

# Revenue projections

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	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022*	FY 2023*	FY 2024*	FY 2025*	FY 2026*
<b>Revenue</b>	577,174	1,076,720	806,661	1,456,351	2,022,449	3,170,165	4,837,068	6,886,124	9,343,855
<b>Grants</b>	-	-	320,046	225,000	58,835	-	-	-	-
<b>Other Income</b>	395	17,968	47,011	799,487	390	373	373	373	373
	<b>577,569</b>	<b>1,094,689</b>	<b>1,173,718</b>	<b>2,480,838</b>	<b>2,081,675</b>	<b>3,170,538</b>	<b>4,837,441</b>	<b>6,886,497</b>	<b>9,344,228</b>
<b>Expenses</b>									
People	1,476,270	1,908,242	2,025,270	2,448,048	2,928,057	4,110,412	4,563,540	5,101,123	5,724,266
Office Related	280,875	316,831	612,541	( 1,315,942)	413,788	443,334	459,903	478,588	499,556
Marketing	45,449	89,498	148,630	56,907	3,644	81,127	82,764	84,435	86,139
Business Development	-	-	-	37,831	1,668,590	651,897	-	-	-
Travel	245,880	239,118	206,705	34,666	170,920	128,975	133,356	140,675	151,396
<b>Total Expenses</b>	<b>2,048,474</b>	<b>2,553,689</b>	<b>2,993,146</b>	<b>1,261,509</b>	<b>5,177,711</b>	<b>5,415,745</b>	<b>5,239,563</b>	<b>5,804,821</b>	<b>6,461,357</b>
<b>Net Profit</b>	<b>(\$1,470,904)</b>	<b>(\$1,459,000)</b>	<b>(\$1,819,428)</b>	<b>\$1,219,329</b>	<b>(\$3,096,036)</b>	<b>(\$2,245,207)</b>	<b>(\$402,122)</b>	<b>\$1,081,676</b>	<b>\$2,882,871</b>

\* From FY 22- FY 26 Forecast not Actual based on Forecast 5 December 2021

\*\* FY 21 - A management fee between our UK entity and Nui Markets Limited occurred in other income and in office related expenses, they offset each other.

\*\*\* FY 21 - Losses were moved to the balance sheet as assets as noted in the Annual Financial Statements in June 2021. (Negative cost in Other Office Related)

\*\*\*\* FY 2018 & FY 2019 Actuals are different to prior projection statement due to our system exchange rates applying todays rates, cannot fix past rates.