



# SioGreen Inc.

## Expansion



### Marketing and Manufacturing

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# Executive Summary

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## ***Our Mission***

SioGreen Inc. has developed a unique, patented, energy efficient water heating technology. Our mission is to promote this technology and expand our presence in the U.S. and Global markets in support of Green Building Practices.

## ***Company History***

In 2008, Henry Mai began his mission of developing a better means of heating water for residential and commercial applications. In 2013, Mai formed SioGreen Inc., a Florida Corporation, to continue his efforts in developing his products. In 2014, he obtained a U.S. patent on his Quartz Infrared heating element for use in the SioGreen Quartz Infrared Electric Tankless Water Heaters.

Over the last 12 years, Mai has invested over \$700,000 on research & development, tested over 60 prototypes, and secured test certifications from MET, CSA, Water Regulations Advisory Scheme, and CE, as well as UL-499 Compliance.

SioGreen Inc has received its certification as an MBE, Minority Owned Business Enterprise.

## ***Ownership and Management***

The SioGreen Management Team consists of:

- Henry Mai, 70% Owner and President
- Van Le, 30% Owner and Vice President
- Anthony Mai, Vice President Sales and Marketing
- Andy Mai, Vice President Operations and Technical Services
- Lor Krueger, Business Consultant

## ***The Market***

The Global Water Heater Market size was valued at over \$22 billion in 2019. The U.S. Market was valued at \$2.7 billion with sales of 9 million units. The projected CAGR for the U.S. market through 2025 is between 4.2% to 5.1% according to three market research organizations resulting in annual sales of approximately \$3.5 billion.

## ***The Product***

The patented SioGreen Quartz Infrared Electric Tankless Water Heater is the world's only water heating system that uses Far-Infrared energy as a radiant heat source in combination with the patented carbon coated quartz tube heat exchanger. This combination produces an endless supply of hot water, on demand, with no mineral scale or corrosion. As a result, SioGreen units are Maintenance Free and can reduce water heating costs by up to 60% compared to tank water heaters.

## ***Competition***

Typical current water heating systems, whether gas or electric, tank or tankless, use some form of metallic heating elements or heat exchangers. These metal components come in direct contact with the water and heats the water through conduction. Mineral content in the water accumulates on the metal components in the form of scale that decreases the heating efficiency, requires costly regular maintenance, and ultimately leads to failure.

## ***Historical Financial Results***

Sales for the past 3 years are as follows:

- 2017 \$360,067.82
- 2018 \$452,293.33
- 2019 \$446,513.79
- 6 Months 2020 \$82,008.30 (Affected by COVID)

## ***Specific Needs to Ensure Success***

SioGreen Inc. is poised to expand its market share based on the existing successful installations worldwide. To achieve these goals, the company must hire an experienced General Manager and form a professional management team that can lead the company to the next level of market share within the industry.

SioGreen will relocate all manufacturing operations from China to the Tampa, FL area to ensure product availability and to capitalize on the Made in USA manufacturing trend. This will be primarily an assembly operation with the supply chain sources transferred from foreign sources to U.S. suppliers.

## ***Capital Required***

Operations and Manufacturing: \$1.5 million

# Water Heater Market Analysis

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## **Domestic Market Trends**

In 2019, the Global Water Heater Market was valued at over \$22 billion. The U.S. Market was valued at \$2.7 billion with domestic sales of 9 million units. Industry research groups are forecasting that the global water heater market will experience an annual installation of more than 165 million units by 2026, with *Global Market Insights* projecting a CAGR of 4.2% and *Allied Market Research* projecting a 5.1% growth rate with an average growth of 4.6% and annual sales of \$3.5 billion.

According to *Markets and Research*, the overall CAGR in the U.S. market is projected 4.2% with 6.8% growth rate in commercial water heaters.

80% of the U.S. water heater market, 7.2 million units per year, are replacement units, totaling \$2 billion in annual sales. As older tank heaters fail, they are still being replaced with the same old, outdated technology units which will fail again. This is due to a lack of knowledge and appreciation for new technology in the industry and habits that are hard to break.

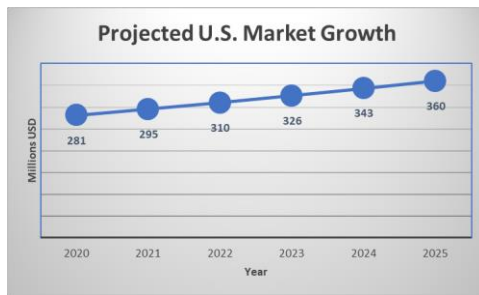
Going forward, Green Building initiatives and LEED Certifications (Leadership in Energy and Environmental Design) will drive the energy efficient water heating industry in the U.S. market. According to the World Green Building Council, *"...a 'green' building is a building that, in its design, construction or operation, reduces or eliminates negative impacts on our climate and natural environment. Green buildings preserve precious natural resources and improve our quality of life. Included in the overall objectives of Green Building is efficient use of energy, water and other resources."*

Rapid development of the green building projects along with strict building efficiency standards will impact the water heater demand. In addition, ongoing provisions of the respective government authorities to deploy energy efficient appliances to limit the power consumption and carbon emissions has propelled the need for energy efficient residential and commercial water heaters.

Upsurge in consumer awareness related to product benefits combined with improved standards of living and rising urbanization will influence the business landscape. The introduction of stringent regulatory norms pertaining to the replacement of conventional water heating systems with energy efficient heaters for domestic residential as well as commercial applications will augment the market share.

The current U.S. water heater market is dominated by A.O. Smith, Rheem and Bradford White, controlling 90% of the U.S. market with 90% of that market share being storage tank water heaters. Approximately 10 other manufacturers share the remaining 10% of the market, primarily tankless water heaters.

Growing preference for energy efficient heating appliances due to high energy and electricity bills will foster the business growth. Increased urbanization coupled with rising consumer spending toward advanced technologies will favor the product adoption. The manufacturers are introducing new products with Wi-Fi, leakage detection and remote monitoring features that will complement the industry landscape.



Rapid increase in adoption of these heaters among residential and commercial sectors as they are capable of saving space and energy is expected to boost the tankless water heater market growth over the forecast period.

## Global Market Trends

Increasing demand for electric water heaters will also drive the global market trends.

Ongoing building construction and infrastructure development activities worldwide along with robust growth of the service sector is driving global water heater market forecast. The demand for instant, low power consumption water heating technologies is surging. This will undeniably accelerate the product installation, particularly across the residential market.

Current trends indicate that increasing investments toward research & development coupled with rising focus toward product innovation, will drive the global industry growth. Strategic mergers and acquisitions will favor the global water heater market and will escalate this growth. Companies are forming technological partnerships to innovate their product line and improve their customer base. Key participants operating across the market include A.O Smith, Viessmann, Rheem Manufacturing, Bradford White, Bosch, Racold, Rinnai, Whirlpool Corporation, Vaillant Group, Ariston Thermo, State Industries, Haier Electronics, and Hubbell.

The electric tankless water heater market segment is set to grow due to the ongoing expansion of grid infrastructure and increasing point of contact for the consumers. Availability of a continuous electricity supply and grid efficiency will complement the business landscape in both the domestic and international markets. In addition, key benefits including no standby loss, limited maintenance requirement and easy installation when compared with the gas fired units will favor their adoption.

Asia Pacific, Latin America and Europe continue to dominate the global water heater market and accounted for over 75% revenue share in 2019. Growing disposable income along with strong GDP growth across emerging nations will drive the market share over the forecast timeframe. In addition, development of green buildings and smart cities along with stringent regulatory norms concerning the carbon emissions from heating systems will amplify the business growth. These international markets have accepted tankless water heaters as the norm for decades. The increasing availability of reliable electrical service and limited space makes tankless water heaters the ideal solution to water heating needs. Environmental issues and conservation of resources have led to rapid expansion of these markets.

Sources:

*Global Market Insights* - January 2020

*Globe Newswire* – March 2020

*Research and Markets* - February 2020

*Allied Market Research* – December 2018

# Products and Technology

## Technology – Old and New

While the domination of the market by three major companies and the divided share of the rest of the market split between 10-12 other manufacturers seems daunting, it is important to recognize one major distinction...***without exception, all of these companies are offering a variation of the same, older failed technology that has been around for over 100 years!***

### Old Technology still dominates the market

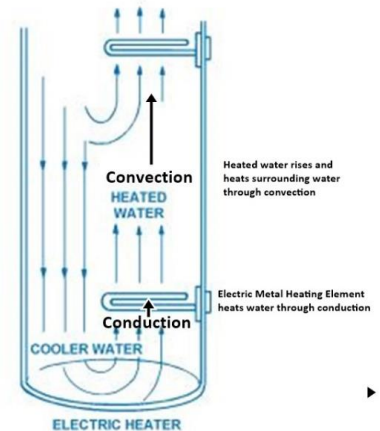


Typical tank water heaters rely on outdated technology, where water comes in direct contact with a heated element or surface of some type, typically metal, that corrodes over time and ultimately fails. These tank water heaters use both conduction and convection when heating water.

➤ When water comes in direct contact with metal heating elements, only the water in the immediate area of the heating element is heated efficiently.

(Conduction)

➤ As the heated water rises, it heats the surrounding water throughout the tank. (Convection)

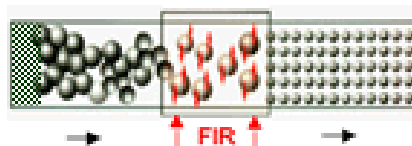


### The Science Behind the New Quartz Infrared Radiant Heat



The core foundation of SioGreen Inc. is the only new patented technology that will revolutionize the water heating industry. Water flows through the clear Quartz Heat Exchanger and is heated with Infrared Energy. This solves many of the inherent problems and negative issues current technology suffers from. No other company in the world can provide this technology.

**SioGreen Quartz Infrared Technology** uses radiant heat and works on the molecular level. Water flows in clusters of 5–12 molecules. When the far infrared energy is applied to the clusters, the molecular structure of the water is altered due to *resonance absorption*. The water clusters are broken down into individual molecules.



The infrared energy is then able to heat the molecules on an individual basis, ensuring the water is thoroughly heated at an accelerated rate. The water gets hotter faster and more thoroughly. (Radiant)

The Quartz Infrared Electric Tankless Water Heaters fill a significant need in the Global and U.S. water heater market. Architects, designers and the construction industry in general are seeking eco-friendly building materials and components to adapt to the Green Building trends across the country.

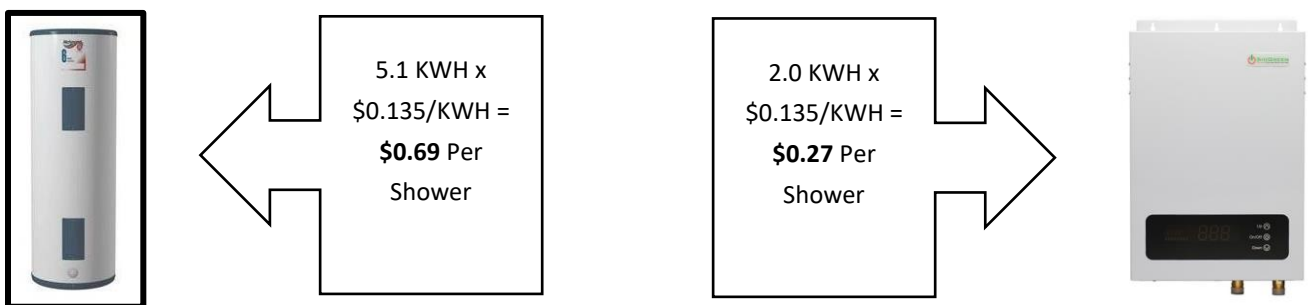
The unique features of the SioGreen Quartz Infrared Electric Tankless Water Heater accomplish major objectives and goals in Green Building...**energy savings, maintenance cost savings, water savings and space savings**. These features can contribute to points earned for LEED certification for projects and Green Building activities.

