



# 3DX INDUSTRIES

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**MANUFACTURING COMPANY  
ROLLUP**

*Business Plan*

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# EXECUTIVE SUMMARY

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3DX Industries, Inc (OTC: \$DDDX) is a publicly-traded precision manufacturing business located in Ferndale, WA. The company is currently seeking to acquire funding to purchase existing manufacturing companies that will be subsequently rolled-up into the 3DX Industries brand. These companies, ABC Corp, Advantage Machine Shop, and Micro Logic Corp are successful manufacturing businesses with revenues in excess of \$3 million each. These entities will be dissolved upon purchase, operating solely as tradenames of 3DX Industries.

3DX Industries services a broad range of customer bases that includes governments, industrial plants, fabricators, and large commercial enterprises. We operate using a customer-oriented business model, focusing on service driven results. Our line of services consists of precision machining for steel products, aluminum products, plastics, and a broad range of other materials. Through years of experience in the industry, 3DX has provided high level services for countless customers. This experience and knowledge helps us to provide high-quality service to our customers and has led to a high rate of customer retention.

## Vision

The Corporation's owners will lead 3DX Industries to dominate the 3D printing and precision manufacturing space by becoming a staple in the industry, known strictly as reliable and efficient. 3DX Industries will continue to build off the goodwill that has made the company a customer-favorite since inception. To ensure growth of revenues, 3DX Industries will continue purchasing a variety of manufacturing companies, particularly those that specialize in plastic and metal 3D-printing. Due to high barriers to entry, the 3D Printing market currently has low competition. This allows 3DX Industries to strategically purchase competition, increasing it's market share by a large portion with each acquisition.

## Objectives

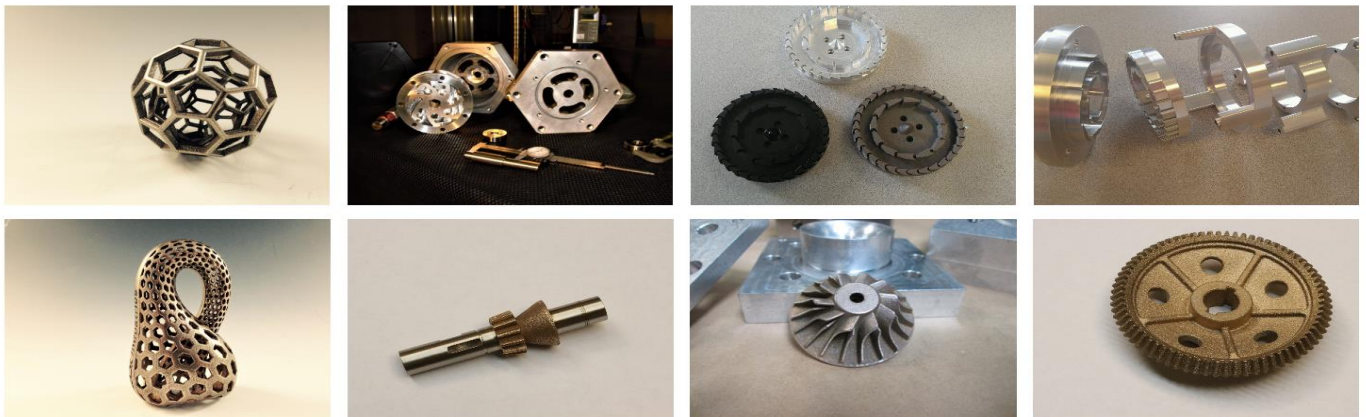
- To showcase the potential and viability of the Business, along with a roadmap for the next 5 years after the initial expansion.
- Increase the number of government contracts.
- Attain an increase in annual sales of 10% for the brands that we purchase.
- After purchase, 3DX Industries will expand the company's online presence. This will include a web-based storefront to serve customers that are consistently seeking precision machining services, as well as to remarket to our regular loyal customer base.
- Expand marketing operations by the end of the first year.

## BUSINESS DESCRIPTION

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3DX Industries is a precision manufacturing and 3D Printing company that can create anything made of plastic or metal. The company will purchase all existing assets and books-of-business from several existing manufacturing companies - which will be dissolved on purchase and rolled up into the 3DX Industries, Inc brand. In the fast-paced environment of the manufacturing industry, our customers often need immediate solutions to their problems. 3DX Industries thrives during these times of high demand.

3DX Industries uses Binder Jetting technology to 3D print complex parts. Binder Jetting is a powder bed process, where a binding agent is used to selectively 'print' the desired part shape by adhesively joining the metal particles. After the jetting process, the green part is sintered in a furnace to burn off the binder. An infiltrant, typically bronze (or equivalent), is then melted and drawn into the part to fill in the spaces of the sintered metal powder skeleton to create a fully dense component.



The three-dimensional printing process produces fully functional metal parts directly from CAD files. The benefits of the Binder Jet process include enhanced part design flexibility, complex internal geometries, undercuts, angled passages, and the opportunity to create component features that cannot be duplicated with traditional machining methods. The 3D printing process generates single-piece and multi-piece designs with shortened lead times at significantly lower costs.

Through the company's past experience, 3DX Industries has strategic relationships with the distributors in our area to ensure effective and timely distribution of our products. This allows 3DX Industries to have a list of choices when picking the best option for material acquisition. Having access to a large database of suppliers gives 3DX Industries an opportunity to analyze pricing, locations, and delivery times for each order.

Our Management Team has decades of combined experience in precision manufacturing and business expansion. This experience has provided them with a strong wealth of knowledge in various aspects of the manufacturing industry, equipping 3DX Industries for orders of any size or background. Our team has worked diligently in the manufacturing business with numerous

customers throughout the industry. These efforts have created strong relationships with these customers that have lasted for many years.

