



ANGEL-IKA

Vers. 24.0

ENTERPRISE VALUE

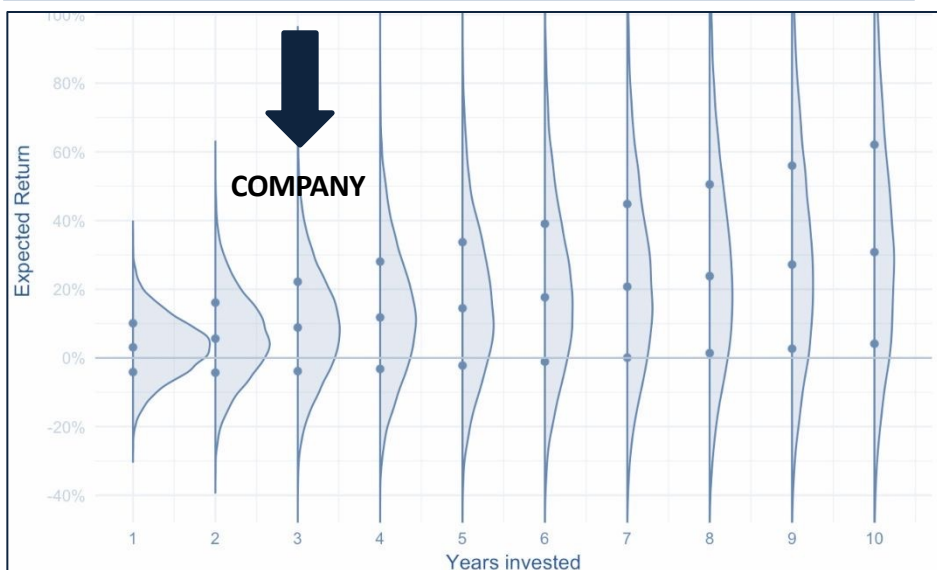
INSTANT B&B Srl

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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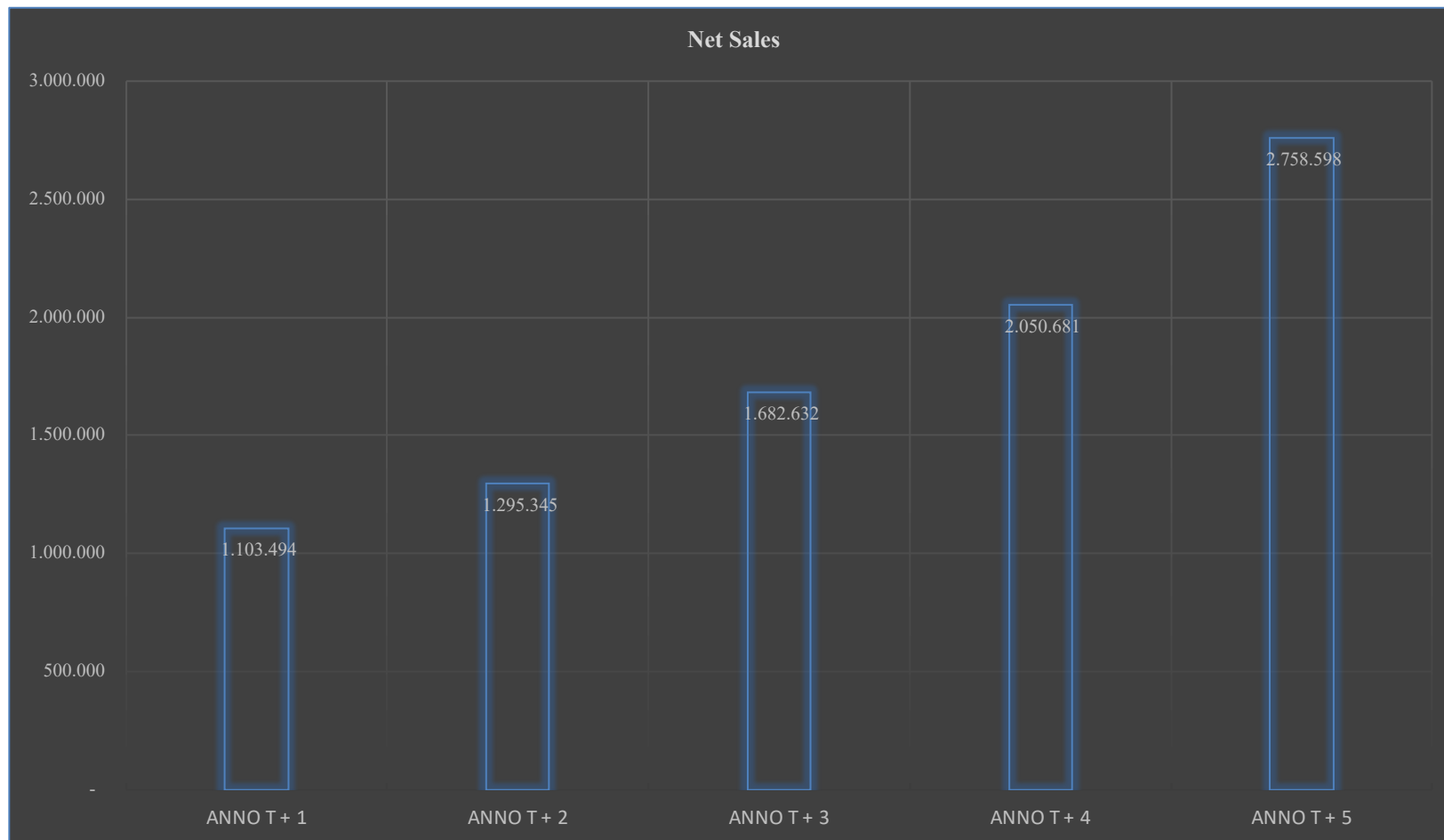
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Composition and origin of revenues

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited)	ANNO T + 1	ANNO T + 2	ANNO T + 3	ANNO T + 4	ANNO T + 5
Net Sales	1.103.494	1.295.345	1.682.632	2.050.681	2.758.598
Cost of Sales	283.304	309.480	346.620	388.540	432.147
Gross Margin	820.190	985.865	1.336.012	1.662.141	2.326.452
Operating Expenses:	-	-	-	-	-
Research and development	121.384	133.523	146.890	181.336	328.640
Selling, general and administrative	577.238	635.527	699.150	900.420	1.010.573
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	698.622	769.050	846.040	1.081.756	1.339.213
Other Income/expense, net	9.821	10.813	12.014	13.202	29.191
Income before provision for income taxes	111.746	206.002	477.958	567.182	958.048
Provision for income taxes	23.891	23.915	26.545	33.945	44.071
Net Income	87.855	182.087	451.413	533.237	913.977
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	70.284	145.670	361.130	426.590	731.181
Diluted	17.571	36.417	90.283	106.647	182.795
	-	-	-	-	-

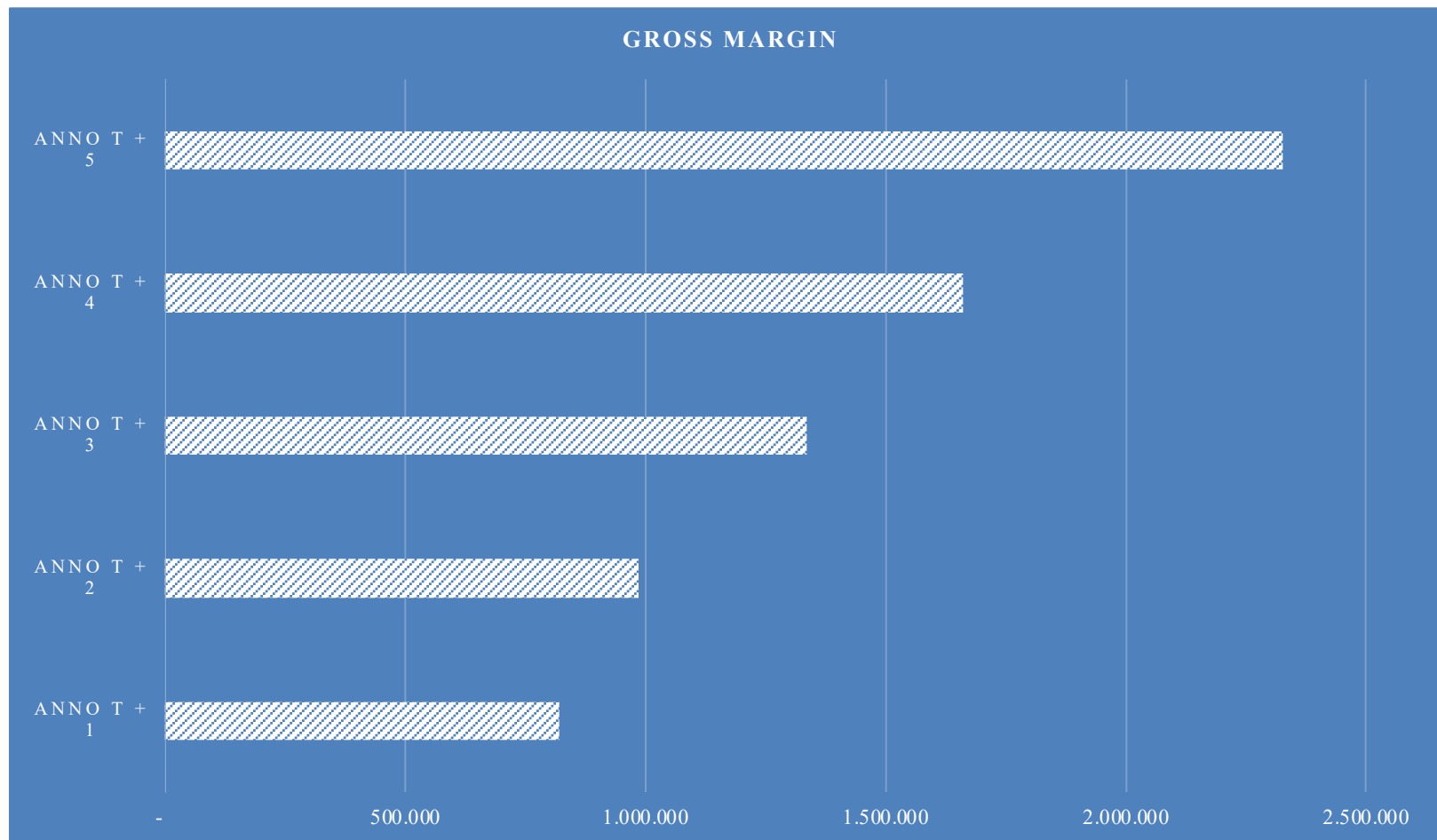
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Analysis



