

<b>Non Audited P&amp;L Report</b>	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
No. of paying accounts	4	4	4	4	4	4	4	4	5	6	7	8
No. of Trials	2	6	8	10	20	20	20	20	20	20	20	20
Customers payments	\$2,370	\$3,540	\$3,750	\$3,978	\$3,978	\$4,191	\$2,691	\$2,512	\$3,091	\$3,500	\$4,000	\$4,543
<b>Total Revenue</b>	<b>\$2,370</b>	<b>\$3,540</b>	<b>\$3,750</b>	<b>\$3,978</b>	<b>\$3,978</b>	<b>\$4,191</b>	<b>\$2,691</b>	<b>\$2,512</b>	<b>\$3,091</b>	<b>\$3,500</b>	<b>\$4,000</b>	<b>\$4,543</b>
AWS Web Services	\$8,333	\$8,333	\$8,530	\$9,925	\$11,001	\$11,036	\$11,142	\$12,049	\$13,352	\$17,335	\$17,366	\$16,211
Cost of enrichment (Data suppliers)	\$2,585	\$2,279	\$4,269	\$9,552	\$17,547	\$9,139	\$17,073	\$14,309	\$12,835	\$21,004	\$15,929	\$16,944
<b>Gross profits</b>	<b>-\$8,548</b>	<b>-\$7,072</b>	<b>-\$9,049</b>	<b>-\$15,499</b>	<b>-\$24,570</b>	<b>-\$15,984</b>	<b>-\$25,524</b>	<b>-\$23,846</b>	<b>-\$23,096</b>	<b>-\$34,839</b>	<b>-\$29,295</b>	<b>-\$28,612</b>
Be-All office space	\$3,252	\$3,788	\$4,251	\$1,901	\$1,901	\$4,783	\$5,371	\$5,781	\$2,818	\$2,976	\$3,290	\$5,519
Computers and screens (6-12 instalments)	\$0	\$0	\$0	\$0	\$480	\$480	\$2,025	\$1,566	\$480	\$254	\$254	\$265
Legal	\$0	\$5,000	\$5,000	\$3,500	\$3,500	\$3,500	\$3,335	\$2,308	\$1,831	\$0	\$1,209	\$0
Accountant	\$1,035	\$975	\$1,116	\$878	\$953	\$953	\$1,992	\$1,806	\$1,714	\$1,993	\$2,209	\$4,697
Expenses:hotels, flights, events, fundraising con	\$1,168	\$1,455	\$33,430	\$1,680	\$1,070	\$1,538	\$3,293	\$2,472	\$1,302	\$2,055	\$6,505	\$2,093
Marketing	\$35	\$0	\$0	\$0	\$0	\$0	\$51,940	\$3,250	\$3,448	\$190	\$1,218	\$108
Outsource salary of developers in Ukraine												
OutSource UI/UX designers	\$1,232	\$1,452	\$1,620	\$1,620	\$1,181	\$340	\$650	\$859	\$1,620	\$68	\$500	\$843
<b>Total Expenses</b>	<b>\$6,723</b>	<b>\$12,671</b>	<b>\$45,417</b>	<b>\$9,579</b>	<b>\$9,086</b>	<b>\$11,594</b>	<b>\$68,607</b>	<b>\$18,043</b>	<b>\$13,213</b>	<b>\$8,116</b>	<b>\$15,765</b>	<b>\$14,105</b>
Total headcount	\$81,554	\$81,554	\$83,268	\$85,268	\$82,858	\$88,550	\$93,049	\$103,299	\$98,893	\$92,537	\$92,537	\$97,082
Total operating expenses	\$91,943	\$94,224	\$128,685	\$94,847	\$91,943	\$100,144	\$161,655	\$121,342	\$112,106	\$100,653	\$108,302	\$111,187
<b>Operating profits</b>	<b>-\$96,824</b>	<b>-\$101,296</b>	<b>-\$137,734</b>	<b>-\$110,346</b>	<b>-\$116,513</b>	<b>-\$116,128</b>	<b>-\$187,180</b>	<b>-\$145,187</b>	<b>-\$135,202</b>	<b>-\$135,492</b>	<b>-\$137,596</b>	<b>-\$139,799</b>
Cash Balance - Beginning of the Month	\$218,933	\$175,516	\$427,833	\$484,517	\$462,698	\$775,288	\$727,335	\$830,146	\$686,523	\$546,422	\$409,286	\$442,469
Net Cash Flow From Operations	-\$99,017	-\$103,644	-\$137,794	-\$109,872	-\$121,037	-\$113,780	-\$189,353	-\$150,733	-\$140,100	-\$150,062	-\$145,471	-\$147,900
Onetime deposit for BE-All office space												
One-time success commission to fundraisers	-\$1,500	-\$14,004	-\$13,804	-\$43,320	-\$7,089	-\$34,553	-\$46,940	\$0	\$0	\$0	-\$14,040	-\$30,000
Issuance of Stocks	\$50,000	\$312,411	\$258,603	\$115,827	\$476,965	\$98,733	\$317,453	\$0	\$0	\$0	\$171,800	\$100,000
VAT (Return)	\$0	\$19,022	\$0	\$3,360	\$0	\$17,133	\$0	\$7,110	\$0	\$12,926	\$20,894	\$0
Increase (Decrease) in cash	<b>(\$50,517)</b>	<b>\$213,785</b>	<b>\$107,005</b>	<b>(\$34,005)</b>	<b>\$348,839</b>	<b>(\$32,467)</b>	<b>\$81,160</b>	<b>(\$143,623)</b>	<b>(\$140,100)</b>	<b>(\$137,136)</b>	<b>\$33,183</b>	<b>(\$77,900)</b>
<b>Cash Balance at the End of the Period</b>	<b>\$168,416</b>	<b>\$389,301</b>	<b>\$534,838</b>	<b>\$450,512</b>	<b>\$811,537</b>	<b>\$742,820</b>	<b>\$808,495</b>	<b>\$686,523</b>	<b>\$546,422</b>	<b>\$409,286</b>	<b>\$442,469</b>	<b>\$364,570</b>
Cash in the bank - end of the month	\$175,516	\$427,833	\$484,517	\$462,698	\$775,288	\$727,335	\$830,146	\$681,233	\$550,403	\$434,148	\$456,730	\$366,451
No. of employees under payroll in Israel	13	13	13	13	13	13	14	14	13	13	13	12
No of developers in Nepal	6	6	6	6	6	6	6	6	6	6	6	6
No. of data operators in the Philippine, India	9	9	9	9	9	9	9	9	9	9	9	9
Total investments	\$1,989,176	\$2,301,587	\$2,560,190	\$2,676,017	\$3,152,982	\$3,251,715	\$3,569,168	\$3,569,168	\$3,569,168	\$3,569,168	\$3,740,968	\$3,840,968
Burn rate (Cash reduction before investments, d	<b>(\$91,917)</b>	<b>(\$60,094)</b>	<b>(\$188,115)</b>	<b>(\$94,326)</b>	<b>(\$157,287)</b>	<b>(\$112,133)</b>	<b>(\$167,702)</b>	<b>(\$148,913)</b>	<b>(\$140,100)</b>	<b>(\$137,136)</b>	<b>\$33,183</b>	<b>(\$77,900)</b>

\$75,000

\$20,000

\$3,915,968