

C A P I Z A T E

Durable

Financial Model, Pro forma Forecast, Business Valuation and Internal Rate of Return (IRR) with Validated Research

Principle

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November 20, 2022

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Thank you for engaging our firm to complete your business valuation. This letter confirms completion of the project. We completed the valuation with four methodologies including market capitalization, book value, market comparisons, and discounted cash flow with a net present and terminal value. Based on objective, subjective, industry standard practices and four methodologies, the post-money valuation of your enterprise is as follows:

Method 1 Market Capitalization	7,500,000
Method 2 Book Value	18,839
Method 3 Market Comps	247,528,800
Method 4 DCF With Terminal	774,543,118
Weighted Pre-Money Valuation	37,712,158
Weighted Post-Money Valuation	42,712,158

In addition to the business valuation, we analyzed the Internal Rate of Return (IRR), with the following summary:

◆6-Year pro forma forecast of profit, loss, and free cash flow, the total Return on Investment is:	477,802,453
◆The capital injection into your firm at the time of the valuation assumes a total of:	5,000,000
◆Therefore the 6-year annual Internal Rate of Return is:	181.69%
◆The Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA) is:	9556.05%
Recommended equity to be sold of your company in consideration of the capital:	16.57%
◆First Month Profitable (P&L):	1
◆First Month Positive Cash Flow:	1
◆Lowest Cash Balance:	130,144

Our firm is available to review the attached report which includes the summary of financials worksheet, 6-year forecast pro forma, fixed expenses, variables expenses, marketing budget, revenue worksheets, valuation, and capitalization tables. The research completed to support the assumptions has been provided as footnotes on each page where validation is appropriate. Please find the references as website links and citations.

We are available to update the report, as needed, and always recommended this report be updated at least every 90 days. We look forward to our continued relationship.

Respectfully Submitted,

Tony Drexel Smith

Durable
Financial Model Workbook Key (Table of Contents)
November 20, 2022

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9	Section 2 - Capitalization - Use of Funds - Budgets					
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11	Capitalization Timeline	C2 - Timeline	8	847	2	24
12	Section 3 - Marketing Budget					
13	Fixed Marketing & Advertising Budget	M1 - Marketing	9	981	2	27
14	Variable Market Driver Expenses	M2 - Drivers	10	1,044	2	29
15	Section 4 - Assumptions					
16	Assumption 1 - KPI Assumptions	A1 - KPI Assumptions	11	1,113	1	31
17	Assumption 2 - Expense KPIs	A2 - Expense KPIs	12	1,168	1	32
18	Section 5 - Revenue Modeling					
19	R0 - Revenue Summary	R0 - Revenue Summary	13	1,217	1	33
20	R1 - EV Charging Units	R1 - EV Charging Units	14	1,259	3	34
21	R2 - Other Income	R2 - Other Income	15	1,383	3	37
22	R3 - EV Installation	R3 - EV Install	16	1,597	2	40
23	Section 6 - Valuation & Capitalization					
24	Post Money Business Valuation	V1 - Valuation	17	1,674	1	42
25	Market Comparisons	V2 - Comps	18	1,700	1	43
26	Discounted Cash Flow with Terminal Value	V3 - DCF	19	1,756	2	45
27	Market Capitalization	V4 - CAP	20	1,793	1	46
28	Book Value	V5 - Book	21	1,813	1	47
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30	Post-Money Capitalization Table	V7 - Post-Money Capitalization	23	1,867	1	49
31						
32						
33						
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35						
36						
37						
38						

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Financial Projection Summary
November 20, 2022

39	Sources	Amount	% of Total	Uses	Amount	% of Total		
40	Equit Raise	5,000,000	100.00%	Client Sales Development	2,614,000	52.28%		
41				Dealership Marketing Materials	290,000	5.80%		
42				Product Certification	96,500	1.93%		
43				Marketing Lead Generation	194,000	3.88%		
44				Dealership Product Inventory	968,000	19.36%		
45				Working Class Capital & Sales	677,500	13.55%		
46				Cost of Capital	160,000	3.20%		
47	Total Sources	5,000,000	100.00%	Total Uses	5,000,000	100.00%		
48	Net Sales Summary							
49	Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	6-Year Sum
50	EV Charging Units	28,137,118	52,439,653	107,178,682	229,360,662	484,116,915	892,512,304	1,793,745,335
51	Other Income	115,849	387,324	2,104,962	2,516,731	3,009,049	-	8,133,914
52	Subtotal Revenue	28,252,967	52,826,977	109,283,644	231,877,393	487,125,963	892,512,304	1,801,879,249
53	YoY Growth		87.0%	106.9%	112.2%	110.1%	83.2%	
54	Financial Summary							
55	(In USD)							
56	Cost of Goods & Sales	22,509,695	39,329,740	75,025,078	155,965,250	290,470,149	535,507,382	1,118,807,294
57	Gross Operating Profit	5,743,272	13,497,237	34,258,566	75,912,142	196,655,815	357,004,922	683,071,955
58	Gross Operating Margin %	20.3%	25.5%	31.3%	32.7%	40.4%	40.0%	37.9%
59								
60	Operating Expenses							
61	Fixed Marketing	325,000	341,250	358,313	376,228	395,040	414,792	2,210,622
62	Variable Marketing	565,059	1,056,540	2,185,673	4,637,548	9,742,519	17,850,246	36,037,585
63	Fixed Payroll	1,130,820	1,243,902	1,368,292	1,505,121	1,655,634	1,821,197	8,724,966
64	SGA/OH/Fixed/Variable Expenses	501,362	815,947	1,529,436	3,070,027	6,269,213	11,345,549	23,531,534
65	Subtotal Expenses	2,522,241	3,457,639	5,441,714	9,588,925	18,062,405	31,431,783	70,504,707
66	EBITDA	3,221,031	10,039,599	28,816,853	66,323,218	178,593,410	325,573,138	612,567,248
67	EBITDA Margin %	11.4%	19.0%	26.4%	28.6%	36.7%	36.5%	34.0%
68								
69	Tax (22% Net assumption - Final TBD)	(708,627)	(2,208,712)	(6,339,708)	(14,591,108)	(39,290,550)	(71,626,090)	(134,764,795)
70								
71	Net Income	2,512,404	7,830,887	22,477,145	51,732,110	139,302,860	253,947,048	477,802,453
72	NP Margin %	8.9%	14.8%	20.6%	22.3%	28.6%	28.5%	26.5%
73	Depreciation (TBD)	-	-	-	-	-	-	-
74	Cash Flow Statement							
75	Net Income	2,512,404	7,830,887	22,477,145	51,732,110	139,302,860	253,947,048	477,802,453
76	Re-Investment/Growth/New Equip	-	-	-	-	-	-	-
77	Free Cash Flow	2,512,404	7,830,887	22,477,145	51,732,110	139,302,860	253,947,048	477,802,453
78	Return Summary							
79	Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	6-Year Sum
80	Long Term Debt Principle & Interest	-	-	-	-	-	-	-
81	Investor Payments	-	-	-	-	-	-	-
82	Capital Shareholders	2,512,404	7,830,887	22,477,145	51,732,110	139,302,860	253,947,048	477,802,453
83								
84								Multiple
85	Cumulative ROI							95.56

Durable
Profit & Loss Pro Forma (Financial Forecast)
November 20, 2022

YEAR 1													
Year 1 - Profit & Loss Pro Forma	Month 1 Jan-23	Month 2 Feb-23	Month 3 Mar-23	Month 4 Apr-23	Month 5 May-23	Month 6 Jun-23	Month 7 Jul-23	Month 8 Aug-23	Month 9 Sep-23	Month 10 Oct-23	Month 11 Nov-23	Month 12 Dec-23	
EV Charging Units	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500	
Other Income	-	-	-	-	-	-	-	18,563	20,419	22,461	24,707	29,700	
Subtotal Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,543,957	2,722,024	2,912,572	3,116,477	3,337,200	
EV Charging Units	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000	
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	
Subtotal Cost of Sales	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000	
Gross Operating Profit	315,000	336,979	360,492	385,646	412,554	441,341	472,135	523,641	560,740	600,483	643,061	691,200	
Operating Expenses & Overhead													
Fixed Marketing	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	
Variable Marketing	31,500	33,698	36,049	38,565	41,255	44,134	47,214	50,879	54,440	58,251	62,330	66,744	
Fixed Payroll	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	
SGA/OH/Fixed/Variable Expenses	32,038	33,411	34,881	36,453	38,135	39,934	41,858	44,149	46,375	48,757	51,306	54,065	
Subtotal Operating Expenses & Overhead	184,856	188,427	192,248	196,336	200,708	205,386	210,390	216,347	222,134	228,327	234,954	242,127	
NET PROFIT (Forecast EBITDA)	130,144	148,552	168,244	189,310	211,846	235,954	261,745	307,294	338,606	372,156	408,107	449,073	
YEAR 2 - Profit & Loss Pro Forma Forecast													
Year 2 - Profit & Loss Pro Forma	Month 13 Jan-24	Month 14 Feb-24	Month 15 Mar-24	Month 16 Apr-24	Month 17 May-24	Month 18 Jun-24	Month 19 Jul-24	Month 20 Aug-24	Month 21 Sep-24	Month 22 Oct-24	Month 23 Nov-24	Month 24 Dec-24	
EV Charging Units	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940	
Other Income	29,700	30,146	30,598	31,057	31,522	31,995	32,475	32,962	33,457	33,959	34,468	34,985	
Subtotal Revenue	3,476,646	3,622,416	3,774,320	3,932,616	4,097,574	4,269,473	4,448,607	4,635,280	4,829,811	5,032,529	5,243,781	5,463,925	
EV Charging Units	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705	
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	
Subtotal Cost of Sales	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705	
Gross Operating Profit	891,436	928,213	966,528	1,006,447	1,048,035	1,091,365	1,136,508	1,183,542	1,232,545	1,283,601	1,336,796	1,392,220	
Operating Expenses & Overhead													
Fixed Marketing	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	
Variable Marketing	69,533	72,448	75,486	78,652	81,951	85,389	88,972	92,706	96,596	100,651	104,876	109,278	
Fixed Payroll	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	
SGA/OH/Fixed/Variable Expenses	56,426	58,248	60,147	62,125	64,187	66,336	68,575	70,909	73,340	75,874	78,515	81,267	
Subtotal Operating Expenses & Overhead	258,054	262,792	267,729	272,874	278,235	283,821	289,643	295,710	302,032	308,621	315,486	322,641	
NET PROFIT (Forecast EBITDA)	633,382	665,421	698,799	733,573	769,801	807,543	846,865	887,832	930,513	974,981	1,021,310	1,069,579	

132	YEAR 3 - Profit & Loss Pro forma Forecast												
133	Year 3 - Profit & Loss Pro Forma	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
134		Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
135	EV Charging Units	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
136	Other Income	161,408	163,830	166,287	168,781	171,313	173,883	176,491	179,138	181,825	184,553	187,321	190,131
137	Subtotal Revenue	5,994,972	6,432,175	6,901,819	7,406,319	7,948,272	8,530,467	9,155,900	9,827,792	10,549,603	11,325,052	12,158,133	13,053,140
138													
139	EV Charging Units	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106
140	Other Income	-	-	-	-	-	-	-	-	-	-	-	-
141	Subtotal Cost of Sales	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106
142													
143	Gross Operating Profit	1,911,478	2,044,333	2,186,947	2,340,043	2,504,401	2,680,858	2,870,314	3,073,734	3,292,159	3,526,702	3,778,565	4,049,034
144													
145	Operating Expenses & Overhead												
146	Fixed Marketing	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859
147	Variable Marketing	119,899	128,644	138,036	148,126	158,965	170,609	183,118	196,556	210,992	226,501	243,163	261,063
148	Fixed Payroll	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024
149	SGA/OH/Fixed/Variable Expenses	88,553	94,018	99,889	106,195	112,969	120,247	128,065	136,463	145,486	155,179	165,593	176,780
150	Subtotal Operating Expenses & Overhead	352,336	366,545	381,809	398,205	415,818	434,740	455,066	476,903	500,362	525,564	552,639	581,727
151													
152	NET PROFIT (Forecast EBITDA)	1,559,141	1,677,788	1,805,138	1,941,838	2,088,582	2,246,118	2,415,247	2,596,832	2,791,797	3,001,139	3,225,926	3,467,307
153													
154	YEAR 4 - Profit & Loss Pro Forma Forecast												
155	Year 4 - Profit & Loss Forecast	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
156		Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
157	EV Charging Units	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
158	Other Income	192,983	195,878	198,816	201,798	204,825	207,897	211,016	214,181	217,394	220,655	223,965	227,324
159	Subtotal Revenue	13,822,343	14,637,246	15,500,571	16,415,199	17,384,187	18,410,769	19,498,377	20,650,642	21,871,416	23,164,778	24,535,051	25,986,814
160													
161	EV Charging Units	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453
162	Other Income	-	-	-	-	-	-	-	-	-	-	-	-
163	Subtotal Cost of Sales	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453
164													
165	Gross Operating Profit	4,554,378	4,817,116	5,095,377	5,390,086	5,702,221	6,032,816	6,382,971	6,753,849	7,146,681	7,562,774	8,003,512	8,470,361
166													
167	Operating Expenses & Overhead												
168	Fixed Marketing	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352
169	Variable Marketing	276,447	292,745	310,011	328,304	347,684	368,215	389,968	413,013	437,428	463,296	490,701	519,736
170	Fixed Payroll	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427
171	SGA/OH/Fixed/Variable Expenses	187,076	197,262	208,054	219,487	231,599	244,431	258,026	272,430	287,689	303,856	320,985	339,132
172	Subtotal Operating Expenses & Overhead	620,302	646,786	674,844	704,570	736,062	769,426	804,773	842,222	881,897	923,931	968,465	1,015,647
173													
174	NET PROFIT (Forecast EBITDA)	3,934,076	4,170,329	4,420,533	4,685,517	4,966,159	5,263,391	5,578,198	5,911,627	6,264,784	6,638,843	7,035,047	7,454,714
175													
176													