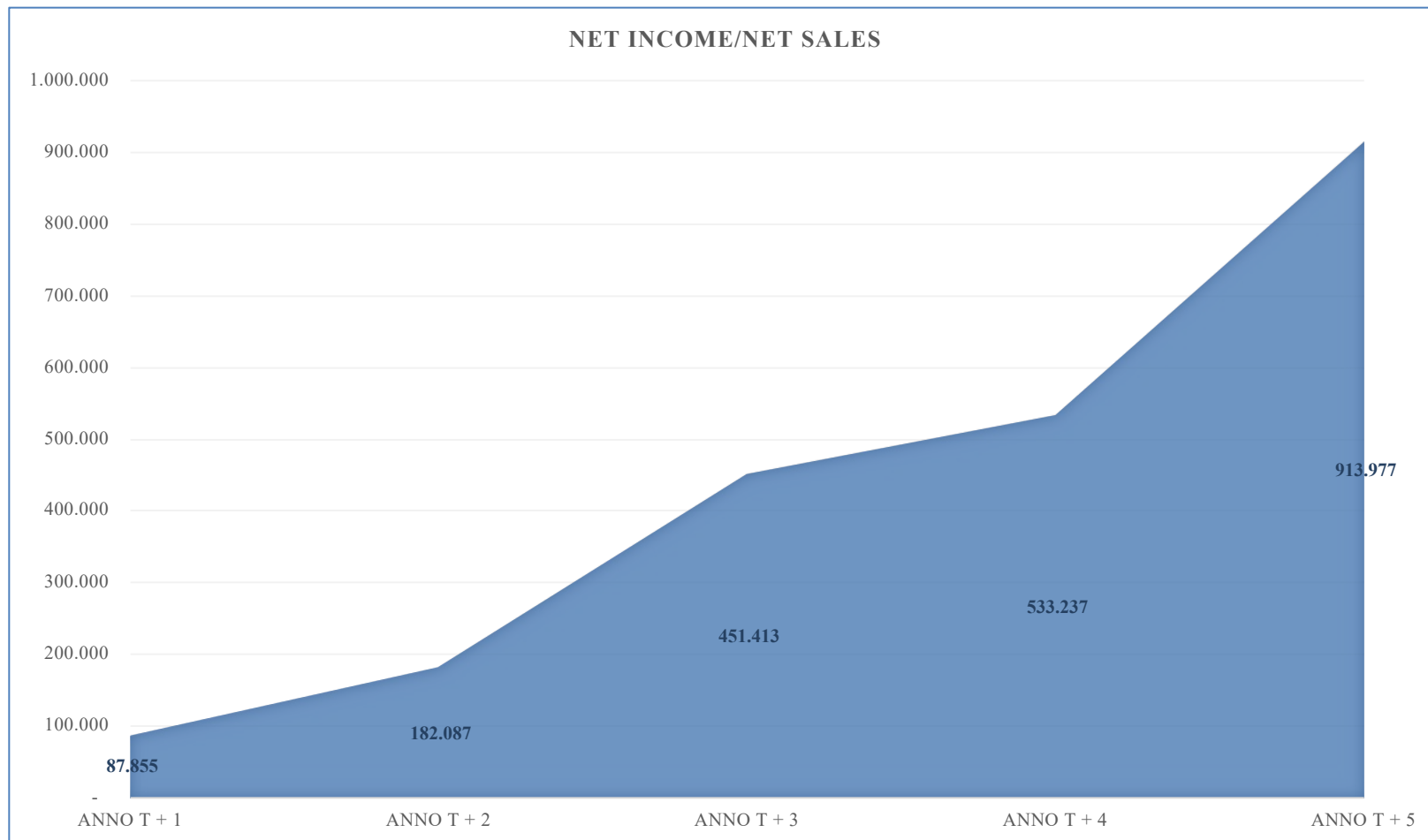
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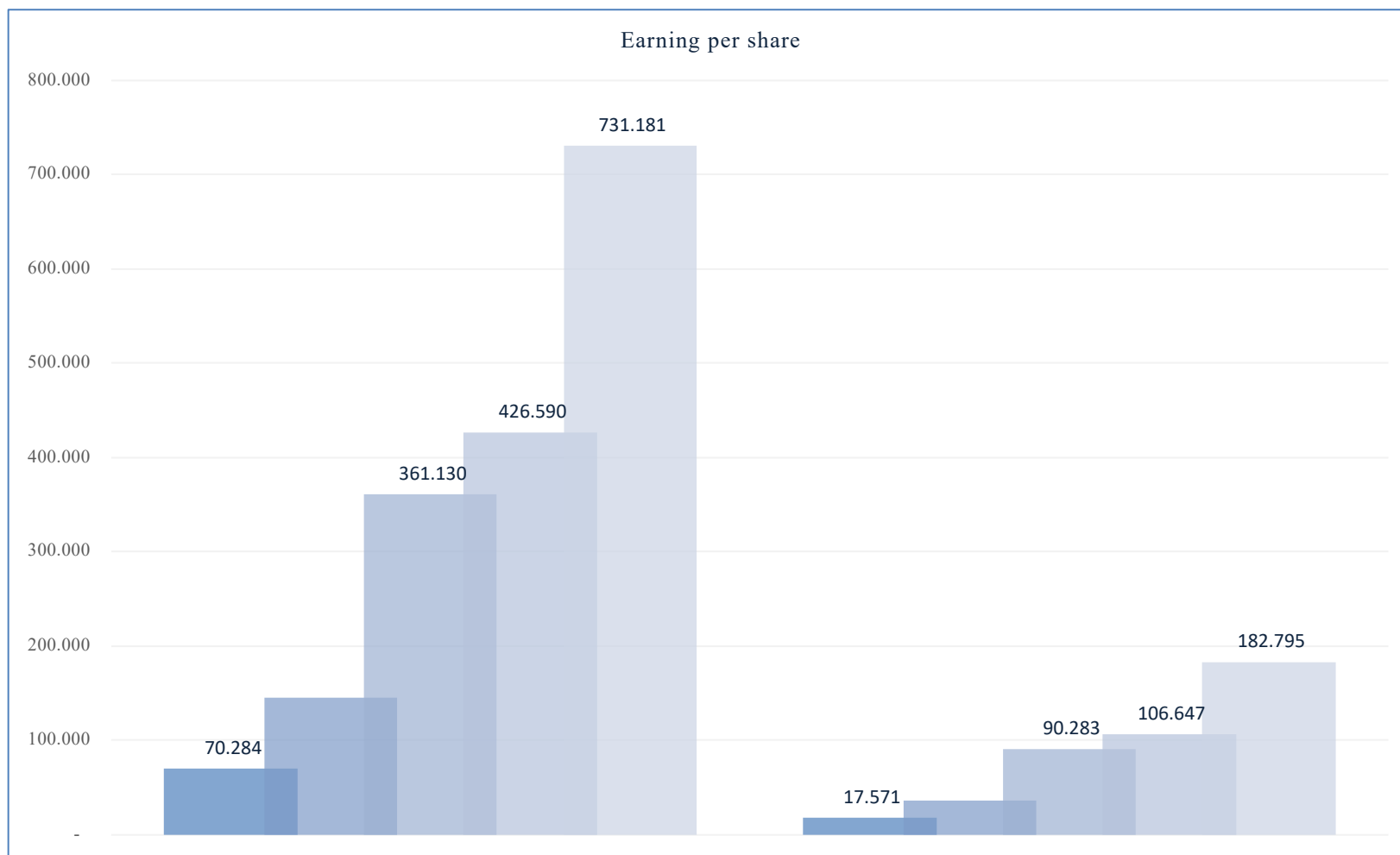
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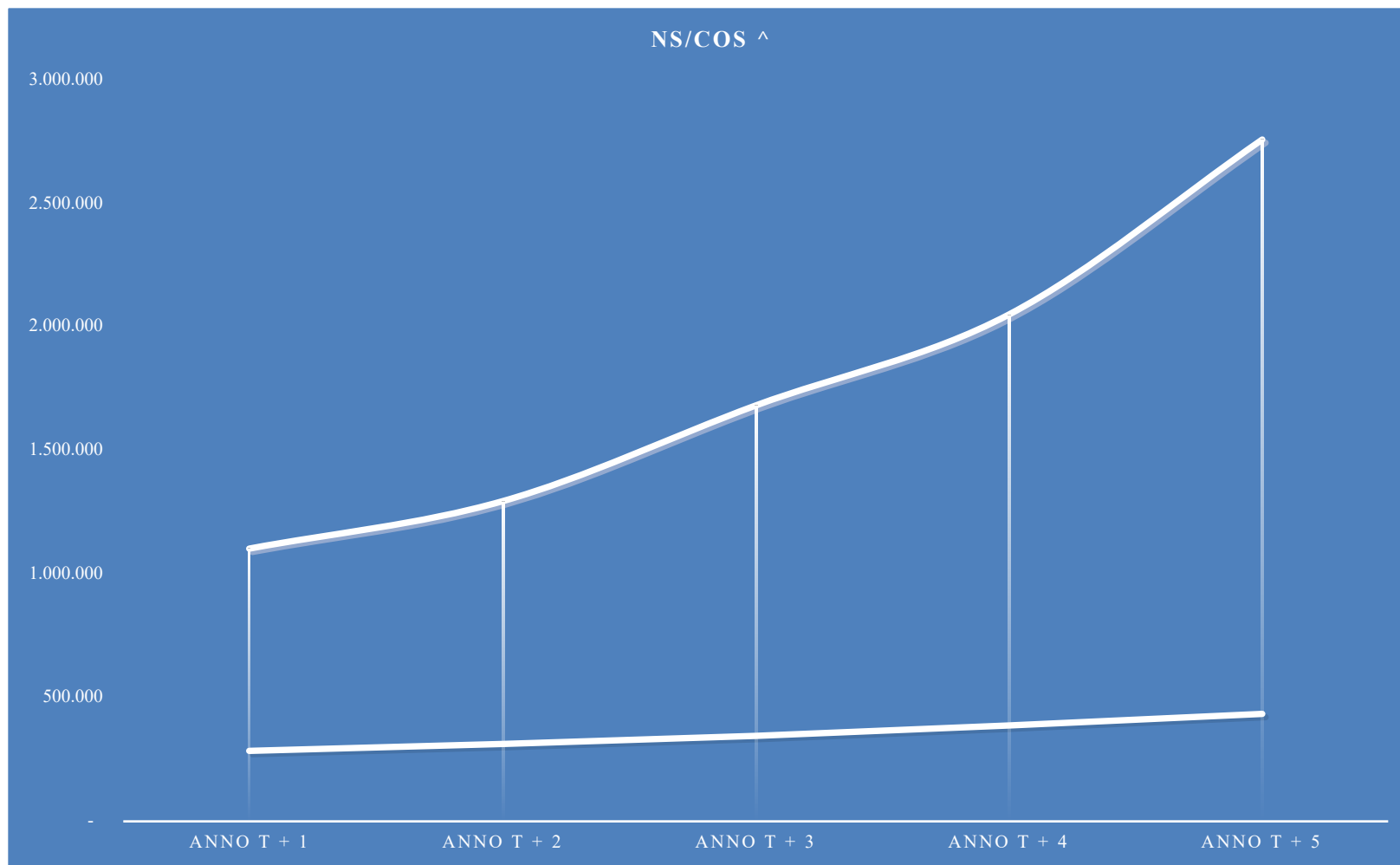


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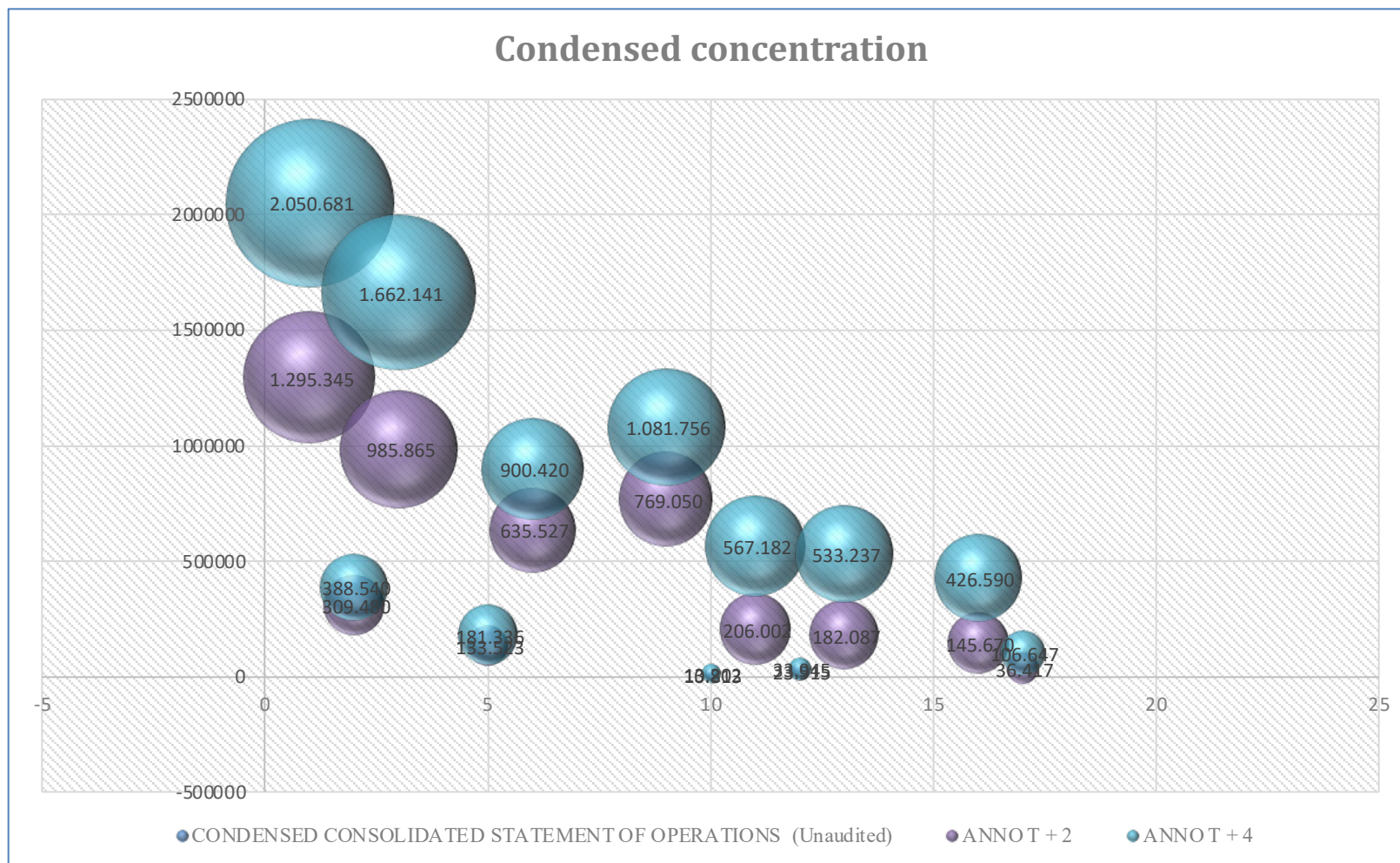


