

3 Year Cash Flow Predictions

Summary

We do not operate as a currency speculation company and keep actual currency stock to ensure minimal variations impact. For maximum availability to customers, we ensure we use the latest analysis on current as well as future demand and is reflected by our inventory.

Revenue is generated by two core methods which consists of a handling fee on transactions as well as a specified percentage margin. This ensures transparency to our customers as well as built a strong reputation that will ensure continued growth in our customer base.

Expected sales revenue vs cost positive point based on projections towards Q4 year 2.

Financials

The business model is cash flow positive throughout the 3-year cycle, which lays comfortably within the rigid financial governance that the founder has imposed which allows it to remain debt free.

Chart below reflects projected turn over vs projected nett loss/profit point over 3 year based on projected customers for each year, margin applied minus subsequent operational costs.

The below represents an overview of 3-year financial projections with more detailed explanation within customer growth section and investment activities.

Financial Projections

Pre-money valuation – **£1.7 million**

Post money valuation - **£2 million**

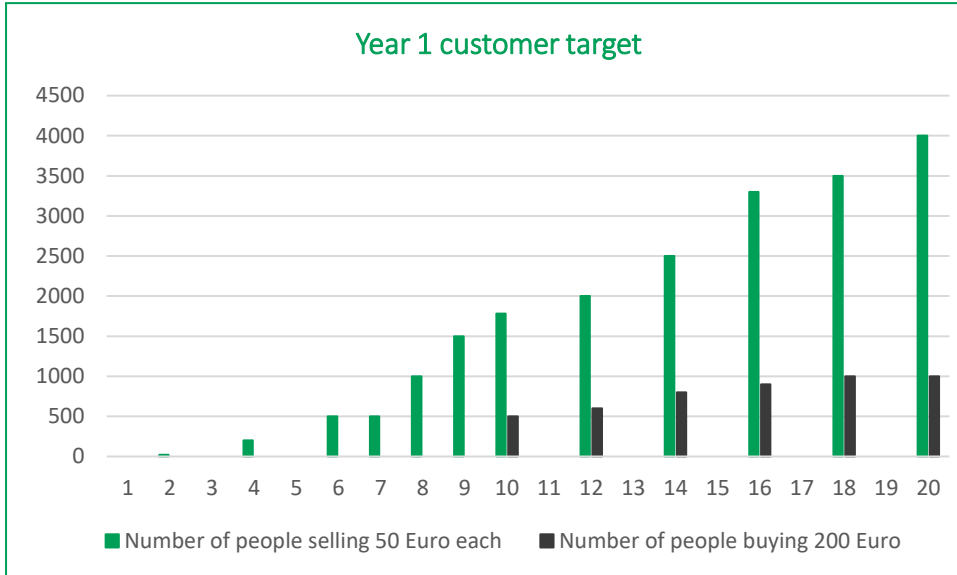
SEIS available

	<u>Year one</u>	<u>Year two</u>	<u>Year three</u>
Number of Transactions	26,000	171,500	514,000
Turnover	£1,785,700	£12,250,800	£38,228,300
Earnings/Commissions	£87,000	£820,000	£2,460,000
Total Costs	£343,000	£942,000	£1,496,000
Profit/Loss	- £256,000	- £122,000	£946,000
Income Per Transaction	£3.35	£4.78	£4.78
Profit Per Transaction	£0.84	£1.20	£1.20

