

# Financial Overview

## Introduction

Included in the financial summary package are 4 documents, each of which are further supported in the complete financial package. The documents included are as follows: 1) Comparative Balance Sheet 2) Comparative Cash Flow 3) Comparative Income Statement 4) Financial Ratios. This particular document contains an explanation of the methods Clear Healthcare used to derive its projections.

## Financial Revenue Model

Clear Healthcare has identified 10 distinct revenue lines for across 4 products for revenue. Additional products and revenue lines will further increase the revenue potential illustrated in our current model.

Revenue Line	Market Population	One Time Fee	Monthly Subscription Fee	Total Signup Potential	Annual Subscription Potential
Insurers Standard	500	\$50,000	\$0	\$25,000,000	\$0
Insurers Analytics	500	\$25,000	\$2,000	\$12,500,000	\$12,000,000
Physicians	800,000	\$0	\$10	\$0	\$96,000,000
Physician Analytics	800,000	\$0	\$2	\$0	\$19,200,000
Facilities	5,815	\$0	\$30	\$0	\$2,093,400
Facility Analytics	5,815	\$0	\$10	\$0	\$697,800
Pharmacies	56,000	\$0	\$15	\$0	\$10,080,000
Pharmacy Analytics	56,000	\$0	\$2	\$0	\$1,344,000
Consumers (28% Smart Phone Market)	71,008,000	\$3	\$0	\$212,313,920	\$0
Consumers (Covered by Insurer)	253,600,000	\$0	\$0.07	\$0	\$213,024,000
<b>TOTAL</b>				<b>\$249,813,920</b>	<b>\$354,439,200</b>

## Rebates

In order to be as conservative as possible with our financial projections, Clear Healthcare has accounted for revenue sharing in our financial package to physician management organizations in order to secure strong business relationships. The physician revenue line of \$10 per month will be impacted by a potential \$3 rebate to large physician management organizations that partner with Clear Healthcare.