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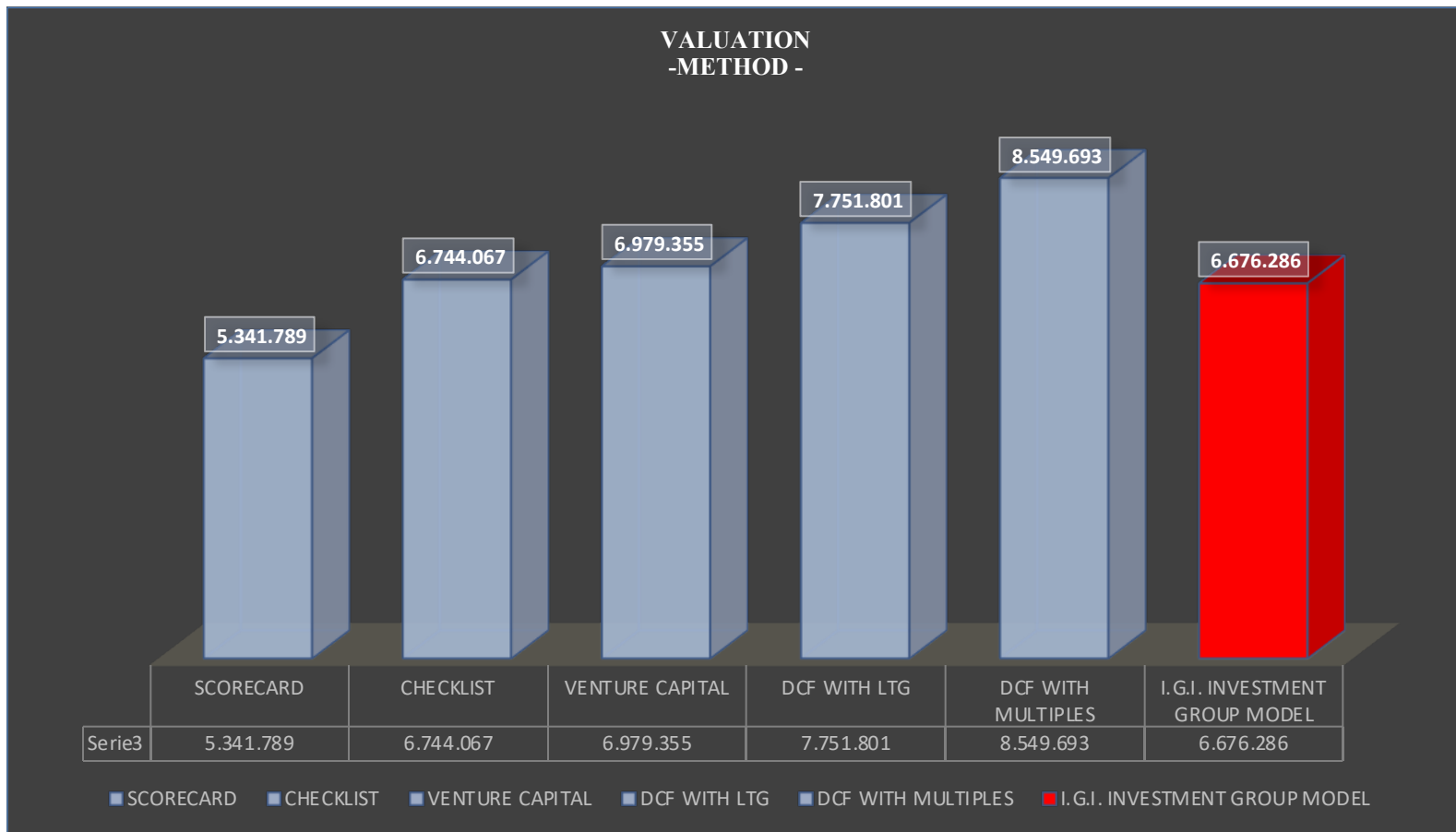


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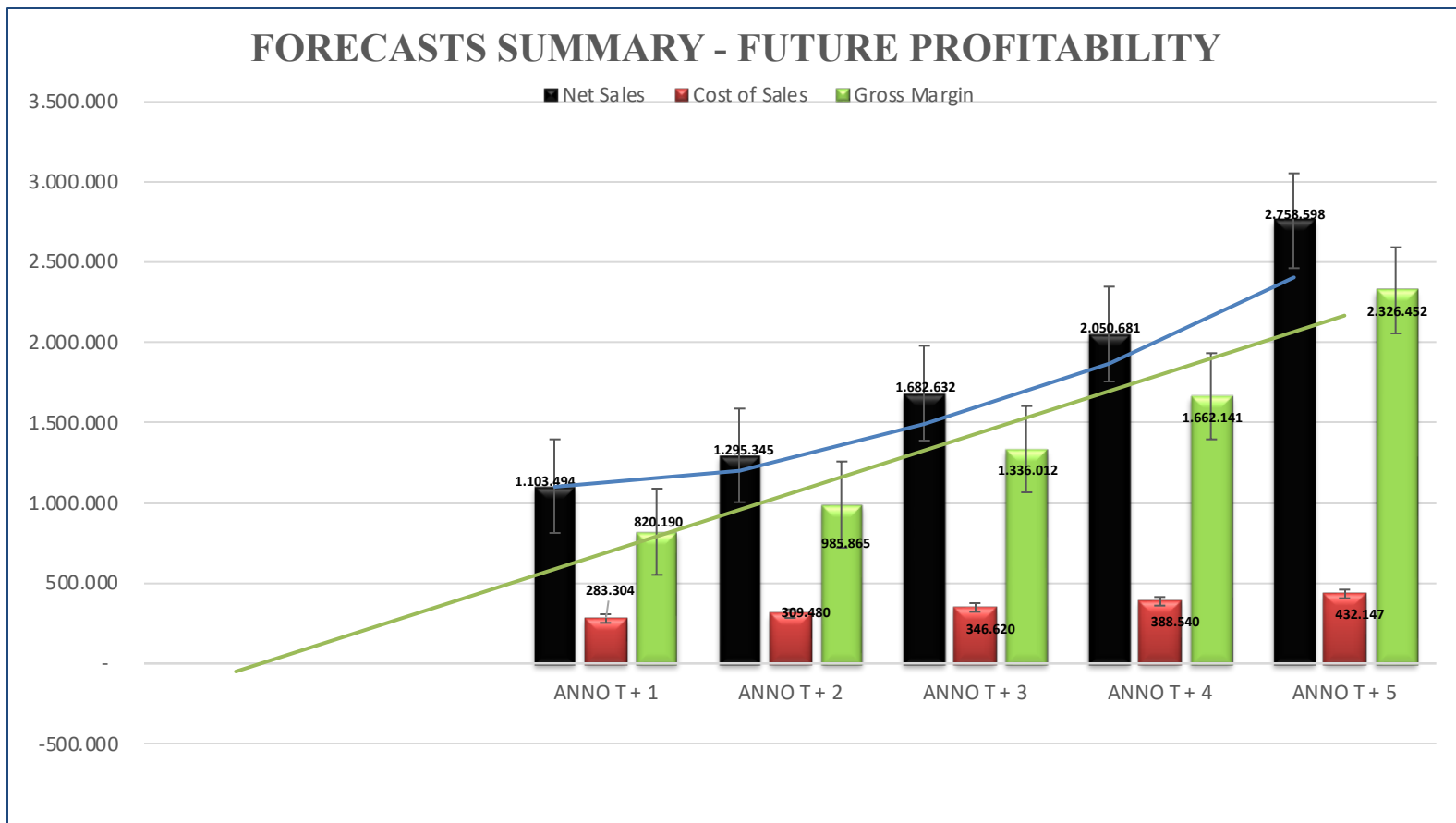
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Investment, valuation and risk thesis (1)



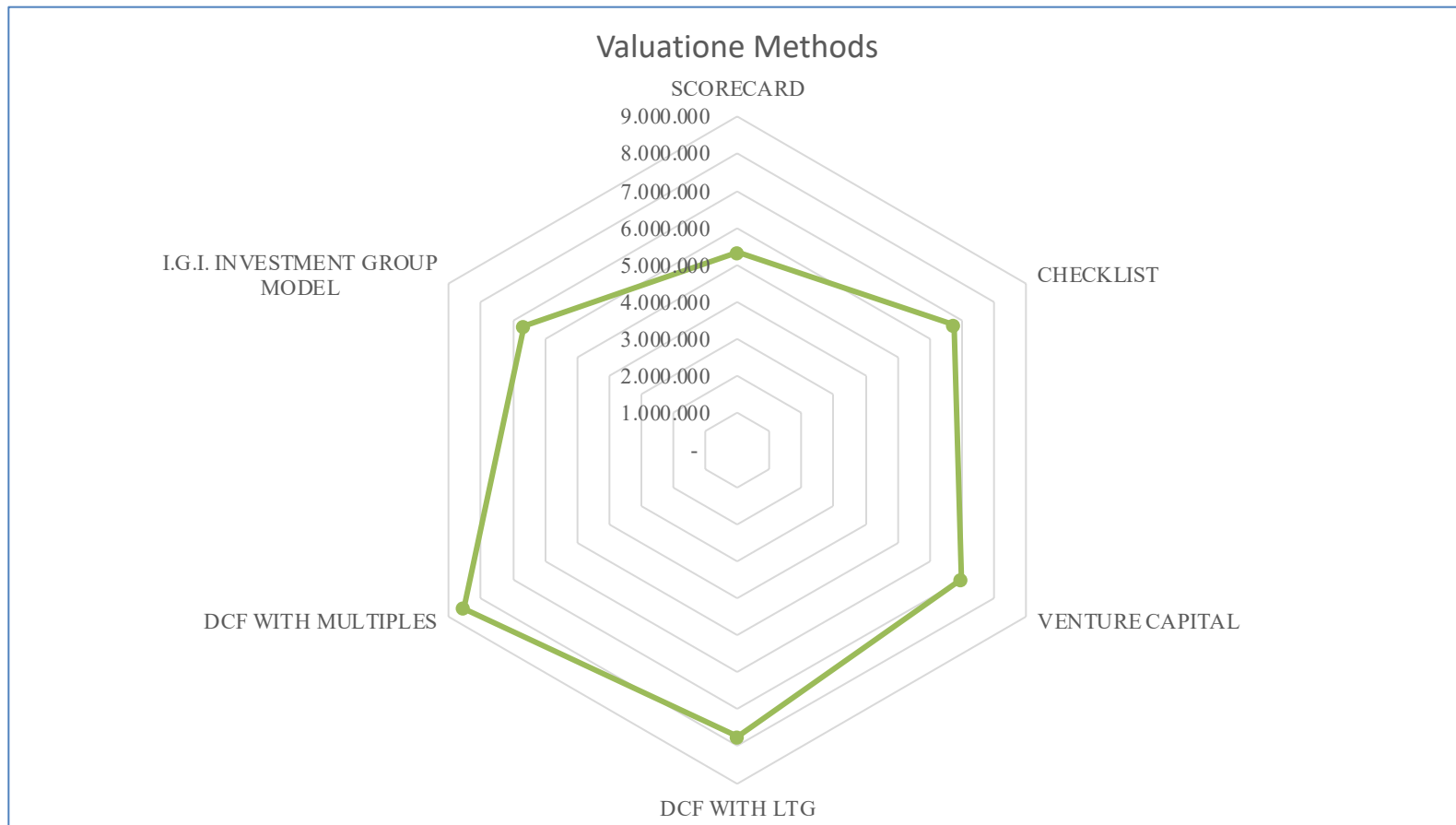
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Investment, valuation and risk thesis (2)