While our pricing will be competitive, 3DX Industries does not strictly rely on the selling price alone to earn our business. We continue to prove to our clients that the benefits of doing business with 3DX Industries far outweighs any pricing. Not only does 3DX Industries exceed expectations in providing industry standard materials and exceptional services to our customers, but we also specialize in being available to customers during stressful situations. Circumstances such as these are extremely expensive for our customers. This often results in loss of revenue due to loss of production. The saying “time is money” rings especially true during these times for our customers, and availability is essential for our customers to get back “online” as soon as possible. 3DX Industries thrives during these high demand times by quickly assisting our clients in every way possible, allowing them to efficiently solve their issue.

## Our Manufacturing Services

3DX Industries, Inc assists clients with the following services:

### Additive Manufacturing

3DX has a dedicated additive manufacturing division for all 3D Printing requirements from start to finish. Our print lab includes two M-Flex 3D Metal printers, a Remet CFS 500 Vacuum Furnace w/Gas Quench, Modix B60 FDM, several resin printers, along with other support equipment to facilitate post processing and finishing.

We are capable of printing in a variety of metal powders including:

- Stainless Steel 420
- Stainless Steel 316
- Stainless Steel – J-10 NanoSteel BLDRMetal™ - Data Sheet
- Stainless Steel – J-11 NanoSteel BLDRMetal™ - Data Sheet
- Inconel – 718 (Requires Hot Isostatic Pressing (HIP))

Additional customized powders are currently in development for 3D Metal printing. 3DX Industries offers full engineering support for material selection on any new projects. The 3DX Team uses industry standard software and modern inspection equipment to guarantee your parts meet drawing tolerances. We are fully committed to delivering quality products.

### Subtractive Manufacturing

Our well-tooled subtractive manufacturing division includes 20 machining centers, 4th and 5<sup>th</sup> axis capabilities, live tooling lathes, up to 15,000 RPM, 96” travel, lathes and numerous miscellaneous support machines. 3DX Industries can work with a variety of materials including tool steel, aluminum, plastic, stainless steel, copper, and titanium.

## Molds, Dies, Tools, Drilling & Pump Components

3DX Industries can create high wear/corrosion resistant parts manufactured using Formetrix McClean Fog metals proprietary metal powders; BLDRmetal™ J-10 and J-11, designed for building highly wear resistant industrial components using binder jet additive manufacturing.

## Companies to be Purchased

The planned rollup may include (but is not limited to) the following entities into the 3DX Industries, Inc brand:

### Micro Logic Corp / eMachineShop

eMachineShop®, a division of Micro Logic Corp. (the "Company"), is a leading online contract manufacturing facility providing custom mechanical parts for business and consumer markets. The firm developed a unique internet and software based system where customers design parts quickly and easily via the Company's free CAD software which provides expert design feedback, instant pricing and online ordering. The firm also accepts design files from popular CAD software applications such as SolidWorks and many others. The Company is headquartered in Mahwah, NJ where, through its eMachineShop® and Pad2Pad® subdivisions, it operates a 16-person 7,700 sq. ft. facility including a machine shop ([www.emachineshop.com](http://www.emachineshop.com)) and printed circuit board (PCB) assembly area ([www.pad2pad.com](http://www.pad2pad.com)). The company's revenue is in excess of \$3.5 million per year, with strong profit margins.

### Advantage Machine Shop

AMS is a Clover, SC precision manufacturing brand that has been in operation for almost 30 years. The company operates a 10,000 SF facility for the CNC Machining operation and another 6,000 SF building used for two water jet cutting machines and welding. The business owns 10.5 Acres of land while another 11 acres is owned personally by the Seller. The real estate is estimated to have a value of approximately \$1 Million but the business and real estate are being offered together for an asking price of \$5 Million. The company's revenue is approximately \$4.4 million as of 2021.

### ABC Corp

ABC Corp ("ABC") is a closely-held, single location, NJ company in the fast growing on-demand internet-based manufacturing field. Owner has decided to retire to pursue other interests and is available for a successful transition role. As of 2021, company revenues are in excess of \$3.7 million.

## Location, Formation & Ownership

3DX Industries, Inc is a publicly traded Corporation listed on the OTC stock exchange under the ticker OTC:DDD. The company was formed under the laws of the State of Nevada.

# SWOT ANALYSIS

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## Strengths

- Our niche focus on precision machining and 3D Printing allows the company to tailor it's marketing and increase ROI.
- 3DX Industries, Inc is a publicly traded entity, offering liquidity to investors not found on the private market.
- 3DX Industries, Inc will continue to purchase the book-of-business from existing and successful companies with reliable revenues.
- The company offers great customer service, which gives us a competitive advantage in the marketplace over our competitors.
- The professional support and decades of experience our team offers has great expansion capabilities
- The aggressive and focused marketing campaign that we will run has goals and strategies to create immediate impact towards the market and its participants.

## Weaknesses

- Our financial resources, such as funding, sources of income and investment opportunities limit our reach and impact in the market.
- 3DX Industries debt-to-income ratio and debt-to-asset ratio are currently in need of improvement.

## Opportunities

- The company's efforts of transitioning into online business and government contracts will provide a strong potential for growth in both 3DX Industries and acquires brands.
- The proper use of social media and the Internet will allow 3DX to market to more potential customers with less marketing dollars.

## Threats

- New marketing strategies and tactics by established manufacturing companies can limit the growth of our company.
- If the company is unable to acquire adequate funding, the timelines in this business plan will be rendered inaccurate.

