



INCOME FROM TRACKS EXPLANATION

This is a guide to understand the main logic behind our Company's income estimation calculations. In order to facilitate ourselves. The calculations were made by using Microsoft Office Excel.

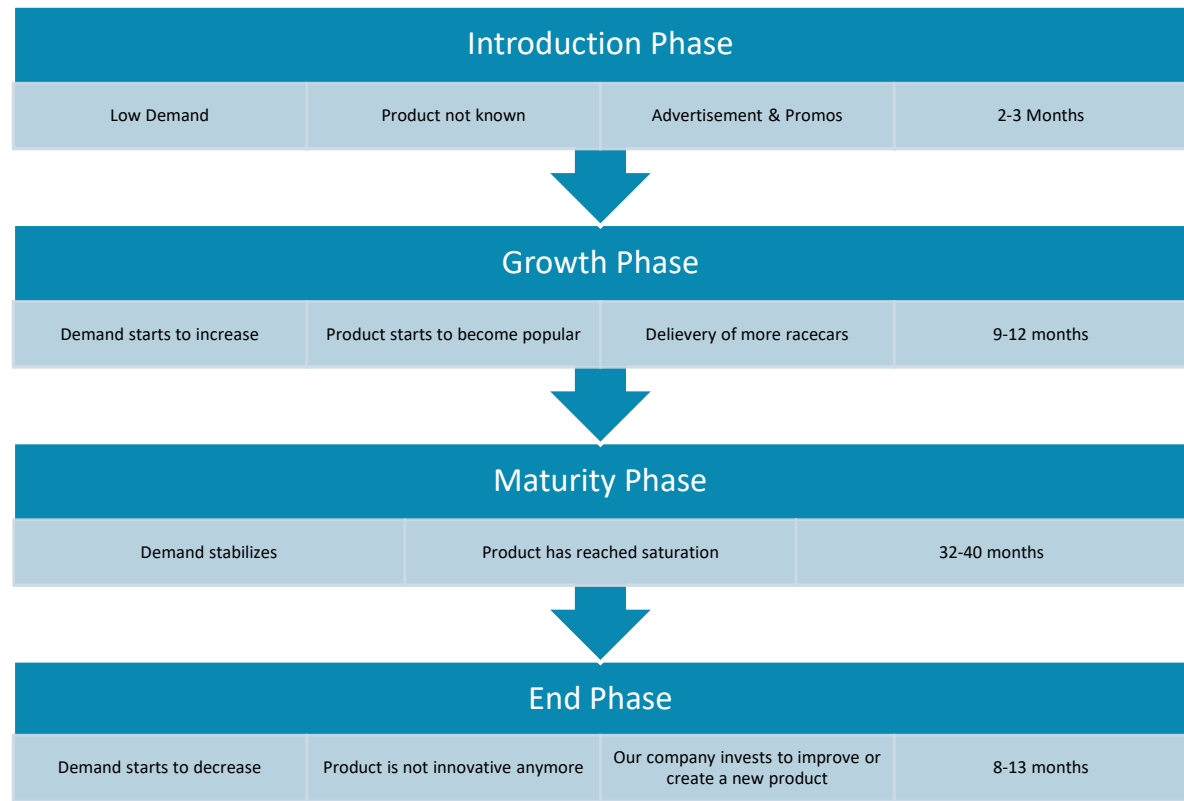
QUICK INTRODUCTION

As we have analyzed before the demand for our racecars is not stable during the 5 year period that we lease our racecars to the tracks. At the first months there is very low demand (Introduction Phase). Gradually as we are getting known there is a slight increase in demand. During this demand growth more cars are delivered to the tracks (Growth Phase). After that period, the demand reaches its highest point and then stabilizes (Maturity Phase). The final stage of the maturity phase where the demand starts to decrease is called End Phase.

We analyze the expected demand in these phases separately and then we allocate the income to each respective year in order to find out our annual profits. For 15 tracks that we have already signed a contract a very detailed study has been made. For the rest expected tracks we calculate the possible income based on the data we have made for these 15 tracks.

TRACK ESTIMATED INCOME

Let's talk about phases



P.S.

- Growth Phase is splitted into 2 or 3 sub-phases depending on the number of racecars the track has at a certain point. Because of the increase in demand, new cars are delievered to the tracks at the growth phase.
- Maturity Phase is splitted into 3 or 4 sub-phases in order to better division of our income through time. That's because the maturity phases lasts more than the other phases.

EXPLANATION OF EACH PHASE SEPARATELY

Now we have to move to the Expected Revenue Sheets. Pick a random track and this guide will help you understand how we calculated our revenue.

