



## Profit and Loss Statement

Strictly Confidential

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**MOJO FINTECH**
**Profit and Loss (P&L) Statement**

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RS: Monthly Subscriptions Basic Accounts	450.0	1,350.0	2,700.0	4,500.0	6,300.0	9,000.0
RS: Monthly Subscriptions SBS Accounts	950.0	3,800.0	7,600.0	7,600.0	9,500.0	13,300.0
RS: Monthly Subscriptions Business Accounts	-	7,250.0	11,600.0	17,400.0	23,200.0	29,000.0
RS: Monthly Subscriptions Enterprise Accounts	-	7,350.0	14,700.0	24,500.0	24,500.0	49,000.0
RS: SEPA/Swift/FP Tranfers	1,500.0	4,500.0	14,000.0	20,000.0	25,000.0	37,000.0
RS: POS / eCOM / SoftPOS	2,500.0	8,750.0	12,500.0	17,500.0	25,000.0	37,500.0
RS: VCC Travel Commisions (0.1 up to 0.2%)	-	3,000.0	55,000.0	80,000.0	110,000.0	120,000.0
RS: Supply Chain Factoring 0.02%	-	-	-	-	-	180,000.0
RS: Invoice Funding / Lending 0.02%	-	-	-	-	80,000.0	100,000.0
RS: Mastercard Scheme Interchange	100.0	6,750.0	21,000.0	30,000.0	37,500.0	55,500.0
RS: Share Revenue Funding Commisions 0.02%	-	2,000.0	4,000.0	6,000.0	10,000.0	14,000.0
RS: Working Capital Commision (SIVO) 0.5% per month	-	-	-	75,000.0	75,000.0	75,000.0
RS: Co Branded One off Fees	-	-	-	-	75,000.0	75,000.0
RS: Co Branded Monthly Fees		-	-	3,500.0	3,500.0	7,000.0
RS: Co Branded Monthly Commissions			-	-	2,500.0	2,500.0
Returns, Refunds, Discounts						
<b>Total Net Revenue</b>	<b>5,500.0</b>	<b>44,750.0</b>	<b>143,100.0</b>	<b>286,000.0</b>	<b>507,000.0</b>	<b>803,800.0</b>
RS: Monthly Bank Account Costs	300.0	2,250.0	4,200.0	6,000.0	7,500.0	11,000.0
PS: Monthly Payment for Bank Accounts	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0
RS: SEPA/Swift/FP Tranfers						
RS: POS / eCOM / SoftPOS	200.0	900.0	1,000.0	1,400.0	2,000.0	3,000.0
RS: VCC Travel Costs			2,500.0	2,500.0	2,500.0	2,500.0
RS: Invoice Funding / Lending Costs						
RS: Mastercard Scheme Interchange Costs						
RS: Share Revenue Funding Costs						
RS: Working Capital Costs						
RS: Co Branded One off Fees		35,000.0	35,000.0	35,000.0	35,000.0	35,000.0
RS: Co Branded Monthly Fees		-	-	1,500.0	1,500.0	3,500.0
RS: Co Branded Monthly Commissions			-	-	-	-
<b>Cost of Goods Sold</b>	<b>4,100.00</b>	<b>41,750.00</b>	<b>46,300.00</b>	<b>50,000.00</b>	<b>52,100.00</b>	<b>58,600.00</b>
<b>Gross Profit</b>	<b>1,400.0</b>	<b>3,000.0</b>	<b>96,800.0</b>	<b>236,000.0</b>	<b>454,900.0</b>	<b>745,200.0</b>