177	YEAR 5 - Profit & Loss Pro Forma Forecast												
178	Year 5 - Profit & Loss Pro forma	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59	Month 60
179		Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27
180	EV Charging Units	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
181	Other Income	230,734	234,195	237,708	241,273	244,892	248,566	252,294	256,079	259,920	263,819	267,776	271,793
182	Subtotal Revenue	27,724,254	29,578,473	31,557,329	33,669,212	35,923,071	38,328,462	40,895,583	43,635,317	46,559,282	49,679,876	53,010,332	56,564,774
183													
184	EV Charging Units	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789
185	Other Income	-	-	-	-	-	-	-	-	-	-	-	-
186	Subtotal Cost of Sales	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789
187													
188	Gross Operating Profit	11,228,142	11,971,906	12,765,556	13,612,449	14,516,164	15,480,524	16,509,610	17,607,774	18,779,665	20,030,241	21,364,798	22,788,985
189													
190	Operating Expenses & Overhead												
191	Fixed Marketing	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920
192	Variable Marketing	554,485	591,569	631,147	673,384	718,461	766,569	817,912	872,706	931,186	993,598	1,060,207	1,131,295
193	Fixed Payroll	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969
194	SGA/OH/Fixed/Variable Expenses	361,565	384,742	409,478	435,877	464,050	494,117	526,206	560,453	597,003	636,010	677,641	722,071
195	Subtotal Operating Expenses & Overhead	1,086,939	1,147,201	1,211,514	1,280,150	1,353,401	1,431,576	1,515,007	1,604,049	1,699,078	1,800,497	1,908,737	2,024,256
196													
197	NET PROFIT (Forecast EBITDA)	10,141,203	10,824,705	11,554,042	12,332,298	13,162,763	14,048,948	14,994,602	16,003,725	17,080,587	18,229,745	19,456,062	20,764,729
198													
199	YEAR 6 - Profit & Loss Pro Forma Forecast												
200	Year 6 - Profit & Loss Pro Forma	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67	Month 68	Month 69	Month 70	Month 71	Month 72
201		Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28
202	EV Charging Units	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
203	Other Income	-	-	-	-	-	-	-	-	-	-	-	-
204	Subtotal Revenue	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
205													
206	EV Charging Units	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673
207	Other Income	-	-	-	-	-	-	-	-	-	-	-	-
208	Subtotal Cost of Sales	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673
209													
210	Gross Operating Profit	23,466,528	24,455,888	25,486,960	26,561,502	27,681,347	28,848,406	30,064,668	31,332,209	32,653,190	34,029,863	35,464,578	36,959,782
211													
212	Operating Expenses & Overhead												
213	Fixed Marketing	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566
214	Variable Marketing	1,173,326	1,222,794	1,274,348	1,328,075	1,384,067	1,442,420	1,503,233	1,566,610	1,632,659	1,701,493	1,773,229	1,847,989
215	Fixed Payroll	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766
216	SGA/OH/Fixed/Variable Expenses	749,091	780,009	812,230	845,809	880,804	917,275	955,283	994,894	1,036,174	1,079,195	1,124,030	1,170,755
217	Subtotal Operating Expenses & Overhead	2,108,750	2,189,135	2,272,910	2,360,216	2,451,204	2,546,027	2,644,849	2,747,836	2,855,166	2,967,021	3,083,591	3,205,077
218													
219	NET PROFIT (Forecast EBITDA)	21,357,778	22,266,753	23,214,050	24,201,285	25,230,143	26,302,379	27,419,820	28,584,372	29,798,023	31,062,843	32,380,987	33,754,705
220													
221													

Durable
Cash Flow Forecast
November 20, 2022

Year 1 - Cash Flow Forecast

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Year 1 - Cash Flow Forecast	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
STARTING CASH	-	130,144	278,696	446,940	636,250	848,096	1,084,050	1,345,795	1,653,090	1,991,695	2,363,851	2,771,958
Cash-In												
Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
EV Charging Units	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
Other Income	-	-	-	-	-	-	-	18,563	20,419	22,461	24,707	29,700
TOTAL CASH IN	1,575,000	1,815,041	2,081,157	2,375,169	2,699,022	3,054,799	3,444,727	3,889,752	4,375,114	4,904,267	5,480,328	6,109,158
CASH OUT												
Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Goods	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000
Fixed Marketing	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083
Variable Marketing	31,500	33,698	36,049	38,565	41,255	44,134	47,214	50,879	54,440	58,251	62,330	66,744
Fixed Payroll	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235
SGA/OH/Fixed/Variable Expenses	32,038	33,411	34,881	36,453	38,135	39,934	41,858	44,149	46,375	48,757	51,306	54,065
Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Out	1,444,856	1,536,345	1,634,217	1,738,919	1,850,926	1,970,749	2,098,932	2,236,662	2,383,418	2,540,416	2,708,370	2,888,127
ENDING CASH	130,144	278,696	446,940	636,250	848,096	1,084,050	1,345,795	1,653,090	1,991,695	2,363,851	2,771,958	3,221,031

249	YEAR 2 - Cash Flow Forecast												
250	Year 2 - Cash Flow Forecast	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
251		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
252	STARTING CASH	3,221,031	3,854,413	4,519,834	5,218,633	5,952,206	6,722,007	7,529,550	8,376,415	9,264,247	10,194,760	11,169,741	12,191,050
253													
254	Cash-In												
255	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
256	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
257	EV Charging Units	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
258	Other Income	29,700	30,146	30,598	31,057	31,522	31,995	32,475	32,962	33,457	33,959	34,468	34,985
259	TOTAL CASH IN	6,697,677	7,476,829	8,294,154	9,151,249	10,049,780	10,991,480	11,978,157	13,011,696	14,094,058	15,227,289	16,413,521	17,654,975
260													
261	CASH OUT												
262	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
263	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
264	Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
265	Cost of Goods	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705
266	Fixed Marketing	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438
267	Variable Marketing	69,533	72,448	75,486	78,652	81,951	85,389	88,972	92,706	96,596	100,651	104,876	109,278
268	Fixed Payroll	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659
269	SGA/OH/Fixed/Variable Expenses	56,426	58,248	60,147	62,125	64,187	66,336	68,575	70,909	73,340	75,874	78,515	81,267
270	Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
271	Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
272	Total Cash Out	2,843,264	2,956,995	3,075,521	3,199,043	3,327,773	3,461,930	3,601,742	3,747,449	3,899,298	4,057,549	4,222,471	4,394,346
273	ENDING CASH	3,854,413	4,519,834	5,218,633	5,952,206	6,722,007	7,529,550	8,376,415	9,264,247	10,194,760	11,169,741	12,191,050	13,260,629
274													
275													
276	YEAR 3 - Cash Flow Forecast												
277	Year 3 - Cash Flow Forecast	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
278		Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
279	STARTING CASH	13,260,629	14,819,771	16,497,559	18,302,697	20,244,534	22,333,117	24,579,235	26,994,482	29,591,314	32,383,111	35,384,250	38,610,175
280													
281	Cash-In												
282	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
283	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
284	EV Charging Units	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
285	Other Income	161,408	163,830	166,287	168,781	171,313	173,883	176,491	179,138	181,825	184,553	187,321	190,131
286	TOTAL CASH IN	19,255,602	21,251,946	23,399,378	25,709,016	28,192,807	30,863,584	33,735,135	36,822,274	40,140,917	43,708,163	47,542,382	51,663,315
287													
288	CASH OUT												
289	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
290	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
291	Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
292	Cost of Goods	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106
293	Fixed Marketing	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859
294	Variable Marketing	119,899	128,644	138,036	148,126	158,965	170,609	183,118	196,556	210,992	226,501	243,163	261,063
295	Fixed Payroll	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024
296	SGA/OH/Fixed/Variable Expenses	88,553	94,018	99,889	106,195	112,969	120,247	128,065	136,463	145,486	155,179	165,593	176,780
297	Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
298	Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
299	Total Cash Out	4,435,831	4,754,387	5,096,681	5,464,482	5,859,690	6,284,349	6,740,653	7,230,960	7,757,806	8,323,913	8,932,207	9,585,833
300	ENDING CASH	14,819,771	16,497,559	18,302,697	20,244,534	22,333,117	24,579,235	26,994,482	29,591,314	32,383,111	35,384,250	38,610,175	42,077,482

303	YEAR 4 - Cash Flow Forecast												
304	Year 4 - Cash Flow Forecast	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
305		Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
306	STARTING CASH	42,077,482	46,011,558	50,181,887	54,602,420	59,287,937	64,254,096	69,517,486	75,095,685	81,007,312	87,272,096	93,910,939	100,945,986
307													
308	Cash-In												
309	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
310	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
311	EV Charging Units	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
312	Other Income	192,983	195,878	198,816	201,798	204,825	207,897	211,016	214,181	217,394	220,655	223,965	227,324
313	TOTAL CASH IN	55,899,825	60,648,804	65,682,458	71,017,620	76,672,124	82,664,865	89,015,863	95,746,327	102,878,728	110,436,874	118,445,990	126,932,800
314													
315	CASH OUT												
316	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
317	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
318	Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
319	Cost of Goods	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453
320	Fixed Marketing	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352
321	Variable Marketing	276,447	292,745	310,011	328,304	347,684	368,215	389,968	413,013	437,428	463,296	490,701	519,736
322	Fixed Payroll	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427
323	SGA/OH/Fixed/Variable Expenses	187,076	197,262	208,054	219,487	231,599	244,431	258,026	272,430	287,689	303,856	320,985	339,132
324	Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
325	Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
326	Total Cash Out	9,888,267	10,466,917	11,080,038	11,729,683	12,418,028	13,147,379	13,920,178	14,739,015	15,606,632	16,525,935	17,500,004	18,532,100
327	ENDING CASH	46,011,558	50,181,887	54,602,420	59,287,937	64,254,096	69,517,486	75,095,685	81,007,312	87,272,096	93,910,939	100,945,986	108,400,700
328													
329													
330	YEAR 5 - Cash Flow Forecast												
331	Year 5 - Cash Flow Forecast	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59	Month 60
332		Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27
333	STARTING CASH	108,400,700	118,541,902	129,366,607	140,920,649	153,252,948	166,415,711	180,464,659	195,459,262	211,462,987	228,543,574	246,773,319	266,229,380
334													
335	Cash-In												
336	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
337	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
338	EV Charging Units	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
339	Other Income	230,734	234,195	237,708	241,273	244,892	248,566	252,294	256,079	259,920	263,819	267,776	271,793
340	TOTAL CASH IN	136,124,953	148,120,375	160,923,937	174,589,861	189,176,019	204,744,173	221,360,242	239,094,579	258,022,269	278,223,450	299,783,650	322,794,155
341													
342	CASH OUT												
343	Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
344	Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
345	Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
346	Cost of Goods	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789
347	Fixed Marketing	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920
348	Variable Marketing	554,485	591,569	631,147	673,384	718,461	766,569	817,912	872,706	931,186	993,598	1,060,207	1,131,295
349	Fixed Payroll	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969
350	SGA/OH/Fixed/Variable Expenses	361,565	384,742	409,478	435,877	464,050	494,117	526,206	560,453	597,003	636,010	677,641	722,071
351	Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
352	Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
353	Total Cash Out	17,583,051	18,753,768	20,003,287	21,336,913	22,760,308	24,279,514	25,900,980	27,631,592	29,478,695	31,450,131	33,554,270	35,800,045
354	ENDING CASH	118,541,902	129,366,607	140,920,649	153,252,948	166,415,711	180,464,659	195,459,262	211,462,987	228,543,574	246,773,319	266,229,380	286,994,110
355													
356													

8

	YEAR 6 - Cash Flow Forecast											
Year 6 - Cash Flow Forecast	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
STARTING CASH	286,994,110	308,351,888	330,618,640	353,832,690	378,033,976	403,264,119	429,566,498	456,986,317	485,570,690	515,368,713	546,431,556	578,812,543
Cash-In												
Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
EV Charging Units	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL CASH IN	345,660,430	369,491,608	394,336,040	420,236,445	447,237,344	475,385,134	504,728,169	535,316,840	567,203,664	600,443,372	635,093,002	671,211,997
CASH OUT												
Long Term Debt	-	-	-	-	-	-	-	-	-	-	-	-
Private Equity	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Goods	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673
Fixed Marketing	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566
Variable Marketing	1,173,326	1,222,794	1,274,348	1,328,075	1,384,067	1,442,420	1,503,233	1,566,610	1,632,659	1,701,493	1,773,229	1,847,989
Fixed Payroll	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766
SGA/OH/Fixed/Variable Expenses	749,091	780,009	812,230	845,809	880,804	917,275	955,283	994,894	1,036,174	1,079,195	1,124,030	1,170,755
Long Term Debt Principle & Interest	-	-	-	-	-	-	-	-	-	-	-	-
Investor Distribution Management	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Out	37,308,542	38,872,967	40,503,350	42,202,469	43,973,225	45,818,636	47,741,851	49,746,150	51,834,950	54,011,816	56,280,459	58,644,749
ENDING CASH	308,351,888	330,618,640	353,832,690	378,033,976	403,264,119	429,566,498	456,986,317	485,570,690	515,368,713	546,431,556	578,812,543	612,567,248