# INDUSTRY ANALYSIS

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The company will compete and operate in the following industries:

- Manufacturing in North America
- 3D Printing & Rapid Prototyping in North America

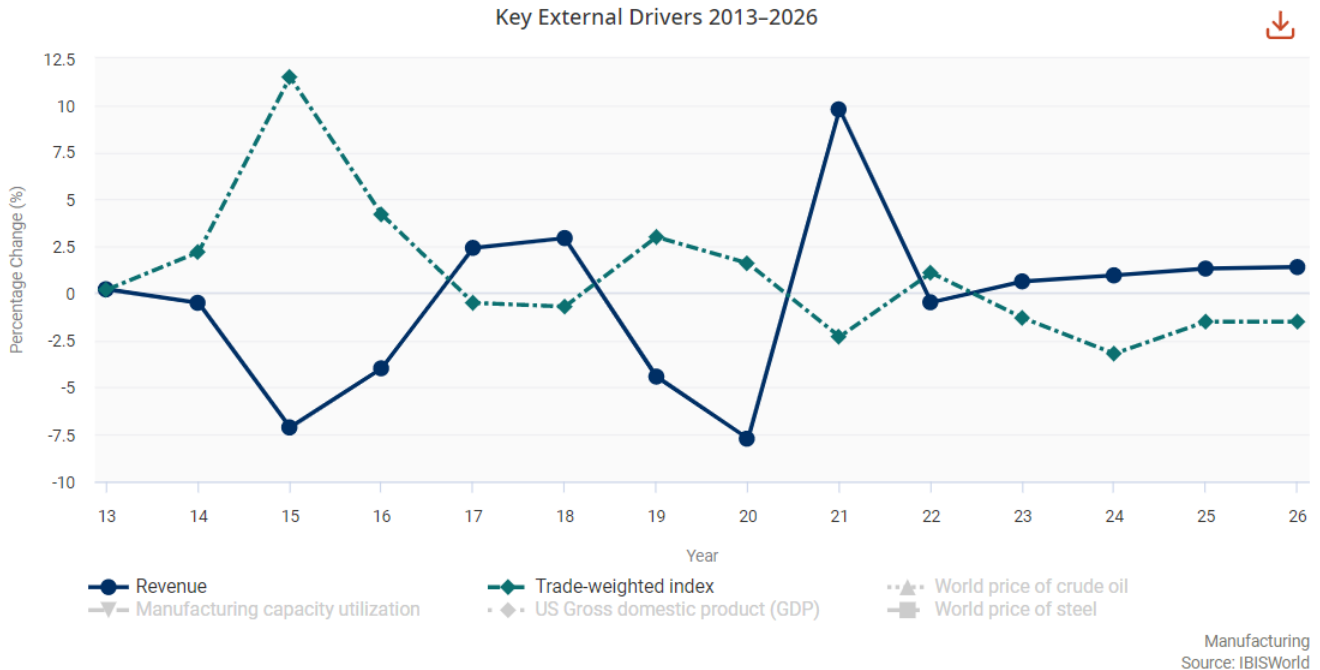
## The Manufacturing Industry

The Manufacturing sector comprises companies that transform raw inputs via mechanical, physical, or chemical processes into new products, as well as the assembly of component parts into new, complex goods. Sector revenue performance is largely attributable to the value of the US dollar, commodity prices, policy decisions and US manufacturing capacity. Revenue for the Manufacturing sector is anticipated to increase at an annualized rate of 0.4% to \$6.0 trillion over the five years to 2021, including an increase of 9.8% in 2021 alone due to recovering domestic and global demand for industry products from COVID-19 (coronavirus) pandemic-induced lows.

Volatility in commodity prices, trade tensions and coronavirus-induced tepid global demand have led the value of industry exports to decline during the current period. Commodity-driven economies are key buyers of US products and volatile commodity prices have hampered demand for sector products.

Over the five years to 2026, revenue for the Manufacturing sector is forecast to continue to experience growth. Sector revenue is expected to increase at an annualized rate of 0.8% to \$6.2 trillion over the next five years. Commodity prices are anticipated to stabilize from coronavirus-induced volatility and renewed demand, both in the United States and global economies, which is anticipated to facilitate revenue expansion for manufacturers. However, the uncertainty surrounding the Delta variant of the coronavirus pandemic poses a significant risk to sector operators. Manufacturers are also at risk of changes in trade conditions, in relation to tariffs and trade agreements. However, there is also potential for uncertainty to dissipate during the outlook period. Moreover, shifting technological change in the Manufacturing sector is anticipated to benefit large, developed economies, such as the United States.

## Key External Drivers



### World price of crude oil

Several sector participants, such as the Petroleum Refining industry (IBISWorld report 32411) and the Petrochemical Manufacturing industry (32511), must set their product prices in line with the world price of crude oil. As a result, when the price of oil rises, these industries can sell goods for higher prices. Additionally, given the lack of immediate substitutes for petroleum products, these price hikes result in greater sector revenue. The world price of crude oil is expected to increase drastically in 2021. Nevertheless, the volatility poses a potential threat to industry operators.

### Manufacturing capacity utilization

Manufacturing capacity utilization is calculated as the ratio of actual manufacturing output to potential full capacity output. The higher the usage rate, the less slack there is at plants to take on excess additional work. A rising manufacturing capacity utilization is typically a sign that sector demand is trending upward, preventing manufacturers from cutting production. In 2021, manufacturing capacity utilization is expected to increase.

### *US Gross domestic product (GDP)*

US gross domestic product (GDP) is the dollar value of all goods and services produced in the United States in a given year. When GDP is growing, demand for all sectors of the economy is more likely to expand. General economic growth is a key revenue driver for the Manufacturing sector, as its downstream markets include both consumers and businesses. US GDP is expected to increase in 2021, representing a potential opportunity for the sector.

### *World price of steel*

The world price of steel is important for low value-added sector participants, minimally altering raw materials and resales to other actors in the economy. Given that steel is a crucial input for US downstream manufacturers, when the price of steel increases, low value-added manufacturers can raise prices without reducing sales volume. The world price of steel is expected to increase in 2021.

