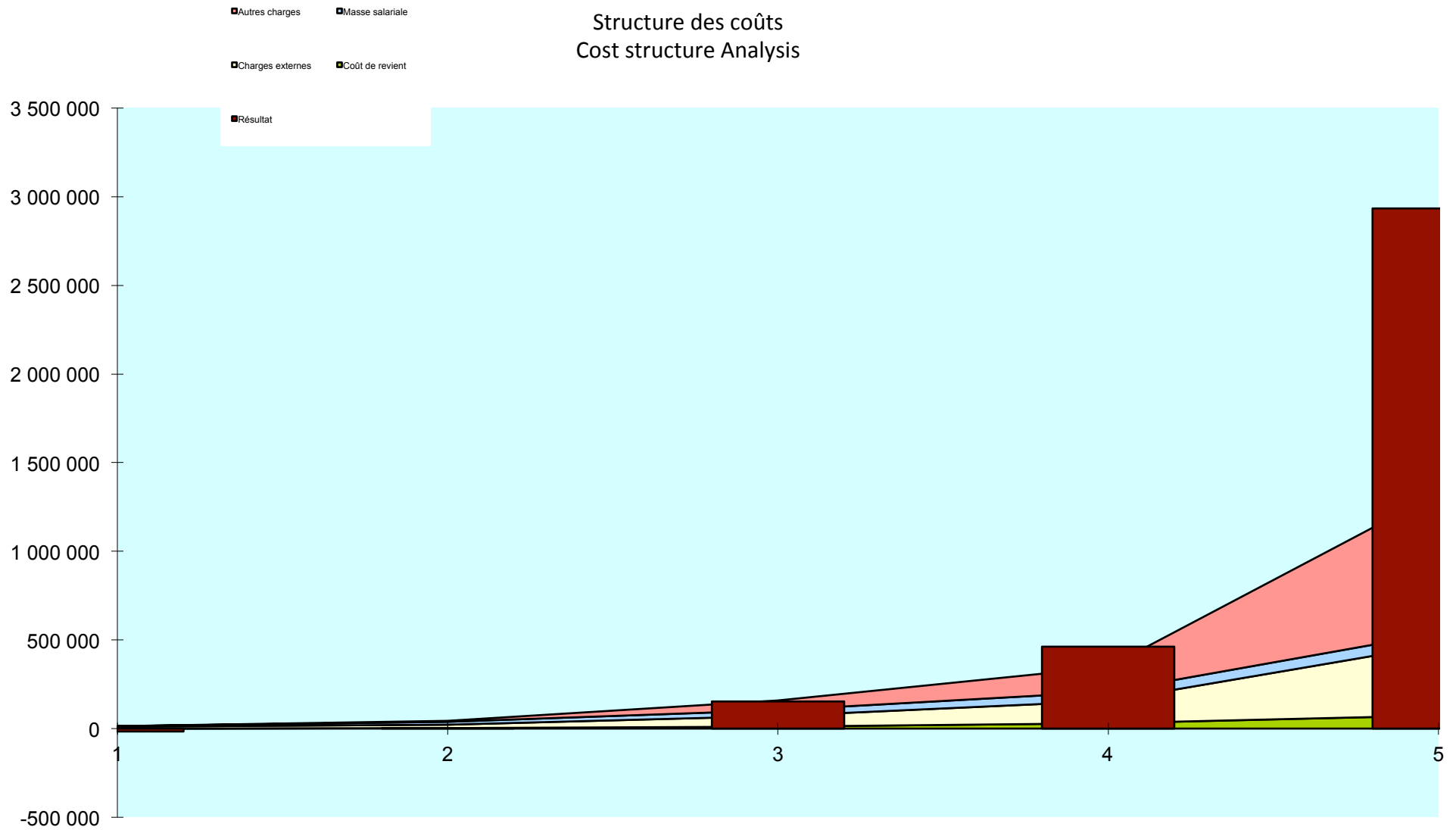


Evolution du CA et du résultat
Revenues and Profit

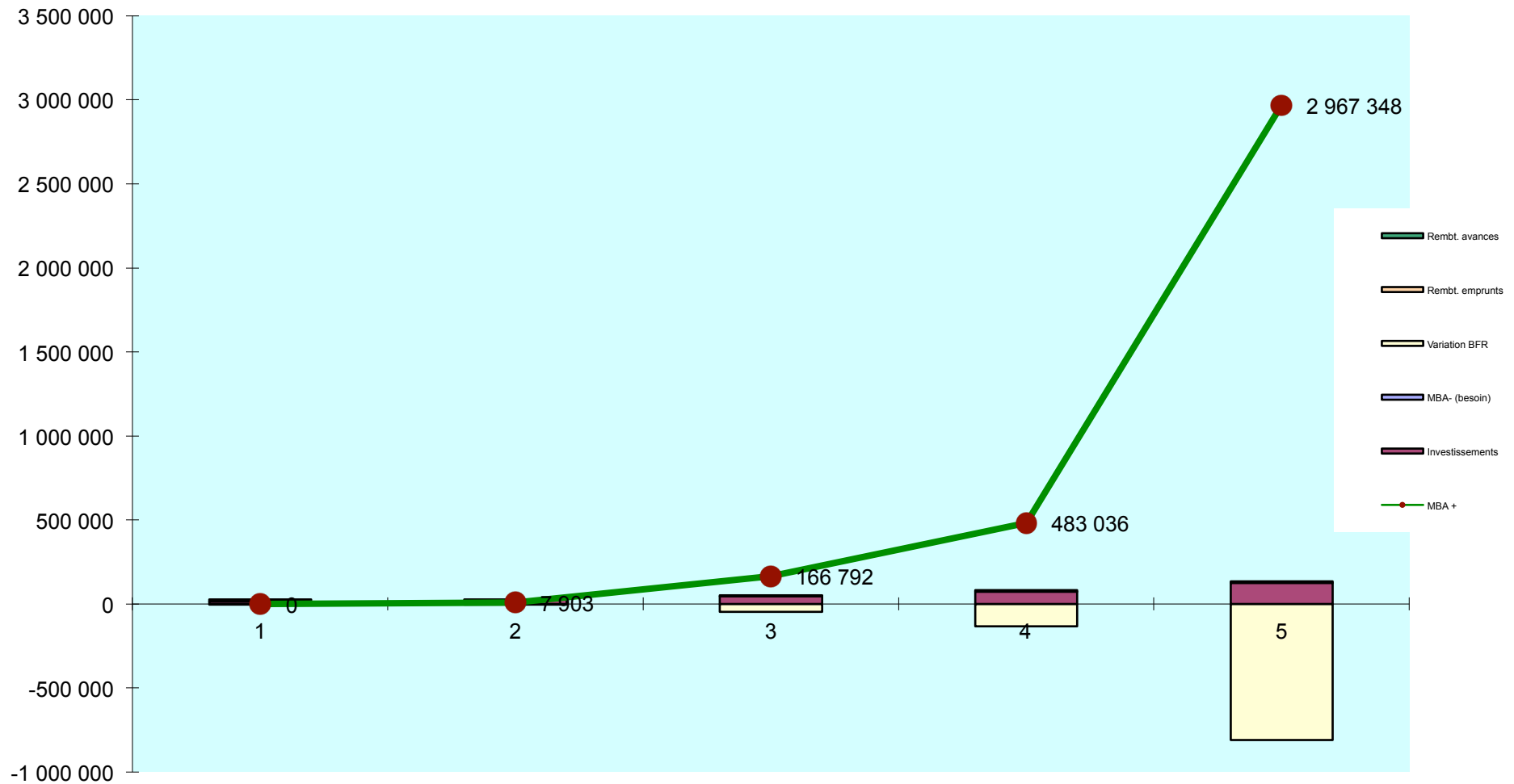
CA Résultat Treasury at end of year



Structure des coûts Cost structure Analysis



Analyse des besoins & couverture par la MBA Analysis of financial needs vs. annual Cash Flow



Profit & Loss Statement & Cash Flow Table

Langue : Anglais

	2019	2020	2021	2022	2023	2024
Sales	0	45 905	312 265	808 727	4 263 317	22 643 197
Cost of sales	0	3 323	10 894	29 914	75 048	75 048
Gross Margin	0 0,0%	42 581 92,8%	301 371 96,5%	778 813 96,3%	4 188 270 98,2%	22 568 150 529,4%
R&D, Engineering, Production						
Payroll expenses (R&D + production)	1 020	9 183	16 819	25 108	35 563	35 563
Subcontracted R&D	400	120	150	200	200	200
Royalties & miscellaneous	2 360	2 475	13 118	33 177	171 626	171 626
Subtotal :	3 780 0,0%	11 779 25,7%	30 087 9,6%	58 485 7,2%	207 389 4,9%	207 389 4,9%
Sales & Marketing						
Payroll expenses	510	3 980	6 751	11 291	14 903	14 903
Advertising and promotion	3 055	7 512	31 742	53 045	133 514	133 514
Miscellaneous	0	0	0	0	0	1
Subtotal :	3 565 0,0%	11 492 25,0%	38 493 12,3%	64 336 8,0%	148 417 3,5%	148 418 3,5%
General & Administrative						
Payroll expenses & bonuses	872	3 803	5 655	9 062	10 913	10 913
Insurance, Rent and related expenses	1 145	2 888	6 615	15 404	36 277	36 277
Leased Equipment & maintenance	455	70	100	150	150	150
Legal & general consulting	1 200	2 400	4 800	9 600	19 200	19 200
Travel & miscellaneous	1 470	2 173	4 192	7 264	12 862	12 862
