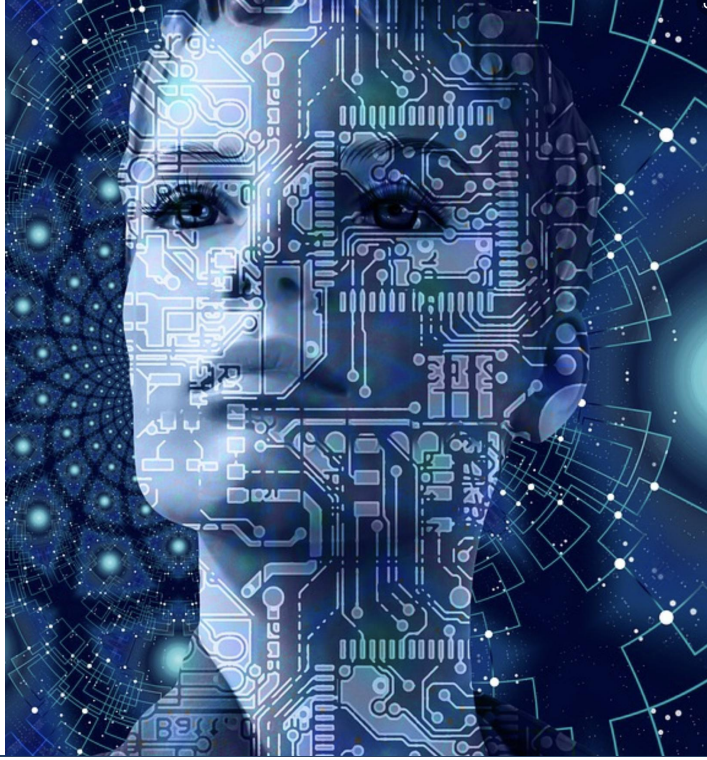




ANGEL-IKA

EQUITY RESEARCH REPORT FOR World Tuscany Development Srl

www.nicetrip.com

Rome, 7-2-2024



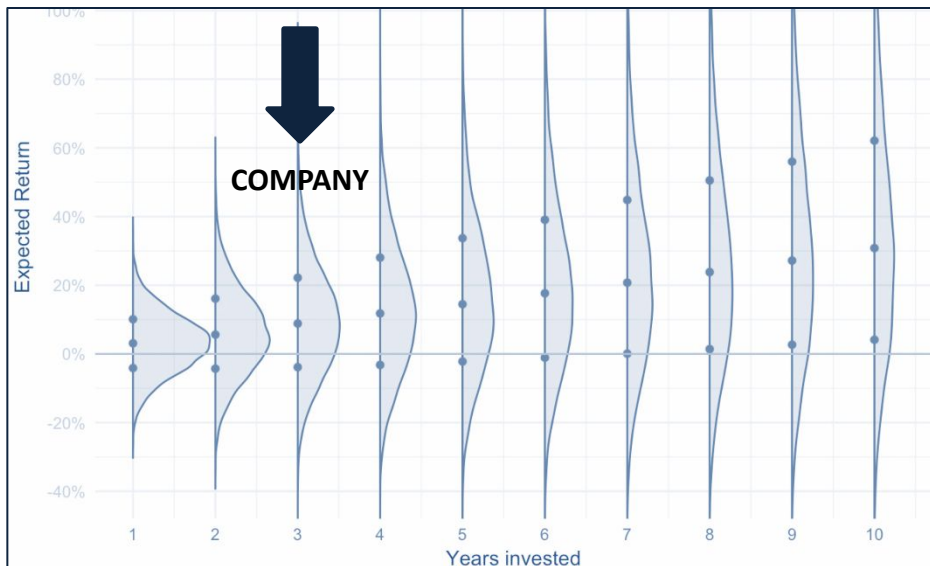


Agenda

Premise

- The Evaluation of the Company
The Risk-Return on Investment
BUPS****
- Business Plan
- Valuation of IP and companies and attached documents
- Performance of the symbiotic company

(SUMMARY JUDGEMENT I.G.I. GROUP): XXXXXXXXXXXX. (NO FREE DOWNLOAD)



This document makes an assessment of the effectiveness of the business plan produced by the company (listed in the Annex) with the aim of offering a correct risk-return assessment by the professional investor who intends to invest with a risk horizon of five years.

Suggested risk control and hedging actions are consistent with the intensity of capital participation and allow the debt or equity instrument to be repositioned by making risk compatible with or equivalent to large-market securities. The fungibility or monetization of the investment is guaranteed by the buyback option by the original entrepreneur or new partners.

The pay-out dividend policy allows for a return on capital on an annual basis and with monthly control through the appointment of the controller or auditor.

The assessment of the sustainability of the return is calculated by combining the historical series with moving averages of the company's financial statements with analysis of resistance and changed market scenario.

The assessment of the risk of the investment is expressed by determining the hedging options that can be applied to the degradation of the business risk profile by means of indicators that, when certain budgetary and monthly measurement conditions are verified, trigger correction actions.