**Energy Savings** -Typical storage tank water heaters are either on or off. In older tank water heaters, when hot water is in demand, the heater draws maximum power to reheat the cold water entering the tank replacing the hot water used. If you run hot water for 10 minutes, it may take up to 45 minutes to reheat the cold water entering the tank. Cold water entering the tank includes replacing water in the supply lines wasted while waiting for hot water to arrive at the faucet. The water heater must reheat the equivalent volume of water never used.

The SioGreen units only operate while the hot water is in demand. When the faucet is turned off, the unit turns off. Combined with Intelligent Computerized Internal Control Technology, commonly referred to as Modulation, only the minimum amount of power needed to maintain the preset exit water temperature is applied to the heat exchanger during actual use.

The SioGreen Quartz Heat Exchanger consists of four clear, carbon coated quartz tubes. Each tube has two sections that are monitored and controlled by the computer. As cold water enters the first section of the first tube, infrared energy is applied and accelerated to that section, heating it to over 250 degrees in seconds. As the water progresses through each section of each tube, the power is adjusted (modulated) to apply only the minimum amount of power necessary to achieve the exit temperature. As the water heats up in each subsequent tube, the amount of power required is reduced; to as low as 170 degrees at the hot water exit point.

As a result, our high-end tankless water heater with an 80 AMP power rating will only draw 40-50 AMPS during operation. And since the heater only operates when hot water is being used, we can save up to 60% of the cost to heat water compared to typical tank water heaters. This illustrates the cost of a 15-minute shower.



Based on 1 shower per day, that is a savings of \$.42/Shower or 60%...**\$153.30/Person/Year**



**Maintenance Cost Savings** - All metal components that contact the water in traditional water heating systems corrode over time with mineral scale. Excess minerals in tank heaters precipitates out of the water and collect at the bottom of the tank. This scale build-up reduces the conductive heating efficiency of the metal elements and requires costly annual maintenance to clean and flush the sediment from the tank.

Over time scale deposits act as an insulator, causing the water heater to work harder and harder to heat the water. A scale buildup of 1/16" can reduce the energy efficiency of the water heater by up to 50%. The water heater will eventually fail due to excessive heat caused by the insulative properties of scale and can cut the useful life of the heater in half.

SioGreen tankless water heaters use radiant infrared energy in clear quartz tubes to heat the water. The water flows through the clear tubes and through resonance absorption, the molecular structure of the water is altered. The clusters of molecules in the water are broken down into individual molecules allowing for more efficient heating. The water never comes in contact with metal and flows freely through the heat exchanger.

Since we have eliminated the metal electric resistance heating elements, metal anodes and metal heat exchangers, the SioGreen units are virtually **Maintenance Free**.



We recently contacted a long-time customer to remove and examine the heat exchanger in one of our earlier commercial models.

The tankless water heater was installed in a Nail Salon that operated 9 hours a day, 365 days a year and for over 7 ½ years. That is the equivalent of 22 years in a typical residential application.

When we inspected the heat exchanger, we observed no scaling or corrosion on the inside of the quartz tubes and only slight delamination of the carbon coating on one of tubes. The unit was performing at full capacity with no indication of reduced water flow.

Even if the single tube had failed, the built-in redundancy feature of the unit would allow the remaining three tubes to perform and the unit to continue operating.

**Water Savings** - Common storage tank water heaters are located in a garage or basement in a common single-family residential structure and are a significant distance from the actual point of use. An average home has 125 feet of 3/4 inch main water lines. This holds 2.87 gallons of water. If hot water is used 10 times per day, 28.7 gallons of water is wasted each day as hot water flows to the faucet. That can amount to as much as 10,475 gallons of water wasted each year waiting for hot water to arrive at the faucet.

The design of the SioGreen Tankless Water Heater allows the architect/designer to locate the water heater anywhere in the structure to reduce the length of the supply run. In large homes with expansive floor plans, it is more efficient to locate a second, dedicated tankless heater in a storage closet in or near the remote master bath to eliminate the waste of time and water.

**Space Savings** - This feature becomes even more beneficial in multi-family and condominium structures where usable storage space is always a concern and at a premium. The SioGreen tankless water heater can replace a bulky storage tank heater with a small 14" x 20" cabinet on the wall of a closet. Since it does not store hot water, the potential liability of a leaking tank containing 40 gallons of water causing water damage to the apartment unit and units below is virtually eliminated.



## Alternate Uses

**Hybrid Tank Systems** - The ideal market for the SioGreen Quartz Infrared Electric Water Heaters is in warm weather climates. However, in colder climates, the units can be configured in a Hybrid System where the tankless water heater preheats the cold water entering the storage tank, reducing the overall cost to heat the water. This system also allows the tank to provide hot water beyond its storage capacity.



**Hydronic Floor Heating Systems** - Heated water is circulated through embedded coils in the floor to provide radiant heat in the living areas of residential homes and open areas in commercial structures. Since the required temperature of the water is relatively low, the SioGreen tankless water heaters can supply a sufficient flow of hot water even in colder climates.



## ***Case Study 1: Cost Savings***

### **Electric Tank Water Heater vs Quartz Infrared Tankless Water Heater**

Over the last few decades more and more attention has been paid to **Green Building**. Improvements in building materials, systems, and designs has produced major savings in energy costs and the conservation of natural resources.

Regardless of where you find the savings and to what degree, it adds to the cumulative effect of the Green Building effort. One basic, essential element in nearly every building project is providing hot water to baths, showers and other utilities throughout the building.

For over 100 years we have been heating water in large tanks with ***metallic electric resistance heating elements***. And literally, like a thief in the night, the tank heaters consume costly electricity in standby mode to maintain the tank temperature of the stored water even when you are not using it.

Despite this and out of habit or convenience, we continue to install new electric tank water heaters in a garage or storage area and let them continue to rob us of our energy dollars.

Metal heating elements corrode and become less efficient over time and create mineral sediment that settles onto the bottom of the tank causing potential health hazards. If not maintained properly, the heater will eventually fail and cost hundreds of dollars to repair or replace it.

There are 4 main issues to evaluate with conventional tank water heaters:

1. Operating Costs
2. Annual Maintenance
3. Periodic Maintenance
4. Waste of water resources

The following is a breakdown of each category and a comparison to the SioGreen Quartz Infrared Electric Tankless Water Heater.



## Traditional Electric Tank Water Heater

### 1. Operating Costs - Electricity Consumption

Water heating systems are the second biggest user of electricity in the home, accounting for an average of 18 percent of electricity costs, explains the U.S. Department of Energy. An average water heater runs three hours daily.

- \$781 - cost to operate a 50-gallon, 5,500-watt water heater with a .90 EF and an electricity rate of \$.16 per kilowatt hour

### 2. Annual Maintenance Costs

Experts recommend that, as a minimum, water heaters should be flushed every year to remove sediment that accumulates on the bottom of the tank.

- \$140 - average cost to flush and clean water heater

### 3. Periodic Maintenance Cost

A major appliance repair company in the Jacksonville, FL area, says the two most common electric water heater malfunctions he encounters require replacing either (or sometimes both) a thermostat or a heating element. Most standard electric water heaters have two thermostats and two elements. The company charges:

- \$185 - to replace a bad thermostat
- \$200 - to replace the thermostat and heating element.

❖ **\$9,610.00** – Approximate cost to operate a 50-gallon, 5,500-watt water heater over 10 years.

### 4. Water waste

In addition to operating costs, there is also a significant waste of water. An average home has 125 feet of 3/4 inch main water lines. This holds 2.87 gallons of water. If hot water is used 10 times per day, 28.7 gallons of water is wasted running the faucets/shower to get the hot water.

- **10,475 gallons** - amount of water wasted each year



## SioGreen Quartz Infrared Tankless Water Heaters

### 1. Operating Costs - Electricity Consumption

SioGreen Infrared Tankless Water Heaters operate only when there is a demand for hot water. There is no recovery mode re-heating cold water entering the tank and there is no standby mode required to maintain hot, stored water. This results in a savings of approximately 60% in energy costs.

- \$312 – annual cost to operate a SioGreen Infrared Tankless Water Heater and an electricity rate of \$.16 per kilowatt hour

### 2. Annual Maintenance Costs

Since there are no metallic heating elements coming in direct contact with the water, there is no corrosion or sediment build up, even in the hardest well water!

- \$0.00 – Annual Maintenance Cost

### 3. Periodic Maintenance Cost

The modular plug and play electronics design makes any long-term maintenance unnecessary. Our 10-year warranty covers the heat exchanger.

- \$0.00 – Periodic Maintenance Cost
- ❖ **\$3,120.00** – Approximate cost to operate a SioGreen Infrared Tankless Water over 10 years.

### 4. Water waste

In new construction, flexible design options and the compact size of the heaters allows you to strategically place the water heaters in closets or other locations close to the Point of Use. Even in retrofits or replacement applications, the units can be installed in multiple locations, closer to the Point of Use, to mitigate the waste of water.

- Minimal - amount of water wasted each year

This results in energy and maintenance savings of **\$6,490.00** over ten years and contributes to saving tens of thousands of gallons of our precious water resources.

# **SioGreen Infrared Electric Tankless Water Heater vs Typical 50 Gallon Tank Water Heater**

**Basis for test:** Analyze the cost to heat water for a typical 15-minute shower

## **Heater Type 1: First Hour Usage**

### **4.5 kW Metallic Electric Resistance Heating Elements with Storage (Standard tank type heater)**

- 50-Gal tank storage dual elements 1.5 GPM x 15 min = 22.5 Gallons used
- Recovery Mode: 22.5 Gal @ 40GPH – 0.66 GPM/min = 34 minutes (0.57 hr. x 9kWh) = 5.1 kWh (Simultaneous mode – 2 x 4.5 kW heating elements - 9kW) Total = **5,100 Watts**
- Recovery Mode: 22.5 Gal @ 30GPH – 0.50 GPM/min = 45 minutes (0.75 hr. x 4.5kW/h) = 3.375 kWh (Non-Simultaneous Mode (4.5kWh) Total = **3,375 Watts**

## **Heater Type 2:**

### **Electric Quartz Infrared Heating Elements without Storage (SioGreen Tankless)**

- 1.5 GPM x 15 min = 22.5 Gallons used
- 17.6 kW @ 60°F rise x 0.25 Hour - Less modulation @ 8 kWh = 2 kWh measured
- Recovery Mode: 0 Watts
- Total = **2,000 Watts**

## **Summary of Costs:**

### **Heater type 1: Metallic Electric Resistance Heating Elements with Storage (Standard tank type heater)**

- Simultaneous Recovery Mode – 9kW (2 x 4.5kW) heating elements on at same time 5.1 kWh x \$0.135/kWh = **\$0.69 per shower**
- Non-Simultaneous Recovery Mode – 4.5 kW heating elements 3.375 kWh x \$0.135/kWh = **\$0.46 per shower.**

### **Heater type 2: Electric Quartz Far Infrared Heating Elements without Storage (SioGreen Tankless)**

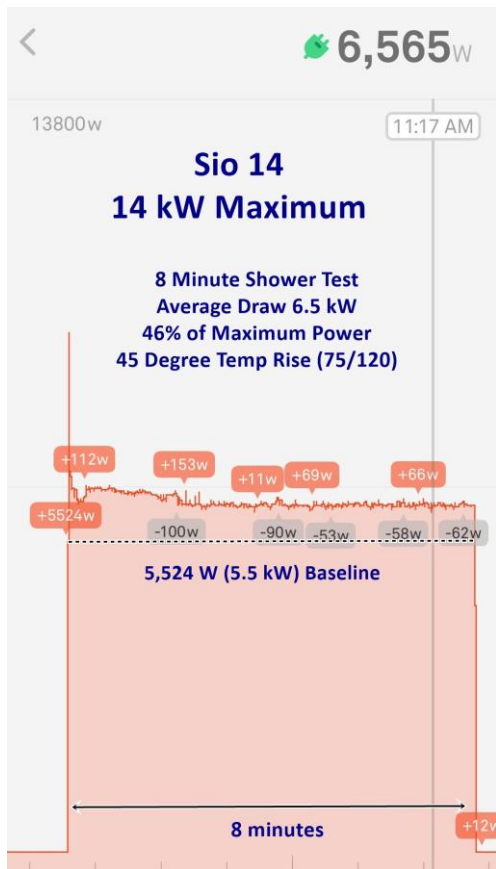
- SioGreen Tankless 2 kWh x \$0.135/ kWh = **\$0.27 per shower**

## **Conclusion:**

The higher on-demand efficiency of the tankless quartz heater consumed 60% less energy to heat the same volume of water. The tankless achieved a net savings of \$0.42/shower in energy costs when compared to a 4.5 kW tank heater. In addition, eliminating the heat loss and recovery cost to reheat water while in standby mode can add an additional energy cost even when there is no demand for hot water.

