

# TrustPlus 3-Year Financial Plan

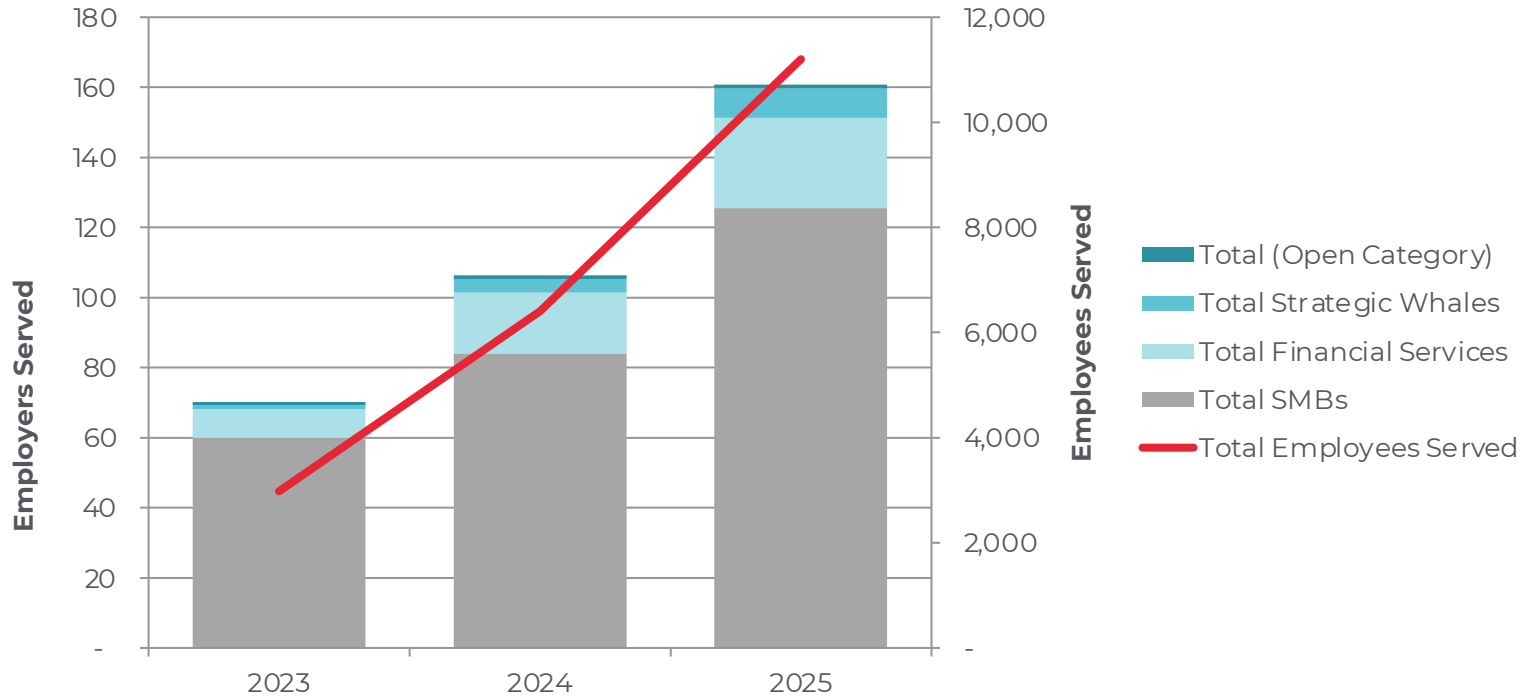
	2023	2024	2025	TOTALS
<b>EXPENSES</b>				
Total Operations Costs	\$1,684,217	\$2,563,604	\$3,360,506	<b>\$7,608,327</b>
Total Growth Costs	\$2,339,622	\$2,103,749	\$2,454,374	<b>\$6,897,745</b>
Overhead Costs	\$1,265,504	\$1,276,796	\$1,413,252	<b>\$3,955,552</b>
<b>Total Costs Before Reserve (Expense Budget)</b>	<b>\$5,289,343</b>	<b>\$5,944,149</b>	<b>\$7,228,132</b>	<b>\$18,461,625</b>
Added To Cash On Hand ("Reserves")	\$165,450	\$171,836	\$195,795	<b>\$533,081</b>
<b>Total Costs</b>	<b>\$ 5,454,793</b>	<b>\$6,115,985</b>	<b>\$7,423,927</b>	<b>\$18,994,705</b>
<b>REVENUES</b>				
TrustPlus Revenues	\$471,468	\$1,045,310	\$2,092,919	<b>\$3,609,697</b>
Cash, High-confidence Renewals, Contracts	\$3,706,080	\$2,932,665	\$2,227,709	<b>\$8,866,454</b>
<b>Total Revenues</b>	<b>\$4,177,548</b>	<b>\$3,977,975</b>	<b>\$4,320,628</b>	<b>\$12,476,151</b>
<b>Remaining Funding Needed (Costs - Revenues)</b>	<b>\$1,277,246</b>	<b>\$2,138,010</b>	<b>\$3,103,299</b>	<b>\$6,518,554</b>

