

# ESPANITA TEQUILA COMPANY, LLC

## Profit & Loss Statement

December 31, 2023

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### ORDINARY INCOME/EXPENSE

Marketing Services:	\$290,325.00
Interest Income:	\$46,627.38
Total Income:	<b>\$336,952.38</b>

GROSS PROFIT:	<b><u>\$336,952.38</u></b>
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### OPERATING EXPENSES:

#### Advertising and Marketing:

Retail Activations	\$1,753.00
Advertising Photoshoots	\$8,220.09
Trade Events and Spirits Competitions	\$12,450.00
Trade and Consumer Media Advertising	\$78,838.50
E-Mail and Digital Advertising	\$58,672.36
Service Providers Fees	\$76,042.99
Total Advertising and Marketing:	<b><u>\$235,976.94</u></b>

#### Professional Fees and Services:

Accounting	\$9,975.00
Importer's Management Fees and Expenses	\$154,594.97
Distillery's Administrative Charges	\$93,696.00
Total Professional Fees and Services:	<b><u>\$258,265.97</u></b>

Fundraising Expenses:	\$16,113.99
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Bank Fees:	\$263.97
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Interest Expense:	\$16,444.93
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Professional Memberships and Subscriptions:	\$833.33
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TOTAL OPERATING EXPENSES	<b><u>\$527,899.13</u></b>
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INCOME (LOSS) FROM OPERATIONS	<b><u>(\$190,946.75)</u></b>
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### OTHER INCOME / (EXPENSES)

Interest Income - Money Market	\$3,560.90
TOTAL OTHER INCOME / (EXPENSES)	<b><u>\$3,560.90</u></b>

NET INCOME / (LOSS)	<b><u>(\$187,385.85)</u></b>
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