

# HELIOTECH

**"CHARGE UP WHEN THE SUN'S**

**Business Plan  
2018-2019**

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# EXECUTIVE SUMMARY

Within the United States with a population of 325.7 million, 77% of the population own a smart phone which requires charge throughout the day. The creation of energy is mainly produced through the burning of fossil fuel which includes coal, oil, and natural gases. During the process of the creation of energy chemicals like carbon dioxide are released into the earth's atmosphere which leads to further conflicts.

HelioTech works to limit the usage of fossil fuels by providing products that create energy through the use of solar energy. Solar Energy is available to a majority of the world's population, and with more solar energy being used than burning fossil fuel, it creates a healthier environment while allowing the customer to do their daily routines, keeping their phone charged at all times. The "Solar Generation" with solar panels being installed throughout the US has brought down the amount of carbon dioxide being emit into the atmosphere by 74 million metric tons, according to the Solar Industry Data. Removing that amount of carbon dioxide is equivalent to removing 15.8 million vehicles off the road, and planting over 1.9 billion trees which work together to help the environment.

HelioTech's products vary from hand held products including cell phone cases and portable chargers to backpacks and speakers which will use solar energy to create the power at any given time. Our goal at HelioTech is to reduce the amount of fossil fuel being used while providing products that use reusable solar energy to charge up any device.

HelioTech currently is working to provide portable devices that don't require an outlet like regular devices which gives the company an advantage. In the market system, there's little to no competitors that provide similar products as HelioTech which can make our market and our profit raise. Areas and time periods in which the sun is not up for a time period is where our company can take a dive.

With solar energy growing economically our company has an opportunity to grow with sales, and expanding the business. The use of our products not only helps the environment but helps the customer with the struggle of having their devices charged without the use of an outlet or regular energy through the burning of fossil fuel. With a mission to reduce the amount of fossil fuel being used, and begin using solar energy HelioTech plans to provide a product to begin using renewable energy at any given time.

With each product sold, an average profit rate of 50% is contributed. An average sell of 2000 units which has a variable cost of \$85,000, leads to a profit of \$170,000. To reach the break even point with the total amount of sales profit and the total cost of production and fixed cost, the amount of units sold should be 54,500.

# BUSINESS RATIONALE

## CUSTOMER EMPATHY

As new technology is on the rise, the need for energy is a constant and daily problem for a majority of the users. Using technology as a CellPhone throughout the day can leave the customer with a drained battery and may not have the time or place to stop and wait for their device to charge. The problem of being away from a charging station or power outlet is common for customers such as travelers, people who tend to be outdoors, and areas in which there is not much power through an outlet. Our Company works to provide a solution that is available to everybody through the use of solar energy.

## PROBLEM STATEMENT

Every electronic device runs on its battery but as the device is constantly used throughout the day the battery is wasted and in order to recharge it, the user has to look for a source (outlet) to plug in their devices in order to recharge it. When a customer is out constantly using their devices and has nowhere to charge their devices or the time, is when our business tries to solve that problem. Areas in which have little to no areas where the “society” is able to charge their devices whether they live in a rural area or have not many power sources throughout the area can be a

## IDEAL STATEMENT

Producing products that will allow the user to charge their devices at any time they desire, but must be when the sun is up. Providing products that use renewable energy and is portable, allowing the customer to charge their devices without the need of electricity or a power outlet all in their hand with the use of solar energy. With purchasing and using our products the customer doesn't have to worry about their devices running out of charge or worrying about finding a power source to charge their needs

## COMPANY GOALS

HelioTech works to find a solution to the conflict of everyday technology users that require that extra charge when necessary, without the use of regular energy and without the use of a outlet. Our main goal is to provide a eco-friendly product that will not only use solar energy to charge up devices but is portable to the customer. Using portable devices which will receive and create energy with the use of the sun can provide charge to the users devices at any given time they desire with the sun being up.



# ABOUT THE BUSINESS

## COMPANY OVERVIEW

HelioTech is an environmental focused company with the goal to keep our customers with fully charged electronics throughout the day with our Helio Smart Cases, and HelioBanks. HelioTech is a C-corp that is dedicated to defend its associates as well as management.

With a loan of \$150,000 HelioTech was able to begin its operation through an online market, to provide a new form of products. As modern technology is used throughout society on a daily basis, it opens up opportunities for HelioTech create a image to their customers on the importance of being able to charge their devices at any given time while on the go.

In the United States a estimated percentage of 77% own a SmartPhone which requires for it to be charged at a certain point of time. With thousands of phones needed to be charged the amount of energy used raises. Energy now is created through the burning of fossil fuel in which we are currently having a economical issue with. Our products solve that issue by a small percentage by using Solar Energy which has no environmental effect and is available to everyone which the exception of areas that don't receive much sunlight.

HelioTech provides products with a goal to reduce the amount of fossil fuel broken down to create energy, and use a new form of energy that is eco-friendly and available to the mass population who own a cellular device or technology that requires charge.

## MISSION STATEMENT

"As the world continues to evolve, technology continues to improve and have many advances. There is a limited supply of fossil fuels and the best way to continue to evolve with the world is with solar technology! Our mission is to develop innovative, convenient, and eco-friendly products. Our products allow customers to charge their devices while on the go."

## ORGANIZATIONAL CHART

HelioTech organizes itself by using a pyramid of power with the Chief Executive Officer (CEO) and Chief Operations Officer (COO) on top. Next is The Chief Financial Officer, followed with the VP of Marketing, Sales, Communications, Arts and Publications, Digital Media, and Human Resources. The Chief Executive Officer is in charge of overlooking the following departments: Marketing, Sales, Arts and Publications, and Digital Media while the Chief Operations Officer is in charge of Communications, Human Resources, and Accounting.



