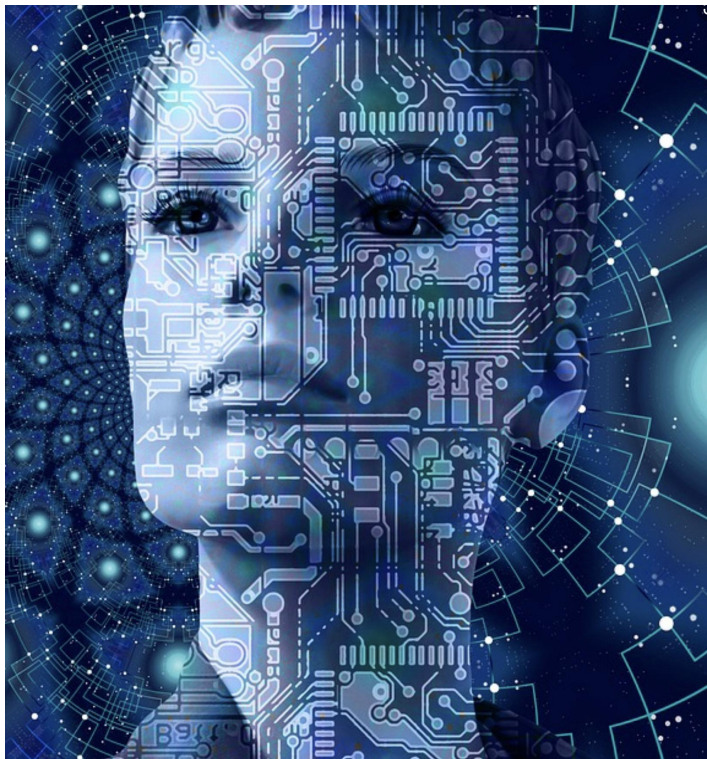




ANGEL-IKA

EQUITY RESEARCH REPORT
FOR
Automotive Center Srl
www.automotivecenter.it

Rome, 6-2-2024



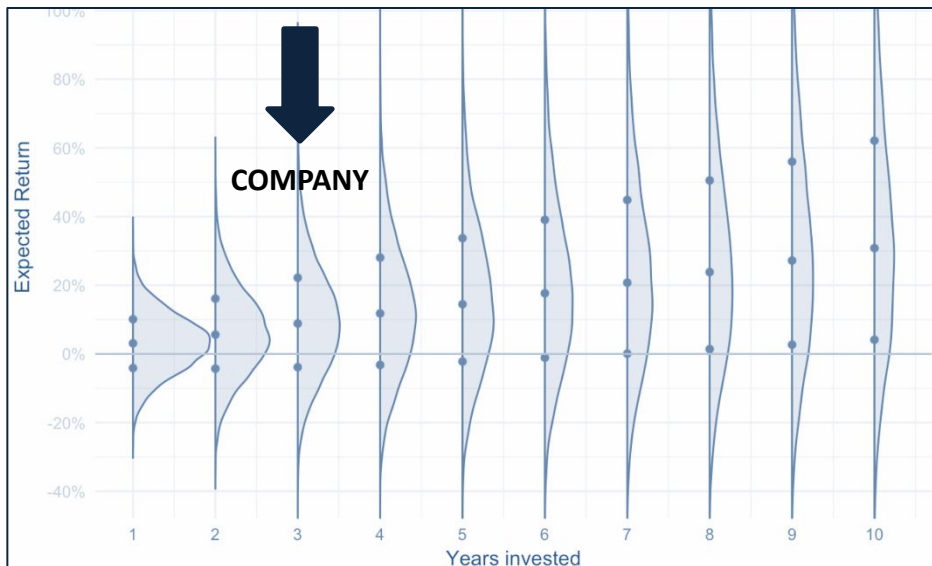


Agenda

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
- Evaluation of the company
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 - ☐ Business Plan
 - ☐ Valuation of IP and companies and attached documents
 - ☐ Performance of the symbiotic company