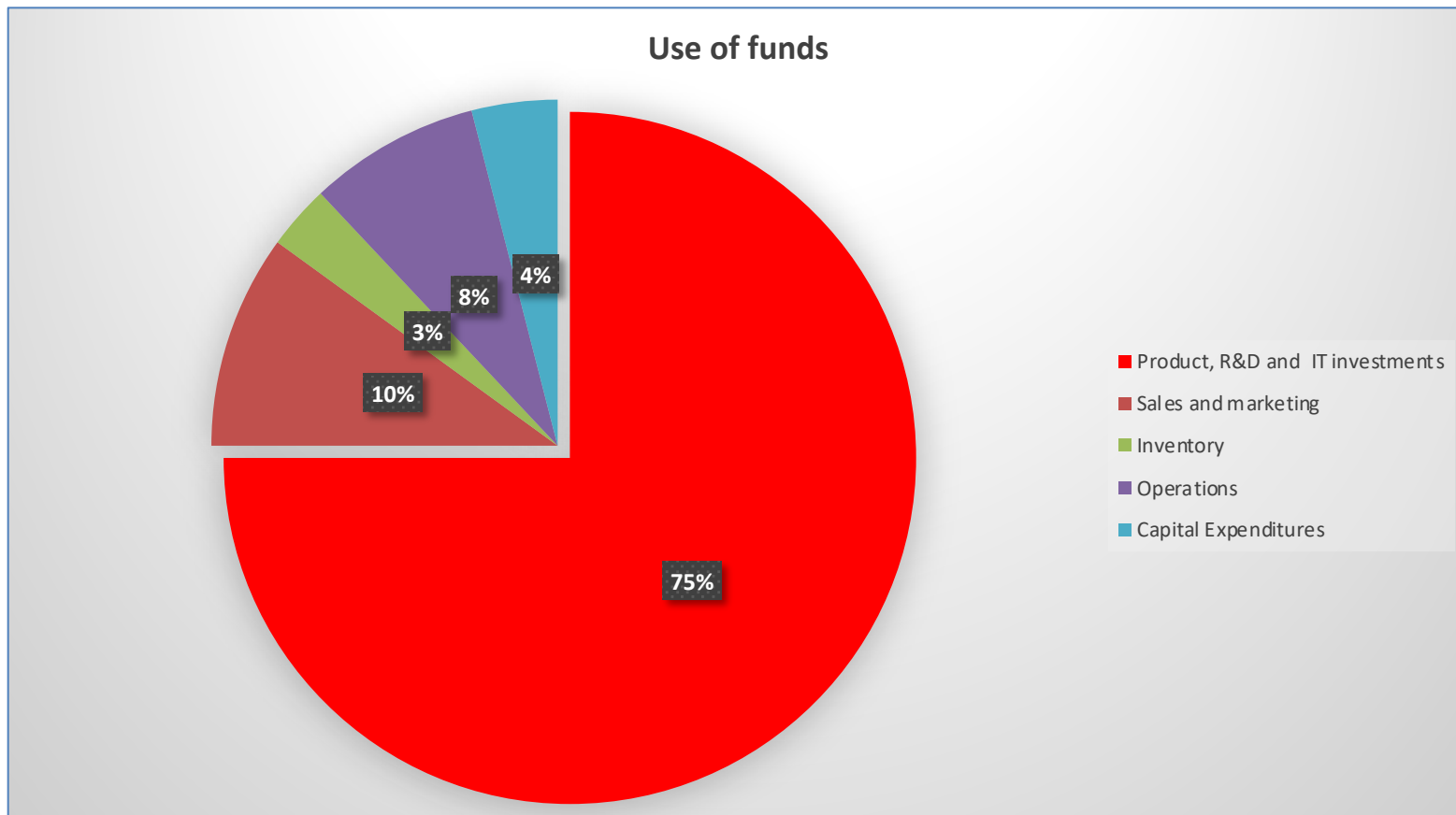
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Investment, valuation and risk thesis (3)



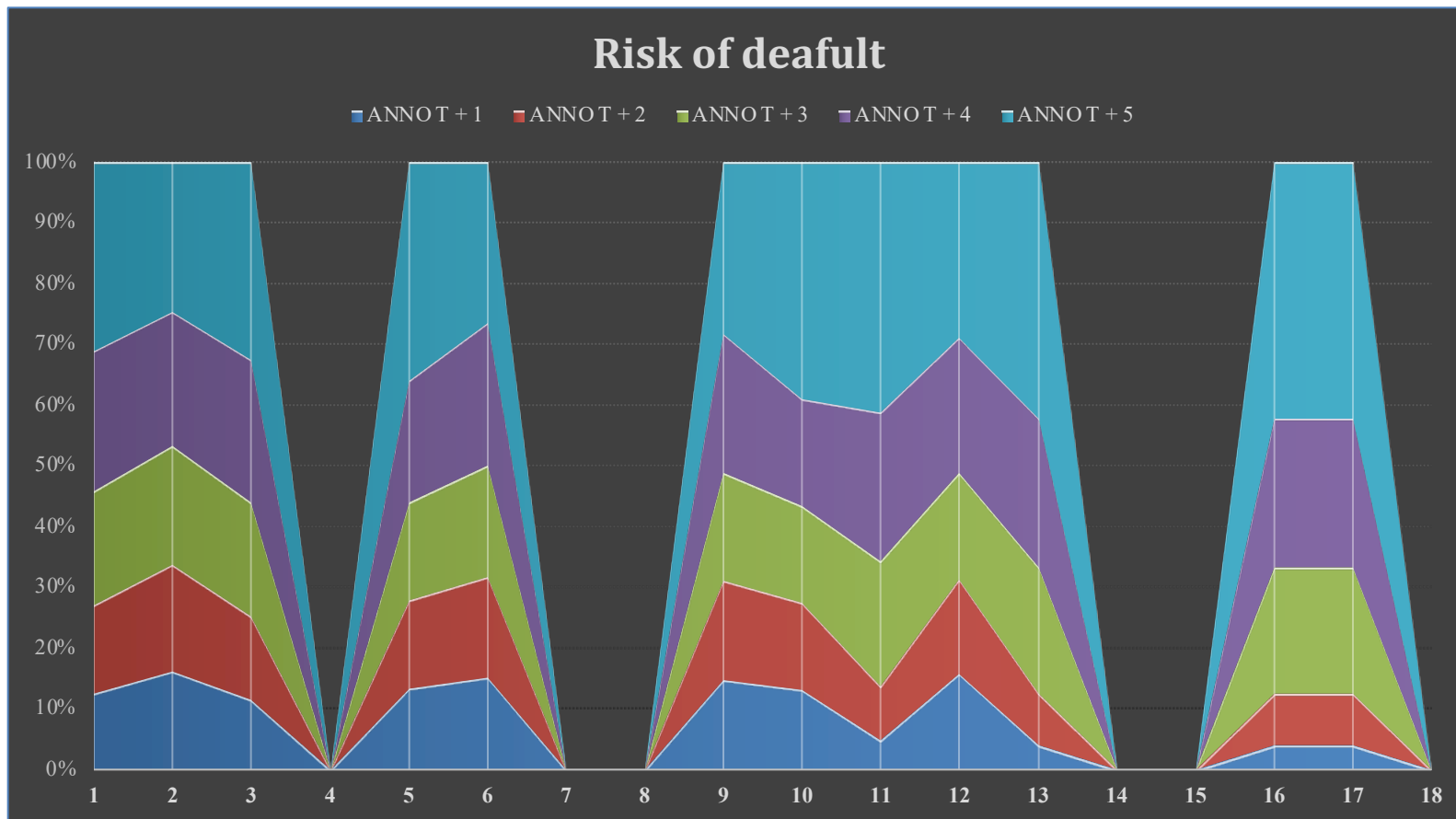
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Investment, valuation and risk thesis (4)



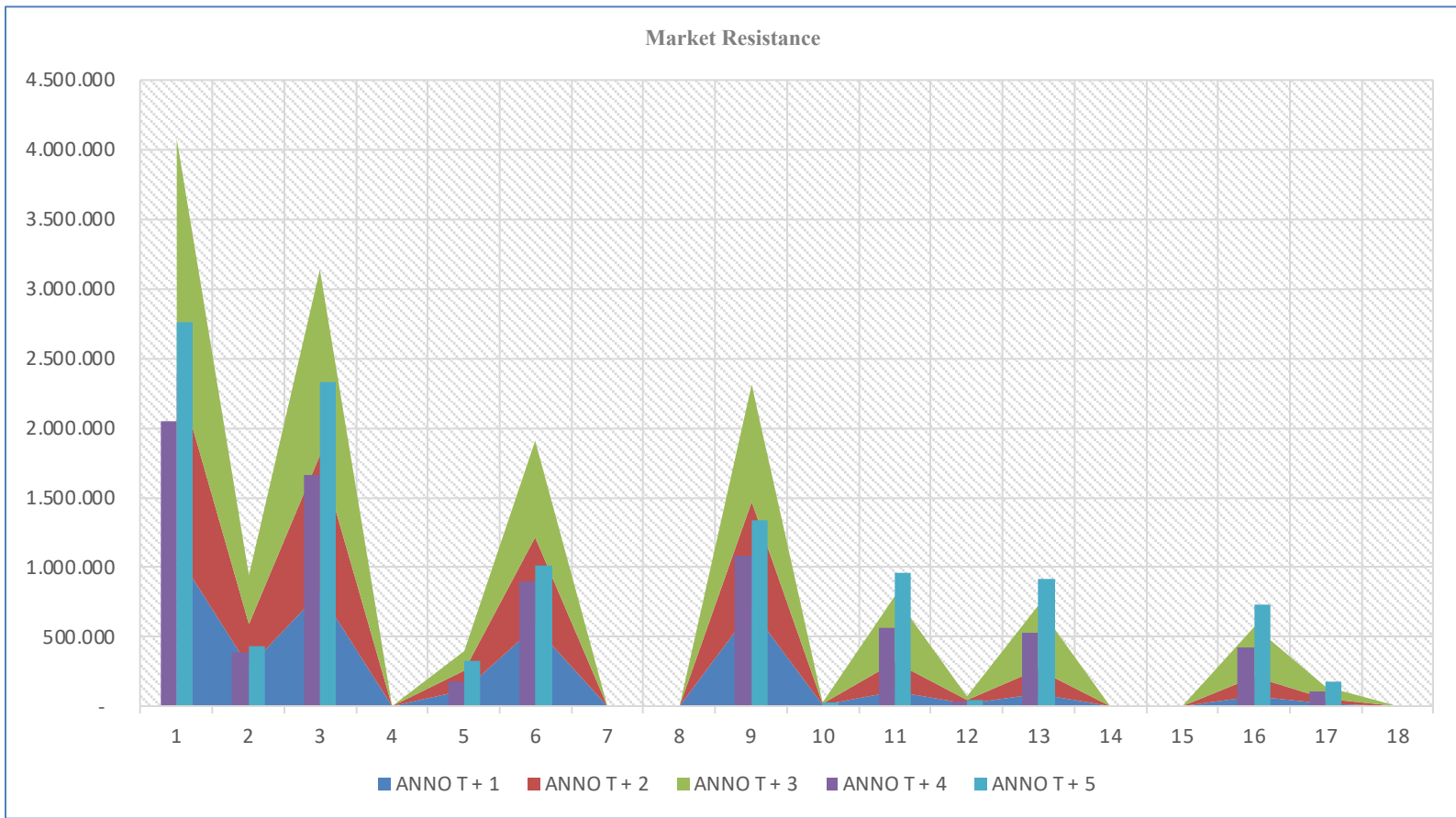
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Investment, valuation and risk thesis (5)



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Investment, valuation and risk thesis (6)



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Investment, valuation and risk thesis (7)

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

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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 (9)

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

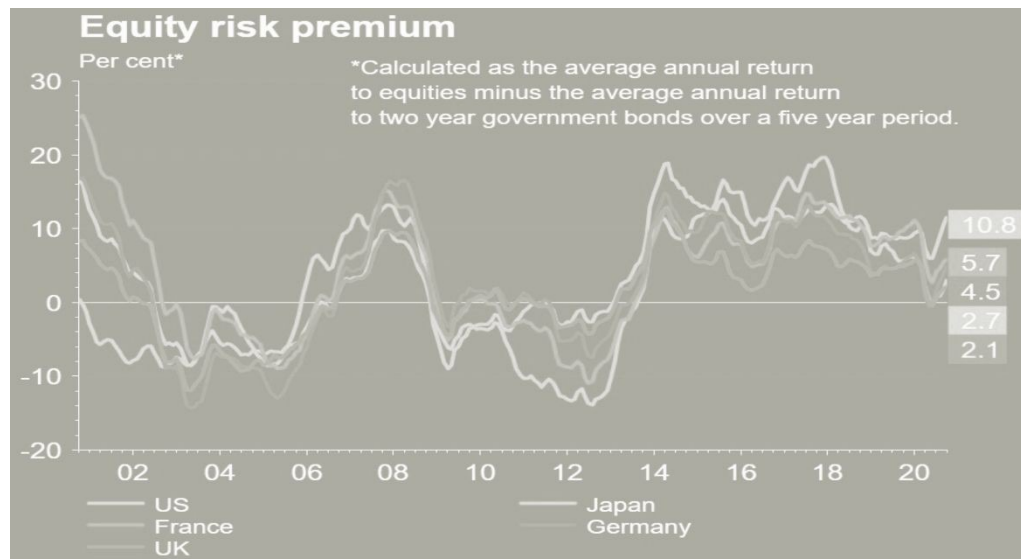
EBITDA multiple

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 (EXTRA)