The tables on the top are the tables where our total results are calculated (see picture below)

PHASES	INTRO	GROW 1		GROW 2		RETURN %	INCOME AFTER TAX	TRACK PROFIT	TOTAL		INCOME PER CAR	INCOME PER ACCUMULATOR	PROFIT	RACES/MONTH	CARS	ACCU	BREAK
		STRT Y	STRT M	END Y	END M				MAT 1	MAT 2							
J	3	41.746,73 €	0	0	0	26,0%	31.727,51 €	1.927,45 €	29.176,36 €	8.965,94 €	262,90 €	29.176,36 €	1683	961			
G1	3	18.961,97 €	0	0	0	26,0%	14.183,10 €	1.800,17 €	12.382,93 €	2.529,04 €	455,07 €	12.382,93 €	752	752	4	5	0
G2	9	241.742,66 €	0	1	1	26,0%	183.724,42 €	24.123,25 €	157.736,07 €	24.862,13 €	4.775,06 €	157.736,07 €	9747	1083	5	7	1
M1	15	521.028,02 €	1	7	2	26,0%	395.979,01 €	63.946,04 €	329.324,47 €	48.526,29 €	12.384,72 €	329.324,47 €	21000	1400	5	7	1
M2	12	385.752,68 €	2	10	3	26,0%	293.172,04 €	44.697,63 €	245.987,31 €	35.863,83 €	9.524,04 €	245.987,31 €	15552	1256	5	7	1
M3	12	330.090,38 €	3	10	4	26,0%	250.868,69 €	33.699,06 €	214.682,83 €	33.378,57 €	6.827,14 €	214.682,83 €	13308	1109	5	7	1
E	8	163.966,47 €	4	10	5	26,0%	124.614,51 €	11.381,91 €	111.574,74 €	19.406,38 €	2.077,55 €	111.574,74 €	6608	826	5	7	1
T	60	1.702.985,91 €					1.294.269,29 €	180.956,01 €	1.100.879,28 €	171.532,2 €	36.307,28 €	1.100.879,28 €	66650	1004			

FIGURE 1: TOTAL RESULTS

Let's move for now from these tables and let's see each phase separately (see picture below)

INTRODUCTION PHASE										EARNINGS TOTAL									
STRT Y	STRT M	END Y	END M	TOTAL M	BREAK P	STRT TOT	END M	BASE AMOUNT	CHARGE PER	DAYS	TOTAL SUM PER MONTH	TOTAL SUM PER PERIOD	EARNINGS PER CAR	EARNINGS PER ACCUMULATOR CONTAINER	TOTAL INCOME PER CAR AFTER TAXES	TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES	INCOME AFTER TRACK PAYMENT AND TAX	INCOME AFTER TRACK PAYMENT AND TAX PER MONTH	INCOME AFTER TRACK PAYMENT AND TAX PER CAR-MONTH
3	0	10	2	14	2	15	2	224,71 €	440,42 €	5	144	440,42 €	8,808,35 €	31.921,50 €	8.541,19 €	1.317,08 €	2.802,05 €	5.879,45 €	1.257,75 €
TW	3	1	2	2	4	2	3	374,52 €	1.123,56 €	9	239	1.123,56 €	22,471 €	199,635 €	5.841,19 €	1.317,08 €	2.802,05 €	5.879,45 €	1.257,75 €
M-II	3	1	3	4	4	4	3	374,52 €	1.123,56 €	15	239	1.123,56 €	33,707 €	299,502 €	8.541,19 €	1.317,08 €	2.802,05 €	5.879,45 €	1.257,75 €
-SS	3	1	7	9	8	7	7	823,94 €	1.647,89 €	33	520	1.647,89 €	49,062 €	1.647,89 €	25,263 €	80,817 €	2.802,05 €	6.217,20 €	1.385,52 €