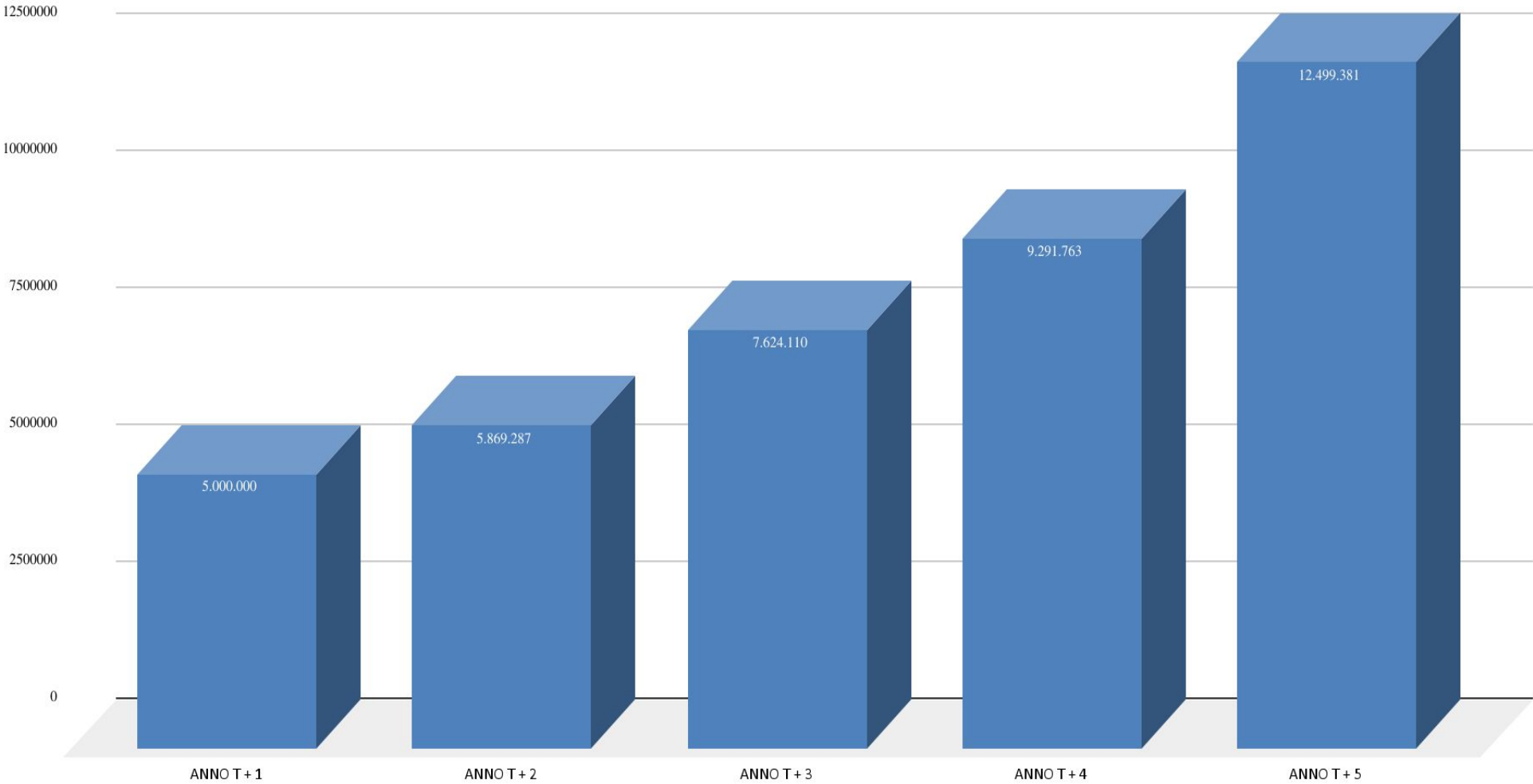


Composition and origin of revenues

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited)	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Net Sales	5.000.000	5.869.287	7.624.110	9.291.763	12.499.381
Cost of Sales	1.283.670	1.402.272	1.570.558	1.760.499	1.958.084
Gross Margin	3.716.330	4.467.015	6.053.553	7.531.264	10.541.297
Operating Expenses:	-	-	-	-	-
Research and development	550.000	605.001	665.567	821.643	1.489.087
Selling, general and administrative	2.615.500	2.879.613	3.167.891	4.079.861	4.578.969
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	3.165.500	3.484.614	3.833.458	4.901.504	6.068.056
Other Income/expense, net	44.500	48.994	54.438	59.821	132.265
Income before provision for income taxes	506.330	933.407	2.165.657	2.569.939	4.340.976
Provision for income taxes	108.252	108.358	120.277	153.808	199.691
Net Income	398.078	825.049	2.045.380	2.416.131	4.141.286
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	318.462	660.039	1.636.304	1.932.904	3.313.029
Diluted	79.616	165.010	409.076	483.226	828.257