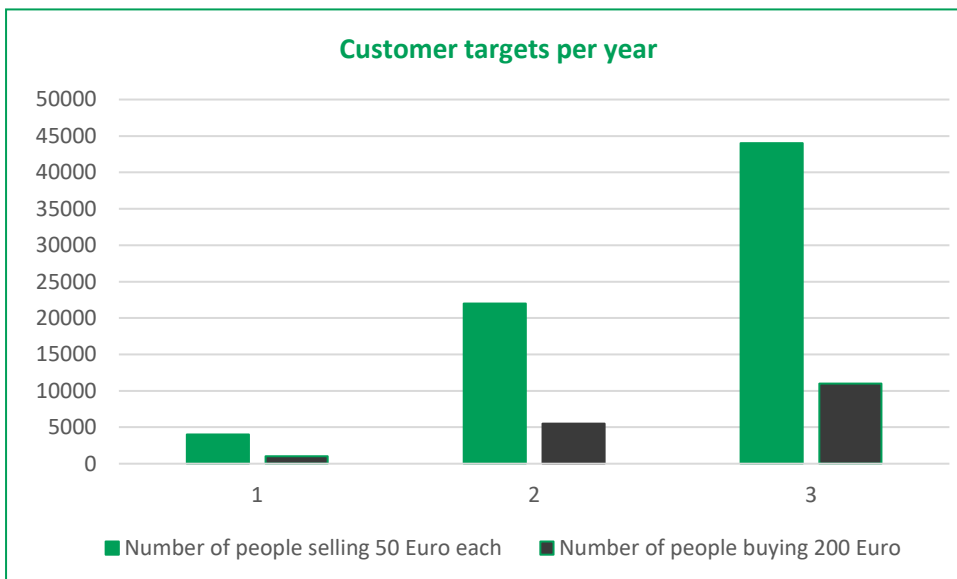
Commissions predicted to out strip cost in month 21 of 36
(Predicted 3-year Cashflow Document available)

Customer growth

Several activities will ensure fast aggressive growth in year one with a gradual steady growth projected for year 2 and year 3. The aim is to invest heavily into marketing whilst maintaining continued development of platform and organisation to ensure sustainability and maximise ROI.



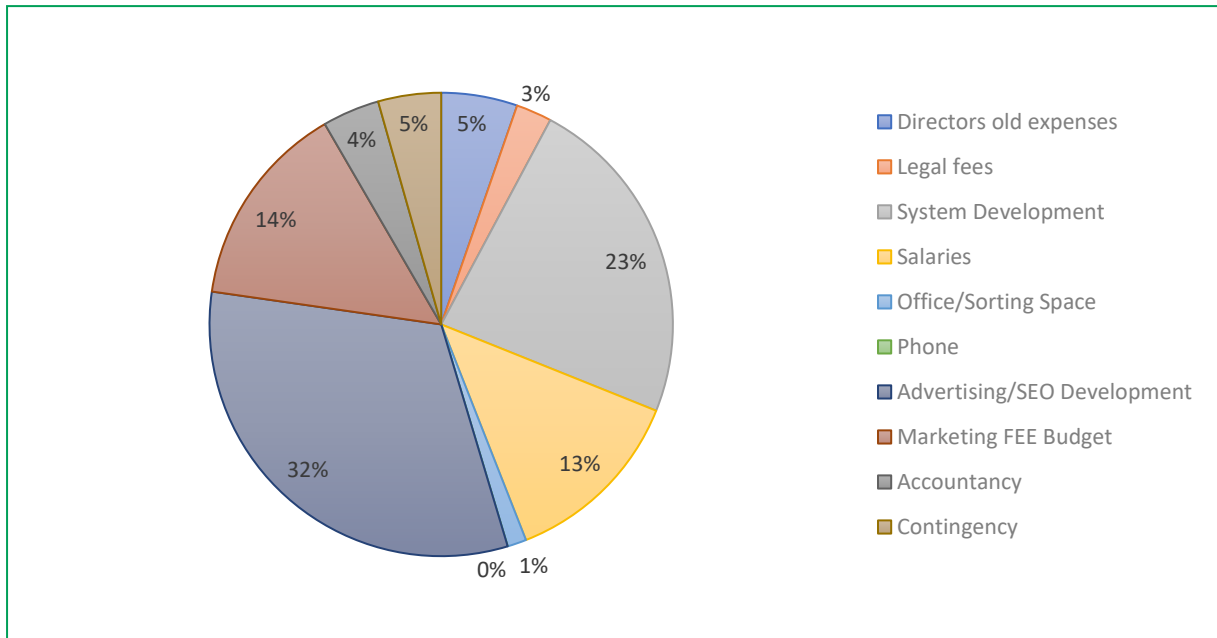
With initial kick off phase completed it is expected to grow a customer base within the first year focusing mainly on customers selling currencies (Euro' as example).



