### **POLAND SECURITY & DNA - 3 YEARS**

### **VOLUMES**

Births 2014	375.160	10	20	30
Deaths 2014	376.467	2	5	10
TOTAL HOSPITALS 2015	1.427			
Families with Children	5.021.374	0,5	2	4
Inmates	88.453	15	20	30
Prisons	149	1	3	6
Drugstores 2015 (5 Kits month e/o)	15.600	1	3	5
DNA Analysis per month		300	400	500

							YEAR 1						
VOLUME	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card					3.126	3.126	3.126	3.126	3.126	3.126	3.126	3.126	25.011
Death Certificates							627	627	627	627	627	627	3.765
Inmates							2.211	2.211	2.211	2.211	2.211	2.211	13.268
Prison Systems											1		1
Kit DNA							2.092	2.092	2.092	2.092	2.092	2.092	12.553
Genetic Analyses (3) (10 % of Kits)							209	209	209	209	209	209	1.255
Genetic Store (5 % of Kits)							105	105	105	105	105	105	628
Drugstores										65	65	65	195
Inmigration Systems													0
DNA for Border Control													0
DNA Analysis			·				300	300	300	300	300	300	1.800

							YEAR 2					-	
VOLUME	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8		Month 10			TOTAL
FIHM Card	6.253	6.253	6.253	6.253	6.253	6.253	6.253	6.253	6.253	6.253	6.253		75.032
Death Certificates	1.569	1.569	1.569	1.569	1.569	1.569	1.569	1.569	1.569	1.569	1.569	1.569	18.823
Inmates	369	369	369	369	369	369	369	369	369	369	369	369	4.423
Prison Systems				1				1				1	3
Kit DNA	6.277	6.277	6.277	6.277	6.277	6.277	6.277	6.277	6.277	6.277	6.277	6.277	75.321
Genetic Analyses (3) (10 % of Kits)	628	628	628	628	628	628	628	628	628	628	628	628	7.532
Genetic Store (5 % of Kits)	314	314	314	314	314	314	314	314	314	314	314	314	3.766
Drugstores	195	195	195	195	195	195	195	195	195	195	195	195	2.340
Inmigration Systems							1						1
DNA for Border Control							100	100	100	100	100	100	600
DNA Analysis	400	400	400	400	400	400	400	400	400	400	400	400	4.800
							YEAR 3						
VOLUME	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card	9.379	9.379	9.379	9.379	9.379	9.379	9.379	9.379	9.379	9.379	9.379	9.379	112.548
Death Certificates	3.137	3.137	3.137	3.137	3.137	3.137	3.137	3.137	3.137	3.137	3.137	3.137	37.647
Inmates	737	737	737	737	737	737	737	737	737	737	737	737	8.845
Prison Systems				1				1				1	:
Kit DNA	8.369	8.369	8.369	8.369	8.369	8.369	8.369	8.369	8.369	8.369	8.369	8.369	100.427
Genetic Analyses (3) (10 % of Kits)	837	837	837	837	837	837	837	837	837	837	837	837	10.043
Genetic Store (5 % of Kits)	418	418	418	418	418	418	418	418	418	418	418	418	5.021
Drugstores	325	325	325	325	325	325	325	325	325	325	325	325	3.900
Inmigration Systems			1										
DNA for Border Control	100	100	200	200	200	200	200	200	200	200	200	200	2.200
DNA Analysis	500	500	500	500	500	500	500	500	500	500	500	500	6.000

		YEAR	1/3	
VOLUME	YEAR 1	YEAR 2	YEAR 3	TOTAL
FIHM Card	25.011	75.032	112.548	212.591
Death Certificates	3.765	18.823	37.647	60.235
Inmates	13.268	4.423	8.845	26.536
Prison Systems	1	3	3	7
Kit DNA	12.553	75.321	100.427	188.302
Genetic Analyses (3) (10 % of Kits)	1.255	7.532	10.043	18.830
Genetic Store (5 % of Kits)	628	3.766	5.021	9.415
Drugstores	195	2.340	3.900	6.435
Inmigration Systems	0	1	1	2
DNA for Border Control	0	600	2.200	2800
DNA Analysis	1.800	4.800	6.000	12600

# **SALES EU\$ (.000)**

SALE PRICE	EU\$
FIHM Card	20
Death Certificates	15
Inmates	15
Prison Systems	350.000
Kit DNA	200
Genetic Analyses (3 diseases)	300
Genetic Store (annual fee)	50
Drugstores	120
Inmigration Systems	800.000
DNA for Border Control	10
DNA Analysis	100