**Expenses**

Advertising & PR	500.0	50,000.0	50,000.0	50,000.0	50,000.0	40,000.0
Marketing & Promotion	-	10,000.0	10,000.0	10,000.0	10,000.0	5,000.0
Certificates & Lisences	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0
Maintenance	1,500.0	1,500.0	1,500.0	1,500.0	1,500.0	1,500.0
Office Supplies	100.0	500.0	500.0	500.0	500.0	500.0
Rents	300.0	1,500.0	2,500.0	2,500.0	2,500.0	2,500.0
Salaries, Benefits & Wages						
<i>CEO &amp; COO</i>	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0
<i>Sales Team B2B</i>	2,400.0	2,400.0	2,400.0	2,400.0	2,400.0	2,400.0
<i>Sales Team Co Branded</i>	1,200.0	1,200.0	1,200.0	1,200.0	1,200.0	1,200.0
<i>Developers</i>	2,000.0	4,000.0	6,000.0	6,000.0	6,000.0	6,000.0
<i>Customer Service Retail / Business</i>	3,600.0	3,600.0	4,700.0	4,800.0	4,800.0	6,000.0
<i>Finance &amp; Accounting</i>	1,200.0	1,200.0	2,400.0	2,400.0	2,400.0	3,600.0
Telecommunication	1,500.0	2,500.0	3,000.0	3,500.0	5,000.0	5,000.0
Travel	1,500.0	2,000.0	2,000.0	4,000.0	4,000.0	6,000.0
Hardware / Software	30,000.0	10,000.0				10,000.0
	-	-	-	-	-	-
Total Expenses	59,400.0	104,000.0	99,800.0	102,400.0	103,900.0	103,300.0
<b>Earnings Before Interest &amp; Taxes</b>	<b>(58,000.0)</b>	<b>(101,000.0)</b>	<b>(3,000.0)</b>	<b>133,600.0</b>	<b>351,000.0</b>	<b>641,900.0</b>
Interest Expense						
<b>Earnings Before Taxes</b>	<b>(58,000.0)</b>	<b>(101,000.0)</b>	<b>(3,000.0)</b>	<b>133,600.0</b>	<b>351,000.0</b>	<b>641,900.0</b>
Income Taxes	-11,020.00	-19,190.00	-570.00	25,384.00	66,690.00	121,961.00
<b>Net Earnings</b>	<b>(46,980.0)</b>	<b>(81,810.0)</b>	<b>(2,430.0)</b>	<b>108,216.0</b>	<b>284,310.0</b>	<b>519,939.0</b>

12 MONTHS (1 YEAR)						
7	8	9	10	11	12	Full Year
9,000.0	9,000.0	13,500.0	13,500.0	13,500.0	13,500.0	96,300.0
13,300.0	28,500.0	28,500.0	28,500.0	38,000.0	57,000.0	236,550.0
29,000.0	43,500.0	58,000.0	58,000.0	72,500.0	101,500.0	450,950.0
49,000.0	73,500.0	98,000.0	98,000.0	122,500.0	171,500.0	732,550.0
37,000.0	55,000.0	70,000.0	70,000.0	85,000.0	115,000.0	534,000.0
50,000.0	62,500.0	75,000.0	87,500.0	100,000.0	112,500.0	591,250.0
150,000.0	210,000.0	210,000.0	240,000.0	240,000.0	240,000.0	1,658,000.0
240,000.0	300,000.0	400,000.0	500,000.0	600,000.0	700,000.0	2,920,000.0
120,000.0	140,000.0	140,000.0	140,000.0	160,000.0	200,000.0	1,080,000.0
55,500.0	82,500.0	105,000.0	105,000.0	127,500.0	172,500.0	798,850.0
16,000.0	20,000.0	20,000.0	24,000.0	24,000.0	30,000.0	170,000.0
100,000.0	100,000.0	100,000.0	150,000.0	150,000.0	250,000.0	1,075,000.0
75,000.0	-	75,000.0	75,000.0	75,000.0	75,000.0	525,000.0
7,000.0	7,000.0	11,500.0	11,500.0	15,000.0	15,000.0	81,000.0
5,000.0	7,500.0	12,500.0	22,500.0	27,500.0	50,000.0	130,000.0
						-
955,800.0	1,139,000.0	1,417,000.0	1,623,500.0	1,850,500.0	2,303,500.0	11,079,450.0
11,000.0	16,500.0	21,000.0	21,000.0	27,500.0	35,000.0	163,250.0
3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	43,200.0
						-
4,000.0	5,000.0	7,000.0	7,000.0	8,000.0	9,000.0	48,500.0
2,500.0	2,500.0	2,500.0	2,500.0	2,500.0	2,500.0	25,000.0
						-
						-
						-
						-
35,000.0	-	35,000.0	35,000.0	35,000.0	35,000.0	350,000.0
3,500.0	3,500.0	6,000.0	6,000.0	7,500.0	7,500.0	40,500.0
-	-	-	-	-	-	-
59,600.00	31,100.00	75,100.00	75,100.00	84,100.00	92,600.00	670,450.0
896,200.0	1,107,900.0	1,341,900.0	1,548,400.0	1,766,400.0	2,210,900.0	10,409,000.0

