

## Projections of income and main outgoings per annum.

	4 sessions p.w.	8 sessions p.w.	12 sessions p.w.	16 sessions p.w.
Gross income from Parent & Child groups	£11,008	£22,016	£33,024	£44,032
Less Venue Hire	£1,720	£3,440	£5,160	£6,880
Less Management Fees	£300	£300	£300	£300
Potential net profit p.a.	£8,988	£18,276	£27,564	£36,852
Gross income from Organisations	£6,020	£12,040	£18,060	
Less Management Fees	£300	£300	£300	
Potential net profit p.a.	£5,720	£11,740	£17,760	

### Assumptions:

- Parent & Child sessions hold 12 paying full fee of £5.00 and 2 sibling discounts of £2.00
- Organisations eg Children's Centres and Nurseries pay £35 for 45 minutes
- Management fee is £25 per month ÷ 4 weeks = £6.25 per week
- Venue Costs £10 p hr
- The classes operate for 43 weeks per year, allowing for 9 weeks holiday

Parties per month	1	3	6	9	12
	£1,400	£4,200	£8,360	12,560	£16,720

### Assumptions:

- The charges for 1-hour parties are £80; for 2-hour parties £120
- 9 out of 10 party bookings are for 2 hours
- Bookings are taken year round

The figures above are an illustration of potential earnings based on the specified assumptions given. Income will vary depending on time spent developing the business, local demographics, going rates and other factors. These assumptions are a guide, with prices and costs varying from region to region. The figures cannot be seen as a guarantee of income and do not include other costs outlined in the prospectus (marketing, insurance, equipment, travel etc.) or other miscellaneous costs.