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- Premise
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-
- ☐ Business Plan
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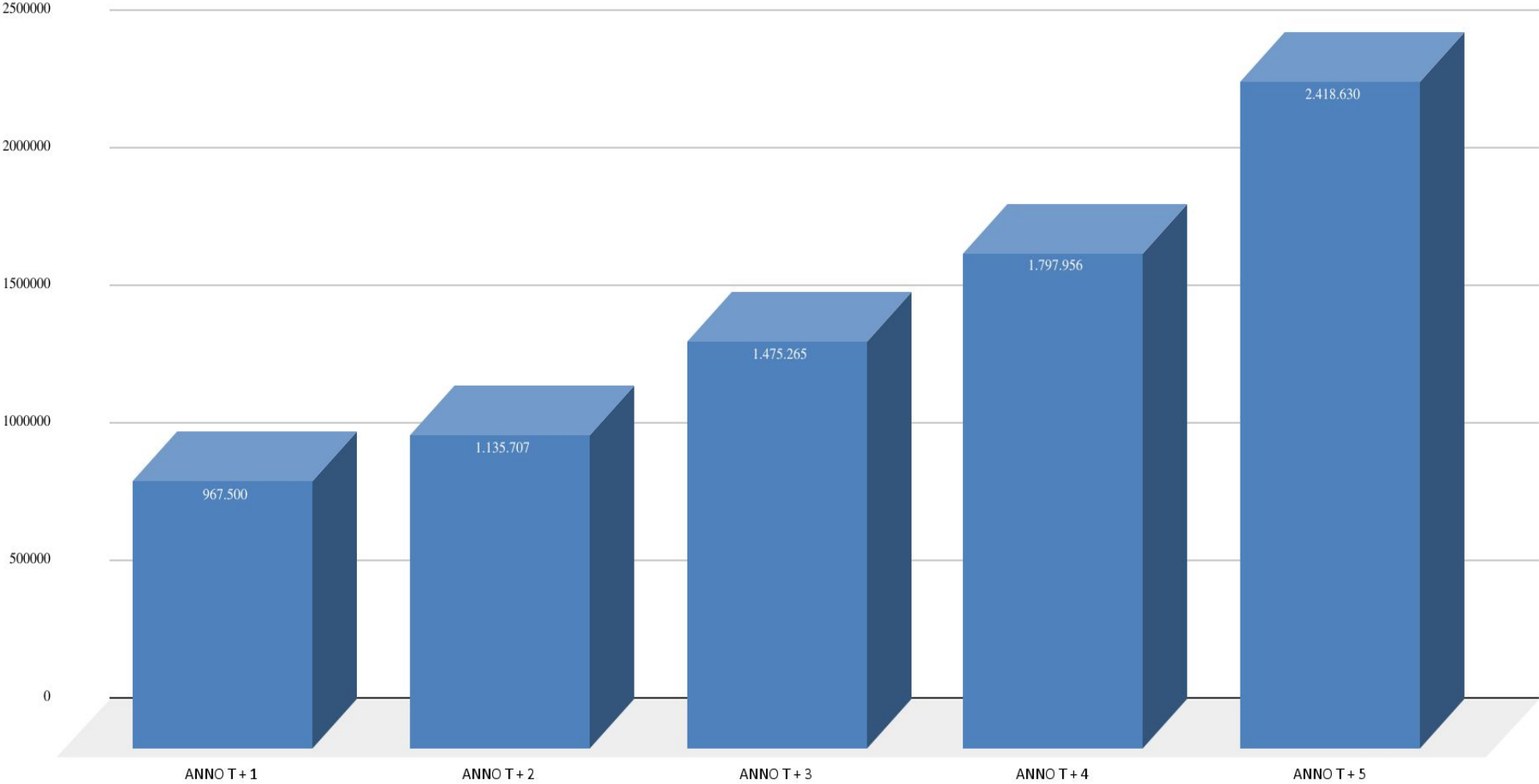


Composition and origin of revenues

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited)	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Net Sales	967.500	1.135.707	1.475.265	1.797.956	2.418.630
Cost of Sales	248.390	271.340	303.903	340.657	378.889
Gross Margin	719.110	864.367	1.171.362	1.457.300	2.039.741
Operating Expenses:	-	-	-	-	-
Research and development	106.425	117.068	128.787	158.988	288.138
Selling, general and administrative	506.099	557.205	612.987	789.453	886.030
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	612.524	674.273	741.774	948.441	1.174.169
Other Income/expense, net	8.611	9.480	10.534	11.575	25.593
Income before provision for income taxes	97.975	180.614	419.055	497.283	839.979
Provision for income taxes	20.947	20.967	23.274	29.762	38.640
Net Income	77.028	159.647	395.781	467.521	801.339
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	61.622	127.718	316.625	374.017	641.071
Diluted	15.406	31.929	79.156	93.504	160.268

