

## PROJECTED PROFIT & LOSS 2021 -2025

### Projected Profit and Loss 2021 - WastelInfonet / Yearly Projected

Profit and Loss	Year 2021	Year 2022	Year 2023	Year 2024	Year 2025
Sales by services	\$ 90.000.000,00	\$ 150.000.000,00	\$ 187.500.000,00	\$ 243.750.000,00	\$ 316.875.000,00
Direct Costs	\$ 54.000.000,00	\$ 90.000.000,00	\$ 112.500.000,00	\$ 146.250.000,00	\$ 190.125.000,00
Gross Margin	\$ 36.000.000,00	\$ 60.000.000,00	\$ 75.000.000,00	\$ 97.500.000,00	\$ 126.750.000,00
Gross Margin %	40%	40%	40%	40%	40%
Operating Expenses	Year 2021	Year 2022	Year 2023	Year 2024	Year 2025
Payroll	\$ 480.000,00	\$ 600.000,00	\$ 750.000,00	\$ 975.000,00	\$ 1.267.500,00
Rent	\$ 720.000,00	\$ 900.000,00	\$ 1.125.000,00	\$ 1.462.500,00	\$ 1.901.250,00
Marketing	\$ 500.000,00	\$ 625.000,00	\$ 781.250,00	\$ 1.015.625,00	\$ 1.320.312,50
Leased Equipment	\$ -	\$ -			
Utilities	\$ 200.000,00	\$ 250.000,00	\$ 312.500,00	\$ 406.250,00	\$ 528.125,00
Insurance	\$ -	\$ -			
Other	\$ 60.000,00	\$ 75.000,00	\$ 93.750,00	\$ 121.875,00	\$ 158.437,50
<b>Total Operating Expenses</b>	<b>\$ 1.960.000,00</b>	<b>\$ 2.450.000,00</b>	<b>\$ 3.062.500,00</b>	<b>\$ 3.981.250,00</b>	<b>\$ 5.175.625,00</b>
EBITDA	\$ 34.040.000,00	\$ 57.550.000,00	\$ 71.937.500,00	\$ 93.518.750,00	\$ 121.574.375,00
Depreciation	\$ 20.000,00	\$ 20.000,00	\$ 20.000,00	\$ 20.000,00	\$ 20.000,00
Internet	\$ 15.000,00	\$ 18.750,00	\$ 23.437,50	\$ 30.468,75	\$ 39.609,38
Taxes	\$ -				
<b>Net Profit</b>	<b>\$ 34.005.000,00</b>	<b>\$ 57.511.250,00</b>	<b>\$ 71.894.062,50</b>	<b>\$ 93.468.281,25</b>	<b>\$ 121.514.765,63</b>
Profit / Sales					
Rate of growth %		25%	25%	30%	30%

#### Notes:

1. Platform will be working on Q2. (Mainnet), launching beta version app + wallet in Q1 (beta operative version).
2. The projections are based on ours strategies and deep researchs analysis done for 2021 (9 months operative period).
3. In the year 2021, we have estimated 300.000 persons generation the information and 6000 companies (big and medium size).
4. Average \$20.000 annual fee info reports delivered to companies.
5. Average \$ 20.- monthly reward for scanning the bardcodes of the waste in each house.
6. We projected a growth pattern of 25% for 2022 and 2023 and a growth of 30% for 2024 and 2025.