Business Plan

& Valuation Presentation

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OUR VISION & MISSION

Our Mission

MasterMechanic Garage is dedicated to providing high-quality, reliable automotive services for all makes and models. Through our skilled team of technicians, we offer comprehensive services including routine maintenance, diagnostics, repairs, and parts replacement, all performed with precision and care. By prioritizing customer satisfaction through transparent communication, timely service, and a commitment to using the latest technology and highest-quality parts, we ensure that every vehicle operates safely and efficiently, providing peace of mind and exceptional value to our clients.

Our Vision

MasterMechanic Garage envisions becoming the leading auto repair service provider trusted by communities nationwide. In twenty years, we aim to set the standard for automotive maintenance and repair through innovation and dedication to excellent service. Our aspiration is to be recognized not only for our technical expertise but also for our unwavering commitment to customer satisfaction and vehicle safety. We strive to create a future where our comprehensive and precision-driven services are synonymous with reliability and excellence, ensuring that every vehicle on the road operates at its highest potential.

Summary Financials Dashboard

Key performance indicators
(Base Scenario Y3)

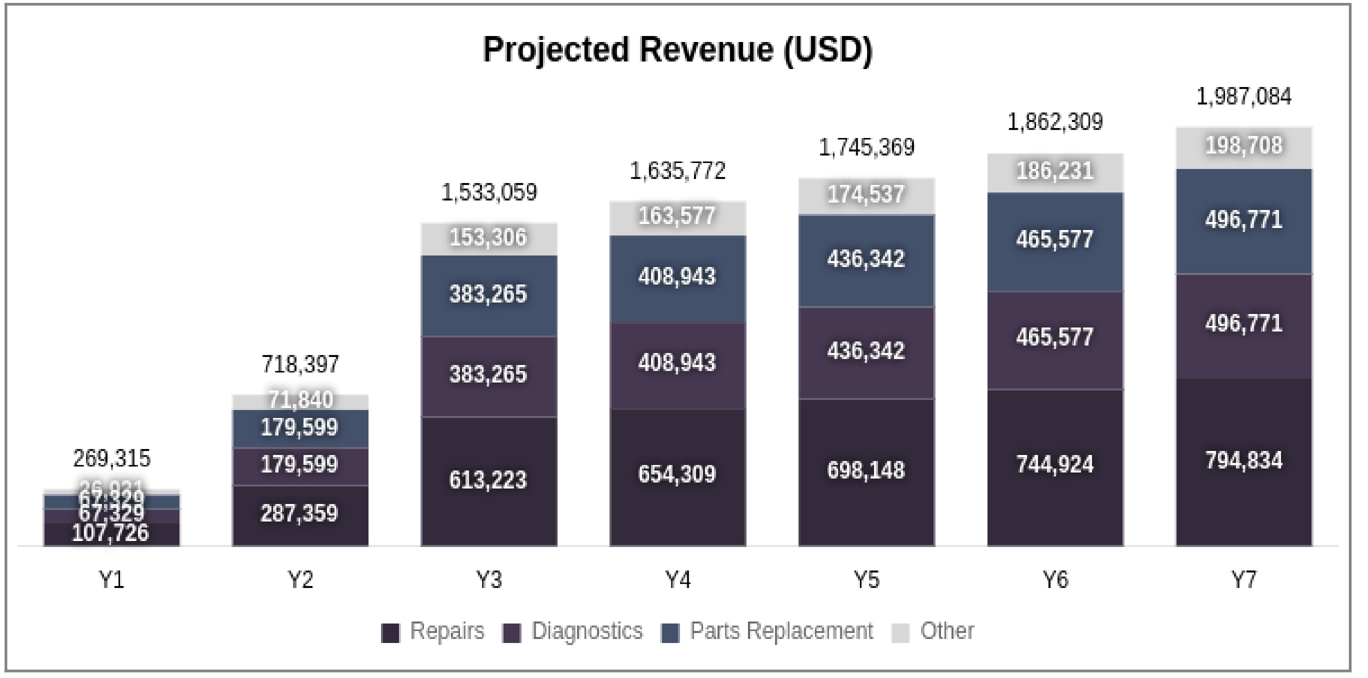
$ 1,533,058

Revenue
$ 449,186

Gross Profit
$ 220,760

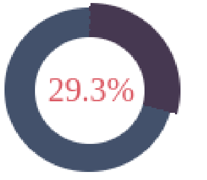
EBITDA
0.01%

Target Market Share

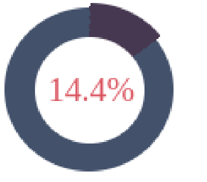


Margins
(Stabilized by Y3)

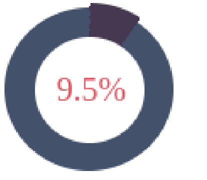
GP Margin



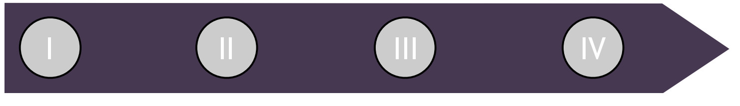
EBITDA Margin



PbT Margin



Project Phases



Foundational Offering

Core Enhancement & Expansion

New Profit Streams

Exploratory Ventures

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

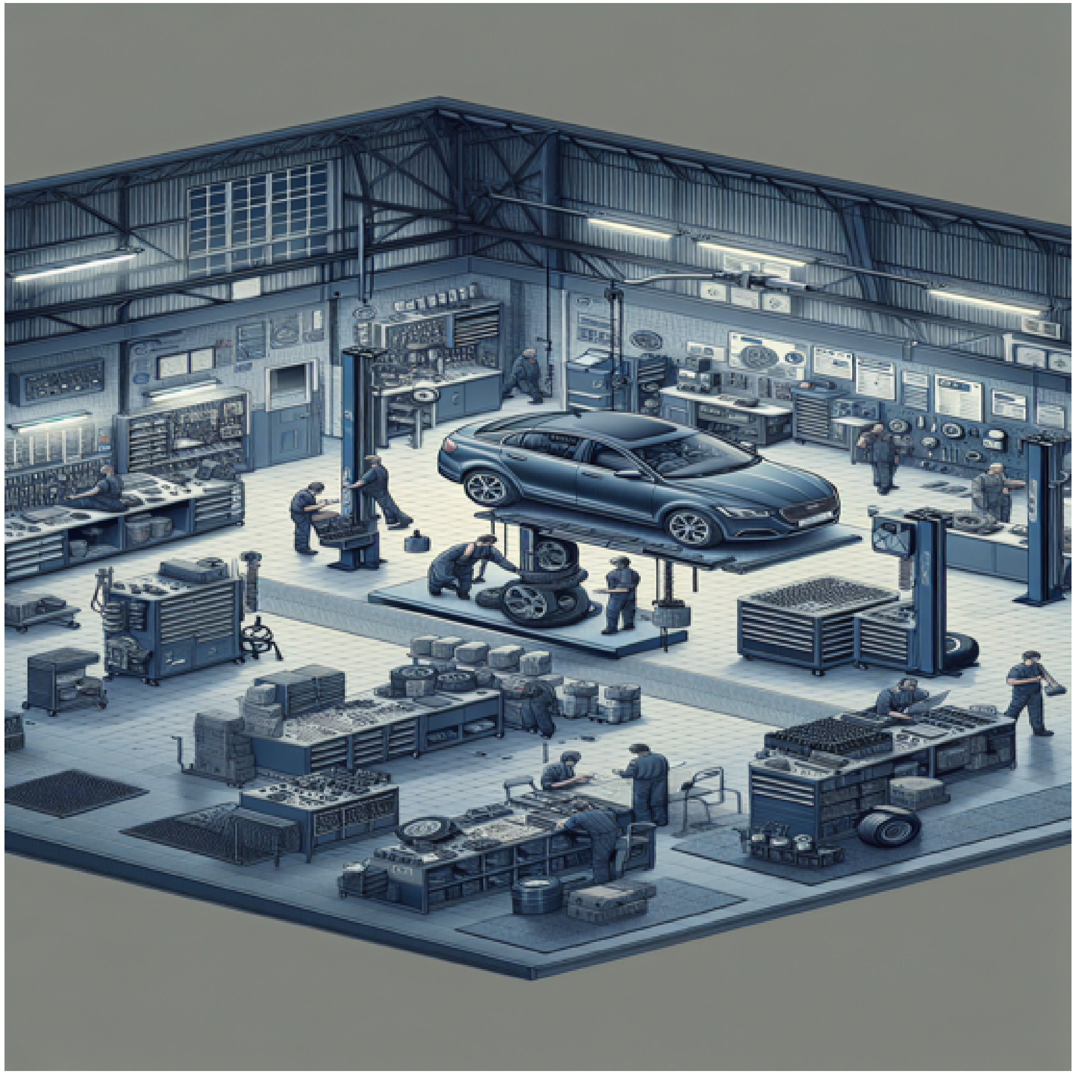
Investment will be used to finance CAPEX, WC buffers, etc.