### **Proof of Concepts for 3DX Industries**

Machine-parts start-up Hadrian Automation raised \$90 million in a new round of funding led by venture firms Lux Capital and Andreessen Horowitz, as the company works to build largely-automated factories to transform the aerospace supply chain. Hadrian is looking to centralize a supply chain that's fragmented among suppliers who are spread across the country. The fundraise marks Hadrian's second round of capital. Other investors in the round included Lachy Groom, Caffeinated Capital, Founders Fund, Construct Capital and 137 Ventures. Power declined to specify Hadrian's exact valuation after the raise, but said it is between \$200 million and \$1 billion.

## **The 3D Printing Industry**

The 3D Printing and Rapid Prototyping Services industry has grown quickly over the five years to 2021, driven by rapid technological development and new applications for 3D printing (otherwise known as additive manufacturing) technology. While the falling price of 3D printing machines encouraged many companies to purchase their own machines and bypass industry services, demand has nonetheless flourished as 3D-printing has been increasingly normalized over the past decade. Additionally, as development and design services could be done remotely and physical printing is largely automated, the industry was one of the few which could continue operations unabated during the height of the COVID-19 pandemic in 2020, leading to solid growth in the year. Thus, over the five years to 2021, industry revenue is expected to grow an annualized 15.6% to \$1.9 billion, including an anticipated 8.6% in 2021 as the economy grows in the aftermath of the pandemic. America Makes, an NGO, has invested more than \$350 million into the youth 3D Printing education, which has helped spawn the next generation of engineers.

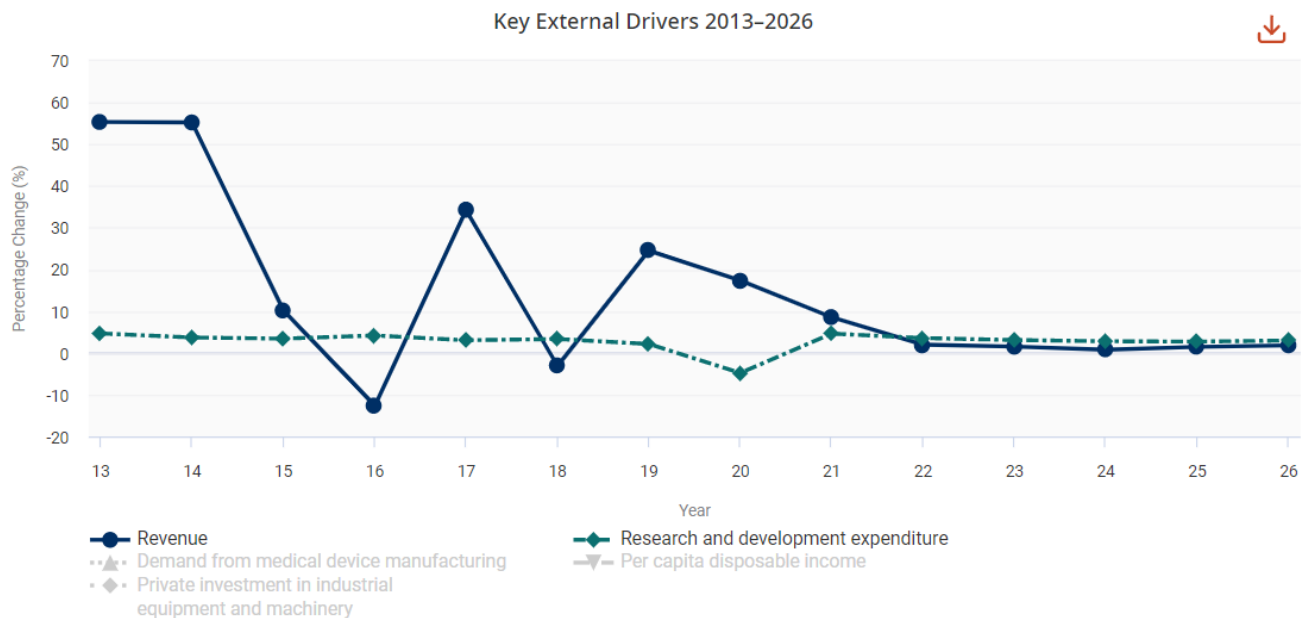
Industry performance is closely tied to research and development expenditure in the manufacturing sector. Most companies use 3D printing to create prototypes because it is a cost-effective process. Developing a prototype is essential and manufacturers are often weighed down by the time and costs involved with traditional prototype-manufacturing processes. As a specialized service-based industry over 25.0% of industry revenue is generated from clients outsourcing the development and design of custom prototypes. As a result, industry profit is expected to rise to in 2021, as the proliferation of 3D printing has brought prototyping costs down in tandem with operators being able to raise prices for their skilled services. Furthermore, some operators are targeting the relatively untapped consumer market and have developed cost-effective methods to manufacture customized personal 3D-printed products.

Over the five years to 2026, industry revenue is forecast to continue to rise, albeit at a normalized rate, as 3D printing and rapid prototyping rise in accessibility, especially in consumer markets. Rising demand will be aided by the falling price of 3D printers, making industry services more cost-effective. For example, industry operators will be able to expand their product range and services as less-expensive 3D printers with diverse processes help them limit spending on additional machinery and equipment. Over the five years to 2026, IBISWorld projects that industry revenue will grow an 1.5% to reach \$2.1 billion.

## **Key External Drivers**

### *Research and development expenditure*

Research and development (R&D) opportunities arise from major infrastructure initiatives, which propel industry revenue growth.



### *Demand from medical device manufacturing*

Medical device manufacturers use 3D printing services to create customized medical devices, such as prostheses. These items include prosthetic limbs, teeth and cutting-edge items currently in development, such as artificial organs and blood vessels. Demand from medical device manufacturing is expected to increase in 2021.