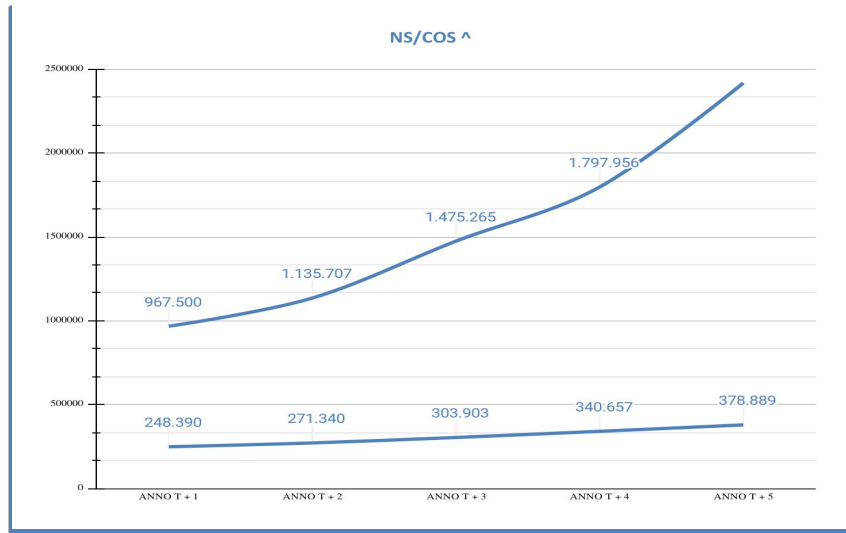
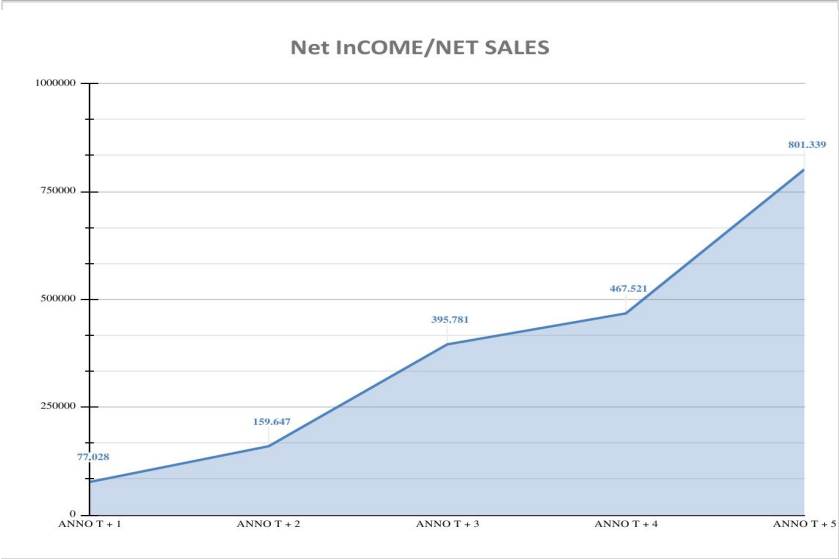
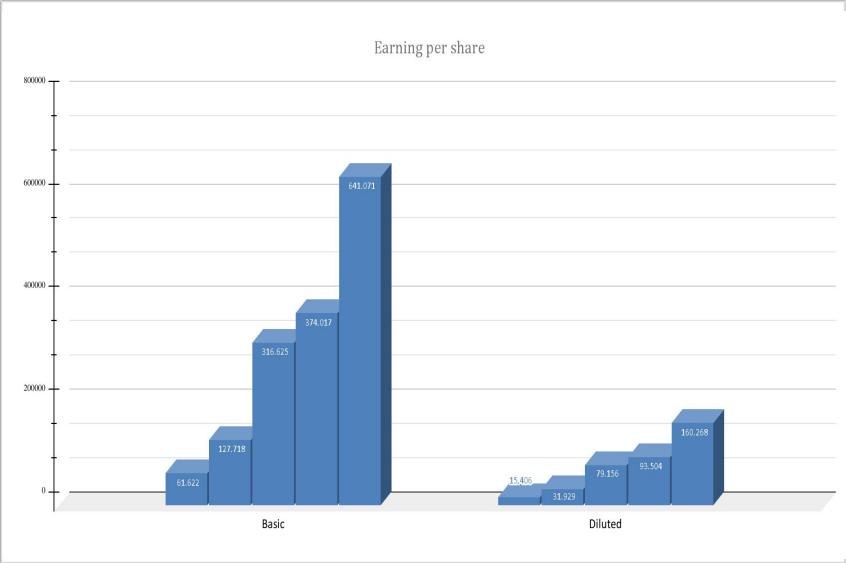
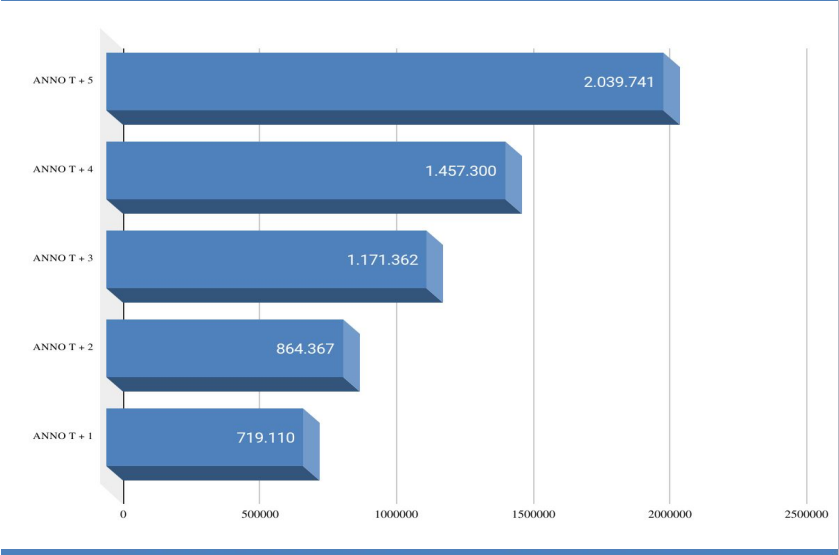