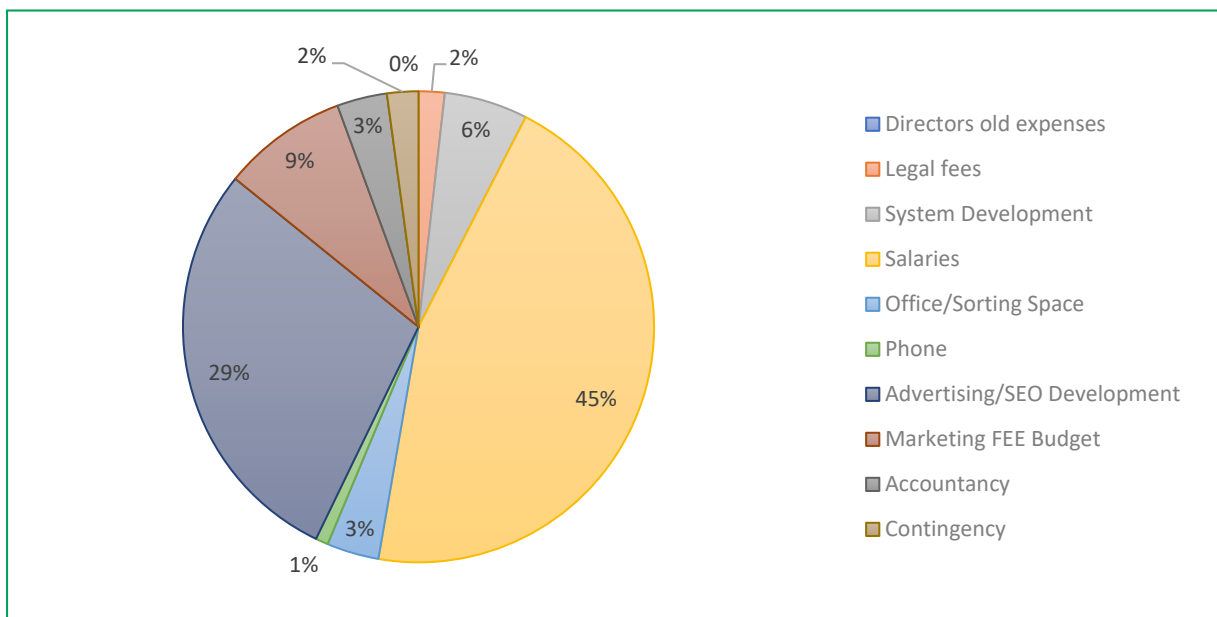
By end of year 3 the projected customer/user's growth is estimated to be in the region of 514,000 utilising the Bidwedge platform.

Investment activities

Phase 1 – is for £300k. This raise is the 2nd the company has undertaken and is shown in Y1 of the cashflow and is to fund the company’s growth plans for Y1, including further development of the IT infrastructure and marketing objectives.



Phase 2 - is for a proposed £1 million, to continue the growth in Y2 and Y3 and will be drawn down accordingly to the needs of the company’s requirements. Y2 shows £500k, being drawn down initially, with the final £500k being kept in reserve to assist our working capital requirements. Emphasis is on expanding marketing activities as well as core business operational stabilities such as additional sales and customer support staff.



Additional Information

Unit Costs

Each individual sale must make a profit operationally, this has been set at 25%. As an example, and using Tier 1 from the Buy Back option:

Bidwedge charge total less VAT: £2.92

Target profit: £0.73

Balance: £2.19

Operational costs, not including marketing are currently in the region of 72% @£1.58. Balance of £0.61.

