



## Financial Forecast

Company name: Softech Solutions doo

### FC P&L Forecast

2021

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 283,900.00
Number of Customers / Units Sold	8
Price per Customer / including addition revenue (avg)	€ 35,487.50
Additional revenue streams	€ -
Bonus revenue on B2B	€ 46,910.00
Total Annual Revenue	€ 330,810.00
Monthly recurring revenue (MRR)	€ 27,567.50
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 224,880.00
Tech Development team / Gross	€ 124,400.00
Business development team / Gross	€ 60,480.00
Contributors	€ -
Advisors and Experts Fee	€ -
Founder interest	€ 40,000.00
Advertising & Marketing	€ 1,800.00
Office and General Administration Expenses	€ 19,200.00
Professional services	€ 3,000.00
Depreciation and Amortisation	€ 5,583.00
Other	€ 7,000.00
Overall expenses	€ 254,463.00
EBITDA	€ 80,513.00
Operating Income - EBIT	€ 74,930.00
Other Expenses	€ -
Interest & taxes, e.g.	€ 7,200.00
Net Income	€ 67,730.00

2024

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 1,450,800.00
Number of Customers / Units Sold	39
Price per Customer / including addition revenue (avg)	€ 37,200.00
Additional revenue streams (support)	€ 35,000.00
Bonus revenue on B2B	€ -
Total Annual Revenue	€ 1,485,800.00
Monthly recurring revenue (MRR)	€ 123,816.67
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 255,000.00
Tech Development team / Gross	€ 180,000.00
Business development team / Gross	€ 35,000.00
Contributors	€ 35,000.00
Advisors and Experts Fee	€ 70,000.00
Founder interest	€ 230,000.00
Advertising & Marketing	€ 12,000.00
Office and General Administration Expenses	€ 35,000.00
Professional services	€ 25,000.00
Depreciation and Amortisation	€ 12,000.00
Other	€ 35,000.00
Overall expenses	€ 889,000.00
EBITDA	€ 596,800.00
Operating Income - EBIT	€ 623,700.00
Other Expenses	€ -
Interest & taxes, e.g.	€ 35,200.00
Net Income	€ 588,500.00

2022

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 574,360.00
Number of Customers / Units Sold	17
Price per Customer / including addition revenue (avg)	€ 33,785.88
Additional revenue streams (support)	€ 5,100.00
Bonus revenue on B2B	€ 56,000.00
Total Annual Revenue	€ 630,360.00
Monthly recurring revenue (MRR)	€ 52,530.00
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 194,900.00
Tech Development team / Gross	€ 140,600.00
Business development team / Gross	€ 4,800.00
Contributors	€ 25,800.00
Advisors and Experts Fee	€ 65,000.00
Founder interest	€ 4,800.00
Advertising & Marketing	€ 22,400.00
Office and General Administration Expenses	€ 9,600.00
Professional services	€ 7,659.00
Depreciation and Amortisation	€ 23,600.00
Other	€ 499,159.00
Overall expenses	€ 138,860.00
EBITDA	€ 123,542.00
Operating Income - EBIT	€ -
Other Expenses	€ -
Interest & taxes, e.g.	€ 22,800.00
Net Income	€ 106,742.00

2025

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 3,796,000.00
Number of Customers / Units Sold	65
Price per Customer / including addition revenue (avg)	€ 58,400.00
Additional revenue streams (support)	€ 97,000.00
Bonus revenue on B2B	€ -
Total Annual Revenue	€ 3,893,000.00
Monthly recurring revenue (MRR)	€ 324,416.67
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 325,000.00
Tech Development team / Gross	€ 295,000.00
Business development team / Gross	€ 95,000.00
Contributors	€ 95,000.00
Advisors and Experts Fee	€ 300,000.00
Founder interest	€ 77,000.00
Advertising & Marketing	€ 65,000.00
Office and General Administration Expenses	€ 40,000.00
Professional services	€ 20,000.00
Depreciation and Amortisation	€ 190,000.00
Other	€ 1,502,000.00
Overall expenses	€ 2,294,000.00
EBITDA	€ 2,294,000.00
Operating Income - EBIT	€ -
Other Expenses	€ -
Interest & taxes, e.g.	€ 314,000.00
Net Income	€ 1,980,000.00

2023

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 1,227,600.00
Number of Customers / Units Sold	33
Price per Customer / including addition revenue (avg)	€ 37,200.00
Additional revenue streams (support)	€ 17,000.00
Bonus revenue on B2B	€ -
Total Annual Revenue	€ 1,244,600.00
Monthly recurring revenue (MRR)	€ 103,716.67
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 215,000.00
Tech Development team / Gross	€ 140,600.00
Business development team / Gross	€ 25,000.00
Contributors	€ 50,000.00
Advisors and Experts Fee	€ 165,000.00
Founder interest	€ 7,400.00
Advertising & Marketing	€ 22,400.00
Office and General Administration Expenses	€ 9,600.00
Professional services	€ 7,659.00
Depreciation and Amortisation	€ 23,600.00
Other	€ 666,259.00
Overall expenses	€ 561,341.00
EBITDA	€ 570,682.00
Operating Income - EBIT	€ -
Other Expenses	€ -
Interest & taxes, e.g.	€ 35,200.00
Net Income	€ 535,482.00

2026

Revenue	EUR
Core Revenue (B2B, SaaS license)	€ 5,544,400.00
Number of Customers / Units Sold	83
Price per Customer / including addition revenue (avg)	€ 66,800.00
Additional revenue streams (support)	€ 205,000.00
Bonus revenue on B2B	€ -
Total Annual Revenue	€ 5,749,400.00
Monthly recurring revenue (MRR)	€ 479,116.67
Expenses Cost of Goods Sold (SOGS)	EUR
Team salaries & Benefits	€ 335,000.00
Tech Development team / Gross	€ 307,000.00
Business development team / Gross	€ 125,000.00
Contributors	€ 105,000.00
Advisors and Experts Fee	€ 310,000.00
Founder interest	€ 90,000.00
Advertising & Marketing	€ 85,000.00
Office and General Administration Expenses	€ 60,000.00
Professional services	€ 50,000.00
Depreciation and Amortisation	€ 230,000.00
Other	€ 1,697,000.00
Overall expenses	€ 3,847,400.00
EBITDA	€ 3,847,400.00
Operating Income - EBIT	€ -
Other Expenses	€ -
Interest & taxes, e.g.	€ 514,000.00
Net Income	€ 3,333,400.00