

2024 All China Budget

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 H1	2024 H2	2024 FY
	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
All China Membership	50,442	50,442	50,442	50,442	50,442	50,442	50,442	50,442	50,442	50,442	50,442	50,442	302,652	302,652	605,303
North memberships	31,475	31,475	31,475	31,475	31,475	31,475	31,475	31,475	31,475	31,475	31,475	31,475	188,853	188,853	377,705
East memberships	36,777	36,777	36,777	36,777	36,777	36,777	36,777	36,777	36,777	36,777	36,777	36,777	220,661	220,661	441,322
South memberships	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	47,258	47,258	94,516
Total member revenue	126,570	126,570	126,570	126,570	126,570	126,570	126,570	126,570	126,570	126,570	126,570	126,570	759,423	759,423	1,518,846
Training	1,280	1,680	45,040	26,680	20,000	81,400	40,500	-	40,500	24,200	22,500	-	176,080	127,700	303,780
Events	13,923	3,420	32,550	25,325	80,460	60,325	-	15,300	232,100	243,400	81,107	36,280	216,003	608,187	824,190
Sponsorship	-	9,900	2,970	-	-	-	-	-	160,000	250,000	28,215	-	12,870	438,215	451,085
Total variable revenue	15,203	15,000	80,560	52,005	100,460	141,725	40,500	15,300	432,600	517,600	131,822	36,280	404,953	1,174,102	1,579,055
Total Revenue	141,773	141,570	207,130	178,575	227,030	268,295	167,070	141,870	559,170	644,170	258,392	162,850	1,164,376	1,933,525	3,097,901
COS:															
Training	640	840	22,520	16,340	10,000	60,006	20,250	-	20,250	15,100	11,250	-	110,346	66,850	177,196
Events	319	600	23,730	14,100	55,252	38,250	-	5,400	275,175	474,400	75,030	17,376	132,251	847,381	979,632
Total COS	959	1,440	46,250	30,440	65,252	98,256	20,250	5,400	295,425	489,500	86,280	17,376	242,597	914,231	1,156,828
Gross profit	140,815	140,130	160,880	148,135	161,778	170,039	146,820	136,470	263,745	154,670	172,112	145,474	921,779	1,019,294	1,941,073
Opex:															
Total OPEX	165,344	145,344	156,844	152,634	155,931	157,431	152,931	182,021	171,521	167,021	171,521	167,021	933,527	1,012,035	1,945,562
EBITDA	(24,529)	(5,213)	4,037	(4,499)	5,848	12,609	(6,110)	(45,550)	92,225	(12,350)	592	(21,546)	(11,748)	7,258	(4,490)
Non-underlying expenses:				9,543									9,543		9,543
Net Income	(24,529)	(5,213)	4,037	5,044	5,848	12,609	(6,110)	(45,550)	92,225	(12,350)	592	(21,546)	(2,205)	7,258	5,053