### *Per capita disposable income*

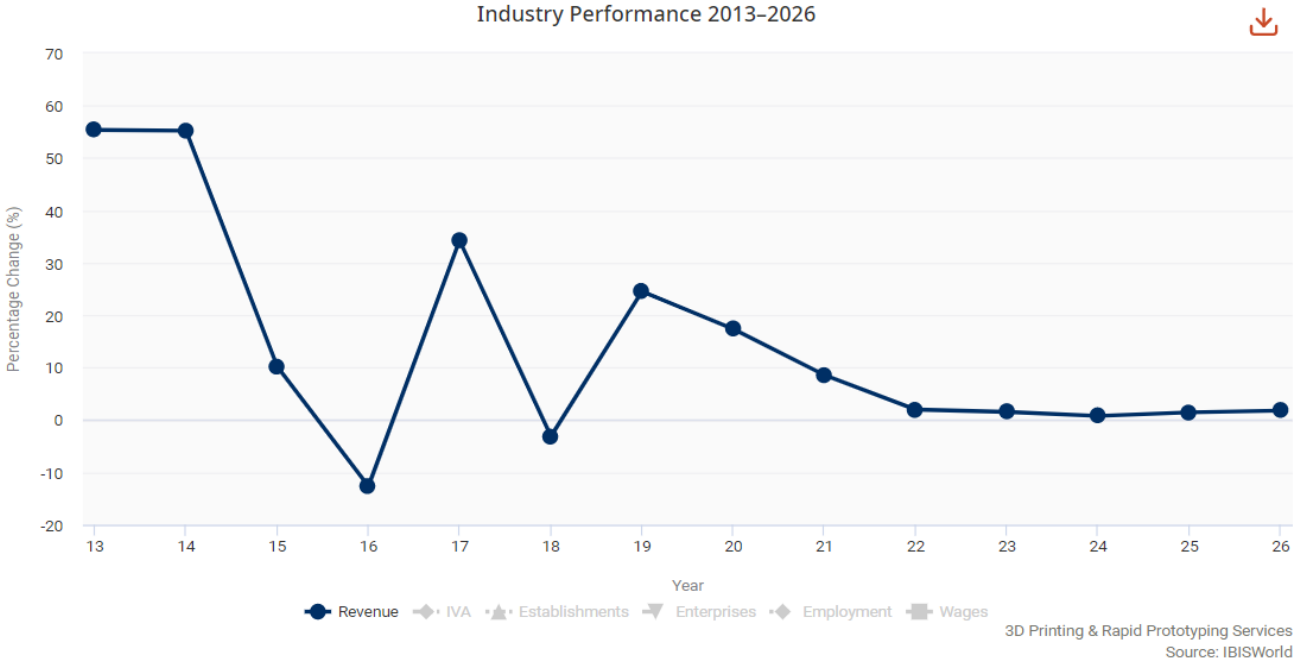
Consumers are increasingly demanding 3D printing services to create custom products and models. As an expensive and highly discretionary purchase, consumers are more likely to splurge on luxuries such as customized 3D products when their income grows. Per capita disposable income is expected to increase in 2021, representing an opportunity for the industry.

### *Private investment in industrial equipment and machinery*

Industrial and other related manufacturing industries, such as aerospace, construction machinery, automotive and consumer product manufacturing have increased their use of products made from additive technologies. In 2021, private investment in industrial equipment and machinery is expected to fall, posing a potential threat to the industry.

# Current Performance

While the 3D printing industry is nearly three decades old, operators in the 3D Printing and Rapid Prototyping Services industry have experienced a surge in demand for 3D printed products over the five years to 2021. Rapid technological developments, falling costs and new applications for 3D printing technology have driven demand from an expanding base of users.