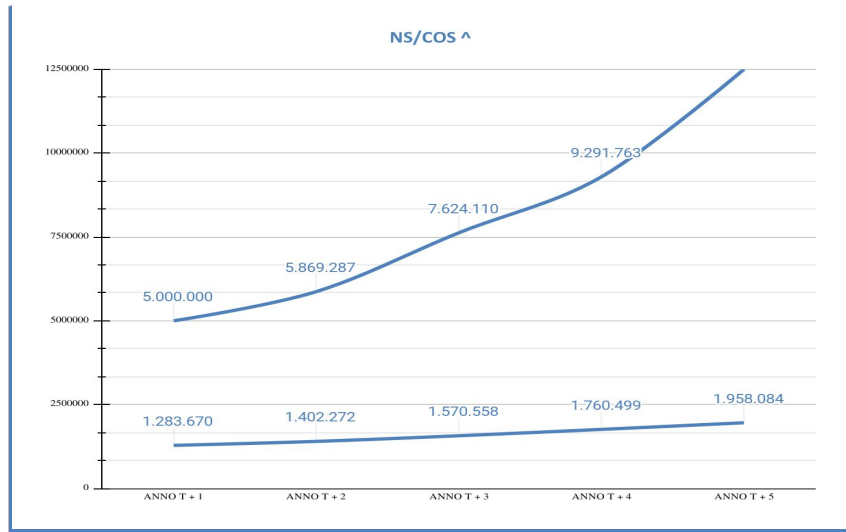
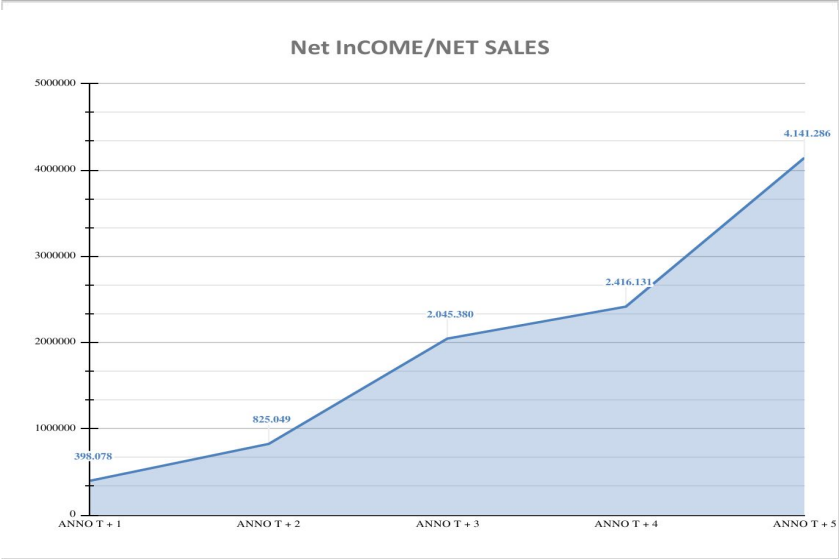
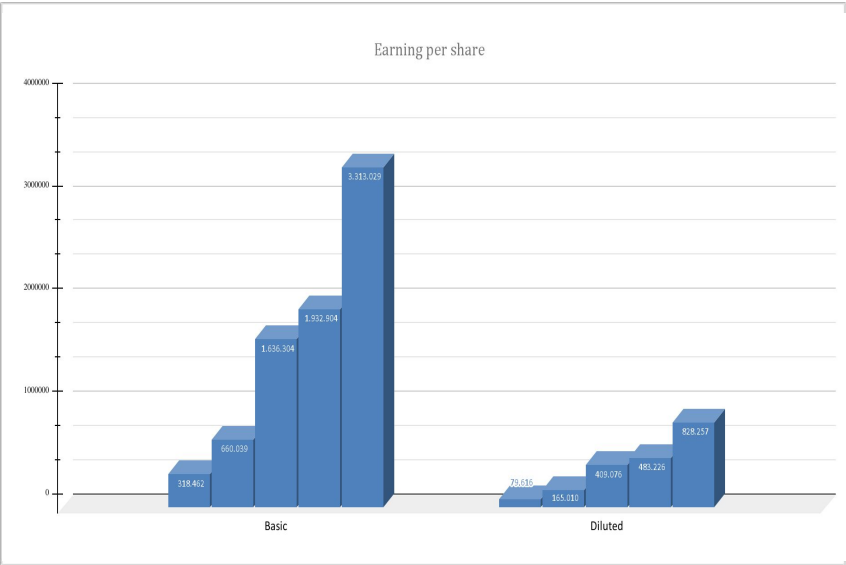
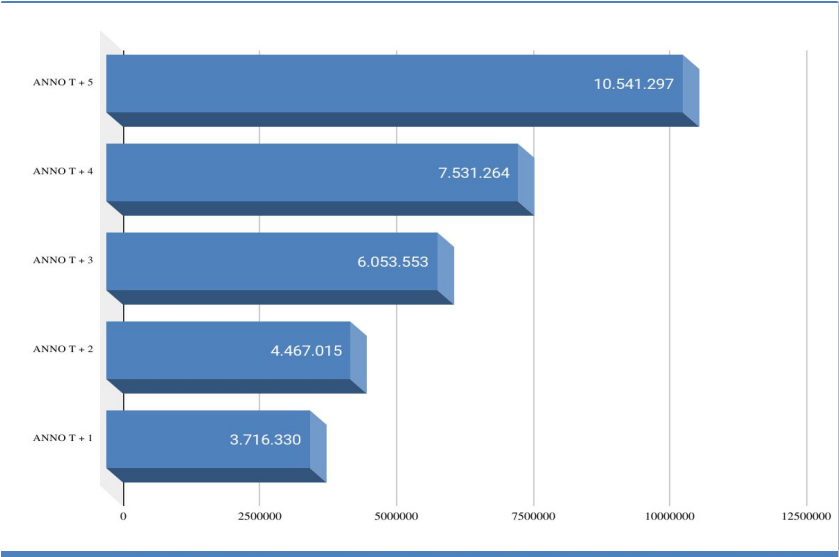