\*National Average Energy Costs based on **US Bureau of Labor Statistics Report** released February 14, 2019.

## Case Study 2: Actual Metered Test Results



We tested an existing installation of a SioGreen SIO 14 whole-house tankless water heater for power draw during an 8-minute shower test.

This test monitored and recorded the power draw during the duration of the simulated shower.

Even though the maximum power rating for the unit is 14 kW, it only drew an average of 6.5 kW during the test due to the full modulation, energy saving feature of the unit. The test also showed the lack of an initial power surge that plagues other current electric tankless heaters.

The test was based on a 45° temperature rise with inlet water temperature of 75° and an exit temperature of 120°.



## ***Strategic Markets***

SioGreen units are marketed as replacement water heaters for existing residential and commercial applications and as primary water heaters in new construction. The replacement market is perpetual as old units fail and must be replaced. Applications include single family residences, multi-family apartment buildings, mobile and modular homes, office complexes, as well as commercial, retail, manufacturing, and production facilities.

We will continue to penetrate the replacement market with aggressive information and knowledge-based campaigns that will target the professional construction trades. This includes general contractors, construction management companies, remodeling professionals, property management companies, electricians, plumbers, and plumbing supply distributors.

The new construction market is significant and growing. Architects, designers, project developers and owners are looking for cost saving, energy efficient options in all phases of construction and operations. This includes construction materials and mechanical solutions. The savings are achieved in initial costs, operating costs, and long-term maintenance costs in new residential and commercial construction, whether conventional or modular.

SioGreen already has a limited presence in the European and Asia Pacific markets where tankless water heaters are more common and accepted as the norm. Latin America is emerging as a significant opportunity for growing our market share. As earlier referenced, these markets represent 75% of the global market sales. We are exploring potential private label and licensing agreements with our international distributors and contacts to generate cash flow and expand our current presence in Europe and Southeast Asia. We are also pursuing similar arrangements to develop new markets in the Caribbean and Latin America.

The Point of Use SioGreen units offer a low-cost option to promote health and hygiene for foreign markets in developing areas and for current residences that have no other source for hot water. In the more affluent areas, the market more closely resembles the U.S. market, with opportunities to sell our units for more upscale residential homes, resorts and hotels, and businesses.

In the effort to conserve energy and water, there is a trend to move to electric tankless water heaters which offer more versatility and to conform to Green Building standards. This trend offers even more opportunities for the SioGreen units.

To tap into this expanding market, we need to educate the public and professionals regarding our superior, patented technology. Quartz Infrared is easily recognized as the first and only true innovation in water heating technology. Our challenge is to break the chain of complacent habits and attract the innovators that accept the fact there are advancements in technology in this field.

## ***Historical Marketing***

Historically, the SioGreen has been in the “test marketing” mode with no focused marketing effort or budget. The products have been primarily sold through e-commerce online marketers along with distributors in Europe and Southeast Asia. SioGreen does not retail the units directly to the consumer. The



online retailers offered immediate exposure and the path of least resistance to retail customers. The International Distributors have operated autonomously with little direction from SioGreen.

This strategy has been relatively successful and has supported the company over the last several years. However, it has also generated numerous negative reviews online. Most of the complaints have been the result of customer errors.

- The customer tried to save money by buying an undersized unit for their application and then complained about the performance of the unit
- Improper installation with undersized wiring or insufficient power supply
- Customers attempted to “repair” their units by opening the case and altering the internal non-serviceable parts

We have determined that this is not a do-it-yourself product and we must maintain control of the installations and ensure proper procedures are followed by qualified professionals. When properly installed by a professional according to local codes, complaints or negative feedback drops to less than 1%. Most of those have been due to shipping damage or loose connections and the units were either replaced or the customer received a refund and was made whole.

While marketing through large retailers and Big Box stores to sell our units is an option and may result in a higher volume of unit sales, the price points of the large retailers makes it less profitable. It also opens the door to improper installations and complaints we have experienced in the direct online sales.

Many of our professional plumber dealers and distributors indicate they will not handle the SioGreen units if they are sold in the larger retail outlets. They consider the cheaper consumer products available off the shelf as “disposable” units with a short lifespan. They have also expressed concern over trying to compete with the online retailers. They recommend that we offer a “contractor grade” line of heaters available only through certified professional dealers based on “value” pricing to improve margins.

Based on our experience in the past, we have concluded that we must transition from the online retailers, avoid the larger discount retailers and direct sales to the consumer, and develop the professional sales market through various distribution channels.

## ***Marketing and Segmentation***

Our ultimate customer is the homeowner, the project owner, or the business owner. Our marketing thrust is to educate and promote the products through various levels of the distribution chain and to the end user.

- Architects/Designers/Contractors
- Property Owners and Developers
- Local Plumbers
- Wholesale Plumbing Distributors

## ***Push Through - Pull Through***

Strategic marketing and segmentation are best illustrated with a recent sequence of events that we can build upon as a marketing template. This is a classic example of push-through/pull-through marketing model.

We are working with a marketing company that introduced the SioGreen products to Florida Green Building Coalition group through an email campaign to its members. One of the members, Habitat for Humanity, contacted the marketing company for more information and a presentation was scheduled at their local affiliate's office in Sarasota, FL. The conclusion of the participants at the end of the session was, "There is no downside."

While at the meeting, it was disclosed that Habitat used a local plumbing company, Aqua Plumbing, for their installations. Habitat made the introduction and contact was made with the plumbing company. A presentation was scheduled with their sales and service personnel. We received very positive feedback and sold several units to the plumbing company.

Through this relationship, we were introduced to Aqua's plumbing distributor, Gorman Company, an affiliate of Hajoca. Hajoca is the largest privately owned wholesale plumbing distributor in the U.S. with over 400 locations throughout the U.S. and more than 35 locations in Florida. We are now supplying SioGreen tankless water heaters to Gorman Company in 3 locations in West Central Florida and to their plumbing customers and are now a vendor in the Hajoca system and can market our products to all their locations.

We were able to generate the "push through" with Habitat for Humanity creating a demand and ultimately developing the "pull through" with Aqua Plumbing and Gorman/Hajoca, the distributor.

We must duplicate this process by educating the Architect/Designer/Contractor to specify and recommend our products in their projects to their customers creating the need...push. As we follow the distribution chain, we will engage the Plumber/Installer and ultimately the Wholesale Distributor...pull.

We can grow our business exponentially by capitalizing on this strategy. As illustrated in the previous example, we can gain exposure to millions of potential customers as the result of one contact.

- SioGreen products were pushed to Habitat for Humanity through a direct email campaign and this became the initial, single contact
- Habitat pulled the product through Aqua Plumbing and exposed us to hundreds of Aqua's customers for water heater replacements and new construction projects. In addition, Aqua introduced us to 8 Architect and Design firms they work with on new construction projects.
- Aqua Plumbing pulled the product through the Gorman/Hajoca distributor and provided exposure to hundreds of their wholesale plumbing customers and to thousands of the plumbers' customers.
- Becoming a vendor to Hajoca has now provided the platform to work with thousands of plumbers nationwide and, potentially, millions of consumers.

## ***Competition***

Our competition can be put into 2 categories:

- Conventional Storage Tank Water Heaters – Gas or Electric
- Tankless Water Heaters – Gas or Electric

**Conventional Storage Tank Water Heaters** – 90% of all replacement water heaters are storage tank types. 47.4% of these units are gas fired with 42.6% electric powered. Tank heaters come in various capacities and

is the most common form of water heater in use today. Two thirds of tank heaters are purchased and installed by the homeowner.

One advantage of storage tank water heaters is a higher flow rate of hot water to the faucet. The major disadvantages are the cost of operation and maintenance, the space requirements, limited supply of stored hot water, and limitations on locating the heater itself.

Tank water heaters heat volumes of water and maintains it at a constant temperature. When hot water is used, cold water enters the tank replacing the hot water being used. The heater draws power to reheat the stored water and continues to run until the entire volume of water reaches the preset temperature.

(Recovery) Even when hot water is not being used, the water heater must run periodically due to natural heat loss to maintain the water temperature. (Standby)

Tank heaters using electricity or gas, use both conduction and convection to heat water. Electric resistance metal heating elements or metal heat exchangers in gas heaters, heat the water that it comes in contact with (conduction) and as the water becomes hot, it rises (convection) and heats the surrounding water until the preset temperature is reached.

All water that contacts these elements contain a certain amount of mineral content. The heated metal elements attract these minerals and forms scale and corrosion. As the scale builds up, the heating element becomes less efficient. Excess sediment builds up in the bottom of the tank. This requires annual maintenance to flush and clean out this scale and sediment. Annual maintenance can cost hundreds of dollars each year. Eventually the metal elements will fail costing even more to replace.

Average life expectancy of tank heaters is 10-15 years with routine annual maintenance.

Storage tank heaters occupy a significant amount of valuable space and are usually located far from the actual point of use. If gas is available, these units must be vented through an outside wall. The supply of hot water is limited to size of the storage tank and many times the homeowner will run out of hot and must wait for the water to be reheated which can take hours.

**Tankless Water Heaters** - Tankless water heaters were introduced around 1929, over 90 years ago, and incorporated metal heating elements in metal tubes to provide on demand hot water. This eliminated the storage tank but retained the metal electric resistance elements to heat the water as it flows through the metal tubes.

Tankless heaters solve the storage space issues and offer some flexibility in locating the unit closer to the point of use. However, gas fired tankless heaters must still be vented to the outside through an existing wall.

The major disadvantages of typical electric tankless water heaters are excessive power requirements, internal damage from power surges, corrosion and scaling requiring maintenance and general failures

Many electric tankless heaters can draw from 120 -150 AMPS, require a 300 AMP service panel in the house and heavy gauge wiring for the power source. When these heaters turn on, they can create a power spike when they draw maximum power and continue to draw full power during the time hot water is being generated. Some models claim “modulation” which means in a heater with 3 elements, one may shut down after a certain water temperature is achieved. None have true modulation.

Most current electric tankless water heaters have no internal circuit breakers and are particularly susceptible to power surges. We have replaced hundreds of older units that were severely damaged from power surges during a lightning storm.

Current electric tankless water heaters still use metal heating elements. These elements are still subject to corrosion and scale and must be maintained similar to the tank heaters. In some cases, high end tankless water heaters may produce hot water efficiently, but they also require maintenance every six months to maintain this level of performance.

Our primary competitor offers an adjustable electric tankless water heater. They offer one unit for all applications with adjustable internal power settings to adjust to the application. The unit is heavily wired to accommodate the heaviest load requirements. This unit has been referred to as the “Lexus” of tankless heaters by one of our dealers.