Durable
General & Administrative (SGA) Budget
November 20, 2022

YEAR 1														
Year 1 - General & Administrative	Yearly Cost	Month 1 Jan-23	Month 2 Feb-23	Month 3 Mar-23	Month 4 Apr-23	Month 5 May-23	Month 6 Jun-23	Month 7 Jul-23	Month 8 Aug-23	Month 9 Sep-23	Month 10 Oct-23	Month 11 Nov-23	Month 12 Dec-23	
Overhead Expenses														
Rent & Lease	39,200	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	3,267	
Insurance	4,000	333	333	333	333	333	333	333	333	333	333	333	333	
Utilities	3,000	250	250	250	250	250	250	250	250	250	250	250	250	
Malpractice Insurance	5,000	417	417	417	417	417	417	417	417	417	417	417	417	
Travel & Mileage	5,000	417	417	417	417	417	417	417	417	417	417	417	417	
Office Expenses	5,500	458	458	458	458	458	458	458	458	458	458	458	458	
Professional Fees (Accounting/Legal)	20,000	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	
Technology	2,500	208	208	208	208	208	208	208	208	208	208	208	208	
Office Equipment	6,500	542	542	542	542	542	542	542	542	542	542	542	542	
Contractors	50,000	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	
Misc Fees	2,500	208	208	208	208	208	208	208	208	208	208	208	208	
Other	5,000	417	417	417	417	417	417	417	417	417	417	417	417	
Subtotal Overhead	148,200	12,350	12,350	12,350	12,350	12,350	12,350	12,350	12,350	12,350	12,350	12,350	12,350	
Variable Overhead														
Misc. Variable Expenses	1.00%	15,750	16,849	18,025	19,282	20,628	22,067	23,607	25,440	27,220	29,126	31,165	33,372	
Travel & Mileage	0.25%	3,938	4,212	4,506	4,821	5,157	5,517	5,902	6,360	6,805	7,281	7,791	8,343	
Total Variable Overhead	1.25%	19,688	21,061	22,531	24,103	25,785	27,584	29,508	31,799	34,025	36,407	38,956	41,715	
Total Overhead		32,038	33,411	34,881	36,453	38,135	39,934	41,858	44,149	46,375	48,757	51,306	54,065	

YEAR 2 - General & Administrative (SGA) Budget														
Year 2 - General & Administrative		Yearly Cost	Month 13 Jan-24	Month 14 Feb-24	Month 15 Mar-24	Month 16 Apr-24	Month 17 May-24	Month 18 Jun-24	Month 19 Jul-24	Month 20 Aug-24	Month 21 Sep-24	Month 22 Oct-24	Month 23 Nov-24	Month 24 Dec-24
Overhead Expenses														
Rent & Lease	41,160	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430	3,430
Insurance	4,200	350	350	350	350	350	350	350	350	350	350	350	350	350
Utilities	3,150	263	263	263	263	263	263	263	263	263	263	263	263	263
Malpractice Insurance	5,250	438	438	438	438	438	438	438	438	438	438	438	438	438
Travel & Mileage	5,250	438	438	438	438	438	438	438	438	438	438	438	438	438
Office Expenses	5,775	481	481	481	481	481	481	481	481	481	481	481	481	481
Professional Fees (Accounting/Legal)	21,000	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750
Technology	2,625	219	219	219	219	219	219	219	219	219	219	219	219	219
Office Equipment	6,825	569	569	569	569	569	569	569	569	569	569	569	569	569
Contractors	52,500	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375
Misc Fees	2,625	219	219	219	219	219	219	219	219	219	219	219	219	219
Other	5,250	438	438	438	438	438	438	438	438	438	438	438	438	438
Subtotal Overhead		155,610	12,968	12,968	12,968	12,968	12,968	12,968	12,968	12,968	12,968	12,968	12,968	12,968
Variable Overhead														
Misc. Variable Expenses	1.00%	34,766	36,224	37,743	39,326	40,976	42,695	44,486	46,353	48,298	50,325	52,438	54,639	
Travel & Mileage	0.25%	8,692	9,056	9,436	9,832	10,244	10,674	11,122	11,588	12,075	12,581	13,109	13,660	
Total Variable Overhead		1.25%	43,458	45,280	47,179	49,158	51,220	53,368	55,608	57,941	60,373	62,907	65,547	68,299
Total Overhead			56,426	58,248	60,147	62,125	64,187	66,336	68,575	70,909	73,340	75,874	78,515	81,267

YEAR 3 - General & Administrative (SGA) Budget														
Year 3 - General & Administrative		Yearly Cost	Month 25 Jan-25	Month 26 Feb-25	Month 27 Mar-25	Month 28 Apr-25	Month 29 May-25	Month 30 Jun-25	Month 31 Jul-25	Month 32 Aug-25	Month 33 Sep-25	Month 34 Oct-25	Month 35 Nov-25	Month 36 Dec-25
Overhead Expenses														
Rent & Lease	43,218	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602	3,602
Insurance	4,410	368	368	368	368	368	368	368	368	368	368	368	368	368
Utilities	3,308	276	276	276	276	276	276	276	276	276	276	276	276	276
Malpractice Insurance	5,513	459	459	459	459	459	459	459	459	459	459	459	459	459
Travel & Mileage	5,513	459	459	459	459	459	459	459	459	459	459	459	459	459
Office Expenses	6,064	505	505	505	505	505	505	505	505	505	505	505	505	505
Professional Fees (Accounting/Legal)	22,050	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838	1,838
Technology	2,756	230	230	230	230	230	230	230	230	230	230	230	230	230
Office Equipment	7,166	597	597	597	597	597	597	597	597	597	597	597	597	597
Contractors	55,125	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594	4,594
Misc Fees	2,756	230	230	230	230	230	230	230	230	230	230	230	230	230
Other	5,513	459	459	459	459	459	459	459	459	459	459	459	459	459
Subtotal Overhead		163,391	13,616	13,616	13,616	13,616	13,616	13,616	13,616	13,616	13,616	13,616	13,616	13,616
Variable Overhead														
Misc. Variable Expenses	1.00%	59,950	64,322	69,018	74,063	79,483	85,305	91,559	98,278	105,496	113,251	121,581	130,531	
Travel & Mileage	0.25%	14,987	16,080	17,255	18,516	19,871	21,326	22,890	24,569	26,374	28,313	30,395	32,633	
Total Variable Overhead		1.25%	74,937	80,402	86,273	92,579	99,353	106,631	114,449	122,847	131,870	141,563	151,977	163,164
Total Overhead			88,553	94,018	99,889	106,195	112,969	120,247	128,065	136,463	145,486	155,179	165,593	176,780

YEAR 4 - General & Administrative (SGA) Budget														
Year 4 - General & Administrative	Yearly Cost	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26	
Overhead Expenses														
Rent & Lease	45,379	3,782	3,782	3,782	3,782	3,782	3,782	3,782	3,782	3,782	3,782	3,782	3,782	
Insurance	4,631	386	386	386	386	386	386	386	386	386	386	386	386	
Utilities	3,473	289	289	289	289	289	289	289	289	289	289	289	289	
Malpractice Insurance	5,788	482	482	482	482	482	482	482	482	482	482	482	482	
Travel & Mileage	5,788	482	482	482	482	482	482	482	482	482	482	482	482	
Office Expenses	6,367	531	531	531	531	531	531	531	531	531	531	531	531	
Professional Fees (Accounting/Legal)	23,153	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	
Technology	2,894	241	241	241	241	241	241	241	241	241	241	241	241	
Office Equipment	7,525	627	627	627	627	627	627	627	627	627	627	627	627	
Contractors	57,881	4,823	4,823	4,823	4,823	4,823	4,823	4,823	4,823	4,823	4,823	4,823	4,823	
Misc Fees	2,894	241	241	241	241	241	241	241	241	241	241	241	241	
Other	5,788	482	482	482	482	482	482	482	482	482	482	482	482	
Subtotal Overhead	171,560	14,297	14,297	14,297	14,297	14,297	14,297	14,297	14,297	14,297	14,297	14,297	14,297	
Variable Overhead														
Misc. Variable Expenses	1.00%	138,223	146,372	155,006	164,152	173,842	184,108	194,984	206,506	218,714	231,648	245,351	259,868	
Travel & Mileage	0.25%	34,556	36,593	38,751	41,038	43,460	46,027	48,746	51,627	54,679	57,912	61,338	64,967	
Total Variable Overhead	1.25%	172,779	182,966	193,757	205,190	217,302	230,135	243,730	258,133	273,393	289,560	306,688	324,835	
Total Overhead		187,076	197,262	208,054	219,487	231,599	244,431	258,026	272,430	287,689	303,856	320,985	339,132	

YEAR 5 - General & Administrative (SGA) Budget													
Year 5 - General & Administrative	Yearly Cost	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
Overhead Expenses													
Rent & Lease	47,648	3,971	3,971	3,971	3,971	3,971	3,971	3,971	3,971	3,971	3,971	3,971	3,971
Insurance	4,862	405	405	405	405	405	405	405	405	405	405	405	405
Utilities	3,647	304	304	304	304	304	304	304	304	304	304	304	304
Malpractice Insurance	6,078	506	506	506	506	506	506	506	506	506	506	506	506
Travel & Mileage	6,078	506	506	506	506	506	506	506	506	506	506	506	506
Office Expenses	6,685	557	557	557	557	557	557	557	557	557	557	557	557
Professional Fees (Accounting/Legal)	24,310	2,026	2,026	2,026	2,026	2,026	2,026	2,026	2,026	2,026	2,026	2,026	2,026
Technology	3,039	253	253	253	253	253	253	253	253	253	253	253	253
Office Equipment	7,901	658	658	658	658	658	658	658	658	658	658	658	658
Contractors	60,775	5,065	5,065	5,065	5,065	5,065	5,065	5,065	5,065	5,065	5,065	5,065	5,065
Misc Fees	3,039	253	253	253	253	253	253	253	253	253	253	253	253
Other	6,078	506	506	506	506	506	506	506	506	506	506	506	506
Subtotal Overhead	180,138	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012	15,012
Variable Overhead													
Misc. Variable Expenses	1.00%	277,243	295,785	315,573	336,692	359,231	383,285	408,956	436,353	465,593	496,799	530,103	565,648
Travel & Mileage	0.25%	69,311	73,946	78,893	84,173	89,808	95,821	102,239	109,088	116,398	124,200	132,526	141,412
Total Variable Overhead	1.25%	346,553	369,731	394,467	420,865	449,038	479,106	511,195	545,441	581,991	620,998	662,629	707,060
Total Overhead		361,565	384,742	409,478	435,877	464,050	494,117	526,206	560,453	597,003	636,010	677,641	722,071

513	YEAR 6 - General & Administrative (SGA) Budget													
514	Year 6 - General & Administrative	Yearly Cost	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67	Month 68	Month 69	Month 70	Month 71	Month 72
515			Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28
516	Overhead Expenses													
517	Rent & Lease	50,030	4,169	4,169	4,169	4,169	4,169	4,169	4,169	4,169	4,169	4,169	4,169	4,169
518	Insurance	5,105	425	425	425	425	425	425	425	425	425	425	425	425
519	Utilities	3,829	319	319	319	319	319	319	319	319	319	319	319	319
520	Malpractice Insurance	6,381	532	532	532	532	532	532	532	532	532	532	532	532
521	Travel & Mileage	6,381	532	532	532	532	532	532	532	532	532	532	532	532
522	Office Expenses	7,020	585	585	585	585	585	585	585	585	585	585	585	585
523	Professional Fees (Accounting/Legal)	25,526	2,127	2,127	2,127	2,127	2,127	2,127	2,127	2,127	2,127	2,127	2,127	2,127
524	Technology	3,191	266	266	266	266	266	266	266	266	266	266	266	266
525	Office Equipment	8,296	691	691	691	691	691	691	691	691	691	691	691	691
526	Contractors	63,814	5,318	5,318	5,318	5,318	5,318	5,318	5,318	5,318	5,318	5,318	5,318	5,318
527	Misc Fees	3,191	266	266	266	266	266	266	266	266	266	266	266	266
528	Other	6,381	532	532	532	532	532	532	532	532	532	532	532	532
529	Subtotal Overhead	189,145	15,762	15,762	15,762	15,762	15,762	15,762	15,762	15,762	15,762	15,762	15,762	15,762
530														
531	Variable Overhead													
532	Misc. Variable Expenses	1.00%	586,663	611,397	637,174	664,038	692,034	721,210	751,617	783,305	816,330	850,747	886,614	923,995
533	Travel & Mileage	0.25%	146,666	152,849	159,293	166,009	173,008	180,303	187,904	195,826	204,082	212,687	221,654	230,999
534	Total Variable Overhead	1.25%	733,329	764,246	796,467	830,047	865,042	901,513	939,521	979,132	1,020,412	1,063,433	1,108,268	1,154,993
535														
536	Total Overhead		749,091	780,009	812,230	845,809	880,804	917,275	955,283	994,894	1,036,174	1,079,195	1,124,030	1,170,755