☐ BASE CASE

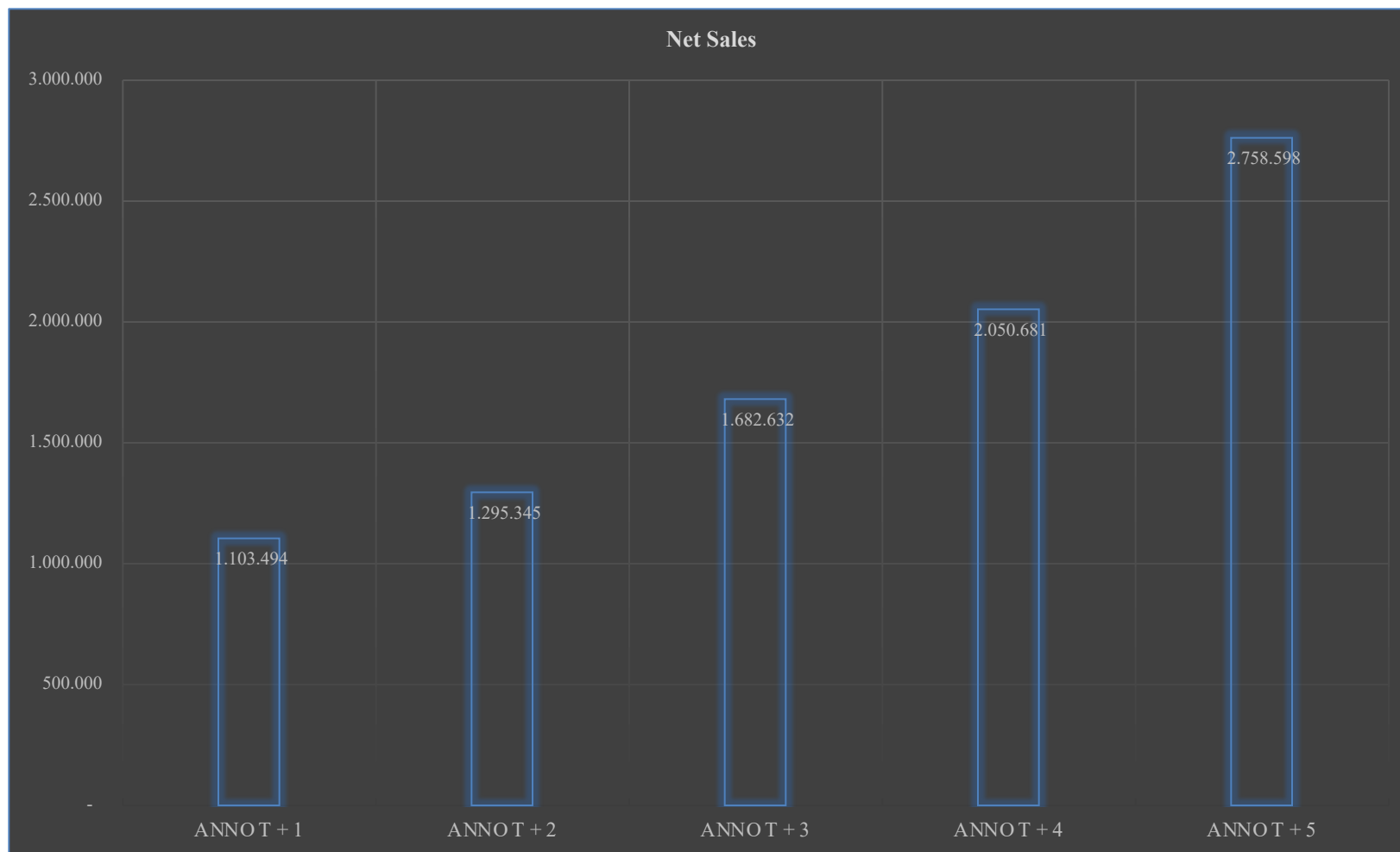
☐ WORSTCASE SCENARIO 1

☐ WORSTCASE SCENARIO 2

BASE CASE (1)

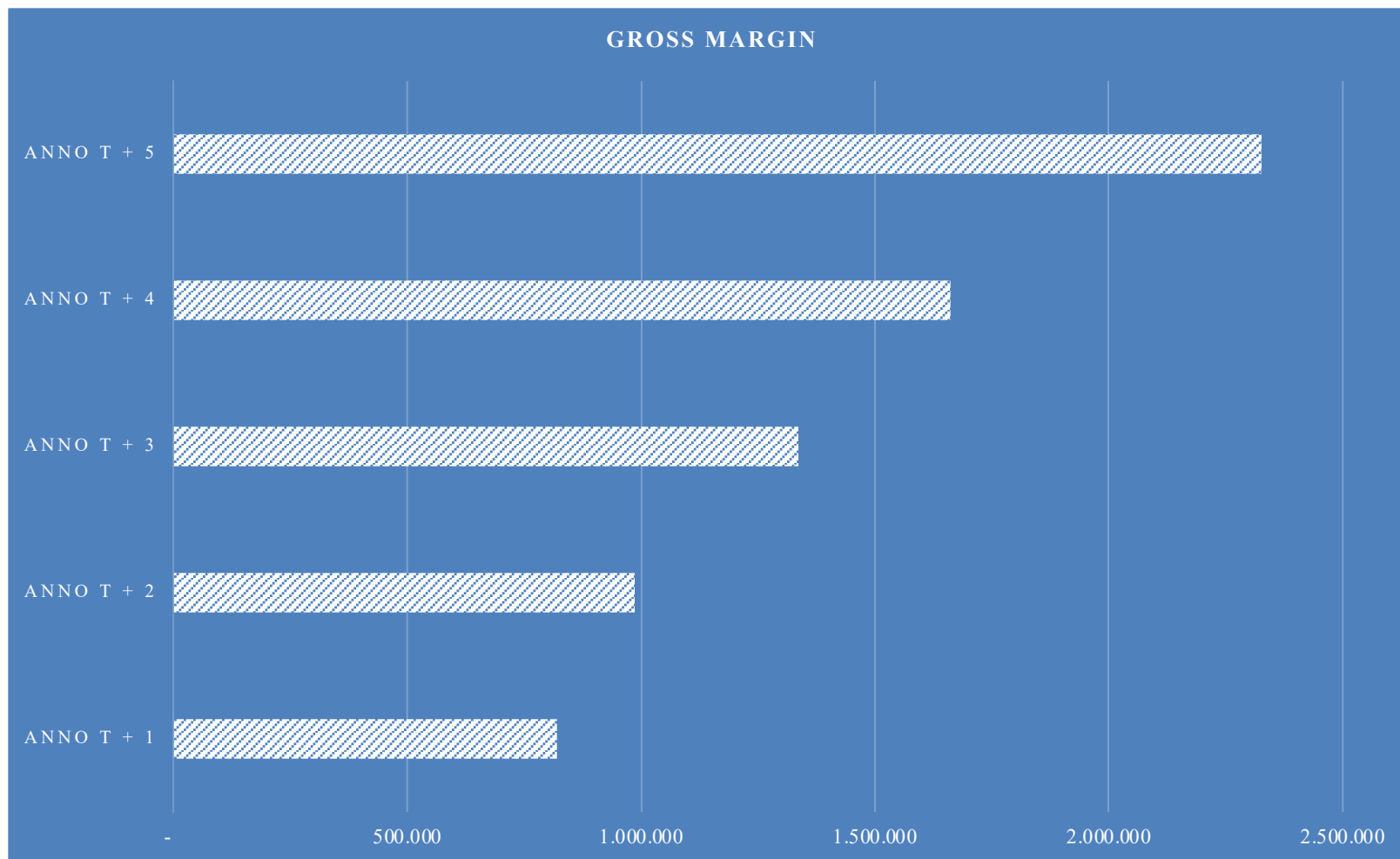
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	-	-	-	-	-
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Net Income	87.855	182.087	451.413	533.237	913.977
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	70.284	145.670	361.130	426.590	731.181
Diluted	17.571	36.417	90.283	106.647	182.795
	-	-	-	-	-

BASE CASE (2)



