

Business Plan & Valuation Presentation



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OUR VISION & MISSION

Our Mission

FinVista's mission is to empower individuals and businesses by providing comprehensive, reliable, and insightful financial services. By leveraging advanced technology and deep industry expertise, FinVista ensures accurate and timely financial solutions tailored to meet the unique needs of every client. Whether it is bookkeeping, tax preparation, financial reporting, or strategic advisory, FinVista is committed to delivering excellence and personalized attention, helping clients achieve financial clarity and success. We make a difference by enabling our clients to focus on their core activities, knowing their financial needs are in trusted hands.

Our Vision

FinVista aspires to be a visionary leader in the financial services industry, transforming the way individuals and businesses manage their finances. Our goal is to create a future where financial clarity and success are accessible to all, driven by the seamless integration of advanced technology and unparalleled expertise. In twenty years, FinVista aims to be synonymous with innovation, trust, and unparalleled service, setting the standard for what it means to provide comprehensive financial solutions in a rapidly evolving world.

Summary Financials Dashboard

Key performance indicators

(Base Scenario Y3)

\$ 186,900

Revenue

\$ 87,843

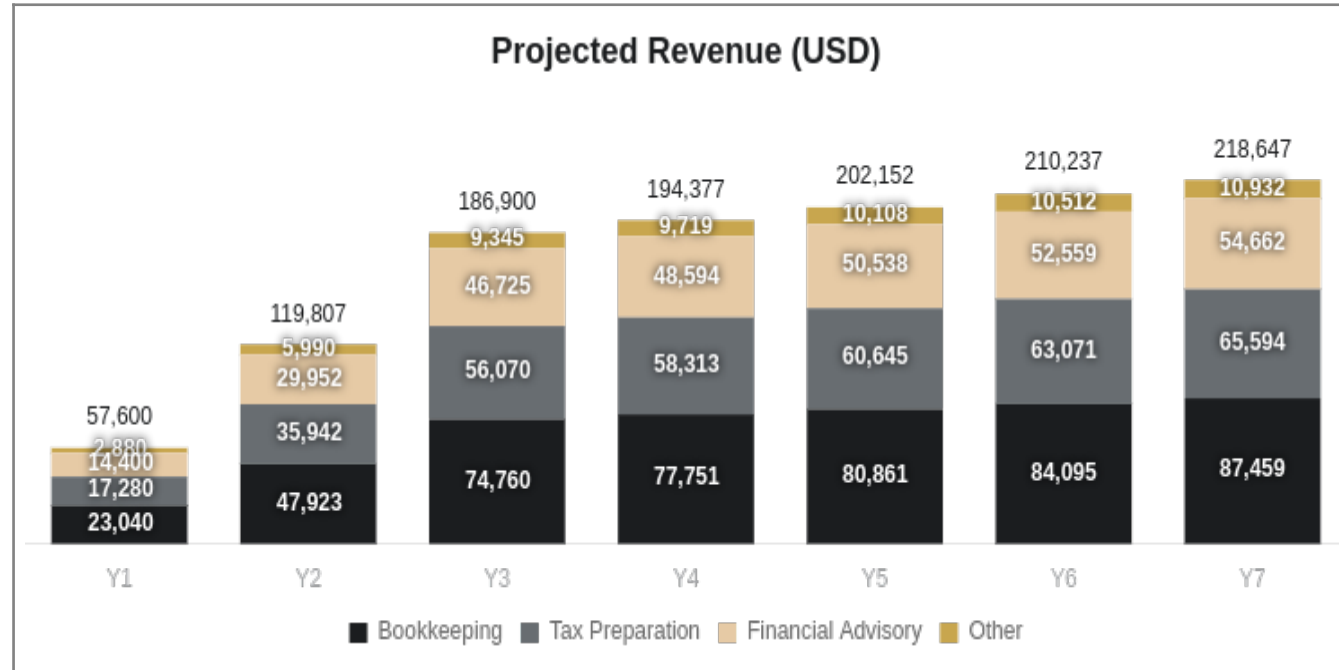
Gross Profit

\$ 52,669

EBITDA

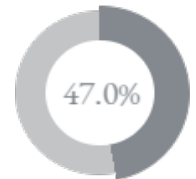
0.00%

Target Market Share

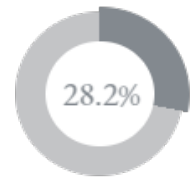


Margins (Stabilized by Y3)

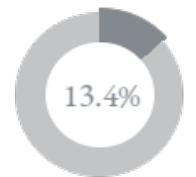
GP Margin



EBITDA Margin



PbT Margin



Project Phases



Funding round is aimed to accelerate the development of Phases and create core infrastructure for operations.

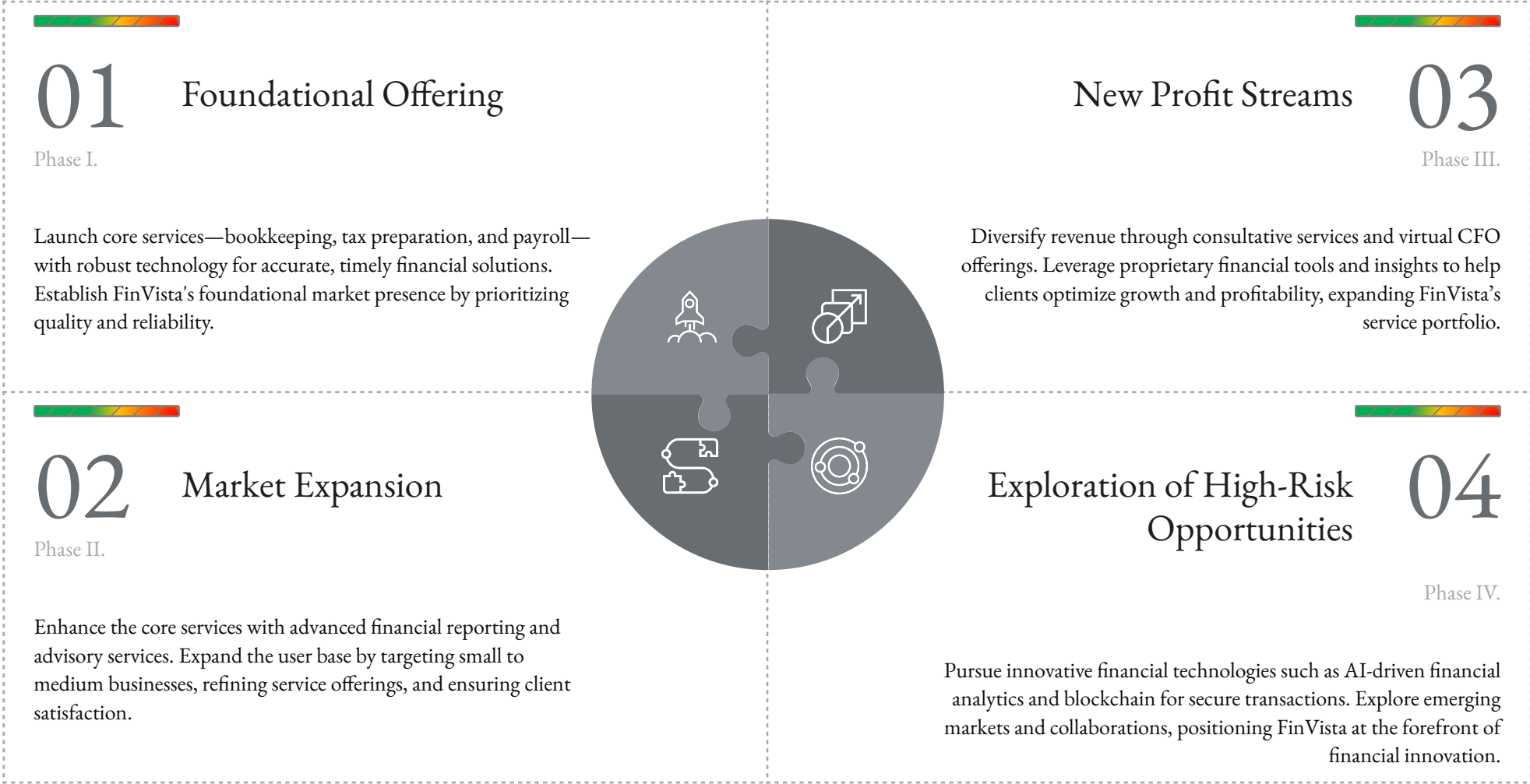
Investment will be used to finance CAPEX, WC buffers, etc.



About the Company: General Overview



FinVista is a forward-thinking accounting firm dedicated to providing comprehensive and reliable financial services for individuals and businesses. Specializing in Accounting, Tax Preparation, Bookkeeping, and Payroll Services industries, the company operates within the Professional, Scientific, and Technical Services sector. FinVista offers a wide range of services including bookkeeping, tax preparation, financial reporting, and strategic advisory services, all meticulously tailored to meet the unique needs of its clients. Leveraging advanced technology and deep industry expertise, FinVista delivers accurate, timely, and insightful financial solutions. The firm's commitment to excellence and a client-centric approach ensures that every client receives personalized attention and actionable advice. Whether it's routine accounting support or strategic financial planning, FinVista stands as a trusted partner in achieving financial clarity and success.



Product Impact on Core Stakeholders

Main Stakeholder	Product Benefits
Clients	<ol style="list-style-type: none"> 1. Access to accurate, timely, and reliable financial solutions that enhance business efficiency. 2. Personalized financial advice and planning to support sustainable growth. 3. Improved financial clarity through advanced reporting and strategic advisory services.
Employees	<ol style="list-style-type: none"> 1. Opportunities for professional growth and development in a forward-thinking company. 2. Access to innovative financial technologies and tools that enhance job performance. 3. Supportive work environment that fosters collaboration and career advancement.
Investors	<ol style="list-style-type: none"> 1. Strong return on investment through the company’s diverse revenue streams. 2. Confidence in a business model that prioritizes quality, reliability, and market expansion. 3. Opportunities to invest in cutting-edge financial technologies and emerging markets.
Regulatory Bodies	<ol style="list-style-type: none"> 1. Compliance with industry standards and regulations, ensuring ethical operations. 2. Enhanced transparency and accountability in financial reporting. 3. Contribution to a stable financial environment through accurate tax preparation and advisory services.
Technology Partners	<ol style="list-style-type: none"> 1. Collaborative opportunities to develop and integrate innovative financial technologies. 2. Mutual growth through shared expertise and resources. 3. Participation in industry-leading initiatives, such as AI-driven financial analytics and blockchain solutions.
Local Communities	<ol style="list-style-type: none"> 1. Economic benefits from the support and growth of small to medium local businesses. 2. Enhanced financial literacy and empowerment through community outreach programs. 3. Job creation and professional development opportunities within the community.
Industry Peers	<ol style="list-style-type: none"> 1. Opportunities for professional networking and knowledge-sharing. 2. Collaboration on industry advancements and best practices. 3. Contribution to the overall elevation of industry standards and reputation.

Key Performance Components

Competitive Advantage

Advanced Technology

FinVista leverages advanced technology, ensuring accurate, timely, and insightful financial solutions.