Investment $ 250,000

Y1 CAPEX $ 425,000

WC $ 52,651

About the Company: General Overview



MasterMechanic Garage is a trusted auto repair shop dedicated to providing high-quality, reliable automotive services for all makes and models. Specializing in the maintenance and repair of motor vehicles, MasterMechanic operates within the Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles sector. The company boasts a team of skilled technicians who offer a comprehensive range of services, including routine maintenance, diagnostics, repairs, and parts replacement, all executed with precision and care. At MasterMechanic Garage, customer satisfaction is paramount, achieved through transparent communication, timely service, and a commitment to using the latest technology and highest-quality parts. The primary goal is to ensure that every vehicle operates safely and efficiently, delivering peace of mind and exceptional value to all clients. By focusing on these core principles, MasterMechanic Garage has established itself as a reliable and respected name in the automotive repair industry.

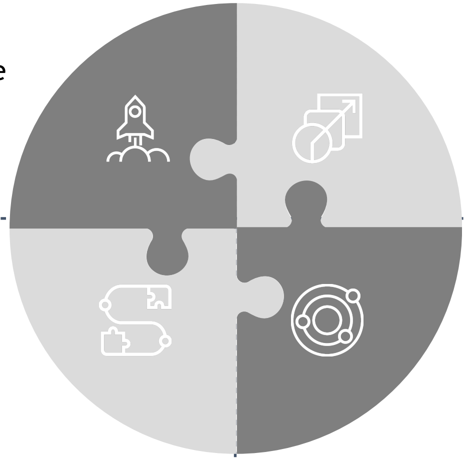
Sources: Company's Prop Vision

The Main Phases: Projects & Impacts

01 Foundational Offering

Phase I.

Establish the foundational automotive repair service by focusing on high-quality routine maintenance and essential diagnostics to create a trusted minimum viable product in the market.



02 Core Enhancement & Expansion

Phase II.

Enhance core services by introducing advanced repairs, rapid parts replacement, and cutting-edge diagnostic tools. Expand user base via strategic marketing and superior customer service, solidifying market presence.

03 New Profit Streams

Phase III.

Diversify offerings by launching premium subscription services, eco-friendly repair options, and on-demand mobile repair units. Investigate ancillary markets to nurture new revenue streams.

04 Exploratory Ventures

Phase IV.

Pursue high-risk, high-reward opportunities such as entering the electric vehicle repair market, developing proprietary diagnostic software, and establishing partnerships for advanced automotive technology solutions.

Product Impact on Core Stakeholders

Main Stakeholder	Product Benefits
Customers	1. Receive high-quality routine maintenance and essential diagnostic services, ensuring their vehicles' longevity and performance. 2. Benefit from advanced repair services and cutting-edge diagnostic tools, minimizing downtime and disruption. 3. Access to premium services like eco-friendly repair options and on-demand mobile repair units, offering convenience and sustainability.

Key Performance Components

Competitive Advantage

Skilled Technicians

MasterMechanic Garage employs a team of skilled technicians who provide high-quality, reliable automotive services for all vehicle makes and models.

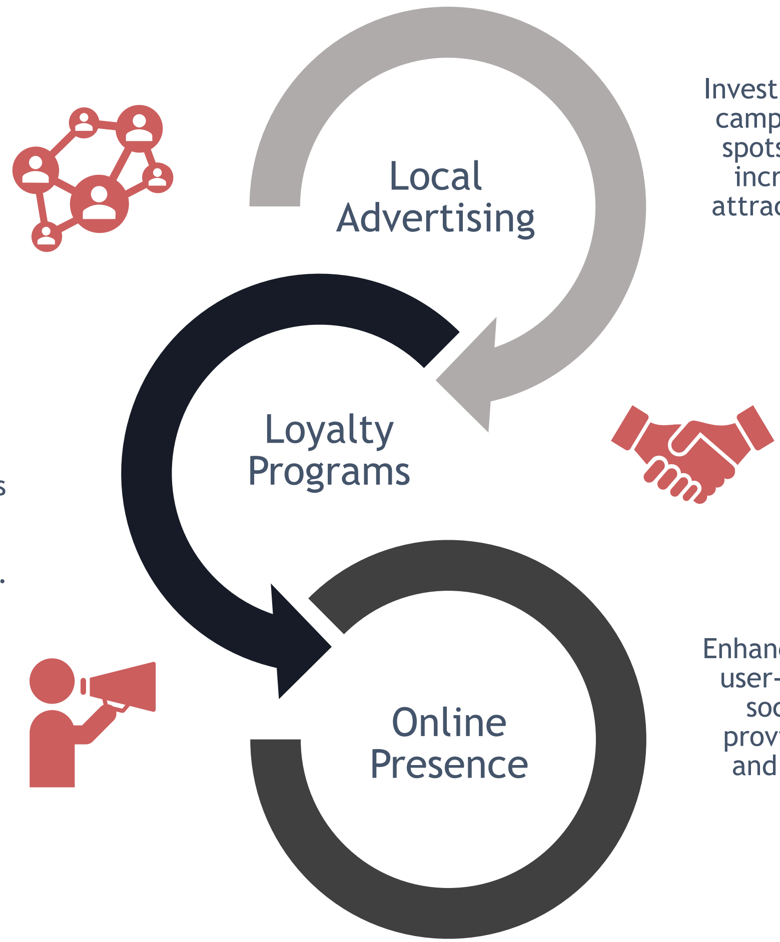
Comprehensive Services

Offering a full range of services, including routine maintenance, diagnostics, and parts replacement, ensuring thorough care for every vehicle.

Customer Focus

Commitment to customer satisfaction through transparent communication, timely service, and the use of the latest technology and high-quality parts.

Marketing and Growth Strategy



Invest in targeted local advertising campaigns including flyers, radio spots, and community events to increase brand awareness and attract foot traffic to the garage.

Implement customer loyalty programs offering discounts or free services after a certain number of visits to encourage repeat business and foster long-term relationships.

Enhance online presence through a user-friendly website and active social media engagement to provide updates, special offers, and auto care tips to attract a tech-savvy audience.

Target Groups

	Industries	Description
I	Individual Vehicle Owners	These are everyday car owners who need reliable and routine maintenance, diagnostics, and repair services to ensure their vehicles run safely and efficiently.
II	Fleet Managers	Businesses that manage a fleet of vehicles require consistent and efficient maintenance services to keep their operations running smoothly and minimize downtime.
III	Car Dealerships	Dealerships can partner with MasterMechanic Garage for offloading some of their maintenance and repair workloads, ensuring quality service for their customers.
IV	Rideshare Drivers	Rideshare and delivery drivers require frequent, cost-effective, and quick maintenance services to keep their vehicles in top condition and remain operational.
V	Classic Car Enthusiasts	Owners of classic and vintage cars need specialized expertise and high-quality parts and services to maintain and restore their valuable vehicles.
VI	Auto Parts Retailers	Retailers looking for repair partners to provide installation and diagnostic services to their customers who purchase parts.
VII	Commercial Trucking Companies	Companies that operate commercial trucks require specialized repair and maintenance services to keep their substantial investments in operational condition.

Sources: Company's Prop Assessment

Painpoints & Solutions

Solution from Phase I to Phase IV

	1	2	3	4	5	6	7
Painpoints	**Unreliable Repair Services** Customers often experience inconsistent repair quality and unreliable automotive services.	**Lack of Trust in Service Providers** Many customers have difficulty finding a trustworthy and transparent auto repair shop.	**Complex Maintenance Needs** Vehicles often require intricate and detailed maintenance that average repair shops may not provide adequately.	**Prolonged Downtime for Repairs** Customers frequently face extended periods without their vehicle due to slow repair processes.	**Inadequate Diagnostic Capabilities** Many repair shops lack the advanced tools needed for precise automotive diagnostics.	**Limited Service Options** Customers are often forced to visit multiple shops for different types of automotive services.	**Poor Customer Service** Many auto repair shops do not provide satisfactory customer service, leading to a poor customer experience.
Solution	MasterMechanic Garage ensures high-quality routine maintenance and essential diagnostics to guarantee reliable and consistent automotive services.	Our focus on transparent communication and using the highest-quality parts helps build customer trust and satisfaction.	By concentrating on high-quality routine maintenance and essential diagnostics, MasterMechanic Garage addresses all complex maintenance needs proficiently.	Introducing advanced repairs and rapid parts replacement services, we significantly reduce vehicle downtime.	We utilize cutting-edge diagnostic tools to ensure accurate, swift, and reliable diagnostic services.	MasterMechanic Garage offers a comprehensive range of repair and maintenance services, making us a one-stop-shop for all automotive needs.	We prioritize superior customer service and strategic marketing to create a positive and trustworthy customer experience.