# HELIOTECH

Chief Executive Officer  
Brian Renoj



Chief Operative Officer  
Marcos Castellanos



Vice President of Arts & Publications  
Evelyn Ramirez



- Associate of Arts & Publications  
Adriana Alvarado
- Associate of Arts & Publications  
Abigail Cruz
- Associate of Arts & Publications  
Victor Orozco

Chief Financial Officer  
Fatima Rodriguez



- Associate of Accounting  
Lydia Mejia
- Associate of Accounting  
Juana Orozco
- Associate of Accounting  
Kenia Barrea
- Associate of Accounting  
Victoria Farias

Vice President of Digital Media  
Judith Perez



- Associate of Digital Media  
Meredith Linares
- Associate of Digital Media  
Leslie Vargas
- Associate of Digital Media  
Jonathan Vazquez

Vice President of Communications  
Brenda Sanchez



- Associate of Communications  
Brianna Morales
- Associate of Communications  
Alejandra Nepita
- Associate of Communications  
Iliana Ambriz

Vice President of Sales  
Anayeli Sanchez



- Associate of Sales  
Bretney Lugo
- Associate of Sales  
Freddy Navarro
- Associate of Sales  
Juan Marquez
- Associate of Sales  
Halisson Martinez

Vice President of Human Resources  
Guadalupe Flores



- Associate of Human Resources  
Marlene Crespo
- Associate of Human Resources  
Miiguel Diaz
- Associate of Human Resources  
Julissa Ramirez

Vice President of Marketing  
Luz Mora



- Associate of Marketing  
Vanessa Perez
- Associate of Marketing  
Alexis Flores
- Associate of Marketing  
Oscar Luna

# SWOT ANALYSIS

## STRENGTHS:

- All of our products are eco-friendly
- There are few competitors like HelioTech
- Many of our employees have taken an entrepreneurial course beforehand and understand and know the fundamentals of a business

## WEAKNESSES:

- With our limited work hours inside the office this could limit our sales
- Our products could be have malfunctions when charging devices

## OPPORTUNITIES:

- Beach Areas could have more sales
- Other VEI companies with eco-friendly focuses could want to associate themselves with HelioTech
- More people are shifting over to a more green energy focus instead more people will want to buy our products

## THREATS:

- People would prefer old school powerbank and or phone charging cases instead of our solar powered power banks and smart cases
- As a startup company our brand could not be recognizable for many people