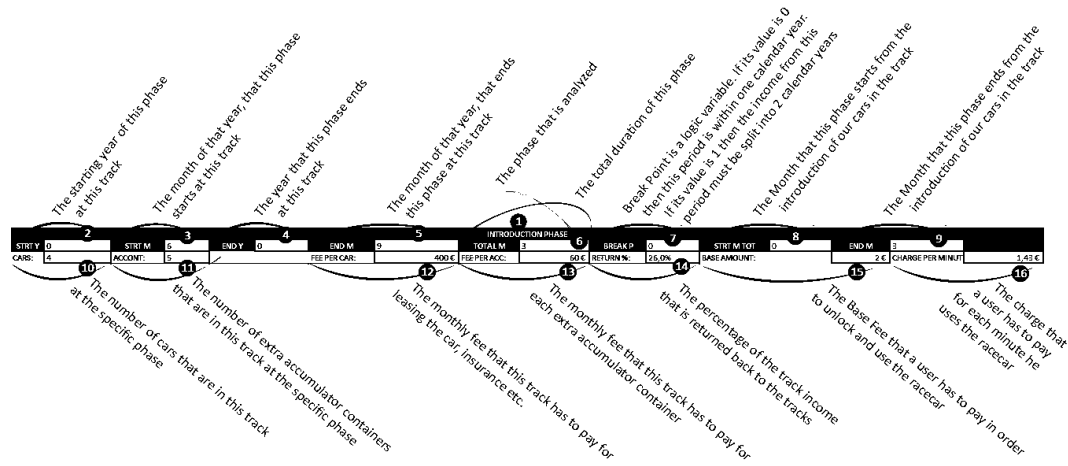
FIGURE 2: REVENUE FROM EACH PHASE

We will analyze each area of this table according to the diagram above.

1. Basic data and information about this phase
2. Estimated users and uses of our racecars at this phase
3. Additional information about the track
4. Calculation of revenue and track profit

1

Basic data and information about this phase



First, there is the phase indicator which shows the phase we are studying at this track. Other additional information is displayed for example the name of cars and accumulator containers the track has, the month that this phase will start or is expected to end, the charges etc. These information help us calculate our revenue in the following sheets.

2

Estimated users and uses of our racecars at this

phase

1. DAYS CATEGORISATION

DAY	TYPE	7-12 (AUG 10)	12-18 (AUG 31)	18-22 (AUG 18)	22 (AUG 25)	PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	C	A		
-TW--	1	6	2	2	25	228,28 €	646,59 €	9	144	960	3	4	480	233,28 €
M--TF--	3	3	3	4	3	372,13 €	1.116,38 €	15	239	960	3	4	480	372,13 €
--SS	2	3	7	9	8	818,66 €	1.697,36 €	33	526	960	3	4	480	746,59 €
														72,09 €

First of all we expect different number of users on each days. On some days we expect around the same number of visitors so we have grouped some days of the week which have the same expectance of visitors together (e.g. Weekends)

DAY	TYPE	DAYS TOTAL
-TW--	1	2
M--TF--	3	3
--SS	2	2
GREECE		
		24

At this example we have made 3 groups based on the expected visitors on each day (1st group: Tuesday, Wednesday (2 days), 2nd group Monday, Thursday, Friday (3 days), 3rd group Saturday and Sunday (2 days)).

The days have been categorized according to the expected visitors study in our Track Study which can be found for Serres Autodrome at page XX.

2. EXPECTED USERS

DAY	TYPE	<7MINS (AVG 5)	7-12 (AVG 10)	12-16 (AVG 14)	16-22(AVG 19)	>22 (AVG 25)	PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	C	A		
TW		1	2	2	2	2	223,28 €	446,55 €	9	144	960	3	4	480	223,28 €
M-TH		1	3	4	4	2	372,13 €	1.116,38 €	15	229	960	3	4	480	372,13 €
-S		3	7	9	9	7	818,68 €	1.637,36 €	33	526	960	3	4	480	746,59 €

users	mins
9	144
15	229
33	526

After having categorized the days into 3 groups, we have to estimate how many uses of our racecars we expect on each of these days. At this example we can see that at the introduction phase we expect 9 users on Tuesdays or Wednesdays, 15 users on Mondays, Thursdays or Fridays and 33 users on Saturdays and Sundays.

The expected users of each phase at each track have been added according to the expected visitors study in our Track Study which can be found for Serres Autodrome at business plan booklet - track analysis.

3. RACING TIME PER USER

DAY	TYPE	<7MINS (AVG 5)	7-12 (AVG 10)	12-16 (AVG 14)	16-22(AVG 19)	>22 (AVG 25)	PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	C	A		
TW		1	2	2	2	2	223,28 €	446,55 €	9	144	960	3	4	480	223,28 €
M-TH		1	3	4	4	2	372,13 €	1.116,38 €	15	229	960	3	4	480	372,13 €
-S		3	7	9	9	7	818,68 €	1.637,36 €	33	526	960	3	4	480	746,59 €

	<7MINS (AVG:5)	7-12 (AVG 10)	12-16 (AVG 14)	16-22(AVG 19)	>22 (AVG 25)	PROFIT PER DAY
2	1	2	2	2	2	223,28 €
3	1	3	4	4	2	372,13 €
7	3	7	9	9	7	818,68 €

We have estimated how many users we can expect at a random day at each phase but we do not know how much each user will be willing to race. That's why Aristurtle made a survey and studied both how much tracks allow drivers to race and how much drivers are willing to race and to pay. These studies can be found at business plan booklet. The results of this study is that 8% of the total users will race for less than 7 minutes, 21% for 7 to 12 minutes, 26% from 12 to 16 minutes, 24% from 16 to 22 minutes and 21% for more than 22 minutes.