Key Assumptions

- The projections start from month 1 which is taken as the first month after the investment is received.
- Monthly people selling to us have been taken at an average of 50 euros each, and people buying have been taken at an average of 200 euros each
- It has been assumed that Brexit has no significant change in the demand for euros in the future.
- It has been assumed that COVID-19 will be under control soon and travel will then return to normal levels
- The handling fees are shown in the computations
- It is anticipated that the company will not take on premises until income rises to a level where it becomes a necessity
- Advertising and marketing budgets will be kept under constant review in terms of results achieved.
- The figures are shown net of VAT
- System development will be controlled carefully
- Some of the old directors' loans will be repaid at an early stage

Part of the funding will be used to build up a stock of cash to facilitate swapping but will be replaced by alternate funding allowing us to hold a separate stock purchase account.

Stock Finance

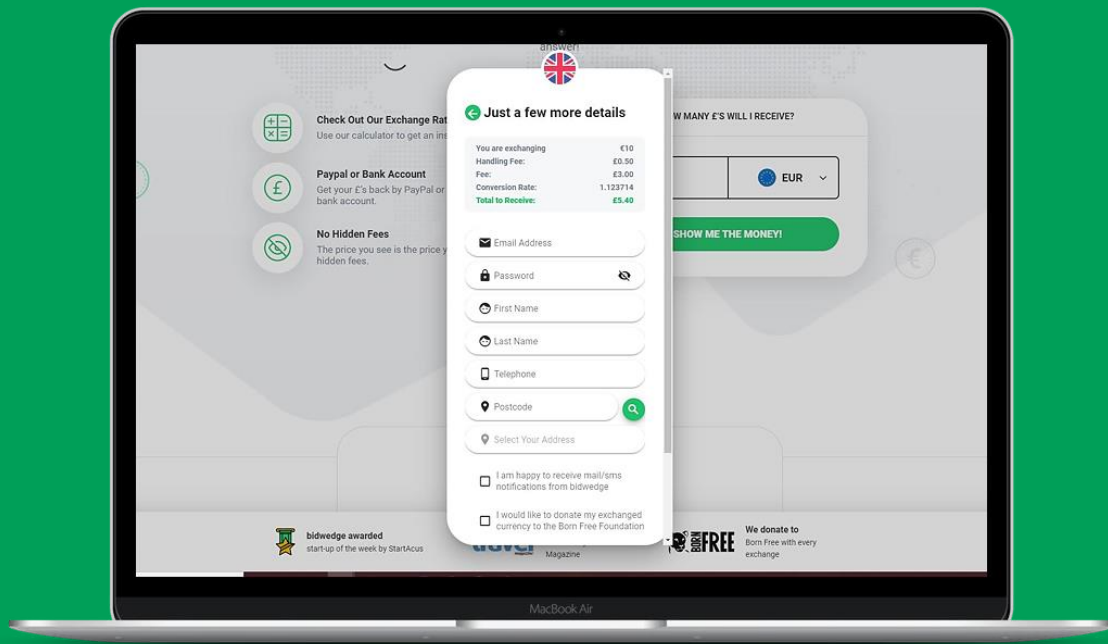
The business has a high burn 'cash' element whilst in the stock purchase phase. In the short term the stock sits dormant until the sell cycle commences. Moving forward from that position a 'STOCK FINANCE' account is being sought to mitigate the potential for a cash blockage enabling the company to complete the buying/selling circle. We are investigating what types of finance are available to us with the stock acting as a potential guarantee for any borrowing that may take place.

Please note that in the 3-year cash flow presented stock purchase and flow is represented, however the Founder/CEO believes that a separate stock purchasing alternative would benefit the company. This would allow the separation of the stock purchase and the day-to-day costs, making the business easier to run.