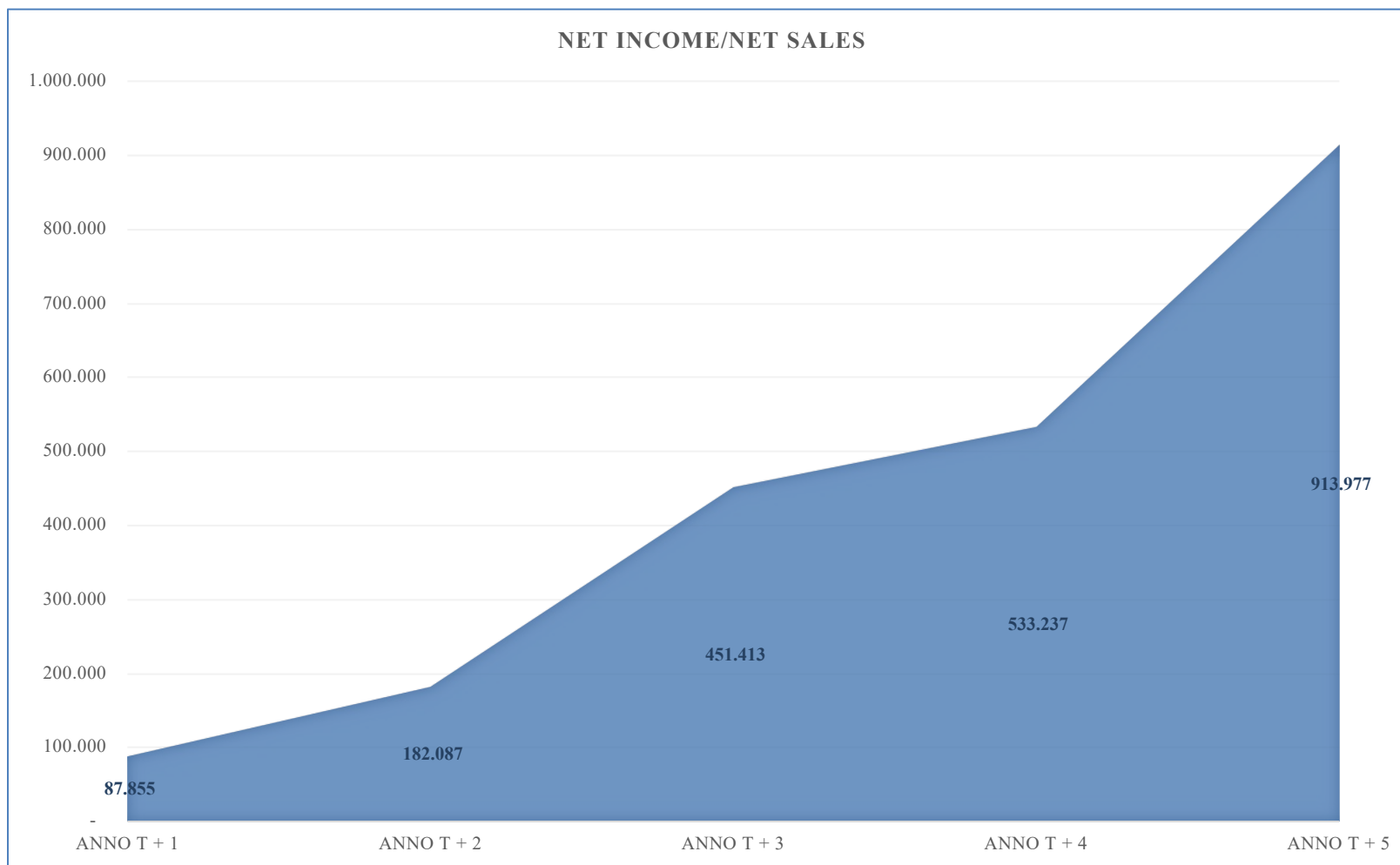
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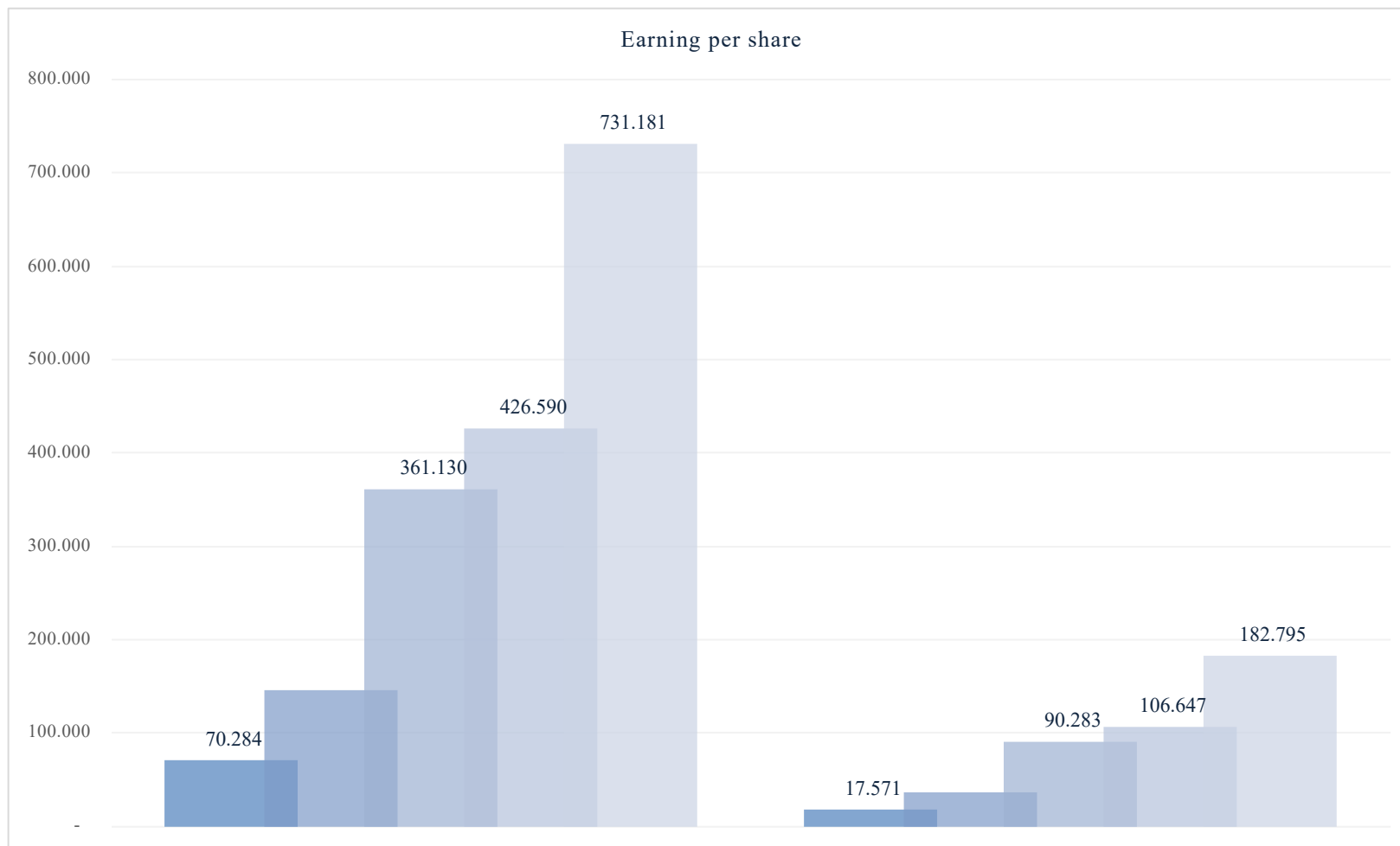
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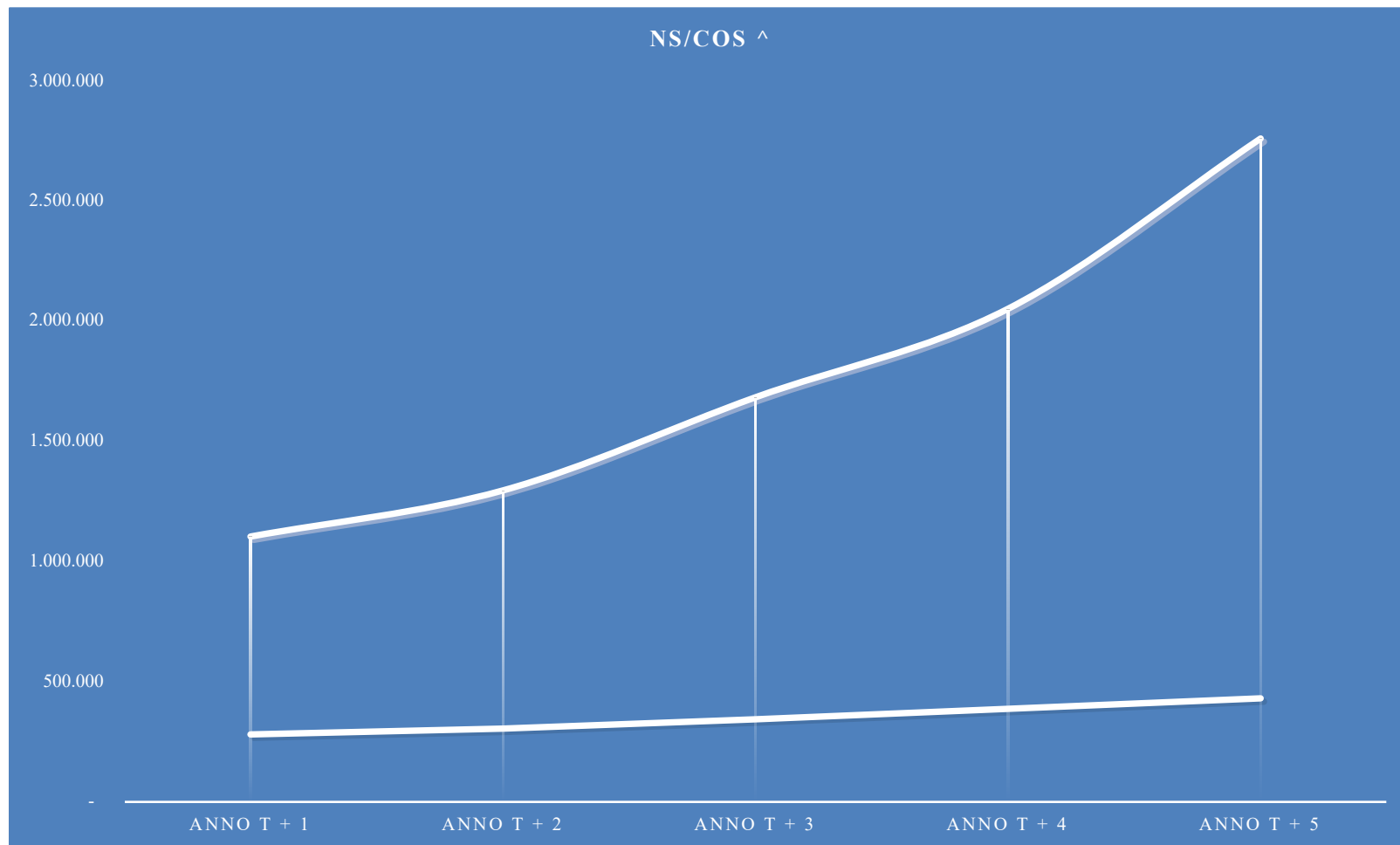
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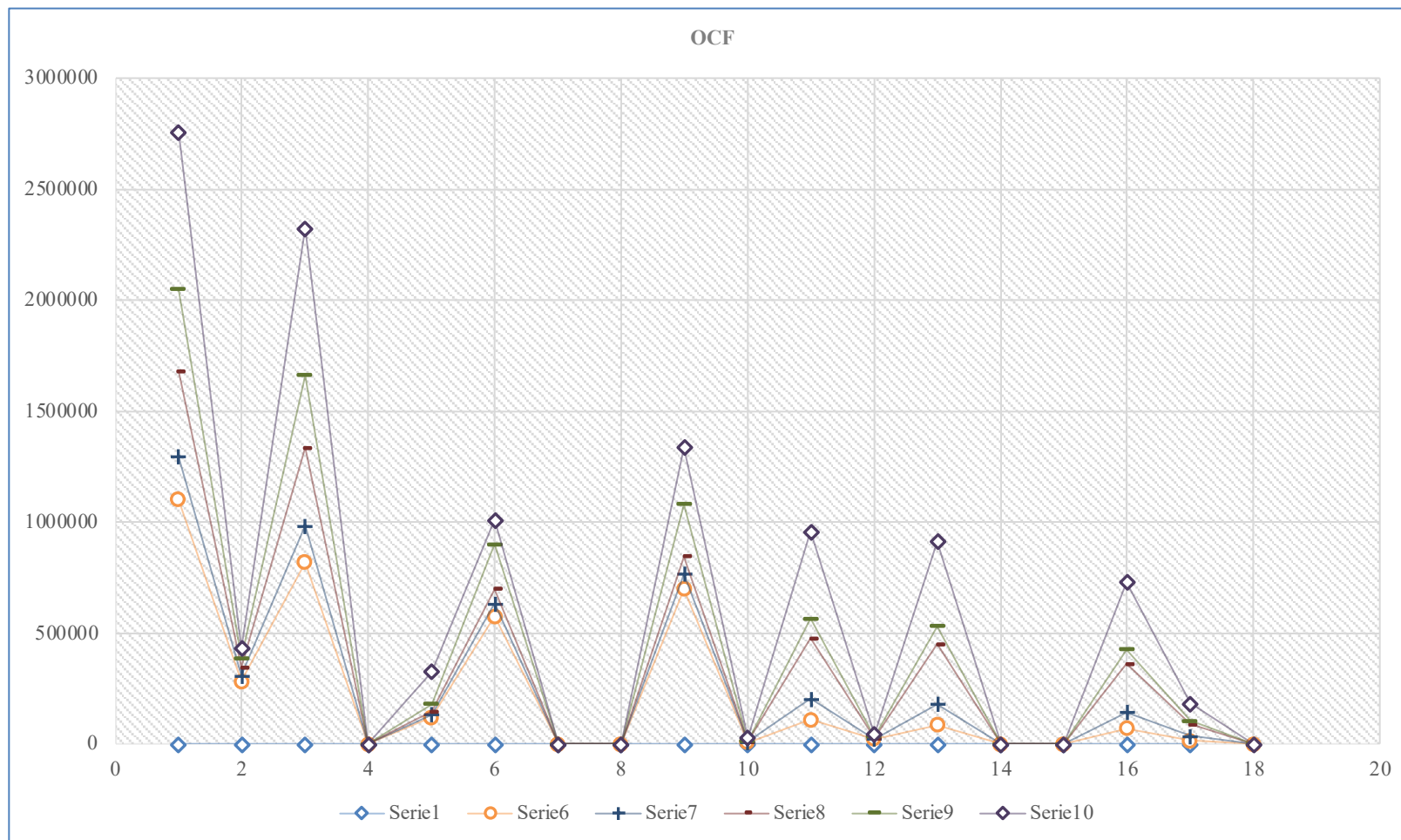
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What if Analysis

☐ BASE CASE

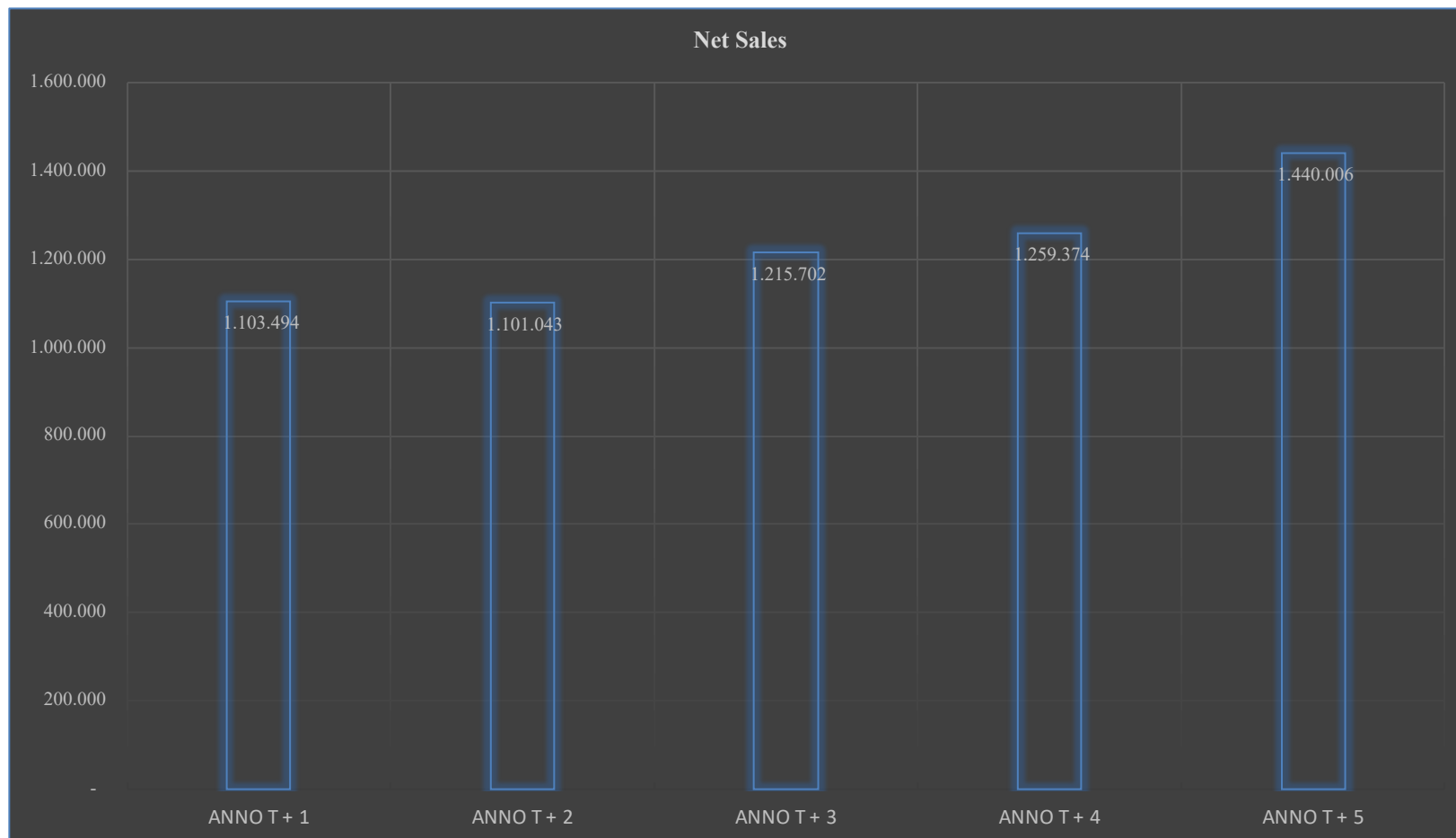
☐ WORSTCASE SCENARIO 1

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WORST CASE -15% (1)