So we divided the users according to this study and as a result if we take for example a random Friday at Serres out of 15 users, 1 will drive for less than 7

minutes, 2 will drive for 7 to 12 minutes, 4 for 12 to 16 minutes, 4 for 16 to 22 minutes and finally 3 will drive for more than 22 minutes.

In order to facilitate our calculations, we assume that all drivers at a specific racing time category will drive as much as the average time of this category. For example we assume that all 4 drivers who will drive for 12 to 16 minutes, drive for 14 minutes. This is a safe assumption as we estimate that the racing time is evenly distributed.

4. CALCULATION OF INCOME

TYPE	<7MINS (AVG 5)	7-12 (AVG 10)	12-16 (AVG 14)	16-22 (AVG 19)	22-30 (AVG 27)	2017 DAY	PROFIT TOTAL	users	minutes used	max minutes possible	C	A		
DAY TOTAL	5	10	14	19	25									
THU	1	2	2	2	2	223,28 €	446,55 €	9	144	960	3	4	480	233,28 €
FR	1	3	3	3	3	372,13 €	1.116,38 €	15	239	960	3	4	480	372,13 €
SAT	3	7	9	4	7	818,68 €	1.637,36 €	33	526	960	3	4	480	716,55 €

STRT M TOT	BASE AMOUNT:	PROFIT PER DAY	PROFIT TOTAL
2		223,28 €	446,55 €
3		372,13 €	1.116,38 €
7		818,68 €	1.637,36 €
TOTAL SUM PER WEEK		3.200,30 €	
SUM PER MONTH		13.915,58 €	
SUM PER PERIOD 1		41.746,73 €	
PER CAR		9.956,59 €	

In order to find out how much we earn from our users we use the following formula:
 total earnings = [base or unlock fee] + (minutes of racing) * [charge per minute]

We calculate at first the revenue per day at each day group and then we calculate the total revenue per day group. By adding these we can calculate the total revenue per week.

5. TIME LIMITATIONS

TYPE	<7MINS (AVG 5)	7-12 (AVG 10)	12-16 (AVG 14)	16-22 (AVG 19)	22-30 (AVG 27)	2017 DAY	PROFIT TOTAL	users	minutes used	max minutes possible	C	A		
DAY TOTAL	5	10	14	19	25									
THU	1	2	2	2	2	223,28 €	446,55 €	9	144	960	3	4	480	233,28 €
FR	1	3	3	3	3	372,13 €	1.116,38 €	15	239	960	3	4	480	372,13 €
SAT	3	7	9	4	7	818,68 €	1.637,36 €	33	526	960	3	4	480	716,55 €

CHARGE PER MINUTE	minutes used	max minutes possible
1,43 €	144	960
	239	960
	526	960
FROM CARS		3.056

Of course there is a time limit of how much time our racecars can be operated. This time limits depends on how many racecars and accumulator containers there are on the track. If our estimated expected users exceed that limit, then these users should be rearranged in order to cover these limitations.

At the first column the total minutes that our racecars are used are displayed and in the second column the maximum minutes that our racecars can be used in this track. In order to calculate this number we have taken under consideration the hours that the track is open, the cars and the accumulator containers on that track and the charging time that the accumulator need for a full charge (3 hours).

6. REVENUE PER ADDITIONAL ACCUMULATOR CONTAINERS

TYPE	<7MINS (AVG 5)	7-12 (AVG 10)	12-16 (AVG 14)	16-21(AVG 19)	>22 (AVG 25)	PROFIT PER DAY	PROFIT PER YEAR	users	minutes possible	C	A
Day	5	10	14	19	25						
-TW-	1	2	3	4	5	446,55 €		9	144	3	4
M-TF-	1	3	4	4	4	972,13 €	1.118,38 €	15	239	3	4
-S-	3	7	7	7	7	818,88 €	3.637,38 €	33	528	3	4

times per day without extra Turtlecells	Extra uses per day because of extra Turtlecells	Minutes that cars can be used without extra	Revenue without extra Turtlecells	Revenue from extra Turtlecells
3	4	360	223,28 €	- €
3	4	360	372,13 €	- €
3	4	360	559,94 €	258,74 €

0.6989377

CALCULATOR

In order to have a clear view of how much money we earn from the extra accumulator containers, we want to calculate when they will be used. At the first column we can see how much time each car can be used without extra Turtlecells. As we can see in Serres where the track is open for 12 hours a day, each racecar can be used for a maximum of 3 times per day (1 hour available till the battery drains out and 3 hours for charging). In the next column we can see how many extra times our racecars can be available to be used with the extra accumulator containers. At the third column we can see the minutes that the cars can be used in total without the extra accumulator containers. Having these numbers we can calculate how much of the revenue is due to the racecar itself and how much revenue comes from the extra accumulator containers. Moreover these numbers are not entirely representative for the importance of the extra accumulator containers as these extra accumulator containers can be used during rush hours in order for us to be able to service more customers.