Depreciation	2 498	7 086	13 280	21 632	32 622	22 130
Subtotal :	7 640 0,0%	18 420 40,1%	34 642 11,1%	63 112 7,8%	112 024 2,6%	101 532 2,4%
Total operating expenses	14 985 0,0%	41 690 90,8%	103 222 33,1%	185 933 23,0%	467 830 11,0%	457 340 10,7%
Profit before interest & Taxes	-14 985 .	891 1,9%	198 149 63,5%	592 880 73,3%	3 720 439 87,3%	22 110 810 97,6%
Interest Expense ST & LT	0	0	1 200	1 050	900	900
Subsidies (State, etc.) (+)	600	1 500	0	0	0	0
Taxes Incurred	0	873	42 119	124 114	776 906	776 906
Net Profit	-14 385	1 518	154 830	467 715	2 942 633	21 333 004
Net Profit/Sales (%)	.	3,3%	49,6%	57,8%	69,0%	94,2%

	2019	2020	2021	2022	2023	2024
Net profit (loss)	(14 385)	1 518	154 830	467 715	2 942 633	21 333 004
Plus :						
Depreciation	2 498	7 086	13 280	21 632	32 622	22 130
Change in accounts payable	864	1 741	44 543	86 957	675 757	3 899 628
Current borrowing	-	-	-	-	-	-
Increase (decrease) of other liabilities	-	-	-	-	-	-
Long term borrowing	-	-	60 000	-	-	-
Capital input	1 500	-	-	-	-	-
Subtotal :	(9 523)	10 345	272 653	576 304	3 651 012	25 254 762
Less :						
Change in accounts receivable, inventory & ST assets	-	-	-	-	-	15 312
Long term repayment	-	-	7 500	7 500	7 500	7 500
Current repayment	-	-	-	-	-	-
Capital expenditure	14 660	26 571	45 535	74 079	126 099	126 099
Dividends	-	-	-	125 000	200 000	300 000
Subtotal :	14 660	26 571	53 035	206 579	333 599	448 911
Net Cash Flow	(24 183)	(16 226)	219 617	369 725	3 317 412	24 805 851
Cash Balance	(24 183)	(40 409)	179 209	548 934	3 866 346	28 672 197