The following is a comparison of the SioGreen SIO-18 and the high-end unit.

### SioGreen SIO 18 vs. “Lexus” Competitor

#### Specifications

MFG SKU	Product Description	Amperage	Cable Required	Water Connection	Dimensions	Warranty
SIO 18	Whole House 18 kW/220V	(2) 40 AMP Double Pole	(2) 8 AWG	¾” NPT	20” x 14” x 6”	Lifetime Heat Exchanger/5 Yr. parts
TR 20 kW	Whole House 20 kW/220V	(1) 80 AMP	(2) 4 AWG*	¾” NPT	23.74” x 17.2” x 5.5”	Lim Lifetime Heat Exchanger/5 Yr. parts
TR 24 kW	Whole House 24 kW/220V	(1) 100 AMP	(2) 2 AWG*	¾” NPT	23.74” x 17.2” x 5.5”	Lim Lifetime Heat Exchanger/5 Yr. parts

\*Per manufacturer’s published specifications

#### Flow Rates

##### Temperature Rise

MFG SKU	Maximum kW	75° F	65° F	55°	45°	35°
SIO 18	18	2.20	2.50	3.00	3.60	4.60
TR 20 kW	20	1.70	2.00	2.20	2.60	3.90
TR 24 kW	24	2.00	2.40	2.70	3.30	4.90

Gallons Per Minute based on 110° Exit temperature

The information contained in this chart is taken from the Manufacture’s published specifications. The points of particular interest are the following:

- The competitor’s product requires higher amperage and heavy wiring cables to produce comparable flow rates. The competitor units illustrated are set at 20 kW and 24 kW and require a minimum of a 200 AMP service supply.

- The SIO 18 requires much lighter cables and lower amperage reducing the installation costs. It is recommended that a 200 AMP service be available for the SIO 18, but due to highly efficient modulation, the SIO 18 will perform with a 150 AMP service.
- The flow rate comparison illustrates the amount of hot water in gallons per minute the units can produce given variable temperature rise. The 18 kW SIO 18 flow rate exceeds both the 20 kW and 24 kW unit settings in all but the warmest water inlet temperature...35° rise.

The SIO 18 is much better fit for most residential applications. The competitor product costs more than twice as much at the wholesale level and has a much higher installation cost for circuit breakers and cabling.

While some improvements have been made over the years, the industry is still building on old technology. Builders and designers are slow to accept tankless water heaters based on the poor track record and reputation of the previous generations of these heaters.

### ***Pricing***

SioGreen Quartz Infrared Electric Tankless Water Heaters are price in the mid-range of other tankless heaters. The high end SIO 18 which is suitable for whole-house supply of hot water is currently retailing for \$735.00. That compares to a high of \$1,950.00 and low of \$475.00 for comparable sized units. The comparable sized units can require (4) 40AMP circuit breakers and 6 AWG wiring or heavier. The SIO 18 requires (2) 40 AMP circuit breakers and 8 AWG wiring, lowering the installation costs considerably.

### ***Manufacturing***

The manufacturing process will consist of assembling and testing the final products with 95% of the components procured from U.S. suppliers. There is one component that will be purchased and shipped from a Chinese supplier. We also have an alternate source for this component from a supplier in Vietnam to ensure a reliable and consistent supply.

SioGreen is dedicated to promoting American manufacturing and local employment. Locating the manufacturing facilities in the Tampa, FL area will provide several new local jobs for the community. This move opens the U.S. market to customers that prefer and source products that have Made In the USA labeling. Using local U.S. companies for our supply chain mitigates the possibility of supply interruptions due to political volatility or adverse trade relations with foreign suppliers.

Local manufacturing will allow us to respond quickly to market demands. We can reduce our costs by eliminating the 8-week lead time for delivery from China and implementing JIT production schedule to reduce our inventory levels for finished products. We will inventory basic, essential levels of parts and components for assembly of the finished units and maintain a minimum quantity on hand of finished products based on sales projections and actual history.

# Implementation

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A key component to our expansion plan is creating and staffing critical marketing and sales positions in the company. This process starts with hiring a qualified Marketing Manager, preferably with prior sales and marketing experience in related industries and who has had experience in the direct supervision of employees. This position will be the keystone of the management team and will be responsible to develop a comprehensive marketing plan.

The first step of implementation is understanding the distinction between Marketing and Sales.

## **The Basic Function of Marketing**

The key function of Marketing is to understand the marketplace. Marketing's job is to direct the organization toward the segments, or groups of customers and channels where the company can profitably compete. Marketing also needs to convert the market understanding into tools and tactics to attract the market, build relationships, and develop leads.

Marketing focuses on the long-term success of the company and performs a sales support function. If it becomes too focused on the now, the future will suffer.

## **The Basic Function of Sales**

Sales is the team whose job it is to sell the product. Sales develops personal relationships with customers and/or channel partners. They knock on the doors, present the materials developed by Marketing, answer questions and take orders.

Sales focuses on this week, this month, and this quarter. If Sales is not focused on the now, then there may not be any revenue this week, month, or quarter.

## **The Specifics of Marketing and Sales**

The SioGreen Marketing Department will be responsible for market research and designing a comprehensive marketing plan based on that research. Marketing will also be responsible for developing sales and lead generation tools such as internet marketing, print marketing, search engine optimization, social media marketing, and video marketing. Marketing will also develop and install a CRM system for the company to be used by sales, marketing, and the company as a whole, to help manage relationships with contacts.

Sales will develop personal relationships with potential customers. The one on one customer contact establishes trust and familiarity. Sales will be charged with arranging sales and training sessions for prospective dealers and "lunch and learn" presentations for architects and designers. Sales will participate in trade shows and conventions and become the focal point for sponsorship of local associations and trade organizations.

Our competitors have successfully employed a direct sales force with personal contacts to distributors and plumbers. We will incorporate the same tactics at SioGreen.

## Conclusion: The SioGreen Advantage

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The water heating market is vast with 3 major competitors controlling 90% of the U.S. market and 90% of that market share is storage tank water heaters. The remaining 10% is split among approximately 12 other competitors and consists primarily of tankless water heaters.

SioGreen, Inc. has developed a revolutionary new patented technology to substantially improve the efficiency of heating water. While our competition has made minor improvements on old technology, the SioGreen Quartz Infrared Heat Exchanger is the first significant innovation in this industry in over 100 years.

So how do we overcome these obstacles and penetrate the market?

Desmond Tutu once wisely said that “there is only one way to eat an elephant: a bite at a time.”

Our initial focus will be on capitalizing on the 10% of the market served by the plumbing professionals currently promoting and selling tankless water heaters. These companies have already accepted the tankless water heater as a viable alternative to typical storage tank heaters and presents the best immediate growth opportunity for the SioGreen products.

In our initial test marketing, we have already experienced success with the individual plumbing contractors and builders. As a result, we are now listed as a vendor with Hajoca, the largest privately owned plumbing distributor in the U.S., and are working with the first 3 of the 35 locations of Gorman/Hajoca in Florida. Hajoca has 405 locations nationwide and SioGreen Inc. is an approved vendor.

We have accomplished this without any serious marketing effort or budget. With adequate funding and a concerted effort, we will reach our conservative goals and projections.

We are targeting the 10% of the U.S. market served by “others”. Our goal is only 2% of that 10%. **That is .2% of the overall U.S. market and results in annual revenues of \$5.4 million in a \$2.7 billion market!**

In support of these goals, the competitive advantages of the SioGreen Quartz Infrared Electric Water Heaters include:

- Proven patented technology
- Completed R&D
- Over 10 years of product improvements
- Completed testing and certifications
- Less than 1% product failures in the last 3 years - shipping damage or loose connections
- Lower initial cost for the heaters
- Lower operating costs long-term
- No Maintenance Costs
- Saves Energy
- Saves Water
- Saves Space

To accomplish our goals, we will be enlisting the assistance from outside business professionals including **SCORE** and the **Florida Small Business Development Center (SBDC) Network**.

The Florida SBDC and their business development consultants have worked with us to develop this plan and have reviewed the forecasts and Pro Forma. In addition to the initial expansion program, we will be working with the SBDC to expand our foreign markets through their International Trade Services division.

# *SioGreen Quartz Infrared Tankless Water Heaters*

**THE FIRST MAJOR BREAKTHROUGH IN WATER HEATER TECHNOLOGY IN OVER 100 YEARS!**

## SioGreen IR-30 POU



All **SioGreen Infrared Electric Tankless Water Heaters** utilize the latest technology in Quartz Infrared heating elements to provide instant and continuous hot water. This small, portable unit can be used anywhere you have access to a water supply and electricity.

No metal heating elements that corrode and fail and it is **MAINTENANCE FREE!**

The **IR-30 POU** uses 110 V – 30 Amp household circuit and 3.4 kW to heat the water faster. It has a maximum flow rate of 1.0 GPM (gallons per minute) and includes a gate valve. This product is recommended for use with a **single sink** only. ***Do not use with a shower or multiple applications.***

Flow rates at various inlet temperatures – Outlet Temperature of 110°

MODEL NUMBER	MAX KW	35° F	45° F	55° F	65° F	75° F
IR-30 POU	3.4	-	0.50	0.60	0.70	1.00

### Applications:

- Single Sink Point-Of-Use Applications
- Outdoor showers
- Outdoor kitchen sinks
- Campers, RV's and Boats

### Features:

- Multiple Redundant High-Power Quartz Heating Elements
- Thermostatic Intelligent Temperature Controller
- Fully Modulating Power Control
- LED Temperature Outlet/Set Display
- Backflow Preventer
- Compact Design for Space Saving
- Superior Energy Efficient (98%)
- Continuous Hot Water On-Demand
- Self-Cleaning Design for **MAINTENANCE FREE** Operations

### Power Requirements and Specs:

- 100 AMP Service or Higher
- 30 AMP - 110 Volt – 30 AMP Circuit Breaker with 10 AWG Wire
- 14" x 12.4" x 4.25"





# SioGreen Quartz *Infrared* Tankless Water Heaters

**THE FIRST MAJOR BREAKTHROUGH IN WATER HEATER TECHNOLOGY IN OVER 100 YEARS!**

## SioGreen IR-260 POU



All SioGreen Infrared Electric Tankless Water Heaters utilize the latest technology in Quartz Infrared heating elements to provide instant and continuous hot water. This small, portable unit can be used anywhere you have access to a water supply and electricity.

No metal heating elements that corrode and fail and it is **MAINTENANCE FREE!**

The **IR-260POU** uses 240 V – 30 Amp household circuit and 6.0 kW to heat the water faster. It has a maximum flow rate of 1.5 GPM (gallons per minute) and includes a gate valve. This product is recommended for use with a **single sink** only. ***Do not use with a shower or multiple applications.***

Flow rates at various inlet temperatures-Outlet Temperature of 110°

Model Number	Maximum kW	35° F	45° F	55°	65°	75°
IR-260POU	6.0	.50	.80	1.00	1.20	1.50

### Applications:

- Single Sink Point-Of-Use Applications
- Outdoor showers
- Outdoor kitchen sinks
- Campers, RV's and Boats

### Features:

- Multiple Redundant High-Power Quartz Heating Elements
- Thermostatic Intelligent Temperature Controller
- Fully Modulating Power Control
- LED Temperature Outlet/Set Display
- Backflow Preventer
- Compact Design for Space Saving
- Superior Energy Efficient (98%)
- Continuous Hot Water On-Demand
- Self-Cleaning Design for **MAINTENANCE FREE** Operations

### Power Requirements and Specs:

- 100 AMP Service or Higher
- 30 AMP - 240 Volt – 30 AMP Double Pole Circuit Breaker with (2) 10 AWG Wire
- 14" x 12.4" x 4.25"



# SioGreen Quartz *Infrared* Tankless Water Heaters

**THE FIRST MAJOR BREAKTHROUGH IN WATER HEATER TECHNOLOGY IN OVER 100 YEARS!**

## SioGreen IR-288 POU



The **SioGreen IR-288POU** is the ideal solution for water heating needs in Mobile and Manufactured Homes. This compact unit easily mounts on a wall, freeing up valuable storage space. No tanks...No pans...No vents...just attach the plumbing and electrical hook-ups for an endless supply of hot water on demand.