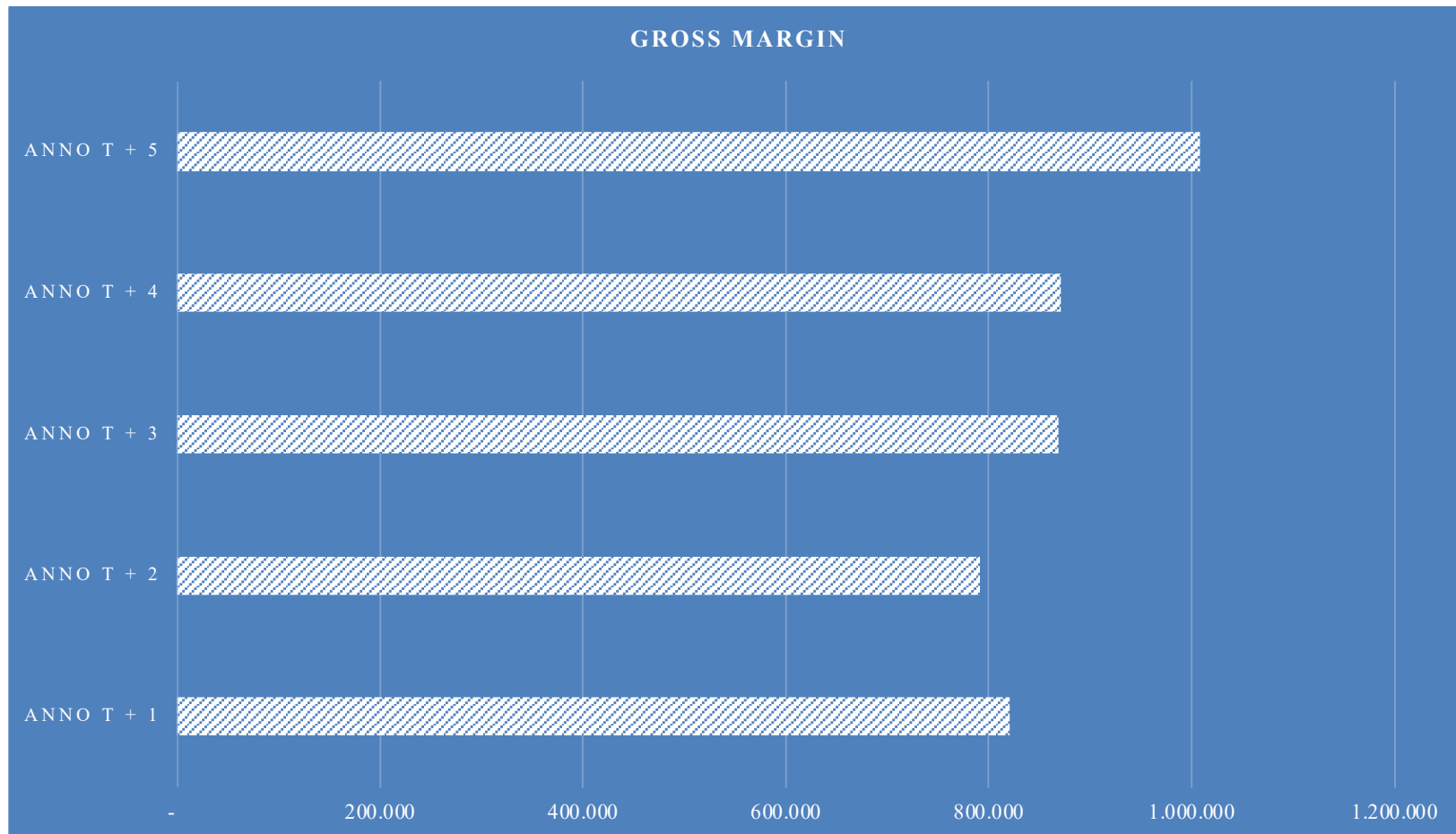
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Gross Margin	820.190	791.563	869.081	870.834	1.007.859
Operating Expenses:	-	-	-	-	-
Research and development	121.384	133.523	80.789	54.854	54.677
Selling, general and administrative	577.238	635.527	699.150	675.315	757.930
	-	-	-	-	-
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Net Income	87.855	12.214	50.583	93.517	121.990
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	70.284	9.771	40.466	74.814	97.592
Diluted	17.571	2.443	10.117	18.703	24.398
	-	-	-	-	-

WORST CASE -15% (2)



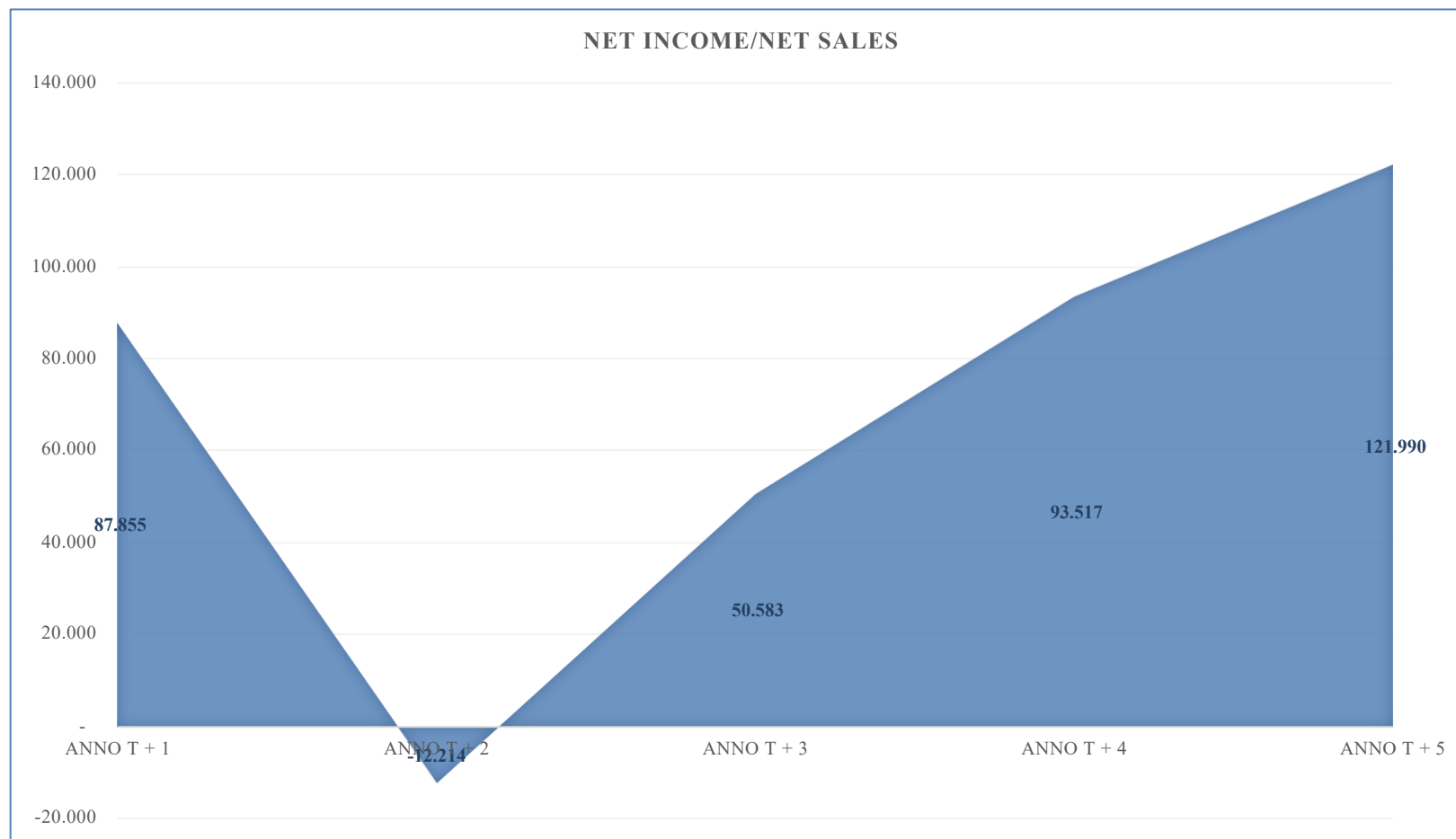
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WORST CASE -15% (3)



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WORST CASE -15% (4)



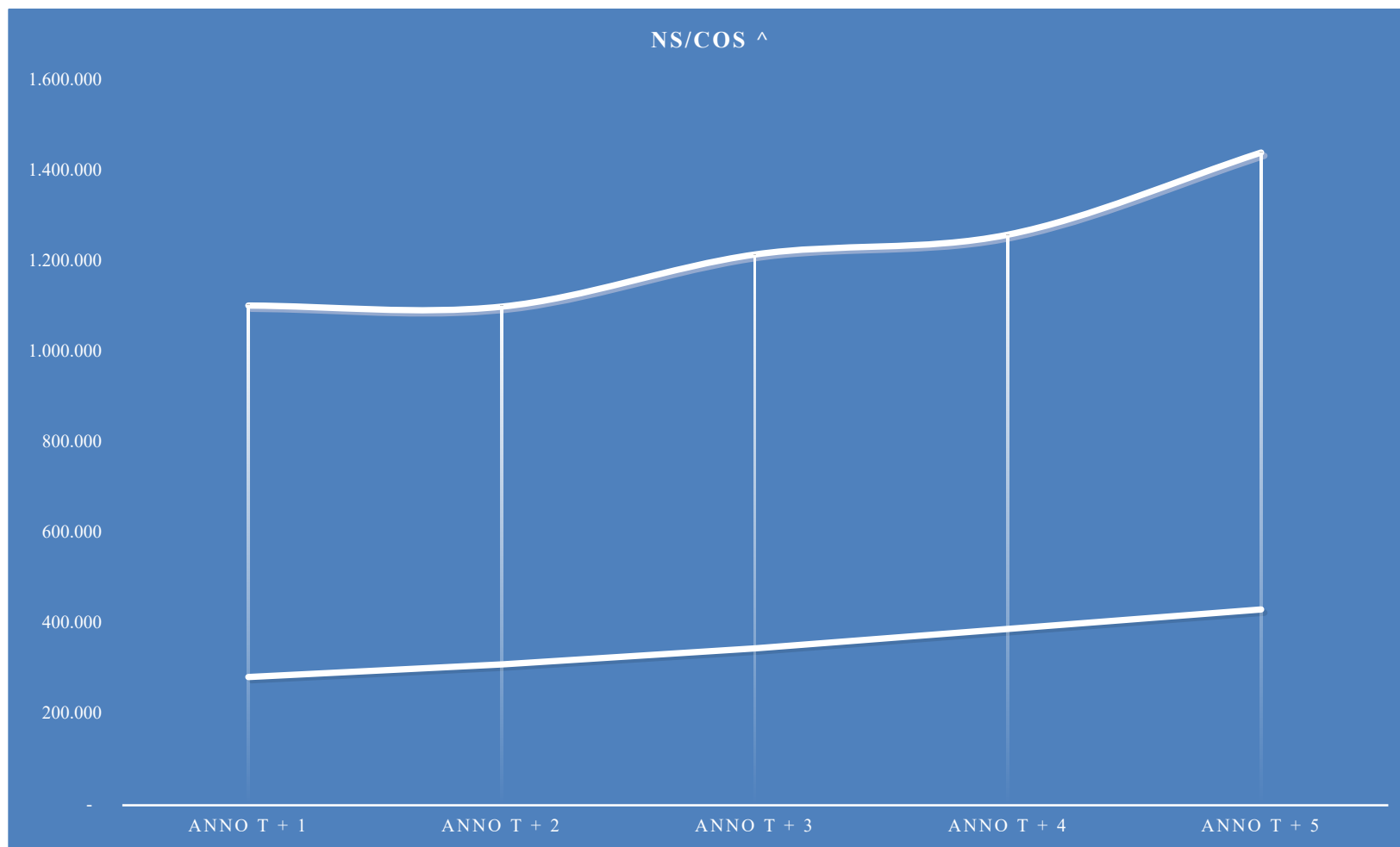
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WORST CASE -15% (5)