Initial cash balance : -

	2019	2020	2021	2022	2023	2024		
CLIENTS								
Reminder of turnover excl. taxes (k€)	0	45 905	312 265	808 727	4 263 317	22 643 197		
.including export (excl. VAT)	2	43 515	110 050	401 821	1 130 663	1 130 663		
--> Turnover incl. Taxes	2	46 000	320 353	825 003	4 388 623	23 503 699		
							%	Day
. whose x% encashed at y days --> need =	0	0	0	0	0	0	100 %	0
. whose x% encashed at y days --> need =	0	0	0	0	0	15 312	0 %	30
. whose x% encashed at y days --> need =	0	0	0	0	0	0	0 %	60
. whose x% encashed at y days --> need =	0	0	0	0	0	0	0 %	90
. whose x% encashed at y days --> need =	0	0	0	0	0	0	0 %	120
--> Total "need in working capital clients" (+)	0	0	0	0	0	15 312		
Initial receivables clients :	0							
STOCKS								
		(Value of the final stock)						
--> Total of "need in working capital Stocks" (+)	0	0	0	0	0	0		
Initial stock :	0 k€							
SUPPLIERS								
							%Year-1	%Year-3
Reminder of cost of purchasing goods and material excl. Taxes	0	3 323	10 894	29 914	75 048	75 048	0%	9%
Reminder of the external charges excl. Taxes	10 085	17 637	60 757	126 516	396 900	88 612	41%	52%
Reminder of the investments incl. Taxes	14 660	26 571	45 535	74 079	126 099	25 231	59%	39%
--> Vendor account excl. Taxes	25 735	49 433	121 874	239 729	621 969	191 440		
							%	Day
. whose x % paid at y days --> resource =	0	0	0	0	0	0	50 %	0
. whose x % paid at y days --> resource =	1 058	2 031	5 009	9 852	25 560	7 867	50 %	30
. whose x % paid at y days --> resource =	0	0	0	0	0	0	0 %	60
. whose x % paid at y days --> resource =	0	0	0	0	0	0	0 %	90
. whose x % paid at y days --> resource =	0	0	0	0	0	0	0 %	120
--> Total "need in working capital vendor" (-)	1 058	2 031	5 009	9 852	25 560	7 867		
Initial vendor account :	0							
		(excluding tax and social liabilities)						
NEED IN WORKING CAPITAL	-1 058	-2 031	-5 009	-9 852	-25 560	7 445		
Need in working capital in % of turnover excl. Taxes	0%	-4%	-2%	-1%	-1%	0%		
Need in working capital expressed in days of turnover excl. Taxes	0	-16	-6	-4	-2	0		
Need in working capital of previous year :	0 k€	(excluding tax and social liabilities)						
--> Variation of the need in working capital	-1 058	-974	-2 977	-4 843	-15 708	33 005		
Variation in % of turnover excl. Taxes	0%	-2%	-1%	-1%	0%	0%		
Variation expressed in days of turnover excl. Taxes	0	-8	-3	-2	-1	1		
Parameter 1 : Rate of the VAT :	4,0 %							
VAT annual to pay :	-988	-1 806	3 401	7 056	101 384	857 952		
Redidue of VAT resulting from offsets :	-41	-78	-193	-379	-983	286 (L1)		
Parameter 2 : Number of months to be provisioned :	0,0	(excluding tax and social liabilities)						
Annual social charges to pay :	848	848	848	848	848	848		
Annual dues and taxes to pay :	0	873	42 119	124 114	776 906	4 629 911		
Offset possible of VAT at end of year :	-82	-150	283	588	8 449	71 496		
Offset of payroll at end of year :	71	71	71	71	71	71		
Tax and social liabilities at end of year	-153	652	42 332	124 632	785 284	4 701 336 (L2)		
Tax and social liabilities at end of year:	-194	574	42 139	124 253	784 301	4 701 622		
Initials tax and social liabilities :	0	(exercice précédent)						
Variation in tax and social liabilities:	-194	574	42 139	124 253	784 301	4 701 622		
Other adjustment needed in working capital :	0	k€ (last year)						
Factors from weigh down the need in working capital annual:	0	0	0	0	0	0		
Factors coming to lighten the need in annual working capital:	0	0	0	0	0	0		
Total of these needd (or resources) :	0	0	0	0	0	0		
Variation of these needs or resources:	0	0	#VALEUR!	0	0	0		
NEED IN WORKING CAPITAL adjusted	-864	-2 605	-47 148	-134 105	-809 861	-4 694 178		
Variation of the need in working capital (adjusted)	-864	-2 605	-47 148	-134 105	-809 861	-4 694 178		
Need in working capital, expressed in % of the turnover excl. Taxes	0%	-6%	-15%	-17%	-19%	-21%		
Need in working capital adjusted, expressed in days of turnover ET	0	-21	-55	-61	-69	-76		

