

2024 South Budget

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 H1	2024 H2	2024 FY
	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
All China Membership	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	60,530	60,530	121,061
South memberships	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	7,876	47,258	47,258	94,516
Total member revenue	17,965	17,965	17,965	17,965	17,965	17,965	17,965	17,965	17,965	17,965	17,965	17,965	107,788	107,788	215,576
Training	256	336	9,008	5,336	4,000	16,280	8,100	-	8,100	4,840	4,500	-	35,216	25,540	60,756
Events	-	1,920	16,275	-	12,612	23,800	-	-	15,300	-	25,857	-	54,607	41,157	95,764
Sponsorship	-	9,900	2,970	-	-	-	-	-	-	-	28,215	-	12,870	28,215	41,085
Total variable revenue	256	12,156	28,253	5,336	16,612	40,080	8,100	-	23,400	4,840	58,572	-	102,693	94,912	197,605
Total Revenue	18,221	30,121	46,218	23,301	34,577	58,045	26,065	17,965	41,365	22,805	76,537	17,965	210,481	202,700	413,181
COS:															
Training	128	168	4,504	3,268	2,000	12,001	4,050	-	4,050	3,020	2,250	-	22,069	13,370	35,439
Events	-	600	12,250	-	9,290	15,400	-	-	9,400	-	26,775	-	37,540	36,175	73,715
Total COS	128	768	16,754	3,268	11,290	27,401	4,050	-	13,450	3,020	29,025	-	59,610	49,545	109,155
Gross profit	18,093	29,353	29,464	20,033	23,286	30,643	22,015	17,965	27,915	19,785	47,512	17,965	150,872	153,155	304,027
Opex:															
Total OPEX	33,069	29,069	34,969	30,527	31,186	35,086	30,586	36,404	37,904	33,404	37,904	33,404	193,905	209,607	403,512
EBITDA	(14,976)	284	(5,505)	(10,494)	(7,900)	(4,443)	(8,571)	(18,439)	(9,989)	(13,619)	9,608	(15,439)	(43,034)	(56,452)	(99,486)
Non-underlying expenses:															
Net Income	(14,976)	284	(5,505)	(10,494)	(7,900)	(4,443)	(8,571)	(18,439)	(9,989)	(13,619)	9,608	(15,439)	(43,034)	(56,452)	(99,486)