Company Valuation

It is always hard to predict a 'real' company valuation and worth for investment purposes. Many discussions have taken place and in truth opinions differ on methodology and calculations. Therefore, in order to give a starting point, Bidwedge applied the Y1 predicted Revenue/Turnover as its valuation giving us the following results:

- Pre-money - £1.7 million
- Post Money - £2 million



Profit and Loss

Year 1	Month	1	2	3	4	5	6	7	8	9	10	11	12	Total
Number of people selling 50 Euro each	5	20	200	500	500	1000	1500	1780	2000	2500	3300	3500	4000	20800
Number of people buying 200 Euro	1	0	0	0	0	0	0	500	600	800	900	1000	1000	4800
Number Selling and Buying		20	200	500	500	1000	1500	2280	2600	3300	4200	4500	5000	25600
Selling & Buying Income														
Incoming (Selling to us)	£2.50	50	500	1250	1250	2500	3750	4450	5000	6250	8250	8750	10000	52000
Incoming Handling Fee	£0.42	8	84	210	210	420	630	748	840	1050	1386	1470	1680	8736
Outgoing (Buying from us @1.165)	£171.67	0	0	0	0	0	0	0	0	0	0	0	0	0
Outgoing Handling Fee	£0.42	0	0	0	0	0	0	210	252	336	378	420	420	2016
Total Incoming		58	584	1460	1460	2920	4380	5408	6092	7636	10014	10640	12100	62752
Unit Costs														
Unit Costs In	£1.72	34	344	860	860	1720	2580	3062	3440	4300	5676	6020	6880	35776
Unit Costs Out	£1.40	0	0	0	0	0	0	700	840	1120	1260	1400	1400	6720
Total Unit Costs		34	344	860	860	1720	2580	3762	4280	5420	6936	7420	8280	42496
Profit per Unit Cost		16	156	390	390	780	1800	1646	1812	2216	3078	3220	3820	19324
Fixed Overheads														
Salaries		3250	3250	3250	3250	3250	3250	3250	3250	3250	3250	3250	3250	39000
Office/Sorting Space		0	0	0	0	0	0	0	0	1000	1000	1000	1000	4000
Phone		0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising/SEO Development		8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	96000
Marketing FEE Budget		3600	3600	3600	3600	3600	3600	3600	3600	3600	3600	3600	3600	43200
Accountancy		1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	12000
Contingency		1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	1100	13200
Totals		16950	16950	16950	16950	16950	16950	16950	16950	17950	17950	17950	17950	207400
Development and Legal Costs														
Directors old expenses		6000	10000	0	0	0	0	0	0	0	0	0	0	16000
Legal fees		2500	0	0	0	0	5000	0	0	0	0	0	0	7500
System Development		30000	0	30000	0	10000	0	0	0	0	0	0	0	70000
Totals		38500	10000	30000	0	10000	5000	0	0	0	0	0	0	93500
Profit & Loss														
Revenue		58	584	1460	1460	2920	4380	5408	6092	7636	10014	10640	12100	62752
Costs -		-49484	-17294	-47810	-17810	-28670	-24530	-20712	-21230	-23370	-24886	-25370	-26230	-327396

Net Loss		-49426	-16710	-46350	-16350	-25750	-20150	-15304	-15138	-15734	-14872	-14730	-14130	-264644
Cashflow														
Opening funds		500	101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	500
Investment		150000	0	0	0	150000	0	0	0	0	0	0	0	300000
Costs		-49484	-17294	-47810	-17810	-28670	-24530	-20712	-21230	-23370	-24886	-25370	-26230	-327396
Revenue		58	584	1460	1460	2920	4380	5408	6092	7636	10014	10640	12100	62752
Closing funds		101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	35856	35856
Balance Sheet														
Bank and cash balance		101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	35856	
		101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	35856	
Directors loans		500	500	500	500	500	500	500	500	500	500	500	500	
Investment		150000	150000	150000	150000	300000	300000	300000	300000	300000	300000	300000	300000	
Losses to date		-49426	-66136	-112486	-128836	-154586	-174736	-190040	-205178	-220912	-235784	-250514	-264644	
		101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	35856	
Financial stock flow														
Cash opening balance		0	810	8910	29160	49410	89910	150660	141750	125550	97200	85050	64800	0
Cash in	0.81	810	8100	20250	20250	40500	60750	72090	81000	101250	133650	141750	162000	842400
Cash out	0.81	0	0	0	0	0	0	-81000	-97200	-129600	-145800	-162000	-162000	-777600
Cash closing balance		810	8910	29160	49410	89910	150660	141750	125550	97200	85050	64800	64800	64800
Bank balance		100264	75454	8854	-27746	56004	-24896	-31290	-30228	-17612	-20334	-14814	-28944	-28944
Total funds		101074	84364	38014	21664	145914	125764	110460	95322	79588	64716	49986	35856	35856
Yearly Revenue														
Euro In	50	1000	10000	25000	25000	50000	75000	89000	100000	125000	165000	175000	200000	1040000
Euro Out	200	0	0	0	0	0	0	100000	120000	160000	180000	200000	200000	960000
Total Euro Bought and Sold		1000	10000	25000	25000	50000	75000	189000	220000	285000	345000	375000	400000	2000000
Converted Euro @1.165 into GBP	1.165	858	8584	21459	21459	42918	64378	162232	188841	244635	296137	321888	343348	1716738
Total Commissions		58	584	1460	1460	2920	4380	5408	6092	7636	10014	10640	12100	62752
Total Revenue in GBP		917	9168	22919	22919	45838	68758	167639	194933	252271	306151	332528	355448	1779490