Tableau de trésorerie CONVIVENDO S.A / 23 mai 2018	Info	Année 1												Total (TTC)	Total (HT)
		M1 janv-19	M2 févr-19	M3 mars-19	M4 avr-19	M5 mai-19	M6 juin-19	M7 juil-19	M8 août-19	M9 sept-19	M10 oct-19	M11 nov-19	M12 déc-19		
Année 1															
Vente de produits & services / Direct (TTC)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Vente de produits & services / Indirect (TTC)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
=> Chiffre d'affaires facturé (k€ TTC)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
=>> Chiffre d'affaires encaissé (k€ TTC) :		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Autres recettes (subventions, etc...)	prévu 600	600	0	0	0	0	0	0	0	0	0	0	0	600	577
Coût de revient direct des produits-services (k€ TTC)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Paiement des fournisseurs de produits-services (TTC)		0	0	0	0	0	0	0	0	0	0	0	0	0	0
HT															
Loyer, télécoms, consommables...	1 145	99,2	99,2	99,2	99,2	99,2	99,2	99,2	99,2	99,2	99,2	99,2	99,2	1 191	1 145
Loyers de crédit-bail, maintenance & réparations	455	39,4	39,4	39,4	39,4	39,4	39,4	39,4	39,4	39,4	39,4	39,4	39,4	473	455
Honoraires, personnel extérieur, sous-traitance	1 600	138,7	138,7	138,7	138,7	138,7	138,7	138,7	138,7	138,7	138,7	138,7	138,7	1 664	1 600
Redevances à verser	2 360	204,5	204,5	204,5	204,5	204,5	204,5	204,5	204,5	204,5	204,5	204,5	204,5	2 454	2 360
Déplacements, missions & réceptions	320	27,7	27,7	27,7	27,7	27,7	27,7	27,7	27,7	27,7	27,7	27,7	27,7	333	320
Publicité et promotion	3 055	264,8	264,8	264,8	264,8	264,8	264,8	264,8	264,8	264,8	264,8	264,8	264,8	3 177	3 055
Autres charges	1 150	99,7	99,7	99,7	99,7	99,7	99,7	99,7	99,7	99,7	99,7	99,7	99,7	1 196	1 150
	10 085														10 085
Frais de personnel (salaires nets + charges)		538,1	538,1	538,1	538,1	538,1	538,1	538,1	538,1	538,1	538,1	538,1	538,1	6 457	
HT															
Terrains, frais d'établissement et aménagements	5 150	5 356,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	5 356	5 150
Frais de brevets, marques & modèles, divers R&D	4 000	0,0	4 160,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	4 160	4 000
Prototypes, matériel et outillage spécifique	1 375	0,0	0,0	1 430,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	1 430	1 375
Matériel informatique, de bureau, véhicules & divers	4 135	0,0	0,0	0,0	4 300,4	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	4 300	4 135
Variation éventuelle du stock + BFR résiduel	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Encaissement (décaissement) de TVA		0,0	-239,6	-193,6	-88,6	-199,0	-33,6	-33,6	-33,6	-33,6	-33,6	-33,6	-33,6	-956	
Impôts sur les sociétés et taxes diverses		0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Total des flux économiques :		-6 168,1	-5 332,5	-2 648,5	-5 623,9	-1 213,1	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-30 636	-29 457
Solde économique cumulé :		-6 168,1	-11 500,6	-14 149,1	-19 773,0	-20 986,1	-22 364,6	-23 743,1	-25 121,6	-26 500,1	-27 878,6	-29 257,1	-30 635,6		
EBE mensuel (hors subventions)		-801,6	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5	-1 378,5		
Actionnaires															
Augmentation de fonds propres (+)	prévu 1 500	1 500,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	1 500	
Prise de dividende (-)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Compte-courant d'associé (+/-)	55 000	55 000,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	55 000	
Créanciers															
Financement Année 1															
Emprunts contractés/prêts participatifs (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Avances remboursables (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Produits financiers (+)		0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Rembt. d'emprunts (principal + intérêts)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Remboursement d'avances	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur opérations d'escompte	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur découvert (agios)		0,0		0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Soldes mensuels de trésorerie		50 332	-5 332	-2 648	-5 624	-1 213	-1 378	-1 378	-1 378	-1 378	-1 378	-1 378	-1 378		
Solde global de trésorerie (début de mois)		0	50 332	44 999	42 351	36 727	35 514	34 135	32 757	31 378	30 000	28 621	27 243		
Solde global de trésorerie (fin de mois)		50 332	44 999	42 351	36 727	35 514	34 135	32 757	31 378	30 000	28 621	27 243	25 864	30 341	
CONVIVENDO S.A / 23 mai 2018		M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12		

	Info	janv-19	févr-19	mars-19	avr-19	mai-19	juin-19	juil-19	août-19	sept-19	oct-19	nov-19	déc-19	k€	
Volumes vendus (ventes <u>directes</u>)	Prév. dir.	Ventes Année 1												Prix u.	Coût
PUBLICITY HYPERMARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	24,000 2,370
PUBLICITY SUPERMARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18,000 1,770
PUBLICITY MARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	11,880 1,270
PUBLICITY SUPERETTE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4,500 0,535
SALE of DATA for Other FIRM	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18,000 1,750
Volumes vendus (ventes <u>indirectes</u>)	Prév. indir.													Prix u.	Coût
PUBLICITY HYPERMARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,000 2,370
PUBLICITY SUPERMARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,000 1,770
PUBLICITY MARCHÉ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,000 1,270
PUBLICITY SUPERETTE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,000 0,535
SALE of DATA for Other FIRM	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,000 1,750
Effectifs rémunérés chaque mois	prévu	Effectifs Année 1												Salaire brut	
Research and development team	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	5,0	
CHIEF of R&D	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	3,0	6,0	
Production technicians	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	38,0	3,5	
General Director	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	1,0	7,5	
Sales team	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	30,0	4,0	
Marketing support team	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	6,0	4,0	
Team barcode readings in store (Half-time students)	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	20,0	1,5	
Executive team	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	7,0	125 pers. 6,0	
125															
Salaire mensuel net total		379,6	379,6	379,6	379,6	379,6	379,6	379,6	379,6	379,6	379,6	379,6	379,6	4 555	
Charges salariales et patronales		158,5	158,5	158,5	158,5	158,5	158,5	158,5	158,5	158,5	158,5	158,5	158,5	1 902	
Intéressement sur marge brute, primes, etc.	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Total des salaires et charges salariales		538	538	538	538	538	538	538	538	538	538	538	538	6 457	
-> Paiement effectif des charges sociales		0	158	158	158	158	158	158	158	158	158	158	158	1 743	
Récapitulation du CA (HT)	TVA	M1 janv-19	M2 févr-19	M3 mars-19	M4 avr-19	M5 mai-19	M6 juin-19	M7 juil-19	M8 août-19	M9 sept-19	M10 oct-19	M11 nov-19	M12 déc-19	Total	
Vente de produits & services / Direct	1	0	0	0	0	0	0	0	0	0	0	0	0	0	
Vente de produits & services / Indirect	1	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total des ventes (k€ HT)		0	0	0	0	0	0	0	0	0	0	0	0	0 k€	
Total cumulé (k€ HT)		0	0	0	0	0	0	0	0	0	0	0	0	0 k€	
Coût de revient total (k€ HT)		0	0	0	0	0	0	0	0	0	0	0	0	0 k€	
TVA collectée (à reverser)		0	0	0	0	0	0	0	0	0	0	0	0	0	
TVA déductible -produits, prestations		34	34	34	34	34	34	34	34	34	34	34	34	403	
TVA déductible -investissements		206	160	55	165	0	0	0	0	0	0	0	0	586	
=> TVA à payer par l'entreprise		-240	-194	-89	-199	-34	-34	-34	-34	-34	-34	-34	-34	-990	
-> Paiement effectif de la TVA		0	-240	-194	-89	-199	-34	-34	-34	-34	-34	-34	-34	-956	
TO :	0 k€	% de charges sur salaires nets :												41,75	%-> Coeff. 1,42
		=> Taux de la TVA :												4,0	%-> Coeff. 1,040