Analysis





Analysis



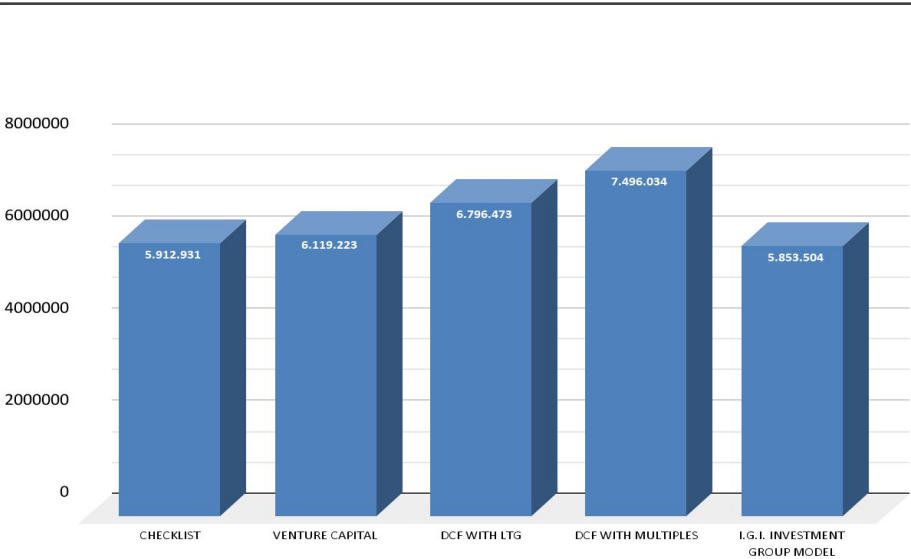


Agenda

- Premise
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 - ☐ Business Plan 2024 – 2028 Italian Version
 - ☐ Valuation of IP and companies and attached documents
 - ☐ Performance of the symbiotic company



Investment, valuation and risk thesis (1)

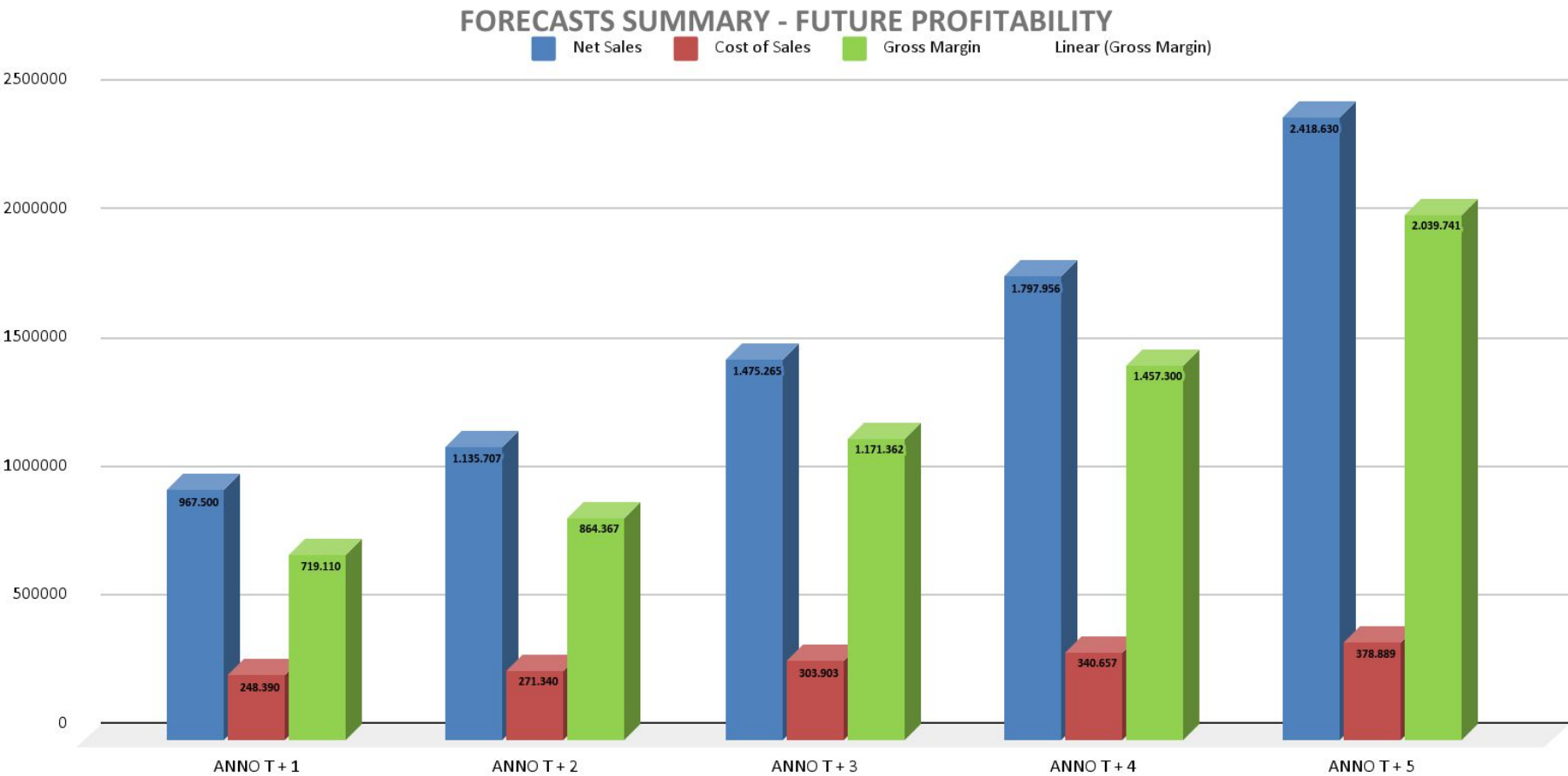


VALUATION METHODS	USD
SCORECARD	4.683.470
CHECKLIST	5.912.931
VENTURE CAPITAL	6.119.223
DCF WITH LTG	6.796.473
DCF WITH MULTIPLES	7.496.034
I.G.I. INVESTMENT GROUP MODEL	5.853.504

