

Pro Forma Income Statement	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$1,002,259	\$1,052,372	\$1,104,991	\$1,160,240	\$1,218,252
Cost of Sales	525,688	551,972	579,571	608,550	638,977
Payroll Expenses	234,944	246,691	259,025	271,977	285,575
Hosting	81,255	85,318	89,583	94,063	98,766
Developer Fees	209,489	219,964	230,962	242,510	254,636
Gross Profit	\$476,571	\$500,400	\$525,420	\$551,691	\$579,275
Meals & Entertainment	3,030	3,106	3,183	3,263	3,344
Insurance	20,228	20,734	21,252	21,784	22,328
Interest & Bank Charges	3,376	3,460	3,547	3,635	3,726
Interest on Capital Leases	5,869	6,016	6,167	6,321	6,479
Management Wages	93,333	95,667	98,058	100,510	103,023
Office Supplies & Postage	2,582	2,647	2,713	2,781	2,851
Professional Fees	6,143	6,297	6,454	6,616	6,781
Rent	3,600	3,690	3,782	3,877	3,974
Small Tools	7,280	7,462	7,648	7,839	8,035
Telephone Expenses	7,470	7,657	7,849	8,045	8,246
Travel & Accomodations	5,263	5,395	5,530	5,668	5,809
Worker's Compensation	12,401	12,711	13,029	13,354	13,688
Total Expense	170,576	174,841	179,212	183,692	188,284
EBITDA	\$305,995	\$325,559	\$346,208	\$367,999	\$390,991
Loan - (Interest)	15,420	12,489	9,309	5,865	2,135
Depreciation	75,324	75,324	75,324	75,324	75,324
EBT	\$215,251	\$237,746	\$261,575	\$286,810	\$313,532
Taxes	23,678	26,152	28,773	31,549	34,489
Net Income	\$191,573	\$211,594	\$232,802	\$255,261	\$279,044
Net Profit Margin	19.11%	20.11%	21.07%	22.00%	22.91%

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Yi-Tong Ma



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