Strategic Analysis: SWOT

Strength

Highly skilled technicians ensure top-notch service quality. Comprehensive service range covers all aspects of vehicle maintenance and repair. Strong reputation for reliability and customer satisfaction. Use of latest technology enhances service efficiency. Commitment to high-quality parts ensures lasting repairs.

Weaknesses

Dependence on skilled technicians may lead to service delays. Limited presence compared to franchise chains. High operational costs due to quality parts and technology. Vulnerability to economic downturns reducing discretionary spending on maintenance. Competition from DIY enthusiasts and cheaper local garages.

Opportunities

Growing vehicle ownership increases demand for maintenance. Expansion into digital services, offering online booking and diagnostics. Partnerships with auto manufacturers for authorized service center status. Introducing eco-friendly services to capture green vehicle segment. Rising trend in used car sales demands reliable maintenance services.

Threats

Intense competition from established auto service chains. Volatile economic conditions affecting service volume. Rapid technological advancements necessitate continuous training and investment. Fluctuating parts prices impacting profitability. Regulatory changes in the automotive industry could require costly adjustments.

Sources: Company's Prop Assessment

Pestel: Analysis

P	E	S	T	E	L
Political 7 / 10	Economic 4 / 10	Social 5 / 10	Technological 8 / 10	Environmental 6 / 10	Legal 8 / 10
Regulations: Compliance with vehicle repair and safety regulations.	**Economic Downturns:** Potential reduction in customer spending on repairs.	**Urbanization:** Increasing urbanization leading to more vehicles.	**Advanced Diagnostics:** Utilization of state-of-the-art diagnostic tools.	**Emission Norms:** Strict adherence to emission control standards.	**Insurance Policies:** Adherence to insurance claim procedures.
Trade Policies: Impact of international trade policies on parts import.	**Fuel Prices:** Variation in fuel prices affecting vehicle usage.	**Safety Awareness:** Rising safety awareness boosting demand for checks.	**Electric Vehicles:** Adoption of EV repair technologies.	**Waste Management:** Proper disposal and recycling of automotive waste.	**Consumer Rights:** Ensuring compliance with consumer protection laws.

MasterMechanic Garage is well-positioned to benefit from favorable trends in vehicle maintenance and repair. By navigating PESTEL factors effectively, it can continue to deliver top-quality services and meet customer expectations.

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?

MasterMechanic Garage can exploit opportunities by providing high-quality and reliable automotive services with a skilled team and advanced technology.

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

The expertise and comprehensive service range at MasterMechanic Garage make their offerings relatively rare in the industry.

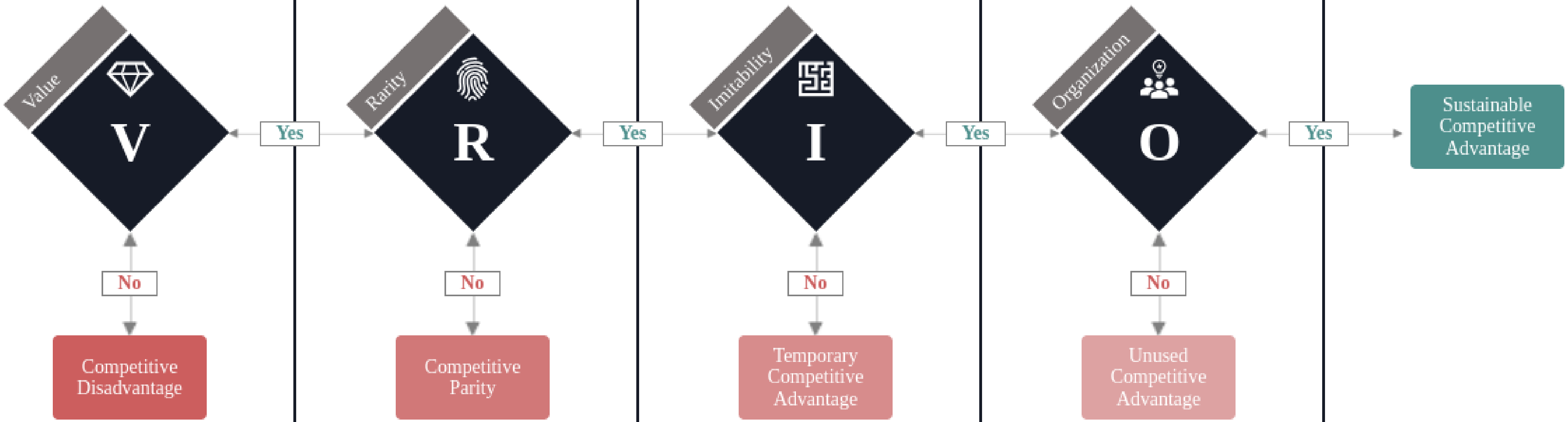
Is the resource or capability costly for other firms to imitate?

The costliness of replicating skilled technicians, advanced technology, and high-quality service could deter other firms.

Is the firm organized to exploit the resource or capability?

MasterMechanic Garage is organized to exploit its capabilities through a committed team, transparent communication, and customer satisfaction focus.

MasterMechanic Garage holds valuable, rare, and costly-to-imitate resources. With proper organization, these advantages could provide competitive superiority in the auto repair industry.

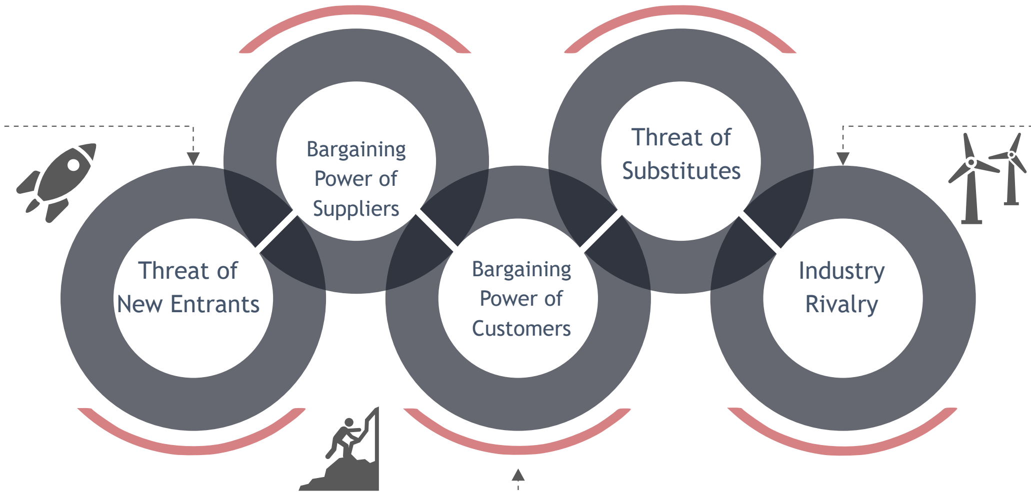


Porter's Five Forces: Analysis

Suppliers of parts and equipment have moderate power due to the availability of multiple sources.

Customers can choose between different repair services or opt for DIY solutions, increasing substitutability.

Opening a new auto repair shop requires moderate investment and technical expertise.



Numerous auto repair shops in the market lead to intense competition.

Customers have many options, leading to high negotiating power in terms of prices and service quality.

MasterMechanic Garage operates in a competitive environment with high customer power and significant industry rivalry, requiring strategic differentiation and exceptional service.

High
Moderate
Low

Management Team

Jean Dupont

Co-Founder & CEO

Overview

Over 20 years in the auto repair industry, leading the garage with a focus on quality service and customer satisfaction.

Marie Lefevre

Co-Founder & Operations Manager

Overview

Experienced in managing daily operations and ensuring efficient workflows in the repair shop.

