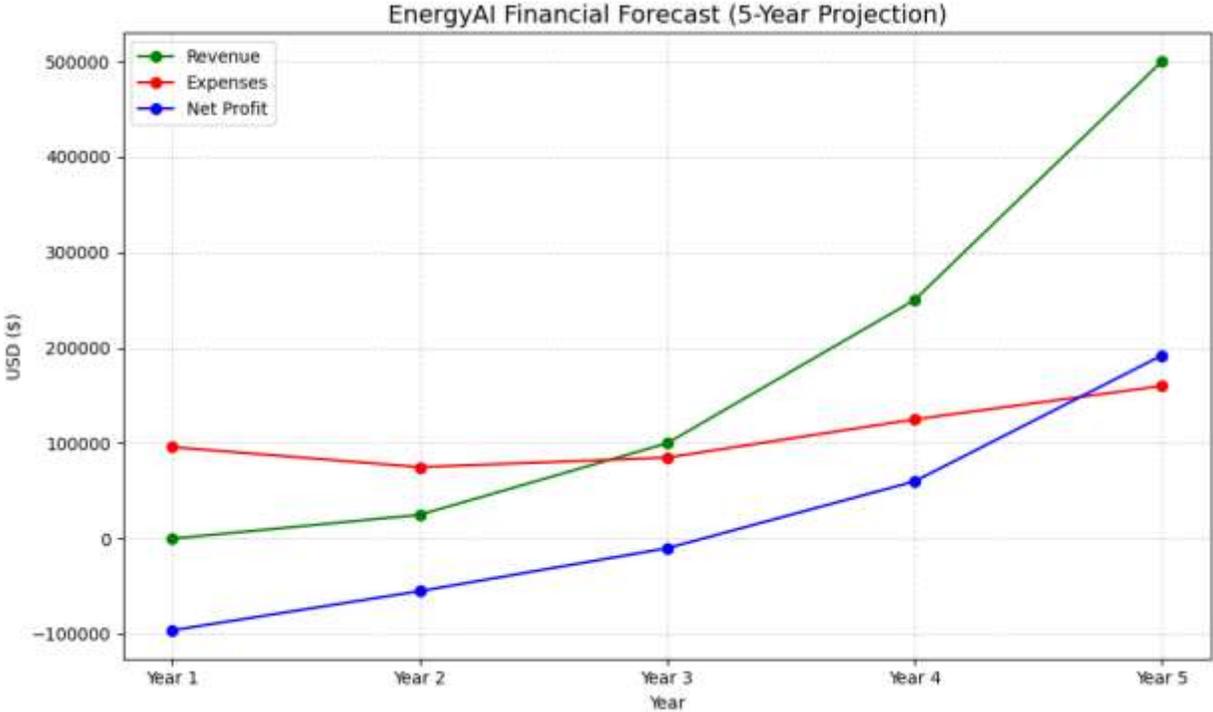


EnergyAI Financial Model 5-Year Projection (Investor-Ready)

This Assumes modest but scalable growth, seed-funded Year 1, and growing community traction

Summary Table: 5-Year Financial Overview (USD)

| Year | Revenue | COGS | Gross Profit | Expenses | EBITDA | Net Profit |
|-------------------------|-----------|-----------|--------------|-----------|-----------|------------|
| Year 1 (Build & Pilot) | \$0 | \$0 | \$0 | \$96,000 | -\$96,000 | -\$96,000 |
| Year 2 (Early Adoption) | \$25,000 | \$5,000 | \$20,000 | \$75,000 | -\$55,000 | -\$55,000 |
| Year 3 (Growth) | \$100,000 | \$25,000 | \$75,000 | \$85,000 | -\$10,000 | -\$10,000 |
| Year 4 (Scale) | \$250,000 | \$50,000 | \$200,000 | \$125,000 | \$75,000 | \$60,000 |
| Year 5 (Profitability) | \$500,000 | \$100,000 | \$400,000 | \$160,000 | \$240,000 | \$192,000 |



Revenue Streams

| Revenue Source | Description | Starts In | Year 5 Revenue |
|---------------------------|---------------------------------------------|-----------|----------------|
| Open-Source Support (B2B) | NGO & gov sponsorships for open deployments | Year 2 | \$100,000 |
| Enterprise Features | White-label AI dashboards, API access | Year 3 | \$150,000 |
| Data Services | ESG reporting, analytics tools | Year 3 | \$75,000 |
| Integration Consulting | Custom deployments for partners | Year 2 | \$125,000 |
| AI Forecasting Models | Licensing localized weather/demand models | Year 4 | \$50,000 |

Cost of Goods Sold (COGS)

Direct costs to deliver platform-based services

- Server/Cloud Infrastructure: \$1,500-\$5,000/year
- IoT Hardware & Maintenance for Pilots
- Developer & Deployment Support per Client
- API usage & third-party integrations

Operating Expenses (OPEX)

| Category | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--------------------------|--------------|--------------|--------------|---------------|---------------|
| Salaries (2-5 core devs) | \$45K | \$55K | \$60K | \$70K | \$80K |
| Pilots & Deployments | \$25K | \$10K | \$10K | \$15K | \$20K |
| Hosting & Infra | \$5K | \$5K | \$6K | \$10K | \$15K |
| Community & Docs | \$5K | \$3K | \$3K | \$5K | \$5K |
| Legal/Admin/Compliance | \$8K | \$2K | \$3K | \$5K | \$5K |
| Total | \$96K | \$75K | \$85K | \$125K | \$160K |

Net Profit Trajectory

- **Year 1-2:** Pre-revenue; grant and seed-funded
- **Year 3:** Breakeven stage with early enterprise features and NGO partnerships
- **Year 4-5:** Scalable and profitable, with diversified revenue and reduced unit costs

Assumptions & Risks

- Seed funding (\$96,000) secured by end of Year 1
- Minimum of 2 pilot deployments in Year 2
- Community of 100+ contributors and 10+ partners by Year 3
- Stable policy environment for renewables in Africa
- Gradual growth in IoT and data monetization channels

Milestone-Linked Use of Funds (Year 1)

| Budget Item | Amount (USD) |
|----------------------------------|---------------------|
| Core Software (AI, UI, security) | \$35,000 |
| Hardware & Sensor Procurement | \$20,000 |
| Pilot Deployment (2 countries) | \$25,000 |
| Training & Community Development | \$10,000 |
| Website, Documentation, Outreach | \$6,000 |
| Total | \$96,000 |