Fitch	S&P	Moody's	Rating grade description (Moody's)	
AAA	AAA	Aaa	Investment grade	Minimal credit risk
AA+	AA+	Aa1		Very low credit risk
AA	AA	Aa2		
AA-	AA-	Aa3		
A+	A+	A1	Investment grade	Low credit risk
A	A	A2		
A-	A-	A3		
BBB+	BBB+	Baa1	Investment grade	Moderate credit risk
BBB	BBB	Baa2		
BBB-	BBB-	Baa3		
BB+	BB+	Ba1	Speculative grade	Substantial credit risk
BB	BB	Ba2		
BB-	BB-	Ba3		
B+	B+	B1		High credit risk
B	B	B2		
B-	B-	B3		
CCC+	CCC+	Caa1		Very high credit risk
CCC	CCC	Caa2		
CCC-	CCC-	Caa3		
CC	CC	Ca		In or near default, with possibility of recovery
C	C			
DDD	SD	C		
DD	D		In default, with little chance of recovery	
D				



Investment, valuation and risk thesis (2)





Investment, valuation and risk thesis (5)

Default weights of the 5 methods

Stage of development	Checklist Method	Scorecard Method	VC Method	DCF with LTG	DCF with Multiples
Idea stage	38%	38%	16%	4%	4%
Development stage	30%	30%	16%	12%	12%
Startup stage	15%	15%	16%	27%	27%
► Expansion stage	6%	6%	16%	36%	36%

Qualitative methods

Default average and maximum valuations data sources

Dataset: Pre-money market valuations from transactions in the last 30 months of company in all industries, all countries, and at seed funding stage

Datasource: Crunchbase

Usage: Computation of average and maximum (net of outliers) pre-money valuations in given geographic areas for the qualitative methods (Scorecard and Checklist respectively)

Update: Biannual



Scorecard Method

Default weights of the criteria and breakdown in their traits

Strength of the team 30%	Size of the Opportunity 25%
Time commitment of the founders	Estimated revenues in the third year according to the stage of the development
Number of employees	Estimated size of the market in three years
Team spirit and comradeship	Geographical scope of the business
Years of industry experience of the core team	
Business and managerial background of the core team	
Competitive Environment 10%	Strength and protection of the product/service 15%
Stage of the product/service roll-out	Level of competition in the market
Degree of loyalty of customers	Quality of competitive products/services
Type of IP protection applicable	Competitive advantage over other products/services
IP protection in place (if any)	Barriers to entry of the market
	Threat of international competition
Strategic relationships with partners 10%	Funding required 10%
Strength of the relationships with key strategic partners	Capital required according to the stage of development



Investment, valuation and risk thesis (7)

Checklist Method

Default weights of the criteria and breakdown in their traits

Quality of the core team analyzes: Average age of the founders Presence in the team of serial, successful entrepreneurs Time commitment of the founders Team spirit and comradeship Years of industry experience of the core team Business and managerial background of the core team Technical skills of the core team	30%
Quality of the idea analyzes: Validation of the demand for the product/service Feedback received by early adopters/industry experts Level of competition in the market Competitive advantage over other products/services Geographical scope of the business Threat of international competition Degree of loyalty of customers	20%
Product roll-out and IP protection analyzes: Stage of the product/service roll-out Type of IP protection applicable IP protection in place (if any)	15%
Strategic relationships analyzes: Presence of an advisory board and number of advisors Presence and type of current shareholders Relationship with legal counselors Strength of the relationships with key strategic partners	15%
Operating stage Stage of development Current profitability	20%

VC method

Below the sources of the valuation parameters used in the VC Method: EBITDA Multiple and Annual Required ROI, and their default values provided by Equidam