Durable
Payroll Forecast
November 20, 2022

YEAR 1													
Year 1 - Payroll Forecast	Combined Yearly	Month 1 Jan-23	Month 2 Feb-23	Month 3 Mar-23	Month 4 Apr-23	Month 5 May-23	Month 6 Jun-23	Month 7 Jul-23	Month 8 Aug-23	Month 9 Sep-23	Month 10 Oct-23	Month 11 Nov-23	Month 12 Dec-23
Headcount													
CEO	40	1	1	1	1	1	1	1	1	1	1	1	1
CTO	40	1	1	1	1	1	1	1	1	1	1	1	1
COO	40	1	1	1	1	1	1	1	1	1	1	1	1
CFO	40	1	1	1	1	1	1	1	1	1	1	1	1
GC	40	1	1	1	1	1	1	1	1	1	1	1	1
HR	40	1	1	1	1	1	1	1	1	1	1	1	1
BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1
Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1
Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1
Total Fixed Payroll		78,333	78,333	78,333	78,333	78,333	78,333	78,333	78,333	78,333	78,333	78,333	78,333
Employer Contribution Taxes													
Employer Social Security	6.25%	4,896	4,896	4,896	4,896	4,896	4,896	4,896	4,896	4,896	4,896	4,896	4,896
Employer Medicare	1.45%	1,136	1,136	1,136	1,136	1,136	1,136	1,136	1,136	1,136	1,136	1,136	1,136
Career Enhancement Tax	0.50%	392	392	392	392	392	392	392	392	392	392	392	392
State Unemployment insurance	2.90%	2,272	2,272	2,272	2,272	2,272	2,272	2,272	2,272	2,272	2,272	2,272	2,272
Work Comp	7.70%	6,032	6,032	6,032	6,032	6,032	6,032	6,032	6,032	6,032	6,032	6,032	6,032
Payroll Admin	1.50%	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175
Total Payroll Taxes	20.30%	15,902	15,902	15,902	15,902	15,902	15,902	15,902	15,902	15,902	15,902	15,902	15,902
Total Payroll		94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235	94,235

YEAR 2 - Payroll Budget Forecast														
Year 2 - Payroll Forecast	Combined Yearly	Month 13 Jan-24	Month 14 Feb-24	Month 15 Mar-24	Month 16 Apr-24	Month 17 May-24	Month 18 Jun-24	Month 19 Jul-24	Month 20 Aug-24	Month 21 Sep-24	Month 22 Oct-24	Month 23 Nov-24	Month 24 Dec-24	
Headcount														
CEO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CTO	40	1	1	1	1	1	1	1	1	1	1	1	1	
COO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CFO	40	1	1	1	1	1	1	1	1	1	1	1	1	
GC	40	1	1	1	1	1	1	1	1	1	1	1	1	
HR	40	1	1	1	1	1	1	1	1	1	1	1	1	
BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1	
CEO	93	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	
CTO	79	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	
COO	79	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	
CFO	79	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	
GC	53	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	
HR	26	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	
BD Director	19	3,208	3,208	3,208	3,208	3,208	3,208	3,208	3,208	3,208	3,208	3,208	3,208	
Office Manager	26	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	
Office Staff	42	7,333	7,333	7,333	7,333	7,333	7,333	7,333	7,333	7,333	7,333	7,333	7,333	
Total Fixed Payroll		86,167	86,167	86,167	86,167	86,167	86,167	86,167	86,167	86,167	86,167	86,167	86,167	
Payroll Cost 1	11.10%	9,565	9,565	9,565	9,565	9,565	9,565	9,565	9,565	9,565	9,565	9,565	9,565	
Payroll Cost 2	7.70%	6,635	6,635	6,635	6,635	6,635	6,635	6,635	6,635	6,635	6,635	6,635	6,635	
Payroll Cost 3	1.50%	1,293	1,293	1,293	1,293	1,293	1,293	1,293	1,293	1,293	1,293	1,293	1,293	
Total Payroll Costs	20.30%	17,492	17,492	17,492	17,492	17,492	17,492	17,492	17,492	17,492	17,492	17,492	17,492	
Total Payroll		103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	103,659	

	YEAR 3 - Payroll Budget Forecast													
	Year 3 - Payroll Forecast	Combined Yearly	Month 25 Jan-25	Month 26 Feb-25	Month 27 Mar-25	Month 28 Apr-25	Month 29 May-25	Month 30 Jun-25	Month 31 Jul-25	Month 32 Aug-25	Month 33 Sep-25	Month 34 Oct-25	Month 35 Nov-25	Month 36 Dec-25
610														
611														
612														
613	Headcount													
614	CEO	40	1	1	1	1	1	1	1	1	1	1	1	1
615	CTO	40	1	1	1	1	1	1	1	1	1	1	1	1
616	COO	40	1	1	1	1	1	1	1	1	1	1	1	1
617	CFO	40	1	1	1	1	1	1	1	1	1	1	1	1
618	GC	40	1	1	1	1	1	1	1	1	1	1	1	1
619	HR	40	1	1	1	1	1	1	1	1	1	1	1	1
620	BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1
621	Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1
622	Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1
623														
624	CEO	102	17,646	17,646	17,646	17,646	17,646	17,646	17,646	17,646	17,646	17,646	17,646	17,646
625	CTO	87	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125
626	COO	87	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125
627	CFO	87	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125	15,125
628	GC	58	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083
629	HR	29	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042
630	BD Director	20	3,529	3,529	3,529	3,529	3,529	3,529	3,529	3,529	3,529	3,529	3,529	3,529
631	Office Manager	29	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042	5,042
632	Office Staff	47	8,067	8,067	8,067	8,067	8,067	8,067	8,067	8,067	8,067	8,067	8,067	8,067
633	Total Fixed Payroll		94,783	94,783	94,783	94,783	94,783	94,783	94,783	94,783	94,783	94,783	94,783	94,783
634														
635	Payroll Cost 1	11.10%	10,521	10,521	10,521	10,521	10,521	10,521	10,521	10,521	10,521	10,521	10,521	10,521
636	Payroll Cost 2	7.70%	7,298	7,298	7,298	7,298	7,298	7,298	7,298	7,298	7,298	7,298	7,298	7,298
637	Payroll Cost 3	1.50%	1,422	1,422	1,422	1,422	1,422	1,422	1,422	1,422	1,422	1,422	1,422	1,422
638	Total Payroll Costs	20.30%	19,241	19,241	19,241	19,241	19,241	19,241	19,241	19,241	19,241	19,241	19,241	19,241
639														
640	Total Payroll		114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024	114,024

YEAR 4 - Payroll Budget Forecast														
Year 4 - Payroll Forecast	Combined Yearly	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26	
Headcount														
CEO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CTO	40	1	1	1	1	1	1	1	1	1	1	1	1	
COO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CFO	40	1	1	1	1	1	1	1	1	1	1	1	1	
GC	40	1	1	1	1	1	1	1	1	1	1	1	1	
HR	40	1	1	1	1	1	1	1	1	1	1	1	1	
BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1	
CEO	112	19,410	19,410	19,410	19,410	19,410	19,410	19,410	19,410	19,410	19,410	19,410	19,410	
CTO	96	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	
COO	96	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	
CFO	96	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	16,638	
GC	64	11,092	11,092	11,092	11,092	11,092	11,092	11,092	11,092	11,092	11,092	11,092	11,092	
HR	32	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	
BD Director	22	3,882	3,882	3,882	3,882	3,882	3,882	3,882	3,882	3,882	3,882	3,882	3,882	
Office Manager	32	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	5,546	
Office Staff	51	8,873	8,873	8,873	8,873	8,873	8,873	8,873	8,873	8,873	8,873	8,873	8,873	
Total Fixed Payroll		104,262	104,262	104,262	104,262	104,262	104,262	104,262	104,262	104,262	104,262	104,262	104,262	
Payroll Cost 1	11.10%	11,573	11,573	11,573	11,573	11,573	11,573	11,573	11,573	11,573	11,573	11,573	11,573	
Payroll Cost 2	7.70%	8,028	8,028	8,028	8,028	8,028	8,028	8,028	8,028	8,028	8,028	8,028	8,028	
Payroll Cost 3	1.50%	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	
Total Payroll Costs	20.30%	21,165	21,165	21,165	21,165	21,165	21,165	21,165	21,165	21,165	21,165	21,165	21,165	
Total Payroll		125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	125,427	

YEAR 5 - Payroll Budget Forecast														
Year 5 - Payroll Forecast	Combined Yearly	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27	
Headcount														
CEO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CTO	40	1	1	1	1	1	1	1	1	1	1	1	1	
COO	40	1	1	1	1	1	1	1	1	1	1	1	1	
CFO	40	1	1	1	1	1	1	1	1	1	1	1	1	
GC	40	1	1	1	1	1	1	1	1	1	1	1	1	
HR	40	1	1	1	1	1	1	1	1	1	1	1	1	
BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1	
Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1	
CEO	123	21,351	21,351	21,351	21,351	21,351	21,351	21,351	21,351	21,351	21,351	21,351	21,351	
CTO	106	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	
COO	106	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	
CFO	106	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	18,301	
GC	70	12,201	12,201	12,201	12,201	12,201	12,201	12,201	12,201	12,201	12,201	12,201	12,201	
HR	35	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	
BD Director	25	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	
Office Manager	35	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	6,100	
Office Staff	56	9,761	9,761	9,761	9,761	9,761	9,761	9,761	9,761	9,761	9,761	9,761	9,761	
Total Fixed Payroll		114,688	114,688	114,688	114,688	114,688	114,688	114,688	114,688	114,688	114,688	114,688	114,688	
Payroll Cost 1	11.10%	12,730	12,730	12,730	12,730	12,730	12,730	12,730	12,730	12,730	12,730	12,730	12,730	
Payroll Cost 2	7.70%	8,831	8,831	8,831	8,831	8,831	8,831	8,831	8,831	8,831	8,831	8,831	8,831	
Payroll Cost 3	1.50%	1,720	1,720	1,720	1,720	1,720	1,720	1,720	1,720	1,720	1,720	1,720	1,720	
Total Payroll Costs	20.30%	23,282	23,282	23,282	23,282	23,282	23,282	23,282	23,282	23,282	23,282	23,282	23,282	
Total Payroll		137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	137,969	

YEAR 6 - Payroll Budget Forecast													
Year 6 - Payroll Forecast	Combined Yearly	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
Headcount													
CEO	40	1	1	1	1	1	1	1	1	1	1	1	1
CTO	40	1	1	1	1	1	1	1	1	1	1	1	1
COO	40	1	1	1	1	1	1	1	1	1	1	1	1
CFO	40	1	1	1	1	1	1	1	1	1	1	1	1
GC	40	1	1	1	1	1	1	1	1	1	1	1	1
HR	40	1	1	1	1	1	1	1	1	1	1	1	1
BD Director	40	1	1	1	1	1	1	1	1	1	1	1	1
Office Manager	40	1	1	1	1	1	1	1	1	1	1	1	1
Office Staff	40	1	1	1	1	1	1	1	1	1	1	1	1
Headcount													
CEO	135	23,487	23,487	23,487	23,487	23,487	23,487	23,487	23,487	23,487	23,487	23,487	23,487
CTO	116	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131
COO	116	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131
CFO	116	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131	20,131
GC	77	13,421	13,421	13,421	13,421	13,421	13,421	13,421	13,421	13,421	13,421	13,421	13,421
HR	39	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710
BD Director	27	4,697	4,697	4,697	4,697	4,697	4,697	4,697	4,697	4,697	4,697	4,697	4,697
Office Manager	39	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710	6,710
Office Staff	62	10,737	10,737	10,737	10,737	10,737	10,737	10,737	10,737	10,737	10,737	10,737	10,737
Total Fixed Payroll		126,157	126,157	126,157	126,157	126,157	126,157	126,157	126,157	126,157	126,157	126,157	126,157
Payroll Costs													
Payroll Cost 1	11.10%	14,003	14,003	14,003	14,003	14,003	14,003	14,003	14,003	14,003	14,003	14,003	14,003
Payroll Cost 2	7.70%	9,714	9,714	9,714	9,714	9,714	9,714	9,714	9,714	9,714	9,714	9,714	9,714
Payroll Cost 3	1.50%	1,892	1,892	1,892	1,892	1,892	1,892	1,892	1,892	1,892	1,892	1,892	1,892
Total Payroll Costs	20.30%	25,610	25,610	25,610	25,610	25,610	25,610	25,610	25,610	25,610	25,610	25,610	25,610
Total Payroll		151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766	151,766

Durable
Cost of Goods Sold Summary
November 20, 2022

YEAR 1

Year 1 - Cost of Sales	Month 1 Jan-23	Month 2 Feb-23	Month 3 Mar-23	Month 4 Apr-23	Month 5 May-23	Month 6 Jun-23	Month 7 Jul-23	Month 8 Aug-23	Month 9 Sep-23	Month 10 Oct-23	Month 11 Nov-23	Month 12 Dec-23
EV Charging Units	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000

YEAR 2 - Cost of Goods Sold Summary

Year 2 - Cost of Sales	Month 13 Jan-24	Month 14 Feb-24	Month 15 Mar-24	Month 16 Apr-24	Month 17 May-24	Month 18 Jun-24	Month 19 Jul-24	Month 20 Aug-24	Month 21 Sep-24	Month 22 Oct-24	Month 23 Nov-24	Month 24 Dec-24
EV Charging Units	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705

