

Table 1:Income Sheet

INCOME STATEMENT	Year 1	Year 2	Year 3
Sales Revenue	43,200,000	56,160,000	73,008,000
less: Cost of Goods Sold (COGS)	21,600,000	28,080,000	36,504,000
GROSS PROFIT	21,600,000	28,080,000	36,504,000
Gross Margin	50%	50%	50%
less: Sales & Marketing	1,000,000	1,200,000	1,440,000
Wages, Payroll taxes & Benefits	24,000,000	26,400,000	29,040,000
G&A	3,600,000	3,960,000	4,356,000
Utilities	3,600,000	3,960,000	4,356,000
R&D	5,000,000	2,500,000	2,500,000
Professional fees/Licenses	1,000,000	1,000,000	1,000,000
Depreciation	0	0	0
Total Operating Expenses	38,200,000	39,020,000	42,692,000
Net profit before taxes	5,000,000	17,220,000	30,000,000
Operating Margin	11.57%	30.67%	41.09%
Income taxes (30%)	1,500,000	5,166,000	9,000,000
Net Operating income	3,500,000	12,054,000	21,000,000
EBITDA	3,500,000	12,054,000	21,000,000

Table 2: Start-Up Capital (CAPEX)

Item	Amount (₦)
Production equipment & machinery (stove + bio-coal)	15,000,000
Research & Development (patents, prototypes, testing)	5,000,000
Facility rental & setup (yearly)	3,600,000
Initial raw materials (biomass, stove parts)	5,000,000
Office equipment & furniture	1,000,000
Legal, licensing & patent fees	1,000,000
Contingency (10% of total budget)	3,000,000
Total CAPEX	37,400,000

Table 3:Startup Budget

Monthly Costs	No of Months	Monthly Cost (₦)	Total Cost (₦)
Wages/payroll taxes	12	2,000,000	24,000,000
Utilities	12	300,000	3,600,000
Logistics & Distribution	12	500,000	6,000,000
Maintenance & Repair	12	200,000	2,400,000
Marketing & Promotion	12	83,333	999,996
Total OPEX (Year 1)			36,999,996

Table 4: Break Even Points

Metric	Value
Selling price per stove	245,000
Unit cost per stove	120,000
Contribution margin per stove	125,000
Fixed costs/year	37,000,000
Breakeven units/year	296
Breakeven sales (₦)	$296 \times 245,000 \rightarrow 72,520,000$

Table 5: Assumption

Item	Price
Stove price	₦245,000
Stove unit cost	₦120,000
Bio-coal price	₦65,000–₦90,000/ton (avg ₦77,500)
Bio-coal unit cost	₦70,000/ton
Year 1 stove sales	500 units
Year 1 bio-coal sales	480 tons
Sales growth	30% annually
OPEX growth	10% annually
Tax rate:	30%
Initial CAPEX	₦37,400,000