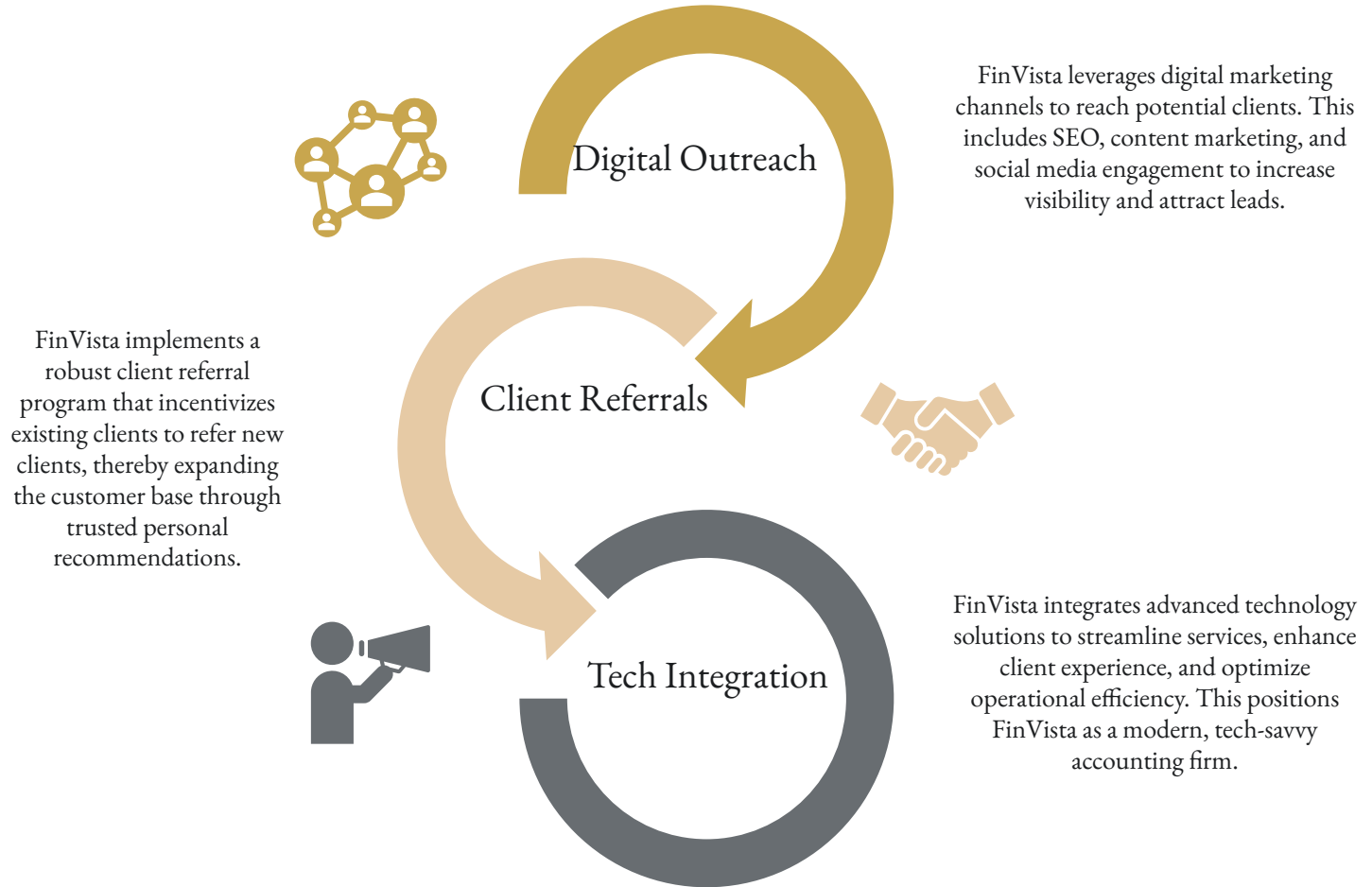
Personalized Attention

FinVista's client-centric approach guarantees personalized attention and actionable advice for every client.







Comprehensive Services

FinVista offers a wide range of services from bookkeeping to strategic advisory, tailored to meet unique client needs.

Marketing and Growth Strategy



Target Groups


Industries			Description
I		Small Businesses	Small businesses seeking reliable bookkeeping, tax preparation, and payroll services to manage their finances efficiently and focus on growth.
II		Startups	Newly established companies requiring foundational financial services and strategic financial advice to scale and stabilize their operations.
III		Freelancers and Contractors	Independent professionals who need streamlined accounting solutions for managing income, expenses, and tax obligations.
IV		Medium-Sized Enterprises	Growing companies looking for advanced financial reporting and advisory services to support more complex financial decisions and business expansion.
V		Non-Profit Organizations	Charitable organizations that need specialized bookkeeping and tax preparation to ensure compliance and allocate funds efficiently.
VI		E-Commerce Businesses	Online retailers seeking robust financial solutions to handle high-volume transactions, sales tax compliance, and financial planning.
VII		Consulting Firms	Professional services organizations that require accurate and timely financial reporting to assist in strategic advisory and consultancy offerings.

Solution from Phase I to Phase IV




Strategic Analysis: SWOT

Strength




1. Comprehensive service portfolio including bookkeeping, tax preparation, and payroll services. 2. Expertise in advanced financial technologies for accurate, timely solutions. 3. Tailored financial services to meet unique client needs. 4. Strong commitment to client-centric, personalized service. 5. Skilled professionals with extensive industry experience providing strategic advisory services.

Weaknesses




1. Heavy reliance on technology may face challenges with cyber threats. 2. Potential for high operational costs in maintaining advanced tech infrastructure. 3. Limited geographic presence could restrict market reach. 4. Dependence on skilled professionals may impact scalability. 5. Competition with larger, established firms could limit market share.

Opportunities









1. Growing demand for digital financial services. 2. Expansion into new geographic markets. 3. Potential to develop niche services for specific industries. 4. Increasing need for strategic financial advisory amid economic fluctuations. 5. Leverage data analytics for predictive financial insights.

Threats



1. Cybersecurity risks due to reliance on technology. 2. Intense competition from both established firms and new entrants. 3. Regulatory changes affecting accounting practices. 4. Economic downturns impacting client financial stability. 5. Rapid technology changes requiring continuous adaptation and investment.

Pestel: Analysis

 P	 E	 S	 T	 E	 L						
Political	6 / 10	Economic	6 / 10	Social	6 / 10	Technological	8 / 10	Environmental	5 / 10	Legal	6 / 10
<p>Regulatory Changes: Potential impact of new accounting standards and tax laws.</p> <p>Government Stability: Stable governments create favorable conditions for business operations.</p>	<p>Economic Cycles: Economic downturns can decrease demand for accounting services.</p> <p>Inflation Rates: High inflation may lead to increased operational costs.</p>	<p>Client Demographics: Changes in client demographics influence service demand.</p> <p>Work Culture: Emphasis on work-life balance can attract skilled professionals.</p>	<p>Technology Integration: Adoption of new tech enhances service efficiency.</p> <p>Cybersecurity: Increased investment in security measures due to client data sensitivity.</p>	<p>Office Sustainability: Implementing green initiatives can reduce operational costs.</p> <p>Environmental Regulations: Compliance with regulations may incur additional costs.</p>	<p>Data Protection Laws: Adhering to data laws ensures client trust and avoids legal repercussions.</p> <p>Contractual Obligations: Understanding client contracts to avoid breaches.</p>						

FinVista can enhance its market position by adapting to regulatory changes, integrating new technology, and emphasizing data security. Strategic management of these PESTEL factors will aid in mitigating risks and seizing growth opportunities.

Scores reflect the relative importance and potential impact of each PESTEL factor on the business

VRIO Framework: Analysis

Does the resource or capability enable the firm to exploit an opportunity or neutralize a threat in the environment?

FinVista leverages advanced technology and industry expertise to deliver accurate and timely financial solutions, meeting unique client needs and ensuring financial clarity.

Is the resource or capability controlled by only a few firms or no other firms?

FinVista's combination of comprehensive financial services and personalized attention is held by few firms, distinguishing it within the professional services market.

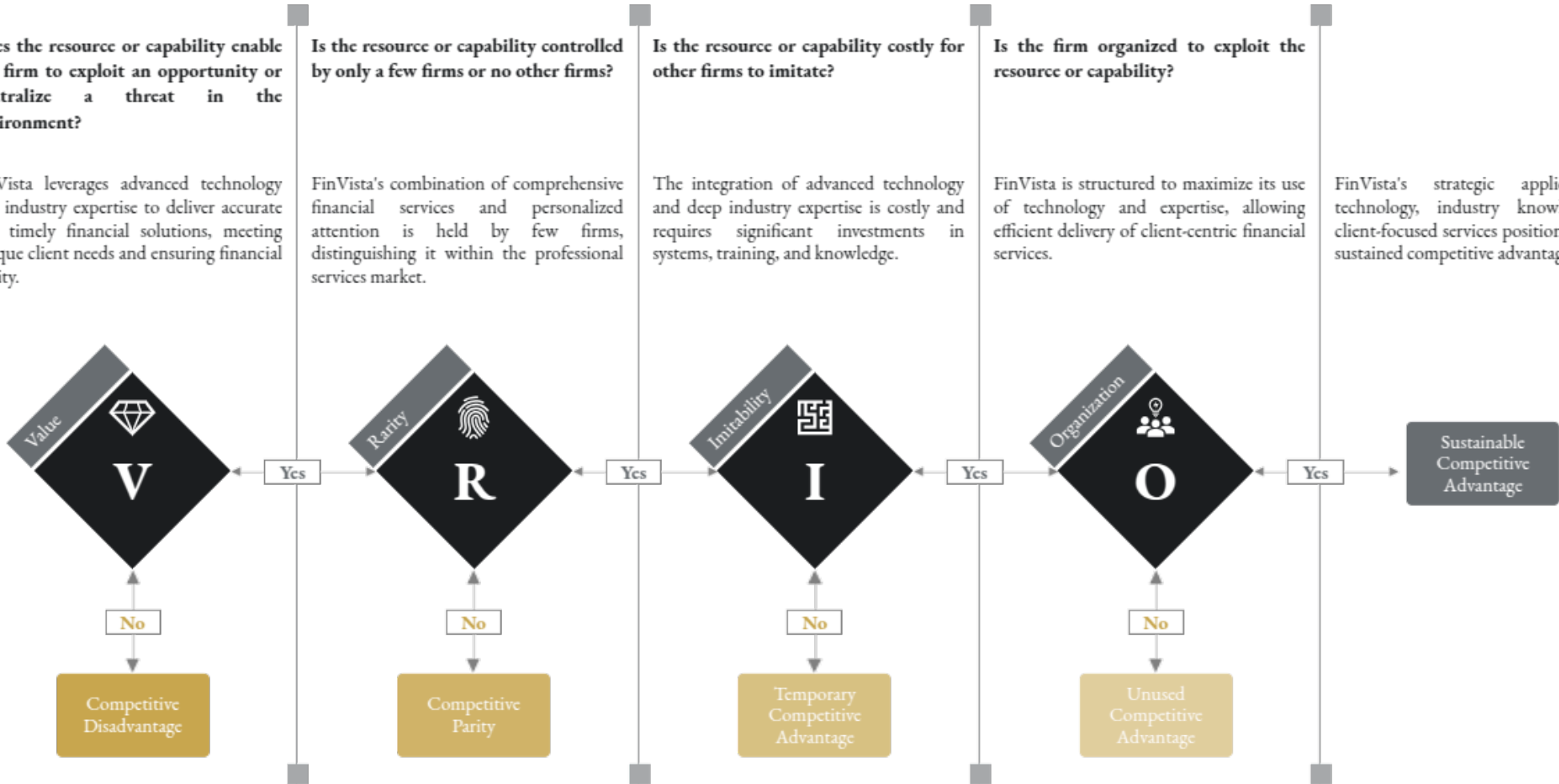
Is the resource or capability costly for other firms to imitate?