							YEAR 1						
SALES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card					62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	500,21
Death Certificates							9,41	9,41	9,41	9,41	9,41	9,41	56,47
Inmates							33,17	33,17	33,17	33,17	33,17	33,17	199,02
Prison Systems											350,00		350,00
Kit DNA							418,45	418,45	418,45	418,45	418,45	418,45	2.510,69
Genetic Analyses (3 diseases)							62,77	62,77	62,77	62,77	62,77	62,77	376,60
Genetic Store (annual fee)							5,23	5,23	5,23	5,23	5,23	5,23	31,38
Drugstores										7,80	7,80	7,80	23,40
Inmigration Systems													0,00
DNA for Border Control													0,00
DNA Analysis							30,00	30,00	30,00	30,00	30,00	30,00	180,00
TOTAL	0,00	0,00	0,00	0,00	62,53	62,53	621,55	621,55	621,55	629,35	979,35	629,35	4.227,78

							YEAR 2						
SALES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card	125,05	125,05	125,05	125,05	125,05	125,05	125,05	125,05	125,05	125,05	125,05	125,05	1.500,64
Death Certificates	23,53	23,53	23,53	23,53	23,53	23,53	23,53	23,53	23,53	23,53	23,53	23,53	282,35
Inmates	5,53	5,53	5,53	5,53	5,53	5,53	5,53	5,53	5,53	5,53	5,53	5,53	66,34
Prison Systems				350,00				350,00				350,00	1.050,00
Kit DNA	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	1.255,34	15.064,12
Genetic Analyses (3 diseases)	188,30	188,30	188,30	188,30	188,30	188,30	188,30	188,30	188,30	188,30	188,30	188,30	2.259,62
Genetic Store (annual fee)	15,69	15,69	15,69	15,69	15,69	15,69	20,92	20,92	20,92	20,92	20,92	20,92	219,69
Drugstores	23,40	23,40	23,40	23,40	23,40	23,40	23,40	23,40	23,40	23,40	23,40	23,40	280,80
Inmigration Systems							800,00						800,00
DNA for Border Control							1,00	1,00	1,00	1,00	1,00	1,00	6,00
DNA Analysis	40,00	40,00	40,00	40,00	40,00	40,00	40,00	40,00	40,00	40,00	40,00	40,00	480,00
TOTAL	1.676,85	1.676,85	1.676,85	2.026,85	1.676,85	1.676,85	2.483,08	2.033,08	1.683,08	1.683,08	1.683,08	2.033,08	22.009,56

							YEAR 3						
SALES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card	187,58	187,58	187,58	187,58	187,58	187,58	187,58	187,58	187,58	187,58	187,58	187,58	2.250,96
Death Certificates	47,06	47,06	47,06	47,06	47,06	47,06	47,06	47,06	47,06	47,06	47,06	47,06	564,70
Inmates	11,06	11,06	11,06	11,06	11,06	11,06	11,06	11,06	11,06	11,06	11,06	11,06	132,68
Prison Systems				350,00				350,00				350,00	1.050,00
Kit DNA	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	1.673,79	20.085,50
Genetic Analyses (3 diseases)	251,07	251,07	251,07	251,07	251,07	251,07	251,07	251,07	251,07	251,07	251,07	251,07	3.012,82
Genetic Store (annual fee)	24,06	24,06	24,06	24,06	24,06	24,06	29,29	29,29	29,29	29,29	29,29	29,29	320,11
Drugstores	39,00	39,00	39,00	39,00	39,00	39,00	39,00	39,00	39,00	39,00	39,00	39,00	468,00
Inmigration Systems			800,00										800,00
DNA for Border Control	1,00	1,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	22,00
DNA Analysis	50,00	50,00	50,00	50,00	50,00	50,00	50,00	50,00	50,00	50,00	50,00	50,00	600,00
TOTAL	2.284,62	2.284,62	3.085,62	2.635,62	2.285,62	2.285,62	2.290,85	2.640,85	2.290,85	2.290,85	2.290,85	2.640,85	29.306,78