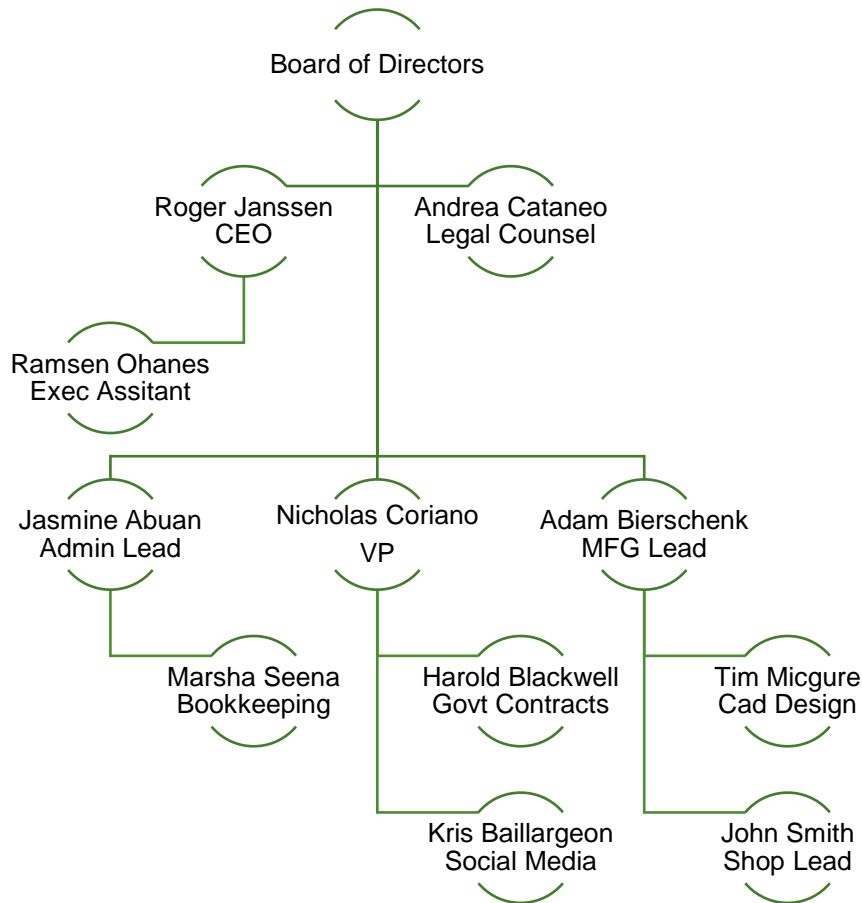


Revenue and demand have risen rapidly over recent years amid economic recovery, as downstream customers have more money available to invest in rapid prototyping and 3D printing. Furthermore, advances in printer technology have enabled 3D printing services to create products and prototypes that were previously impossible to make. Lower prices for industry services have also attracted customers who were previously holding out. This rapid investment also helped the industry prepare to weather the struggles during the height of the COVID-19 (coronavirus) pandemic. As industry design and development services can largely be done remotely, and printing itself is relatively automated, industry operations were able to continue during the pandemic. It was one of the few industries that was able to post solid growth for the year, rising 17.4% in 2020. Consequently, over the five years to 2021, industry revenue is expected to grow at a rapid annualized rate of 15.6% to \$1.9 billion, including anticipated growth of 8.6% in 2021.

# ORGANIZATIONAL PLAN

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The business will be fully managed and maintained by the Board of Directors and CEO, Roger Janssen. Under the direction of the Board, the company has planned the following organization plan:



A good team that truly adds value is not just a group of high performing individuals but a balanced team with complementary skill sets and a culture that allows them to work together to make the most effective decisions for our organization. While the leadership from the top is crucial, the participation of every team member is also essential for effectiveness. We are confident that the team we will attract will continue to execute in a timely manner the business plan presented.

# FINANCIAL PROJECTIONS

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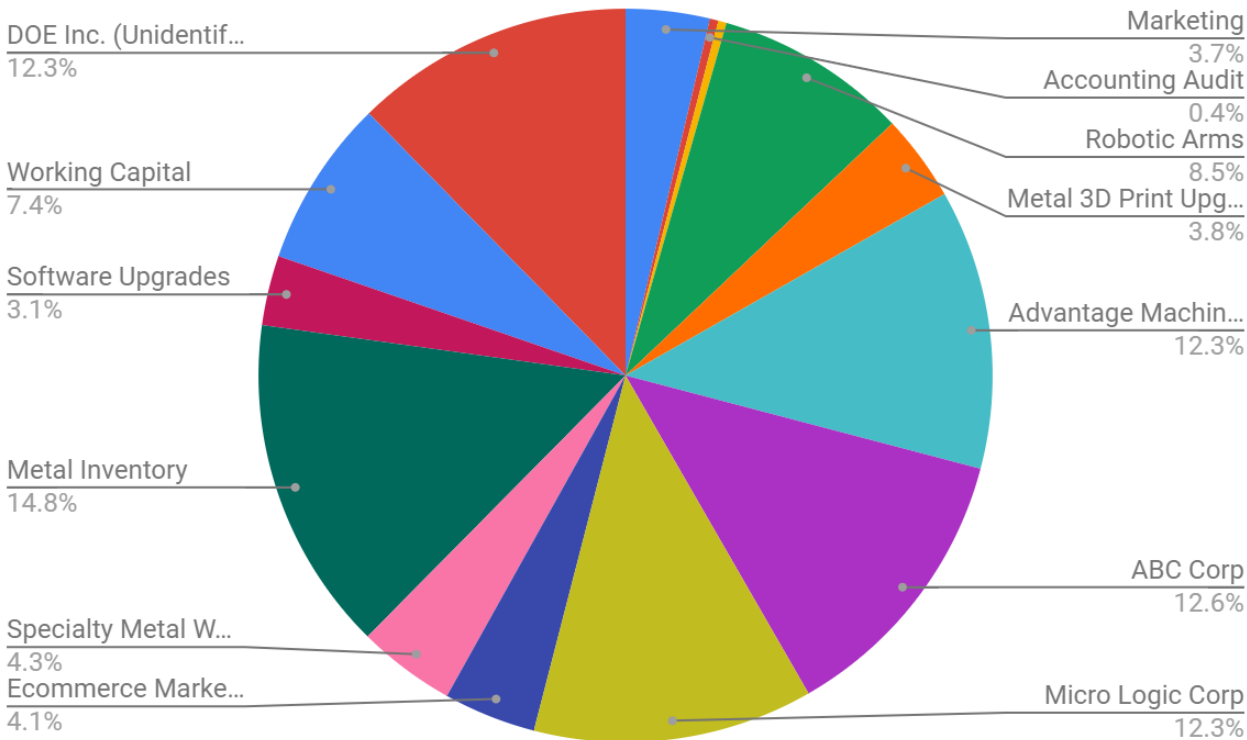
The below shows the financial projections for the three acquisitions previously mentioned. The business will continue to acquire other manufacturing companies as it scales. The Company will have expenses as it moves to scale operations. It's important that the company estimate these expenses accurately and then plan on obtaining sufficient capital. Even with the best of research, however, expanding the business has a way of costing more or less than anticipated. The company has made allowances for surprise expenses, called contingencies to account for the unforeseeable. After careful research and talking to other industry leaders to get a good idea of how much to allow for contingencies, and careful market research, the Company projects distribution of capitalization in the amount recorded below to operate and sustain the business for the first years of operations and beyond.

