

Motherboard P&L Projection

Description	E-O-Y '19	E-O-Y '20	E-O-Y '21	E-O-Y '22	E-O-Y '24
Number of Franchisees	16	40	64	88	112
Income from Franchise Fee					
Revenue from Sale of Franchise License	\$ 367,984	\$ 551,976	\$ 551,976	\$ 551,976	\$ 551,976
Revenue Rate on Franchise Sales					
Average Monthly Sales per Franchise	\$ 22,500	\$ 50,000	\$ 60,000	\$ 60,000	\$ 60,000
Monthly Revenue from Franchise Sales	\$ 35,100	\$ 707,700	\$ 1,918,800	\$ 3,067,200	\$ 4,104,000
Accummulated Revenue	\$ 403,084	\$ 1,662,760	\$ 4,133,536	\$ 7,752,712	\$ 12,408,688
Gross Revenue	\$ 403,084	\$ 1,259,676	\$ 2,470,776	\$ 3,619,176	\$ 4,655,976
Operating Expenses:					
Sales & Marketing	\$ 124,980	\$ 166,640	\$ 166,640	\$ 166,640	\$ 166,640
General & Administrative	\$ 229,954	\$ 306,605	\$ 306,605	\$ 306,605	\$ 306,605
Research & Development	\$ 99,975	\$ 133,300	\$ 133,300	\$ 133,300	\$ 133,300
Depreciation/Amortization					
Total Operating Expenses	\$ 454,909	\$ 606,545	\$ 606,545	\$ 606,545	\$ 606,545
Gross Income	\$ (51,825)	\$ 653,131	\$ 1,864,231	\$ 3,012,631	\$ 4,049,431

Note: It is assumed that in April 2019, Motherboard will hire a Sales EVP, and Finance EVP, a Bookkeeper and two other administrative personnel for Motherboard, bringing our projected operating expense to \$50,545 per month.