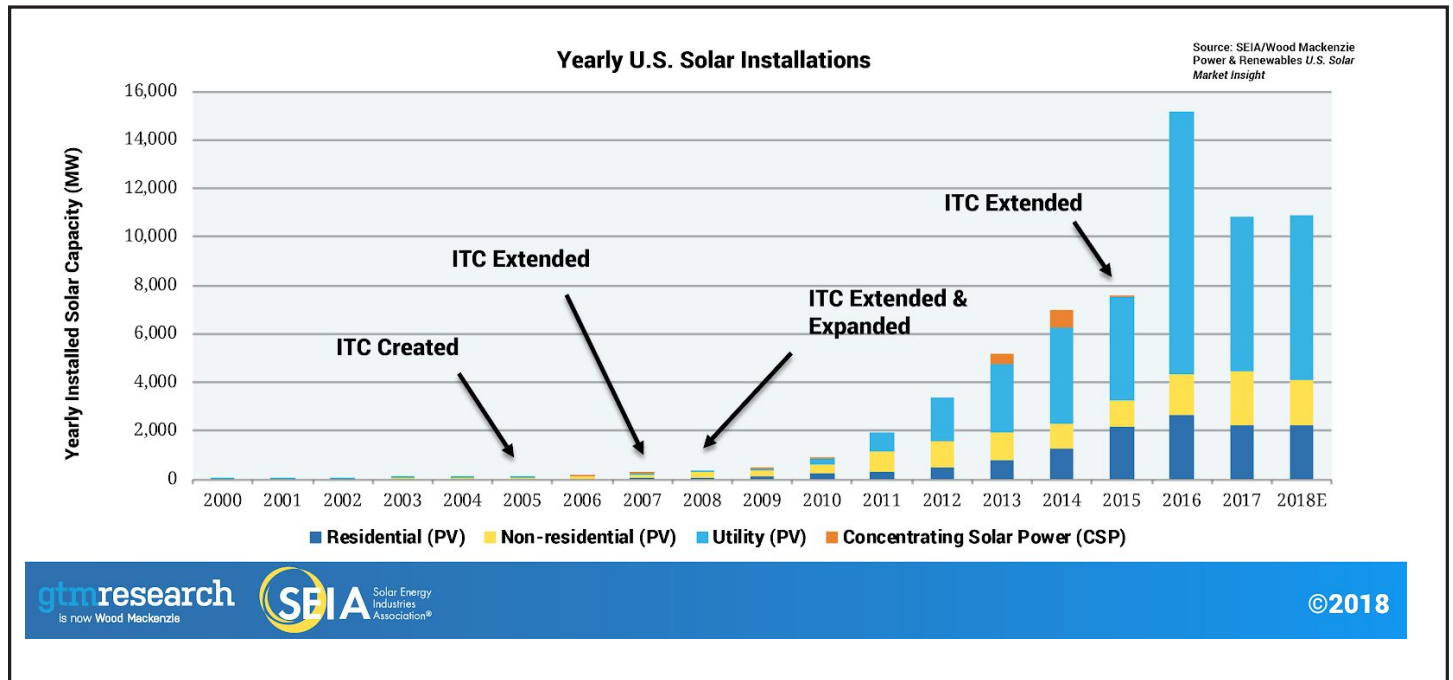
# EXTERNAL ENVIRONMENT

## CURRENT ECONOMIC CONDITIONS:

According to tradingeconomics.com the Gross National Product (GNP) during the second quarter of 2018 it brought \$18,766.395 billion and the Gross domestic product within the United States during 2017 was \$19,485,400 million. Typically when the GDP has a high value a part of that is contributed a lot through the usage of energy that a country uses. So far in 2018 the Prime Rate has been sitting steadily at 5.25%. The inflation rate during 2018 has been 1.9% and the Fed Fund rate is at 2.0%. According to the Balance all of this is perfect for a “Goldilocks” economy, where the inflation rate is not to high but also not to low. If this “Goldilocks” economy is to continue HelioTech could very well keep the company in a safe place where this could be cause for more savings for the company.

## REAL INDUSTRY ANALYSIS:

During the first half of 2018 the U.S installed 4.7 gigawatts of solar photovoltaic capacity, that means more than 220 homes installed solar technology into their household, which makes the total of gigawatts installed 58, this is enough to power 11 million homes. Solar energy has been growing dramatically ever since 2006, thanks to the Solar Investment Tax Credit (ITC) but after 2016 the solar industry saw a drop in solar installations. Fortunately it is predicted that by 2021 there will be a total of 100 GW. It is also predicted that by 2023 the annual amount of gigawatts installed will be at least 14 gigawatts. Currently the industry has over 250,000 people employed in solar.



## VIRTUAL INDUSTRY ANALYSIS:

Although the solar industry has experienced a significant drop since 2016, it is expecting a growth between 2019-2023 it is expected to see an boom in the industry, and with VE's ever growing marketplace HelioTech could see a rise in sales along with popularity as the solar industry grows over these next few years. VE had a total of 509 firms during the 2017-2018 year and of those 509 firms 103 firms were able to be classified under electronics and computers. In total this made \$68,371,924 making electronics and computers the third highest grossing category in VE. With this it looks like the future could be bright for HelioTech

## COMPETITIVE ANALYSIS:

In VE there appears to be only one direct competitor and also one indirect competitor, those being Back Pack and Imperium. Back Pack sells a solar powered backpack that allows you to charge your device throughout the day, this works similarly to our SolPak™ and our HelioHike™, both of which are backpacks with solar panels on the back that can charge your devices. Although there are other indirect competitors most of them will be at trade shows regardless of category or what they sell. This is because they will have the potential of drawing away potential customers from our booth.



# MARKETING PLAN:

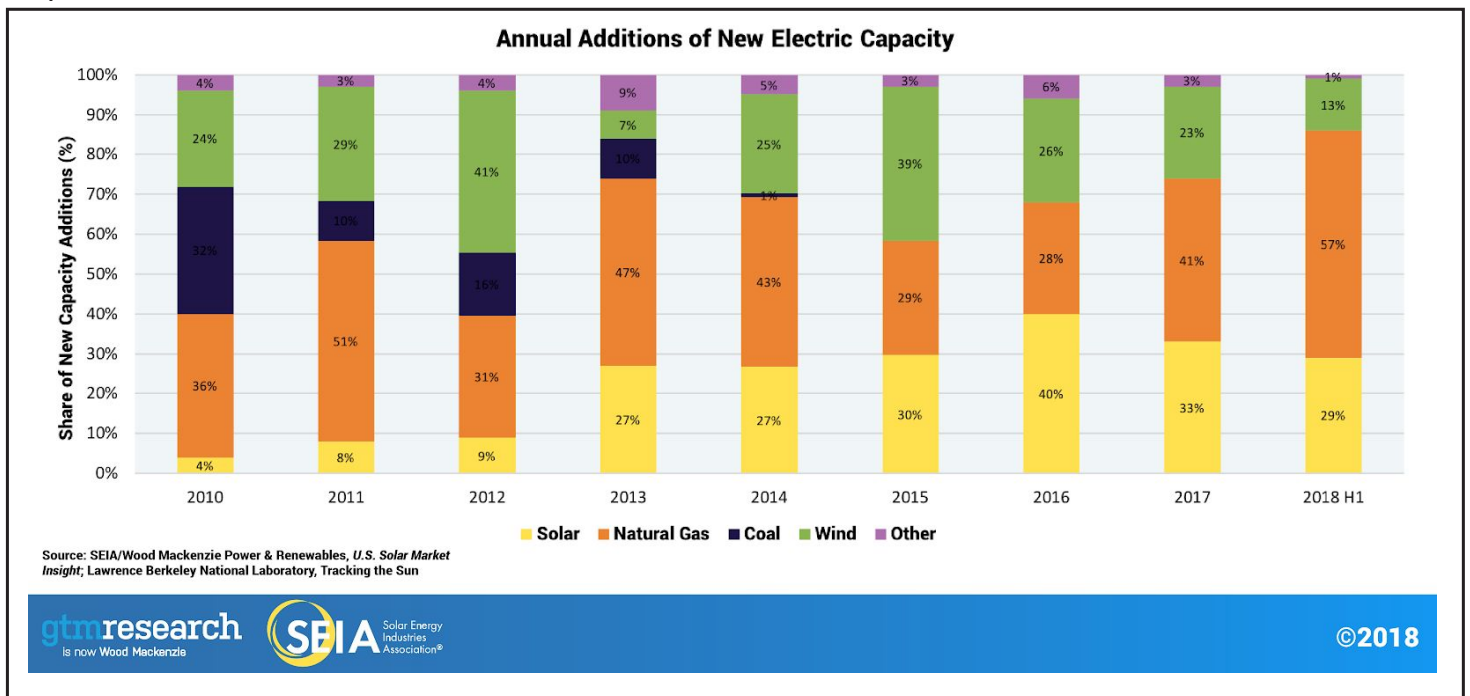
## TARGET MARKET:

Consumers buy things to make some tasks that are time consuming easier and faster to do. Consumers do not want to waste more time on a task that could be done more quickly and efficiently with the help of a product. Consumers buy products that they feel are needed in their everyday life. Many consumers will buy devices since our current era is technological. Since many store have begun to open up online stores on the internet, many consumers buy their products from here. If we advertise on the internet more we will be booming with sales on the internet. Consumers tend to buy products when there is a trend. Consumers also buy products when they can afford or need them. Our consumers are young male/female adults in middle or upper class. These consumers tend to have more money and will be intrigued by our products.

## MARKETING MIX

## PRODUCT DESCRIPTION:

The buyers should feel so happy because there are not many solar power chargers that get charged by only using the sun. So they should feel so excited they get to use new technology that is used by only having the sun out. There have been only similar chargers to our chargers just that you have to charge the portable charger to an outlet for you can charge devices such as phones.



(“Solar Industry Research Data.” SEIA, [www.seia.org/solar-industry-research-data](http://www.seia.org/solar-industry-research-data).)

Over the past eight years the percentage of solar power being used has increased from about 4% to about 30% in the United States. This clearly shows that solar power is in demand. With this energy being in demand, our products will also be in demand since it uses this form of energy. To appeal to our customers we will emphasize on our products being solar powered. In the packaging of our product we will add much cushioning to our boxing to avoid damage to the product. In the representation of our products boxing we will use our company's colors (Light Green, Turquoise, and Golden Yellow). We will place our Logo/Brand Name in the center of the packaging to show that this is a product from HelioTech. Our company does not include refunds, but we do include a 6 month warranty with an extra cost of \$30.

### **PLACEMENT STATEMENT:**

Our primary targets for where our products will be distributed will be Walmart and Costco since these corporations have stores distributed over many cities. This is a brilliant idea because we know that there is a high number of people coming in and out of Walmart on a daily basis. Our products will be conveniently be available for consumers to purchase and for possible customers to see our products in the stores. We will also be distributing our products through our online store. It is more convenient to ship products to our customers and most would prefer this option. To assure our customers with their product orders an email will be sent out to the buyer with all the purchases information. Our company does not include refunds, but we do include a 6 month warranty with an extra cost of \$30.

### **PRICE SECTION:**

Our Helio smartcases cost the company about \$30 to \$50 to manufacture depending on which case it is. By doubling the price of the cases, about \$60 to \$100, we are able to make a profit off of them. For charging phone cases people are mostly willing to pay around \$80 for a good phone case that will last a while. Many competitors have their charging phone cases ranging from \$120 and up. Our Heliobanks cost the company about \$25 to \$35 to manufacture depending on which power bank it is. By doubling the price of the power banks, about \$50 to \$70, we are able to make a profit off of them. For power banks people are mostly willing to pay around \$60 for a product that will function for many years. Competitors have their solar power banks ranging from \$75 and up. Our Heliopacks cost the company about \$30 and \$52.50 to manufacture depending on which backpack it is. By doubling the price of the backpacks, about \$60 and \$105, we are able to make a profit off of them. For backpack people are mostly willing to pay around \$80 for a backpack that will last a while. Competitors have their solar backpacks ranging from \$90 and up. Our Helio Sound speakers cost the company about \$40 to manufacture. By doubling the price of the Helio Sound, about \$80, we are able to make a profit off of them. For a high quality speaker people are mostly willing to pay around \$60 to \$100. Competitors have their speakers ranging

from \$80 and up.

## **POSITIONING STATEMENT:**

Our Business, HelioTech, falls into the market regarding electronics. We sell tech items that are solar powered. We do have a large group of competition here, but we have something most of them don't have, solar powered products. Our company offers solar products to individuals who have money to spend. We offer our products mostly from our online store. Many of our clients may not want to buy our products through the internet because they would not know what the quality of our product and there may be other companies that they could consider buying from instead. Walmart customers would be interested in buying our solar chargers because they can charge a phone anytime as long as there is sunlight, the solar charger is a solar power charger that can be charged anytime during sunlight hours even though you are in the middle of nowhere or in the highest mountain as long as there is sun.

## **PROMOTION STATEMENT:**

There are many ways to promote our company, going to local stores and giving out business cards with our information about the company. Making a banner and placing them on stadiums or places where lots of people are. Facebook, snapchat and youtube ads are an excellent place to share our company. These ads are a good idea because all people are usually on either one of those social media and this would give our product a better chance at people seeing and getting informed about our products. Google ads are a good way of getting people to visit our website and hopefully be interesting.