Pierre Martin

Lead Mechanic

Overview

15+ years of experience in automotive repairs, specializing in engine diagnostics and complex repairs.

Claire Dubois

Customer Service Manager

Overview

Expert in customer relations and ensuring clients receive the best experience and solutions for their vehicles.

History & Roadmap

Nov 2025

Sustainability Initiative
Adopt eco-friendly practices and products for all services.

Jun 2025

New Location
Open a new branch in a target high-demand area.

Jan 2025

Service Expansion
Expand service offerings to include electric vehicle maintenance.

Sep 2024

Customer Outreach
Launch customer engagement and feedback programs.

May 2024

Tech Integration
Implement advanced diagnostic and repair technologies.

Feb 2024

Initial Assessment
Conduct comprehensive review of current operations and services.

Current Status.

- Initial assessment in Feb 2024 to review and optimize operations.
- Tech integration by May 2024 to enhance precision and efficiency.
- Customer outreach in Sep 2024 to improve service quality.
- Service expansion by Jan 2025 to include electric vehicle maintenance.
- New location opening in Jun 2025 to meet growing demand.
- Sustainability initiative by Nov 2025 to adopt eco-friendly practices.

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	Develop Comprehensive Business Plan	Not Started	High	CFO	1 month
3	Set Up Legal Structure and Obtain Necessary Licenses	Not Started	High	COO	1 month
4	Recruit Key Management Team and Skilled Technicians	Not Started	High	CPO	2 months
5	Finalize Location and Secure Facility	Not Started	High	COO	2 months
6	Develop IT Infrastructure and Operational Systems	Not Started	Medium	CTO	3 months
7	Create Safety and Quality Control Protocols	Not Started	High	CSO	1 month
8	Set Up Accounting and Financial Management Systems	Not Started	Medium	CFO	2 months
Marketing					
1	Develop Comprehensive Marketing Strategy	Not Started	High	CMO	2 months
2	Create Company Website with SEO Optimization	Not Started	High	CTO	1 month
3	Establish Social Media Presence	Not Started	Medium	CMO	1 month
4	Launch Initial Brand Awareness Campaign	Not Started	High	CRO	3 months
5	Develop Customer Referral Program	Not Started	Medium	CRO	2 months
6	Build Relationships with Local Businesses for Partnerships	Not Started	High	COO	4 months
7	Implement Email Marketing Campaigns	Not Started	Medium	CMO	2 months
8	Create Online Content (Blogs, Videos) for Engagement	Not Started	Medium	CMO	3 months

Overview of Phases

#	Check List Item	Status	Priority	Area	ETA
Phase 1 & Technical Set Up for next Phases					
1	Secure initial funding	Not Started	High	CFO	2 months
2	Hire skilled technicians	Not Started	High	COO	1 month
3	Set up initial workshop space	Not Started	High	COO	2 months
4	Procure basic diagnostic tools and equipment	Not Started	High	CTO	1 month
5	Develop standard operating procedures (SOPs) for repairs	Not Started	Medium	CPO	2 months
6	Obtain necessary licenses and permits	Not Started	High	CSO	1 month
7	Implement a customer management system	Not Started	Medium	CIO	3 months
8	Establish supply chain for parts and materials	Not Started	High	CBO	2 months
Phase 2					
1	Introduce advanced repair services	Not Started	High	COO	2 months
2	Procure cutting-edge diagnostic tools	Not Started	High	CTO	1 month
3	Implement rapid parts replacement system	Not Started	High	COO	3 months
4	Launch targeted marketing campaigns	Not Started	High	CMO	2 months
5	Enhance customer service protocols	Not Started	Medium	COO	1.5 months
6	Establish partnerships with parts suppliers	Not Started	Medium	CPO	2 months
7	Train staff on advanced repair techniques	Not Started	High	CTO	3 months
8	Expand service offerings to cover more vehicle models	Not Started	Medium	CSO	4 months

Sources: Company's Prop Planning

Overview of Phases

#	Check List Item	Status	Priority	Area	ETA
Phase 3					
1	Launch Premium Subscription Services	Not Started	High	COO	2 months
2	Introduce Eco-Friendly Repair Options	Not Started	High	CPO	3 months
3	Deploy On-Demand Mobile Repair Units	Not Started	High	COO	4 months
4	Investigate Ancillary Markets	Not Started	Medium	CSO	2 months
5	Develop Marketing Strategies for New Offerings	Not Started	High	CMO	1 month
6	Create Pricing Model for Premium Services	Not Started	Medium	CFO	1 month
7	Partner with Local Eco-Friendly Parts Suppliers	Not Started	Medium	CBO	3 months
8	Optimize Logistics for Mobile Repair Units	Not Started	Medium	COO	2 months
Phase 4					
1	Enter Electric Vehicle Repair Market	Not Started	High	CEO	6 months
2	Develop Proprietary Diagnostic Software	Not Started	High	CTO	8 months
3	Establish Partnerships for Advanced Automotive Technology	Not Started	High	CBO	4 months
4	Evaluate High-Risk, High-Reward Ventures	Not Started	Medium	CSO	3 months
5	Explore Funding Options for New Ventures	Not Started	High	CFO	2 months
6	Assess Market Demand for Electric Vehicles Repair	Not Started	Medium	CRO	3 months
7	Hire Specialist for Advanced Automotive Technologies	Not Started	Medium	COO	5 months
8	Pilot Test Proprietary Diagnostic Software	Not Started	Medium	CTO	6 months

Core Risks & Mitigation Strategies

1. Operation and maintenance risks

#	Risk Type	Area	Mitigation Strategy
1	Equipment Failure	COO	Implement a rigorous maintenance schedule for all equipment and ensure regular updates and inspections to prevent unexpected breakdowns.
2	Technician Skill Gaps	CPO	Invest in continuous training and certification programs to ensure all technicians are skilled in the latest automotive technologies and repair techniques.
3	Inventory Shortages	COO	Develop strong relationships with multiple suppliers, and implement an inventory management system to anticipate and respond to demand effectively.
4	Service Delays	COO	Utilize project management software to track service progress and allocate resources efficiently to minimize delays and bottlenecks.
5	Customer Dissatisfaction	CMO	Implement a customer feedback system and regularly review and address customer concerns to ensure high service quality and satisfaction.

2. Regulatory and legal risks

#	Risk Type	Area	Mitigation Strategy
1	Environmental Regulations Compliance	COO	Implement and continually update eco-friendly practices and compliance protocols to adhere to evolving environmental regulations.
2	Safety Standards Violations	COO	Regularly audit and enforce strict adherence to safety standards to avoid legal liabilities and ensure a safe working environment.
3	Employment Law Compliance	CPO	Ensure all hiring, employment, and labor practices are compliant with local laws and regulations through continuous training and legal consultations.
4	Data Protection and Privacy	CIO	Implement robust data protection measures and regularly review data privacy policies to ensure compliance with all relevant data protection laws.

Core Risks & Mitigation Strategies

3. Strategic/Market Risk

#	Risk Type	Area	Mitigation Strategy
1	Changing Market Trends	CMO	Regularly monitor and adapt to market trends.
2	Increased Competition	CSO	Differentiate through superior service and unique offerings.
3	Customer Retention	CRO	Implement loyalty programs and ensure top-notch customer service.
4	Pricing Pressure	CFO	Optimize costs and provide value-added services.
5	Technological Advancements	CTO	Stay updated with and invest in new technologies.

4. Finance risk

#	Risk Type	Area	Mitigation Strategy
1	Cash Flow Issues	CFO	Maintain a cash reserve and optimize payment terms.
2	High Operational Costs	COO	Implement cost-control measures and regular audits.
3	Capital Shortages	CFO	Secure diverse funding sources and manage credit lines.
4	Unpredictable Revenue Streams	CRO	Develop multiple revenue channels and forecast accurately.
5	Interest Rate Fluctuations	CFO	Lock in fixed interest rates and use hedging strategies.