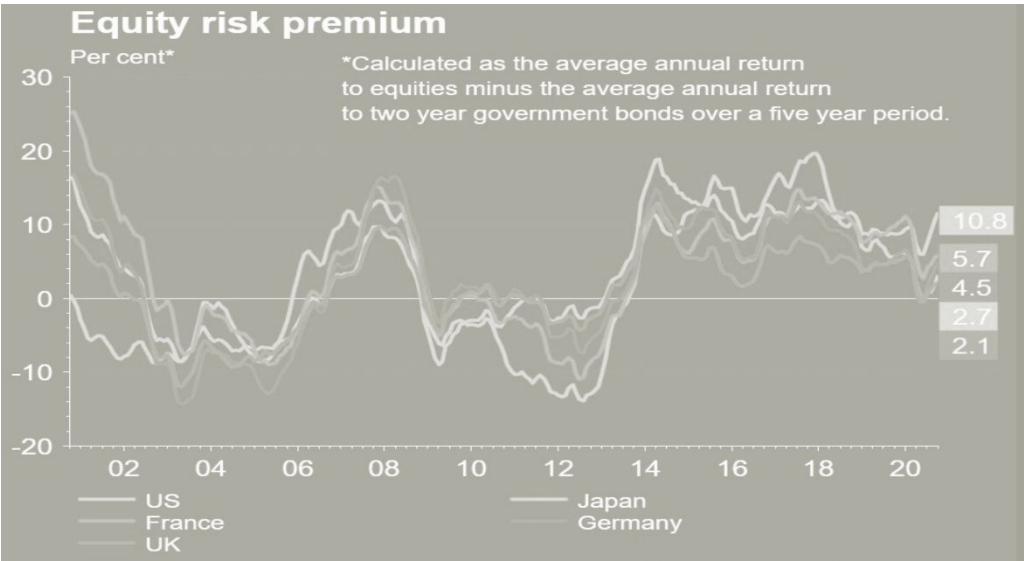
EBITDA multiple

Description: Enterprise value on EBITDA multiples computed over a dataset of global, publicly listed firms organized by industry

Datasource: Prof. A. Damodaran, NYU Stern School of Business

Update: Annual

Notes: We favor the use of EBITDA multiple, as we believe revenue multiples fail to capture the ability of startups to generate cash flow, i.e. the ultimate determinant of value.





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What if Analysis

☐ BASE CASE

☐ WORSTCASE SCENARIO 1

☐ WORSTCASE SCENARIO 2

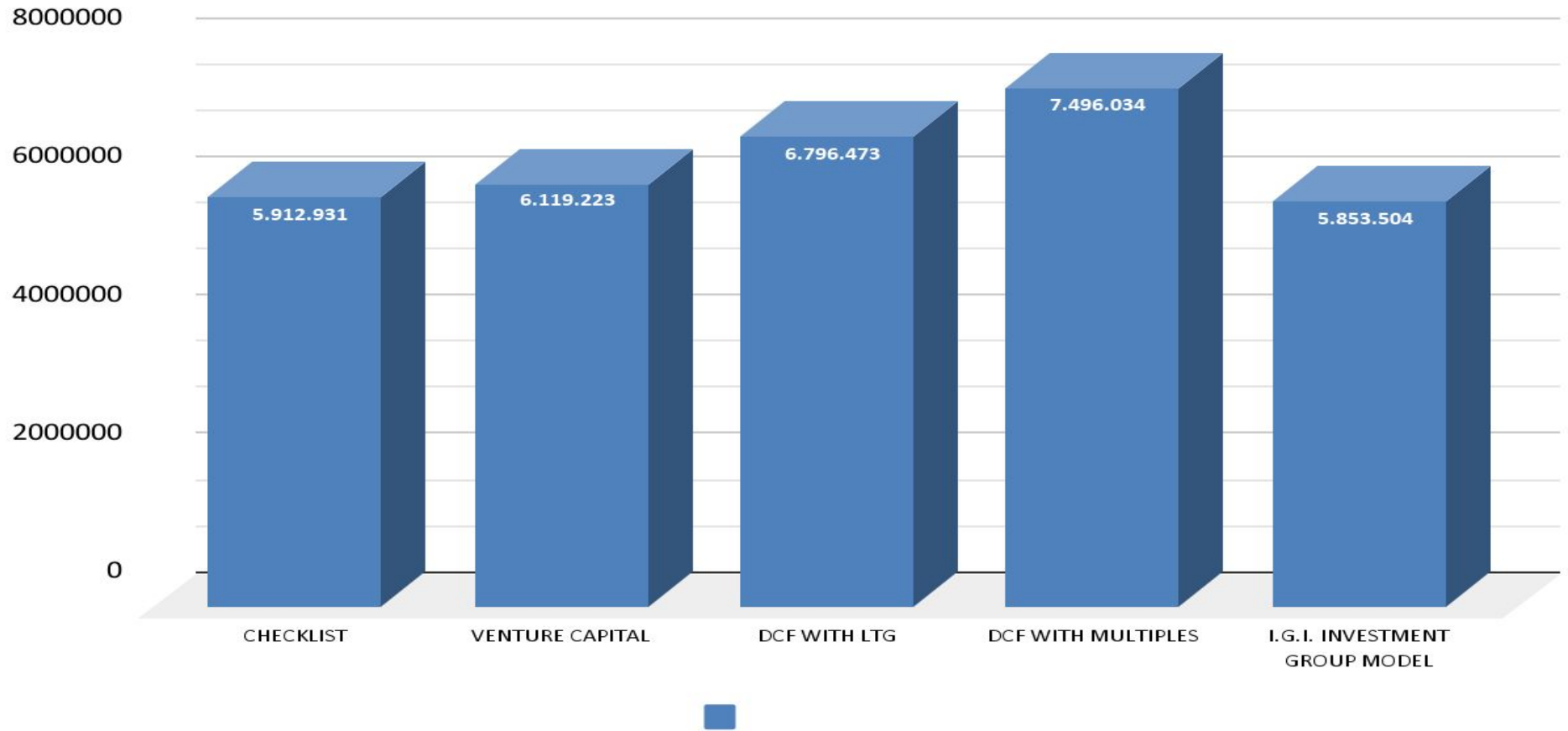


BASE CASE (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited) ▼	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Total Operating Expenses	612.524	674.273	3.692.305	4.544.353	6.011.429
Selling, general and administrative	506.099	557.205	612.987	789.453	886.030
Research and development	106.425	117.068	128.787	158.988	288.138
Provision for income taxes	20.947	20.967	23.274	29.762	38.640
Other Income/expense, net	8.611	9.480	10.534	11.575	25.593
Operating Expenses:	-	-	-	-	-
Net Sales	967.500	1.135.707	1.475.265	1.797.956	2.418.630
Net Income	77.028	159.647	395.781	467.521	801.339
Income before provision for income taxes	97.975	180.614	419.055	497.283	839.979
Gross Margin	719.110	864.367	1.171.362	1.457.300	2.039.741
Earning per share	-	-	-	-	-
Diluted	15.406	31.929	79.156	93.504	160.268
Cost of Sales	248.390	271.340	303.903	340.657	378.889
Basic	61.622	127.718	316.625	374.017	641.071
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-