Analysis





Analysis



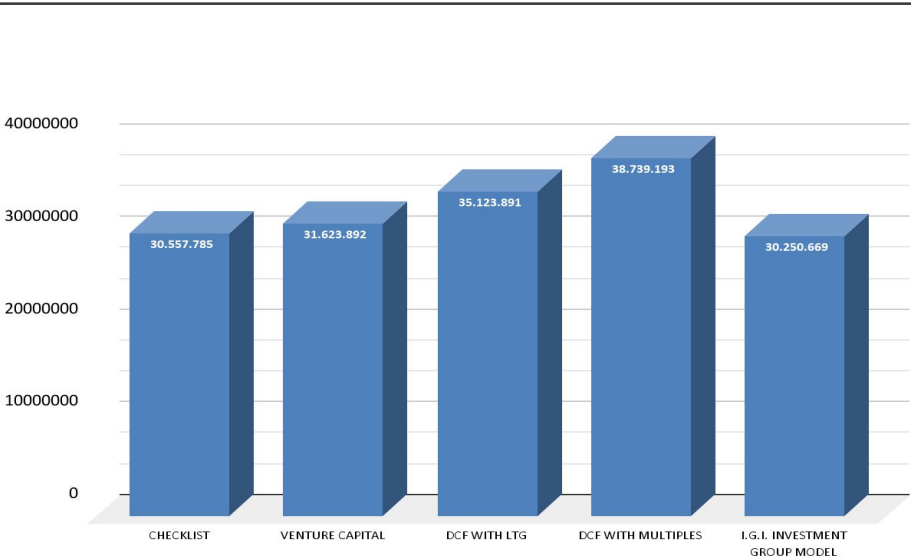


Agenda

- Premise
- Evaluation of the company
- The Risk-Return on Investment
- BUPS****
 - ☐ 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)

