



| <b>SCHOOL FEE COLLECTION</b>                 | @     | 1st Year          | 2nd Year  | 3rd Year  | 4th Year  | 5th Year    |
|--|-------|-------------------|-----------|-----------|-----------|-------------|
| No. of Students                              |       | 60                | 100       | 150       | 200       | 250         |
| Student Fee (a)                              | 35000 | 2100000           | 3500000   | 5250000   | 7000000   | 87,50,000   |
| Operational Expenditure (Opex) :             |       |                   |           |           |           |             |
| Salary (Chief Learning Officer)              | 8000  | 96,000            | 1,05,600  | 1,16,160  | 1,27,776  | 1,40,554    |
| Salary ( 3 Teachers)                         | 6000  | 2,16,000          | 3,60,000  | 6,00,000  | 7,20,000  | 9,00,000    |
| Salary (3 Aaya)                              | 3000  | 1,08,000          | 1,44,000  | 1,80,000  | 1,80,000  | 2,16,000    |
| Office Boy                                   | 3000  | 36,000            | 39,600    | 43,560    | 72,000    | 79,200      |
| Rent   | 25000 | 3,00,000          | 3,15,000  | 3,30,750  | 3,47,288  | 3,64,652    |
| Utility                                      | 5000  | 60,000            | 1,00,000  | 1,50,000  | 2,00,000  | 2,50,000    |
| Stationery                                   |       | 10,000            | 20,000    | 30,000    | 40,000    | 50,000      |
| Marketing(as per requirement)                |       | 2,00,000          | 1,00,000  | 1,00,000  | 1,00,000  | 1,00,000    |
| Royalty                                      |       | 3,15,000          | 5,25,000  | 7,87,500  | 10,50,000 | 13,12,500   |
| Student Kit & Uniform                        |       |                   |           |           |           |             |
| Total Expenditure (b)                        |       | 13,41,000         | 17,09,200 | 23,37,970 | 28,37,064 | 34,12,905   |
| Net Profitability (a-b)                      |       | 7,59,000          | 17,90,800 | 29,12,030 | 41,62,937 | 53,37,095   |
| <b>DAY CARE</b>                              |       |                   |           |           |           |             |
|  | @     | 1st Year          | 2nd Year  | 3rd Year  | 4th Year  | 5th Year    |
| Day Care Kids                                |       | 10                | 15        | 20        | 25        | 30          |
| Fee Collection (c)                           | 60000 | 6,00,000          | 9,00,000  | 12,00,000 | 15,00,000 | 18,00,000   |
| Expenditure:                                 |       |                   |           |           |           |             |
| Salary (Teacher)                             | 5000  | 1,20,000          | 1,80,000  | 1,80,000  | 2,40,000  | 2,40,000    |
| Salary (aya-2)                               | 2000  | 48,000            | 72,000    | 72,000    | 96,000    | 96,000      |
| Food and Milk                                |       | -                 | -         | -         | -         | -           |
| Total Expenditure (d)                        |       | 1,68,000          | 2,52,000  | 2,52,000  | 3,36,000  | 3,36,000    |
| Total Income (c-d)                           |       | 4,32,000          | 6,48,000  | 9,48,000  | 11,64,000 | 14,64,000   |
| <b>Activity / Hobby Classes ( 5 - 8 PM)</b>  |       |                   |           |           |           |             |
| <b>ACTIVITY CENTRE(Yoga/Music/Dance etc)</b> | @     | 1st Year          | 2nd Year  | 3rd Year  | 4th Year  | 5th Year    |
| Evening Activity Kids                        |       | 30                | 40        | 50        | 60        | 70          |
| Fee Collection U monthly (e)                 | 1000  | 3,00,000          | 4,00,000  | 5,00,000  | 6,00,000  | 7,00,000    |
| Expenditure:                                 |       |                   |           |           |           |             |
| 50 % to Partner (f)-total expense            | 50%   | 1,50,000          | 2,00,000  | 2,50,000  | 3,00,000  | 3,50,000    |
| Total Income (e-f)                           |       | 1,50,000          | 2,00,000  | 2,50,000  | 3,00,000  | 3,50,000    |
| Total Income (a+c+e)                         |       | 30,00,000         | 48,00,000 | 69,50,000 | 91,00,000 | 1,12,50,000 |
| Total Expenditure (b+d+f)                    |       | 1,65,90,000       | 21,61,200 | 28,39,970 | 34,73,064 | 40,98,905   |
| EBITDA                                       |       | 13,41,000         | 26,38,800 | 41,10,030 | 56,26,936 | 71,51,095   |
| EBITDA Margin                                |       | 45%               | 55%       | 59%       | 62%       | 64%         |
| <b>CAPITAL EXPENDITURE (CAPEX)</b>           |       |                   |           |           |           |             |
| Franchisee Fee                               |       | 300000            |           |           |           |             |
| Teaching Aids Materials (TAM) APPROX         |       | 300000 to 500000  |           |           |           |             |
| Interior - Exterior and marketing APPROX.    |       | 200000            |           |           |           |             |
| TOTAL CAPEX                                  |       | 800000 TO 1000000 |           |           |           |             |