3 Additional information about the track

	GREECE			KW COST	0,1323 €
VAT		24 MONTHS	3	CAR MNTN	- €
				CAR WORK	- €
				TOTAL WRK	- €

VAT in track's country

Duration of this phase (in months)

Additional costs for this track

TRACK & CAR INFO					
Costs	COST OF 1 CAR				33.042,35 €
	COST OF 1 ACCUMULATOR CONTAINER				5.105,58 €
Days		TO	TC	TT	
	-TW--	9	21	12	
	M-TF--	9	21	12	
	--SS	9	21	12	

Track Opening Time

Track Closing Time

Track Total Time Open

- The track operation times are given in order to find out the minutes that our racecars can be operated on that track
- The racecar and accumulator container costs are given in order to calculate the depreciation point of each car or accumulator container

4

Calculation of revenue and track profit

TOTAL SUM PER WEEK	3.200,30 €	129	EARN FROM CARS	2.682,82 €
TOTAL SUM PER MONTH	13.915,58 €	561	EARN FROM ACCO	517,48 €
TOTAL SUM PERIOD 1	41.746,73 €	1683	TOTAL FROM CAR	34.996,40 €
EARNINGS PER CAR	8.749,10 €		TOTAL FROM ACCO	6.750,33 €
EARNINGS PER ACCUMULATOR CONTAINER	1.350,07 €		TRACK INCOME AFTER TAX	2.549,15 €
TOTAL INCOME AFTER TAXES	31.727,51 €		TRACK INCOME PER MONTH	849,72 €
TOTAL INCOME PER CAR AFTER TAXES	8.486,63 €		TRACK INCOME PER CAR	637,29 €
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES	1.309,56 €		-//- PER CAR/MONTH	212,43 €
POSSIBLE INCOME FROM ADVERTISEMENTS	84,15 €		ELECTRICITY COSTS	621,70 €
INCOME AFTER TRACK PAYMENT AND TAX	29.178,36 €		MAINTENANCE COSTS	- €
INCOME AFTER TRACK PAYMENT AND TAX PER MONTH	9.726,12 €		TOTAL COSTS	621,70 €
INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU	7.294,59 €		TRACK PROFIT	1.927,45 €
INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH	2.431,53 €		TRACK PROFIT PER MONTH	642,48 €
INCOME AFTER TRACK PAYMENT AND TAX PER CAR	6.115,08 €			
INCOME AFTER TRACK PAYMENT AND TAX PER ACCUMULATOR CONTAINER	943,61 €		CAR DEPRECIATION MONTH	17
INCOME PER CAR PER MONTH	2.038,36 €			

COMPANY REVENUE

TRACK PROFIT

Last but not least we should calculate the total expected revenue from this track as well as the track's profit.

Let's start from the total revenue.