5. Other general risk

#	Risk Type	Area	Mitigation Strategy
1	Technological Obsolescence	CTO	Invest in ongoing tech upgrades
2	Brand Reputation Damage	CMO	Implement robust PR strategies
3	Talent Retention Issues	CPO	Offer competitive benefits
4	Supply Chain Disruptions	COO	Diversify suppliers
5	Customer Data Breaches	CIO	Enhance cybersecurity measures

Market Overview (TAM, SAM and SOM)

Target Available Market (TAM)	Maintenance and repair of motor vehicles (consolidated) Subindustry	$ 22,442,878,440	Source: TAM is based on third party market estimation provided by IBIS World. CAGR is based on open source web research. Expected CAGR for industry is 6.70%
Service Available Market (SAM)	0.60%	Given MasterMechanic Garage's focus on high-quality and reliable automotive services within the competitive market of France, a realistic and conservative estimation of their SAM is 0.6% of the total addressable market. This considers their capital, established reputation, and wide range of services, ensuring a	
Service Obtainable Market Y1-Y3 (SOM)	Year 1 0.20000% Year 2 0.50000% Year 3 1.00000%	MasterMechanic Garage operates in a highly competitive automotive maintenance and repair market in France. Major players dominate a substantial portion of the market share. With an initial capital of 250,000 euros, the company can make a modest entry and penetrate the market. Given the established industry and	

Funding Allocation

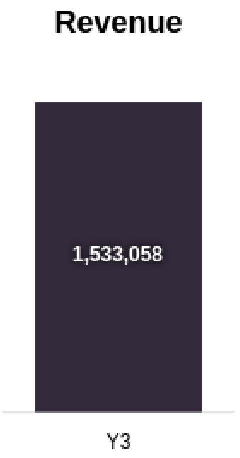
The funding will be used to finance the CAPEX and cash deficit from Year 1 operations, aiming to expedite the development process. In subsequent years the company plans to sustain operations without requiring major additional capital injection.
Table below presents the overview of expected inflows and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

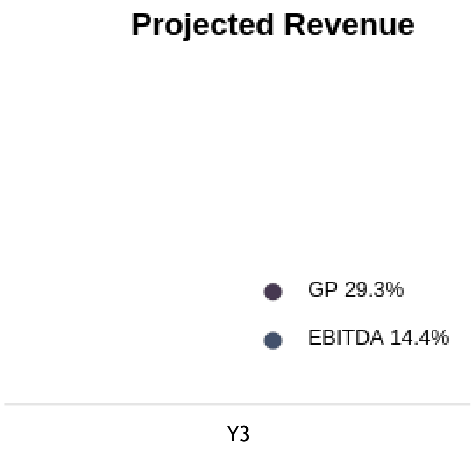
The total investment required is $ 386,219

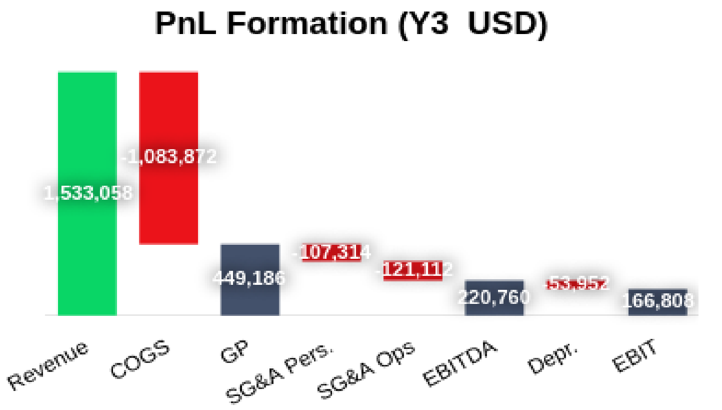
Y1 Cash Flow Streem(USD)	Inflows	Outlows
Gross Profit	78,909	
Payroll Expenses		18,852
Rent & Utilities		5,386
Marketing and Branding		5,386
Training and Development		4,040
Capex		425,000
Communication Expenses		1,347
Office supplies		1,347
Legal and Professional Fees		1,347
Representation and Entert.		1,347
Other Miscellaneous		1,077
CAPEX & WC shortage Y1		386,219
Buffer		0
Total Required Investment(USD)		386,219

Financials Dashboard

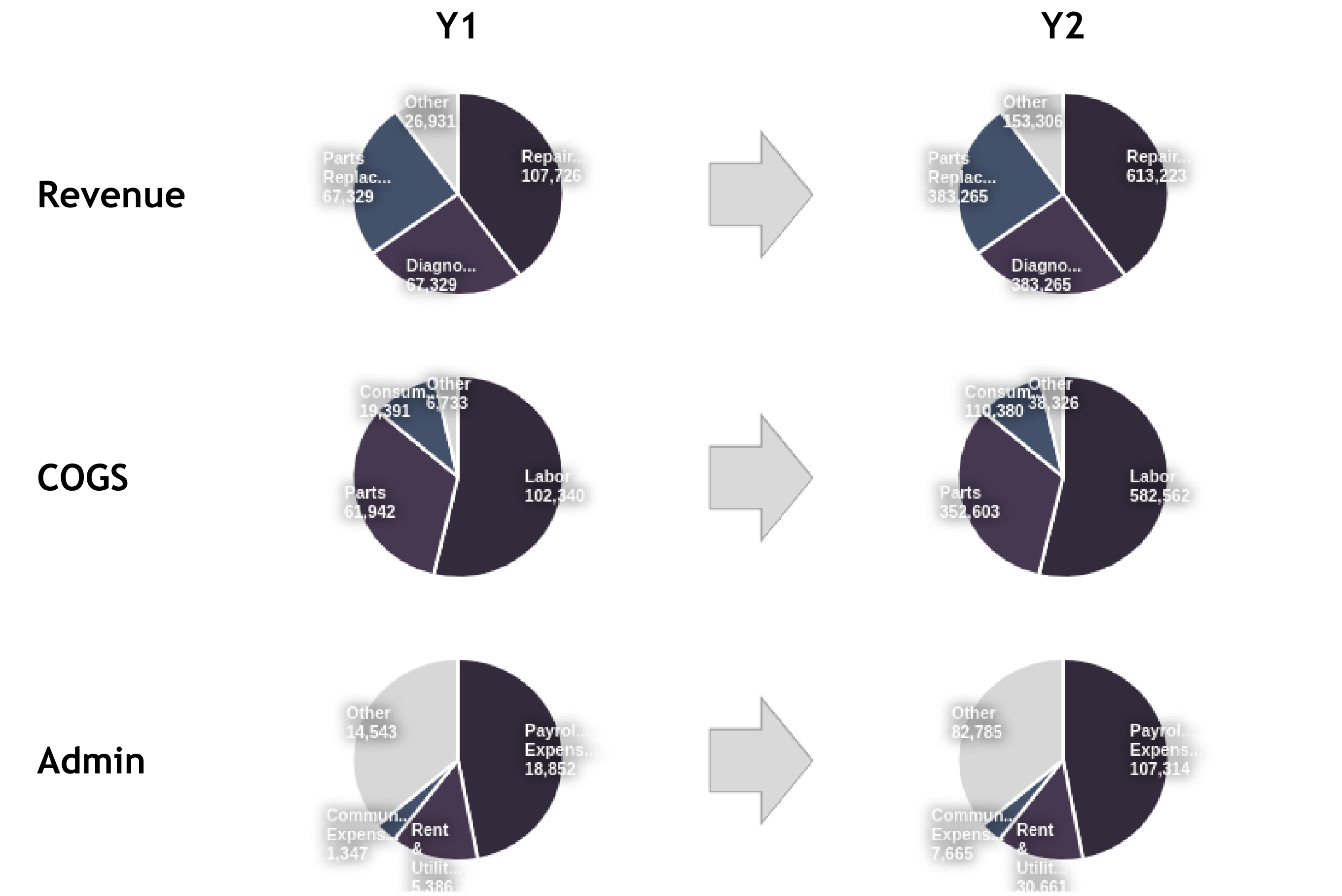
Y3 PL formation and Margins







Business Line Breakdown (USD)