The integration of advanced technology and deep industry expertise is costly and requires significant investments in systems, training, and knowledge.

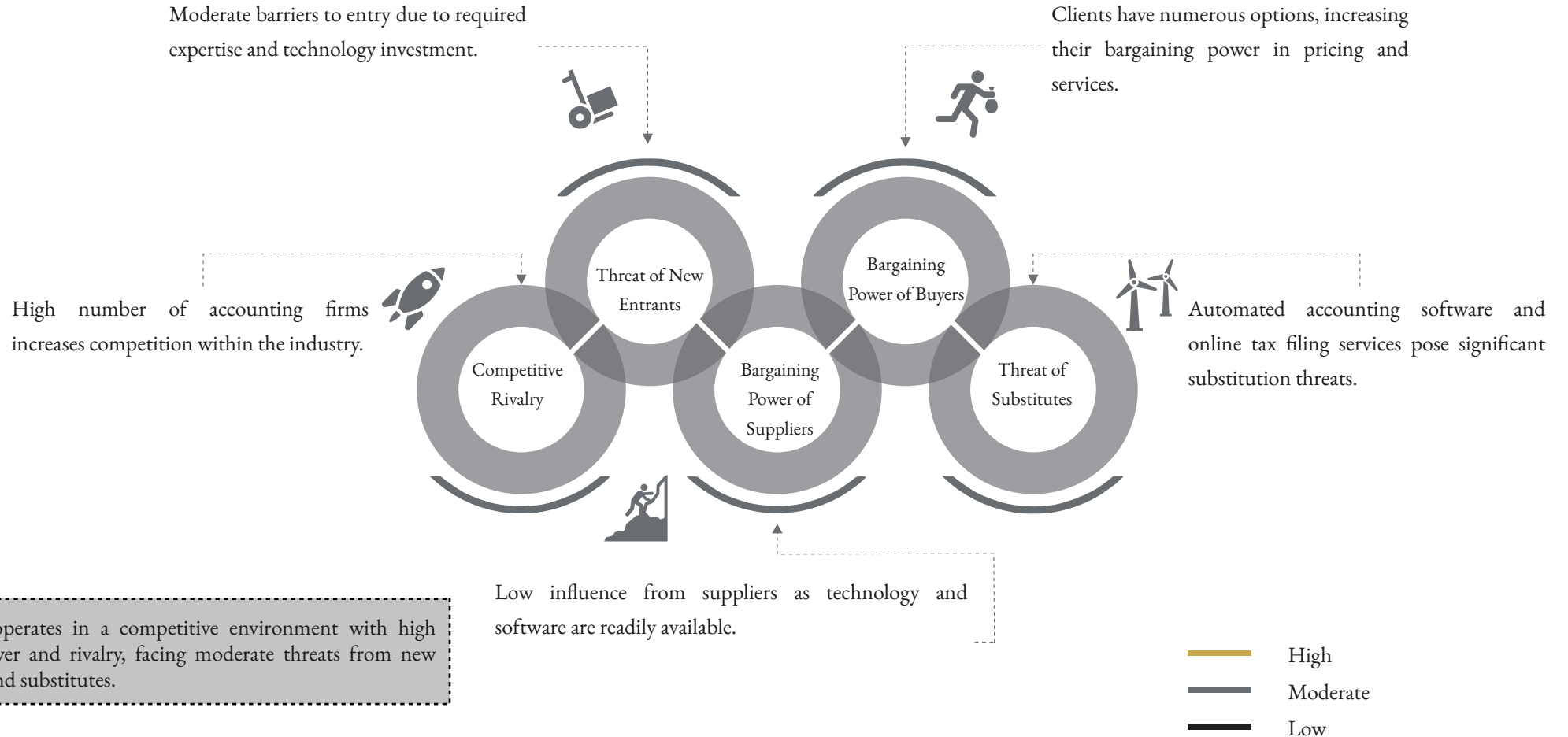
Is the firm organized to exploit the resource or capability?

FinVista is structured to maximize its use of technology and expertise, allowing efficient delivery of client-centric financial services.

FinVista's strategic application of technology, industry knowledge, and client-focused services positions it well for sustained competitive advantage.



Porter's Five Forces: Analysis



FinVista operates in a competitive environment with high buyer power and rivalry, facing moderate threats from new entrants and substitutes.

Management Team

Overview

Expert in accounting and finance, managing financial operations and ensuring compliance across departments.



John Smith

Co-Founder & CEO

Michael Brown



Chief Auditor

Overview

10+ years in auditing, specializing in financial analysis, internal controls, and risk management.

Overview

Skilled in building client partnerships and providing personalized financial solutions to businesses.



Sophia Davis

Head of Client Relations

Emily Johnson



Co-Founder & CFO

Overview

Expert in accounting and finance, managing financial operations and ensuring compliance across departments.



Management Board

History & Roadmap



Current Status.

- Digital Transformation: Implement cloud-based accounting solutions by Mar 2024.
- Service Expansion: Introduce new advisory and consultancy services by Jul 2024.
- Client Acquisition: Launch targeted marketing campaigns by Nov 2024.
- Technology Integration: Integrate AI and machine learning tools by Apr 2025.
- Market Expansion: Enter new regional markets by Sep 2025.
- Sustainability Initiatives: Adopt environmentally sustainable practices by Jan 2026.

Organizational and Marketing Tasks

#	Check List Item	Status	Priority	Area	ETA
General Planning and Organization					
1	Define Company Vision and Mission	●	Not Started	High	CEO 2 weeks
2	Establish Legal Entity and Obtain Licenses	●	Not Started	High	CFO 1 month
3	Create Detailed Business Plan	●	Not Started	High	COO 3 weeks
4	Hire Key Personnel	●	Not Started	High	CPO 2 months
5	Set Up Office Space and Infrastructure	●	Not Started	Medium	COO 1.5 months
6	Develop Initial Financial Model and Projections	●	Not Started	High	CFO 1 month
7	Establish Technology Infrastructure	●	Not Started	High	CTO 1.5 months
8	Define Company Policies and Procedures	●	Not Started	Medium	CSO 2 months
Marketing					
1	Develop Comprehensive Marketing Plan	●	Not Started	High	CMO 1 month
2	Create and Optimize Company Website	●	Not Started	High	CMO 2 months
3	Establish Social Media Presence	●	Not Started	Medium	CMO 1 month
4	Develop SEO and Content Marketing Strategy	●	Not Started	High	CMO 3 months
5	Execute Email Marketing Campaigns	●	Not Started	Medium	CMO 2 months
6	Promote Foundational Offering through Paid Advertising	●	Not Started	High	CRO 1 month
7	Participate in Industry Events and Networking	●	Not Started	Medium	CSO 4 months
8	Develop Customer Testimonials and Case Studies	●	Not Started	Low	CMO 5 months

Overview of Phases

#	Check List Item	Status	Priority	Area	ETA	
Phase 1 & Technical Set Up for next Phases						
1	Set up bookkeeping framework	●	Not Started	High	CFO	2 weeks
2	Implement tax preparation process	●	Not Started	High	COO	3 weeks
3	Integrate payroll management system	●	Not Started	High	CTO	1 month
4	Deploy robust technology for accurate financial solutions	●	Not Started	High	CTO	1 month
5	Establish quality control measures for services	●	Not Started	Medium	CPO	2 weeks
6	Create client onboarding process	●	Not Started	Medium	COO	2 weeks
7	Train staff on technology and processes	●	Not Started	Medium	CIO	1 month
8	Monitor and adjust initial service offerings based on client feedback	●	Not Started	Medium	CSO	1 month
Phase 2						
1	Develop advanced financial reporting tools	●	Not Started	High	CTO	3 months
2	Enhance client onboarding process	●	Not Started	High	COO	2 months
3	Refine advisory service offerings	●	Not Started	Medium	CPO	4 months
4	Target SMEs with tailored marketing campaigns	●	Not Started	High	CMO	1 month
5	Conduct market research for client satisfaction metrics	●	Not Started	Medium	CSO	2 months
6	Integrate customer feedback mechanism	●	Not Started	Medium	COO	3 months
7	Expand customer support team	●	Not Started	High	CRO	2 months
8	Upgrade existing technology infrastructure	●	Not Started	High	CIO	3 months

Overview of Phases

#	Check List Item	Status	Priority	Area	ETA	
Phase 3						
1	Develop Virtual CFO Service	●	Not Started	High	CFO	3 months
2	Create Proprietary Financial Tools	●	Not Started	High	CTO	4 months
3	Hire Financial Consultants	●	Not Started	Medium	COO	2 months
4	Launch Marketing Campaign for New Services	●	Not Started	Medium	CMO	3 months
5	Integrate Advanced Analytics into Client Offerings	●	Not Started	High	CSO	4 months
6	Develop Pricing Strategy for New Services	●	Not Started	Medium	CFO	1 month
7	Onboard Initial Clients for Virtual CFO	●	Not Started	High	COO	3 months
8	Pilot New Profit Optimization Tools	●	Not Started	Medium	CIO	2 months
Phase 4						
1	Develop AI-driven financial analytics platform	●	Not Started	High	CTO	6 months
2	Integrate blockchain for secure transactions	●	Not Started	High	CTO	8 months
3	Research emerging markets for expansion	●	Not Started	Medium	CSO	4 months
4	Form partnerships with fintech innovators	●	Not Started	Medium	CBO	5 months
5	Implement real-time financial analytics dashboards	●	Not Started	High	CTO	7 months
6	Pilot AI-based predictive financial modeling	●	Not Started	Medium	CFO	6 months
7	Explore augmented reality for financial presentations	●	Not Started	Low	CIO	9 months
8	Secure funding for innovative tech projects	●	Not Started	High	CRO	3 months