No metal heating elements that corrode and fail and it is **MAINTENANCE FREE!**

The **IR-288 POU** uses 220 V – 40 Amp household circuit and 8.8 kW to heat the water faster. It has a maximum flow rate of 3.0 GPM (gallons per minute) and includes a gate valve. This product is recommended for use with a **single bath, kitchen and laundry.**

**Flow rates at various inlet temperatures – Outlet Temperature of 110°**

MODEL NUMBER	MAX KW	35° F	45° F	55° F	65° F	75° F
<b>IR-288 POU</b>	8.8	1.00	1.30	1.50	1.70	3.00

### Applications:

- Mobile Homes/Manufactured Homes
- Single Bath House
- Pet Groomers and clinics
- Apartment/Condo
- Office and workplace
- Remote bathrooms in large homes

### Features:

- Multiple Redundant High-Power Quartz Heating Elements
- Thermostatic Intelligent Temperature Controller
- Fully Modulating Power Control
- LED Temperature Outlet/Set Display
- Backflow Preventer
- Compact Design for Space Saving
- Superior Energy Efficient (98%)
- Continuous Hot Water On-Demand
- Self-Cleaning Design for **MAINTENANCE FREE** Operations

### Power Requirements and Specs:

- 120 AMP Service or Higher
- 40 AMP - 220 Volt – 40 Circuit Breaker with 8 AWG Wire
- 17.5" x 11.3" x 5.5"



# SioGreen Quartz *Infrared* Tankless Water Heaters

**THE FIRST MAJOR BREAKTHROUGH IN WATER HEATER TECHNOLOGY IN OVER 100 YEARS!**

## SioGreen SIO 14



All **SioGreen Infrared Electric Tankless Water Heaters** utilize the latest technology in Quartz Infrared heating elements to provide instant and continuous hot water. **SIO 14** is designed for **medium to large whole house and condo applications and small to medium commercial installations.**

No metal heating elements that corrode and fail and it is **MAINTENANCE FREE!**

**SIO 14** is designed for multi bath homes and can support two showers in simultaneous use. The unit uses 220 V – 60 Amp household circuit and 14 kW to heat the water faster. It has a maximum flow rate of 3.6 GPM (gallons per minute) and includes a gate valve.

**Flow rates at various inlet temperatures – Outlet Temperature of 110°**

MODEL NUMBER	MAX KW	35° F	45° F	55° F	65° F	75° F
<b>Sio 14</b>	14.0	1.70	2.00	2.30	2.80	3.60

### Applications:

- Medium to large Residential/Commercial
- Hybrid System with Storage Tank
- Hydronic Heating
- Hot Water Recirculation Loop
- Radiant Heating
- Solar Heating Backup

### Features:

- Multiple Redundant High-Power Quartz Heating Elements
- Thermostatic Intelligent Temperature Controller
- Fully Modulating Power Control
- LED Temperature Outlet/Set Display
- Backflow Preventer and Internal Circuit Breaker
- Compact Design for Space Saving
- Superior Energy Efficient (98%)
- Continuous Hot Water On-Demand
- Self-Cleaning Design for **MAINTENANCE FREE** Operations

### Power Requirements and Specs:

- 150 AMP Service or Higher
- 60 AMP - 220 Volt – (2) 30 AMP Circuit Breakers with (2) 10 AWG Wire
- 20" x 14" x 6"



# SioGreen Quartz *Infrared* Tankless Water Heaters

**THE FIRST MAJOR BREAKTHROUGH IN WATER HEATER TECHNOLOGY IN OVER 100 YEARS!**

## SioGreen SIO 18



All **SioGreen Infrared Electric Tankless Water Heaters** utilize the latest technology in Quartz Infrared heating elements to provide instant and continuous hot water. **SIO 18** is designed for **large whole house and condo applications and medium to large commercial installations.**

No metal heating elements that corrode and fail and it is **MAINTENANCE FREE!**

**SIO 18** is designed for multi bath homes and can support multiple showers in simultaneous use. The unit uses 220 V – 80 Amp household circuit and 18 kW to heat the water faster. It has a maximum flow rate of 4.6 GPM (gallons per minute) and includes a gate valve.

**Flow rates at various inlet temperatures – Outlet Temperature of 110°**

MODEL NUMBER	MAX KW	35° F	45° F	55° F	65° F	75° F
<b>Sio 18</b>	18.0	2.20	2.50	3.00	3.60	4.60

### Applications:

- Large Residential/Commercial
- Hybrid System with Storage Tank
- Hydronic Heating
- Hot Water Recirculation Loop
- Radiant Heating
- Solar Heating Backup

### Features:

- Multiple Redundant High-Power Quartz Heating Elements
- Thermostatic Intelligent Temperature Controller
- Fully Modulating Power Control
- LED Temperature Outlet/Set Display
- Backflow Preventer and Internal Circuit breaker
- Compact Design for Space Saving
- Superior Energy Efficient (98%)
- Continuous Hot Water On-Demand
- Self-Cleaning Design for **MAINTENANCE FREE** Operations

### Power Requirements and Specs:

- 200 AMP Service or Higher
- 80 AMP - 220 Volt – (2) 40 AMP Circuit Breakers with (2) 8 AWG Wire
- 20" x 14" x 6"



## SioGreen Inc. - Expansion and Manufacturing

### Financial Statements and Pro Forma

7/15/2020

#### Required Funds

Required Funds	Amount	Totals	Depreciation	Notes
<b>Fixed Assets</b>				
Real Estate	\$ -			
Buildings	800,000		20.00 years	
Leasehold Improvements	40,000		7.00 years	
Equipment	7,500		7.00 years	
Furniture and Fixtures	20,000		5.00 years	
Vehicles	40,000		5.00 years	
Other Fixed Assets	-		5.00 years	
<b>Total Fixed Assets</b>		<u>907,500</u>		
<b>Operating Capital</b>				
Pre-Opening Salaries and Wages	-			
Prepaid Insurance Premiums	-			
Beginning Inventory	-			
Legal and Accounting Fees	2,500			
Rent Deposits	-			
Utility Deposits	-			
Supplies	-			
Advertising and Promotions	50,000			
Licenses	-			
Other Initial Start-Up Costs	40,000			
Working Capital (Cash On Hand)	500,000			
<b>Total Operating Capital</b>		<u>592,500</u>		
<b>Total Required Funds</b>		<u><u>\$ 1,500,000</u></u>		

Sources of Funding	Amount	Totals	Loan Rate	Term in Months	Monthly Payments
Owner's Cash Injection	0.00%	-			
Outside Investors	100.00%	1,500,000			
<b>Additional Loans or Debt</b>					
Commercial Loan	0.00%	-	8.25%	48.00	\$0.00
Commercial Mortgage	0.00%	-	9.00%	240.00	\$0.00
<b>Total Sources of Funding</b>	100.00%	<u><u>\$ 1,500,000</u></u>			<u><u>\$0.00</u></u>

**SioGreen Inc.**  
**Beginning Balance Sheet**

	<u>7/1/2020</u>
<b>Assets</b>	
<b>Current Assets</b>	
Cash	85,000
Accounts Receivable	25,000
Inventory	213,260
Prepaid Expenses	40,000
Other Current	-
<b>Total Current Assets</b>	<u>363,260</u>
<b>Fixed Assets</b>	
Real Estate	-
Buildings	-
Leasehold Improvements	-
Equipment	15,000
Furniture and Fixtures	10,000
Vehicles	-
Other Fixed Assets	-
<b>Total Fixed Assets</b>	<u>25,000</u>
Less: Accumulated Depreciation	-
<b>Total Assets</b>	<u><u>388,260</u></u>
 <b>Liabilities and Owner's Equity</b>	
<b>Liabilities</b>	
Accounts Payable	-
Notes Payable	-
Mortgage Payable	-
Line of Credit Balance	5,000
<b>Total Liabilities</b>	<u>5,000</u>
<b>Owner's Equity</b>	
Common Stock	
Retained Earnings	383,260
Dividends Dispersed	-
<b>Total Owner's Equity</b>	<u>383,260</u>
<b>Total Liabilities and Owner's Equity</b>	<u><u>388,260</u></u>

**SioGreen Inc.**  
**Projected Income Statement - Year One**

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
<b>Income</b>													
IR-30	9,750.0	9,750.0	9,750.0	10,400.0	10,400.0	10,400.0	11,050.0	11,050.0	11,700.0	11,700.0	12,350.0	13,000.0	131,300.0
IR-260	9,750.0	9,750.0	9,750.0	10,400.0	10,400.0	10,400.0	11,050.0	11,050.0	11,700.0	11,700.0	12,350.0	13,000.0	131,300.0
IR-288	12,000.0	12,000.0	15,600.0	15,600.0	15,600.0	18,000.0	18,000.0	18,000.0	20,400.0	20,400.0	22,800.0	22,800.0	211,200.0
SIO-14	29,450.0	29,450.0	29,450.0	35,340.0	38,285.0	38,285.0	44,175.0	44,175.0	44,175.0	47,120.0	47,120.0	53,010.0	480,035.0
SIO-18	32,450.0	32,450.0	32,450.0	42,185.0	42,185.0	45,430.0	51,920.0	51,920.0	58,410.0	58,410.0	61,655.0	64,900.0	574,365.0
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Income</b>	<b>93,400</b>	<b>93,400</b>	<b>97,000</b>	<b>113,925</b>	<b>116,870</b>	<b>122,515</b>	<b>136,195</b>	<b>136,195</b>	<b>146,385</b>	<b>149,330</b>	<b>156,275</b>	<b>166,710</b>	<b>1,528,200</b>
<b>Cost of Sales</b>													
IR-30	5,625.0	5,625.0	5,625.0	6,000.0	6,000.0	6,000.0	6,375.0	6,375.0	6,750.0	6,750.0	7,125.0	7,500.0	75,750.0
IR-260	5,625.0	5,625.0	5,625.0	6,000.0	6,000.0	6,000.0	6,375.0	6,375.0	6,750.0	6,750.0	7,125.0	7,500.0	75,750.0
IR-288	5,900.0	5,900.0	7,670.0	7,670.0	7,670.0	8,850.0	8,850.0	8,850.0	10,030.0	10,030.0	11,210.0	11,210.0	103,840.0
SIO-14	12,200.0	12,200.0	12,200.0	14,640.0	15,860.0	15,860.0	18,300.0	18,300.0	18,300.0	19,520.0	19,520.0	21,960.0	198,860.0
SIO-18	12,200.0	12,200.0	12,200.0	15,860.0	15,860.0	17,080.0	19,520.0	19,520.0	21,960.0	21,960.0	23,180.0	24,400.0	215,940.0
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cost of Sales</b>	<b>41,550</b>	<b>41,550</b>	<b>43,320</b>	<b>50,170</b>	<b>51,390</b>	<b>53,790</b>	<b>59,420</b>	<b>59,420</b>	<b>63,790</b>	<b>65,010</b>	<b>68,160</b>	<b>72,570</b>	<b>670,140</b>
<b>Gross Margin</b>	<b>51,850</b>	<b>51,850</b>	<b>53,680</b>	<b>63,755</b>	<b>65,480</b>	<b>68,725</b>	<b>76,775</b>	<b>76,775</b>	<b>82,595</b>	<b>84,320</b>	<b>88,115</b>	<b>94,140</b>	<b>858,060</b>
	55.5%	55.5%	55.3%	56.0%	56.0%	56.1%	56.4%	56.4%	56.4%	56.5%	56.4%	56.5%	56.1%
<b>Salaries and Wages</b>													
Owner's Compensation	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	108,000
Salaries	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	264,000
Payroll	7,200	7,200	7,200	7,200	7,200	7,200	7,200	7,200	7,200	7,200	7,200	7,200	86,400
Part-Time Employees	-	-	-	-	-	-	-	-	-	-	-	-	-
Independent Contractor Payments	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Payroll Taxes and Benefits	4,259	4,259	4,259	4,259	4,259	4,259	4,259	4,259	4,259	4,259	4,259	4,259	51,112
<b>Total Salary and Wages</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>44,959</b>	<b>539,512</b>
<b>Fixed Business Expenses</b>													
Advertising	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000
Car and Truck Expenses	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Commissions and Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card and Bank Charges	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Customer Discounts and Refunds	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues and Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-
Entertainment	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Insurance (Liability and Property)	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Computer/Internet	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Legal and Professional Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Office Expenses	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Postage and Delivery	50	50	50	50	50	50	50	50	50	50	50	50	600
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Repairs and Maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Supplies	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Telephone and Communications	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Travel	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Utilities	800	800	800	800	800	800	800	800	800	800	800	800	9,600
Uniforms	-	-	-	-	-	-	-	-	-	-	-	-	-
License	25	25	25	25	25	25	25	25	25	25	25	25	300
Gifts	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Background checks	-	-	-	-	-	-	-	-	-	-	-	-	-
Royalties	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 7	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 8	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 9	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 10	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Fixed Business Expenses</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>14,325</b>	<b>171,900</b>
<b>Other Expenses</b>													
Amortized Start-up Expenses	514	514	514	514	514	514	514	514	514	514	514	514	6,167
Depreciation	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	58,786
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	2,767	4,027	4,786	5,991	17,573
<b>Total Other Expenses</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>5,413</b>	<b>8,180</b>	<b>9,440</b>	<b>10,199</b>	<b>11,404</b>	<b>82,525</b>
<b>Net Income</b>	<b>(12,847)</b>	<b>(12,847)</b>	<b>(11,017)</b>	<b>(942)</b>	<b>783</b>	<b>4,028</b>	<b>12,078</b>	<b>12,078</b>	<b>15,131</b>	<b>15,596</b>	<b>18,632</b>	<b>23,452</b>	<b>64,123</b>
	-13.8%	-13.8%	-11.4%	-0.8%	0.7%	3.3%	8.9%	8.9%	10.3%	10.4%	11.9%	14.1%	4.2%

