

## Expected Results Year 1, Year 2, and Year 3

P&L (in euros)	
Year 1	2020
<b>Net sales</b>	13000
Gross Profit	13000
-Op. expenditures	212000
wages	57000
renting	0
Other expenditures (water,elec, insurance, accounting, add...)	50000
R&D	90000
Amortization	15000
<b>Operating profit</b>	-199000
Extraordinary expenditures	
<b>Net Result</b>	-199000

P&L (in euros)	
Year 2	2021
<b>Net sales</b>	150000
Gross Profit	150000
-Op. expenditures	371800
wages	196800
renting	30000
Other expenditures (Water, elec, insurance, accounting, add...)	75000
R&D	50000
Amortization	20000
<b>Operating profit</b>	-221800
Extraordinary expenditures	
<b>Net Result</b>	-221800

P&L	
Year 3	2022
<b>Net sales</b>	630000
Gross Profit	630000
-Op. expenditures	430200
wages	295200
renting	40000
Other expenditures (water,elec, insurance, accounting, add...)	25000
R&D	50000
Amortization	20000
<b>Operating profit</b>	199800
Extraordinary expenditures	
<b>Net Result</b>	199800

## Expected Revenues Year 1, Year 2, and Year 3

Year 1	
<b>Annual fee for the software</b>	
Market share	0,07%
Software bought	5
Price of the software	1000
Subtotal	5000
<b>15% Fee in tempory workers system</b>	
EHPAD partners	5
Hours sold to EHPAD	1000
Net sales per EHPAD in average	1,6
Subtotal CA	8000
<b>Total CA</b>	<b>13000</b>

Year 2	
<b>Annual fee for the software</b>	
Market share	0,41%
Software bought	30
Price of the software	1000
Subtotal	30000
<b>15% Fee in tempory workers system</b>	
EHPAD partners	30
Hours sold to EHPAD	2500
Net sales per EHPAD in average	1,6
Subtotal CA	120000
<b>Total CA</b>	<b>150000</b>

Year 3	
<b>Annual fee for the software</b>	
Market share	0,95%
Software bought	70
Price of the software	1000
Subtotal	70000
<b>15% Fee in tempory workers system</b>	
EHPAD partners	70
Hours sold to EHPAD	5000
Net sales per EHPAD in average	1,6
Subtotal CA	560000
<b>Total CA</b>	<b>630000</b>

## Expected Wages Year 1, Year 2, and Year 3

Year 1 (euros)		
Labor	Quantity	Wages and taxes
Business dev	1	3700
CTO	1	4500
	<b>TOTAL</b>	<b>57000</b>

Year 2 (euros)		
Labor	Quantity	Wages and taxes
Business dev	2	3700
CTO	2	4500
	<b>TOTAL</b>	<b>196800</b>

Year 3 (euros)		
Labor	Quantity	Wages and taxes
CTO	2	4500
Business dev	3	3600
Assistant	2	2400
	<b>TOTAL</b>	<b>295200</b>