# TrustPlus 3-Year Path to Scale and Sustainability

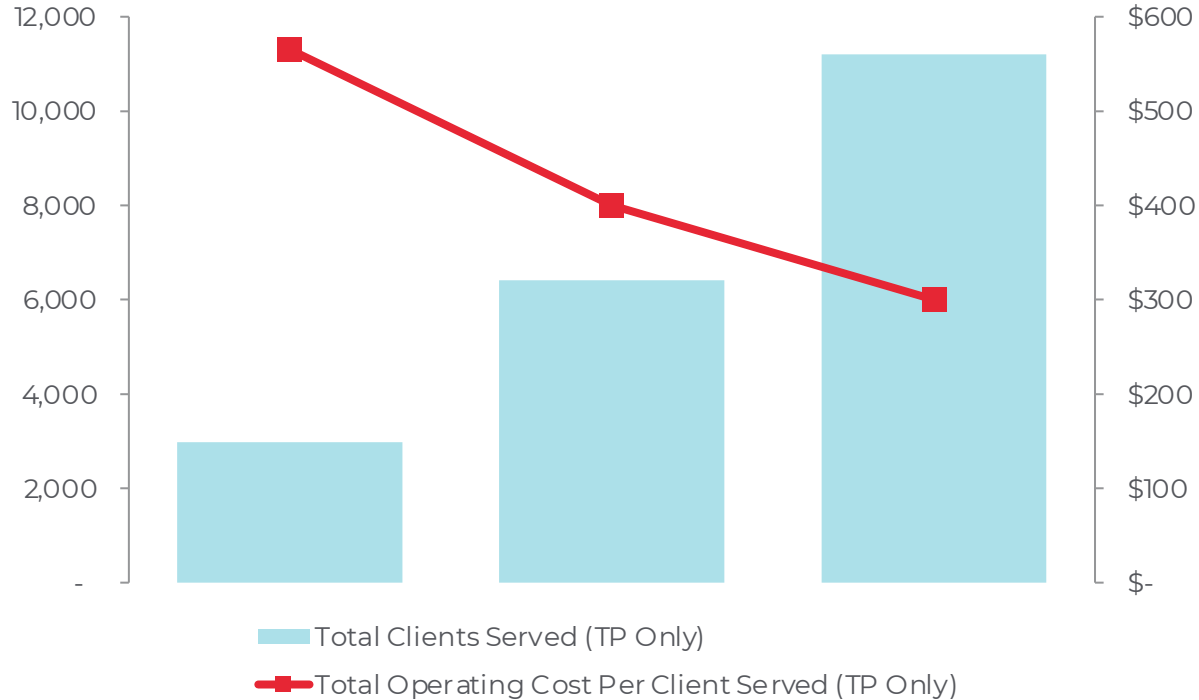
	2023	2024	2025
<b>CUSTOMERS</b>	<b>TOTALS</b>	<b>TOTALS</b>	<b>TOTALS</b>
Total Customers in Portfolio	70	106	161
Average Employees per Customer	1,783	1,652	1,785
<b>Total Workforce</b>	<b>525,000</b>	<b>575,000</b>	<b>690,000</b>
<b>TRUSTPLUS SOLUTION</b>			
Total Users Served	3,000	6,400	11,200
<b>CUSTOMER REVENUE</b>			
Avg Paid per User, Per Annum	\$4.61	\$6.30	\$ 7.76
<b>Total Revenue from Customers per Annum</b>	<b>\$471,468</b>	<b>\$1,045,310</b>	<b>\$2,092,919</b>
<b>SUSTAINABILITY</b>			
Cost per Client Served	\$565	\$400	\$300
Operational Costs	\$1,684,217	\$2,563,604	\$3,360,506
Operational Subsidy Needed (Profit Earned)	\$1,212,749	\$1,518,294	\$1,267,587
Percent of Operations Covered by Earned Revenue	28%	41%	62%



# TrustPlus Growth: Employers and Employees Served (2023-2025)



# TrustPlus Growth: Operational Efficiency (2023-2025)



# TrustPlus Growth: Budgets and Sustainability Ratios (2023-2025)