**SioGreen Inc.**  
**Projected Cash Flow Statement - Year One**

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Beginning Cash Balance	585,000	577,566	570,131	564,527	568,998	575,194	584,634	602,125	619,616	640,159	665,195	694,025	
<b>Cash Inflows</b>													
Income from Sales	93,400	93,400	97,000	113,925	116,870	122,515	136,195	136,195	146,385	149,330	156,275	166,710	1,528,200
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Inflows</b>	93,400	93,400	97,000	113,925	116,870	122,515	136,195	136,195	146,385	149,330	156,275	166,710	1,528,200
<b>Cash Outflows</b>													
<b>Investing Activities</b>													
New Capital Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	41,550	41,550	43,320	50,170	51,390	53,790	59,420	59,420	63,790	65,010	68,160	72,570	670,140
<b>Operating Activities</b>													
Salaries and Wages	44,959	44,959	44,959	44,959	44,959	44,959	44,959	44,959	44,959	44,959	44,959	44,959	539,512
Fixed Business Expenses	14,325	14,325	14,325	14,325	14,325	14,325	14,325	14,325	14,325	14,325	14,325	14,325	171,900
Taxes	-	-	-	-	-	-	-	-	2,767	-	-	14,805	17,573
<b>Financing Activities</b>													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Outflows</b>	100,834	100,834	102,604	109,454	110,674	113,074	118,704	118,704	125,842	124,294	127,444	146,659	1,399,124
<b>Cash Flow</b>	(7,434)	(7,434)	(5,604)	4,471	6,196	9,441	17,491	17,491	20,543	25,036	28,831	20,051	129,076
<b>Operating Cash Balance</b>	577,566	570,131	564,527	568,998	575,194	584,634	602,125	619,616	640,159	665,195	694,025	714,076	
<b>Line of Credit Drawdowns</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Ending Cash Balance</b>	577,566	570,131	564,527	568,998	575,194	584,634	602,125	619,616	640,159	665,195	694,025	714,076	
<b>Line of Credit Balance</b>	-	-	-	-	-	-	-	-	-	-	-	-	-



**SioGreen Inc.**  
**Balance Sheet - Year One**

	<u>Base Period</u>	<u>End of Year One</u>
<b>Assets</b>		
<b>Current Assets</b>		
Cash	585,000	714,076
Accounts Receivable	25,000	25,000
Inventory	213,260	213,260
Prepaid Expenses	92,500	89,000
Other Current	<u>40,000</u>	<u>37,333</u>
<b>Total Current Assets</b>	<u>955,760</u>	<u>1,078,669</u>
<b>Fixed Assets</b>		
Real Estate	-	-
Buildings	800,000	800,000
Leasehold Improvements	40,000	40,000
Equipment	22,500	22,500
Furniture and Fixtures	30,000	30,000
Vehicles	40,000	40,000
Other Fixed Assets	<u>-</u>	<u>-</u>
<b>Total Fixed Assets</b>	<u>932,500</u>	<u>932,500</u>
<b>Less: Accumulated Depreciation</b>	<u>-</u>	<u>58,786</u>
<b>Total Assets</b>	<u><u>1,888,260</u></u>	<u><u>1,952,383</u></u>
<b>Liabilities and Owner's Equity</b>		
<b>Liabilities</b>		
Accounts Payable	-	-
Notes Payable	-	-
Mortgage Payable	-	-
Line of Credit Balance	<u>5,000</u>	<u>5,000</u>
<b>Total Liabilities</b>	<u>5,000</u>	<u>5,000</u>
<b>Owner's Equity</b>		
Common Stock	1,500,000	1,500,000
Retained Earnings	383,260	447,383
Dividends Dispersed	<u>-</u>	<u>-</u>
<b>Total Owner's Equity</b>	<u>1,883,260</u>	<u>1,947,383</u>
<b>Total Liabilities and Owner's Equity</b>	<u><u>1,888,260</u></u>	<u><u>1,952,383</u></u>

SioGreen Inc.  
Projected Income Statement - Year Two

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
<b>Income</b>													
IR-30	19,500	19,500	19,500	20,800	20,800	20,800	22,100	22,100	23,400	23,400	24,700	26,000	262,600
IR-260	12,188	12,188	12,188	13,000	13,000	13,000	13,813	13,813	14,625	14,625	15,438	16,250	164,125
IR-288	18,000	18,000	23,400	23,400	23,400	27,000	27,000	27,000	30,600	30,600	34,200	34,200	316,800
SIO-14	58,900	58,900	58,900	70,680	76,570	76,570	88,350	88,350	88,350	94,240	94,240	106,020	960,070
SIO-18	64,900	64,900	64,900	84,370	84,370	90,860	103,840	103,840	116,820	116,820	123,310	129,800	1,148,730
Product/Service F													-
<b>Total Income</b>	<b>173,488</b>	<b>173,488</b>	<b>178,888</b>	<b>212,250</b>	<b>218,140</b>	<b>228,230</b>	<b>255,103</b>	<b>255,103</b>	<b>273,795</b>	<b>279,685</b>	<b>291,888</b>	<b>312,270</b>	<b>2,852,325</b>
<b>Cost of Sales</b>													
IR-30	11,250	11,250	11,250	12,000	12,000	12,000	12,750	12,750	13,500	13,500	14,250	15,000	151,500
IR-260	7,031	7,031	7,031	7,500	7,500	7,500	7,969	7,969	8,438	8,438	8,906	9,375	94,688
IR-288	8,850	8,850	11,505	11,505	11,505	13,275	13,275	13,275	15,045	15,045	16,815	16,815	155,760
SIO-14	24,400	24,400	24,400	29,280	31,720	31,720	36,600	36,600	36,600	39,040	39,040	43,920	397,720
SIO-18	24,400	24,400	24,400	31,720	31,720	34,160	39,040	39,040	43,920	43,920	46,360	48,800	431,880
Product/Service F													-
<b>Total Cost of Sales</b>	<b>75,931</b>	<b>75,931</b>	<b>78,586</b>	<b>92,005</b>	<b>94,445</b>	<b>98,655</b>	<b>109,634</b>	<b>109,634</b>	<b>117,503</b>	<b>119,943</b>	<b>125,371</b>	<b>133,910</b>	<b>1,231,548</b>
<b>Gross Margin</b>	<b>97,556</b>	<b>97,556</b>	<b>100,301</b>	<b>120,245</b>	<b>123,695</b>	<b>129,575</b>	<b>145,469</b>	<b>145,469</b>	<b>156,293</b>	<b>159,743</b>	<b>166,516</b>	<b>178,360</b>	<b>1,620,778</b>
	43.8%	43.8%	43.9%	43.3%	43.3%	43.2%	43.0%	43.0%	42.9%	42.9%	43.0%	42.9%	43.2%
<b>Salaries and Wages</b>													
Owner's Compensation	9,270	9,270	9,270	9,270	9,270	9,270	9,270	9,270	9,270	9,270	9,270	9,270	111,240
Salaries	22,660	22,660	22,660	22,660	22,660	22,660	22,660	22,660	22,660	22,660	22,660	22,660	271,920
Payroll	7,416	7,416	7,416	7,416	7,416	7,416	7,416	7,416	7,416	7,416	7,416	7,416	88,992
Part-Time Employees	-	-	-	-	-	-	-	-	-	-	-	-	-
Independent Contractor Payments	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Payroll Taxes and Benefits	4,387	4,387	4,387	4,387	4,387	4,387	4,387	4,387	4,387	4,387	4,387	4,387	52,645
<b>Total Salary and Wages</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>46,233</b>	<b>554,797</b>
<b>Fixed Business Expenses</b>													
Advertising	7,210	7,210	7,210	7,210	7,210	7,210	7,210	7,210	7,210	7,210	7,210	7,210	86,520
Car and Truck Expenses	515	515	515	515	515	515	515	515	515	515	515	515	6,180
Commissions and Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card and Bank Charges	2,575	2,575	2,575	2,575	2,575	2,575	2,575	2,575	2,575	2,575	2,575	2,575	30,900
Customer Discounts and Refunds	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues and Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-
Entertainment	515	515	515	515	515	515	515	515	515	515	515	515	6,180
Insurance (Liability and Property)	515	515	515	515	515	515	515	515	515	515	515	515	6,180
Computer/Internet	103	103	103	103	103	103	103	103	103	103	103	103	1,236
Legal and Professional Fees	258	258	258	258	258	258	258	258	258	258	258	258	3,090
Office Expenses	206	206	206	206	206	206	206	206	206	206	206	206	2,472
Postage and Delivery	52	52	52	52	52	52	52	52	52	52	52	52	618
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	412	412	412	412	412	412	412	412	412	412	412	412	4,944
Repairs and Maintenance	103	103	103	103	103	103	103	103	103	103	103	103	1,236
Supplies	103	103	103	103	103	103	103	103	103	103	103	103	1,236
Telephone and Communications	309	309	309	309	309	309	309	309	309	309	309	309	3,708
Travel	1,030	1,030	1,030	1,030	1,030	1,030	1,030	1,030	1,030	1,030	1,030	1,030	12,360
Utilities	824	824	824	824	824	824	824	824	824	824	824	824	9,888
Uniforms	-	-	-	-	-	-	-	-	-	-	-	-	-
License	26	26	26	26	26	26	26	26	26	26	26	26	309
Gifts	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Background checks	-	-	-	-	-	-	-	-	-	-	-	-	-
Royalties	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 7	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 8	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 9	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 10	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Fixed Business Expenses</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>14,755</b>	<b>177,057</b>
<b>Other Expenses</b>													
Amortized Start-up Expenses	514	514	514	514	514	514	514	514	514	514	514	514	6,167
Depreciation	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	58,786
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	6,334	6,334	6,883	10,872	11,562	12,738	15,916	15,916	18,081	18,771	20,126	22,495	166,028
<b>Total Other Expenses</b>	<b>11,747</b>	<b>11,747</b>	<b>12,296</b>	<b>16,284</b>	<b>16,974</b>	<b>18,150</b>	<b>21,329</b>	<b>21,329</b>	<b>23,494</b>	<b>24,184</b>	<b>25,539</b>	<b>27,907</b>	<b>230,980</b>
<b>Net Income</b>	<b>24,822</b>	<b>24,822</b>	<b>27,018</b>	<b>42,973</b>	<b>45,733</b>	<b>50,437</b>	<b>63,152</b>	<b>63,152</b>	<b>71,811</b>	<b>74,571</b>	<b>79,990</b>	<b>89,465</b>	<b>657,944</b>
	14.3%	14.3%	15.1%	20.2%	21.0%	22.1%	24.8%	24.8%	26.2%	26.7%	27.4%	28.6%	23.1%