YEAR 3 - Cost of Goods Sold Summary

Year 3 - Cost of Sales	Month 25 Jan-25	Month 26 Feb-25	Month 27 Mar-25	Month 28 Apr-25	Month 29 May-25	Month 30 Jun-25	Month 31 Jul-25	Month 32 Aug-25	Month 33 Sep-25	Month 34 Oct-25	Month 35 Nov-25	Month 36 Dec-25
EV Charging Units	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106

YEAR 4 - Cost of Goods Sold Summary

Year 4 - Cost of Sales	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26
EV Charging Units	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453

YEAR 5 - Cost of Goods Sold Summary

Year 5 - Cost of Sales	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
EV Charging Units	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789

YEAR 6 - Cost of Goods Sold Summary

Year 6 - Cost of Sales	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
EV Charging Units	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673

Durable
Capitalization & Use of Funds Budget
November 20, 2022

YEAR 1

789	Client Sales Development			
790	Client Sales Development	52.28%	2,614,000	2,614,000
791		0.00%	-	-
792		0.00%	-	-
793		0.00%	-	-
794		0.00%	-	-
795				2,614,000
796	Dealership Marketing Materials			
797	Dealership Education Materials	5.80%	290,000	290,000
798	Dealership Prototype	0.00%	-	-
799		0.00%	-	-
800		0.00%	-	-
801		0.00%	-	-
802				290,000
803	Product Certification			
804	Product Certification	1.93%	96,500	96,500
805		0.00%	-	-
806		0.00%	-	-
807		0.00%	-	-
808		0.00%	-	-
809				96,500
810	Marketing Lead Generation			
811	Marketing Lead Generation	3.88%	194,000	194,000
812		0.00%	-	-
813		0.00%	-	-
814		0.00%	-	-
815		0.00%	-	-
816				194,000
817	Dealership Product Inventory			
818	Dealership Product Inventory	19.36%	968,000	968,000
819		0.00%	-	-
820		0.00%	-	-
821		0.00%	-	-
822		0.00%	-	-
823				968,000
824	Working Class Capital & Sales			
825	Working Class Capital & Sales	13.55%	677,500	677,500
826		0.00%	-	-
827		0.00%	-	-
828		0.00%	-	-
829		0.00%	-	-
830				677,500
831	Cost of Capital			
832	Intermediary Fees	3.20%	160,000	160,000
833		0.00%	-	-
834		0.00%	-	-
835		0.00%	-	-
836		0.00%	-	-
837				160,000
838				
839	Total Use of Funds	100.00%		5,000,000

Durable
Capital Expenditure Timeline
November 20, 2022

YEAR 1													
847	Year 1 - CAPEX Timeline	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
848		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
849	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
850	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
851	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
852	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
853	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
854	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
855	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
856	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
857	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
858	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
859	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
860	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
861	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
862	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
863	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
864	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
865													
866	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
867													
YEAR 2 - Capital Expenditure Timeline													
869	Year 2 - CAPEX Timeline	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
870		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
871	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
872	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
873	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
874	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
875	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
876	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
877	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
878	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
879	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
880	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
881	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
882	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
883	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
884	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
885	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
886	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
887													
888	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
889													
890													

892	YEAR 3 - Capital Expenditure Timeline												
893	Year 3 - CAPEX Timeline	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
894	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
895	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
896	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
897	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
898	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
899	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
900	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
901	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
902	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
903	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
904	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
905	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
906	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
907	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
908	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
909	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
910													
911	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
912													
913	YEAR 4 - Capital Expenditure Timeline												
914	Year 4 - CAPEX Timeline	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
915													
916	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
917	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
918	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
919	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
920	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
921	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
922	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
923	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
924	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
925	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
926	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
927	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
928	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
929	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
930	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
931	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
932													
933	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
934													
935													25

936	YEAR 5 - Capital Expenditure Timeline												
937	Year 5 - CAPEX Timeline	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59	Month 60
938													
939	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
940	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
941	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
942	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
943	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
944	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
945	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
946	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
947	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
948	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
949	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
950	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
951	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
952	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
953	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
954	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
955													
956	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
957													
958	YEAR 6 - Capital Expenditure Timeline												
959	Year 6 - CAPEX Timeline	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67	Month 68	Month 69	Month 70	Month 71	Month 72
960													
961	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
962	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
963	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
964	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
965	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
966	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
967	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
968	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
969	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
970	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
971	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
972	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
973	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
974	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
975	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
976	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
977													
978	Total Capital Expenditure	-	-	-	-	-	-	-	-	-	-	-	-
979													
980													

26

Durable
Fixed Marketing & Advertising Budget
November 20, 2022

YEAR 1

981	Year 1 - Marketing & Advertising	Yearly Cost	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
982			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
983			Fixed Marketing Budget											
984			Selling & Promotions	25,000	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083
985			Traditional Advertising	250,000	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833
986	Traditional Marketing Materials	25,000	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083
987		Market Research	25,000	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083
988	Total Fixed Marketing	325,000	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083	27,083

YEAR 2 - Marketing & Advertising Forecast

991	Year 2 - Marketing & Advertising	Yearly Cost	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
992			Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
993			Fixed Marketing Budget											
994			Selling & Promotions	26,250	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188
995			Traditional Advertising	262,500	21,875	21,875	21,875	21,875	21,875	21,875	21,875	21,875	21,875	21,875
996	Traditional Marketing Materials	26,250	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188
997		Market Research	26,250	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188
998	Total Fixed Marketing	341,250	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438	28,438

YEAR 3 - Marketing & Advertising Forecast

1001	Year 3 - Marketing & Advertising	Yearly Cost	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
1002			Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
1003			Fixed Marketing Budget											
1004			Selling & Promotions	27,563	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297
1005			Traditional Advertising	275,625	22,969	22,969	22,969	22,969	22,969	22,969	22,969	22,969	22,969	22,969
1006	Traditional Marketing Materials	27,563	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297
1007		Market Research	27,563	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297	2,297
1008	Total Fixed Marketing	358,313	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859	29,859

1011	YEAR 4 - Marketing & Advertising Forecast													
1012	Year 4 - Marketing & Advertising	Yearly Cost	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26
1013														
1014	Fixed Marketing Budget													
1015	Selling & Promotions	28,941	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412
1016	Traditional Advertising	289,406	24,117	24,117	24,117	24,117	24,117	24,117	24,117	24,117	24,117	24,117	24,117	24,117
1017	Traditional Marketing Materials	28,941	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412
1018	Market Research	28,941	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412	2,412
1019	Total Fixed Marketing	376,228	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352	31,352
1020														
1021	YEAR 5 - Marketing & Advertising Forecast													
1022	Year 5 - Marketing & Advertising	Yearly Cost	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
1023														
1024	Fixed Marketing Budget													
1025	Selling & Promotions	30,388	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532
1026	Traditional Advertising	303,877	25,323	25,323	25,323	25,323	25,323	25,323	25,323	25,323	25,323	25,323	25,323	25,323
1027	Traditional Marketing Materials	30,388	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532
1028	Market Research	30,388	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532	2,532
1029	Total Fixed Marketing	395,040	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920	32,920
1030														
1031														
1032														
1033	YEAR 6 - Marketing & Advertising Forecast													
1034	Year 6 - Marketing & Advertising	Yearly Cost	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
1035														
1036	Fixed Marketing Budget													
1037	Selling & Promotions	31,907	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659
1038	Traditional Advertising	319,070	26,589	26,589	26,589	26,589	26,589	26,589	26,589	26,589	26,589	26,589	26,589	26,589
1039	Traditional Marketing Materials	31,907	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659
1040	Market Research	31,907	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659	2,659
1041	Total Fixed Marketing	414,792	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566	34,566
1042														
1043														

Durable
Variable Market Driver Expense Forecast
November 20, 2022

YEAR 1

Year 1 - Market Driver	% of Revenue	Month 1 Jan-23	Month 2 Feb-23	Month 3 Mar-23	Month 4 Apr-23	Month 5 May-23	Month 6 Jun-23	Month 7 Jul-23	Month 8 Aug-23	Month 9 Sep-23	Month 10 Oct-23	Month 11 Nov-23	Month 12 Dec-23
SEO Spend	0.1%	1,575	1,685	1,802	1,928	2,063	2,207	2,361	2,544	2,722	2,913	3,116	3,337
Social Media Spend	0.1%	1,575	1,685	1,802	1,928	2,063	2,207	2,361	2,544	2,722	2,913	3,116	3,337
SMS Database Marketing	0.1%	1,575	1,685	1,802	1,928	2,063	2,207	2,361	2,544	2,722	2,913	3,116	3,337
Content/Brand Awareness (PR)	1.0%	15,750	16,849	18,025	19,282	20,628	22,067	23,607	25,440	27,220	29,126	31,165	33,372
Email Database Marketing	0.1%	1,575	1,685	1,802	1,928	2,063	2,207	2,361	2,544	2,722	2,913	3,116	3,337
Other Variable Marketing	0.6%	9,450	10,109	10,815	11,569	12,377	13,240	14,164	15,264	16,332	17,475	18,699	20,023
Total Variable Marketing	2.0%	31,500	33,698	36,049	38,565	41,255	44,134	47,214	50,879	54,440	58,251	62,330	66,744

YEAR 2 - Market Driver Expense Forecast

Year 2 - Market Driver	% of Revenue	Month 13 Jan-24	Month 14 Feb-24	Month 15 Mar-24	Month 16 Apr-24	Month 17 May-24	Month 18 Jun-24	Month 19 Jul-24	Month 20 Aug-24	Month 21 Sep-24	Month 22 Oct-24	Month 23 Nov-24	Month 24 Dec-24
SEO Spend	0.1%	3,477	3,622	3,774	3,933	4,098	4,269	4,449	4,635	4,830	5,033	5,244	5,464
Social Media Spend	0.1%	3,477	3,622	3,774	3,933	4,098	4,269	4,449	4,635	4,830	5,033	5,244	5,464
SMS Database Marketing	0.1%	3,477	3,622	3,774	3,933	4,098	4,269	4,449	4,635	4,830	5,033	5,244	5,464
Content/Brand Awareness (PR)	1.0%	34,766	36,224	37,743	39,326	40,976	42,695	44,486	46,353	48,298	50,325	52,438	54,639
Email Database Marketing	0.1%	3,477	3,622	3,774	3,933	4,098	4,269	4,449	4,635	4,830	5,033	5,244	5,464
Other Variable Marketing	0.6%	20,860	21,734	22,646	23,596	24,585	25,617	26,692	27,812	28,979	30,195	31,463	32,784
Total Variable Marketing	2.0%	69,533	72,448	75,486	78,652	81,951	85,389	88,972	92,706	96,596	100,651	104,876	109,278

YEAR 3 - Market Driver Expense Forecast

Year 3 - Market Driver	% of Revenue	Month 25 Jan-25	Month 26 Feb-25	Month 27 Mar-25	Month 28 Apr-25	Month 29 May-25	Month 30 Jun-25	Month 31 Jul-25	Month 32 Aug-25	Month 33 Sep-25	Month 34 Oct-25	Month 35 Nov-25	Month 36 Dec-25
SEO Spend	0.1%	5,995	6,432	6,902	7,406	7,948	8,530	9,156	9,828	10,550	11,325	12,158	13,053
Social Media Spend	0.1%	5,995	6,432	6,902	7,406	7,948	8,530	9,156	9,828	10,550	11,325	12,158	13,053
SMS Database Marketing	0.1%	5,995	6,432	6,902	7,406	7,948	8,530	9,156	9,828	10,550	11,325	12,158	13,053
Content/Brand Awareness (PR)	1.0%	59,950	64,322	69,018	74,063	79,483	85,305	91,559	98,278	105,496	113,251	121,581	130,531
Email Database Marketing	0.1%	5,995	6,432	6,902	7,406	7,948	8,530	9,156	9,828	10,550	11,325	12,158	13,053
Other Variable Marketing	0.6%	35,970	38,593	41,411	44,438	47,690	51,183	54,935	58,967	63,298	67,950	72,949	78,319
Total Variable Marketing	2.0%	119,899	128,644	138,036	148,126	158,965	170,609	183,118	196,556	210,992	226,501	243,163	261,063