1. CALCULATION OF TOTAL INCOME PER WEEK/MONTH/PERIOD (OR PHASE)

19-22 (AVG 19)	23-25 (AVG 25)	PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	Users per day extra Turtl
2	2	223,28 €	446,55 €	9	144	960	
4	3	372,13 €	1.116,38 €	15	239	960	
8	7	818,68 €	1.637,36 €	33	526	960	
TOTAL SUM PER WEEK 3.200,30 €				129	EARN FROM CARS	2.682,82 €	
TOTAL SUM PER MONTH 13.915,58 €				561	EARN FROM ACCO	517,48 €	
TOTAL SUM PERIOD 1 41.746,73 €				1683	TOTAL FROM CAR	34.996,40 €	
EARNINGS PER CAR 8.749,10 €					TOTAL FROM ACCO	6.750,33 €	
EARNINGS PER ACCUMULATOR CONTAINER 1.350,07 €					TRACK INCOME AFTER TAX	2.549,15 €	
TOTAL INCOME AFTER TAXES 31.727,51 €					TRACK INCOME PER MONTH	849,72 €	
TOTAL INCOME PER CAR AFTER TAXES 8.486,63 €					TRACK INCOME PER CAR	637,29 €	
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES 1.309,56 €					-//- PER CAR/MONTH	212,43 €	
POSSIBLE INCOME FROM ADVERTISEMENTS 84,15 €					ELECTRICITY COSTS	621,70 €	
INCOME AFTER TRACK PAYMENT AND TAX 29.178,36 €					MAINTENANCE COSTS	- €	
INCOME AFTER TRACK PAYMENT AND TAX PER MONTH 9.726,12 €					TOTAL COSTS	621,70 €	
INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU 7.294,59 €					TRACK PROFIT	1.927,45 €	
INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH 2.431,53 €					TRACK PROFIT PER MONTH	642,48 €	
TOTAL SUM PER WEEK 3.200,30 €				129	EARN		
TOTAL SUM PER MONTH 13.915,58 €				561			
TOTAL SUM PERIOD 1 41.746,73 €				1683			
EARNINGS PER CAR 8.749,10 €							
EARNINGS PER ACCUMULATOR CONTAINER 1.350,07 €							
TOTAL INCOME AFTER TAXES 31.727,51 €							
TOTAL INCOME PER CAR AFTER TAXES 8.486,63 €							
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES 1.309,56 €							
POSSIBLE INCOME FROM ADVERTISEMENTS 84,15 €							
INCOME AFTER TRACK PAYMENT AND TAX 29.178,36 €							
INCOME AFTER TRACK PAYMENT AND TAX PER MONTH 9.726,12 €							
INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU 7.294,59 €							
INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH 2.431,53 €							
INCOME AFTER TRACK PAYMENT AND TAX PER CAR 6.115,08 €							
INCOME AFTER TRACK PAYMENT AND TAX PER ACCUMULATOR CONTAINER 943,61 €							
INCOME PER CAR PER MONTH 2.038,36 €							
INCOME PER ACCUMULATOR CONTAINER PER MONTH 314,54 €							
					CAR DEPRECIATION MONTH	17	
					ACC DEPRECIATION MONTH	17	

At paragraph 2.4 we calculated the total income per day. By adding these numbers we can calculate the total estimated income per week/month or the whole period/phase.

2. CALCULATION OF INCOME PER EACH CAR OR EXTRA ACCUMULATOR CONTAINERS

19-22(AVG 19)	22(AVG 23)		PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	uses per day extra Turck
19	25							
2	2		223,28 €	446,55 €	9	144	960	
4	3		372,13 €	1.116,38 €	15	239	960	
8	7		818,68 €	1.637,36 €	33	526	960	
TOTAL SUM PER WEEK			3.200,30 €		129			
TOTAL SUM PER MONTH			13.915,58 €		561			
TOTAL SUM PERIOD 1			41.746,73 €		1683			
EARNINGS PER CAR			8.749,10 €					
EARNINGS PER ACCUMULATOR CONTAINER			1.350,07 €					
TOTAL INCOME PER CAR AFTER TAXES			8.486,63 €					
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES			1.309,56 €					
POSSIBLE INCOME FROM ADVERTISEMENTS			84,15 €					
INCOME AFTER TRACK PAYMENT AND TAX			29.178,36 €					
INCOME AFTER TRACK PAYMENT AND TAX PER MONTH			9.726,12 €					
INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU			7.294,59 €					
INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH			2.431,53 €					
EARNINGS PER CAR			8.749,10 €					
EARNINGS PER ACCUMULATOR CONTAINER			1.350,07 €					
TOTAL INCOME AFTER TAXES			31.727,51 €					
TOTAL INCOME PER CAR PER MONTH			2.038,36 €					
INCOME PER ACCU PER MONTH			314,54 €					
EARN FROM CARS			2.682,82 €					
EARN FROM ACCO			517,48 €					
TOTAL FROM CAR			34.996,40 €					
TOTAL FROM ACCO			6.750,33 €					
TRACK INCOME AFTER TAX			2.549,15 €					
TRACK INCOME PER MONTH			849,72 €					
TRACK INCOME PER CAR			637,29 €					
€/CAR/MONTH			212,43 €					
ELECTRICITY COSTS			621,70 €					
MAINTENANCE COSTS			- €					
TOTAL COSTS			621,70 €					
TOTAL INCOME AFTER TAXES			31.727,51 €					
TOTAL INCOME PER CAR AFTER TAXES			8.486,63 €					
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES			1.309,56 €					
POSSIBLE INCOME FROM ADVERTISEMENTS			84,15 €					
INCOME PER CAR PER MONTH			2.038,36 €					
INCOME PER ACCU PER MONTH			314,54 €					
CAR DEPRECIATION MONTH							17	
ACC DEPRECIATION MONTH							17	

This section is showed in order to find out how much of this income comes from extra accumulator containers. Although as we mentioned above, these numbers are not entirely representative for the importance of the extra accumulator containers as these extra accumulator containers can be used during rush hours in order for us to be able to service more customers.