Core Risks & Mitigation Strategies

1. Operation and maintenance risks

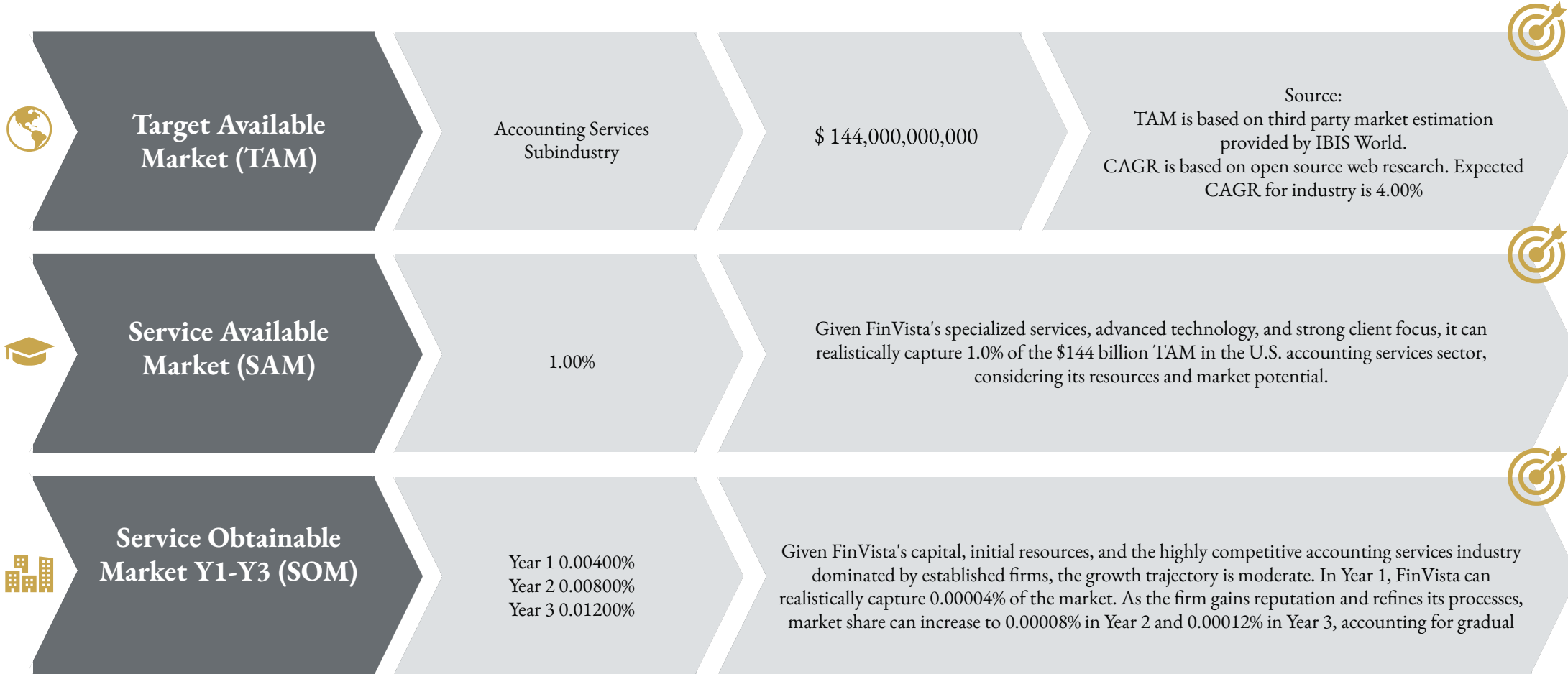
#	Risk Type	Area	Mitigation Strategy
1	Data breaches	CISO	Implement comprehensive cybersecurity measures including encryption, regular vulnerability assessments, and staff training on data security protocols.
2	Technology failures	CTO	Implement robust and redundant technology infrastructure including failover systems and regular maintenance checks to ensure uptime and reliability.
3	Service disruptions	COO	Develop and maintain a detailed business continuity plan and ensure effective communication channels for quick response to any operational disruptions.
4	Employee errors	CPO	Initiate comprehensive training programs and implement double-check systems to minimize human errors and enhance service accuracy.
5	Software integration issues	CTO	Thoroughly test software updates and integrations in a controlled environment before full-scale deployment to ensure seamless functionality.

2. Regulatory and legal risks

#	Risk Type	Area	Mitigation Strategy
1	Compliance with Tax Laws	CFO	Stay updated on regulations via continuous training.
2	Data Privacy Regulations	CIO	Implement strict data protection protocols.
3	Licensing Requirements	COO	Ensure all professional licenses are current.
4	Anti-Money Laundering Laws	CRO	Adopt rigorous AML policies and monitoring.
5	Employment Law Compliance	COO	Regularly review and comply with labor laws.

3. Strategic/Market Risk			
#	Risk Type	Area	Mitigation Strategy
1	Market competition	CEO	Innovate constantly and enhance service uniqueness.
2	Economic downturn	CFO	Diversify revenue streams and target stable sectors.
3	User acquisition cost	CMO	Optimize marketing strategies and leverage referrals.
4	Customer retention	COO	Improve client experience and satisfaction continuously.
5	Technology adoption	CTO	Ensure user-friendly and scalable tech solutions.
4. Finance risk			
#	Risk Type	Area	Mitigation Strategy
1	Cash Flow Shortages	CFO	Maintain strong cash reserves and monitor cash flow closely.
2	Client Non-payment	CRO	Implement strict credit policies and follow-up procedures.
3	Revenue Concentration	CMO	Diversify client base to reduce dependency on major clients.
4	Cost Overruns	COO	Regularly review and control operational expenses.
5	Interest Rate Fluctuations	CFO	Utilize fixed-rate financing options.
5. Other general risk			
#	Risk Type	Area	Mitigation Strategy
1	Data Security Breaches	CIO	Implement strong data encryption and security protocols.
2	Client Trust Issues	CMO	Maintain transparent communication and deliver consistent service quality.
3	Reputation Damage	CEO	Adopt proactive PR strategies and ensure ethical practices.
4	Talent Retention	COO	Offer competitive benefits and foster a positive work culture.
5	Technological Obsolescence	CTO	Continuously update technology and invest in innovation.

Market Overview (TAM, SAM and SOM)



Funding Allocation

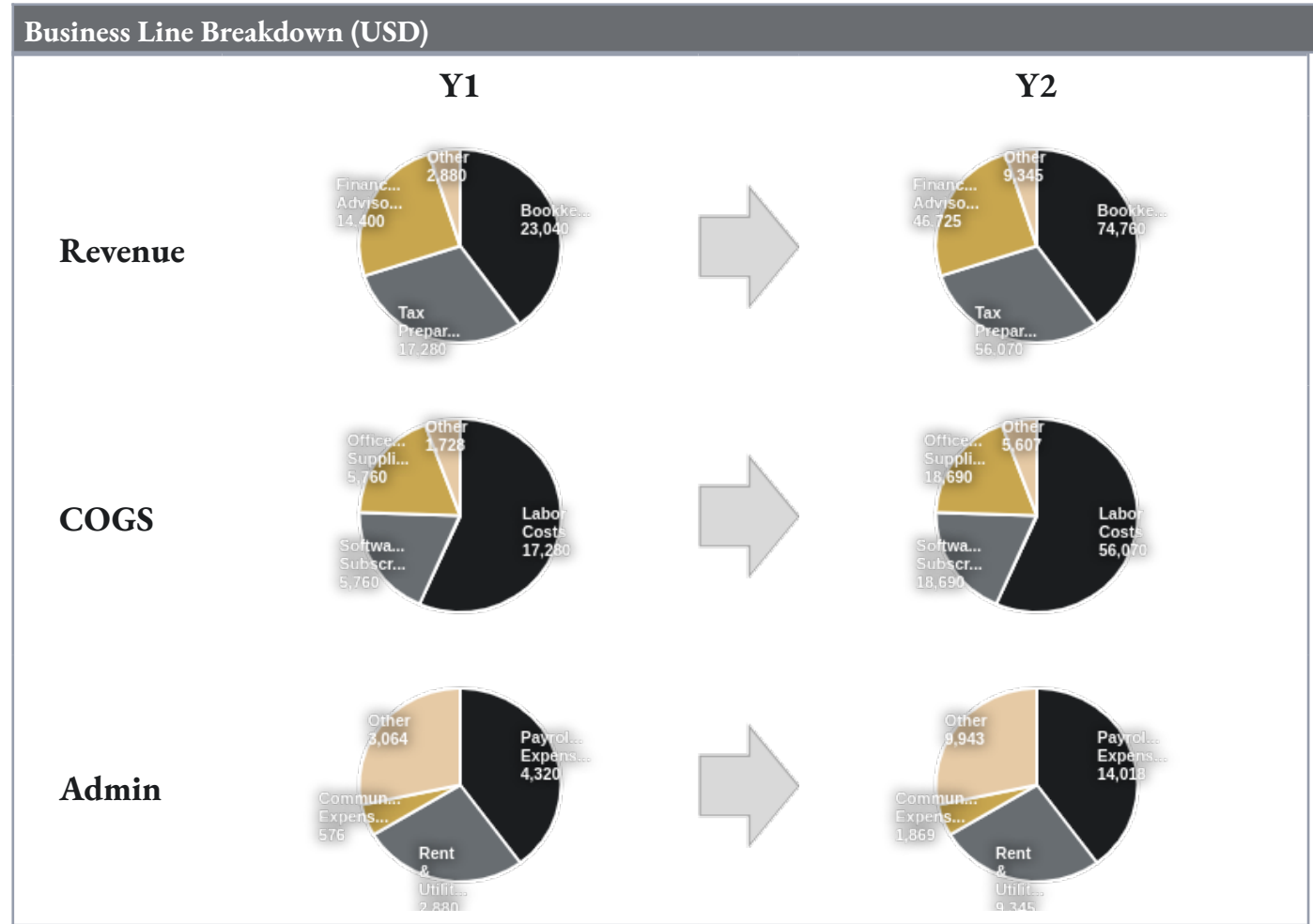
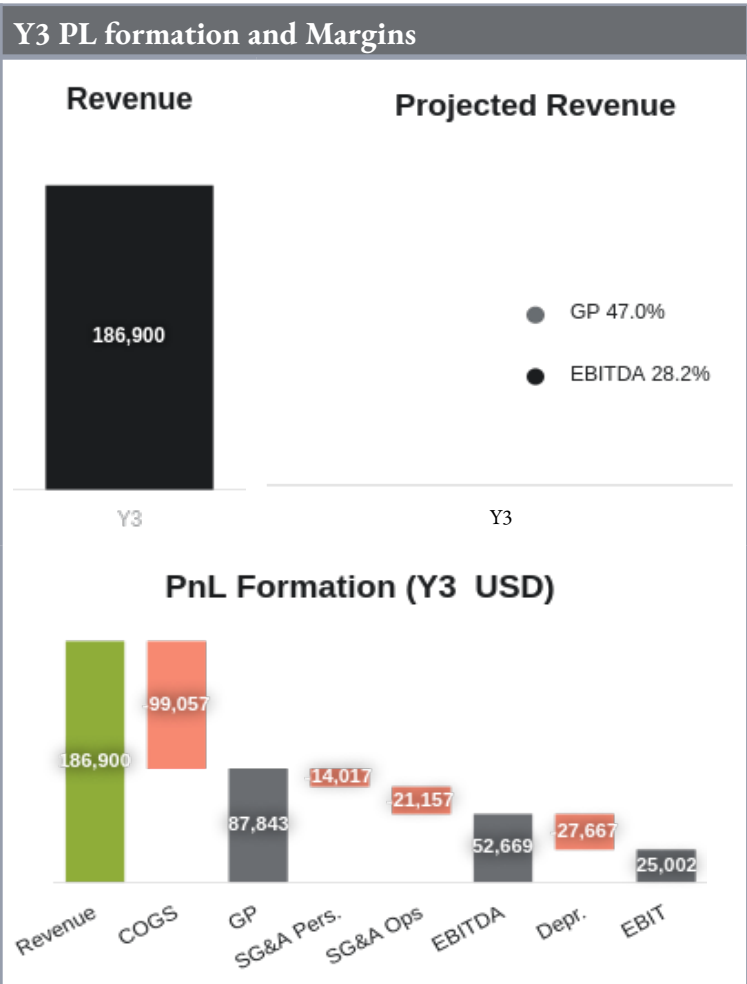
The funding will be used to finance the CAPEX and cash deficit from Year 1 operations, aiming to expedite the development process. In subsequent years the company plans to sustain operations without requiring major additional capital injection.

