

2024 North 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	20,177	20,177	20,177	20,177	20,177	20,177	20,177	20,177	20,177	20,177	20,177	20,177	121,061	121,061	242,121
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
Total member revenue	51,652	51,652	51,652	51,652	51,652	51,652	51,652	51,652	51,652	51,652	51,652	51,652	309,913	309,913	619,826
Training	512	672	18,016	10,672	8,000	32,560	16,200	-	16,200	9,680	9,000	-	70,432	51,080	121,512
Events	8,143	1,500	-	22,125	30,624	9,600	-	9,900	203,200	45,400	-	30,880	71,992	289,380	361,372
Sponsorship	-	-	-	-	-	-	-	-	160,000	-	-	-	-	160,000	160,000
													-	-	
Total variable revenue	8,655	2,172	18,016	32,797	38,624	42,160	16,200	9,900	379,400	55,080	9,000	30,880	142,424	500,460	642,884
Total Revenue	60,307	53,824	69,668	84,449	90,276	93,812	67,852	61,552	431,052	106,732	60,652	82,532	452,337	810,373	1,262,710
COS:															
Training	256	336	9,008	6,536	4,000	24,002	8,100	-	8,100	6,040	4,500	-	44,138	26,740	70,878
Events	160	-	-	13,300	18,981	5,800	-	5,000	257,975	24,400	-	16,976	38,241	304,351	342,592
Total COS	416	336	9,008	19,836	22,981	29,802	8,100	5,000	266,075	30,440	4,500	16,976	82,379	331,091	413,470
Gross profit	59,891	53,488	60,660	64,613	67,295	64,010	59,752	56,552	164,977	76,292	56,152	65,556	369,958	479,282	849,240
Opex:															
Total OPEX	66,137	58,137	60,937	61,054	62,372	61,172	61,172	72,808	66,808	66,808	66,808	66,808	369,811	401,214	771,025
EBITDA	(6,246)	(4,649)	(277)	3,559	4,923	2,837	(1,420)	(16,256)	98,169	9,484	(10,656)	(1,252)	147	78,068	78,215
Non-underlying expenses:				9,543									9,543		9,543
Net Income	(6,246)	(4,649)	(277)	13,102	4,923	2,837	(1,420)	(16,256)	98,169	9,484	(10,656)	(1,252)	9,690	78,068	87,758