**SioGreen Inc.**  
**Projected Cash Flow Statement - Year Two**

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Beginning Cash Balance	714,076	750,644	787,213	806,975	866,233	928,940	962,356	1,046,837	1,131,318	1,176,708	1,275,463	1,380,991	
<b>Cash Inflows</b>													
Income from Sales	173,488	173,488	178,888	212,250	218,140	228,230	255,103	255,103	273,795	279,685	291,888	312,270	2,852,325
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Inflows</b>	173,488	173,488	178,888	212,250	218,140	228,230	255,103	255,103	273,795	279,685	291,888	312,270	2,852,325
<b>Cash Outflows</b>													
Investing Activities													
New Capital Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	75,931	75,931	78,586	92,005	94,445	98,655	109,634	109,634	117,503	119,943	125,371	133,910	1,231,548
Operating Activities													
Salaries and Wages	46,233	46,233	46,233	46,233	46,233	46,233	46,233	46,233	46,233	46,233	46,233	46,233	554,797
Fixed Business Expenses	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	14,755	177,057
Taxes	-	-	19,551	-	-	35,171	-	-	49,914	-	-	61,392	166,028
Financing Activities													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Outflows</b>	136,919	136,919	159,125	152,993	155,433	194,814	170,622	170,622	228,404	180,930	186,359	256,290	2,129,429
<b>Cash Flow</b>	36,568	36,568	19,763	59,257	62,707	33,416	84,481	84,481	45,391	98,755	105,528	55,980	722,896
<b>Operating Cash Balance</b>	750,644	787,213	806,975	866,233	928,940	962,356	1,046,837	1,131,318	1,176,708	1,275,463	1,380,991	1,436,972	
<b>Line of Credit Drawdowns</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Ending Cash Balance</b>	750,644	787,213	806,975	866,233	928,940	962,356	1,046,837	1,131,318	1,176,708	1,275,463	1,380,991	1,436,972	
<b>Line of Credit Balance</b>	-	-	-	-	-	-	-	-	-	-	-	-	-

**SioGreen Inc.**  
**Balance Sheet - Year Two**

	<u>End of Year One</u>	<u>End of Year Two</u>
<b>Assets</b>		
<b>Current Assets</b>		
Cash	714,076	1,436,972
Accounts Receivable	25,000	25,000
Inventory	213,260	213,260
Prepaid Expenses	89,000	85,500
Other Current	<u>37,333</u>	<u>34,667</u>
<b>Total Current Assets</b>	<u>1,078,669</u>	<u>1,795,399</u>
<b>Fixed Assets</b>		
Real Estate	-	-
Buildings	800,000	800,000
Leasehold Improvements	40,000	40,000
Equipment	22,500	22,500
Furniture and Fixtures	30,000	30,000
Vehicles	40,000	40,000
Other Fixed Assets	<u>-</u>	<u>-</u>
<b>Total Fixed Assets</b>	<u>932,500</u>	<u>932,500</u>
<b>Less: Accumulated Depreciation</b>	<u>58,786</u>	<u>117,571</u>
<b>Total Assets</b>	<u><u>1,952,383</u></u>	<u><u>2,610,327</u></u>
<b>Liabilities and Owner's Equity</b>		
<b>Liabilities</b>		
Accounts Payable	-	-
Notes Payable	-	-
Mortgage Payable	-	-
Line of Credit Balance	<u>5,000</u>	<u>5,000</u>
<b>Total Liabilities</b>	<u>5,000</u>	<u>5,000</u>
<b>Owner's Equity</b>		
Common Stock	1,500,000	1,500,000
Retained Earnings	447,383	1,105,327
Dividends Dispersed	<u>-</u>	<u>-</u>
<b>Total Owner's Equity</b>	<u>1,947,383</u>	<u>2,605,327</u>
<b>Total Liabilities and Owner's Equity</b>	<u><u>1,952,383</u></u>	<u><u>2,610,327</u></u>

**SioGreen Inc.**  
**Projected Income Statement - Year Three**

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
<b>Income</b>													
IR-30	29,250	29,250	29,250	31,200	31,200	31,200	33,150	33,150	35,100	35,100	37,050	39,000	393,900
IR-260	15,234	15,234	15,234	16,250	16,250	16,250	17,266	17,266	18,281	18,281	19,297	20,313	205,156
IR-288	22,500	22,500	29,250	29,250	29,250	33,750	33,750	33,750	38,250	38,250	42,750	42,750	396,000
SIO-14	88,350	88,350	88,350	106,020	114,855	114,855	132,525	132,525	132,525	141,360	141,360	159,030	1,440,105
SIO-18	97,350	97,350	97,350	126,555	126,555	136,290	155,760	155,760	175,230	175,230	184,965	194,700	1,723,095
<b>Total Income</b>	<b>252,684</b>	<b>252,684</b>	<b>259,434</b>	<b>309,275</b>	<b>318,110</b>	<b>332,345</b>	<b>372,451</b>	<b>372,451</b>	<b>399,386</b>	<b>408,221</b>	<b>425,422</b>	<b>455,793</b>	<b>4,158,256</b>
<b>Cost of Sales</b>													
IR-30	16,875	16,875	16,875	18,000	18,000	18,000	19,125	19,125	20,250	20,250	21,375	22,500	227,250
IR-260	8,789	8,789	8,789	9,375	9,375	9,375	9,961	9,961	10,547	10,547	11,133	11,719	118,359
IR-288	11,063	11,063	14,381	14,381	14,381	16,594	16,594	16,594	18,806	18,806	21,019	21,019	194,700
SIO-14	36,600	36,600	36,600	43,920	47,580	47,580	54,900	54,900	54,900	58,560	58,560	65,880	596,580
SIO-18	36,600	36,600	36,600	47,580	47,580	51,240	58,560	58,560	65,880	65,880	69,540	73,200	647,820
<b>Total Cost of Sales</b>	<b>109,927</b>	<b>109,927</b>	<b>113,245</b>	<b>133,256</b>	<b>136,916</b>	<b>142,789</b>	<b>159,140</b>	<b>159,140</b>	<b>170,383</b>	<b>174,043</b>	<b>181,627</b>	<b>194,318</b>	<b>1,784,709</b>
<b>Gross Margin</b>	<b>142,758</b>	<b>142,758</b>	<b>146,189</b>	<b>176,019</b>	<b>181,194</b>	<b>189,556</b>	<b>213,311</b>	<b>213,311</b>	<b>229,003</b>	<b>234,178</b>	<b>243,795</b>	<b>261,475</b>	<b>2,373,547</b>
	43.5%	43.5%	43.7%	43.1%	43.0%	43.0%	42.7%	42.7%	42.7%	42.6%	42.7%	42.6%	
<b>Salaries and Wages</b>													
Owner's Compensation	9,548	9,548	9,548	9,548	9,548	9,548	9,548	9,548	9,548	9,548	9,548	9,548	114,577
Salaries	23,340	23,340	23,340	23,340	23,340	23,340	23,340	23,340	23,340	23,340	23,340	23,340	280,078
Payroll	7,638	7,638	7,638	7,638	7,638	7,638	7,638	7,638	7,638	7,638	7,638	7,638	91,662
Part-Time Employees	-	-	-	-	-	-	-	-	-	-	-	-	-
Independent Contractor Payments	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Payroll Taxes and Benefits	4,519	4,519	4,519	4,519	4,519	4,519	4,519	4,519	4,519	4,519	4,519	4,519	54,224
<b>Total Salary and Wages</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>47,545</b>	<b>570,541</b>
<b>Fixed Business Expenses</b>													
Advertising	7,498	7,498	7,498	7,498	7,498	7,498	7,498	7,498	7,498	7,498	7,498	7,498	89,981
Car and Truck Expenses	536	536	536	536	536	536	536	536	536	536	536	536	6,427
Commissions and Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card and Bank Charges	2,678	2,678	2,678	2,678	2,678	2,678	2,678	2,678	2,678	2,678	2,678	2,678	32,136
Customer Discounts and Refunds	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues and Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-
Entertainment	536	536	536	536	536	536	536	536	536	536	536	536	6,427
Insurance (Liability and Property)	536	536	536	536	536	536	536	536	536	536	536	536	6,427
Computer/Internet	107	107	107	107	107	107	107	107	107	107	107	107	1,285
Legal and Professional Fees	268	268	268	268	268	268	268	268	268	268	268	268	3,214
Office Expenses	214	214	214	214	214	214	214	214	214	214	214	214	2,571
Postage and Delivery	54	54	54	54	54	54	54	54	54	54	54	54	643
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	428	428	428	428	428	428	428	428	428	428	428	428	5,142
Repairs and Maintenance	107	107	107	107	107	107	107	107	107	107	107	107	1,285
Supplies	107	107	107	107	107	107	107	107	107	107	107	107	1,285
Telephone and Communications	321	321	321	321	321	321	321	321	321	321	321	321	3,856
Travel	1,071	1,071	1,071	1,071	1,071	1,071	1,071	1,071	1,071	1,071	1,071	1,071	12,854
Utilities	857	857	857	857	857	857	857	857	857	857	857	857	10,284
Uniforms	-	-	-	-	-	-	-	-	-	-	-	-	-
License	27	27	27	27	27	27	27	27	27	27	27	27	321
Gifts	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Background checks	-	-	-	-	-	-	-	-	-	-	-	-	-
Royalties	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 7	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 8	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 9	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc 10	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Fixed Business Expenses</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>15,345</b>	<b>184,139</b>
<b>Other Expenses</b>													
Amortized Start-up Expenses	514	514	514	514	514	514	514	514	514	514	514	514	6,167
Depreciation	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4,899	58,786
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	14,994	14,994	15,680	21,646	22,681	24,353	29,104	29,104	32,243	33,278	35,201	38,737	312,016
<b>Total Other Expenses</b>	<b>20,406</b>	<b>20,406</b>	<b>21,093</b>	<b>27,059</b>	<b>28,094</b>	<b>29,766</b>	<b>34,517</b>	<b>34,517</b>	<b>37,656</b>	<b>38,691</b>	<b>40,614</b>	<b>44,150</b>	<b>376,969</b>
<b>Net Income</b>	<b>59,461</b>	<b>59,461</b>	<b>62,206</b>	<b>86,070</b>	<b>90,210</b>	<b>96,900</b>	<b>115,904</b>	<b>115,904</b>	<b>128,458</b>	<b>132,598</b>	<b>140,291</b>	<b>154,435</b>	<b>1,241,898</b>
	23.5%	23.5%	24.0%	27.8%	28.4%	29.2%	31.1%	31.1%	32.2%	32.5%	33.0%	33.9%	29.9%