BASE CASE (1.b)





What if Analysis

☐ BASE CASE

☐ WORSTCASE SCENARIO 1

☐ WORSTCASE SCENARIO 2



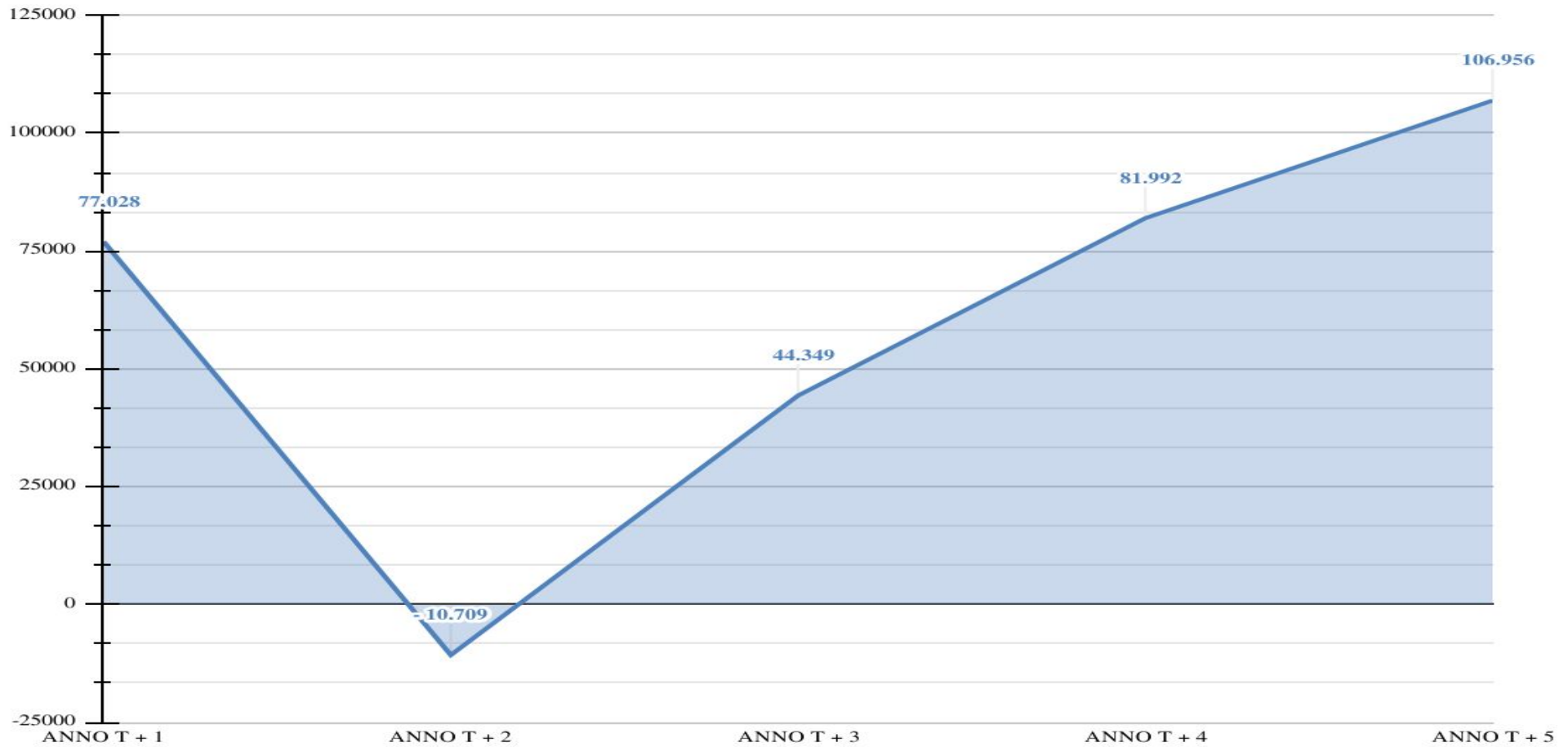
WORST CASE -15% (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited)	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Net Sales	967.500	965.351	1.065.879	1.104.170	1.262.540
Cost of Sales	248.390	271.340	303.903	340.657	378.889
Gross Margin	719.110	694.011	761.976	763.513	883.651
Operating Expenses:	-	-	-	-	-
Research and development	106.425	117.068	70.833	48.094	47.939
Selling, general and administrative	506.099	557.205	612.987	592.090	664.523
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	612.524	674.273	683.820	640.184	712.462
Other Income/expense, net	8.611	9.480	10.534	11.575	25.593
Income before provision for income taxes	97.975	10.258	67.623	111.754	145.596
Provision for income taxes	20.947	20.967	23.274	29.762	38.640
Net Income	77.028	- 10.709	44.349	81.992	106.956
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	61.622	- 8.567	35.479	65.594	85.565
Diluted	15.406	- 2.142	8.870	16.398	21.391