# **FINANCIAL PLANNING:**

## **FINANCIAL WRITE UP**

Helio Techs financial team started off with a loan of \$150,000 from Virtual Enterprise International (VEI) to cover all start-up costs for the first few months of our rising company. Besides that, Helio Tech also has a business contract with the VEI office for \$202,399.50, which will cover the cost of goods sold and payroll for the first six months. We contain 32 employees and have a payroll of \$116,583.33, which makes our break even point very high. In order to reach our break even point, Helio Tech will have to sale 56,069 units and make \$4,765,898.64. The reason why our break even is so high is because of the large number of employees. Realistically, a company that is just starting off wouldn't have such a high number of people working, they would have started with 4-6 people. However, because we are a virtual company and it is just a class, we have to take all of the students and pay all of the employees. Due to the fact that Helio Tech is a new company, all financial statements will be worked by projections based on how much we've sold. The projections will be compared to the actual results monthly and adjustments based on actual revenue and expenses. Doing so, it will allow the company to make key decisions about how to continue.

# BREAK EVEN ANALYSIS

Average selling price per sale	\$85.00
Average cost of goods sold per sale	\$42.50
Average profit rate	50%
Annual Fixed Cost	\$2,382,949.32

X	Y	Y	Y	Y
Units Sold	Revenue	Variable Cost	Fixed Cost	Total Cost
0	\$0.00	\$0.00	\$2,382,949.32	\$2,382,949.32
2000	\$170,000.00	\$85,000.00	\$2,382,949.32	\$2,467,949.32
5500	\$467,500.00	\$233,750.00	\$2,382,949.32	\$2,616,699.32
9000	\$765,000.00	\$382,500.00	\$2,382,949.32	\$2,765,449.32
12500	\$1,062,500.00	\$531,250.00	\$2,382,949.32	\$2,914,199.32
16000	\$1,360,000.00	\$680,000.00	\$2,382,949.32	\$3,062,949.32
19500	\$1,657,500.00	\$828,750.00	\$2,382,949.32	\$3,211,699.32
23000	\$1,955,000.00	\$977,500.00	\$2,382,949.32	\$3,360,449.32
26500	\$2,252,500.00	\$1,126,250.00	\$2,382,949.32	\$3,509,199.32
30000	\$2,550,000.00	\$1,275,000.00	\$2,382,949.32	\$3,657,949.32
33500	\$2,847,500.00	\$1,423,750.00	\$2,382,949.32	\$3,806,699.32
37000	\$3,145,000.00	\$1,572,500.00	\$2,382,949.32	\$3,955,449.32
40500	\$3,442,500.00	\$1,721,250.00	\$2,382,949.32	\$4,104,199.32
44000	\$3,740,000.00	\$1,870,000.00	\$2,382,949.32	\$4,252,949.32
47500	\$4,037,500.00	\$2,018,750.00	\$2,382,949.32	\$4,401,699.32
51000	\$4,335,000.00	\$2,167,500.00	\$2,382,949.32	\$4,550,449.32
54500	\$4,632,500.00	\$2,316,250.00	\$2,382,949.32	\$4,699,199.32
58000	\$4,930,000.00	\$2,465,000.00	\$2,382,949.32	\$4,847,949.32
61500	\$5,227,500.00	\$2,613,750.00	\$2,382,949.32	\$4,996,699.32
65000	\$5,525,000.00	\$2,762,500.00	\$2,382,949.32	\$5,145,449.32
68500	\$5,822,500.00	\$2,911,250.00	\$2,382,949.32	\$5,294,199.32
72000	\$6,120,000.00	\$3,060,000.00	\$2,382,949.32	\$5,442,949.32
75500	\$6,417,500.00	\$3,208,750.00	\$2,382,949.32	\$5,591,699.32

**Break even point in sales dollars: =**

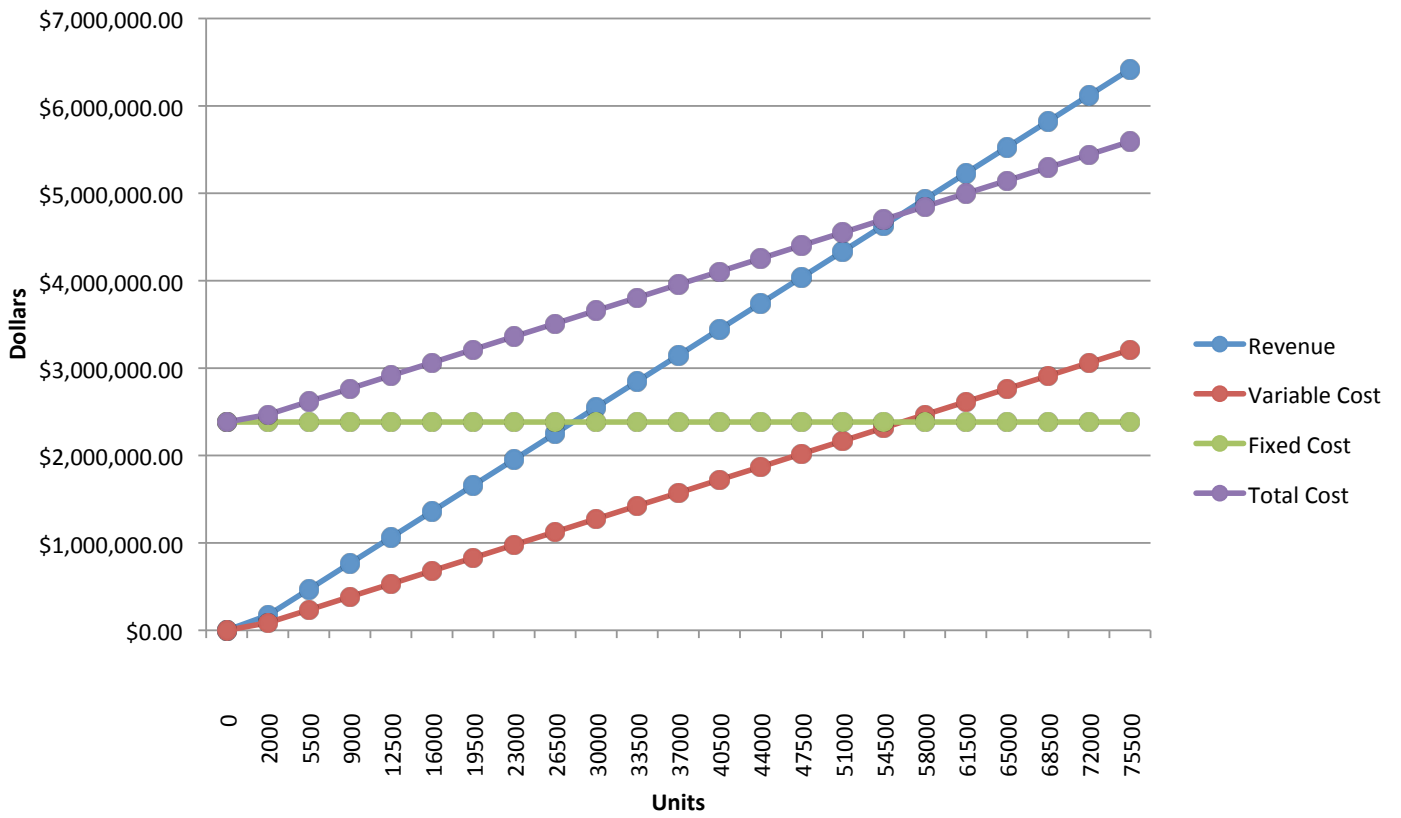
Average selling price x Breakeven point in units  
 Total sales at break even = \$4,765,898.64