Year 2	Month	1	2	3	4	5	6	7	8	9	10	11	12	Totals
Number of people selling 50 Euro each	5	4000	4800	6000	7200	8000	10400	12000	12800	14000	16000	20000	22000	137200
Number of people buying 200 Euro	1	1000	1200	1500	1800	2000	2600	3000	3200	3500	4000	5000	5500	34300
Number Selling and Buying		5000	6000	7500	9000	10000	13000	15000	16000	17500	20000	25000	27500	171500
Selling & Buying Income														
Incoming (Selling to us)	£4.17	16680	20016	25020	30024	33360	43368	50040	53376	58380	66720	83400	91740	572124
Incoming Handling Fee	£0.42	1680	2016	2520	3024	3360	4368	5040	5376	5880	6720	8400	9240	57624
Outgoing (Buying from us)	£171.67	0	0	0	0	0	0	0	0	0	0	0	0	0
Outgoing Handling Fee	£0.42	420	504	630	756	840	1092	1260	1344	1470	1680	2100	2310	14406
Total Incoming		18780	22536	28170	33804	37560	48828	56340	60096	65730	75120	93900	103290	644154
Unit Costs														
Unit Costs In	£1.43	5720	6864	8580	10296	11440	14872	17160	18304	20020	22880	28600	31460	196196
Unit Costs Out	£1.40	1400	1680	2100	2520	2800	3640	4200	4480	4900	5600	7000	7700	48020
Total Unit Costs Monthly		7120	8544	10680	12816	14240	18512	21360	22784	24920	28480	35600	39160	244216
Profit per Unit Cost		9560	11472	14340	17208	19120	30316	34980	37312	40810	46640	58300	64130	384188
Fixed Overheads														
Salaries		26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	315600
Office/Sorting Space		2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	24996
Phone		500	500	500	500	500	500	500	500	500	500	500	500	6000
Marketing Coverage		25000	15000	15000	25000	15000	15000	15000	15000	15000	15000	15000	15000	200000
Overall Contingency		5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	60000
Accountancy		2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	24000
Technology Support		1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	15000
Totals		62133	52133	52133	62133	52133	52133	52133	52133	52133	52133	52133	52133	645596
Development and Legal Costs														
Director Loan Repayments		0	0	0	0	0	0	0	0	0	0	0	0	0
Legal fees		2500	0	0	0	0	5000	0	0	0	0	5000	0	12500
System Development		10000	0	0	10000	0	0	0	10000	0	0	10000	0	40000
Totals		12500	0	0	10000	0	5000	0	10000	0	0	15000	0	52500
Profit & Loss														
Revenue		18780	22536	28170	33804	37560	48828	56340	60096	65730	75120	93900	103290	644154
Costs -		-81753	-60677	-62813	-84949	-66373	-75645	-73493	-84917	-77053	-80613	-102733	-91293	-942312
Net Loss		-62973	-38141	-34643	-51145	-28813	-26817	-17153	-24821	-11323	-5493	-8833	11997	-298158
Cashflow														
Opening funds		60576	247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	60576
Investment		250000	0	0	0	0	0	0	250000	0	0	0	0	500000
Costs		-81753	-60677	-62813	-84949	-66373	-75645	-73493	-84917	-77053	-80613	-102733	-91293	-942312
Revenue		18780	22536	28170	33804	37560	48828	56340	60096	65730	75120	93900	103290	644154
Closing funds		247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	262418	262418