## Use of Proceeds

The company will invest the capital for startup operations in the following manner. 3DX will acquire capital in two tranches, using both equity and debt-based financing methods:

- **\$25 Million in Preferred Securities (+\$25 million over-allotment option):** The company will acquire equity-based financing to purchase additional underperforming commercial enterprises or unprofitable divisions of public companies. The company has identified four potential acquisitions that are currently for sale, as listed above. Using the revenues generated from its acquisitions, 3DX will then acquire 3 additional companies for a maximum of \$5 million per acquisition (listed as DOE Inc). In addition, this tranche of financing will be leveraged for marketing, machine shop upgrades such as robotic arms, legal, accounting, software upgrades, and e-commerce marketing.
- **\$35 Million in 7yr Fixed Interest Bonds with a 6.5% annual coupon. (+\$15 million over-allotment option):** The company will acquire financing through bonds and other secured financing vehicles. This investment will provide a safety net for any investors, as 3DX Industries will only use these funds to invest into real estate. Several properties have been identified across the United States, namely Washington and New York. Properties will range from apartment buildings to mixed-use high-rise buildings. Prices will range from \$400,000 to \$13,000,000. Funds generated from these revenue producing properties will be reinvested into the purchase of additional revenue producing assets. 3DX anticipates yearly market capitalization rates to range from 5% to 20%. Of the \$56,000,000 invested, we anticipate \$3,534,002.50 in yearly returns.

### Equity Financing Use of Proceeds

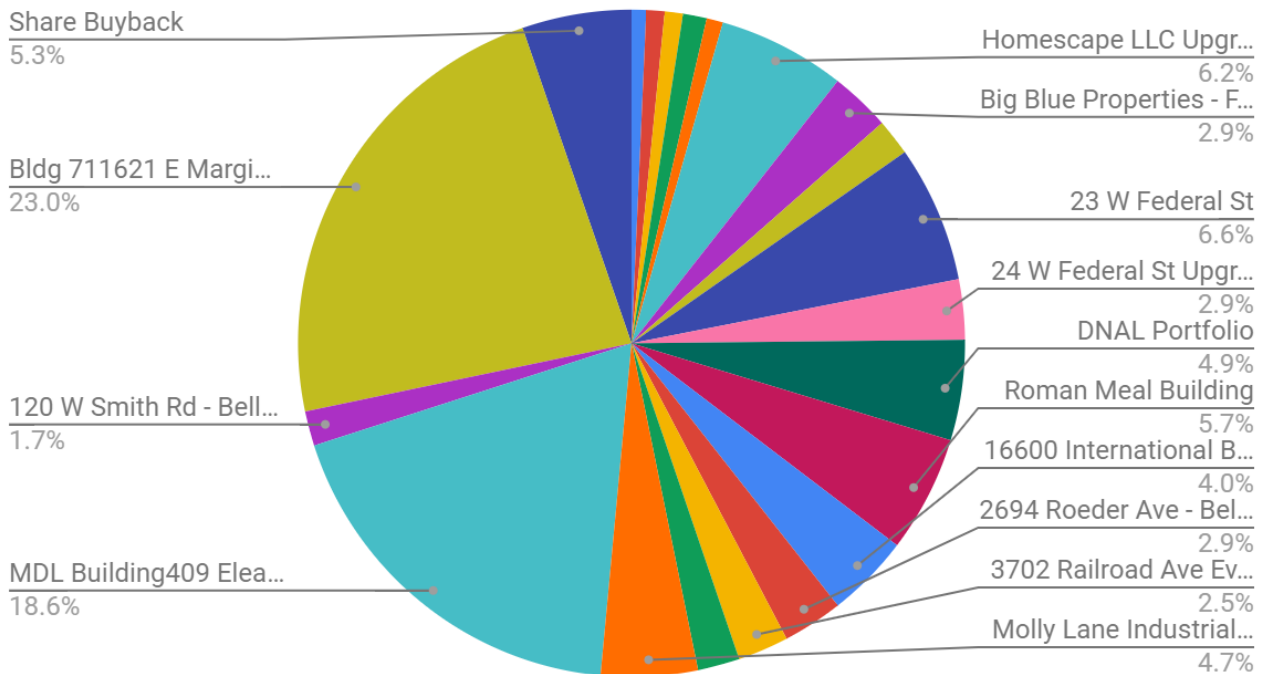


Equity Financing	Amount
Marketing	\$1,500,000.00
Accounting Audit	\$150,000.00
Legal - Aquisitions	\$150,000.00
Robotic Arms	\$3,450,000.00
Metal 3D Print Upgrade	\$1,550,000.00
Advantage Machine Shop Acquisition	\$5,000,000.00
ABC Corp	\$5,110,000.00
Micro Logic Corp	\$5,000,000.00
Ecommerce Marketing	\$1,650,000.00
Specialty Metal Works Upgrade	\$1,750,000.00
Metal Inventory	\$6,000,000.00
Software Upgrades	\$1,250,000.00
Working Capital	\$3,000,000.00
DOE Inc. (Unidentified Potential Acquisition)	\$5,000,000.00

DOE Inc. (Unidentified Potential Acquisition)	\$5,000,000.00
DOE Inc. (Unidentified Potential Acquisition)	\$5,000,000.00
<b>Total</b>	<b>\$50,560,000.00</b>

### Bond-Based Financing Use of Proceeds

#### Amount vs. Equity Financing



Bond Financing	Amount	Cap Rate	Revenue/YR
Palmer House - Homescape LLC	\$400,000.00	20.00%	\$80,000.00
The Van Kirk - Homescape LLC	\$500,000.00	20.00%	\$100,000.00
Metzler -Homescape LLC	\$500,000.00	20.00%	\$100,000.00
Metzler II -Homescape LLC	\$650,000.00	20.00%	\$130,000.00
Johnson's -Herkimer NY	\$450,000.00	10.00%	\$45,000.00
Homescape LLC Upgrades	\$3,500,000.00	N/A	N/A