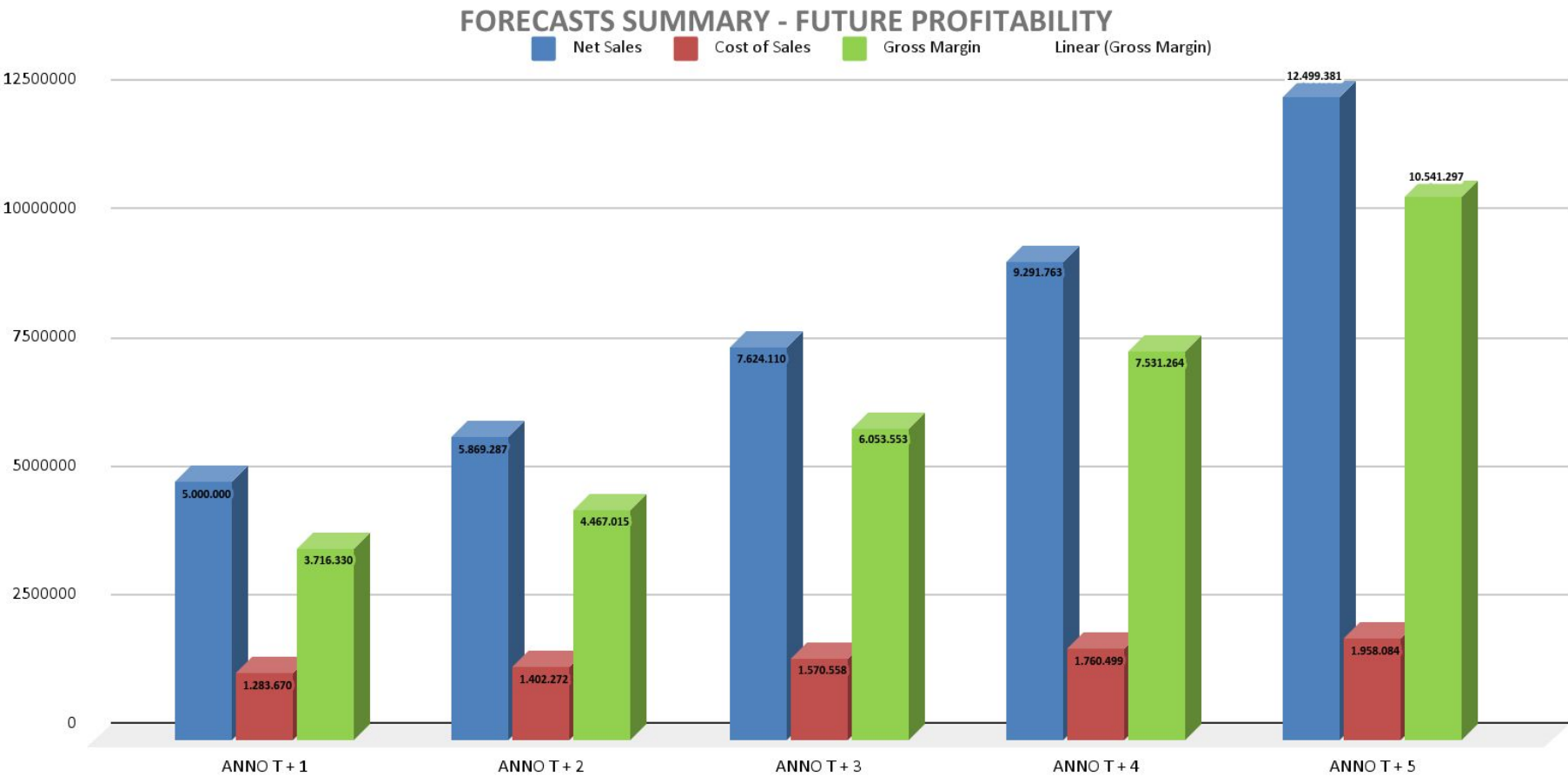


VALUATION METHODS	USD
SCORECARD	24.203.979
CHECKLIST	30.557.785
VENTURE CAPITAL	31.623.892
DCF WITH LTG	35.123.891
DCF WITH MULTIPLES	38.739.193
I.G.I. INVESTMENT GROUP MODEL	30.250.669