Balance Sheet													
Bank and cash balance		247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	262418
		247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	262418
Directors loans		500	500	500	500	500	500	500	500	500	500	500	500
Investment		550000	550000	550000	550000	550000	550000	550000	800000	800000	800000	800000	800000
Losses to date		-302897	-341038	-375681	-426826	-455639	-482456	-499609	-524430	-535753	-541246	-550079	-538082
		247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	262418
Financial stock flow													
Cash opening balance		64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800
Cash in	0.81	162000	194400	243000	291600	324000	421200	486000	518400	567000	648000	810000	891000
Cash out	0.81	-162000	-194400	-243000	-291600	-324000	-421200	-486000	-518400	-567000	-648000	-810000	-891000
Cash closing balance		64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800
Bank balance		182803	144662	110019	58874	30061	3244	-13909	211270	199947	194454	185621	197618
Total funds		247603	209462	174819	123674	94861	68044	50891	276070	264747	259254	250421	262418
Yearly Revenue													
Euro In	50	200000	240000	300000	360000	400000	520000	600000	640000	700000	800000	1000000	1100000
Euro Out	200	200000	240000	300000	360000	400000	520000	600000	640000	700000	800000	1000000	1100000
Total Euro Bought and Sold		400000	480000	600000	720000	800000	1040000	1200000	1280000	1400000	1600000	2000000	2200000
Converted Euro @1.165 into GBP	1.165	343348	412017	515021	618026	686695	892704	1030043	1098712	1201717	1373391	1716738	1888412
Total Commissions		18780	22536	28170	33804	37560	48828	56340	60096	65730	75120	93900	103290
Total Revenue in GBP		362128	434553	543191	651830	724255	941532	1086383	1158808	1267447	1448511	1810638	1991702
		12420978											