		YEAR 1 / 3												
SALES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL	
YEAR 1	0,00	0,00	0,00	0,00	62,53	62,53	621,55	621,55	621,55	629,35	979,35	629,35	4.227,78	
YEAR 2	1.676,85	1.676,85	1.676,85	2.026,85	1.676,85	1.676,85	2.483,08	2.033,08	1.683,08	1.683,08	1.683,08	2.033,08	22.009,5	
YEAR 3	2.284,62	2.284,62	3.085,62	2.635,62	2.285,62	2.285,62	2.290,85	2.640,85	2.290,85	2.290,85	2.290,85	2.640,85	29.306,7	
TOTAL	3.961,46	3.961,46	4.762,46	4.662,46	4.024,99	4.024,99	5.395,48	5.295,48	4.595,48	4.603,28	4.953,28	5.303,28	55.544,1	

## PRODUCTS COST EU\$ (.000)

PRODUCTS COST	EU\$
FIHM Card	10
Death Certificates	7
Inmates	7
Prison Systems	200.000
Kit DNA	100
Genetic Analyses (3 diseases)	200
Genetic Store (annual fee)	30
Drugstores	60
Inmigration Systems	500.000
DNA for Border Control	10
DNA Analysis	50

						YEAR 1						
Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
				31,26	31,26	31,26	31,26	31,26	31,26	31,26	31,26	250,11
						4,39	4,39	4,39	4,39	4,39	4,39	26,35
						15,48	15,48	15,48	15,48	15,48	15,48	92,88
										200,00		200,00
						209,22	209,22	209,22	209,22	209,22	209,22	1.255,34
						41,84	41,84	41,84	41,84	41,84	41,84	251,07
						3,14	3,14	3,14	3,14	3,14	3,14	18,83
									3,90	3,90	3,90	11,70
												0,00
												0,00
						15,00	15,00	15,00	15,00	15,00	15,00	90,00
0,00	0,00	0,00	0,00	31,26	31,26	320,34	320,34	320,34	324,24	524,24	324,24	2.196,28
					31,26	31,26 31,26	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7   31,26 31,26 31,26 31,26 4,39   15,48 209,22 41,84 41,84   31,14 31,14 31,14 31,26   15,00 15,00 15,00 15,00	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8   31,26 31,26 31,26 31,26 31,26   4,39 4,39 4,39 4,39   15,48 15,48 15,48   209,22 209,22 209,22   41,84 41,84 41,84   3,14 3,14 3,14   15,00 15,00 15,00	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9   31,26 <td>Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10   31,26</td> <td>Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11   31,26 31</td> <td>Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11 Month 12   31,26 <td< td=""></td<></td>	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10   31,26	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11   31,26 31	Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11 Month 12   31,26 <td< td=""></td<>

							YEAR 2						
PRODUCTS COST EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card	62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	62,53	750,
Death Certificates	10,98	10,98	10,98	10,98	10,98	10,98	10,98	10,98	10,98	10,98	10,98	10,98	131,
Inmates	2,58	2,58	2,58	2,58	2,58	2,58	2,58	2,58	2,58	2,58	2,58	2,58	30,9
Prison Systems				200,00				200,00				200,00	600,0
Kit DNA	627,67	627,67	627,67	627,67	627,67	627,67	627,67	627,67	627,67	627,67	627,67	627,67	7.532,0
Genetic Analyses (3 diseases)	125,53	125,53	125,53	125,53	125,53	125,53	125,53	125,53	125,53	125,53	125,53	125,53	1.506,4
Genetic Store (annual fee)	9,42	9,42	9,42	9,42	9,42	9,42	12,55	12,55	12,55	12,55	12,55	12,55	131,8
Drugstores	11,70	11,70	11,70	11,70	11,70	11,70	11,70	11,70	11,70	11,70	11,70	11,70	140,4
Inmigration Systems							500,00						500,0
DNA for Border Control							1,00	1,00	1,00	1,00	1,00	1,00	6,0
DNA Analysis	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	240,0
TOTAL	870,41	870,41	870,41	1.070,41	870,41	870,41	1.374,55	1.074,55	874,55	874,55	874,55	1.074,55	11.569,

