

Sustainability

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After the second year according to the attention capacity of 7 patients per day on 7 active hours by two simultaneous areas (or psychologist attention) considering just 5 days per week (could be even 6 days if necessary) the financial panorama would be enough (\$70,000 MXN a month but we consider just \$60,000 MXN for this example) for the expenses every year and if the capacity is reached we could add rooms, therapists, to improve the patient attention amount.

If things go according to plan the first income by the patients could be used to buy more equipment, have more courses for the caregivers, etc.

| | AMOUNT | MONTHLY | EXPENSES | GROSS INCOME |
|---------------------------------|--------|--------------------------|----------|--------------|
| Session cost | 250 | \$60,000 | | |
| Per year | | | | 720,000 |
| Therapists per year | | \$14,000 | 336,000 | |
| Psychologist and administrative | | \$15,000 | 180,000 | |
| Janitors | | \$6,000 | 72,000 | |
| General miscellaneous expenses | | \$5,583 | 70,000 | |
| | | Total expenses \$658,000 | | |

- After expenses we have \$62,000 MXN

Physical adecuation

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| | | TOTAL |
|------------------------------|---|----------------------|
| Room set up | Painting, acoustic isolation, vinilic floor, lights, electrical | \$65,000 |
| Climatization | Two AC | \$30,000 |
| Office furniture and PC | Desk, chairs, benches, office cabinet, waiting room furniture (sofas, central table, TV, water dispenser) | \$78,360 |
| Therapeutic decoration | Vinils, pictograms, calm colors | \$10,000 |
| Automated Lights and effects | Alexa, Automated lights and effects | \$9,500 |
| Ceiling vinils and fabrics | To achieve sensorial adaptive visual atmosphere | \$14,500 |
| | | \$207,360 MXN |

Sensorial room areas

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| SET AREAS | DESCRIPTION | TOTAL |
|--------------------------------------|--|----------------------|
| Vestibular | terapeutic swings, tyrolese, hanging leter, trampoline, and climbing wall, musical cushios, iris huracan panel | \$130,456 |
| Propioceptive | Rollers, tunnels, spring board, sensorial weights, weight excercise leggins | \$25,000 |
| Visual and tactil | Multi sensorial matterials, tactive panels, acrylic mirrors, fiber optics sets and tables, Bubbles tube, fiber optics rain, infinite geometric panels, Flouresent lights set | \$206,774 |
| Auditive and musical | Speakers, musical instrumets, and scent difusor, magic cube, | \$75,876 |
| Balance and motion | Therapy Swing, Equilibrium Sensorial bag, climbing wall, tactil panel | \$53,696 |
| Relaxation and behavioral contention | balls pool, heavy blanquets, cushioned pillows, and self regulation area. | \$14,500 |
| | | \$506,406 MXN |

Human resources

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| PERSONNEL | DESCRIPTION | TOTAL |
|---------------------|--|---------------|
| Therapeutic | Ocupational and Sensorial therapeutes (2) x 14,000 | \$336,000 |
| Infant psychologist | Part time \$ 9,000 | \$108,000 |
| Administrative | Part time \$ 6,000 | \$72,000 |
| Janitor | \$ 6,000 | \$72,000 |
| Certification | SPM, Dunn, EOIS, Ayres scope SI x 2 | \$56,000 |
| | | \$644,000 MXN |

Administrative and operational

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| PERSONNEL | DESCRIPTION | TOTAL |
|-------------------------|--|---------------------|
| Therapeutic material | Molding clay, sheets, globes, liquid kits | \$18,000 |
| Clinical paper work | Sheets and patient files, certificates sheets | \$6,000 |
| Janitor and maintenance | Cleaning and laundry items, preventive maintenance | \$12,000 |
| Electrical, water bills | AC, lights and equipment | \$7,000 |
| Internet and software | Wifi, Spotify subscription, Computer | \$17,000 |
| Ads and propaganda | Posters, Social network ads and school visits. | \$10,000 |
| | | \$70,000 MXN |

Totals

17

AMOUNT

Adecuation

\$207,360

Equipment

\$506,406

Human resources

\$644,000

Operational

\$70,000

Initial investment \$1,427,766

*\$82,913.24 USD

* Considering a Exchange rate of 17.22