Tableau de trésorerie CONVIVENDO S.A / 23 mai 2018		M13	M14	M15	M16	M17	M18	Année 2						0	
		janv-20	févr-20	mars-20	avr-20	mai-20	juin-20	M19	M20	M21	M22	M23	M24	Total (TTC)	Total (HT)
Année 2															
Vente de produits & services / Direct (TTC)	35 397	546 548	546 548	546 548	546 548	546 548	546 548	546 548	546 548	546 548	546 548	546 548	546 918	6 558 942	6 306 675
Vente de produits & services / Indirect (TTC)	12 344	154	154	154	154	154	154	154	154	154	154	154	154	1 842	1 842
=> Chiffre d'affaires facturé (k€ TTC)	47 741	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	547 071	6 560 784	6 308 447
=>> Chiffre d'affaires encaissé (k€ TTC)		546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	546 701	547 071	6 560 784	6 308 447
Autres recettes (subventions, etc...)	prévu 00:00	1 500	0	0	0	0	0	0	0	0	0	0	0	1 500	1 442
Coût de revient direct des produits-services (k€ TTC)	3 456	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 187	65 425 642	62 909 271
Paieement des fournisseurs de produits-services (TTC)		2 726 066	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 132	5 452 160	62 699 548	60 288 027
HT															
Loyer, télécoms, consommables...	2 888	250,3	250,3	250,3	250,3	250,3	250,3	250,3	250,3	250,3	250,3	250,3	250,3	3 003	2 888
Loyers de crédit-bail, maintenance & réparations	70	6,1	6,1	6,1	6,1	6,1	6,1	6,1	6,1	6,1	6,1	6,1	6,1	73	70
Honoraires, personnel extérieur, sous-traitance	2 520	218,4	218,4	218,4	218,4	218,4	218,4	218,4	218,4	218,4	218,4	218,4	218,4	2 621	2 520
Redevances à verser	2 475	214,5	214,5	214,5	214,5	214,5	214,5	214,5	214,5	214,5	214,5	214,5	214,5	2 574	2 475
Déplacements, missions & réceptions	960	83,2	83,2	83,2	83,2	83,2	83,2	83,2	83,2	83,2	83,2	83,2	83,2	998	960
Publicité et promotion	7 512	651,0	651,0	651,0	651,0	651,0	651,0	651,0	651,0	651,0	651,0	651,0	651,0	7 812	7 512
Autres charges	1 213	105,1	105,1	105,1	105,1	105,1	105,1	105,1	105,1	105,1	105,1	105,1	105,1	1 262	1 213
	17 637														17 637
Frais de personnel (salaires nets + charges)		1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	1 353,4	16 241	
HT															
Terrains, frais d'établissement et aménagements	8 400	8 736,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	8 736	8 400
Frais de brevets, marques & modèles, divers R&D	9 565	0,0	9 947,6	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	9 948	9 565
Prototypes, matériel et outillage spécifique	2 050	0,0	0,0	2 132,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	2 132	2 050
Matériel informatique, de bureau, véhicules & divers	6 556	0,0	0,0	0,0	6 818,2	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	6 818	6 556
Augmentation (diminution) éventuelle du stock	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Paieement de la TVA (ou reversement)		-33,6	-84 216,5	-189 111,8	-188 811,2	-188 991,5	-188 729,2	-188 729,2	-188 729,2	-188 729,2	-188 729,2	-188 729,2	-188 729,2	-1 972 269	
Impôts sur les sociétés et taxes diverses	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Total des flux économiques :		-2 189 449,3	-4 834 044,2	-4 721 333,3	-4 726 320,1	-4 719 321,6	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 241,0		
Solde économique cumulé :		-30 635,6	-4 864 679,8	-9 586 013,0	-14 312 333,1	-19 031 654,8	-23 751 238,6	-28 470 822,5	-33 190 406,4	-37 909 990,2	-42 629 574,1	-47 349 158,0	-52 068 398,9	-52 068 399	-50 065 768
EBE mensuel (hors subventions)		-4 718 141,6	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 583,9	-4 719 280,5		
Actionnaires		prévu													
Augmentation de fonds propres (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Prise de dividende (-)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Compte-courant d'associé (+/-)	20 000	20 000,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	20 000	
Créanciers			Financement Année 2												
Emprunts contractés/prêts participatifs (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Avances remboursables (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Produits financiers (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Rembt. d'emprunts (principal + intérêts)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Remboursement d'avances	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur opérations d'escompte	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur découvert (agios)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Solde mensuels de trésorerie		-2 169 449	-4 834 044	-4 721 333	-4 726 320	-4 719 322	-4 719 584	-4 719 584	-4 719 584	-4 719 584	-4 719 584	-4 719 584	-4 719 241		
Solde global de trésorerie (début de mois)		25 864	-2 143 585	-6 977 629	-11 698 962	-16 425 282	-21 144 604	-25 864 188	-30 583 772	-35 303 356	-40 022 940	-44 742 523	-49 462 107		
Solde global de trésorerie (fin de mois)		-2 143 585	-6 977 629	-11 698 962	-16 425 282	-21 144 604	-25 864 188	-30 583 772	-35 303 356	-40 022 940	-44 742 523	-49 462 107	-54 181 348	33 415	
CONVIVENDO S.A / 23 mai 2018		M13	M14	M15	M16	M17	M18	M19	M20	M21	M22	M23	M24		

