

Operational Monthly Report - May 2022

Subscriptions	YTD	Current Month	Previous Month	Change %
New signups	-	-	-	#DIV/0!
Customer Churn	(86)	(9)	(9)	-1%
Active subscriptions	1,860	1,860	1,869	-1%
Available Ridership	2,000	2,000	2,000	0%
Subscribed Ridership (%)	93%	93%	93%	-1%
Expected Revenues	\$ 85,396	\$ 9,299	\$ 9,346	-1%
Revenues Collected	\$ 85,396	\$ 9,299	\$ 9,346	-1%
Collection rate	100%	100%	100%	0%

Profit & Loss

	YTD	Current Month	Previous Month	Change %
Revenues				
Subscriptions	\$ 85,396	\$ 9,299	\$ 9,346	-1%
TOTAL REVENUES	\$ 85,396	\$ 9,299	\$ 9,346	-1%
Costs of Goods Sold				
Telecom Costs	\$ 4,950	\$ 550	\$ 550	0%
Software Updates	\$ 3,338	\$ 465	\$ 467	-1%
Sales Commissions	\$ 3,338	\$ 465	\$ 467	-1%
TOTAL COGS	\$ (11,625)	\$ (1,480)	\$ (1,485)	0%
GROSS MARGIN	\$ 73,771	\$ 7,819	\$ 7,861	-1%
Sales, General & Administrative Expenses				
Revenue Sharing	\$ 7,191	\$ 782	\$ 786	-1%
Payroll	\$ 2,562	\$ 279	\$ 280	-1%
Telecommunication services	\$ 1,708	\$ 186	\$ 187	-1%
Professional fees	\$ 2,135	\$ 232	\$ 234	-1%
Travel expenses	\$ 1,708	\$ 186	\$ 187	-1%
Rent	\$ 854	\$ 93	\$ 93	-1%
Cloud apps	\$ 1,708	\$ 186	\$ 187	-1%
Web services	\$ 342	\$ 37	\$ 37	-1%
Marketing	\$ 2,989	\$ 325	\$ 327	0%
Repairs & Maintenance	\$ 854	\$ 93	\$ 93	-1%
TOTAL SG&A	\$ (22,049)	\$ (2,400)	\$ (2,412)	-1%
EBITDA	\$ 51,721	\$ 5,419	\$ 5,449	-1%
Depreciation Expenses	\$ -	\$ -	\$ -	#DIV/0!
Amortization Expenses	\$ -	\$ -	\$ -	-
EBIT	\$ 51,721	\$ 5,419	\$ 5,449	-1%
Interest Expenses	\$ 1,207	\$ 123	\$ 126	-2%
INCOME BEFORE TAXES	\$ 50,514	\$ 5,296	\$ 5,323	-1%
Income Taxes	\$ 10,216	\$ 1,112	\$ 1,118	-
NET INCOME	\$ 40,298	\$ 4,184	\$ 4,205	0%

Definitions for the line items in the Operational Monthly Report:

Subscriptions section:

1. New signups: New parent/guardian users that subscribe to the ReaXium App
2. Customer Churn: Customer attrition, also known, as customer churn, customer turnover, or customer defection, is the loss of clients or customers.
3. Active subscriptions: Number of users actively using the ReaXium App
4. Available Ridership: Number of passengers or students using the school buses
5. Subscribed Ridership (%): percentage of expected users (parents/guardians) which subscribe to the ReaXium App
6. Expected Revenues: revenue generated from the subscriptions
7. Revenues Collected: actual revenues collected as payment completed and executed
8. Collection rate: percentage expected to subscribe to the ReaXium App based on the previous calculations

Profit & Loss section

1. Subscriptions: equal to revenue collected described previously
2. Telecom Costs: includes the activation and monthly fees for telecomm data services to the telecomm provider
3. Software Updates: costs of updating the SW (software) version of ReaXium School Bus solution
4. Sales Commissions: Commissions paid to the Sales Associated to the account
5. Revenue Sharing: amount of revenue to be shared with the City
6. Payroll: part of SG&A (Sales General & Administration costs)
7. Telecommunication Services: Costs associated to the telecommunication services relative to the solution implemented for the City.
8. Professional fees: Costs associated to the professional services needed to setup the school bus applications as well as other applications relative to the solution implemented for the City
9. Travel expenses: Costs of traveling to City of Pembroke Pines to provide services and support
10. Rent: fraction of the costs associated to the rental of ReaXium offices
11. Cloud apps: fraction of the costs to support the cloud base services (AWS – Amazon Web Services)
12. Web services: fraction of the costs to support the web services licenses fees
13. Marketing Expenses: fraction of the cost that support the marketing plan provided by ReaXium
14. Repairs & Maintenance: fraction of the costs to support the HW/SW (hardware/software) components of the solutions implemented
15. Depreciation Expenses: Depreciation costs
16. Amortization Expenses: Amortization of investment made in HW/SW
17. Interest Expenses: Interest related to the funding of the project
18. Income Taxes: Taxes related to the operation of the services per year