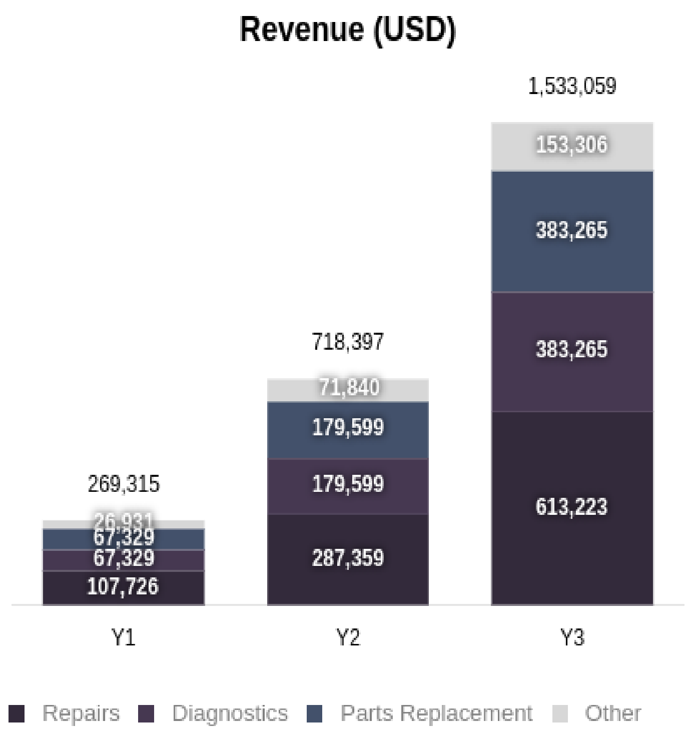


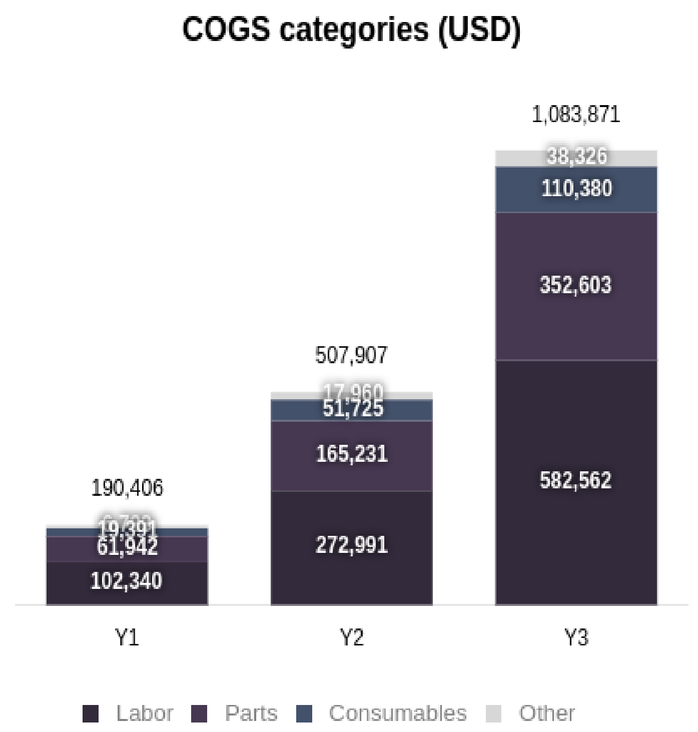
Revenue Formation Narrative

MasterMechanic Garage, a distinguished auto repair shop, is poised to carve out a significant market share in the maintenance and repair of motor vehicles sector. With a total addressable market (TAM) of 22,442,878,440 USD , the serviceable addressable market (SAM) has been projected conservatively at 0.60%, considering our comprehensive service offerings, established reputation, and operational efficiency. This equates to an achievable market worth 134,657,270.64 USD . Our serviceable obtainable market (SOM) percentages have been strategically estimated to reflect realistic business growth: capturing 0.20% in the first year, 0.50% in the second year, and 1.00% by the third year as we expand our service reach and strengthen our brand presence. This translates into annual revenues of 269,314.541 USD in Y1, 718,396.539 USD in Y2, and 1,533,058.214 USD in Y3. Our revenue streams are diversified across four main business lines: Repairs (40%), Diagnostics (25%), Parts Replacement (25%), and Other Services (10%). By focusing on these core revenue generators, MasterMechanic Garage ensures a balanced and stable income flow, ready to adapt to market dynamics and customer needs. Our strategic approach, grounded in realistic and well-calculated projections, positions us to achieve sustainable growth and solidify our standing in a competitive market.

$ 1,533,058 Y3 Projected Revenue

0.01% Market share





Revenue Calculation Details

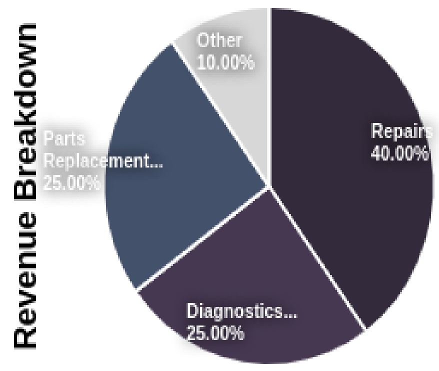
Revenue Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Repairs	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*	*40.00%*
Diagnostics	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*	*25.00%*
Parts Replacement	*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%*
Other	*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%*
Repairs	6,733	6,733	6,733	8,079	8,079	8,079	9,875	9,875	9,875	11,221	11,221	11,221	107,726	287,359	613,223
Diagnostics	4,208	4,208	4,208	5,050	5,050	5,050	6,172	6,172	6,172	7,013	7,013	7,013	67,329	179,599	383,265
Parts Replacement	4,208	4,208	4,208	5,050	5,050	5,050	6,172	6,172	6,172	7,013	7,013	7,013	67,329	179,599	383,265
Other	1,683	1,683	1,683	2,020	2,020	2,020	2,469	2,469	2,469	2,805	2,805	2,805	26,931	71,840	153,306
Total Revenue (USD)	**16,832**	**16,832**	**16,832**	**20,199**	**20,199**	**20,199**	**24,687**	**24,687**	**24,687**	**28,054**	**28,054**	**28,054**	**269,315**	**718,397**	**1,533,058**

Total revenue is expected to reach $ 1,533,058 by year 3.

Main revenue driver are:

- Repairs which generates $ 613,223 by Year 3
- Diagnostics which generates $ 383,265 by Year 3

Expected CAGR for total Revenue in Y1-Y3 is 138.59 %



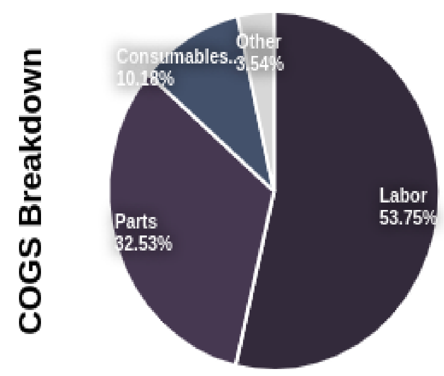
COGS Calculation Details

COGS Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Labor	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%	38.00%
Parts	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%	23.00%
Consumables	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%
Other	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Labor	6,396	6,396	6,396	7,675	7,675	7,675	9,381	9,381	9,381	10,660	10,660	10,660	102,340	272,991	582,562
Parts	3,871	3,871	3,871	4,646	4,646	4,646	5,678	5,678	5,678	6,452	6,452	6,452	61,942	165,231	352,603
Consumables	1,212	1,212	1,212	1,454	1,454	1,454	1,777	1,777	1,777	2,020	2,020	2,020	19,391	51,725	110,380
Other	421	421	421	505	505	505	617	617	617	701	701	701	6,733	17,960	38,326
Total COGS (USD)	11,900	11,900	11,900	14,280	14,280	14,280	17,454	17,454	17,454	19,834	19,834	19,834	190,405	507,906	1,083,872

Total COGS is expected to reach $ 1,083,872 by year 3.
Main revenue driver are:

- Labor which generates $ 582,562 by Year 3
- Parts which generates $ 352,603 by Year 3

Expected CAGR for total COGS in Y1-Y3 is 138.59 %



SG&A Calculation Details

OPEX Formation	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Payroll Expenses	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Rent & Utilities	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%
Communication Expenses	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%
Office supplies	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%
Legal and Professional Fees	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%
Marketing and Branding	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%
Representation and Entertainment	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%
Training and Development	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Other Miscellaneous	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%	0.40%

Payroll Expenses	1,178	1,178	1,178	1,414	1,414	1,414	1,728	1,728	1,728	1,964	1,964	1,964	18,852	50,288	107,314
Rent & Utilities	337	337	337	404	404	404	494	494	494	561	561	561	5,386	14,368	30,661
Communication Expenses	84	84	84	101	101	101	123	123	123	140	140	140	1,347	3,592	7,665
Office supplies	84	84	84	101	101	101	123	123	123	140	140	140	1,347	3,592	7,665
Legal and Professional Fees	84	84	84	101	101	101	123	123	123	140	140	140	1,347	3,592	7,665
Marketing and Branding	337	337	337	404	404	404	494	494	494	561	561	561	5,386	14,368	30,661
Representation and Entertainment	84	84	84	101	101	101	123	123	123	140	140	140	1,347	3,592	7,665
Training and Development	252	252	252	303	303	303	370	370	370	421	421	421	4,040	10,776	22,996
Other Miscellaneous	67	67	67	81	81	81	99	99	99	112	112	112	1,077	2,874	6,132
Total SG&A (USD)	**2,508**	**2,508**	**2,508**	**3,010**	**3,010**	**3,010**	**3,678**	**3,678**	**3,678**	**4,180**	**4,180**	**4,180**	**40,128**	**107,041**	**228,426**