Table below presents the overview of expected inflows and outflows.

The total investment required is \$ 150,000

Y1 Cash Flow Stream(USD)	Inflows	Outflows
Gross Profit	27,072	
Payroll Expenses		4,320
Rent & Utilities		2,880
Marketing and Branding		1,152
Communication Expenses		576
Capex		95,000
Training and Development		576
Other Miscellaneous		576
Office Supplies		288
Legal and Professional Fees		288
Representation and Entert.		184
CAPEX & WC shortage Y1		78,768
Buffer		71,232
Total Required Investment(USD)		150,000



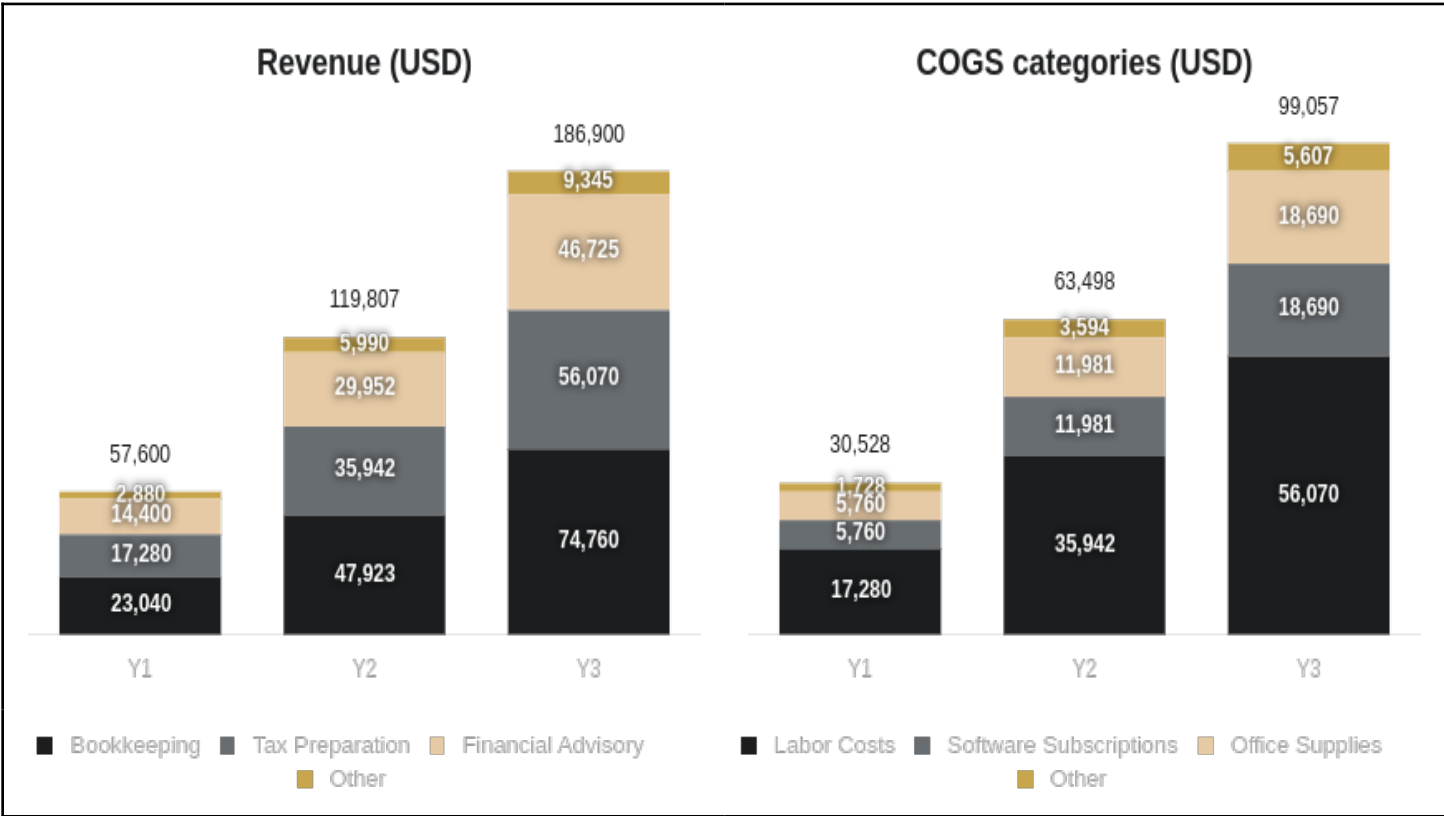


Revenue Formation Narrative

FinVista, a forward-thinking accounting firm, is poised to capture a significant share of the U.S. accounting services market by leveraging its advanced technology and client-centric approach. The Total Addressable Market (TAM) for the industry stands at 144,000,000,000 USD . Given FinVista's specialized services and strong client focus, our Serviceable Addressable Market (SAM) is estimated at 1.0% of the TAM, translating to a realistic market opportunity of 1,440,000,000 USD . This estimation accounts for FinVista's resources and market potential. Despite the highly competitive nature of the accounting services industry, dominated by established firms, FinVista is strategically positioned to achieve moderate yet steady growth. In Year 1, we anticipate capturing 0.00400% of the market, corresponding to projected revenues of 57,600 USD . As FinVista's reputation solidifies and operational processes are refined, we expect our market share to increase to 0.00800% in Year 2, resulting in revenues of 119,808 USD . By Year 3, with continued market penetration and increased industry presence, FinVista aims to capture 0.01200% of the market, translating into revenues of 186,900.48 USD . The revenue streams are diversified across four main lines of business. Bookkeeping is expected to generate 40% of the total revenue, Tax Preparation 30%, Financial Advisory services 25%, and Other services 5%. This multi-faceted approach ensures a robust and balanced revenue structure, positioning FinVista for sustained financial success and market growth.

\$ 186,900 ^{Y3} Projected Revenue

0.00% Market share



Revenue Calculation Details

Revenue Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
<i>Bookkeeping</i>	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%
<i>Tax Preparation</i>	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
<i>Financial Advisory</i>	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%
<i>Other</i>	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%

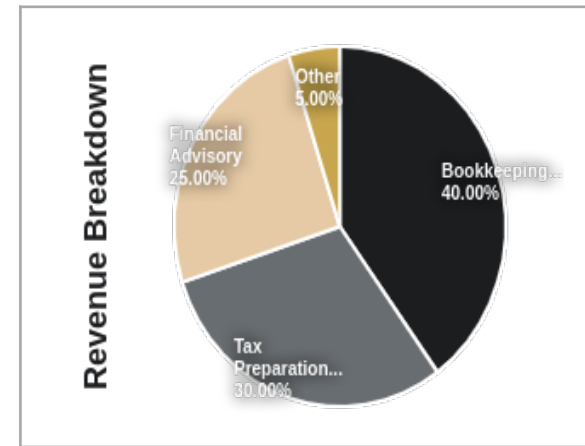
<i>Bookkeeping</i>	1,440	1,440	1,440	1,728	1,728	1,728	2,112	2,112	2,112	2,400	2,400	2,400	23,040	47,923	74,760
<i>Tax Preparation</i>	1,080	1,080	1,080	1,296	1,296	1,296	1,584	1,584	1,584	1,800	1,800	1,800	17,280	35,942	56,070
<i>Financial Advisory</i>	900	900	900	1,080	1,080	1,080	1,320	1,320	1,320	1,500	1,500	1,500	14,400	29,952	46,725
<i>Other</i>	180	180	180	216	216	216	264	264	264	300	300	300	2,880	5,990	9,345
Total Revenue (USD)	3,600	3,600	3,600	4,320	4,320	4,320	5,280	5,280	5,280	6,000	6,000	6,000	57,600	119,808	186,900

Total revenue is expected to reach \$ 186,900 by year 3.

Main revenue driver are:

- Bookkeeping which generates \$ 74,760 by Year 3
- Tax Preparation which generates \$ 56,070 by Year 3

Expected CAGR for total Revenue in Y1-Y3 is 80.13 %



COGS Calculation Details

COGS Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Labor Costs	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
Software Subscriptions	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Office Supplies	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Other	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

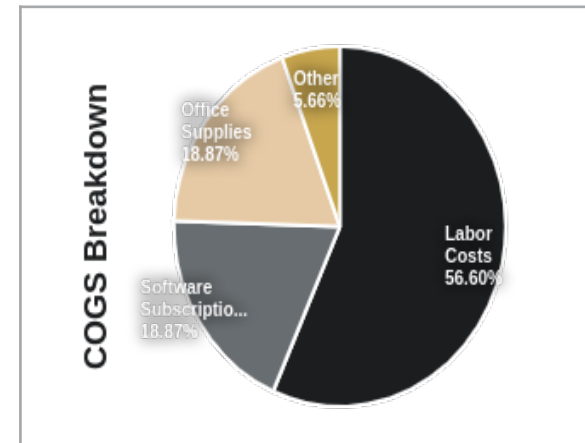
Labor Costs	1,080	1,080	1,080	1,296	1,296	1,296	1,584	1,584	1,584	1,800	1,800	1,800	17,280	35,942	56,070
Software Subscriptions	360	360	360	432	432	432	528	528	528	600	600	600	5,760	11,981	18,690
Office Supplies	360	360	360	432	432	432	528	528	528	600	600	600	5,760	11,981	18,690
Other	108	108	108	130	130	130	158	158	158	180	180	180	1,728	3,594	5,607
Total COGS (USD)	1,908	1,908	1,908	2,290	2,290	2,290	2,798	2,798	2,798	3,180	3,180	3,180	30,528	63,498	99,057

Total COGS is expected to reach \$ 99,057 by year 3.