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

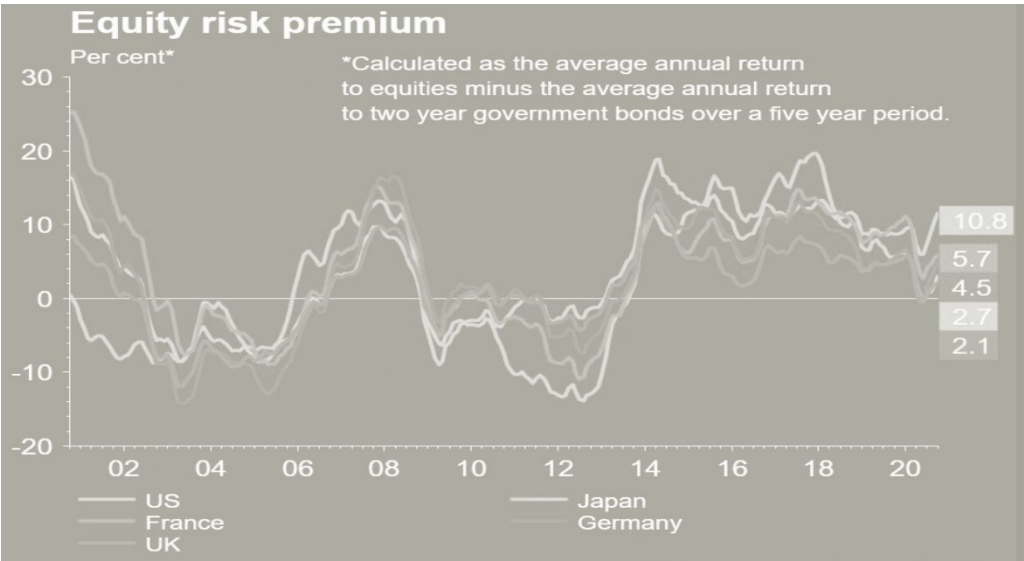
EBITDA multiple

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 Busines

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

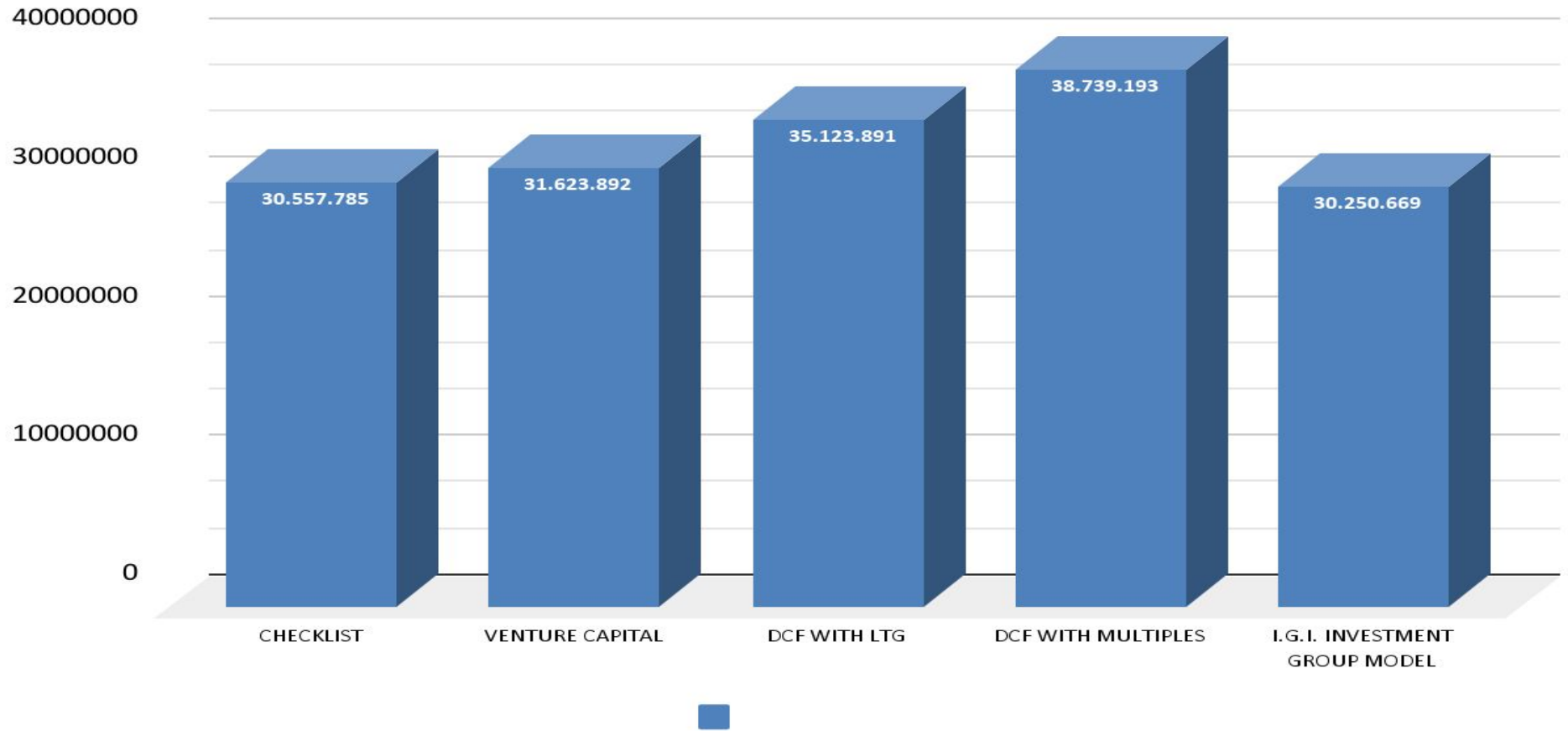


BASE CASE (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited) ▼	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Total Operating Expenses	3.165.500	3.484.614	19.081.679	23.485.029	31.066.819
Selling, general and administrative	2.615.500	2.879.613	3.167.891	4.079.861	4.578.969
Research and development	550.000	605.001	665.567	821.643	1.489.087
Provision for income taxes	108.252	108.358	120.277	153.808	199.691
Other Income/expense, net	44.500	48.994	54.438	59.821	132.265
Operating Expenses:	-	-	-	-	-
Net Sales	5.000.000	5.869.287	7.624.110	9.291.763	12.499.381
Net Income	398.078	825.049	2.045.380	2.416.131	4.141.286
Income before provision for income taxes	506.330	933.407	2.165.657	2.569.939	4.340.976
Gross Margin	3.716.330	4.467.015	6.053.553	7.531.264	10.541.297
Earning per share	-	-	-	-	-
Diluted	79.616	165.010	409.076	483.226	828.257
Cost of Sales	1.283.670	1.402.272	1.570.558	1.760.499	1.958.084
Basic	318.462	660.039	1.636.304	1.932.904	3.313.029
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-



BASE CASE (1.b)





