



Beta test sales to early adopters..

Factor in here Beta system replacements

FINANCIAL MODEL- HOT COLD ELECTRICITY GENERATION Date 12th Sept 2022	YEARS										Year 6-10 Summary	Year 11-15 Summary				
	Years	1	2	3	4	5	6	7	8	9		10	11	12	13	14
Units	2023	2,024	2,025	2,026	2,027	2,028	2,029	2,030	2,031	2,032	2,033	2,034	2,035	2,036	2,037	
Product Sales Revenues	Larger sales are driven through OEM licencing after year 3 to 4										Ideal makes 400,000 units for the UK alone per annum					
Unit sales / bases	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Net Sales Price per unit	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	
Royalty per unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	
Annual Gross Product Sales, 000's	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	
Energy Sales Revenue	Showing it will take us 2 years to put the first "HVAC" Generator into production and start selling them. This is to minimise the time to market and derisk the licencing model to large corporations.										5% of market size					
Cumulative Number of Units Deployed	0.0	0.5	3.5	10.0	20.0	40.0	80.0	160.0	320.0	640.0	1,240	1,240	1,240	1,240	1,240	
Power generated per annum (USA 26k, 4k-e)	0.0	0.8	6.0	16.0	32.0	63.0	126.0	252.0	505.0	1,009.0	1,955	1,955	1,955	1,955	1,955	
Net Energy Sale Value Per Annum per Unit	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	106,434	
Gross Annual Energy Sales Revenue	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	53,217	
FYI - Cumulative Capital Deployed For Debt Funders	0.000,000	-	83	2,888	16,500	66,000	264,000	1,056,000	4,224,000	16,896,000	67,584,000	90,024,000	90,024,000	90,024,000	90,024,000	
Total Sales Revenue in ,000s	165,000	218,217	1,197,519	2,714,340	5,428,680	10,857,360	21,714,720	43,429,440	86,858,880	173,717,760	336,578,160	336,578,160	336,578,160	336,578,160	336,578,160	
Capital Costs	Capital Cost per Unit, including sales etc costs										633,750					
FYI: Production Costs.. Interesting for manufacturers	0.000,000	-	63,375	443,625	1,267,500	2,535,000	5,070,000	10,140,000	20,280,000	40,560,000	81,120,000	157,170,000	157,170,000	157,170,000	157,170,000	
Cost of Product Sales	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	126,750	
Annual Gross Margin or Royalty on Product	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	38,250	
Energy / Services Sales Costs	Annual energy cost to NOCS, per unit										271,725					
Cumulative Costs, Thousands	0.0	27,172	190,207	543,449	1,086,899	2,173,797	4,347,594	8,695,188	17,390,376	34,780,752	69,561,504	139,123,008	278,246,016	556,492,032	1,112,984,064	
FYI Commission to OEMs, per unit	1	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
Cost of Energy Sales	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	27,172	
Annual Gross Margin or Royalty on Energy	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	26,045	
Total Sales Costs in ,000's	153,922	823,957	1,810,949	3,621,899	7,243,797	14,487,594	28,975,188	57,950,376	115,900,752	229,120,707	458,241,414	916,482,828	1,832,965,656	3,665,931,312	7,331,862,624	
Net Margin	64,295	373,562	903,391	1,806,782	3,613,563	7,227,126	14,454,252	28,908,504	57,817,008	114,557,453	229,120,707	458,241,414	916,482,828	1,832,965,656	3,665,931,312	
Plus the Carbon Offset / Credit Values	Price per ton Carbon Credit										50					
Total	6,504	45,530	130,086	260,172	520,344	1,040,688	2,081,376	4,162,752	8,325,504	16,651,008	33,302,016	66,604,032	133,208,064	266,416,128	532,832,256	
https://ember-climate.org/data/carbon-price-viewer/																
Indirect Costs	Technology (R&D, engineering, IPR protection)										76,149					
Sales & Marketing	0.000	1,466	2,199	3,299	4,949	7,423	9,279	11,598	14,498	18,122	22,653	28,316	35,395	44,244	55,304	
Professional & Support services	0.000	2,237	3,356	5,034	7,551	11,327	14,159	17,699	22,123	27,654	34,568	43,210	54,012	67,515	84,394	
Taxes and Bank expenses	0.000	540	727	1,047	1,570	2,355	3,532	5,298	7,947	11,920	15,893	20,116	25,645	32,563	40,704	
Short Term Finance Repayments & Fundraising Costs	0.000	2,250	333	1,250	1,047	1,250	1,570	1,963	2,454	3,067	3,834	4,793	5,991	7,488	9,360	
ENG8 Personnel Remuneration Scheme, 5% Net Margin	5%	3,215	4,972	7,458	11,187	16,780	25,170	37,755	56,632	84,948	127,422	191,133	286,699	430,049	645,073	
ENG8 Innovator Bonus Scheme, 2.5% Net Margin	2.5%	1,607	2,486	3,729	5,593	8,390	12,585	18,877	28,316	42,471	63,711	95,569	143,348	215,020	322,536	
Leases, Miscellaneous and Contingency	0.000	2,666	3,471	5,205	7,807	11,710	17,565	26,347	39,520	59,280	88,920	133,380	200,070	297,105	445,657	
Indirect Costs Totals	10,106	16,829	24,996	37,496	55,869	82,603	123,912	185,867	278,811	418,211	627,316	930,975	1,396,463	2,094,698	3,142,043	
EBITDA	(10,106)	53,970	374,596	944,608	1,901,728	3,825,744	7,679,347	15,338,694	30,677,388	61,354,776	122,709,552	245,419,104	490,838,208	981,676,416	1,963,352,832	
EBITDA Cumulative	(10,106)	43,863	418,459	1,363,067	3,264,795	7,090,539	14,769,886	30,163,404	60,993,971	122,709,519	245,419,104	490,838,208	981,676,416	1,963,352,832	3,926,705,664	
Funds Received from Sale of Shares / Investment	ENG-8 Grants										15,000					
Total Investment	18,704	5,556	8,333	12,500	18,750	28,125	42,187	63,280	94,920	142,380	213,570	320,355	480,532	720,798	1,081,197	
Cash at Bank	12,301	71,826	454,755	1,399,363	3,301,091	7,126,835	14,806,182	30,199,700	61,030,268	122,745,815	245,419,104	490,838,208	981,676,416	1,963,352,832	3,926,705,664	
PE Based On Pre Tax EBITDA	Net Business Value (PE x100)										6,171,555					
NPV (Discounting 2035/Year 15 valuation by 10% pa)	11,864,569	13,182,855	14,647,616	16,275,129	18,083,477	20,092,752	22,325,280	24,805,867	27,562,074	30,624,527	34,027,252	37,808,058	42,008,953	46,676,615	51,862,905	
NPV (Discounting 2035 / year 15 valuation by 15% pa)	5,329,934	6,270,510	7,377,071	8,678,907	10,210,479	12,012,328	14,132,150	16,626,059	19,560,070	23,011,847	27,072,761	31,850,307	37,470,949	44,083,470	51,862,905	