30,000.0	30,000.0	30,000.0	30,000.0	30,000.0	30,000.0	420,500.0
5,000.0	5,000.0	5,000.0	5,000.0	5,000.0	5,000.0	75,000.0
3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	3,600.0	43,200.0
1,500.0	1,500.0	1,500.0	1,500.0	1,500.0	1,500.0	18,000.0
500.0	500.0	500.0	500.0	500.0	500.0	5,600.0
2,500.0	2,500.0	2,500.0	2,500.0	2,500.0	2,500.0	26,800.0
10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	120,000.0
2,400.0	2,400.0	2,400.0	2,400.0	2,400.0	2,400.0	28,800.0
1,200.0	1,200.0	1,200.0	1,200.0	1,200.0	1,200.0	14,400.0
6,000.0	6,000.0	6,000.0	6,000.0	6,000.0	6,000.0	66,000.0
6,000.0	6,000.0	6,000.0	6,000.0	6,000.0	6,000.0	63,500.0
3,600.0	3,600.0	3,600.0	3,600.0	4,800.0	4,800.0	37,200.0
5,000.0	5,000.0	5,000.0	5,000.0	5,000.0	5,000.0	50,500.0
6,000.0	6,000.0	8,000.0	10,000.0	10,000.0	10,000.0	69,500.0
			10,000.0			60,000.0
-	-	-	-	-	-	-
83,300.0	83,300.0	85,300.0	97,300.0	88,500.0	88,500.0	1,099,000.0
<b>812,900.0</b>	<b>1,024,600.0</b>	<b>1,256,600.0</b>	<b>1,451,100.0</b>	<b>1,677,900.0</b>	<b>2,122,400.0</b>	<b>9,310,000.0</b>
<b>812,900.0</b>	<b>1,024,600.0</b>	<b>1,256,600.0</b>	<b>1,451,100.0</b>	<b>1,677,900.0</b>	<b>2,122,400.0</b>	<b>9,310,000.0</b>
154,451.00	194,674.00	238,754.00	275,709.00	318,801.00	403,256.00	1,768,900.0
<b>658,449.0</b>	<b>829,926.0</b>	<b>1,017,846.0</b>	<b>1,175,391.0</b>	<b>1,359,099.0</b>	<b>1,719,144.0</b>	<b>7,541,100.0</b>