WORST CASE -15% (1.b)

Net InCOME/NET SALES





What if Analysis

- ☐ BASE CASE
- ☐ WORSTCASE SCENARIO 1
- ☐ WORSTCASE SCENARIO 2



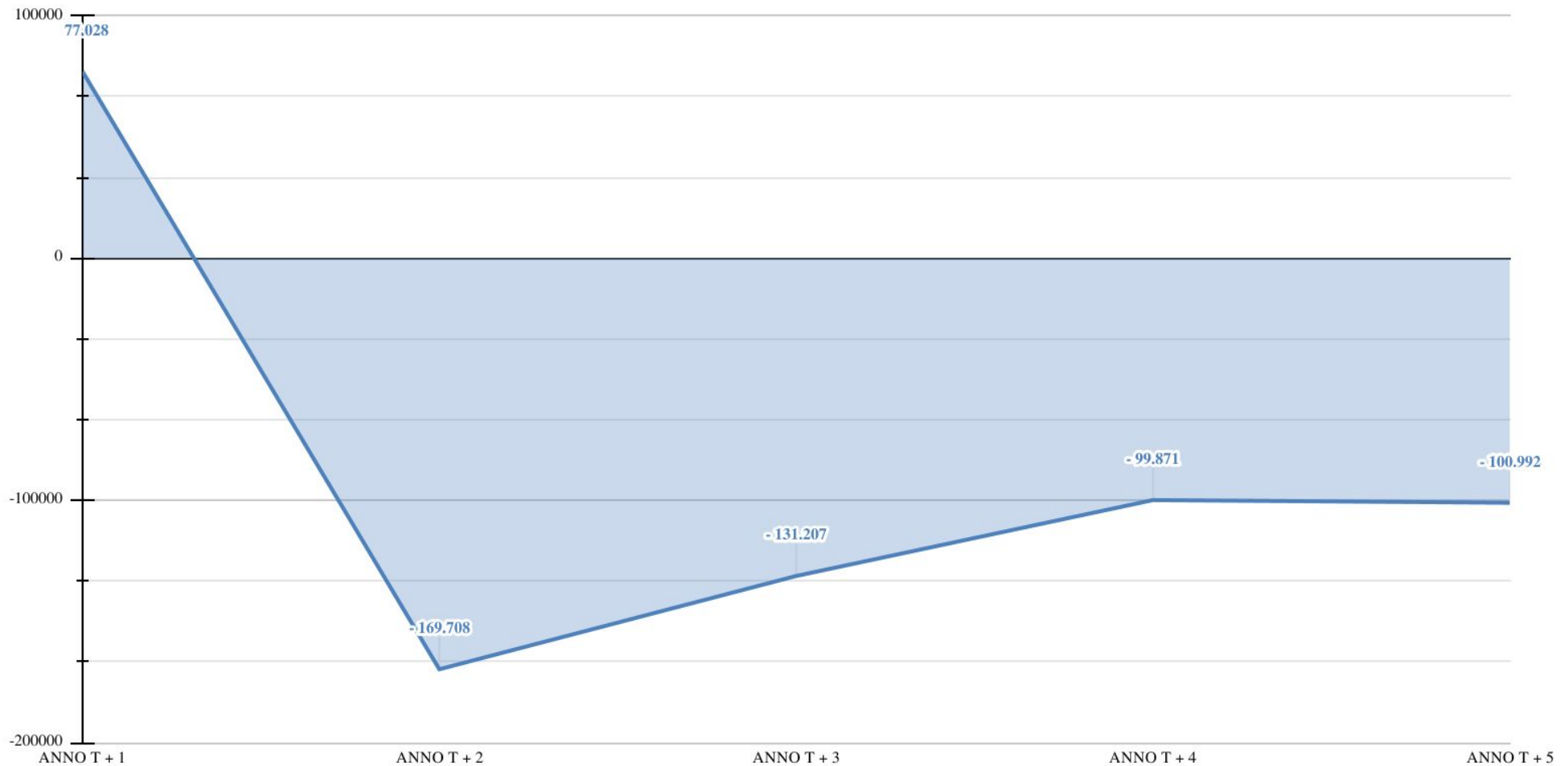
WORST CASE -30% (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited) ▼	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Total Operating Expenses	612.524	674.273	683.820	640.184	712.462
Selling, general and administrative	506.099	557.205	612.987	592.090	664.523
Research and development	106.425	117.068	70.833	48.094	47.939
Provision for income taxes	20.947	20.967	23.274	29.762	38.640
Other Income/expense, net	8.611	9.480	10.534	11.575	25.593
Operating Expenses:	-	-	-	-	-
Net Sales	967.500	806.352	890.323	922.307	1.054.592
Net Income	77.028	- 169.708	- 131.207	- 99.871	- 100.992
Income before provision for income taxes	97.975	- 148.741	- 107.934	- 70.109	- 62.352
Gross Margin	719.110	535.012	586.420	581.650	675.703
Earning per share	-	-	-	-	-
Diluted	15.406	- 33.942	- 26.241	- 19.974	- 20.198
Cost of Sales	248.390	271.340	303.903	340.657	378.889
Basic	61.622	- 135.766	- 104.966	- 79.897	- 80.794
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-



WORST CASE -30% (1.b)

Net InCOME/NET SALES



For more information contact us by mail: direzione@accelerahub.com