Main revenue driver are:

- Labor Costs which generates \$ 56,070 by Year 3
- Software Subscriptions which generates \$ 18,690 by Year 3

Expected CAGR for total COGS in Y1-Y3 is 80.13 %



SG&A Calculation Details

OPEX Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
<i>Payroll Expenses</i>	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%
<i>Rent & Utilities</i>	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
<i>Communication Expenses</i>	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
<i>Office Supplies</i>	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
<i>Legal and Professional Fees</i>	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
<i>Marketing and Branding</i>	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
<i>Representation and Entertainment</i>	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%	0.32%
<i>Training and Development</i>	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
<i>Other Miscellaneous</i>	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%

<i>Payroll Expenses</i>	270	270	270	324	324	324	396	396	396	450	450	450	4,320	8,986	14,018
<i>Rent & Utilities</i>	180	180	180	216	216	216	264	264	264	300	300	300	2,880	5,990	9,345
<i>Communication Expenses</i>	36	36	36	43	43	43	53	53	53	60	60	60	576	1,198	1,869
<i>Office Supplies</i>	18	18	18	22	22	22	26	26	26	30	30	30	288	599	935
<i>Legal and Professional Fees</i>	18	18	18	22	22	22	26	26	26	30	30	30	288	599	935
<i>Marketing and Branding</i>	72	72	72	86	86	86	106	106	106	120	120	120	1,152	2,396	3,738
<i>Representation and Entertainment</i>	12	12	12	14	14	14	17	17	17	19	19	19	184	383	598
<i>Training and Development</i>	36	36	36	43	43	43	53	53	53	60	60	60	576	1,198	1,869
<i>Other Miscellaneous</i>	36	36	36	43	43	43	53	53	53	60	60	60	576	1,198	1,869

Total SG&A (USD)	678	678	678	813	813	813	994	994	994	1,129	1,129	1,129	10,840	22,548	35,175
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PaT Expectations

Income Statement (USD)	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Revenue	3,600	3,600	3,600	4,320	4,320	4,320	5,280	5,280	5,280	6,000	6,000	6,000	57,600	119,808	186,900
Bookkeeping	1,440	1,440	1,440	1,728	1,728	1,728	2,112	2,112	2,112	2,400	2,400	2,400	23,040	47,923	74,760
Tax Preparation	1,080	1,080	1,080	1,296	1,296	1,296	1,584	1,584	1,584	1,800	1,800	1,800	17,280	35,942	56,070
Financial Advisory	900	900	900	1,080	1,080	1,080	1,320	1,320	1,320	1,500	1,500	1,500	14,400	29,952	46,725
Other	180	180	180	216	216	216	264	264	264	300	300	300	2,880	5,990	9,345
COGS	-1,908	-1,908	-1,908	-2,290	-2,290	-2,290	-2,798	-2,798	-2,798	-3,180	-3,180	-3,180	-30,528	-63,498	-99,057
Labor Costs	-1,080	-1,080	-1,080	-1,296	-1,296	-1,296	-1,584	-1,584	-1,584	-1,800	-1,800	-1,800	-17,280	-35,942	-56,070
Software Subscriptions	-360	-360	-360	-432	-432	-432	-528	-528	-528	-600	-600	-600	-5,760	-11,981	-18,690
Office Supplies	-360	-360	-360	-432	-432	-432	-528	-528	-528	-600	-600	-600	-5,760	-11,981	-18,690
Other	-108	-108	-108	-130	-130	-130	-158	-158	-158	-180	-180	-180	-1,728	-3,594	-5,607
Gross Profit	1,692	1,692	1,692	2,030	2,030	2,030	2,482	2,482	2,482	2,820	2,820	2,820	27,072	56,310	87,843
SG&A Personal Expenses	-270	-270	-270	-324	-324	-324	-396	-396	-396	-450	-450	-450	-4,320	-8,986	-14,018
SG&A Operating Expenses	-408	-408	-408	-489	-489	-489	-598	-598	-598	-679	-679	-679	-6,520	-13,562	-21,157
EBITDA	1,014	1,014	1,014	1,217	1,217	1,217	1,488	1,488	1,488	1,691	1,691	1,691	16,232	33,762	52,669
Depreciation	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-2,306	-27,667	-27,667	-27,667
EBIT	-1,291	-1,291	-1,291	-1,088	-1,088	-1,088	-818	-818	-818	-615	-615	-615	-11,435	6,095	25,002
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit before Tax	-1,291	-1,291	-1,291	-1,088	-1,088	-1,088	-818	-818	-818	-615	-615	-615	-11,435	6,095	25,002
Tax	271	271	271	229	229	229	172	172	172	129	129	129	2,401	-1,280	-5,250
Profit after Tax (USD)	-1,020	-1,020	-1,020	-860	-860	-860	-646	-646	-646	-486	-486	-486	-9,034	4,815	19,751

Balance Sheet Statement

1 2 3 4 5 6 7 8

Financial Projection

Balance Sheet (USD)	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Cash & Cash Equivalents	50,506	51,521	52,113	52,651	53,869	54,523	55,105	56,593	57,659	58,670	60,361	61,179	61,179	66,368	86,595
Accounts Receivable	3,600	3,600	3,600	4,320	4,320	4,320	5,280	5,280	5,280	6,000	6,000	6,000	6,000	12,480	19,469
Inventory	1,908	1,908	2,290	2,290	2,290	2,798	2,798	2,798	3,180	3,180	3,180	3,969	3,969	6,191	10,318
Prepaid Expenses	204	204	245	245	245	299	299	299	340	340	340	424	424	661	1,102
Deferred Tax Assets	271	542	813	1,042	1,270	1,499	1,671	1,842	2,014	2,143	2,272	2,401	2,401	1,121	-
Current Assets	56,489	57,775	59,061	60,547	61,993	63,439	65,153	66,813	68,472	70,333	72,153	73,973	73,973	86,821	117,484
CAPEX 1	29,500	29,000	28,500	28,000	27,500	27,000	26,500	26,000	25,500	25,000	24,500	24,000	24,000	18,000	12,000
CAPEX 2	19,444	18,889	18,333	17,778	17,222	16,667	16,111	15,556	15,000	14,444	13,889	13,333	13,333	6,667	20,000
CAPEX 3	24,583	24,167	23,750	23,333	22,917	22,500	22,083	21,667	21,250	20,833	20,417	20,000	20,000	15,000	10,000
CAPEX 4	19,167	18,333	17,500	16,667	15,833	15,000	14,167	13,333	12,500	11,667	10,833	10,000	10,000	20,000	10,000
Non-Current Assets	92,694	90,389	88,083	85,778	83,472	81,167	78,861	76,556	74,250	71,944	69,639	67,333	67,333	59,667	52,000
Total Assets	149,184	148,164	147,144	146,325	145,465	144,606	144,014	143,368	142,722	142,277	141,792	141,306	141,306	146,488	169,484
Accounts Payable	204	204	204	245	245	245	299	299	299	340	340	340	340	706	1,102
Short-Term Loans	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accrued Interest Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Tax Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,849
Current Liabilities	204	204	204	245	245	245	299	299	299	340	340	340	340	706	3,951
Loans and other borrowings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Current Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Liabilities	204	204	204	245	245	245	299	299	299	340	340	340	340	706	3,951
Paid-In Capital	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Retained Earnings	-	-	-	-	-	-	-	-	-	-	-	-	-	-9,034	-4,218
Current Period Earnings	-1,020	-2,040	-3,060	-3,920	-4,779	-5,639	-6,285	-6,931	-7,577	-8,062	-8,548	-9,034	-9,034	4,815	19,751
Total Equity	148,980	147,960	146,940	146,080	145,221	144,361	143,715	143,069	142,423	141,938	141,452	140,966	140,966	145,782	165,533

Cash Flow Statement - Direct

Cash Flow Statement - Direct (USD)	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Initial Balance	52,888	50,506	51,521	52,113	52,651	53,869	54,523	55,105	56,593	57,659	58,670	60,361	-	61,179	66,368
Cash from sales of goods/services	-	3,600	3,600	3,600	4,320	4,320	4,320	5,280	5,280	5,280	6,000	6,000	51,600	113,328	179,912
Payments to employees/vendors	-2,382	-2,586	-2,967	-3,062	-3,103	-3,611	-3,738	-3,792	-4,174	-4,268	-4,309	-5,098	-44,997	-87,902	-137,964
Advances paid/received	-	-	-41	-	-	-54	-	-	-41	-	-	-84	-424	-237	-441
Taxes paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-1,280
Interest paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CF from Operating Activities	-2,382	1,014	592	538	1,217	654	582	1,488	1,066	1,012	1,691	818	6,179	25,189	40,227
Acquisition of															
CAPEX 1	-	-	-	-	-	-	-	-	-	-	-	-	-30,000	-	-
CAPEX 2	-	-	-	-	-	-	-	-	-	-	-	-	-20,000	-	-20,000
CAPEX 3	-	-	-	-	-	-	-	-	-	-	-	-	-25,000	-	-
CAPEX 4	-	-	-	-	-	-	-	-	-	-	-	-	-20,000	-20,000	-
CF from Investing Activities	-	-	-	-	-	-	-	-	-	-	-	-	-95,000	-20,000	-20,000
Loans received / paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Investments received / paid	-	-	-	-	-	-	-	-	-	-	-	-	150,000	-	-
CF from Financing activities	-	-	-	-	-	-	-	-	-	-	-	-	150,000	-	-
Ending Balance	50,506	51,521	52,113	52,651	53,869	54,523	55,105	56,593	57,659	58,670	60,361	61,179	61,179	66,368	86,595

Assumptions:

- invoices are paid in 30 days;
- half of admin expenses except salaries is prepaid;
- inventory is built for the next month;
- half of admin expenses except salaries is paid in 30 days;
- salaries are paid in the same month;
- interest expenses are paid in the next month.