Year 3	Month	1	2	3	4	5	6	7	8	9	10	11	12	Totals
Number of people selling 50 Euro each	5	22000	24000	26000	28000	29600	32000	40000	40000	40000	41600	44000	44000	411200
Number of people buying 200 Euro	1	5500	6000	6500	7000	7400	8000	10000	10000	10000	10400	11000	11000	102800
Number Selling and Buying		27500	30000	32500	35000	37000	40000	50000	50000	50000	52000	55000	55000	514000
Selling & Buying Income														
Incoming (Selling to us)	£4.17	91740	100080	108420	116760	123432	133440	166800	166800	166800	173472	183480	183480	1714704
Incoming Handling Fee	£0.42	9240	10080	10920	11760	12432	13440	16800	16800	16800	17472	18480	18480	172704
Outgoing (Buying from us)	£171.67	0	0	0	0	0	0	0	0	0	0	0	0	0
Outgoing Handling Fee	£0.42	2310	2520	2730	2940	3108	3360	4200	4200	4200	4368	4620	4620	43176
Total Incoming		103290	112680	122070	131460	138972	150240	187800	187800	187800	195312	206580	206580	1930584
Unit Costs														
Unit Costs In	£1.43	31460	34320	37180	40040	42328	45760	57200	57200	57200	59488	62920	62920	588016
Unit Costs Out	£1.40	7700	8400	9100	9800	10360	11200	14000	14000	14000	14560	15400	15400	143920
Total Unit Costs Monthly		39160	42720	46280	49840	52688	56960	71200	71200	71200	74048	78320	78320	731936
Profit per Unit Cost		52580	57360	62140	66920	70744	93280	116600	116600	116600	121264	128260	128260	1130608
Fixed Overheads														
Salaries		26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	26300	315600
Office/Sorting Space		2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	2083	24996
Phone		500	500	500	500	500	500	500	500	500	500	500	500	6000
Marketing Coverage		20000	20000	20000	20000	20000	20000	25000	25000	25000	25000	25000	25000	270000
Overall Contingency		5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	5000	60000
Accountancy		2500	2500	2500	2500	2500	2500	2500	2500	2500	2500	2500	2500	30000
Technology Support		1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	15000
Totals		57633	57633	57633	57633	57633	57633	62633	62633	62633	62633	62633	62633	721596
Development and Legal Costs														
Director Loan Repayments		0	0	0	0	0	0	0	0	0	0	0	0	0
Legal fees		2500	0	0	0	0	5000	0	0	0	0	5000	0	12500
System Development		10000	0	0	10000	0	0	0	0	10000	0	0	0	30000
Totals		12500	0	0	10000	0	5000	0	0	10000	0	5000	0	42500
Profit & Loss														
Revenue		103290	112680	122070	131460	138972	150240	187800	187800	187800	195312	206580	206580	1930584
Costs		-109293	-100353	-103913	-117473	-110321	-119593	-133833	-133833	-143833	-136681	-145953	-140953	-1496032
Net Profit		-6003	12327	18157	13987	28651	30647	53967	53967	43967	58631	60627	65627	434552
Cashflow														
Opening funds		439067	433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	439067
Investment		0	0	0	0	0	0	0	0	0	0	0	0	0
Costs		-109293	-100353	-103913	-117473	-110321	-119593	-133833	-133833	-143833	-136681	-145953	-140953	-1496032
Revenue		103290	112680	122070	131460	138972	150240	187800	187800	187800	195312	206580	206580	1930584

Closing funds		433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	873619	873619
Balance Sheet														
Bank and cash balance		433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	873619	873619
		433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	873619	873619
Directors loans		500	500	500	500	500	500	500	500	500	500	500	500	500
Investment		800000	800000	800000	800000	800000	800000	800000	800000	800000	800000	800000	800000	800000
Losses to date		-367436	-355109	-336952	-322965	-294314	-263667	-209700	-155733	-111766	-53135	7492	73119	73119
		433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	873619	873619
Financial stock flow														
Cash opening balance		64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800
Cash in	0.81	891000	972000	1053000	1134000	1198800	1296000	1620000	1620000	1620000	1684800	1782000	1782000	16653600
		-	-	-	-	-	-	-	-	-	-	-	-	-
Cash out	0.81	-891000	-972000	1053000	1134000	1198800	1296000	1620000	1620000	1620000	1684800	1782000	1782000	16653600
Cash closing balance		64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800	64800
Bank balance		368264	380591	398748	412735	441386	472033	526000	579967	623934	682565	743192	808819	808819
Total funds		433064	445391	463548	477535	506186	536833	590800	644767	688734	747365	807992	873619	873619
Yearly Revenue														
Euro In	50	1100000	1200000	1300000	1400000	1480000	1600000	2000000	2000000	2000000	2080000	2200000	2200000	20560000
Euro Out	200	1100000	1200000	1300000	1400000	1480000	1600000	2000000	2000000	2000000	2080000	2200000	2200000	20560000
Total Euro Bought and Sold		2200000	2400000	2600000	2800000	2960000	3200000	4000000	4000000	4000000	4160000	4400000	4400000	41120000
Converted Euro @1.165 into GBP	1.165	1888412	2060086	2231760	2403433	2540773	2746781	3433476	3433476	3433476	3570815	3776824	3776824	35296137
Total Commissions		103290	112680	122070	131460	138972	150240	187800	187800	187800	195312	206580	206580	1930584
Total Revenue in GBP		1991702	2172766	2353830	2534893	2679745	2897021	3621276	3621276	3621276	3766127	3983404	3983404	37226721