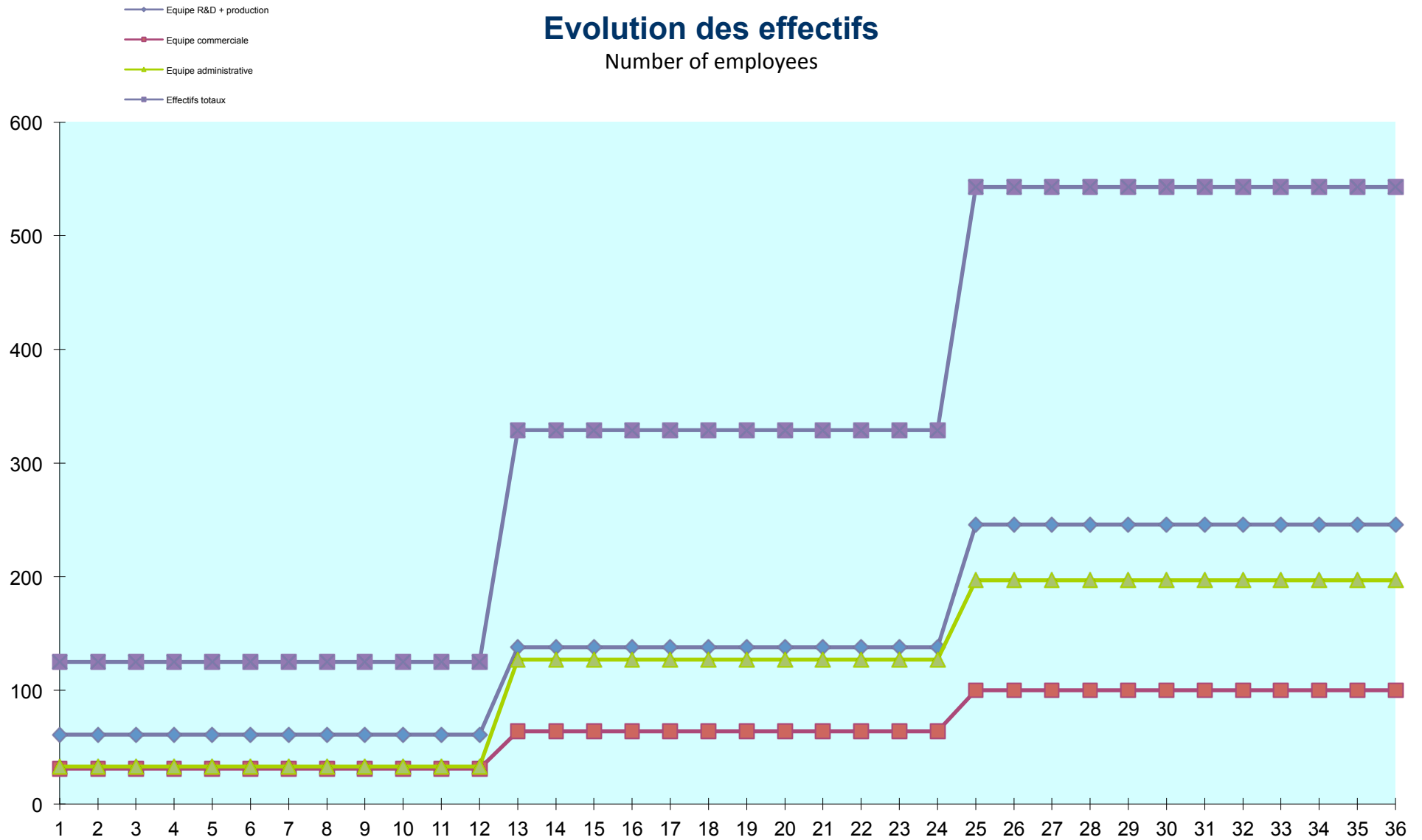
	Info	janv-20	févr-20	mars-20	avr-20	mai-20	juin-20	juli-20	août-20	sept-20	oct-20	nov-20	déc-20			
Ventes vendus (ventes <u>directes</u>)														k€		
	Prév. dir.	Ventes Année 2												Prix u.	Coût	
PUBLICITY HYPERMARCHE	237 952	19 829	19 829	19 829	19 829	19 829	19 829	19 829	19 829	19 829	19 829	19 829	19 833	237 952	26.400	2.570
PUBLICITY SUPERMARCHE	448	37	37	37	37	37	37	37	37	37	37	37	41	448	19.800	1.920
PUBLICITY MARCHE	448	37	37	37	37	37	37	37	37	37	37	37	41	448	12.474	1.320
PUBLICITY SUPERETTE	325	27	27	27	27	27	27	27	27	27	27	27	28	325	4.725	0.554
SALE of DATA for Other FIRM	450	37	37	37	37	37	37	37	37	37	37	37	43	450	19.440	1.750
Ventes vendus (ventes <u>indirectes</u>)														Prix u.		Coût
PUBLICITY HYPERMARCHE	8 817 600	734 800	734 800	734 800	734 800	734 800	734 800	734 800	734 800	734 800	734 800	734 800	734 800	8 817 600	0.000	2.570
PUBLICITY SUPERMARCHE	20 462 400	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	1 705 200	20 462 400	0.000	1.920
PUBLICITY MARCHE	105 000	8 750	8 750	8 750	8 750	8 750	8 750	8 750	8 750	8 750	8 750	8 750	8 750	105 000	0.000	1.320
PUBLICITY SUPERETTE	27 500	2 291	2 291	2 291	2 291	2 291	2 291	2 291	2 291	2 291	2 291	2 291	2 299	27 500	0.000	0.554
SALE of DATA for Other FIRM	110 000	9 166	9 166	9 166	9 166	9 166	9 166	9 166	9 166	9 166	9 166	9 166	9 174	110 000	0.000	1.750
Effectifs rémunérés chaque mois														Salaire brut		
	prévu	Effectifs Année 2														
Research and development team	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0	80,0		5,0	
CHIEF of R&D	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0	8,0		6,0	
Production technicians	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0	50,0		3,5	
General Director	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0	4,0		8,0	
Sales team	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0	60,0		4,2	
Marketing support team	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0	15,0		4,3	
Team barcode readings in store (Half-time students)	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0	100,0		1,5	
Executive team	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	12,0	329 pers.	6,0	
	329															
Salaires mensuels nets totaux		954,8	954,8	954,8	954,8	954,8	954,8	954,8	954,8	954,8	954,8	954,8	954,8	11 458		
Charges salariales et patronales		398,6	398,6	398,6	398,6	398,6	398,6	398,6	398,6	398,6	398,6	398,6	398,6	4 784		
Intéressement sur marge brute, primes, etc.	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0		
Total des salaires et charges salariales		1 353	1 353	1 353	1 353	1 353	1 353	1 353	1 353	1 353	1 353	1 353	1 353	16 241		
-> Paiement effectif des charges sociales		158	399	399	399	399	399	399	399	399	399	399	399	4 543		
		M13	M14	M15	M16	M17	M18	M19	M20	M21	M22	M23	M24	Total		
		janv-20	févr-20	mars-20	avr-20	mai-20	juin-20	juli-20	août-20	sept-20	oct-20	nov-20	déc-20			
Récapitulation du CA (HT)														TVA		
Vente de produits & services / Direct	1	525 527	525 527	525 527	525 527	525 527	525 527	525 527	525 527	525 527	525 527	525 527	525 883	6 306 675		
Vente de produits & services / Indirect	1	148	148	148	148	148	148	148	148	148	148	148	148	1 771		
Total des ventes (k€ HT)		525 674	525 674	525 674	525 674	525 674	525 674	525 674	525 674	525 674	525 674	525 674	526 030			
Total cumulé (k€ HT)		525 674	1 051 348	1 577 023	2 102 697	2 628 371	3 154 045	3 679 719	4 205 394	4 731 068	5 256 742	5 782 416	6 308 447	6 308 447 k€		
Coût de revient total (k€ HT)																
		5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 435	5 242 488	62 909 271 k€		
TVA collectée (à reverser)		21 027	21 027	21 027	21 027	21 027	21 027	21 027	21 027	21 027	21 027	21 027	21 041	252 338		
TVA déductible -produits, prestations		104 907	209 756	209 756	209 756	209 756	209 756	209 756	209 756	209 756	209 756	209 756	209 757	2 412 227		
TVA déductible -investissements		336	383	82	262	0	0	0	0	0	0	0	0	1 063		
=> TVA à payer par l'entreprise		-84 217	-189 112	-188 811	-188 991	-188 729	-188 729	-188 729	-188 729	-188 729	-188 729	-188 729	-188 716	-2 160 952		
-> Paiement effectif de la TVA		-34	-84 217	-189 112	-188 811	-188 991	-188 729	-188 729	-188 729	-188 729	-188 729	-188 729	-188 729	-1 972 269		