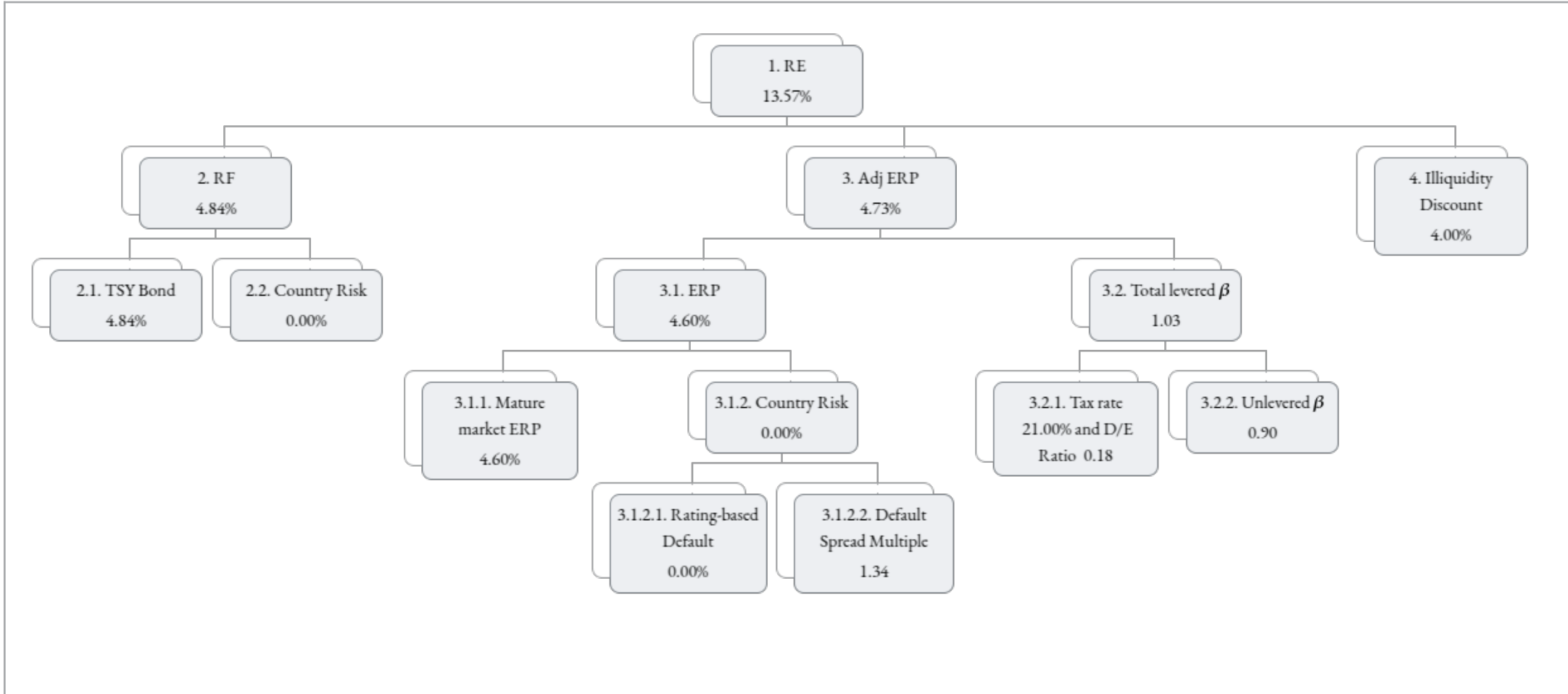
Cash Flow Statement - Indirect

Cash Flow Statement - Indirect (USD)	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Initial Balance	52,888	50,506	51,521	52,113	52,651	53,869	54,523	55,105	56,593	57,659	58,670	60,361	-	61,179	66,368
EBIT	-1,291	-1,291	-1,291	-1,088	-1,088	-1,088	-818	-818	-818	-615	-615	-615	-11,435	6,095	25,002
Δ Receivables & Prepaids	-3,600	-	-41	-720	-	-54	-960	-	-41	-720	-	-84	-6,424	-6,717	-7,430
Δ Payables	204	-	-	41	-	-	54	-	-	41	-	-	340	367	396
Δ Inventory	-	-	-382	-	-	-509	-	-	-382	-	-	-789	-3,969	-2,222	-4,127
Δ Depreciation	2,306	2,306	2,306	2,306	2,306	2,306	2,306	2,306	2,306	2,306	2,306	2,306	27,667	27,667	27,667
Tax Paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-1,280
Interest Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CF from Operating Activities	-2,382	1,014	592	538	1,217	654	582	1,488	1,066	1,012	1,691	818	6,179	25,189	40,227
Acquisition of															
CAPEX 1	-	-	-	-	-	-	-	-	-	-	-	-	-30,000	-	-
CAPEX 2	-	-	-	-	-	-	-	-	-	-	-	-	-20,000	-	-20,000
CAPEX 3	-	-	-	-	-	-	-	-	-	-	-	-	-25,000	-	-
CAPEX 4	-	-	-	-	-	-	-	-	-	-	-	-	-20,000	-20,000	-
CF from Investing Activities	-	-	-	-	-	-	-	-	-	-	-	-	-95,000	-20,000	-20,000
Loans received / paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Investments received / paid	-	-	-	-	-	-	-	-	-	-	-	-	150,000	-	-
CF from Financing activities	-	-	-	-	-	-	-	-	-	-	-	-	150,000	-	-
Ending Balance	50,506	51,521	52,113	52,651	53,869	54,523	55,105	56,593	57,659	58,670	60,361	61,179	61,179	66,368	86,595

Assumptions:

- invoices are paid in 30 days;
- half of admin expenses except salaries is prepaid;
- inventory is built for the next month;
- half of admin expenses except salaries is paid in 30 days;
- salaries are paid in the same month;
- interest expenses are paid in the next month.

Required Return on Equity Derivation



Methodology

Weighted Average Cost of Capital is calculated using Capital Asset Pricing Model (CAPM). Since the company is purely equity funded the WACC is equal to its Required Return on Equity R(E). The main research inputs used in calculations are based on studies published by professor at Stern School of Business Aswath Damodaran. Return on Equity R(E) is $R(E) = R(F) + \beta * (ERP)$, where: R(F) is Risk Free Rate. The basis for calculation of R(F) is the average of the yield of USD 30 Year TSY Bond. The horizon. ERP is Mature Market Equity Risk Premium. It incorporates market estimates for Rating-Based Default Spread and Default Spread Multiple (β) is average equity betas of corresponding industries. Despite the company has no debt, the unlevered beta was levered with industry average figures to reflect the long-term D/E ration in the capital structure. Additionally, Illiquidity Risk Premium of 4% is added to the estimated Return on Equity to reflect risk associated with firm being Privately Held vs Publicly Traded Companies.

Additional Assumptions

To calculate the companies Firm Value, its future Free Cash Flow to Equity (FCFE) is discounted using estimated Required Return on Equity.

The 3rd-year projected cash flow is used as a representation of the long-term Free Cash Flow to the Equity (FCFE). This approach may understate the valuation because cash flows are expected to grow more aggressively in the first 10 years, and the growth from years 4 to 10 is not reflected in this calculation. Long-term growth rate of 5% is applied.

After discounting the cashflows and measuring the Firm Value it is adjusted to historical estimate of Start-up firm's survival rate. The allows to incorporate risk of start-ups fails.

Survival of new establishments founded in 1998

	Proportion of firms that were started in 1998 that survived through						
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Natural resources	82.33%	69.54%	59.41%	49.56%	43.43%	39.96%	36.68%
Construction	80.69%	65.73%	53.56%	42.59%	36.96%	33.36%	29.96%
Manufacturing	84.19%	68.67%	56.98%	47.41%	40.88%	37.03%	33.91%
Transportation	82.58%	66.82%	54.70%	44.68%	38.21%	34.12%	31.02%
Information	80.75%	62.85%	49.49%	37.70%	31.24%	28.29%	24.78%
Financial activities	84.09%	69.57%	58.56%	49.24%	43.93%	40.34%	36.90%
Business services	82.32%	66.82%	55.13%	44.28%	38.11%	34.46%	31.08%
Health services	85.59%	72.83%	63.73%	55.37%	50.09%	46.47%	43.71%
Leisure	81.15%	64.99%	53.61%	43.76%	38.11%	34.54%	31.40%
Other services	80.72%	64.81%	53.32%	43.88%	37.05%	32.33%	28.77%
All firms	81.24%	65.77%	54.29%	44.36%	38.29%	34.44%	31.18%

http://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/ctryprem.html

<https://pages.stern.nyu.edu/~adamodar/pdfiles/papers/younggrowth.pdf>

<http://pages.stern.nyu.edu/~adamodar/>

	(USD)	Y1	Y2	Y3	Y4	Y5	Y6	Y7
DCF	Profit after Tax	-9,034	4,815	19,751	20,542	21,363	22,218	23,106
	Growth% Y4-Y7				4.00%	4.00%	4.00%	4.00%
	Growth% Y7 -->				3.50%			
	WACC				13.57%			
	PV Y1-Y7 at Y0	-7,954	3,733	13,484	12,348	11,308	10,355	9,482
	PV Y7 --> Y0				97,474			
	NPV (USD)				150,230			

Average Survival Rate for 3 Years

50%

Final Valuation

\$ 75,115

The valuation is conducted using the Discounted Cash Flow (DCF) method. In this method, the projected cash flows for a period of 7 years, along with a terminal value, are discounted at a rate of 13.57 % to determine the Firm Value.

Starting from year 3 onwards, the cash flows are estimated to grow at a rate of 4.00 %, which is consistent with the market Compound Annual Growth Rate (CAGR) trend. Beyond year 7, the cash flows are assumed to grow at a long-term growth rate of 3.50 %.

To account for the inherent risks associated with a start-up venture, the Firm Value is adjusted using the historical survival rate of newly established firms. As indicated by the study conducted by Aswath Damodaran, there was approximately 50% probability of survival for Information sector companies. This adjustment allows to incorporate the risk profile of the business and provide a more comprehensive assessment of its value.

It is important to note that if the company can successfully navigate through its initial three years of operation, it is expected to have a significantly higher likelihood of becoming a going concern. This underscores the importance of demonstrating resilience and establishing a solid foundation during the critical early stages of the business.

Scenario Analysis: Narrative

Scenario analysis explores how external and internal factors influence key assumptions in financial planning. By analyzing potential positive and negative outcomes, company can better anticipate risks and opportunities when evaluating their future cash flows and overall valuation.

KPI	Scenario	Narrative	KPI affected by
Revenue	Positive	This scenario reflects a favorable market environment or a strategic breakthrough, leading to higher projected revenue. It showcases the potential rewards of scaling and innovative approaches.	higher by 15%
	Negative	This scenario accounts for challenging conditions such as economic downturns or market disruptions, forecasting a potential revenue decrease. It emphasizes the importance of adaptability and risk management.	lower by 15%
COGS	Positive	This scenario demonstrates the benefits of operational efficiency or cost-saving strategies, resulting in reduced COGS. It highlights the value of innovation in supply chain and operations.	lower by 20%
	Negative	This scenario addresses rising costs due to external pressures, resulting in an increase in COGS. It underlines the need for proactive cost-control measures.	higher by 20%
Discount Rate (RoE)	Positive	This scenario assumes a decrease in the discount rate (RoE) due to improved market conditions, lower perceived risk, or favorable macroeconomic factors. A lower discount rate increases the present value of future cash flows, enhancing the company's valuation.	lower by 10%
	Negative	This scenario models an increase in the discount rate (RoE) driven by higher market risk, macroeconomic instability, or industry-specific challenges. A higher discount rate reduces the present value of future cash flows, decreasing the company's valuation.	higher by 10%

Scenario Analysis: Results

Scenario analysis explores how external and internal factors influence key assumptions in financial planning. By analyzing potential positive and negative outcomes, company can better anticipate risks and opportunities when evaluating their future cash flows and overall valuation.