1077	YEAR 4 - Market Driver Expense Forecast													
1078	Year 4 - Market Driver	% of Revenue	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26
1079														
1080	SEO Spend	0.1%	13,822	14,637	15,501	16,415	17,384	18,411	19,498	20,651	21,871	23,165	24,535	25,987
1081	Social Media Spend	0.1%	13,822	14,637	15,501	16,415	17,384	18,411	19,498	20,651	21,871	23,165	24,535	25,987
1082	SMS Database Marketing	0.1%	13,822	14,637	15,501	16,415	17,384	18,411	19,498	20,651	21,871	23,165	24,535	25,987
1083	Content/Brand Awareness (PR)	1.0%	138,223	146,372	155,006	164,152	173,842	184,108	194,984	206,506	218,714	231,648	245,351	259,868
1084	Email Database Marketing	0.1%	13,822	14,637	15,501	16,415	17,384	18,411	19,498	20,651	21,871	23,165	24,535	25,987
1085	Other Variable Marketing	0.6%	82,934	87,823	93,003	98,491	104,305	110,465	116,990	123,904	131,228	138,989	147,210	155,921
1086	Total Variable Marketing	2.0%	276,447	292,745	310,011	328,304	347,684	368,215	389,968	413,013	437,428	463,296	490,701	519,736
1087														
1088														
1089														
1090	YEAR 5 - Market Driver Expense Forecast													
1091	Year 5 - Market Driver	% of Revenue	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
1092														
1093	SEO Spend	0.1%	27,724	29,578	31,557	33,669	35,923	38,328	40,896	43,635	46,559	49,680	53,010	56,565
1094	Social Media Spend	0.1%	27,724	29,578	31,557	33,669	35,923	38,328	40,896	43,635	46,559	49,680	53,010	56,565
1095	SMS Database Marketing	0.1%	27,724	29,578	31,557	33,669	35,923	38,328	40,896	43,635	46,559	49,680	53,010	56,565
1096	Content/Brand Awareness (PR)	1.0%	277,243	295,785	315,573	336,692	359,231	383,285	408,956	436,353	465,593	496,799	530,103	565,648
1097	Email Database Marketing	0.1%	27,724	29,578	31,557	33,669	35,923	38,328	40,896	43,635	46,559	49,680	53,010	56,565
1098	Other Variable Marketing	0.6%	166,346	177,471	189,344	202,015	215,538	229,971	245,373	261,812	279,356	298,079	318,062	339,389
1099	Total Variable Marketing	2.0%	554,485	591,569	631,147	673,384	718,461	766,569	817,912	872,706	931,186	993,598	1,060,207	1,131,295
1100														
1101	YEAR 6 - Market Driver Expense Forecast													
1102	Year 6 - Market Driver	% of Revenue	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
1103														
1104	SEO Spend	0.1%	58,666	61,140	63,717	66,404	69,203	72,121	75,162	78,331	81,633	85,075	88,661	92,399
1105	Social Media Spend	0.1%	58,666	61,140	63,717	66,404	69,203	72,121	75,162	78,331	81,633	85,075	88,661	92,399
1106	SMS Database Marketing	0.1%	58,666	61,140	63,717	66,404	69,203	72,121	75,162	78,331	81,633	85,075	88,661	92,399
1107	Content/Brand Awareness (PR)	1.0%	586,663	611,397	637,174	664,038	692,034	721,210	751,617	783,305	816,330	850,747	886,614	923,995
1108	Email Database Marketing	0.1%	58,666	61,140	63,717	66,404	69,203	72,121	75,162	78,331	81,633	85,075	88,661	92,399
1109	Other Variable Marketing	0.6%	351,998	366,838	382,304	398,423	415,220	432,726	450,970	469,983	489,798	510,448	531,969	554,397
1110	Total Variable Marketing	2.0%	1,173,326	1,222,794	1,274,348	1,328,075	1,384,067	1,442,420	1,503,233	1,566,610	1,632,659	1,701,493	1,773,229	1,847,989
1111														
1112														

Durable					
Key Performance Indicator (KPI) Assumptions					
November 20, 2022					
1113	Basic Assumptions (EV Charging Units)	Basic Assumptions (Other Income)	Cost of Sales Breakout (Year 1)	California	1283
1114	Starting Number of Units Sold	11	Sales Commissions	5% Nevada	97
1115	Average Price per Unit	150,000	Direct Labor	33% Arizona	246
1116			Direct Materials	40% Florida	878
1117			Other	2% Nex Mexico	111
1118			Cost of Sales Breakout (Year 2)	Alabama	272
1119			Sales Commissions	5% Arkansas	210
1120			Direct Labor	30% Georgia	490
1121			Direct Materials	38% Louisiana	280
1122			Other	2% Mississippi	177
1123	Annual Growth Rate (Units Sold)	Cost of Sales Breakout	Cost of Sales Breakout (Year 3)	North Carolina	559
1124	Year 1	100% Sales Commissions	5% Sales Commissions	5% Oklahoma	251
1125	Year 2	50% Direct Labor	33% Direct Labor	28% South Carolina	249
1126	Year 3	110% Direct Materials	40% Direct Materials	35% Tennessee	336
1127	Year 4	80% Other	2% Other	2% Texas	1203
1128	Year 5	95%	Cost of Sales Breakout (Year 4)	Oregon	215
1129	Year 6	50% Annual Growth Rate	Sales Commissions	5% Washington	310
1130		Year 1	5% Direct Labor	26% Idaho	97
1131	Monthly CAGR (Units Sold)	Year 2	5% Direct Materials	35% Montana	94
1132	Year 1	6.50% Year 3	5% Other	2% Wyoming	48
1133	Year 2	3.75% Year 4	5% Cost of Sales Breakout (Year 5)	Alaska	27
1134	Year 3	6.98% Year 5	5% Sales Commissions	5% South Dakota	84
1135	Year 4	5.49% Year 6	5% Direct Labor	20% Nebraska	156
1136	Year 5	6.26%	Direct Materials	35% Minnesota	338
1137	Year 6	3.75% Monthly CAGR	Other	0% Iowa	272
1138		Year 1	0.44% Cost of Sales Breakout (Year 6)	Missouri	373
1139	Annual Growth Rate (Pricing)	Year 2	0.44% Sales Commissions	5% Michigan	614
1140	Year 1	5% Year 3	0.44% Direct Labor	20% Wisconsin	468
1141	Year 2	5% Year 4	0.44% Direct Materials	35% Tennessee	336
1142	Year 3	5% Year 5	0.44% Other	0% Kentucky	230
1143	Year 4	5% Year 6	0.44%	Indiana	399
1144	Year 5	5%		West Virginia	131
1145	Year 6	5%		Ohio	716
1146				Pennsylvania	863
1147	Monthly CAGR (Pricing)			Maryland	305
1148	Year 1	0.44%		Delaware	53
1149	Year 2	0.44%		New Jersey	446
1150	Year 3	0.44%		New York	848
1151	Year 4	0.44%		Vermont	77
1152	Year 5	0.44%		New Hampshire	129
1153	Year 6	0.44%		Maine	111
1154				Massachusetts	381
1155				Illinois	705
1156				Colorado	247
1157				Connecticut	247
1158				Kansas	209
1159				Hawaii	67
1160				Virginia	452
1161				Total Dealerships	16,690
1162					
1163					
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Durable
Key Performance Indicator (KPI) - Expense Assumptions
November 20, 2022

	OPEX - Annual Growth	Payroll - Annual Growth	Fixed Marketing - Annual Growth	
1168	Year 2	5% Year 2	10% Year 2	5%
1169	Year 3	5% Year 3	10% Year 3	5%
1170	Year 4	5% Year 4	10% Year 4	5%
1171	Year 5	5% Year 5	10% Year 5	5%
1172	Year 6	5% Year 6	10% Year 6	5%
1173				
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Durable
Revenue Summary
November 20, 2022

YEAR 1

1217	Year 1 - Revenue	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
1218		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
1219	EV Charging Units	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
1220	Other Income	-	-	-	-	-	-	-	18,563	20,419	22,461	24,707	29,700
1221	Total Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,543,957	2,722,024	2,912,572	3,116,477	3,337,200

YEAR 2 - Revenue Summary

1224	Year 2 - Revenue	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	
1225		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	
1226		EV Charging Units	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
1227		Other Income	29,700	30,146	30,598	31,057	31,522	31,995	32,475	32,962	33,457	33,959	34,468	34,985
1228	Total Revenue	3,476,646	3,622,416	3,774,320	3,932,616	4,097,574	4,269,473	4,448,607	4,635,280	4,829,811	5,032,529	5,243,781	5,463,925	

YEAR 3 - Revenue Summary

1231	Year 3 - Revenue	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
1232		Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
1233	EV Charging Units	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
1234	Other Income	161,408	163,830	166,287	168,781	171,313	173,883	176,491	179,138	181,825	184,553	187,321	190,131
1235	Total Revenue	5,994,972	6,432,175	6,901,819	7,406,319	7,948,272	8,530,467	9,155,900	9,827,792	10,549,603	11,325,052	12,158,133	13,053,140

YEAR 4 - Revenue Summary

1238	Year 4 - Revenue	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48	
1239		Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26	
1240		EV Charging Units	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
1241		Other Income	192,983	195,878	198,816	201,798	204,825	207,897	211,016	214,181	217,394	220,655	223,965	227,324
1242	Total Revenue	13,822,343	14,637,246	15,500,571	16,415,199	17,384,187	18,410,769	19,498,377	20,650,642	21,871,416	23,164,778	24,535,051	25,986,814	

YEAR 5 - Revenue Summary

1245	Year 5 - Revenue	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59	Month 60
1246		Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27
1247	EV Charging Units	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
1248	Other Income	230,734	234,195	237,708	241,273	244,892	248,566	252,294	256,079	259,920	263,819	267,776	271,793
1249	Total Revenue	27,724,254	29,578,473	31,557,329	33,669,212	35,923,071	38,328,462	40,895,583	43,635,317	46,559,282	49,679,876	53,010,332	56,564,774

YEAR 6 - Revenue Summary

1252	Year 6 - Revenue	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67	Month 68	Month 69	Month 70	Month 71	Month 72	
1253		Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28	
1254		EV Charging Units	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
1255		Other Income	285,382	285,382	285,382	285,382	285,382	285,382	285,382	285,382	285,382	285,382	285,382	285,382
1256	Total Revenue	58,951,703	61,425,102	64,002,782	66,689,137	69,488,751	72,406,397	75,447,053	78,615,905	81,918,356	85,360,041	88,946,828	92,684,837	

Durable
EV Charging Unit Revenue Model
November 20, 2022

YEAR 1													
1259	Year 1 - EV Charging Units	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
1260		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
1261	Total Units Sold	11	11	12	13	14	14	15	16	17	19	20	21
1262	Average Price per Unit	150,000	150,667	151,337	152,009	152,685	153,364	154,046	154,730	155,418	156,109	156,803	157,500
1263	Total EV Charging Unit Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
1264													
1265	EV Charging Units Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
1266	Total EV Charging Units Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
1267	Subtotal Revenue	1,575,000	1,684,896	1,802,461	1,928,229	2,062,772	2,206,703	2,360,677	2,525,394	2,701,605	2,890,111	3,091,770	3,307,500
1268													
1269	Cost of Goods & Sales												
1270	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1271	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1272	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1273	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1274	Subtotal Cost of Goods	1,260,000	1,347,917	1,441,969	1,542,583	1,650,218	1,765,362	1,888,541	2,020,315	2,161,284	2,312,089	2,473,416	2,646,000
1275													
1276	Gross Operating Profit	315,000	336,979	360,492	385,646	412,554	441,341	472,135	505,079	540,321	578,022	618,354	661,500
1277													
1278	YEAR 2 - EV Charging Unit Revenues												
1279	Year 2 - EV Charging Units	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
1280		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
1281	Total Units Sold	22	23	23	24	25	26	27	28	29	30	32	33
1282	Average Price per Unit	158,200	158,903	159,610	160,319	161,032	161,748	162,467	163,189	163,914	164,643	165,375	166,110
1283	Total EV Charging Unit Revenue	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
1284													
1285	EV Charging Units Revenue	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
1286	Total EV Charging Units Revenue	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
1287	Subtotal Revenue	3,446,946	3,592,271	3,743,722	3,901,560	4,066,051	4,237,478	4,416,132	4,602,318	4,796,354	4,998,570	5,209,313	5,428,940
1288													
1289	Cost of Goods & Sales												
1290	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1291	Direct Labor	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
1292	Direct Materials	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%
1293	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1294	Subtotal Cost of Goods	2,585,209	2,694,203	2,807,792	2,926,170	3,049,538	3,178,108	3,312,099	3,451,738	3,597,265	3,748,928	3,906,984	4,071,705
1295													
1296	Gross Operating Profit	861,736	898,068	935,931	975,390	1,016,513	1,059,369	1,104,033	1,150,579	1,199,088	1,249,643	1,302,328	1,357,235
1297													
1298													
1299													