Sources: Company's Prop Planning

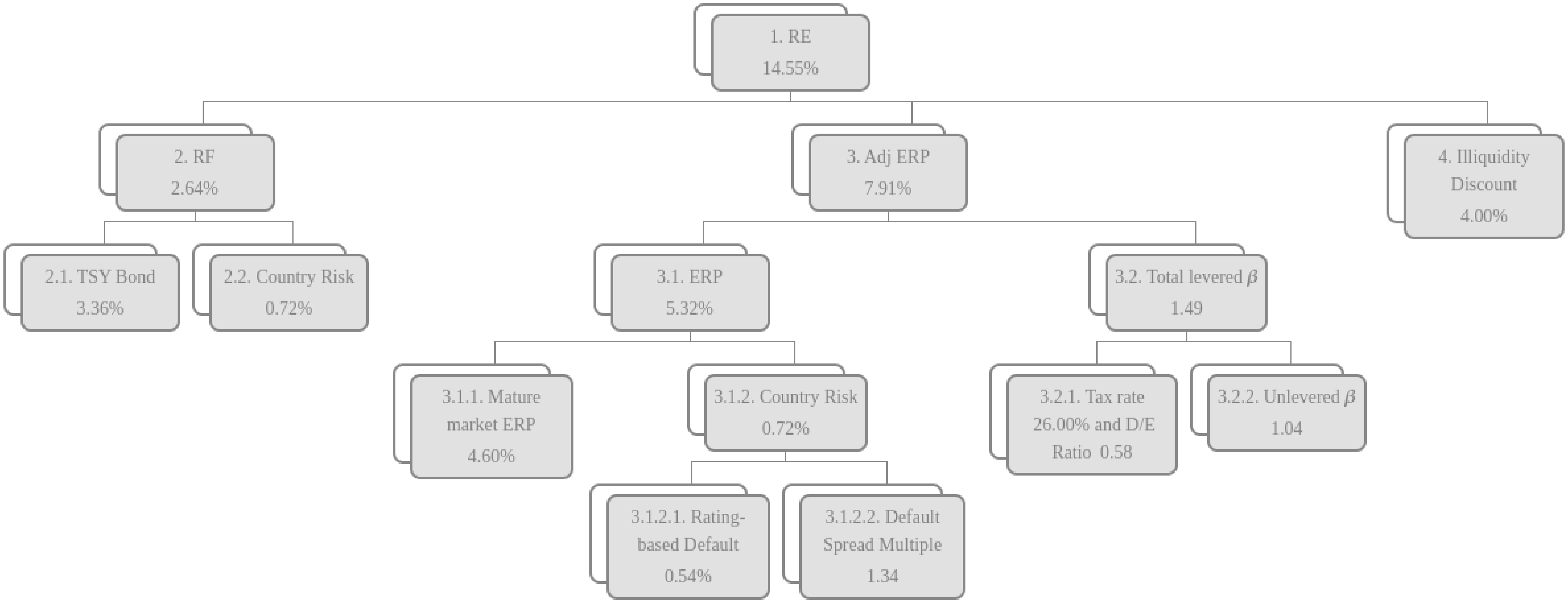
PaT Expectations

Income Statement (USD)	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1	Y2	Y3
Revenue	16,832	16,832	16,832	20,199	20,199	20,199	24,687	24,687	24,687	28,054	28,054	28,054	269,315	718,397	1,533,058
Repairs	6,733	6,733	6,733	8,079	8,079	8,079	9,875	9,875	9,875	11,221	11,221	11,221	107,726	287,359	613,223
Diagnostics	4,208	4,208	4,208	5,050	5,050	5,050	6,172	6,172	6,172	7,013	7,013	7,013	67,329	179,599	383,265
Parts Replacement	4,208	4,208	4,208	5,050	5,050	5,050	6,172	6,172	6,172	7,013	7,013	7,013	67,329	179,599	383,265
Other	1,683	1,683	1,683	2,020	2,020	2,020	2,469	2,469	2,469	2,805	2,805	2,805	26,931	71,840	153,306
COGS	-11,900	-11,900	-11,900	-14,280	-14,280	-14,280	-17,454	-17,454	-17,454	-19,834	-19,834	-19,834	-190,405	-507,906	-1,083,872
Labor	-6,396	-6,396	-6,396	-7,675	-7,675	-7,675	-9,381	-9,381	-9,381	-10,660	-10,660	-10,660	-102,340	-272,991	-582,562
Parts	-3,871	-3,871	-3,871	-4,646	-4,646	-4,646	-5,678	-5,678	-5,678	-6,452	-6,452	-6,452	-61,942	-165,231	-352,603
Consumables	-1,212	-1,212	-1,212	-1,454	-1,454	-1,454	-1,777	-1,777	-1,777	-2,020	-2,020	-2,020	-19,391	-51,725	-110,380
Other	-421	-421	-421	-505	-505	-505	-617	-617	-617	-701	-701	-701	-6,733	-17,960	-38,326
Gross Profit	4,932	4,932	4,932	5,918	5,918	5,918	7,233	7,233	7,233	8,220	8,220	8,220	78,909	210,490	449,186
SG&A Personal Expenses	-1,178	-1,178	-1,178	-1,414	-1,414	-1,414	-1,728	-1,728	-1,728	-1,964	-1,964	-1,964	-18,852	-50,288	-107,314
SG&A Operating Expenses	-1,330	-1,330	-1,330	-1,596	-1,596	-1,596	-1,950	-1,950	-1,950	-2,216	-2,216	-2,216	-21,276	-56,753	-121,112
EBITDA	2,424	2,424	2,424	2,909	2,909	2,909	3,555	3,555	3,555	4,040	4,040	4,040	38,781	103,449	220,760
Depreciation	4,496	4,496	4,496	4,496	4,496	4,496	4,496	4,496	4,496	4,496	4,496	4,496	53,952	53,952	53,952
EBIT	-2,072	-2,072	-2,072	-1,587	-1,587	-1,587	-941	-941	-941	-456	-456	-456	-15,171	49,497	166,808
Interest Expense	1,707	1,707	1,707	1,707	1,707	1,707	1,707	1,707	1,707	1,707	1,707	1,707	20,489	20,489	20,489
Profit before Tax	-3,780	-3,780	-3,780	-3,295	-3,295	-3,295	-2,648	-2,648	-2,648	-2,164	-2,164	-2,164	-35,660	29,008	146,319
Tax	-983	-983	-983	-857	-857	-857	-689	-689	-689	-563	-563	-563	-9,272	7,542	38,043
Profit after Tax (USD)	-2,797	-2,797	-2,797	-2,438	-2,438	-2,438	-1,960	-1,960	-1,960	-1,601	-1,601	-1,601	-26,388	21,466	108,276

Sources: Company's Prop Planning

Cost of Capital Estimation

Required Return on Equity Derivation



Sources: Aswath Damodaran, Investing.com

Cost of Capital: CAPM Inputs

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)+β ∗ (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 correspondingindustries. 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 Premiumof 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/

Sources: Aswath Damodaran, Investing.com

Business Valuation

DCF

(USD)	Y1	Y2	Y3	Y4	Y5	Y6	Y7
Profit after Tax	-26,388	21,466	108,276	115,531	123,271	131,531	140,343
Growth% Y4-Y7				6.70%	6.70%	6.70%	6.70%
Growth% Y7 -->	3.50%						
WACC	14.55%						
PV Y1-Y7 at Y0	-23,037	16,359	72,037	67,101	62,503	58,220	54,231
PV Y7 --> Y0	507,989						
NPV (USD)	815,405						

Average Survival Rate for 3 Years	50%

Final Valuation	$ 407,702

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 14.55 % to determine the Firm Value.

