Revenue Share Among FRANCHISE (50\%), CUSTOMER (15\%) \& DAD AYURVEDA (5\%) = Total Profit 35-40\% Category wise

| TYPE OF EXPENSES | FRANCHISE SCOPE (20\%) | FRANCHISE EXPENSES ONE TIME + MONTHLY | CUSTOMER SCOPE (15\%) | $\begin{aligned} & \text { CUS EXP } 1 \\ & \text { TIME+MON } \end{aligned}$ | DAD AYURVEDA (5\%) | DAD EXP ONE <br> TIME + MON |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 One Time Expenses | Investment |  |  |  | Business Model |  |
|  |  |  |  |  | Team |  |
|  |  |  |  |  | Technology |  |
|  |  |  |  |  | Infrastructure |  |
|  |  |  |  |  | Interior \& Exterior Work |  |
|  |  |  |  |  | Manpower Hiring |  |
|  |  |  |  |  | Market Survey |  |
|  |  |  |  |  | Product Planning, Sourcing |  |
|  |  |  |  |  | Branding, Advertisement |  |
|  |  |  |  |  | Multiple Software's |  |
|  |  |  |  |  | Delivery Vehicle, Services |  |
|  |  |  |  |  | POS Installation Team |  |
| 2 Monthly Expenses | Electricity Bill | According to location |  |  | CCTV Installation |  |
|  | Water Bill | According to location |  |  | Clinic Establishment License |  |
|  | Space Rent | According to location |  |  | All relevant licensing |  |
|  | Monthly Salary - Employees | 78 k in Mega, 1.5L in CP |  |  |  |  |
|  | Stationery | Approx. 10,000 |  |  |  |  |
|  | Software Billing - AMC | 2,000 |  |  |  |  |
|  | Software Telemedicine - AMC | 2,000 |  |  |  |  |
|  | Internet Monthly Expenses | 1,000 |  |  |  |  |
|  | DTH Monthly Expenses | 1,000 |  |  |  |  |
|  | Food \& Beverages for staff | 6,000 |  |  |  |  |
|  | Carry Bag/ Envelops for Meds | 10,000 |  |  |  |  |
|  | Cleaning \& Maintenance | 10,000 |  |  |  |  |
|  | Subscription management cost | 10,000 |  |  |  |  |
|  |  |  |  |  |  |  |
| Total (Mon Expenses) | 60K in Mega, 1L in CP | 1.20 L in Mega, 1.90 L in CP |  |  |  |  |

Compare our expenses: Let's talk about Monthly expenses that are going to make actual difference... Compare what DAD Ayurveda is spending every month and what Franchise is spending every month. Now let us clarify that to breakeven franchise's expenses ( 60 K of Mega \& 1 L of City Pride) we just need sells of ( 5 L in Mega \& 9 L in CP monthly) and to breakeven DAD Ayurveda's expenses ( 1.20 L of Mega \& 1.90L of CP) we need sales of ( $25 \mathrm{~L}+\mathrm{in}$ Mega \& 6oL+in CP) now you understand yourself how quickly we would need to touch our breakeven and when we will touch our breakeven then how much a franchise owner will get? It is going to be huge... Approx. 3 L in mega and 7 to 10 Lakh in City Pride franchise will earn every month. What else is needed in ROI against the investment?

