

Projection					
Currency is Swedish Krona (8.5:1 with USD)					
	FY2017	FY2018	FY2019	FY2020	FY2021
Number of Recruitments - Full Time Position in Sweden	6	10	15	20	25
Total Commission - Full Time Position in Sweden	630 000	1 050 000	1 575 000	2 100 000	2 625 000
Number of Recruitments - Trainee Programme in Sweden	10	10	10	10	10
Total Commission - Trainee Programme in Sweden	750 000	750 000	750 000	750 000	750 000
Number of Recruitments - Local in USA	10	15	20	25	30
Number of Recruitments - Local in India	10	18	25	36	45
Number of Recruitments - Local in Greater China	-	-	-	10	15
Number of Recruitments - Local Rest of World	-	-	-	10	10
Total Commission - Local Employment	1 725 000	2 655 000	3 562 500	5 360 000	6 462 500
Recruitment Commission Total	3 105 000	4 455 000	5 887 500	8 210 000	9 837 500
Number of Companies paying for the branding Fee	3	5	6	7	7
Branding Fees Total	1 500 000	2 500 000	3 000 000	3 500 000	3 500 000
Number of Employees	4	5	7	8	9
Full-time Employees	3	3	3	4	4
Part-time Employees	1	2	4	4	5
Payroll Cost	1 402 000	1 652 000	2 152 000	2 536 000	2 786 000
Rent	80 000	80 000	85 000	85 000	90 000
Office Supply	21 000	15 000	15 000	15 000	15 000
Travel - Airfare	150 000	150 000	150 000	300 000	300 000
Travel - Hotel	120 000	140 000	200 000	500 000	700 000
Travel - Misc. (50% of Hotel)	60 000	70 000	100 000	250 000	350 000
Travel - Customer visiting	50 000	50 000	50 000	50 000	50 000
Travel - Total	380 000	410 000	500 000	1 100 000	1 400 000
Insurance	30 000	37 500	52 500	60 000	67 500
Legal Fees	20 000	10 000	10 000	10 000	10 000
External Consulting	25 000	35 000	40 000	45 000	50 000
IT Expenses	300 000	50 000	50 000	50 000	50 000

Assumptions	
Commission Fee per Recruitment - Full Time Position in Sweden	105 000
Commission Fee per Recruitment - Trainee Programme in Sweden	75 000
Commission Fee per Recruitment - Local in USA	150 000
Commission Fee per Recruitment - Local in India	22 500
Commission Fee per Recruitment - Local Greater China	30 000
Commission Fee per Recruitment - Local rest of World	50 000
Branding Fee per Company	500 000
Salary - Full Time	384 000
Salary - Part Time	250 000
Insurance Fee per Staff	7 500