Starting from year 3 onwards, the cash flows are estimated to grow at a rate of 6.70 %, 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	
	KPIs	Base	Positive	Negative	Positive	Negative	Positive	Negative
Input	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	$ 1,533,058	$ 1,763,017	$ 1,303,099	$ 1,533,058	$ 1,533,058	$ 1,533,058	$ 1,533,058
	Gross Profit Y3	$ 449,186	$ 516,564	$ 381,808	$ 665,960	$ 232,412	$ 449,186	$ 449,186
	GP Margin	29%	29%	29%	43%	15%	29%	29%
	EBITDA Y3	$ 220,760	$ 253,874	$ 187,646	$ 437,535	$ 3,986	$ 220,760	$ 220,760
	EBITDA Margin	14%	14%	14%	29%	0%	14%	14%
	Net Profit Y3	$ 108,276	$ 132,781	$ 83,772	$ 268,689	-$ 52,137	$ 108,276	$ 108,276
	Profit Margin	7%	8%	6%	18%	-3%	7%	7%
	Final Valuation	$ 407,702	$ 506,981	$ 308,424	$ 1,057,610	-$ 242,205	$ 483,752	$ 349,794

Stress Test: Growth Under Pressure

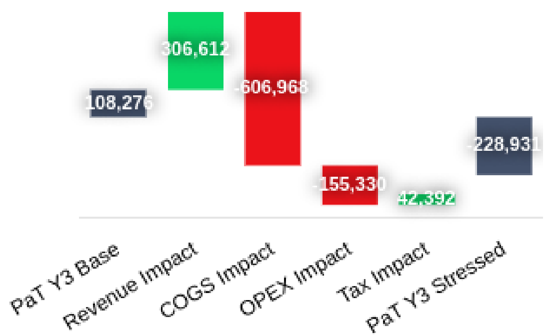
Stress tests provide a comprehensive view of how businesses might perform under extreme conditions, enabling better preparation for the uncertainties of real-world challenges.

Scenario Name	Story
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.

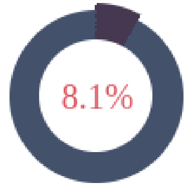
KPIs impact

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

Results



-$ 958,482 Valuation	**$ 1,839,670** Revenue Y3
-$ 234,926 EBITDA	**-$ 228,931** Profit After Tax



Gross Profit Margin Y3

EBITDA Margin Y3

Stress Test: The Perfect Storm

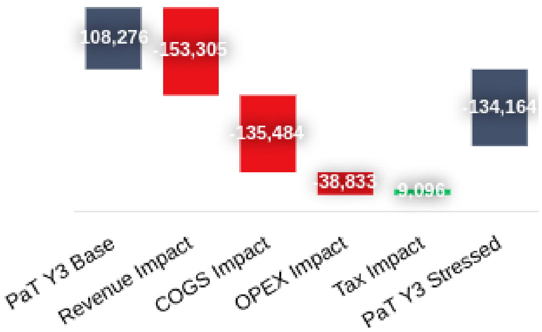
Stress tests provide a comprehensive view of how businesses might perform under extreme conditions, enabling better preparation for the uncertainties of real-world challenges.

Scenario Name	Story
The Perfect Storm	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.

KPIs impact

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

Results

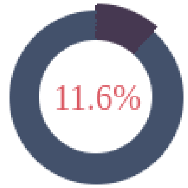


-$ 501,603
Valuation

$ 1,379,752
Revenue Y3

-$ 106,862
EBITDA

-$ 134,164
Profit After Tax



Gross Profit Margin Y3

EBITDA Margin Y3

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					
		-20%	-10%	-5%	5%	10%	20%
Revenue	Y1	$ 215,452	$ 242,383	$ 255,849	$ 282,780	$ 296,246	$ 323,177
	Y2	$ 574,717	$ 646,557	$ 682,477	$ 754,316	$ 790,236	$ 862,076
	Y3	$ 1,226,447	$ 1,379,752	$ 1,456,405	$ 1,609,711	$ 1,686,364	$ 1,839,670
Gross Profit	Y1	$ 63,127	$ 71,018	$ 74,964	$ 82,855	$ 86,800	$ 94,691
	Y2	$ 168,392	$ 189,441	$ 199,966	$ 221,015	$ 231,539	$ 252,588
	Y3	$ 359,349	$ 404,267	$ 426,727	$ 471,645	$ 494,105	$ 539,023
GP Margin	Y1	29%	29%	29%	29%	29%	29%
	Y2	29%	29%	29%	29%	29%	29%
	Y3	29%	29%	29%	29%	29%	29%
EBITDA	Y1	$ 31,025	$ 34,903	$ 36,842	$ 40,720	$ 42,659	$ 46,538
	Y2	$ 82,759	$ 93,104	$ 98,277	$ 108,622	$ 113,794	$ 124,139
	Y3	$ 176,608	$ 198,684	$ 209,722	$ 231,798	$ 242,836	$ 264,912
EBITDA Margin	Y1	14%	14%	14%	14%	14%	14%
	Y2	14%	14%	14%	14%	14%	14%
	Y3	14%	14%	14%	14%	14%	14%
Net Profit	Y1	-$ 32,128	-$ 29,258	-$ 27,823	-$ 24,953	-$ 23,518	-$ 20,649
	Y2	$ 6,156	$ 13,811	$ 17,638	$ 25,294	$ 29,121	$ 36,776
	Y3	$ 75,604	$ 91,940	$ 100,108	$ 116,444	$ 124,613	$ 140,949
Profit Margin	Y1	-15%	-12%	-11%	-9%	-8%	-6%
	Y2	1%	2%	3%	3%	4%	4%
	Y3	6%	7%	7%	7%	7%	8%
Final Valuation		$ 275,331	$ 341,517	$ 374,609	$ 440,795	$ 473,888	$ 540,074

		SOM					
		-9%	-6%	-3%	3%	6%	9%
Revenue	Y1	$ 245,076	$ 253,156	$ 261,235	$ 277,394	$ 285,473	$ 293,553
	Y2	$ 653,741	$ 675,293	$ 696,845	$ 739,948	$ 761,500	$ 783,052
	Y3	$ 1,395,083	$ 1,441,075	$ 1,487,066	$ 1,579,050	$ 1,625,042	$ 1,671,033
Gross Profit	Y1	$ 71,807	$ 74,175	$ 76,542	$ 81,276	$ 83,644	$ 86,011
	Y2	$ 191,546	$ 197,861	$ 204,175	$ 216,805	$ 223,120	$ 229,434
	Y3	$ 408,759	$ 422,235	$ 435,710	$ 462,662	$ 476,137	$ 489,613
GP Margin	Y1	29%	29%	29%	29%	29%	29%
	Y2	29%	29%	29%	29%	29%	29%
	Y3	29%	29%	29%	29%	29%	29%
EBITDA	Y1	$ 35,291	$ 36,454	$ 37,618	$ 39,945	$ 41,108	$ 42,272
	Y2	$ 94,139	$ 97,242	$ 100,346	$ 106,553	$ 109,656	$ 112,760
	Y3	$ 200,892	$ 207,515	$ 214,138	$ 227,383	$ 234,006	$ 240,629
EBITDA Margin	Y1	14%	14%	14%	14%	14%	14%
	Y2	14%	14%	14%	14%	14%	14%
	Y3	14%	14%	14%	14%	14%	14%
Net Profit	Y1	-$ 28,971	-$ 28,110	-$ 27,249	-$ 25,527	-$ 24,666	-$ 23,805
	Y2	$ 14,576	$ 16,873	$ 19,169	$ 23,763	$ 26,059	$ 28,356
	Y3	$ 93,574	$ 98,475	$ 103,375	$ 113,177	$ 118,078	$ 122,979
Profit Margin	Y1	-12%	-11%	-10%	-9%	-9%	-8%
	Y2	2%	2%	3%	3%	3%	4%
	Y3	7%	7%	7%	7%	7%	7%
Final Valuation		$ 348,135	$ 367,991	$ 387,847	$ 427,558	$ 447,414	$ 467,270

Glossary

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 oods sold
DCF - Discounted cash flow
Depr. - Depreciation
EBIT - Earnings before interest and taxes
EBITDA - Earnings before nterest, axes, depreciation, and amortization
EBT - Earnings Before Tax
ERP - Equity Risk Premium
ETA - Estimated Time of Arrival
EV - nterprise Value
FA (Tangible and Intangible) - Fixed assets (tangible and intangible)
FX - Foreign Exchange
FY - Fiscal year
GP - ross profit
k $ - Thousands of $
LLM - Large Language Model
LFY - Last fiscal year
m $ - Millions of $
MTD - Month-to-date
MVP - inimum Viable Product
NFT - Non-Fungible Token
NPV - Net present value
OPEX - Operating Expense
P&L - A profit and loss (P&L) tatement
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

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