What if Analysis

☐ BASE CASE

☐ WORSTCASE SCENARIO 1

☐ WORSTCASE SCENARIO 2



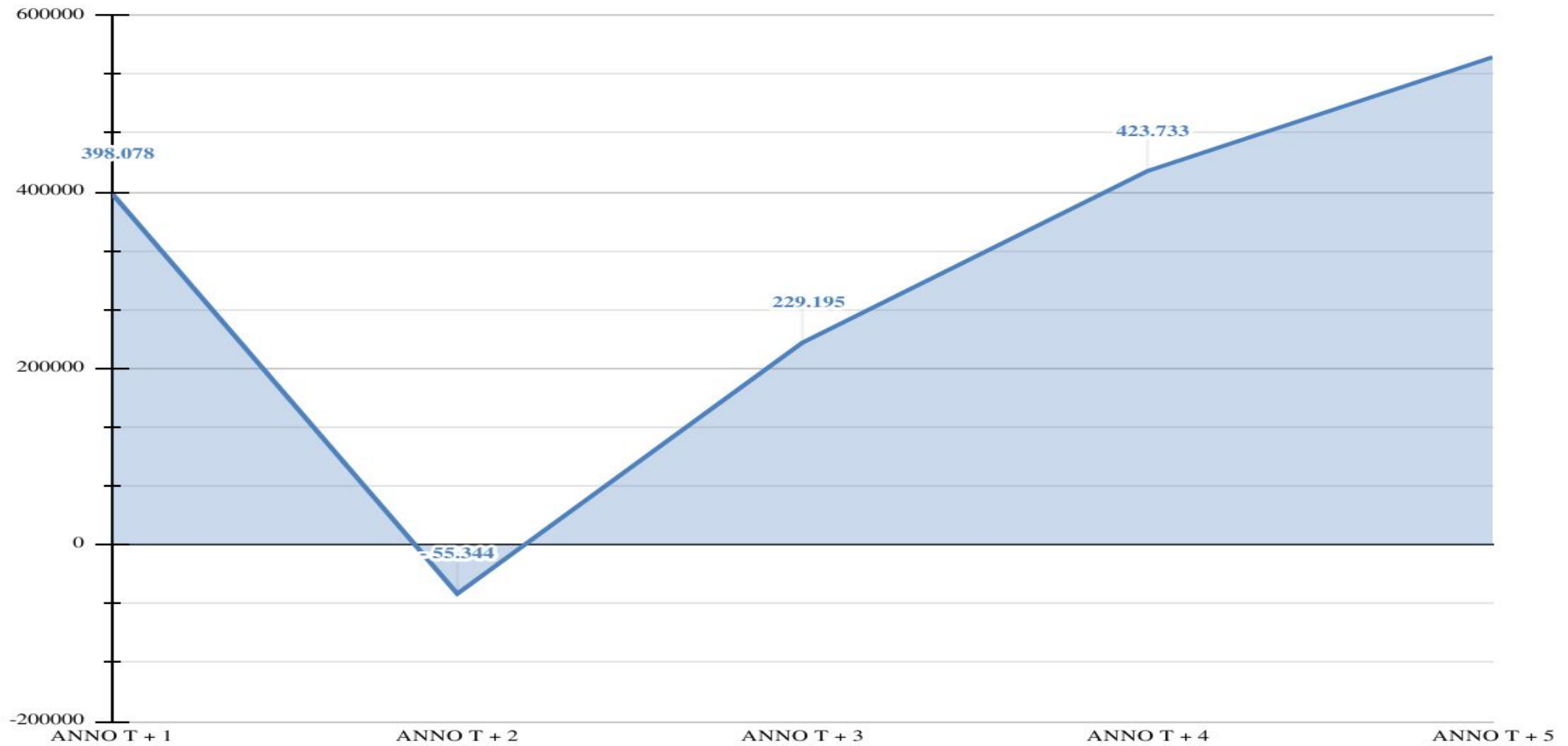
WORST CASE -15% (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited)	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Net Sales	5.000.000	4.988.894	5.508.420	5.706.304	6.524.755
Cost of Sales	1.283.670	1.402.272	1.570.558	1.760.499	1.958.084
Gross Margin	3.716.330	3.586.622	3.937.862	3.945.805	4.566.671
Operating Expenses:	-	-	-	-	-
Research and development	550.000	605.001	366.062	248.547	247.747
Selling, general and administrative	2.615.500	2.879.613	3.167.891	3.059.896	3.434.227
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	3.165.500	3.484.614	3.533.953	3.308.443	3.681.974
Other Income/expense, net	44.500	48.994	54.438	59.821	132.265
Income before provision for income taxes	506.330	53.014	349.472	577.541	752.433
Provision for income taxes	108.252	108.358	120.277	153.808	199.691
Net Income	398.078	- 55.344	229.195	423.733	552.742
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	318.462	- 44.275	183.356	338.986	442.194
Diluted	79.616	- 11.069	45.839	84.747	110.548



WORST CASE -15% (1.b)

