

Click IT Franchise Projected Financials - 1st 17 Months of Full Operations*

Month	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Forecasted Operations	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20
Number of Franchisees	0	1	2	3	5	7	9	11	13	15	17	19	21	23	25	27	29
Consolidated Net Revenue	\$0	\$36,453	\$36,453	\$36,453	\$73,657	\$74,707	\$76,057	\$78,907	\$82,357	\$86,407	\$91,717	\$97,867	\$101,707	\$105,547	\$109,387	\$113,227	\$117,067
<i>Franchise Fee Revenue</i>	\$0	\$32,999	\$32,999	\$32,999	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998	\$65,998
<i>Franchise Royalties</i>	\$0	\$0	\$0	\$0	\$750	\$1,800	\$3,150	\$6,000	\$9,450	\$13,500	\$18,810	\$24,960	\$28,800	\$32,640	\$36,480	\$40,320	\$44,160
<i>Franchise Shop Revenue</i>	\$0	\$3,454	\$3,454	\$3,454	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909	\$6,909
<i>Franchise Continuing Ed Revenue</i>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<i>Franchise System Support Revenue</i>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Gross Profit	\$0	\$32,808	\$32,808	\$32,808	\$66,291	\$67,236	\$68,451	\$71,016	\$74,121	\$77,766	\$82,545	\$88,080	\$91,536	\$94,992	\$98,448	\$101,904	\$105,360
<i>Gross Margin</i>		90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
Consolidated Operational Expenses	\$28,873	\$33,927	\$38,982	\$49,036	\$49,091	\$51,618	\$59,145	\$51,618	\$64,255	\$54,745	\$44,636	\$56,618	\$49,691	\$52,218	\$53,735	\$53,229	\$58,640
Salaries	\$25,273	\$30,327	\$35,382	\$40,436	\$45,491	\$48,018	\$50,545	\$48,018	\$60,655	\$50,545	\$40,436	\$48,018	\$45,491	\$48,018	\$49,535	\$49,029	\$50,040
Sales & Marketing	\$6,943	\$8,332	\$9,721	\$11,109	\$12,498	\$13,192	\$13,887	\$13,192	\$16,664	\$13,887	\$11,109	\$13,192	\$12,498	\$13,192	\$13,609	\$13,470	\$13,748
General & Administrative	\$12,775	\$15,330	\$17,885	\$20,440	\$22,995	\$24,273	\$25,550	\$24,273	\$30,661	\$25,550	\$20,440	\$24,273	\$22,995	\$24,273	\$25,039	\$24,784	\$25,295
Research & Development	\$5,554	\$6,665	\$7,776	\$8,887	\$9,998	\$10,553	\$11,108	\$10,553	\$13,330	\$11,108	\$8,887	\$10,553	\$9,998	\$10,553	\$10,886	\$10,775	\$10,997
Depreciation/Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Operating Expenses	\$3,600	\$3,600	\$3,600	\$8,600	\$3,600	\$3,600	\$8,600	\$3,600	\$3,600	\$4,200	\$4,200	\$8,600	\$4,200	\$4,200	\$4,200	\$4,200	\$8,600
Operating Profit/Loss	(\$28,873)	(\$1,119)	(\$6,174)	(\$16,228)	\$17,200	\$15,618	\$9,306	\$19,398	\$9,866	\$23,021	\$37,909	\$31,462	\$41,845	\$42,774	\$44,713	\$48,675	\$46,720

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Beginning Cash	\$3,600	(\$25,273)	(\$26,392)	(\$32,566)	(\$48,794)	(\$31,594)	(\$15,976)	(\$6,671)	\$12,727	\$22,593	\$45,614	\$83,523	\$114,984	\$156,829	\$199,603	\$244,317	\$292,991
Net Increase/Decrease	(\$28,873)	(\$1,119)	(\$6,174)	(\$16,228)	\$17,200	\$15,618	\$9,306	\$19,398	\$9,866	\$23,021	\$37,909	\$31,462	\$41,845	\$42,774	\$44,713	\$48,675	\$46,720
Ending Cash	(\$25,273)	(\$26,392)	(\$32,566)	(\$48,794)	(\$31,594)	(\$15,976)	(\$6,671)	\$12,727	\$22,593	\$45,614	\$83,523	\$114,984	\$156,829	\$199,603	\$244,317	\$292,991	\$339,711

***Notes:**

- 1) It will takes a franchise on average three months to open its store.
- 2) Build-out sales of items sold to franchise owners are included in Shop Revenue
For build-out items, see:
- 3) Full operations to begin once the established minimum amount of capital is raised
- 4) "Other Operating Expenses" include Rent and Franchise Trade Fairs.
- 5) During Month 1, a Sales EVP, Finance EVP, Bookkeeper and two other administrative personnel will be hired