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1300	YEAR 3 - EV Charging Unit Revenues												
1301	Year 3 - EV Charging Units	Month 25 Jan-25	Month 26 Feb-25	Month 27 Mar-25	Month 28 Apr-25	Month 29 May-25	Month 30 Jun-25	Month 31 Jul-25	Month 32 Aug-25	Month 33 Sep-25	Month 34 Oct-25	Month 35 Nov-25	Month 36 Dec-25
1302	Total Units Sold	35	37	40	43	46	49	52	56	60	64	69	73
1303	Average Price per Unit	166,849	167,590	168,335	169,084	169,835	170,590	171,348	172,110	172,875	173,644	174,416	175,191
1304	Total EV Charging Unit Revenue	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
1305													
1306	EV Charging Units Revenue	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
1307	Total EV Charging Units Revenue	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
1308	Subtotal Revenue	5,833,564	6,268,346	6,735,532	7,237,538	7,776,959	8,356,584	8,979,409	9,648,654	10,367,778	11,140,499	11,970,812	12,863,009
1309													
1310	Cost of Goods & Sales												
1311	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1312	Direct Labor	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%
1313	Direct Materials	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
1314	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1315	Subtotal Cost of Goods	4,083,495	4,387,842	4,714,872	5,066,277	5,443,871	5,849,609	6,285,586	6,754,057	7,257,444	7,798,349	8,379,568	9,004,106
1316													
1317	Gross Operating Profit	1,750,069	1,880,504	2,020,660	2,171,261	2,333,088	2,506,975	2,693,823	2,894,596	3,110,333	3,342,150	3,591,244	3,858,903
1318													
1319													
1320	YEAR 4 - EV Charging Unit Revenues												
1321	Year 4 - EV Charging Units	Month 37 Jan-26	Month 38 Feb-26	Month 39 Mar-26	Month 40 Apr-26	Month 41 May-26	Month 42 Jun-26	Month 43 Jul-26	Month 44 Aug-26	Month 45 Sep-26	Month 46 Oct-26	Month 47 Nov-26	Month 48 Dec-26
1323	Total Units Sold	77	82	86	91	96	101	107	113	119	125	132	139
1324	Average Price per Unit	175,970	176,752	177,538	178,327	179,120	179,916	180,716	181,519	182,326	183,136	183,951	184,768
1325	Total EV Charging Unit Revenue	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
1326													
1327	EV Charging Units Revenue	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
1328	Total EV Charging Units Revenue	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
1329	Subtotal Revenue	13,629,360	14,441,368	15,301,755	16,213,401	17,179,362	18,202,872	19,287,361	20,436,461	21,654,023	22,944,124	24,311,086	25,759,490
1330													
1331	Cost of Goods & Sales												
1332	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1333	Direct Labor	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%
1334	Direct Materials	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
1335	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1336	Subtotal Cost of Goods	9,267,965	9,820,131	10,405,193	11,025,113	11,681,966	12,377,953	13,115,405	13,896,794	14,724,735	15,602,004	16,531,539	17,516,453
1337													
1338	Gross Operating Profit	4,361,395	4,621,238	4,896,562	5,188,288	5,497,396	5,824,919	6,171,955	6,539,668	6,929,287	7,342,120	7,779,548	8,243,037
1339													
1340													

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	YEAR 5 - EV Charging Unit Revenues											
Year 5 - EV Charging Units	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
Total Units Sold	148	157	167	178	189	201	213	227	241	256	272	289
Average Price per Unit	185,590	186,415	187,243	188,076	188,912	189,751	190,595	191,442	192,293	193,148	194,007	194,869
Total EV Charging Unit Revenue	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
EV Charging Units Revenue	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
Total EV Charging Units Revenue	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
Subtotal Revenue	27,493,520	29,344,278	31,319,622	33,427,938	35,678,178	38,079,896	40,643,288	43,379,238	46,299,362	49,416,057	52,742,556	56,292,982
Cost of Goods & Sales												
Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Direct Labor	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Direct Materials	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subtotal Cost of Goods	16,496,112	17,606,567	18,791,773	20,056,763	21,406,907	22,847,938	24,385,973	26,027,543	27,779,617	29,649,634	31,645,533	33,775,789
Gross Operating Profit	10,997,408	11,737,711	12,527,849	13,371,175	14,271,271	15,231,958	16,257,315	17,351,695	18,519,745	19,766,423	21,097,022	22,517,193
	YEAR 6 - EV Charging Unit Revenues											
Year 6 - EV Charging Units	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
Total Units Sold	300	311	323	335	347	360	374	388	403	418	433	450
Average Price per Unit	195,735	196,605	197,479	198,357	199,239	200,125	201,014	201,908	202,805	203,707	204,613	205,522
Total EV Charging Unit Revenue	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
EV Charging Units Revenue	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
Total EV Charging Units Revenue	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
Subtotal Revenue	58,666,320	61,139,720	63,717,399	66,403,755	69,203,368	72,121,015	75,161,671	78,330,522	81,632,974	85,074,659	88,661,446	92,399,454
Cost of Goods & Sales												
Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Direct Labor	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Direct Materials	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subtotal Cost of Goods	35,199,792	36,683,832	38,230,440	39,842,253	41,522,021	43,272,609	45,097,003	46,998,313	48,979,784	51,044,795	53,196,868	55,439,673
Gross Operating Profit	23,466,528	24,455,888	25,486,960	26,561,502	27,681,347	28,848,406	30,064,668	31,332,209	32,653,190	34,029,863	35,464,578	36,959,782

Durable
Other Income Revenue Model
November 20, 2022

YEAR 1													
1383	Year 1 - Other Income	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
1384		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
1385	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1386	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1387	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1388	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1389	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1390	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1391	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1392	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1393	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1394	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1395	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1396	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1397	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1398	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1399	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1400	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1401	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1402	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1403													
1404	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1405	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1406	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1407													
1408	Cost of Goods & Sales												
1409	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1410	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1411	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1412	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1413	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1414													
1415	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1416													
YEAR 2 - Other Income													
1417	Year 2 - Other Income	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
1418		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
1419													
1420	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1421	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1422	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1423	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1424	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1425	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1426	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1427	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1428	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1429	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1430	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1431	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1432	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1433	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1434	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1435	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1436	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1437	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1438													
1439	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1440	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1441	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1442													
1443	Cost of Goods & Sales												
1444	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1445	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1446	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1447	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1448	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1449													
1450	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1451													
1452													

1453	YEAR 3 - Other Income												
1454	Year 3 - Other Income	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
1455		Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
1456	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1457	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1458	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1459	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1460	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1461	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1462	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1463	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1464	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1465	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1466	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1467	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1468	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1469	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1470	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1471	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1472	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1473	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1474													
1475	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1476	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1477	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1478													
1479	Cost of Goods & Sales												
1480	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1481	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1482	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1483	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1484	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1485													
1486	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1487													
1488													
1489	YEAR 4 - Other Income												
1490	Year 4 - Other Income	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
1491		Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
1492	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1493	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1494	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1495	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1496	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1497	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1498	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1499	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1500	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1501	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1502	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1503	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1504	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1505	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1506	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1507	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1508	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1509	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1510													
1511	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1512	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1513	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1514													
1515	Cost of Goods & Sales												
1516	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1517	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1518	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1519	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1520	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1521													
1522	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1523													
1524													

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1525	YEAR 5 - Other Income												
1526	Year 5 - Other Income	Month 49 Jan-27	Month 50 Feb-27	Month 51 Mar-27	Month 52 Apr-27	Month 53 May-27	Month 54 Jun-27	Month 55 Jul-27	Month 56 Aug-27	Month 57 Sep-27	Month 58 Oct-27	Month 59 Nov-27	Month 60 Dec-27
1527													
1528	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1529	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1530	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1531	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1532	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1533	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1534	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1535	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1536	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1537	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1538	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1539	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1540	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1541	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1542	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1543	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1544	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1545	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1546													
1547	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1548	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1549	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1550													
1551	Cost of Goods & Sales												
1552	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1553	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1554	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1555	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1556	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1557													
1558	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1559													
1560													
1561	YEAR 6 - Other Income												
1562	Year 6 - Other Income	Month 61 Jan-28	Month 62 Feb-28	Month 63 Mar-28	Month 64 Apr-28	Month 65 May-28	Month 66 Jun-28	Month 67 Jul-28	Month 68 Aug-28	Month 69 Sep-28	Month 70 Oct-28	Month 71 Nov-28	Month 72 Dec-28
1563													
1564	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1565	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1566	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1567	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1568	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1569	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1570	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1571	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1572	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1573	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1574	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1575	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1576	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1577	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1578	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1579	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1580	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1581	Placeholder	-	-	-	-	-	-	-	-	-	-	-	-
1582													
1583	Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1584	Total Other Income Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1585	Subtotal Revenue	-	-	-	-	-	-	-	-	-	-	-	-
1586													
1587	Cost of Goods & Sales												
1588	Sales Commissions	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
1589	Direct Labor	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
1590	Direct Materials	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1591	Other	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
1592	Subtotal Cost of Goods	-	-	-	-	-	-	-	-	-	-	-	-
1593													
1594	Gross Operating Profit	-	-	-	-	-	-	-	-	-	-	-	-
1595													
1596													

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THE EVSTRUCTURE INC.

EV Installation Revenue Model

Updated September 9, 2022

1597	Year 1 EV Install	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Month 1	Month 2	Month 3	Month 4	Month 5
1598		Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
1599		Site Assessments	-	-	-	-	-	-	25	28	30	33	40
1600		Close Ratio of Site Inspections	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
1601		Close Ratio of Site Inspections	-	-	-	-	-	-	11	12	14	15	18
1602	Average Installation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
1603	Gross Revenue	-	-	-	-	-	-	-	84,375	92,813	102,094	112,303	135,000
1604													
1605	Cost of Goods & Expenses												
1606	Materials (40%)	-	-	-	-	-	-	-	33,750	37,125	40,838	44,921	54,000
1607	Direct Labor (33%)	-	-	-	-	-	-	-	27,844	30,628	33,691	37,060	44,550
1608	Sales & Commissions (5%)	-	-	-	-	-	-	-	4,219	4,641	5,105	5,615	6,750
1609	Cost of Goods	-	-	-	-	-	-	-	65,813	72,394	79,633	87,596	105,300
1610	Net Income	-	-	-	-	-	-	-	18,563	20,419	22,461	24,707	29,700
1611													
1612	Year 2 EV Install	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17
1613		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
1614		Site Assessments	40	41	41	42	42	43	44	45	46	46	47
1615		Close Ratio of Site Inspections	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
1616		Close Ratio of Site Inspections	18	18	19	19	19	20	20	20	21	21	21
1617	Average Installation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
1618	Gross Revenue	135,000	137,025	139,080	141,167	143,284	145,433	147,615	149,829	152,076	154,358	156,673	159,023
1619													
1620	Cost of Goods & Expenses												
1621	Materials (40%)	54,000	54,810	55,632	56,467	57,314	58,173	59,046	59,932	60,831	61,743	62,669	63,609
1622	Direct Labor (33%)	44,550	45,218	45,897	46,585	47,284	47,993	48,713	49,444	50,185	50,938	51,702	52,478
1623	Sales & Commissions (5%)	6,750	6,851	6,954	7,058	7,164	7,272	7,381	7,491	7,604	7,718	7,834	7,951
1624	Cost of Goods	105,300	106,880	108,483	110,110	111,762	113,438	115,140	116,867	118,620	120,399	122,205	124,038
1625	Net Income	29,700	30,146	30,598	31,057	31,522	31,995	32,475	32,962	33,457	33,959	34,468	34,985
1626													
1627	Year 3 EV Install	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28	Month 29
1628		Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
1629		Site Assessments	48	49	49	50	51	52	53	54	55	56	56
1630		Close Ratio of Site Inspections	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
1631		Close Ratio of Site Inspections	22	22	22	23	23	23	24	24	25	25	25
1632	Average Installation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
1633	Gross Revenue	161,408	163,830	166,287	168,781	171,313	173,883	176,491	179,138	181,825	184,553	187,321	190,131
1634													
1635	Cost of Goods & Expenses												
1636	Materials (38%)	61,335	62,255	63,189	64,137	65,099	66,075	67,067	68,073	69,094	70,130	71,182	72,250
1637	Direct Labor (33%)	53,265	54,064	54,875	55,698	56,533	57,381	58,242	59,116	60,002	60,902	61,816	62,743
1638	Sales & Commissions (5%)	8,070	8,191	8,314	8,439	8,566	8,694	8,825	8,957	9,091	9,228	9,366	9,507
1639	Cost of Goods	122,670	124,510	126,378	128,274	130,198	132,151	134,133	136,145	138,187	140,260	142,364	144,499
1640	Net Income	38,738	39,319	39,909	40,508	41,115	41,732	42,358	42,993	43,638	44,293	44,957	45,631

1643	Year 4 EV Install	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Month 37	Month 38	Month 39	Month 40	Month 41
1644		Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
1645	Site Assessments	57	58	59	60	61	62	63	63	64	65	66	67
1646	Close Ratio of Site Inspections	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
1647	Close Ratio of Site Inspections	26	26	27	27	27	28	28	29	29	29	30	30
1648	Average Installation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
1649	Gross Revenue	192,983	195,878	198,816	201,798	204,825	207,897	211,016	214,181	217,394	220,655	223,965	227,324
1650													
1651	Cost of Goods & Expenses												
1652	Materials (40%)	77,193	78,351	79,526	80,719	81,930	83,159	84,406	85,672	86,958	88,262	89,586	90,930
1653	Direct Labor (33%)	63,684	64,640	65,609	66,593	67,592	68,606	69,635	70,680	71,740	72,816	73,908	75,017
1654	Sales & Commissions (5%)	9,649	9,794	9,941	10,090	10,241	10,395	10,551	10,709	10,870	11,033	11,198	11,366
1655	Cost of Goods	150,527	152,785	155,076	157,402	159,763	162,160	164,592	167,061	169,567	172,111	174,692	177,313
1656	Net Income	42,456	43,093	43,739	44,396	45,061	45,737	46,423	47,120	47,827	48,544	49,272	50,011
1657													
1658	Year 5 EV Install	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48	Month 49	Month 50	Month 51	Month 52	Month 53
1659		Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
1660	Site Assessments	68	69	70	71	73	74	75	76	77	78	79	81
1661	Close Ratio of Site Inspections	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
1662	Close Ratio of Site Inspections	31	31	32	32	33	33	34	34	35	35	36	36
1663	Average Installation	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
1664	Gross Revenue	230,734	234,195	237,708	241,273	244,892	248,566	252,294	256,079	259,920	263,819	267,776	271,793
1665													
1666	Cost of Goods & Expenses												
1667	Materials (40%)	92,294	93,678	95,083	96,509	97,957	99,426	100,918	102,432	103,968	105,528	107,110	108,717
1668	Direct Labor (33%)	76,142	77,284	78,444	79,620	80,815	82,027	83,257	84,506	85,774	87,060	88,366	89,692
1669	Sales & Commissions (5%)	11,537	11,710	11,885	12,064	12,245	12,428	12,615	12,804	12,996	13,191	13,389	13,590
1670	Cost of Goods	179,972	182,672	185,412	188,193	191,016	193,881	196,790	199,741	202,738	205,779	208,865	211,998
1671	Net Income	50,761	51,523	52,296	53,080	53,876	54,684	55,505	56,337	57,182	58,040	58,911	59,794
1672													
1673													