**Break even point in # of sales:**

Breakeven point in units = Fixed costs / (Average selling price per unit - average variable cost per unit)  
 Breakeven point in units = 56,069



## Break Even



# PROFIT/LOSS STATEMENT

## PROJECTED FIRST YEAR INCOME STATEMENT

HelioTech

Time Periods

	October	November	December	January	February	March	April
<b>Sales</b>							
Business to Business	0	202399.5	202399.5	202399.5	202399.5	202399.5	202399.5
Trade Show Sales	4519.65	20000	0	40000	45000	0	70000
Internet Sales	0	0	500	700	900	1000	0
Cost of Goods Sold	2259.825	111199.75	101449.75	121549.75	124149.75	101699.75	136199.75
<b>GROSS PROFIT</b>	<b>\$ 2,259.83</b>	<b>\$ 111,199.75</b>	<b>\$ 101,449.75</b>	<b>\$ 121,549.75</b>	<b>\$ 124,149.75</b>	<b>\$ 101,699.75</b>	<b>\$ 136,199.75</b>
<b>Operating Expenses</b>							
Salary (Office & Overhead)	\$ 90,127.70	\$ 90,127.70	\$ 90,127.70	\$ 90,127.70	\$ 90,127.70	\$ 90,127.70	\$ 90,127.70
Payroll (taxes, etc.)	\$ 100,253.51	\$ 100,253.51	\$ 100,253.51	\$ 100,253.51	\$ 100,253.51	\$ 100,253.51	\$ 100,253.51
Outside Services	\$ 335.00	\$ 335.00	\$ 335.00	\$ 335.00	\$ 335.00	\$ 335.00	\$ 335.00
Supplies	\$ 610.14	\$ 610.14	\$ 610.14	\$ 610.14	\$ 610.14	\$ 610.14	\$ 610.14
Repairs & Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Car, Delivery, Travel	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
Accounting Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Legal Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Telephone	\$ 880.00	\$ 880.00	\$ 880.00	\$ 880.00	\$ 880.00	\$ 880.00	\$ 880.00
Utilities	\$ 1,694.00	\$ 1,694.00	\$ 1,694.00	\$ 1,694.00	\$ 1,694.00	\$ 1,694.00	\$ 1,694.00
Insurance	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00
Corporate Taxes (real estate, etc)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest	\$ 906.25	\$ 906.25	\$ 906.25	\$ 906.25	\$ 906.25	\$ 906.25	\$ 906.25
Depreciation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Expenses:	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Benefits	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(other 3)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>	<b>\$ 195,946.60</b>
<b>NET PROFIT/LOSS BEFORE TAXES</b>	<b>\$ (193,686.78)</b>	<b>\$ (84,746.85)</b>	<b>\$ (94,496.85)</b>	<b>\$ (74,396.85)</b>	<b>\$ (71,796.85)</b>	<b>\$ (94,246.85)</b>	<b>\$ (59,746.85)</b>
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>NET PROFIT/LOSS AFTER TAX</b>	<b>\$ (193,686.78)</b>	<b>\$ (84,746.85)</b>	<b>\$ (94,496.85)</b>	<b>\$ (74,396.85)</b>	<b>\$ (71,796.85)</b>	<b>\$ (94,246.85)</b>	<b>\$ (59,746.85)</b>
Owner draw or dividends	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>RETAINED EARNINGS</b>	<b>\$ (193,686.78)</b>	<b>\$ (84,746.85)</b>	<b>\$ (94,496.85)</b>	<b>\$ (74,396.85)</b>	<b>\$ (71,796.85)</b>	<b>\$ (94,246.85)</b>	<b>\$ (59,746.85)</b>

# APPENDIX

# BANK STATEMENT

## US Network Bank

A. gersten (Helio Tech - PF Code US021722) | [Return to portal](#) | [Sign out](#)

### Account details

Account:  [Download account details \(Excel\)](#)