Net InCOME/NET SALES





What if Analysis

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



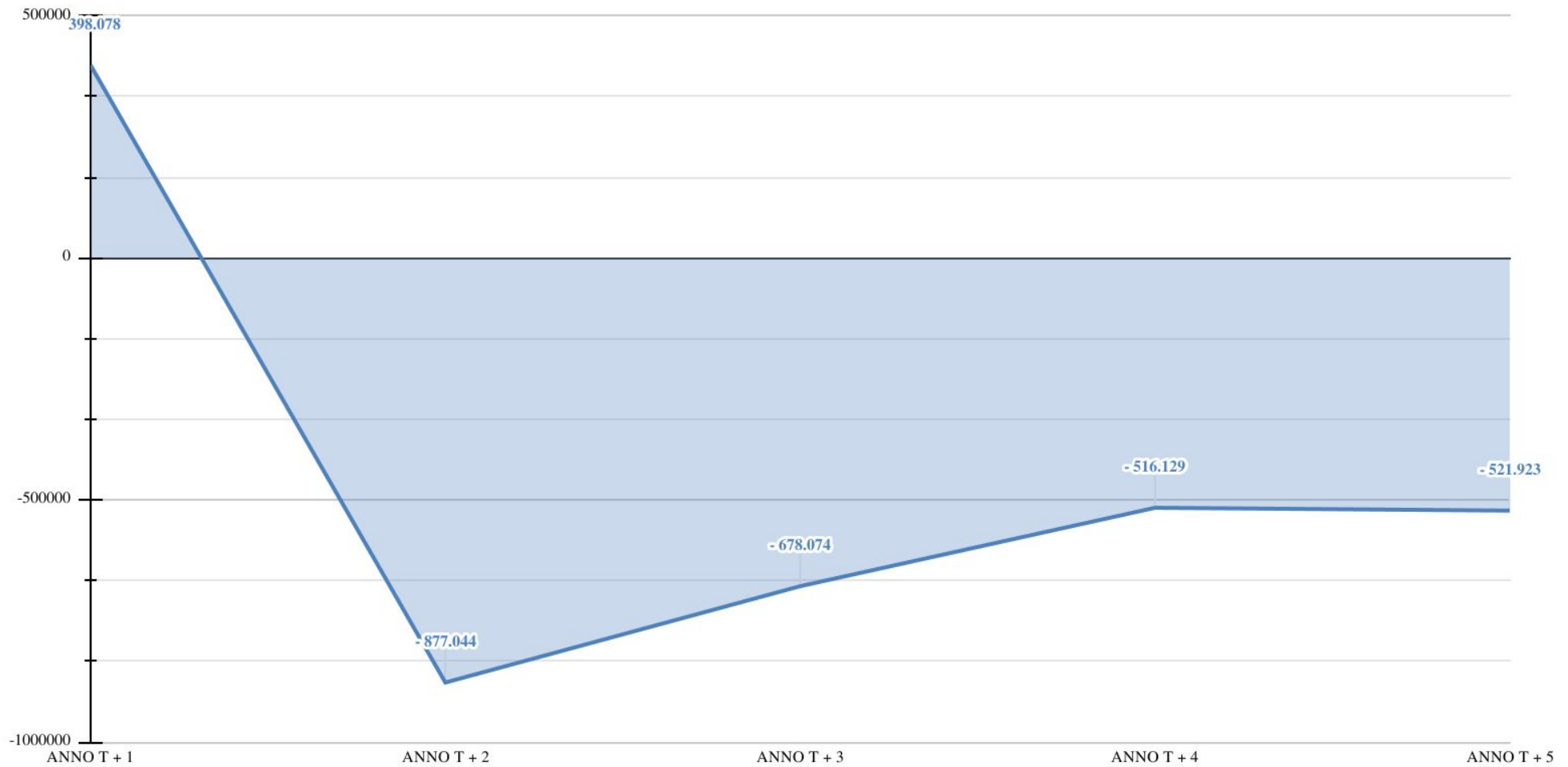
WORST CASE -30% (1.a)

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited) ▼	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Total Operating Expenses	3.165.500	3.484.614	3.533.953	3.308.443	3.681.974
Selling, general and administrative	2.615.500	2.879.613	3.167.891	3.059.896	3.434.227
Research and development	550.000	605.001	366.062	248.547	247.747
Provision for income taxes	108.252	108.358	120.277	153.808	199.691
Other Income/expense, net	44.500	48.994	54.438	59.821	132.265
Operating Expenses:	-	-	-	-	-
Net Sales	5.000.000	4.167.194	4.601.151	4.766.442	5.450.090
Net Income	398.078	- 877.044	- 678.074	- 516.129	- 521.923
Income before provision for income taxes	506.330	- 768.686	- 557.797	- 362.321	- 322.233
Gross Margin	3.716.330	2.764.922	3.030.593	3.005.943	3.492.006
Earning per share	-	-	-	-	-
Diluted	79.616	- 175.409	- 135.615	- 103.226	- 104.385
Cost of Sales	1.283.670	1.402.272	1.570.558	1.760.499	1.958.084
Basic	318.462	- 701.635	- 542.459	- 412.903	- 417.539
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-



WORST CASE -30% (1.b)

Net InCOME/NET SALES



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