Tableau de trésorerie CONVIVENDO S.A / 23 mai 2018		M25	M26	M27	M28	M29	M30	Année 3						Total	Total
		janv-21	févr-21	mars-21	avr-21	mai-21	juin-21	M31	M32	M33	M34	M35	M36	(TTC)	(HT)
Année 3															
Vente de produits & services / Direct (TTC)	115 068	757 023	757 023	757 023	757 023	757 023	757 023	757 023	757 023	757 023	757 023	757 023	757 688	9 084 944	8 735 523
Vente de produits & services / Indirect (TTC)	209 687	542	542	542	542	542	542	542	542	542	542	542	542	6 501	6 501
=> Chiffre d'affaires facturé (k€ TTC)	324 755	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	758 229	9 091 444	8 741 773
=>> Chiffre d'affaires encaissé (k€ TTC)		757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	757 565	758 229	9 091 444	8 741 773
Autres recettes (subventions, etc...)	prévu 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Coût de revient direct des produits-services (k€ TTC)	11 330	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 947	224 806 657	216 160 247
Paieement des fournisseurs de produits-services (TTC)	12 093 035	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 883	18 733 915	218 165 777	209 774 786
HT															
Loyer, télécoms, consommables...	6 615	573,3	573,3	573,3	573,3	573,3	573,3	573,3	573,3	573,3	573,3	573,3	573,3	6 879	6 615
Loyers de crédit-bail, maintenance & réparations	100	8,7	8,7	8,7	8,7	8,7	8,7	8,7	8,7	8,7	8,7	8,7	8,7	104	100
Honoraires, personnel extérieur, sous-traitance	4 950	429,0	429,0	429,0	429,0	429,0	429,0	429,0	429,0	429,0	429,0	429,0	429,0	5 148	4 950
Redevances à verser	13 118	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	1 136,9	13 643	13 118
Déplacements, missions & réceptions	1 890	163,8	163,8	163,8	163,8	163,8	163,8	163,8	163,8	163,8	163,8	163,8	163,8	1 966	1 890
Publicité et promotion	31 742	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	2 750,9	33 011	31 742
Autres charges	2 343	203,1	203,1	203,1	203,1	203,1	203,1	203,1	203,1	203,1	203,1	203,1	203,1	2 437	2 343
	60 757													60 757	
Frais de personnel (salaires nets + charges)		2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	2 496,6	29 959	
HT															
Terrains, frais d'établissement et aménagements	20 800	21 632,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	21 632	20 800
Frais de brevets, marques & modèles, divers R&D	11 072	0,0	11 515,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	11 515	11 072
Prototypes, matériel et outillage spécifique	3 190	0,0	0,0	3 317,6	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	3 318	3 190
Matériel informatique, de bureau, véhicules & divers	10 473	0,0	0,0	0,0	10 892,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	10 892	10 473
Augmentation (diminution) éventuelle du stock	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Paieement de la TVA (ou reversement)		-188 716,0	-437 014,1	-692 042,3	-691 727,0	-692 018,3	-691 599,4	-691 599,4	-691 599,4	-691 599,4	-691 599,4	-691 599,4	-691 599,4	-7 542 713	
Impôts sur les sociétés et taxes diverses	873	873,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	873	
Total des flux économiques :		-11 177 021,1	-17 558 580,9	-17 295 355,3	-17 303 245,0	-17 292 061,7	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 291 848,3		
Solde économique cumulé :		-52 068 398,9	-69 626 979,9	-86 922 335,2	#####	#####	#####	#####	#####	#####	#####	#####	#####	-242 564 374	-233 234 975
EBE mensuel (hors subventions)		-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 292 480,6	-17 291 903,5		
Actionnaires		prévu													
Augmentation de fonds propres (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Prise de dividende (-)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Compte-courant d'associé (+/-)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Créanciers			Financement Année 3												
Emprunts contractés/prêts participatifs (+)	60 000	60 000,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	60 000	
Avances remboursables (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Produits financiers (+)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Rembt. d'emprunts (principal + intérêts)	8 700	725,0	725,0	725,0	725,0	725,0	725,0	725,0	725,0	725,0	725,0	725,0	725,0	8 700	
Remboursement d'avances	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur opérations d'escompte	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Frais financiers sur découvert (agios)	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Solde mensuels de trésorerie		-11 117 746	-17 559 306	-17 296 080	-17 303 970	-17 292 787	-17 293 206	-17 293 206	-17 293 206	-17 293 206	-17 293 206	-17 293 206	-17 292 573		
Solde global de trésorerie (début de mois)		-54 181 348	-65 299 094	-82 858 400	-100 154 481	-117 458 451	-134 751 237	-152 044 443	-169 337 648	-186 630 854	-203 924 060	-221 217 265	-238 510 471		
Solde global de trésorerie (fin de mois)		-65 299 094	-82 858 400	-100 154 481	-117 458 451	-134 751 237	-152 044 443	-169 337 648	-186 630 854	-203 924 060	-221 217 265	-238 510 471	-255 803 044	251 713	
CONVIVENDO S.A / 23 mai 2018		M25	M26	M27	M28	M29	M30	M31	M32	M33	M34	M35	M36		