Period: from  until

Date	Name/Description/Acct#	Ref#	Amount	Balance
Oct. 31, 2018	Bianca Diaz (US021515), Santa Ana, CA Fountain Valley Mini Trade Show Acct #630532524	3850716	\$57.80	\$223,172.20
Oct. 31, 2018	HIND BELAATIK (US021511), Santa Ana, CA september Acct #630534918	3850546	\$35.00	\$223,114.40
Oct. 27, 2018	Jarlyn Aguilar (US021721), Santa Ana, CA solar bank Acct #630586047	3844898	\$42.80	\$223,079.40
Oct. 27, 2018	VEI-WESTERN REGION CENTRAL OFFICE Business Contact Acct #210003855	3844294	\$202,399.50	\$223,036.60
Oct. 26, 2018	Natalia Facio (US021511), Santa Ana, CA 1 trade show Acct #630534977	3843611	\$35.00	\$20,637.10
Oct. 25, 2018	Aldo Iglesias (US021721), Santa Ana, CA Fountain Valley trade show Acct #630586217	3842357	\$41.75	\$20,602.10



## **CONTRACT FOR THE PURCHASE AND SUPPLY OF GOODS**

This Deed of Agreement is entered into as of the Effective Date identified below. BETWEEN HelioTech of Santa Ana, California To be known as the HelioTech AND: The VEI Regional Office To be known as the VEI in this agreement

WHEREAS HelioTech desires to enter into an agreement to supply VEI with HelioTech solar powered products To be known as HelioTech devices in this Agreement.

NOW IT IS HEREBY AGREED that HelioTech and VEI shall enter into an agreement subject to the following terms and conditions:

### **1. DEFINITIONS AND INTERPRETATIONS**

1.1 Price, Dollars or \$ is a reference to the currency of the United States of America unless otherwise stated. 1.2 This agreement shall be governed by United States law, and the parties hereby agree to submit to the jurisdiction of the courts of the United States with respect to this agreement.

### **2. COMMENCEMENT AND COMPLETION**

The commencement date is scheduled as of November 1, 2018. The completion date is scheduled as April 1, 2019. The schedule may be modified by agreement as defined in Section 9. Effective date of this agreement: The first day of September Teri Jones Anayeli Sanchez Southern California Regional Director, Vice President of Sales 18543 Devonshire St., Suite 472 1401 S. Grand Avenue Northridge, CA 91324 Santa Ana, CA 92705

### **3. PURCHASE ORDERS**

3.1 VEI shall follow the HelioTech price lists. 3.2 VEI shall present HelioTech with a purchase order from the wholesale marketplace for the provision of various HelioTech wireless solar powered products each month. 3.3 The purchase order shall nominate the method of delivery as defined in Section 4. 3.4 Purchase orders are to be sent electronically, and are to be interpreted under standards and guidelines outlined in the order.

### **4. DELIVERY**

4.1 VEI shall arrange for delivery to be made according to one of the following terms: The shipping and insurance of the wireless charging products shall be the sole responsibility of and entirely at the expense of VEI. (b)The shipping and insurance of solar powered charging products shall be the responsibility of the HelioTech. VEI shall provide HelioTech at least 30 days notice and pay any additional request carriage and insurance costs from the original HelioTech delivery price list.

**5. PAYMENT**

5.1 The payment terms shall be in full upon receipt of invoice. Interest shall be charged at 2% on accounts not paid within 30 days of the invoice date. Past due invoices will be charged 1.5% interest per month outstanding. The prices shall be as stated in the sales order unless otherwise agreed in writing by the HelioTech. 5.2 Payments are to be sent electronically, and are to be performed under standards and guidelines outlined in outlined in 5.1. 5.3 The contract with VEI will be for \$188,252.93 posted on the first of every month. Beginning November 1, 2018 ending April 1, 2019.

**6. REJECTION**

6.1 If the devices and accessories do not comply with the order or HelioTech does not comply with any of the conditions, then VEI shall at its sole discretion be entitled to reject the solar powered charging products and the order. VEI shall return the rejected solar powered charging products to HelioTech at VEI risk and expense or notify HelioTech to collect the solar powered charging products. HelioTech may use its discretion to replace the solar powered charging products according to the invoice or refund any monies paid.

**7. TERMINATION**

7.1 If VEI fails to carry out any of its obligations and duties under this agreement HelioTech may issue a notice specifying the breach and request that it be remedied within 14 days after receipt of such notice. 7.2 If VEI fails to provide adequate remedy within the specified 14 days the agreement may be terminated forthwith.

**8. DISPUTES**

8.1 HelioTech and VEI shall attempt to settle all disputes, claims or controversies arising under or in connection with the agreement through consultation and negotiations in good faith and a spirit of mutual cooperation. 8.2 This method of determination of any dispute is without prejudice to the right of any party to have the matter judicially determined by a United States Court of competent jurisdiction.

**9. AMENDMENT**

9.1 This agreement may only be amended in writing signed by or on behalf of both parties. SIGNATURES In witness where of HelioTech and VEI have caused this agreement to be entered into by their duly authorized representatives as of the effective date written below.