Scenario Analysis		Revenue		COGS		Discount Rate		
	Base	Positive	Negative	Positive	Negative	Positive	Negative	
Input	KPIs	Base	Positive	Negative	Positive	Negative	Positive	Negative
	Revenue	no impact	15%	-15%	no impact	no impact	no impact	no impact
	COGS	no impact	no impact	no impact	-20%	20%	no impact	no impact
	RoE	no impact	no impact	no impact	no impact	no impact	-10%	10%
Output	Revenue Y3	\$ 186,900	\$ 214,936	\$ 158,865	\$ 186,900	\$ 186,900	\$ 186,900	\$ 186,900
	Gross Profit Y3	\$ 87,843	\$ 101,020	\$ 74,667	\$ 107,655	\$ 68,032	\$ 87,843	\$ 87,843
	GP Margin	47%	47%	47%	58%	36%	47%	47%
	EBITDA Y3	\$ 52,669	\$ 60,569	\$ 44,768	\$ 72,480	\$ 32,857	\$ 52,669	\$ 52,669
	EBITDA Margin	28%	28%	28%	39%	18%	28%	28%
	Net Profit Y3	\$ 19,751	\$ 25,993	\$ 13,510	\$ 35,403	\$ 4,100	\$ 19,751	\$ 19,751
	Profit Margin	11%	12%	9%	19%	2%	11%	11%
	Final Valuation	\$ 75,115	\$ 101,915	\$ 48,315	\$ 142,322	\$ 7,909	\$ 89,353	\$ 64,321

Stress Test: Growth Under Pressure

Stress tests provide a comprehensive view of how businesses might perform under extreme conditions, enabling better preparation for the uncertainties of real-world challenges.

Scenario Name

Story

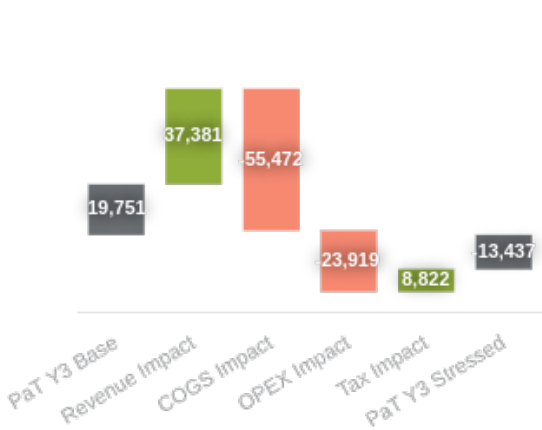
KPIs impact

Growth Under Pressure

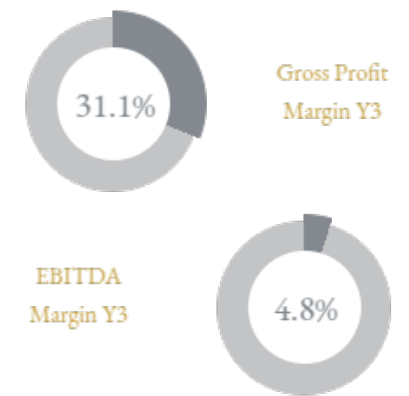
This scenario explores the challenges of managing rapid growth while dealing with operational bottlenecks. A surge in demand and revenue places significant strain on supply chains and internal processes. Despite achieving higher sales volumes, inefficiencies in scaling lead to increased costs and a heightened risk perception, keeping the discount rate elevated. 'Growth Under Pressure' examines how businesses can balance seizing growth opportunities while investing in infrastructure, talent, and systems to support scalability.

Revenue Higher by 20%	COGS Higher by 30%
OPEX Higher by 40%	Discount Rate unaffected

Results



	-\$ 67,398 Valuation		\$ 224,281 Revenue Y3
	\$ 10,658 EBITDA		-\$ 13,437 Profit After Tax



Stress Test: The Perfect Storm

Stress tests provide a comprehensive view of how businesses might perform under extreme conditions, enabling better preparation for the uncertainties of real-world challenges.

Scenario Name

Story

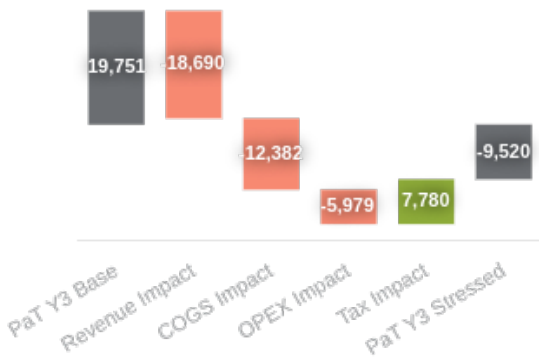
KPIs impact



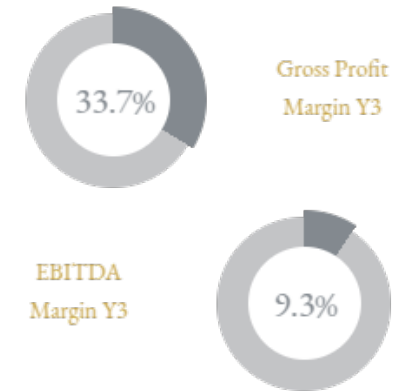
This scenario simulates the convergence of adverse market conditions and rising operational challenges. A sharp downturn in market demand coincides with increased costs due to inflation and supply chain disruptions. The combination results in a dual hit to both top-line revenue and operational margins. Additionally, external factors such as economic instability elevate the discount rate, amplifying the pressure on future cash flows. Businesses facing 'The Perfect Storm' must focus on resilience through diversified revenue streams, cost-control measures, and contingency planning.

Revenue Lower by 10%	COGS Higher by 25%
OPEX Higher by 30%	Discount Rate Higher by 10%

Results



	-\$ 45,151 Valuation		\$ 168,210 Revenue Y3
	\$ 15,617 EBITDA		-\$ 9,520 Profit After Tax



Sensitivity Analysis: SAM & SOM

This sensitivity analysis evaluates the potential impact of changes in Serviceable Addressable Market (SAM) and Serviceable Obtainable Market (SOM) on key financial metrics. By simulating percentage variations in SAM and SOM, this analysis helps identify how shifts in market assumptions affect revenue, profitability, and overall valuation.

		SAM						SOM					
		-20%	-10%	-5%	5%	10%	20%	-9%	-6%	-3%	3%	6%	9%
Revenue	Y1	\$ 46,080	\$ 51,840	\$ 54,720	\$ 60,480	\$ 63,360	\$ 69,120	\$ 52,416	\$ 54,144	\$ 55,872	\$ 59,328	\$ 61,056	\$ 62,784
	Y2	\$ 95,846	\$ 107,827	\$ 113,818	\$ 125,798	\$ 131,789	\$ 143,770	\$ 109,025	\$ 112,620	\$ 116,214	\$ 123,402	\$ 126,996	\$ 130,591
	Y3	\$ 149,520	\$ 168,210	\$ 177,555	\$ 196,246	\$ 205,591	\$ 224,281	\$ 170,079	\$ 175,686	\$ 181,293	\$ 192,507	\$ 198,115	\$ 203,722
Gross Profit	Y1	\$ 21,658	\$ 24,365	\$ 25,718	\$ 28,426	\$ 29,779	\$ 32,486	\$ 24,636	\$ 25,448	\$ 26,260	\$ 27,884	\$ 28,696	\$ 29,508
	Y2	\$ 45,048	\$ 50,679	\$ 53,494	\$ 59,125	\$ 61,941	\$ 67,572	\$ 51,242	\$ 52,931	\$ 54,620	\$ 57,999	\$ 59,688	\$ 61,378
	Y3	\$ 70,275	\$ 79,059	\$ 83,451	\$ 92,235	\$ 96,628	\$ 105,412	\$ 79,937	\$ 82,573	\$ 85,208	\$ 90,479	\$ 93,114	\$ 95,749
GP Margin	Y1	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%
	Y2	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%
	Y3	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%
EBITDA	Y1	\$ 12,985	\$ 14,609	\$ 15,420	\$ 17,043	\$ 17,855	\$ 19,478	\$ 14,771	\$ 15,258	\$ 15,745	\$ 16,719	\$ 17,206	\$ 17,693
	Y2	\$ 27,010	\$ 30,386	\$ 32,074	\$ 35,450	\$ 37,138	\$ 40,514	\$ 30,723	\$ 31,736	\$ 32,749	\$ 34,775	\$ 35,788	\$ 36,800
	Y3	\$ 42,135	\$ 47,402	\$ 50,035	\$ 55,302	\$ 57,935	\$ 63,202	\$ 47,928	\$ 49,508	\$ 51,088	\$ 54,249	\$ 55,829	\$ 57,409
EBITDA Margin	Y1	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%
	Y2	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%
	Y3	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%
Net Profit	Y1	-\$ 11,598	-\$ 10,316	-\$ 9,675	-\$ 8,392	-\$ 7,751	-\$ 6,469	-\$ 10,188	-\$ 9,803	-\$ 9,418	-\$ 8,649	-\$ 8,264	-\$ 7,880
	Y2	-\$ 519	\$ 2,148	\$ 3,482	\$ 6,149	\$ 7,482	\$ 10,150	\$ 2,415	\$ 3,215	\$ 4,015	\$ 5,615	\$ 6,416	\$ 7,216
	Y3	\$ 11,430	\$ 15,591	\$ 17,671	\$ 21,832	\$ 23,912	\$ 28,073	\$ 16,007	\$ 17,255	\$ 18,503	\$ 21,000	\$ 22,248	\$ 23,496
Profit Margin	Y1	-25%	-20%	-18%	-14%	-12%	-9%	-19%	-18%	-17%	-15%	-14%	-13%
	Y2	-1%	2%	3%	5%	6%	7%	2%	3%	3%	5%	5%	6%
	Y3	8%	9%	10%	11%	12%	13%	9%	10%	10%	11%	11%	12%
Final Valuation		\$ 39,382	\$ 57,248	\$ 66,182	\$ 84,049	\$ 92,982	\$ 110,849	\$ 59,035	\$ 64,395	\$ 69,755	\$ 80,475	\$ 85,835	\$ 91,195

Financial and Technical

b \$ - Billions of \$
 B2B – Business to Business
 B2C – Business to Customer
 CAPEX - Capital Expenditure
 CAPM – Capital Asset Pricing Model
 COGS - Cost of goods sold
 DCF - Discounted cash flow
 Depr. – Depreciation
 EBIT - Earnings before interest and taxes
 EBITDA - Earnings before interest, taxes, depreciation, and amortization
 EBT - Earnings Before Tax
 ERP - Equity Risk Premium
 ETA – Estimated Time of Arrival
 EV - Enterprise Value
 FA (Tangible and Intangible) - Fixed assets (tangible and intangible)
 FX – Foreign Exchange
 FY - Fiscal year
 GP - Gross profit
 k \$ - Thousands of \$
 LLM – Large Language Model
 LFY - Last fiscal year
 m \$ - Millions of \$
 MTD - Month-to-date
 MVP – Minimum Viable Product
 NFT – Non-Fungible Token
 NPV - Net present value
 OPEX - Operating Expense
 P&L - A profit and loss (P&L) statement
 PaT – Profit after Tax
 POC – Proof of Concept
 PPE - Property, plant, and equipment
 SG&A – Sales, General and Administrative
 TSY bond rate - Treasury bond rate
 WACC - Weighted average cost of capital
 YTD - Year-to-date

Organisational Structure

CBDO - Chief Business Development Officer
 CEO - Chief Executive Officer
 CPO - Chief Product Officer
 CFO - Chief Financial Officer
 CTO - Chief Technology Officer
 C-level - Chief level
 Eng – Engineer
 Dev - Developer
 HR - Human Resources

Other

Av – Average
 EoP – End of Period
 LE – Legal Entity
 PE – Private Equity
 TOM – Target Operating Model

Disclaimer

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