

Chinese LearnFree, Quarterly Cashflow Projection (2024-2026)														
Scenario One V.1 (27/10/23)			Jan-Mar 2024	Apr-Jun 2024	Jul-Aug 2024	Sep-Dec 2024	Jan-Mar 2025	Apr-Jun 2025	Jul-Aug 2025	Sep-Dec 2025	Jan-Mar 2026	Apr-Jun 2026	Jul-Aug 2026	Sep-Dec 2026
<b>Income</b>														
Sales						\$600,000.00				\$1,500,000.00				\$5,520,000.00
Direct Funding Support			\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$107,500.00
Pilot Program						\$1,800,000.00				\$600,000.00				
<b>Sub-total Income</b>			\$107,500.00	\$107,500.00	\$107,500.00	\$2,507,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$2,207,500.00	\$107,500.00	\$107,500.00	\$107,500.00	\$5,627,500.00
<b>Expenses</b>														
Administration / Accounting			\$15,000.00	\$15,000.00	\$15,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00
Cloud Services			\$6,000.00	\$6,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Equipment			\$20,000.00	\$20,000.00	\$20,000.00									
Marketing					\$200,000.00	\$200,000.00	\$200,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00
Rent	\$12,500.00	3	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00	\$37,500.00
Salary														
Project Directors (PT)	\$15,000.00	3	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00
Project Manager	\$32,000.00	3	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00	\$96,000.00
Designer	\$28,000.00	3	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00	\$84,000.00
Front End Developer	\$25,000.00	3	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00
Back End Developer	\$25,000.00	3	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00	\$75,000.00
Data	\$30,000.00	3	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$75,000.00	\$75,000.00	\$75,000.00
Consultants			\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Sales Commission										\$300,000.00				\$1,104,000.00
Transportation			\$3,000.00	\$4,500.00	\$4,500.00	\$4,500.00	\$6,000.00	\$6,000.00	\$6,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Misc			\$6,000.00	\$6,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00
<b>Sub-total Expenses</b>			\$192,500.00	\$614,000.00	\$823,000.00	\$848,000.00	\$819,500.00	\$819,500.00	\$1,119,500.00	\$1,425,500.00	\$1,095,500.00	\$825,500.00	\$825,500.00	\$1,929,500.00
<b>Quarterly Cashflow</b>			-\$85,000.00	-\$506,500.00	-\$715,500.00	\$1,659,500.00	-\$712,000.00	-\$712,000.00	-\$1,012,000.00	\$782,000.00	-\$988,000.00	-\$718,000.00	-\$718,000.00	\$3,698,000.00
<b>Cumulative Cashflow</b>			-\$85,000.00	-\$591,500.00	-\$1,222,000.00	\$944,000.00	\$947,500.00	-\$1,424,000.00	-\$1,724,000.00	-\$230,000.00	-\$206,000.00	-\$1,706,000.00	-\$1,436,000.00	\$2,980,000.00
<b>Notes to Income Projections</b>														
Sep-Dec 2024 \$600,000 from Taiyar for 5000 users @\$120/user														
Sep-Dec 2024 \$1,800,000 from participating pilot schools for 3000 users @\$600/user														
Sep-Dec 2025 \$1,500,000 from viral subscribers (including Taiyar) for 12500 users @\$120/user														
Sep-Dec 2025 \$600,000 from participating pilot schools for 5000 users @\$120/user														
Sep-Dec 2026 \$5,520,000 from viral subscribers (including Taiyar) for 46000 users @\$120/user														
2024-2026 cash subsidies from Science Park \$1,290,000														
2024-2026 indirect subsidies from AWS not included														