Anayeli Sanchez 10/19/18 \_\_\_\_\_  
(Seller: Anayeli Sanchez, Vice President of Sales, HelioTech) Date

\_\_\_\_\_  
(Buyer: VEI Teri Jones) Date

# LOAN AMORTIZATION TABLE

## Virtual Enterprises International Loan Amortization Table

### Loan Information

Loan Amount (Principal)	150,000
Annual Interest Rate	7.25%
Term of Loan in Years	2
# of Payments per Year	12
Payment Type	end of period
Monthly Payment	(\$2,987.90)

### Summary

Rate (per period)	0.6042%
Number of Payments	24
Total of Payments	179,274.25
Total Interest	29,274.25

No.	Principal	Interest for the Period	Total Balance Outstanding	Payment for the period	Principal Reduction	Revised Balance Outstanding
1	150,000	906.25	150,906.25	2987.90	2081.65	147,918.35
2	147918.35	893.67	148,812.02	2987.90	2094.23	145,824.11
3	145824.11	881.02	146,705.14	2987.90	2106.88	143,717.23
4	143717.23	868.29	144,585.52	2987.90	2119.61	141,597.62
5	141597.62	855.49	142,453.10	2987.90	2132.42	139,465.20
6	139465.20	842.60	140,307.80	2987.90	2145.30	137,319.90
7	137319.90	829.64	138,149.54	2987.90	2158.26	135,161.64
8	135161.64	816.60	135,978.24	2987.90	2171.30	132,990.33
9	132990.33	803.48	133,793.82	2987.90	2184.42	130,805.91
10	130805.91	790.29	131,596.20	2987.90	2197.62	128,608.29
11	128608.29	777.01	129,385.30	2987.90	2210.90	126,397.40
12	126397.40	763.65	127,161.05	2987.90	2224.25	124,173.14
13	124173.14	750.21	124,923.36	2987.90	2237.69	121,935.45
14	121935.45	736.69	122,672.15	2987.90	2251.21	119,684.24
15	119684.24	723.09	120,407.33	2987.90	2264.81	117,419.43
16	117419.43	709.41	118,128.84	2987.90	2278.50	115,140.93
17	115140.93	695.64	115,836.58	2987.90	2292.26	112,848.67
18	112848.67	681.79	113,530.47	2987.90	2306.11	110,542.56
19	110542.56	667.86	111,210.42	2987.90	2320.04	108,222.52
20	108222.52	653.84	108,876.36	2987.90	2334.06	105,888.46
21	105888.46	639.74	106,528.20	2987.90	2348.16	103,540.30
22	103540.30	625.56	104,165.86	2987.90	2362.35	101,177.95
23	101177.95	611.28	101,789.23	2987.90	2376.62	98,801.33
24	98801.33	596.92	99,398.26	2987.90	2390.98	96,410.35
25	96410.35	582.48	96,992.83	2987.90	2405.42	94,004.93
26	94004.93	567.95	94,572.87	2987.90	2419.96	91,584.97
27	91584.97	553.33	92,138.29	2987.90	2434.58	89,150.39
28	89150.39	538.62	89,689.01	2987.90	2449.29	86,701.10
29	86701.10	523.82	87,224.92	2987.90	2464.09	84,237.02
30	84237.02	508.93	84,745.95	2987.90	2478.97	81,758.05
31	81758.05	493.95	82,252.00	2987.90	2493.95	79,264.10
32	79264.10	478.89	79,742.98	2987.90	2509.02	76,755.08
33	76755.08	463.73	77,218.81	2987.90	2524.18	74,230.90
34	74230.90	448.48	74,679.38	2987.90	2539.43	71,691.48
35	71691.48	433.14	72,124.61	2987.90	2554.77	69,136.71
36	69136.71	417.70	69,554.41	2987.90	2570.20	66,566.51
37	66566.51	402.17	66,968.68	2987.90	2585.73	63,980.77
38	63980.77	386.55	64,367.33	2987.90	2601.35	61,379.42
39	61379.42	370.83	61,750.25	2987.90	2617.07	58,762.35
40	58762.35	355.02	59,117.37	2987.90	2632.88	56,129.47
41	56129.47	339.12	56,468.58	2987.90	2648.79	53,480.68
42	53480.68	323.11	53,803.79	2987.90	2664.79	50,815.89
43	50815.89	307.01	51,122.90	2987.90	2680.89	48,135.00
44	48135.00	290.82	48,425.81	2987.90	2697.09	45,437.91
45	45437.91	274.52	45,712.43	2987.90	2713.38	42,724.52
46	42724.52	258.13	42,982.65	2987.90	2729.78	39,994.75
47	39994.75	241.63	40,236.38	2987.90	2746.27	37,248.48
48	37248.48	225.04	37,473.52	2987.90	2762.86	34,485.62
49	34485.62	208.35	34,693.97	2987.90	2779.55	31,706.06
50	31706.06	191.56	31,897.62	2987.90	2796.35	28,909.72
51	28909.72	174.66	29,084.38	2987.90	2813.24	26,096.48
52	26096.48	157.67	26,254.14	2987.90	2830.24	23,266.24
53	23266.24	140.57	23,406.80	2987.90	2847.34	20,418.90
54	20418.90	123.36	20,542.26	2987.90	2864.54	17,554.36
55	17554.36	106.06	17,660.42	2987.90	2881.85	14,672.51
56	14672.51	88.65	14,761.16	2987.90	2899.26	11,773.26
57	11773.26	71.13	11,844.39	2987.90	2916.77	8,856.48
58	8856.48	53.51	8,909.99	2987.90	2934.40	5,922.09
59	5922.09	35.78	5,957.86	2987.90	2952.12	2,969.96
60	2969.96	17.94	2,987.90	2987.90	2969.96	(0.00)
<b>Totals</b>		<b>29,274.25</b>		<b>179,274.25</b>	<b>150,000.00</b>	