



...financing contracts, creating jobs!

GoBigHub KPIs

Actual (2015-2017) Governance Reporting

	1	2015	2016	2017	YTD	Total
Income	4					
Commissions From Crowd Funding Platform	5	2,575,000	4,168,750	7,190,000	-	13,933,750
Profit Sharing From Contract Financing Fund	6	40,441,100	74,540,000	112,862,000	24,750,000	227,843,100
Total Income	19	43,016,100	78,708,750	120,052,000	24,750,000	241,776,850
	22					
Expenses	23					
Salaries & Allowances	24	5,829,000	8,409,000	12,018,000	6,009,000	26,256,000
Bank Charges	25	396,900	1,942,163	8,152,500	1,500,000	10,491,563
License Fees	26	447,000	477,000	477,000	-	1,401,000
Insurance	27	75,000	75,000	75,000	75,000	225,000
Electrical Installations And Repairs	28	521,250	321,250	507,625	253,813	1,350,125
Stationery	29	448,500	397,000	406,100	203,050	1,251,600
Service Charges	30	193,550	203,120	423,230	211,615	819,900
Professional Fees	31	500,000	500,000	550,000	6,800,000	1,550,000
Rent Expense	32	1,460,000	13,200,000	9,600,000	39,208,000	24,260,000
Provisional Tax	33	180,000	260,000	218,000	109,000	658,000
Computer And Internet Expenses	34	335,000	570,000	536,000	268,000	1,441,000
Electricity	35	1,155,000	1,208,000	730,400	365,200	3,093,400
Office Cleaning	36	604,500	409,000	561,700	280,850	1,575,200
Water	37	484,500	509,000	639,700	319,850	1,633,200
Airtime	38	352,000	569,000	555,200	277,600	1,476,200
Meals	39	794,000	833,700	1,374,400	687,200	3,002,100
Marketing Expenses	40	942,000	1,284,000	1,159,200	579,600	3,385,200
Depreciation	41	3,991,750	3,102,223	2,433,041	1,216,521	9,527,014
Total	45	18,709,950	34,269,456	40,417,096	58,364,298	93,396,502
	46					
Net Surplus / (Deficit)	47	24,306,150	44,439,294	79,634,904		148,380,348
	48					
Financial Position - Actual	49	2015	2016	2017	YTD	
	50					
Current Assets	51					
Cash At Bank/(Bank Overdraft)	52	86,250	4,530,000	2,306,250		
Inventory	53	-	-	-		
Accounts Receivable	54	18,506,036	38,860,514	32,837,032		
GSTt Receivable	55	-	-	-		
Cash At Hand		535,000	2,450,000	5,450,000		
Other Current Assets	56	-	-	-		
	61	19,127,286	45,840,514	40,593,282		
Current Liabilities	62					
Accounts Payable	63	1,650,000	1,650,000	1,650,000		
GST Payable	64	-	-	-		
Income Received In Advance	65	-	-	-		
Other Current Liabilities	66	2,012,500	9,300,000	4,950,000		
	72	3,662,500	10,950,000	6,600,000		
	73					
Working Capital	74	15,464,786	34,890,514	33,993,282		
	75					
Fixed Assets And Long Term Investments	76					
Plant And Equipment	77	15,833,250	12,731,028	10,297,986		
Intangible Assets	78	-	-	-		
	84	15,833,250	12,731,028	10,297,986		
Term Liabilities	85					
Bank Debt	86	-	-	-		
	92	-	-	-		
Equity	94	31,298,036	47,621,542	44,291,268		
	95					

Go Big Finance & Mentorship Hub Limited

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Receivables Aging	103					
Current	104	18,506,036	38,860,514	32,837,032		
One Year Overdue	105	-	-	-		
Total Receivables	108	18,506,036	38,860,514	32,837,032		
	109					
Payables Aging	113					
Current	114	1,650,000	1,650,000	1,650,000		
One Year Overdue	115	-	-	-		
Two Years Overdue	116	-	-	-		
Three Years Or More Overdue	117	-	-	-		
Total Receivables	118	1,650,000	1,650,000	1,650,000		
Financing		2015	2016	2017	YTD	Total
Loans		103,373,576	207,725,000	324,850,000	141,000,000	635,948,576
Crowdfunding		51,500,000	83,375,000	143,800,000	-	278,675,000
Total		154,873,576	291,100,000	468,650,000	141,000,000	914,623,576
Projected Financing		2015	2016	2017	YTD	Total
Loans		-	400,000,000	1,280,000,000		1,680,000,000
Crowdfunding		-	400,000,000	800,000,000		1,200,000,000
Total		-	800,000,000	2,080,000,000		2,880,000,000
Movement in Equity		2015	2016	2017	YTD	Total
Equity		9,733,149	15,938,591	39,192,066	23,000,000	64,863,806
Working Capital Ratio		2015	2016	2017	YTD	Average
Receivables		18,506,036	38,860,514	32,837,032		30,067,861
Payables		1,650,000	1,650,000	1,650,000		1,650,000
Ratio		11	24	20		18
Employee Retention (% of total staff)		2015	2016	2017	Year to Date	Total
Total Number of Staff (Permanent)	1,000,000,000	3	5	6	8	
Staff Retened		3.00	5.00	6.00	8.00	
Target Retention		3.00	5.00	6.00	8.00	
Entrepreneurs Mentored (Inua Kijana Fellowship)		2015	2016	2017	Year to Date	Total
Entrepreneurs Mentored		-	73	154	31	
Targeted Mentors		-	100	200	1,000	
Contract Jobs Created		2015	2016	2017	Year To Date	Total
Part time jobs	5,000,000	30.97	58.22	93.73	28.20	211.12
Contract Agents Employed		23	37	41		101.00
Target		50	100	200	5000	5,350.00
Employee Hours Spent on Training and Development		2015	2016	2017	Year to Date	Total
Training Hours		-	-	2	3	5
Targeted Training Hours	52	-	-	24	24	48
Other KPIs		2015	2016	2017	YTD	Total
Number Of Buyers/Contract Financiers	100000000	13	22	31	2	66
Sellers/Contract Owners	50000000	23	37	41	4	105
Average Order Frequency/Month		1.92	3.08	3.42	0.33	2.19
Average Contract Ticket		6,733,634	7,867,568	11,430,488	35,250,000	8,710,701
Client Acquisition Cost Demand		26,166.67	21,762.71	16,100.00	96,600.00	19,796.49
Gross Merchandise Volume		197,889,676	369,808,750	588,702,000	127,435,000	1,283,835,426
Number Of Transactions		23	37	41	4	105
Take Rate		5%	5%	5%	5%	5%

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