

CocoNoirWine	Startup Costs	Oct-Dec'22 3mo	2023 Year 1	2024 Year 2	2025 Year 3	2026 Year 4	2027 Year 5
<b>Total Revenue</b>	\$ -	\$ 310,995	\$ 1,139,197	\$ 2,026,318	\$ 3,047,312	\$ 3,972,829	\$ 4,473,607
<b>Wine Retail Shop &amp; Bar</b>		\$ 188,316	\$ 544,130	\$ 894,030	\$ 1,100,279	\$ 1,430,042	\$ 1,599,627
Retail Wine Shop+Food Delivery Orders		\$ 74,175	\$ 244,612	\$ 342,317	\$ 303,886	\$ 435,307	\$ 478,735
On-Premise Tasting Room & Restaurant		\$ 114,141	\$ 299,519	\$ 551,713	\$ 796,393	\$ 994,735	\$ 1,120,892
<b>Online Revenue</b>		\$ 37,900	\$ 358,748	\$ 745,029	\$ 1,426,024	\$ 1,875,077	\$ 2,112,884
Online Sales - Coco Noir Website		\$ 26,250	\$ 200,899	\$ 621,212	\$ 1,295,196	\$ 1,699,773	\$ 1,915,346
3rd Party Sales		\$ 11,650	\$ 157,849	\$ 123,818	\$ 130,828	\$ 175,304	\$ 197,537
<b>Additional Revenue Channels</b>		\$ 84,779	\$ 236,318	\$ 387,259	\$ 521,008	\$ 667,710	\$ 761,096
Wine Club		\$ 1,200	\$ 32,950	\$ 103,482	\$ 212,834	\$ 342,599	\$ 434,498
Events		\$ 83,579	\$ 199,292	\$ 276,705	\$ 299,134	\$ 313,650	\$ 313,650
Technology Subscriptions		\$ -	\$ 4,076	\$ 7,072	\$ 9,041	\$ 11,461	\$ 12,947
<b>Start Up Costs</b>	\$ 310,335						
<b>Total Cost of Goods Sold (COGS)</b>		\$ 133,113	\$ 595,469	\$ 1,099,217	\$ 1,807,553	\$ 2,310,795	\$ 2,607,244
<b>Gross Margin (GM)</b>		\$ 177,882	\$ 543,728	\$ 927,101	\$ 1,239,759	\$ 1,662,034	\$ 1,866,363
<b>Gross Margin %</b>		57.2%	47.7%	45.8%	40.7%	41.8%	41.7%
<b>Operating Expenses</b>		\$ 219,302	\$ 484,520	\$ 535,177	\$ 559,114	\$ 554,237	\$ 574,420
<b>Operating Income</b>		\$ (41,420)	\$ 59,208	\$ 391,924	\$ 680,645	\$ 1,107,797	\$ 1,291,943
<b>Operating Margin %</b>		-13.3%	5.2%	19.3%	22.3%	27.9%	28.9%
<b>Other Income &amp; Expenses</b>		\$ -	\$ -	\$ 81,053	\$ 125,608	\$ 158,913	\$ 178,944
Wefunder Revenue Payment		\$ -	\$ -	\$ 81,053	\$ 125,608	\$ 158,913	\$ 178,944
<b>Income Before Tax</b>		\$ (41,420)	\$ 59,208	\$ 310,871	\$ 555,037	\$ 948,884	\$ 1,112,999
Income Tax (at 8.84%)		\$ -	\$ -	\$ 93,261	\$ 166,511	\$ 284,665	\$ 333,900
<b>Net Income</b>		\$ (41,420)	\$ 59,208	\$ 404,132	\$ 721,548	\$ 1,233,549	\$ 1,446,899
<b>Profit Margin %</b>		-13.3%	5.2%	19.9%	23.7%	31.0%	32.3%

The projections mentioned above are forward-looking and cannot be guaranteed.