3. INCOME AFTER TAXES

19-22(AVG 19)	22(AVG 23)		PROFIT PER DAY	PROFIT TOTAL	users	minutes used	max minutes possible	uses per day extra Turck
19	25							
2	2		223,28 €	446,55 €	9	144	960	
4	3		372,13 €	1.116,38 €	15	239	960	
8	7		818,68 €	1.637,36 €	33	526	960	
TOTAL SUM PER WEEK			3.200,30 €		129			
TOTAL SUM PER MONTH			13.915,58 €		561			
TOTAL SUM PERIOD 1			41.746,73 €		1683			
EARNINGS PER CAR			8.749,10 €					
EARNINGS PER ACCUMULATOR CONTAINER			1.350,07 €					
TOTAL INCOME AFTER TAXES			31.727,51 €					
TOTAL INCOME PER CAR AFTER TAXES			8.486,63 €					
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES			1.309,56 €					
POSSIBLE INCOME FROM ADVERTISEMENTS			84,15 €					
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INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH			2.431,53 €					
EARNINGS PER CAR			8.749,10 €					
EARNINGS PER ACCUMULATOR CONTAINER			1.350,07 €					
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TOTAL INCOME PER CAR AFTER TAXES			8.486,63 €					
TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES			1.309,56 €					
POSSIBLE INCOME FROM ADVERTISEMENTS			84,15 €					
INCOME PER CAR PER MONTH			2.038,36 €					
INCOME PER ACCU PER MONTH			314,54 €					
CAR DEPRECIATION MONTH							17	
ACC DEPRECIATION MONTH							17	

At this point we have to calculate the VAT that we have to pay to each country for our services. This number is then subtracted from the initial income. From the remaining amount the track will get then paid.

4. INCOME AFTER TAX & TRACK PAYMENT

16-22 (AVG 19)	7-22 (AVG 25)	users	minutes used	max minutes possible	Uses per day extra Turtle
19	25				
2	2	223,28 €	446,55 €	144	960
4	3	372,13 €		239	960
8	7	5879,03 €		960	960
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX		29.178,36 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER MONTH		9.726,12 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU		7.294,59 €	
TOTAL		EARNINGS		2.431,53 €	
TOTAL		EARNINGS PER ACCUMULATOR CONTAINER		2.549,15 €	
TOTAL		INCOME AFTER TAXES		849,72 €	
TOTAL		INCOME PER CAR AFTER TAXES		637,29 €	
TOTAL		INCOME PER ACCUMULATOR CONTAINER AFTER TAXES		212,43 €	
TOTAL		POSSIBLE INCOME FROM ADVERTISEMENTS		621,70 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX		-	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER MONTH		621,70 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU		-	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH		621,70 €	
TOTAL		TRACK PROFIT		1.927,45 €	
TOTAL		TRACK PROFIT PER MONTH		642,48 €	
TOTAL		TRACK PR PER MONTH/CAR		160,62 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR		17	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER ACCUMULATOR CONTAINER		17	
TOTAL		INCOME PER CAR PER MONTH			
TOTAL		INCOME PER ACCU PER MONTH			

After the negotiated amount is paid to the tracks, then the remaining amount which is our profit from that track at that phase is calculated. This amount is then displayed both on a monthly basis and also per car on track and per extra accumulator container on track.

5. INCOME PER CAR/ PER EXTRA ACCUMULATOR CONTAINER AND CAR/ ACCUMULATOR CONTAINER DEPRECIATION MONTH

16-22 (AVG 19)	7-22 (AVG 25)	users	minutes used	max minutes possible	Uses per day extra Turtle
19	25				
2	2	223,28 €	446,55 €	144	960
4	3	372,13 €		239	960
8	7	5879,03 €		960	960
TOTAL		INCOME PER CAR PER MONTH		10	
TOTAL		INCOME PER ACCUMULATOR CONTAINER PER MONTH		22	
TOTAL		DEPRECIATION MONTH		32,82 €	
TOTAL		DEPRECIATION MONTH		37,48 €	
TOTAL		DEPRECIATION MONTH		33,40 €	
TOTAL		DEPRECIATION MONTH		33,33 €	
TOTAL		TOTAL INCOME AFTER TAXES		2.549,15 €	
TOTAL		TOTAL INCOME PER CAR AFTER TAXES		849,72 €	
TOTAL		TOTAL INCOME PER ACCUMULATOR CONTAINER AFTER TAXES		637,29 €	
TOTAL		POSSIBLE INCOME FROM ADVERTISEMENTS		212,43 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX		621,70 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER MONTH		-	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR+ACCU		621,70 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR/MONTH		-	
TOTAL		TOTAL COSTS		621,70 €	
TOTAL		TRACK PROFIT		1.927,45 €	
TOTAL		TRACK PROFIT PER MONTH		642,48 €	
TOTAL		TRACK PR PER MONTH/CAR		160,62 €	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER CAR		17	
TOTAL		INCOME AFTER TRACK PAYMENT AND TAX PER ACCUMULATOR CONTAINER		17	
TOTAL		INCOME PER CAR PER MONTH			
TOTAL		INCOME PER ACCU PER MONTH			