							YEAR 3						
PRODUCTS COST EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
FIHM Card	93,79	93,79	93,79	93,79	93,79	93,79	93,79	93,79	93,79	93,79	93,79	93,79	1.125,4
Death Certificates	21,96	21,96	21,96	21,96	21,96	21,96	21,96	21,96	21,96	21,96	21,96	21,96	263,5
Inmates	5,16	5,16	5,16	5,16	5,16	5,16	5,16	5,16	5,16	5,16	5,16	5,16	61,9
Prison Systems				200,00				200,00				200,00	600,0
Kit DNA	836,90	836,90	836,90	836,90	836,90	836,90	836,90	836,90	836,90	836,90	836,90	836,90	10.042,7
Genetic Analyses (3 diseases)	167,38	167,38	167,38	167,38	167,38	167,38	167,38	167,38	167,38	167,38	167,38	167,38	2.008,5
Genetic Store (annual fee)	13,60	13,60	13,60	13,60	13,60	13,60	16,74	16,74	16,74	16,74	16,74	16,74	182,0
Drugstores	19,50	19,50	19,50	19,50	19,50	19,50	19,50	19,50	19,50	19,50	19,50	19,50	234,0
Inmigration Systems			500,00										500,0
DNA for Border Control	1,00	1,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	2,00	22,0
DNA Analysis	25,00	25,00	25,00	25,00	25,00	25,00	25,00	25,00	25,00	25,00	25,00	25,00	300,0
TOTAL	1.184,28	1.184,28	1.685,28	1.385,28	1.185,28	1.185,28	1.188,42	1.388,42	1.188,42	1.188,42	1.188,42	1.388,42	15.340,2

		YEAR 1 / 3											
PRODUCTS COST EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
YEAR 1	0,00	0,00	0,00	0,00	31,26	31,26	320,34	320,34	320,34	324,24	524,24	324,24	2.196,28
YEAR 2	870,41	870,41	870,41	1.070,41	870,41	870,41	1.374,55	1.074,55	874,55	874,55	874,55	1.074,55	11.569,73
YEAR 3	1.184,28	1.184,28	1.685,28	1.385,28	1.185,28	1.185,28	1.188,42	1.388,42	1.188,42	1.188,42	1.188,42	1.388,42	15.340,25
TOTAL	2.054,69	2.054,69	2.555,69	2.455,69	2.086,96	2.086,96	2.883,31	2.783,31	2.383,31	2.387,21	2.587,21	2.787,21	29.106,25

# EXPENDITURES EU\$ (.000)

OFFICE	EU\$	
Monthly Expenses		
Warsaw Office Monthly Rent	10.000	
Office Monthly Expenses	4.000	
Secretary	5.000	
Miscellaneous	1.000	
Monthly Total	20.000	
Non-recurring Cost	Starting	30 months
Office Furnitures	20.000	10.000
Office Equipment	15.000	7.500
Total Non-recurring	35.000	17.500
EXECUTIVE	EU\$	
General Manager	15.000	
Commercial Department		
Manager	8.000	
Salesmen (4 x 5.000)	20.000	
Total Commercial Department	28.000	
Sales Incentive	1,50%	
BROCHURES	EU\$	
Starting	100.000	
Variable every 3 months of the sold	0,50%	

TRIPS & REPRESENTATION EXPENSES	EU\$	
Trips	20.000	
Representation Expenses	10.000	
Total	30.000	
LABORATORY & DNA STORAGE	EU\$	
Monthly Expenses		
Warsaw Lab Monthly Rent	7.000	
Lab Monthly Expenses	2.000	
Secretary	5.000	
Miscellaneous	1.000	
Monthly Total	15.000	
Non-recurring Cost	Starting	30 months
Lab & DNA Storage Furnitures	20.000	5.000
Lab & DNA Storage Equipment	300.000	75.000
Total Non-recurring	320.000	80.000
Laboratory Technicians	EU\$	
2 Specialists (EU\$ 7.000 e/o)	14.000	
IMPONDERABLES	EU\$	
Various	10.000	
COMMISSIONS	EU\$	
Resellers (50 % of the Sales)	18,00%	

FAMILYGEN FEES	EU\$
Yearly Fee	500.000
Technical Support (% Sales)	3,00%
Commercial Support (% Sales)	1,00%