Durable
Pre & Post Money Business Valuation
November 20, 2022

1674	Valuation Summary		
1675	Weighted Valuation (Pre-Money)		37,712,158
1676	Low Range (Pre-Money)		30,169,726
1677	High Range (Pre-Money)		45,254,589
1678	Pre-Money		37,712,158
1679	Post-Money		42,712,158

1680	Methodology Weighted Values			
1681	Market Capitalization	\$	7,500,000	94.00%
1682	Book Value	\$	18,839	0.00%
1683	Market Comps	\$	247,528,800	3.00%
1684	DCF With Terminal	\$	774,543,118	3.00%
1685	Subtotal			100.00%

1686	IRR & EBITDA Multiple Calculations			
1687	Initial Investment	(5,000,000)	Internal Rate of Return	181.69%
1688	FCF 1	2,512,404		
1689	FCF 2	7,830,887	EBITDA Multiple	95.56
1690	FCF 3	22,477,145		
1691	FCF 4	51,732,110		
1692	FCF 5	139,302,860		
1693	FCF 6	253,947,048		

1694	Transaction Assumptions		
1695			
1696	Convertible Note	5,000,000	
1697	Equity to be Sold	13.26%	
1698	Conversion Discount	20.00%	
1699	Equity Converted	16.57%	

Durable
Market Research & Comparisons
November 20, 2022

1700 **Comparable Values**

1701 Flo	270,000,000
1702 Ubitricity	58,800,000
1703 Volta	25,200,000
1704 Chargepoint+	3,012,576,000

1705

1706 Mathmatical Average	841,644,000
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1707

1708 **Weights**

1709 Flo	25.00%
1710 Ubitricity	35.00%
1711 Volta	35.00%
1712 Chargepoint+	5.00%

1713

1714 Weighted Market Comp	100.00%
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1715

1716 **Values after applying weights**

1717 Flo	67,500,000
1718 Ubitricity	20,580,000
1719 Volta	8,820,000
1720 Chargepoint+	150,628,800

1721

1722 Comparative Value	247,528,800
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1723

1724 **Summary of Market and Comparisons**

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1727 **Market References**

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Durable

Discounted Cash Flow with Terminal Value

November 20, 2022

1756			
1757		Free Cash Flow	Discount Rate
1758	Year 1 FCF	2,512,404	1
1759	Year 2 FCF	7,830,887	2
1760	Year 3 FCF	22,477,145	3
1761	Year 4 FCF	51,732,110	4
1762	Year 5 FCF	139,302,860	5
1763	Year 6 FCF	253,947,048	6
1764			
1765		Terminal Value	586,686,256
1766		DCF Value	774,543,118

1766	Key Performance Indicators		
1767	BETA	2	https://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/wacc.html
1768	Discount Rate (WACC)	19.83%	https://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/wacc.html
1769	EBITDA Multiple	6.84	https://www.equidam.com/ebitda-multiples-trbc-industries/
1770	Treasury Bond Rate	4.13%	https://ycharts.com/indicators/10_year_treasury_rate#:~:text=10%20Year%20Treasury%20F

1771	Risk Sensitivity		
1772		25.00%	30.00%
1773		2,009,923	1,932,618
1774		5,011,768	4,633,661
1775		11,508,298	10,230,835
1776		21,189,472	18,112,850
1777		66,570,695	52,611,787
1778		455,343,553	359,864,624
1779		561,633,710	447,386,376
1780			291,865,598

1781 The Discounted Cash Flow with a terminal value assumes a continuation of the business as currently operated into the near future

1782

1783 Beta is a measure of the volatility—or systematic risk—of a security or portfolio compared to the market as a whole. Beta is used in the capital asset pricing model (CAPM), which describes the relationship between systematic risk and expected return for assets (usually stocks). CAPM is widely used as a method for pricing risky securities and for generating estimates of the expected returns of assets, considering both the risk of those assets and the cost of capital.[1]

1784 Beta, primarily used in the capital asset pricing model (CAPM), is a measure of the volatility—or systematic risk—of a security or portfolio compared to the market as a whole. Beta data about an individual stock can only provide an investor with an approximation of how much risk the stock will add to a (presumably) diversified portfolio. For beta to be meaningful, the stock should be related to the benchmark that is used in the calculation.

1785 Discounted Cash Flow Analysis (DCF) - DCF measures the value of a company as the present value of all future projected cash flows. The DCF method is dependent upon multi-year projections of future cash flows, adjusted by an appropriate discount rate. Theoretically, if all assumptions hold true, DCF is the most accurate method for valuing a company as it provides an intrinsic valuation. This method allows the appraiser to adjust the financial forecast for different operating outcomes and assumptions to analyze the impact of various scenarios. DCF requires making assumptions about future performance and risk profile – and the valuation is only as good as the accuracy of those assumptions.

1786 The same term, discount rate, is also used in discounted cash flow analysis. DCF is a commonly followed valuation method used to estimate the value of an investment based on its expected future cash flows. Based on the concept of the time value of money, the DCF analysis helps assess the viability of a project or investment by calculating the present value of expected future cash flows using a discount rate. In simple terms, if a project needs a certain investment now (as well as in future months) and predictions are available about the future returns it will generate, then—using the discount rate—it is possible to calculate the current value of all such cash flows. If the net present value is positive, the project is considered viable. Otherwise, it is considered financially unfeasible.

1787 In this context of DCF analysis, the discount rate refers to the interest rate used to determine the present value. For example, \$100 invested today in a savings scheme that offers a 10% interest rate will grow to \$110. In other words, \$110 (future value) when discounted by the rate of 10% is worth \$100 (present value) as of today. If one knows—or can reasonably predict—all such future cash flows (like the future value of \$110), then, using a particular discount rate, the present value of such an investment can be obtained.

1788 Terminal Value (TV)[2] is the value of an asset, business, or project beyond the forecasted period when future cash flows can be estimated. Terminal value assumes a business will grow at a set growth rate forever after the forecast period. Terminal value often comprises a large percentage of the total assessed value. The discounted cash flow with a terminal value earned a weight of 2% due to times series modeling, industry series modeling, and the existence of five years of wholesale revenues on public state websites for confirmation that the forecasts are in alignment with actual revenues being generated by existing enterprises.

1789 [\[1\] https://www.investopedia.com/terms/b/beta.asp](https://www.investopedia.com/terms/b/beta.asp)

1790 [\[2\]https://www.investopedia.com/terms/t/terminalvalue.asp#:~:text=Terminal%20value%20\(TV\)%20determines%20a,forecast%20period%20and%20terminal%20value.](https://www.investopedia.com/terms/t/terminalvalue.asp#:~:text=Terminal%20value%20(TV)%20determines%20a,forecast%20period%20and%20terminal%20value.)

1792

Durable
Market Capitalization
November 20, 2022

1793		Ownership Interest	Units	Capitalization
1794	Shares Outstanding	100.00%	7,500,000	-
1795	Seed	0.00%	-	-
1796	Others	0.00%	-	-
1797	Reg A+	0.00%	-	-
1798	Total Ownership	100.00%	7,500,000	-
1799				
1800				
1801	Current Share Price	-		
1802				
1803				
1804				
1805	Post Money Upon Conversion			
1806				
1807				
1808				
1809				
1810				
1811	Market Capitalization			-
1812				

Durable

Book Value (Liquidation Value)

November 20, 2022

1813	Cash and Cash Equivalents	-
1814	Short-Term Investments	-
1815	Accounts Receivable	-
1816	Inventory	-
1817	Supplies	-
1818	Pre-Paid Expenses	-
1819	Total Current Assets	-
1820	Investments	-
1821	Placeholder	-
1822	Placeholder	-
1823	Placeholder	-
1824	Total Other Current Assets	-
1825	Total Current Assets	18,839
1826	Property, Plant, & Equipment -Net	-
1827	Intangible Assets	-
1828	Other Fixed Assets	-
1829	Total Fixed Assets	-
1830	TOTAL ASSETS	18,839
1831	Accounts Payable	-
1832	Short-Term Loans	-
1833	Current Portion of Long-Term Debt	-
1834	Accrued Compensation & Benefits	-
1835	Income Taxes Payable	-
1836	Unearned Revenue	-
1837	Other Accrued Liabilities	-
1838	Total Current Liabilities	-
1839	Notes Payable	-
1840	Deferred Income Tax	-
1841	Other Long-Term Debt	-
1842	Total Long-Term Liabilities	-
1843	Total Liabilities	-
1844	Common Stock	-
1845	Additional Paid-In-Capital	-
1846	Retained Earnings	-
1847	Net Income	-
1848	Total Equity	-
1849	TOTAL LIABILITIES AND EQUITY	18,839
1850		
1851		47

Durable

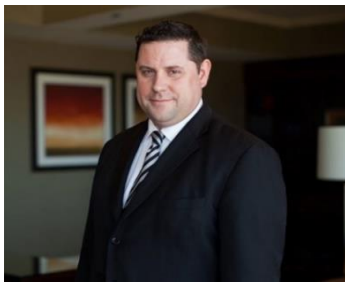
Capitalization Table (Straight Dilution Schedule - Shares Authorized)

November 20, 2022

1852				
1853		Ownership	Shares	Ownership
1854	Wilhelm Cashen		3,675,000	49.00%
1855	Xavone Charles		3,825,000	51.00%
1856				0.00%
1857			-	0.00%
1858			-	0.00%
1859			-	0.00%
1860			-	0.00%
1861			-	0.00%
1862				
1863	Total		7,500,000	100.0%
1864				
1865				
1866				

Durable
Post-Money Capitalization Table
November 20, 2022

Ownership	Current Capitalization		Post-Money Capitalization	
	Shares	Ownership	Shares	% of Ownership
New Equity Partner	-	0.00%	1,000,000	11.76%
Wilhelm Cashen	3,675,000	49.00%	3,675,000	43.24%
Xavone Charles	3,825,000	51.00%	3,825,000	45.00%
	-	0.00%	-	0.00%
	-	0.00%	-	0.00%
	-	0.00%	-	0.00%
	-	0.00%	-	0.00%
	-	0.00%	-	0.00%
	-	0.00%	-	0.00%
Total	7,500,000	100.0%	8,500,000	100.00%



Tony Drexel Smith Consulting
Chief Consultant, Capizate, Inc.
Business Valuation Expert



Summary

Smith is an expert in business valuations. For 27 years, Tony Drexel Smith has served small to medium enterprise business owners, start-up entrepreneurs and the business capital community by being an intermediary that specializes in developing and executing professional-grade business finance documentation. For the past three years (2019-2022), he and his MBA-educated team have completed an average of four valuations per month (More than 150). Tony has heard more than 10,000 elevator pitches and has been engaged by 1,500 enterprises since 1995.

Educator, Speaker & Expert Witness

Since 2008, Smith has taught more than 75 seminars and courses in business finance. He has served as a keynote speaker on the subject of business finance and alternative-speculative investing. As of 2022, Smith teaches an average of a course per month. He has mentored dozens of MBA students and is an invited speaker at colleges and universities across the nation. Examples include: The UCLA School of Law Continuing Education (CA State Bar CE), West Virginia University (WVU), University of Las Vegas (UNLV), and the University of Nevada at Reno (UNR). He has also served as an expert witness on several court cases involving the business valuation of an expertise including depositions and trials by jury.

Valuation Services (Purpose)

The purpose of a valuation most often drives the appropriate valuation methodologies to be applied. A partner dispute or divorce focused valuation leans on objective methods and current value. A valuation for raising capital assumes the "post-money" value of a company – what is it worth after time and money have been applied to the business model? This often requires speculative methods such as time series modeling with a net present value and discounted cash flow formulas. Examples include:

- Mergers & Acquisitions
- Capital fundraise equity price valuations
- Business Sale Valuation
- Pre-Initial Public Offering
- Civil court dispute resolution valuation

Process

Smith is an advocate of multiple valuation methodologies using a weighted average of at least three values, ideally four. The first method, and often most reliable is a "Book Value." Book value is the approach made by CPAs and accountants because it is most objective and is based on historical data. The second most reliable method is Capitalization Value – how much has been previously paid for equity in the company? Third, each industry, sector and subsector has an industry standard value (Sales Multiple, EBITDA Multiple, Traction, Customer County, AAR, Etc.). The fourth is discounted cash flow with a net present and terminal value. This method often requires a forecast of 5-years cash flow requiring a full proforma. The fifth is market comparisons using multiple research tools such as Pitchbook, CrunchBase and other resources.

Education

Graduate of the University of La Verne with a Bachelor of Arts degree in Business Administration with Cum Laude Honors. Completed more than a dozen professional licenses and certificates. Smith is a Veteran of Foreign Wars, USMC.

References

<https://tonydrexelsmith.com>; <https://www.linkedin.com/in/tonydrexelsmith/>; Google, YouTube, Twitter all use the handle Tony Drexel Smith.