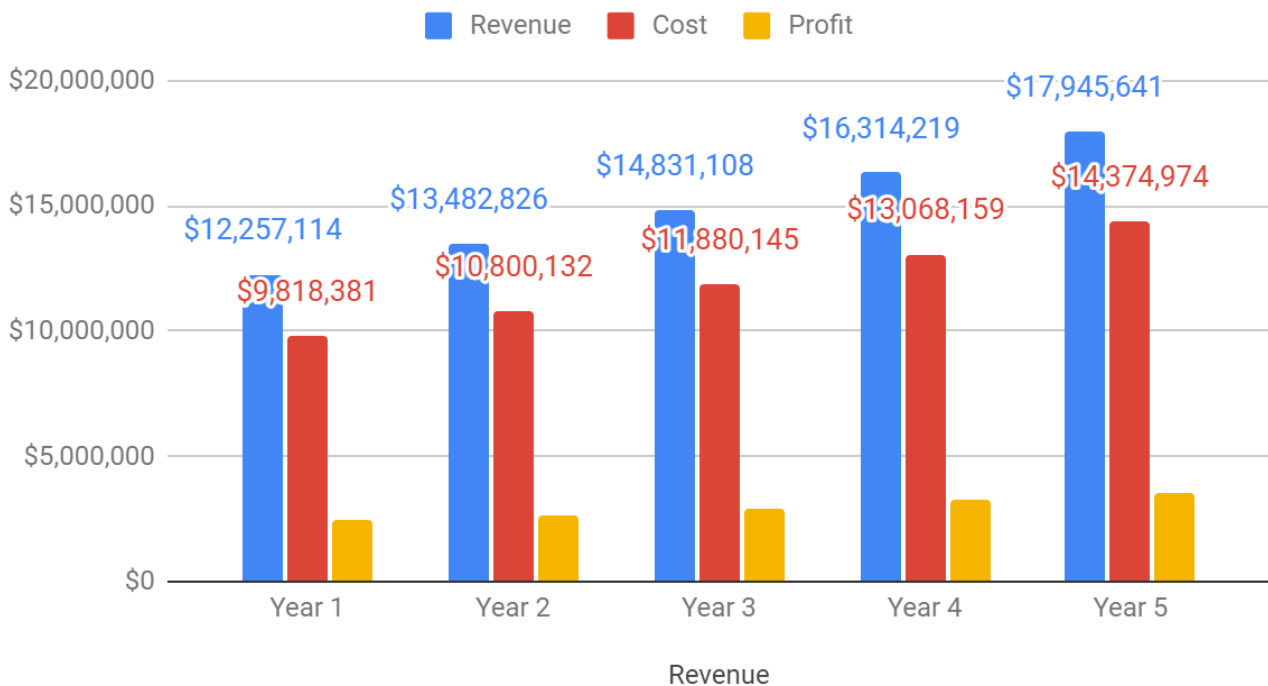
Big Blue Properties - First National Tower	\$1,650,000.00	20.00%	\$330,000.00
Big Blue Properties - First National Tower Upgrade	\$1,000,000.00	N/A	N/A
23 W Federal St	\$3,750,000.00	20.00%	\$750,000.00
24 W Federal St Upgrade & Marketing	\$1,650,000.00	N/A	N/A
DNAL Portfolio	\$2,750,000.00	N/A	N/A
Roman Meal Building	\$3,200,000.00	5.00%	\$160,000.00
16600 International Blvd-SeaTac	\$2,285,000.00	5.00%	\$160,000.00
2694 Roeder Ave - Bellingham	\$1,650,000.00	5.00%	\$114,250.00
3702 Railroad Ave Everett	\$1,395,000.00	5.00%	\$82,500.00
176 King Tut Road Lynden	\$1,150,050.00	5.00%	\$69,750.00
Molly Lane Industrial Buildings	\$2,650,000.00	5.00%	\$57,502.50
MDL Building409 Eleanor Ln MT Vernon	\$10,500,000.00	5.00%	\$132,500.00
120 W Smith Rd - Bellingham WA	\$950,000.00	5.00%	\$525,000.00
Bldg 711621 E Marginal Way S	\$13,000,000.00	5.00%	\$47,500.00
Share Buyback	\$3,000,000.00	5.00%	\$650,000.00
<b>Total</b>	<b>\$56,580,050.00</b>	<b>N/A</b>	<b>\$3,534,002.50</b>

The above represents our current intentions based upon our present plans and business conditions to use and allocate the net proceeds of this offering. The amounts and timing of any expenditure will vary depending on the amount of cash generated by our operations, and the rate of growth of our business. If an unforeseen event occurs or business conditions change, we may use the proceeds of this offering differently than as described in this business plan prospectus.

## Financial Projections

The following is the company's financial revenue and expense projections. Together they constitute a reasonable estimate of our company's financial future. More important, the projections through the financial plan will improve our insight into the inner financial workings of our company.

### Five Year Revenue Projections



	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$12,257,114	\$13,482,826	\$14,831,108	\$16,314,219	\$17,945,641
Cost	\$9,818,381	\$10,800,132	\$11,880,145	\$13,068,159	\$14,374,974
Profit	\$2,438,733	\$2,682,694	\$2,950,964	\$3,246,060	\$3,570,667

# CONCLUSION

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3DX Industries Inc management is confident that the company can achieve its conservative financial projections, generating a gross revenue in excess of \$15,000,000 in year one following the expansion of the business. In addition, management has carefully considered its market, potential customer base, and its ability to grow its sales average to capture market share of the total population in our area of business. With our projected numbers, and the total market share and revenue in the industry, we confidently project an over \$17,000,000 entity value for these acquisitions (1.0x revenue) in year five.

As owners, the Managers' commitment is to take personal accountability for all aspects of the company's growth. The Company has taken the necessary precautions to ensure the business is fully capitalized and has addressed all financial shortfalls to ensure a successful business expansion.

In all the above we intend to communicate our ability to bring the company to scaled profitability. All the above promotional tools that we have mentioned throughout the plan shall be well integrated and utilized in tandem to maximize their effect.

Entrepreneurs tend to paint any business plan with a very optimistic brush, highlighting strengths and camouflaging the risks. The Company Managers, as business owners, have a vested stake and financial commitment in the success of this business. The Company has taken all precautions to validate the Company business and financial models, focusing on realistic projections. If you have any questions, please contact us directly.