							YEAR 1						
EXPENDITURES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Office Monthly Expenses	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	240,0
Office Non-recurring Cost	35,00												35,0
General Manager	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	180,0
Commercial Department	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	336,0
Sales Incentive	0,00	0,00	0,00	0,00	0,94	0,94	9,32	9,32	9,32	9,44	14,69	9,44	63,4
Brochures	100,00		0,00			0,63			9,32			11,19	121,1
Trips and Representation Expenses	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	360,0
Lab & DNA Storage Monthly Expenses					15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	120,0
Lab & DNA Storage Non-recurring Cost					320,00								320,0
Laboratory Technicians					14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	112,0
Imponderables	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	120,0
Commissions to Resellers	0,00	0,00	0,00	0,00	5,63	5,63	55,94	55,94	55,94	56,64	88,14	56,64	380,5
FamilyGen													
- Yearly Fee	500,00												500,0
- Technical Support Fee	0,00	0,00	0,00	0,00	1,88	1,88	18,65	18,65	18,65	18,88	29,38	18,88	126,8
- Commercial Support Fee	0,00	0,00	0,00	0,00	0,63	0,63	6,22	6,22	6,22	6,29	9,79	6,29	42,2
Products Cost	0,00	0,00	0,00	0,00	31,26	31,26	320,34	320,34	320,34	324,24	524,24	324,24	2.196,2
TOTAL	738,00	103,00	103,00	103,00	492,33	172,95	542,47	542,47	551,79	547,50	798,25	558,69	5.253,4

							YEAR 2						
								-					
EXPENDITURES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8			Month 11	Month 12	TOTAL
Office Monthly Expenses	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	240,00
Office Non-recurring Cost													0,0
General Manager	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	180,0
Commercial Department	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	336,00
Sales Incentive	25,15	25,15	25,15	30,40	25,15	25,15	37,25	30,50	25,25	25,25	25,25	30,50	330,1
Brochures			25,15			26,90			31,00			27,00	110,0
Trips and Representation Expenses	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	360,0
Lab & DNA Storage Monthly Expenses	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	180,0
Lab & DNA Storage Non-recurring Cost													0,0
Laboratory Technicians	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	168,0
Imponderables	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	120,0
Commissions to Resellers	150,92	150,92	150,92	182,42	150,92	150,92	223,48	182,98	151,48	151,48	151,48	182,98	1.980,8
FamilyGen													
- Yearly Fee	500,00												500,0
- Technical Support Fee	50,31	50,31	50,31	60,81	50,31	50,31	74,49	60,99	50,49	50,49	50,49	60,99	660,2
- Commercial Support Fee	16,77	16,77	16,77	20,27	16,77	16,77	24,83	20,33	16,83	16,83	16,83	20,33	220,1
Products Cost	870,41	870,41	870,41	1.070,41	870,41	870,41	1.374,55	1.074,55	874,55	874,55	874,55	1.074,55	11.569,7
TOTAL	1.745,55	1.245,55	1.270,70	1.496,30	1.245,55	1.272,45	1.866,59	1.501,34	1.281,59	1.250,59	1.250,59	1.528,34	16.955,1

							YEAR 3						
EXPENDITURES EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Office Monthly Expenses	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	20,00	240,0
Office Non-recurring Cost						17,50							17,5
General Manager	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	180,0
Commercial Department	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	336,0
Sales Incentive	34,27	34,27	46,28	39,53	34,28	34,28	34,36	39,61	34,36	34,36	34,36	39,61	439,6
Brochures			38,27			36,03			36,11			36,11	146,5
Trips and Representation Expenses	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	30,00	360,0
Lab & DNA Storage Monthly Expenses	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	180,0
Lab & DNA Storage Non-recurring Cost						80,00							80,0
Laboratory Technicians	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	14,00	168,0
Imponderables	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	10,00	120,0
Commissions to Resellers	205,62	205,62	277,71	237,21	205,71	205,71	206,18	237,68	206,18	206,18	206,18	237,68	2.637,6
FamilyGen													0,0
- Yearly Fee	500,00												500,0
- Technical Support Fee	68,54	68,54	92,57	79,07	68,57	68,57	68,73	79,23	68,73	68,73	68,73	79,23	879,2
- Commercial Support Fee	22,85	22,85	30,86	26,36	22,86	22,86	22,91	26,41	22,91	22,91	22,91	26,41	293,0
Products Cost	1.184,28	1.184,28	1.685,28	1.385,28	1.185,28	1.185,28	1.188,42	1.388,42	1.188,42	1.188,42	1.188,42	1.388,42	15.340,2
TOTAL	2.147,55	1.647,55	2.302,97	1.899,45	1.648,70	1.782,23	1.652,60	1.903,35	1.688,71	1.652,60	1.652,60	1.939,46	21.917,7