	Info	janv-21	févr-21	mars-21	avr-21	mai-21	juin-21	jul-21	août-21	sept-21	oct-21	nov-21	déc-21		
Ventes vendus (ventes directes)														k€	
	Prév. dir.	Ventes Année 3												Prix u.	Coût
PUBLICITY HYPERMARCHE	298 568	24 880	24 880	24 880	24 880	24 880	24 880	24 880	24 880	24 880	24 880	24 880	24 888	298 568	29,040
PUBLICITY SUPERMARCHE	1 163	96	96	96	96	96	96	96	96	96	96	96	107	1 163	2,790
PUBLICITY MARCHÉ	1 152	96	96	96	96	96	96	96	96	96	96	96	96	1 152	2,003
PUBLICITY SUPERETTE	829	69	69	69	69	69	69	69	69	69	69	69	70	829	1,401
SALE OF DATA for Other FIRM	1 065	88	88	88	88	88	88	88	88	88	88	88	97	1 065	0,576
Ventes vendus (ventes indirectes)														k€	
	Prév. indir.													Prix u.	Coût
PUBLICITY HYPERMARCHE	29 337 000	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	2 444 750	29 337 000	0,000
PUBLICITY SUPERMARCHE	65 988 720	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	5 499 060	65 988 720	2,790
PUBLICITY MARCHÉ	315 000	26 250	26 250	26 250	26 250	26 250	26 250	26 250	26 250	26 250	26 250	26 250	26 250	315 000	0,000
PUBLICITY SUPERETTE	102 000	8 500	8 500	8 500	8 500	8 500	8 500	8 500	8 500	8 500	8 500	8 500	8 500	102 000	0,000
SALE OF DATA for Other FIRM	420 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	35 000	420 000	0,576
Effectifs rémunérés chaque mois														k€	
	prévu	Effectifs Année 3												Salaire brut	
Research and development team	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0	160,0		5,3
CHIEF of R&D	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0	16,0		6,3
Production technicians	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0	70,0		3,7
General Director	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0	10,0		10,0
Sales team	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0	90,0		4,4
Marketing support team	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0	22,0		4,5
Team barcode readings in store (Half-time students)	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0	150,0		1,6
Executive team	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	25,0	543 pers.	6,5
	543														
Salaires mensuels nets totaux		1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	1 761,2	21 135	
Charges salariales et patronales		735,3	735,3	735,3	735,3	735,3	735,3	735,3	735,3	735,3	735,3	735,3	735,3	8 824	
Intéressement sur marge brute, primes, etc.	0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0	
Total des salaires et charges salariales		2 497	2 497	2 497	2 497	2 497	2 497	2 497	2 497	2 497	2 497	2 497	2 497	29 959	
-> Paiement effectif des charges sociales		399	735	735	735	735	735	735	735	735	735	735	735	8 487	
		M25	M26	M27	M28	M29	M30	M31	M32	M33	M34	M35	M36	Total	
		janv-21	févr-21	mars-21	avr-21	mai-21	juin-21	jul-21	août-21	sept-21	oct-21	nov-21	déc-21		
Récapitulation du CA (HT)															
Vente de produits & services / Direct	1	727 907	727 907	727 907	727 907	727 907	727 907	727 907	727 907	727 907	727 907	727 907	728 546	8 735 523	
Vente de produits & services / Indirect	1	521	521	521	521	521	521	521	521	521	521	521	521	6 251	
Total des ventes (k€ HT)		728 428	728 428	728 428	728 428	728 428	728 428	728 428	728 428	728 428	728 428	728 428	729 067		
Total cumulé (k€ HT)		728 428	1 456 856	2 185 284	2 913 712	3 642 139	4 370 567	5 098 995	5 827 423	6 555 851	7 284 279	8 012 707	8 741 773	8 741 773 k€	
Coût de revient total (k€ HT)															
		18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 349	18 013 410	216 160 247 k€	
TVA collectée (à reverser)		29 137	29 137	29 137	29 137	29 137	29 137	29 137	29 137	29 137	29 137	29 137	29 163	349 671	
TVA déductible -produits, prestations		465 319	720 736	720 736	720 736	720 736	720 736	720 736	720 736	720 736	720 736	720 736	720 738	8 393 422	
TVA déductible -investissements		832	443	128	419	0	0	0	0	0	0	0	0	1 821	
=> TVA à payer par l'entreprise		-437 014	-692 042	-691 727	-692 018	-691 599	-691 599	-691 599	-691 599	-691 599	-691 599	-691 599	-691 575	-8 045 572	
-> Paiement effectif de la TVA		-188 716	-437 014	-692 042	-691 727	-692 018	-691 599	-691 599	-691 599	-691 599	-691 599	-691 599	-691 599	-7 542 713	

Evolution des effectifs

Number of employees



Chronique des flux d'exploitation *Operating Cash Flows & Expenses*