SioGreen Inc.  
Projected Cash Flow Statement - Year Three

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Beginning Cash Balance	1,436,972	1,516,840	1,596,707	1,634,339	1,747,468	1,865,771	1,923,757	2,074,178	2,224,599	2,300,260	2,471,548	2,652,454	
<b>Cash Inflows</b>													
Income from Sales	252,684	252,684	259,434	309,275	318,110	332,345	372,451	372,451	399,386	408,221	425,422	455,793	4,158,256
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Inflows</b>	<u>252,684</u>	<u>252,684</u>	<u>259,434</u>	<u>309,275</u>	<u>318,110</u>	<u>332,345</u>	<u>372,451</u>	<u>372,451</u>	<u>399,386</u>	<u>408,221</u>	<u>425,422</u>	<u>455,793</u>	<u>4,158,256</u>
<b>Cash Outflows</b>													
Investing Activities													
New Capital Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	109,927	109,927	113,245	133,256	136,916	142,789	159,140	159,140	170,383	174,043	181,627	194,318	1,784,709
Operating Activities													
Salaries and Wages	47,545	47,545	47,545	47,545	47,545	47,545	47,545	47,545	47,545	47,545	47,545	47,545	570,541
Fixed Business Expenses	15,345	15,345	15,345	15,345	15,345	15,345	15,345	15,345	15,345	15,345	15,345	15,345	184,139
Taxes	-	-	45,668	-	-	68,680	-	-	90,452	-	-	107,216	312,016
Financing Activities													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Cash Outflows</b>	<u>172,817</u>	<u>172,817</u>	<u>221,803</u>	<u>196,146</u>	<u>199,806</u>	<u>274,359</u>	<u>222,030</u>	<u>222,030</u>	<u>323,725</u>	<u>236,933</u>	<u>244,517</u>	<u>364,424</u>	<u>2,851,406</u>
<b>Cash Flow</b>	<u>79,868</u>	<u>79,868</u>	<u>37,631</u>	<u>113,129</u>	<u>118,304</u>	<u>57,986</u>	<u>150,421</u>	<u>150,421</u>	<u>75,661</u>	<u>171,288</u>	<u>180,905</u>	<u>91,369</u>	<u>1,306,851</u>
<b>Operating Cash Balance</b>	<u>1,516,840</u>	<u>1,596,707</u>	<u>1,634,339</u>	<u>1,747,468</u>	<u>1,865,771</u>	<u>1,923,757</u>	<u>2,074,178</u>	<u>2,224,599</u>	<u>2,300,260</u>	<u>2,471,548</u>	<u>2,652,454</u>	<u>2,743,822</u>	
Line of Credit Drawdowns	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Ending Cash Balance</b>	<u>1,516,840</u>	<u>1,596,707</u>	<u>1,634,339</u>	<u>1,747,468</u>	<u>1,865,771</u>	<u>1,923,757</u>	<u>2,074,178</u>	<u>2,224,599</u>	<u>2,300,260</u>	<u>2,471,548</u>	<u>2,652,454</u>	<u>2,743,822</u>	
Line of Credit Balance	-	-	-	-	-	-	-	-	-	-	-	-	-

**SioGreen Inc.**  
**Balance Sheet - Year Three**

	<u>End of Year Two</u>	<u>End of Year Three</u>
<b>Assets</b>		
<b>Current Assets</b>		
Cash	1,436,972	2,743,822
Accounts Receivable	25,000	25,000
Inventory	213,260	213,260
Prepaid Expenses	85,500	82,000
Other Current	<u>34,667</u>	<u>32,000</u>
<b>Total Current Assets</b>	<u>1,795,399</u>	<u>3,096,082</u>
<b>Fixed Assets</b>		
Real Estate	-	-
Buildings	800,000	800,000
Leasehold Improvements	40,000	40,000
Equipment	22,500	22,500
Furniture and Fixtures	30,000	30,000
Vehicles	40,000	40,000
Other Fixed Assets	<u>-</u>	<u>-</u>
<b>Total Fixed Assets</b>	<u>932,500</u>	<u>932,500</u>
<b>Less: Accumulated Depreciation</b>	<u>117,571</u>	<u>176,357</u>
<b>Total Assets</b>	<u><u>2,610,327</u></u>	<u><u>3,852,225</u></u>
<b>Liabilities and Owner's Equity</b>		
<b>Liabilities</b>		
Accounts Payable	-	-
Notes Payable	-	-
Mortgage Payable	-	-
Line of Credit Balance	<u>5,000</u>	<u>5,000</u>
<b>Total Liabilities</b>	<u>5,000</u>	<u>5,000</u>
<b>Owner's Equity</b>		
Common Stock	1,500,000	1,500,000
Retained Earnings	1,105,327	2,347,225
Dividends Dispersed	<u>-</u>	<u>-</u>
<b>Total Owner's Equity</b>	<u>2,605,327</u>	<u>3,847,225</u>
<b>Total Liabilities and Owner's Equity</b>	<u><u>2,610,327</u></u>	<u><u>3,852,225</u></u>

**SioGreen Inc.**  
**Year End Summary**

	<u>Year One</u>	<u>%</u>	<u>Year Two</u>	<u>%</u>	<u>Year Three</u>	<u>%</u>
<b>Income</b>						
IR-30	131,300		262,600		393,900	
IR-260	131,300		164,125		205,156	
IR-288	211,200		316,800		396,000	
SIO-14	480,035		960,070		1,440,105	
SIO-18	574,365		1,148,730		1,723,095	
	<u>-</u>		<u>-</u>		<u>-</u>	
<b>Total Income</b>	<b>1,528,200</b>	<b>100.00%</b>	<b>2,852,325</b>	<b>100.00%</b>	<b>4,158,256</b>	<b>100.00%</b>
<b>Cost of Sales</b>						
IR-30	75,750		151,500		227,250	
IR-260	75,750		94,688		118,359	
IR-288	103,840		155,760		194,700	
SIO-14	198,860		397,720		596,580	
SIO-18	215,940		431,880		647,820	
	<u>-</u>		<u>-</u>		<u>-</u>	
<b>Total Cost of Sales</b>	<b>670,140</b>	<b>43.85%</b>	<b>1,231,548</b>	<b>43.18%</b>	<b>1,784,709</b>	<b>42.92%</b>
<b>Gross Margin</b>	<b>858,060</b>	<b>56.15%</b>	<b>1,620,778</b>	<b>56.82%</b>	<b>2,373,547</b>	<b>57.08%</b>
<b>Total Salary and Wages</b>	<b>539,512</b>	<b>35.30%</b>	<b>554,797</b>	<b>19.45%</b>	<b>570,541</b>	<b>13.72%</b>
<b>Fixed Business Expenses</b>						
Advertising	84,000		86,520		89,981	
Car and Truck Expenses	6,000		6,180		6,427	
Commissions and Fees	-		-		-	
Contract Labor	-		-		-	
Credit Card and Bank Charges	30,000		30,900		32,136	
Customer Discounts and Refunds	-		-		-	
Dues and Subscriptions	-		-		-	
Entertainment	6,000		6,180		6,427	
Insurance (Liability and Property)	6,000		6,180		6,427	
Computer/Internet	1,200		1,236		1,285	
Legal and Professional Fees	3,000		3,090		3,214	
Office Expenses	2,400		2,472		2,571	
Postage and Delivery	600		618		643	
Rent (on business property)	-		-		-	
Rent of Vehicles and Equipment	4,800		4,944		5,142	
Repairs and Maintenance	1,200		1,236		1,285	
Supplies	1,200		1,236		1,285	
Telephone and Communications	3,600		3,708		3,856	
Travel	12,000		12,360		12,854	
Utilities	9,600		9,888		10,284	
Uniforms	-		-		-	
License	300		309		321	
Gifts	-		-		-	
Interest	-		-		-	
Background checks	-		-		-	
Royalties	-		-		-	
Misc 7	-		-		-	
Misc 8	-		-		-	
Misc 9	-		-		-	
Misc 10	-		-		-	
<b>Total Fixed Business Expenses</b>	<b>171,900</b>	<b>11.25%</b>	<b>177,057</b>	<b>6.21%</b>	<b>184,139</b>	<b>4.43%</b>
<b>Other Expenses</b>						
Amortized Start-up Expenses	6,167		6,167		6,167	
Depreciation	58,786		58,786		58,786	
Interest						
Commercial Loan	-		-		-	
Commercial Mortgage	-		-		-	
Line of Credit	-		-		-	
Taxes	17,573		166,028		312,016	
<b>Total Other Expenses</b>	<b>82,525</b>	<b>5.40%</b>	<b>230,980</b>	<b>8.10%</b>	<b>376,969</b>	<b>9.07%</b>
<b>Net Income</b>	<b>64,123</b>	<b>4.20%</b>	<b>657,944</b>	<b>23.07%</b>	<b>1,241,898</b>	<b>29.87%</b>



**SioGreen Inc. - Sales Forecast Worksheet**

**Projected Distribution Based on Wholesale Revenue**

**Direct Dealer Sales**

		Average Price per Unit - \$308		10%		10%		15%		30%		35%			
				IR-30		IR-260		IR-288		SIO 14		SIO 18			
	Year	Revenue	Total Units	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Total Revenue	
Growth %	2021	1,000,000	3,414	769	100,000	769	100,000	625	150,000	613	300,000	638	350,000	1,000,000	
100%	2022	2,000,000	6,829	1,538	200,000	1,538	200,000	1,250	300,000	1,227	600,000	1,275	700,000	2,000,000	
75%	2023	3,500,000	11,951	2,692	350,000	2,692	350,000	2,188	525,000	2,147	1,050,000	2,231	1,225,000	3,500,000	
50%	2024	5,250,000	17,926	4,038	525,000	4,038	525,000	3,281	787,500	3,221	1,575,000	3,347	1,837,500	5,250,000	

**Projected Distribution by Model**

**Based on Revenue**

Distribution	Model	Sell Price
10%	IR-30	130
10%	IR-260	130
15%	IR-288	240
30%	SIO 14	489
35%	SIO 18	549
	Average	308

**Wholesale Distributor Sales**

		Average Price per Unit - \$228		10%		10%		15%		30%		35%			
				IR-30		IR-260		IR-288		SIO 14		SIO 18			
	Year	Revenue	Total Units	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Total Revenue	
Growth %	2021	1,000,000	4,588	1,010	100,000	1,010	100,000	882	150,000	811	300,000	875	350,000	1,000,000	
100%	2022	2,000,000	9,177	2,020	200,000	2,020	200,000	1,765	300,000	1,622	600,000	1,750	700,000	2,000,000	
75%	2023	3,500,000	16,059	3,535	350,000	3,535	350,000	3,088	525,000	2,838	1,050,000	3,063	1,225,000	3,500,000	
50%	2024	5,250,000	24,089	5,303	525,000	5,303	525,000	4,632	787,500	4,257	1,575,000	4,594	1,837,500	5,250,000	

**Projected Distribution by Model**

**Based on Revenue**

Distribution	Model	Sell Price
10%	IR-30	99
10%	IR-260	99
15%	IR-288	170
30%	SIO 14	370
35%	SIO 18	400
	Average	228

**Projected Distributor Units Per Month -**

**Gorman/Hajoca**

**Florida Only - 35 Locations**

	Annual	Monthly	Units/Loc.
2021	4,394	366	10
2022	8,787	732	21
2023	15,378	1,281	37
2024	23,067	1,922	55