In order to calculate how profitable each car is at a certain track we have the income per car and depreciation section, in which we can see in how many months each car covers its production costs.

6. TRACK PROFITS

PROFIT PER DAY		PROFIT TOTAL		MONTHS		
TOTAL FROM	6,752,23 €	223,28 €	446,55 €	9	144	960
TRACK INCOME AFTER TAX	3,879,45 €		1.116,38 €	15	239	960
TRACK INCOME PER MONTH	1.293,15 €		1.637,36 €	33	526	960
TRACK INCOME PER CAR	969,86 €	3.200,30 €		129		2.682,82 €
-/- PER CAR/MONTH	323,29 €	3.915,59 €		59		517,48 €
ELECTRICITY COSTS	621,70 €	746,73 €		1683		34.996,80 €
MAINTENANCE COSTS	- €	749,10 €				6.750,33 €
TOTAL COSTS	621,70 €	350,07 €				2.549,28 €
TRACK PROFIT	3.257,75 €	727,51 €				849,72 €
TRACK PROFIT PER MONTH	1.085,92 €	1.309,56 €				637,29 €
TRACK PR PER MONTH/CAR	271,48 €	84,15 €				212,43 €
		29.178,36 €				621,70 €
		9.726,12 €				- €
		7.294,59 €				621,70 €
		2.431,53 €				1.927,45 €
						642,48 €
						160,62 €
INCOME AFTER TRACK PAYMENT AND TAX PER CAR		6.115,09 €				
INCOME AFTER TRACK PAYMENT AND TAX PER ACCUMULATOR CONTAINER		943,61 €				
INCOME PER CAR PER MONTH		2.038,36 €				
INCOME PER ACCU PER MONTH		314,54 €				
						CAR DEPRECIATION MONTH 17
						ACC DEPRECIATION MONTH 17

Tracks are paid for the services they offer which include battery charging, regular checks, the safety and surveillance of the racecars and their use. Tracks are given a percentage of total profits which is pre determined. All maintenance costs including battery and tires change are covered by Aristurtle. Moreover we have calculated the cost of electricity for charging so here is presented the net profit of the tracks.

TOTAL RESULTS

Phase (Intro, G, Growth, Mx, Maturity, E, End Phase/Decline)	Months of that phase	Total Income	Start month of that phase	Ending month of that phase	Return % of profits to the track	Income after tax (VAT)	Track profits	Income after tax & track payment	Income per Racecar	Races per phase	Races per month	Number of racecars	Extra Accumulator Containers	Break Point (see paragraph 2)	
0	0														
1	0	18.462,97 €	0	0	26,0%	14.183,23 €	1.582,37 €	12.396,49 €	2.329,24 €	48,87 €	12.396,49 €	792	4	5	
2	1	241.742,86 €	0	1	26,0%	182.724,54 €	24.123,26 €	187.748,07 €	4.776,06 €	107.790,07 €	8747	5	7	1	
3	1	521.025,02 €	1	2	26,0%	395.979,02 €	63.546,34 €	329.324,47 €	8.324,47 €	12.304,72 €	329.324,47 €	23.000	5	7	1
4	2	305.752,84 €	2	3	26,0%	229.172,04 €	44.489,94 €	246.862,34 €	35.663,61 €	14.244,04 €	246.862,34 €	15932	5	7	1
5	3	305.090,38 €	3	4	26,0%	250.868,69 €	33.899,06 €	216.882,83 €	33.878,57 €	6.827,14 €	216.882,83 €	13700	5	7	1
6	4	383.968,47 €	4	5	26,0%	324.454,91 €	11.363,91 €	311.574,74 €	29.438,38 €	2.077,85 €	311.574,74 €	6820	5	7	1
TOTAL		1.294.339,29 €				1.020.879,28 €	171.532,2 €	36.387,28 €	1.100.879,28 €	68800				68.800	

This detailed information is necessary for our income estimation but these tables are difficult to be read. That's why at the top of each track's datasheet there is an aggregate table on which only important and basic information is displayed based on the sheets of each phase.