		YEAR	1/3	
EXPENDITURES EU\$ ( .000)	YEAR 1	YEAR 2	YEAR 3	TOTAL
Office Monthly Expenses	240,00	240,00	240,00	720,00
Office Non-recurring Cost	35,00	0,00	17,50	52,50
General Manager	180,00	180,00	180,00	540,00
Commercial Department	336,00	336,00	336,00	1.008,00
Sales Incentive	63,42	330,14	439,60	833,16
Brochures	121,14	110,05	146,53	377,72
Trips and Representation Expenses	360,00	360,00	360,00	1.080,00
Lab & DNA Storage Monthly Expenses	120,00	180,00	180,00	480,00
Lab & DNA Storage Non-recurring Cost	320,00	0,00	80,00	400,00
Laboratory Technicians	112,00	168,00	168,00	448,00
Imponderables	120,00	120,00	120,00	360,00
Commissions to Resellers	380,50	1.980,86	2.637,61	4.998,97
FamilyGen				
- Yearly Fee	500,00	500,00	500,00	1.500,00
- Technical Support Fee	126,83	660,29	879,20	1.666,32
- Commercial Support Fee	42,28	220,10	293,07	555,44
Products Cost	2.196,28	11.569,73	15.340,25	29.106,25
TOTAL	5.253,44	16.955,16	21.917,76	44.126,37

# **ECONOMIC ANALYSIS EU\$ (.000)**

							YEAR 1						
ECONOMIC ANALYSIS EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Revenue	0,00	0,00	0,00	0,00	62,53	62,53	621,55	621,55	621,55	629,35	979,35	629,35	4.227,78
Expenditure	738,00	103,00	103,00	103,00	492,33	172,95	542,47	542,47	551,79	547,50	798,25	558,69	5.253,44
Balance	-738,00	-103,00	-103,00	-103,00	-429,80	-110,43	79,09	79,09	69,76	81,86	181,11	70,67	-1.025,67
							YEAR 2						
ECONOMIC ANALYSIS EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Revenue	1.676,85	1.676,85	1.676,85	2.026,85	1.676,85	1.676,85	2.483,08	2.033,08	1.683,08	1.683,08	1.683,08	2.033,08	22.009,56
Expenditure	1.745,55	1.245,55	1.270,70	1.496,30	1.245,55	1.272,45	1.866,59	1.501,34	1.281,59	1.250,59	1.250,59	1.528,34	16.955,16
Balance	-68,70	431,30	406,14	530,55	431,30	404,39	616,49	531,74	401,49	432,49	432,49	504,74	5.054,40
							YEAR 3						
ECONOMIC ANALYSIS EU\$ ( .000)	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Revenue	2.284,62	2.284,62	3.085,62	2.635,62	2.285,62	2.285,62	2.290,85	2.640,85	2.290,85	2.290,85	2.290,85	2.640,85	29.306,78
Expenditure	2.147,55	1.647,55	2.302,97	1.899,45	1.648,70	1.782,23	1.652,60	1.903,35	1.688,71	1.652,60	1.652,60	1.939,46	21.917,76
Balance	137,06	637,06	782,64	736,17	636,92	503,38	638,25	737,50	602,14	638,25	638,25	701,39	7.389,03

		YEAR 1 / 3											
ECONOMIC ANALYSIS EU\$ ( .000)	YEA	R 1	YEA	R 2	YEA	AR 3	TO	TAL					
Revenue	4.22	7,78	22.0	09,56	29.3	06,78	55.54	14,11					
Expenditure	5.25	3,44	16.9	55,16	21.9	17,76	44.12	26,37					
Balance	-1.02	25,67	5.05	4,40	7.38	9,01	11.43	17,74					

## FINANCIAL ANALYSIS EU\$ (.000)

Year 2 -1.094,37 -663,07 -256,93 <b>273,62</b> 7								
Year 2 -1.094,37 -663,07 -256,93 <b>273,62</b> 7								
	6.958,58	7.461,96	8.100,21	8.837,71	9.439,85	10.078,10	10.716,35	11.417,74
Year 1 -738,00 -841,00 -944,00 -1.047,00 -1.4	704,91 1	1.109,31	1.725,79	2.257,53	2.659,02	3.091,50	3.523,99	4.028,73
	1.476,80 <b>-1</b>	-1.587,23	-1.508,14	-1.429,06	-1.359,29	-1.277,44	-1.096,33	-1.025,67
FINANCIAL ANALYSIS   Month 1   Month 2   Month 3   Month 4   Month 5   Month 6   Month 7   Month 8   Month 9   Month	Month 5 N	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12