**MOJO FINTECH**
**Profit and Loss (P&L) Statement**

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	1 YEAR	2 YEAR	3 YEAR	4 YEAR	5 YEAR
RS: Monthly Subscriptions Basic Accounts	96,300.00	115,560.00	138,672.00	166,406.40	199,687.68
RS: Monthly Subscriptions SBS Accounts	236,550.00	307,515.00	399,769.50	519,700.35	675,610.46
RS: Monthly Subscriptions Business Accounts	450,950.00	586,235.00	703,482.00	914,526.60	1,188,884.58
RS: Monthly Subscriptions Enterprise Accounts	732,550.00	879,060.00	1,142,778.00	1,485,611.40	1,931,294.82
RS: SEPA/Swift/FP Tranfers	534,000.00	640,800.00	833,040.00	1,082,952.00	1,407,837.60
RS: POS / eCOM / SoftPOS	591,250.00	886,875.00	1,330,312.50	1,862,437.50	2,607,412.50
RS: VCC Travel Commisions	1,658,000.00	1,989,600.00	2,984,400.00	4,178,160.00	5,849,424.00
RS: Supply Chain Factoring	2,920,000.00	3,504,000.00	4,905,600.00	6,867,840.00	9,614,976.00
RS: Invoice Funding / Lending	1,080,000.00	1,620,000.00	2,106,000.00	3,159,000.00	4,106,700.00
RS: Mastercard Scheme Interchange	798,850.00	958,620.00	1,246,206.00	1,620,067.80	2,106,088.14
RS: Share Revenue Funding Commisions	170,000.00	272,000.00	435,200.00	826,880.00	1,240,320.00
RS: Working Capital Commision	1,075,000.00	2,042,500.00	3,063,750.00	4,289,250.00	6,433,875.00
RS: Co Branded One off Fees	525,000.00	525,000.00	525,000.00	525,000.00	525,000.00
RS: Co Branded Monthly Fees	81,000.00	162,000.00	243,000.00	324,000.00	405,000.00
RS: Co Branded Monthly Commissions	130,000.00	260,000.00	520,000.00	1,040,000.00	2,080,000.00
Returns, Refunds, Discounts					
<b>Total Net Revenue</b>	<b>11,079,450.00</b>	<b>14,749,765.00</b>	<b>20,577,210.00</b>	<b>28,861,832.05</b>	<b>40,372,110.78</b>
Cost of Goods Sold	670,450.00	804,540.00	965,448.00	1,110,265.20	1,221,291.72
<b>Gross Profit</b>	<b>10,409,000.00</b>	<b>13,945,225.00</b>	<b>19,611,762.00</b>	<b>27,751,566.85</b>	<b>39,150,819.06</b>
<b>Expenses</b>					
Advertising & PR	420,500.00	504,600.00	655,980.00	852,774.00	1,108,606.20
Marketing & Promotion	75,000.00	90,000.00	117,000.00	152,100.00	197,730.00
Certificates & Lisences	43,200.00	250,000.00	43,200.00	56,160.00	73,008.00
Maintenance	18,000.00	21,600.00	28,080.00	36,504.00	47,455.20
Office Supplies	5,600.00	7,280.00	9,464.00	12,303.20	15,994.16
Rents	26,800.00	32,160.00	41,808.00	54,350.40	70,655.52
Salaries, Benefits & Wages					
<i>CEO &amp; COO (CFO, CTO)</i>	120,000.00	240,000.00	240,000.00	320,000.00	384,000.00
<i>Sales Team B2B</i>	28,800.00	72,000.00	93,600.00	121,680.00	158,184.00
<i>Sales Team Co Branded</i>	14,400.00	24,000.00	31,200.00	40,560.00	52,728.00
<i>Developers</i>	66,000.00	118,000.00	118,000.00	118,000.00	153,400.00
<i>Customer Service Retail / Business</i>	63,500.00	80,500.00	104,650.00	136,045.00	176,858.50

<i>Finance &amp; Accounting</i>	37,200.00	39,600.00	51,480.00	66,924.00	87,001.20
Telecommunication	50,500.00	70,000.00	90,000.00	110,000.00	143,000.00
Travel	69,500.00	100,000.00	150,000.00	150,000.00	195,000.00
Hardware / Software	60,000.00	60,000.00	60,000.00	60,000.00	78,000.00
Total Expenses	1,099,000.00	1,709,740.00	1,834,462.00	2,287,400.60	2,941,620.78
<b>Earnings Before Interest &amp; Taxes</b>	<b>9,310,000.00</b>	<b>12,235,485.00</b>	<b>17,777,300.00</b>	<b>25,464,166.25</b>	<b>36,209,198.28</b>
Interest Expense					
<b>Earnings Before Taxes</b>	<b>9,310,000.00</b>	<b>12,235,485.00</b>	<b>17,777,300.00</b>	<b>25,464,166.25</b>	<b>36,209,198.28</b>
Income Taxes	1,768,900.00	2,324,742.15	3,377,687.00	4,838,191.59	6,879,747.67
<b>Net Earnings</b>	<b>7,541,100.00</b>	<b>9,910,742.85</b>	<b>14,399,613.00</b>	<b>20,625,974.66</b>	<b>29,329,450.60</b>