

Current Year + 3-Year Financial Projections for MyCureAll
States: NJ, NY, PA, and FL

	FY 2020	FY 2021	FY 2022
# of Patients signed up by end of year to app	2.2M	5M	5M
# of recommenders signed up by end of year to app	1K	1.5K	3K
# of dispensaries signed up by end of year to app	145	280	400
Revenue			
Subscription revenue MD	540,000	810,000	1,620,000
Subscription revenue dispensaries	121,800	261,000	696,000
Targeted marketing revenue	900,000	2,700,000	6,500,000
Total revenue	\$1,561,800	3,771,000	8,816,000
Cost of Revenue			
<i>Cost of revenue - commissions</i>			
<i>Sup</i>	150,000	350,000	500,000
<i>Ca</i>	17,000	24,000	24,000
<i>Em</i>	3,000	6,000	6,000
<i>Cre</i>	0	10,000	15,000
<i>Cost of revenue - continuing education</i>	0	0	0
Total Cost of Revenue	170,000	390,000	545,000
Gross Profit	\$1,391,800	3,381,000	8,271,000
Gross Profit %	89%	90%	94%
Expenses			
<i>Research and development</i>			
Salaries and wages	264,496	276,835	289,944
Lead developer	45,000	110,000	110,000
Junior developer	45,000	80,000	87,000
UX/UI/Front-End developer	72,677	74,857	77,103
Mobile developer	0		
Tester	72,677	74,857	77,103
Back-end developer			
Programmer			
Payroll Taxes - R&D	29,142.031	47,120.579	48,737.982
App Development	50,000	90,000	150,000
Total research and development	314,496.031	366,834.579	439,943.982
<i>Sales and marketing</i>			
Salaries and wages	202,982	475,762	633,259
Sales and marketing compensation			
CMO/ Insurance Outreach	0	100,000	103,000
Marketing Director	50,000	60,000	75,000
Business Development	40,000	45,000	62,000
Business Development		45,000	62,000
Business Development			62,000