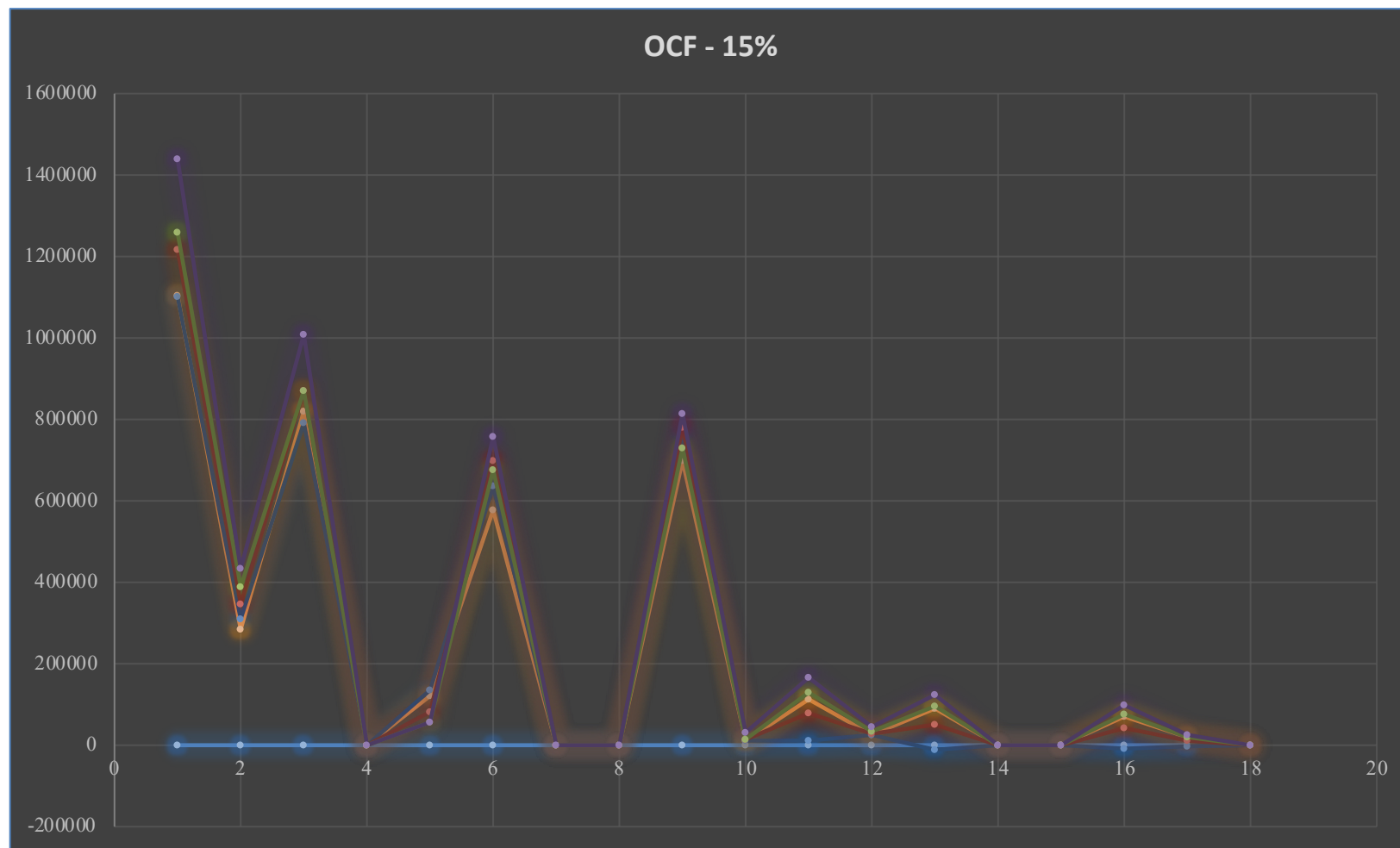
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WORST CASE -15% (7)



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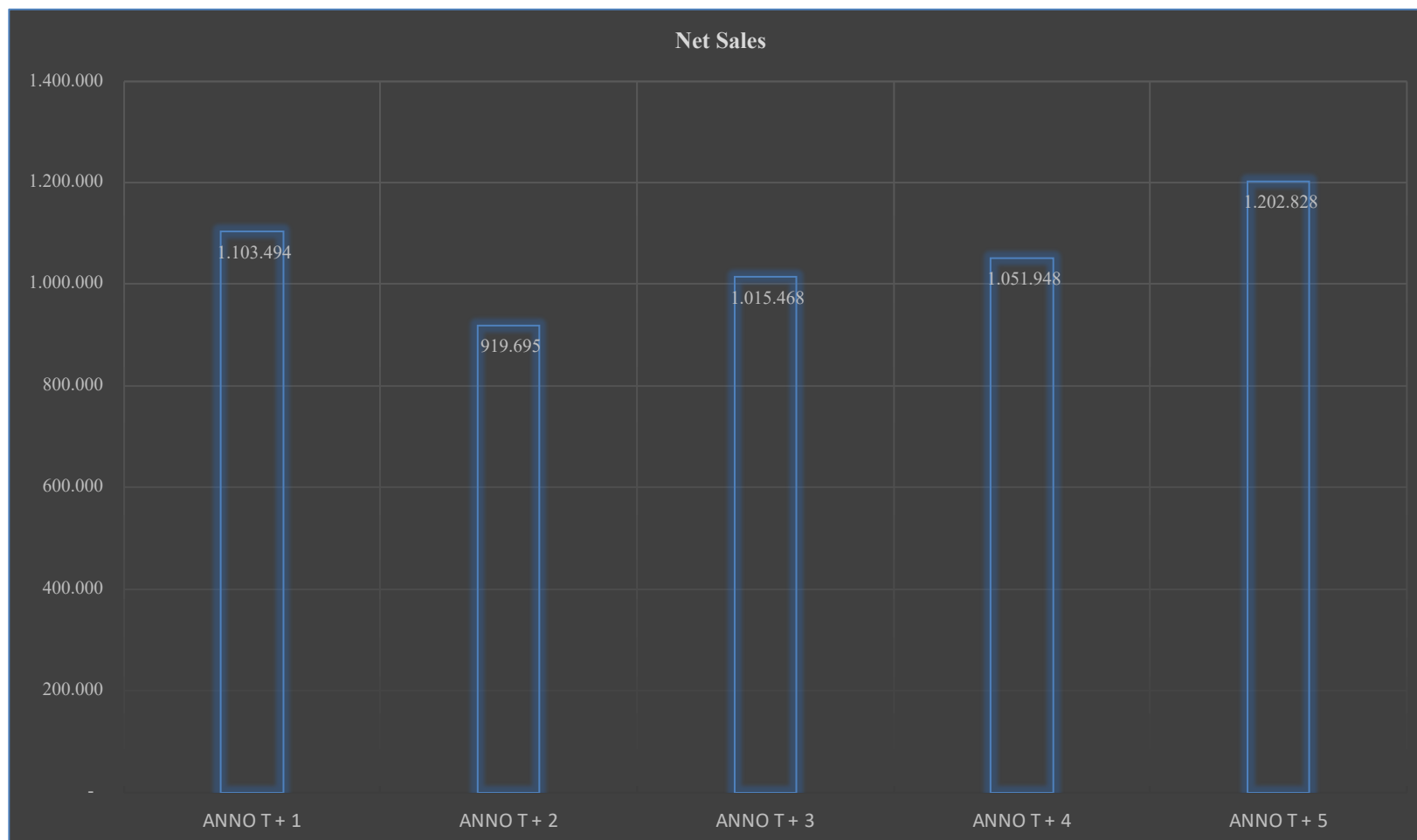
What if Analysis

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WORST CASE -30% (1)

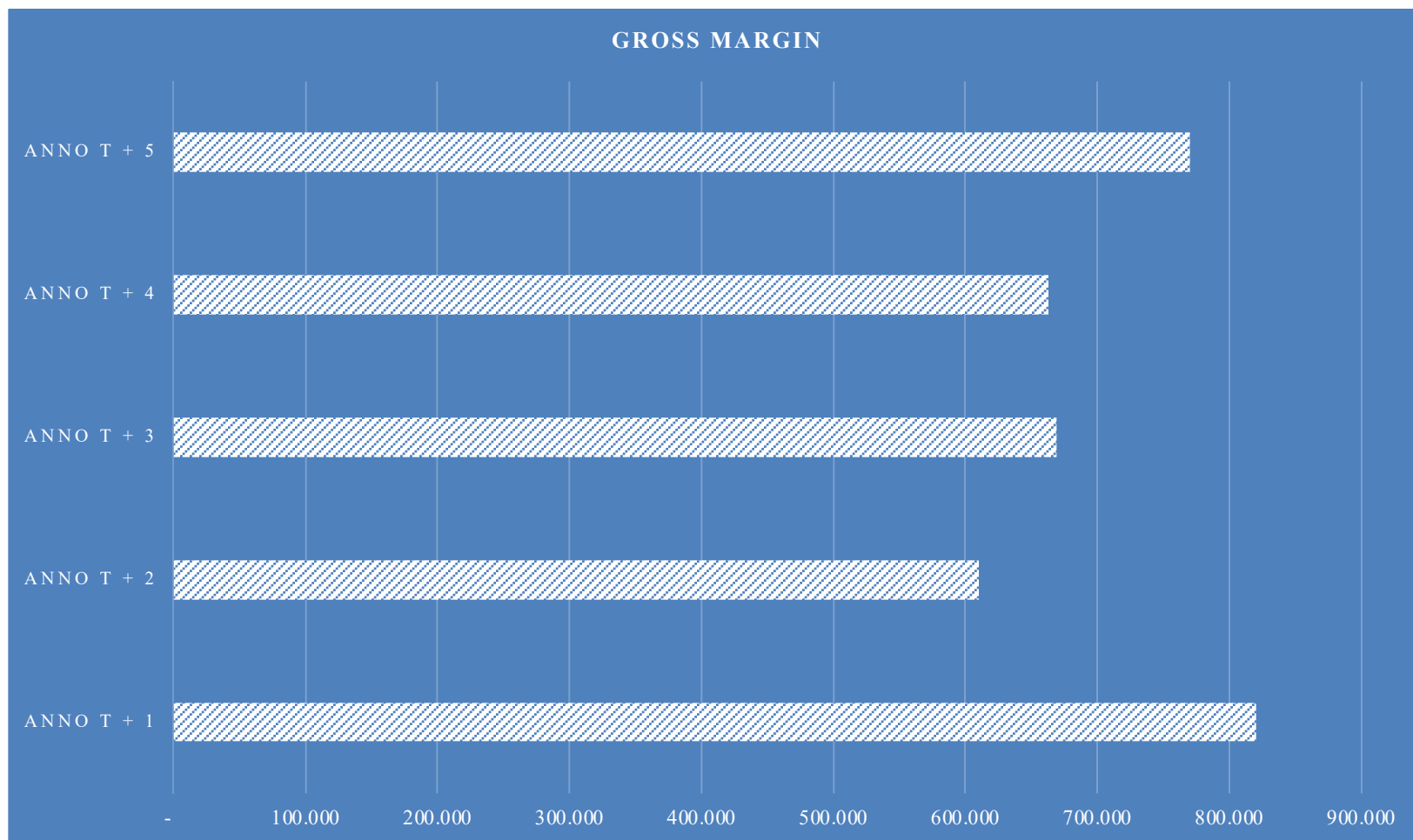
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Gross Margin	820.190	610.215	668.848	663.408	770.681
Operating Expenses:	-	-	-	-	-
Research and development	121.384	133.523	80.789	54.854	54.677
Selling, general and administrative	577.238	635.527	699.150	675.315	757.930
	-	-	-	-	-
	-	-	-	-	-
Total Operating Expenses	698.622	769.050	779.939	730.169	812.607
Other Income/expense, net	9.821	10.813	12.014	13.202	29.191
Income before provision for income taxes	111.746	169.648	123.105	79.964	71.116
Provision for income taxes	23.891	23.915	26.545	33.945	44.071
Net Income	87.855	193.563	149.650	113.909	115.188
	-	-	-	-	-
Earning per share	-	-	-	-	-
Basic	70.284	154.850	119.720	91.127	92.150
Diluted	17.571	38.713	29.930	22.782	23.038
	-	-	-	-	-

WORST CASE -30% (2)



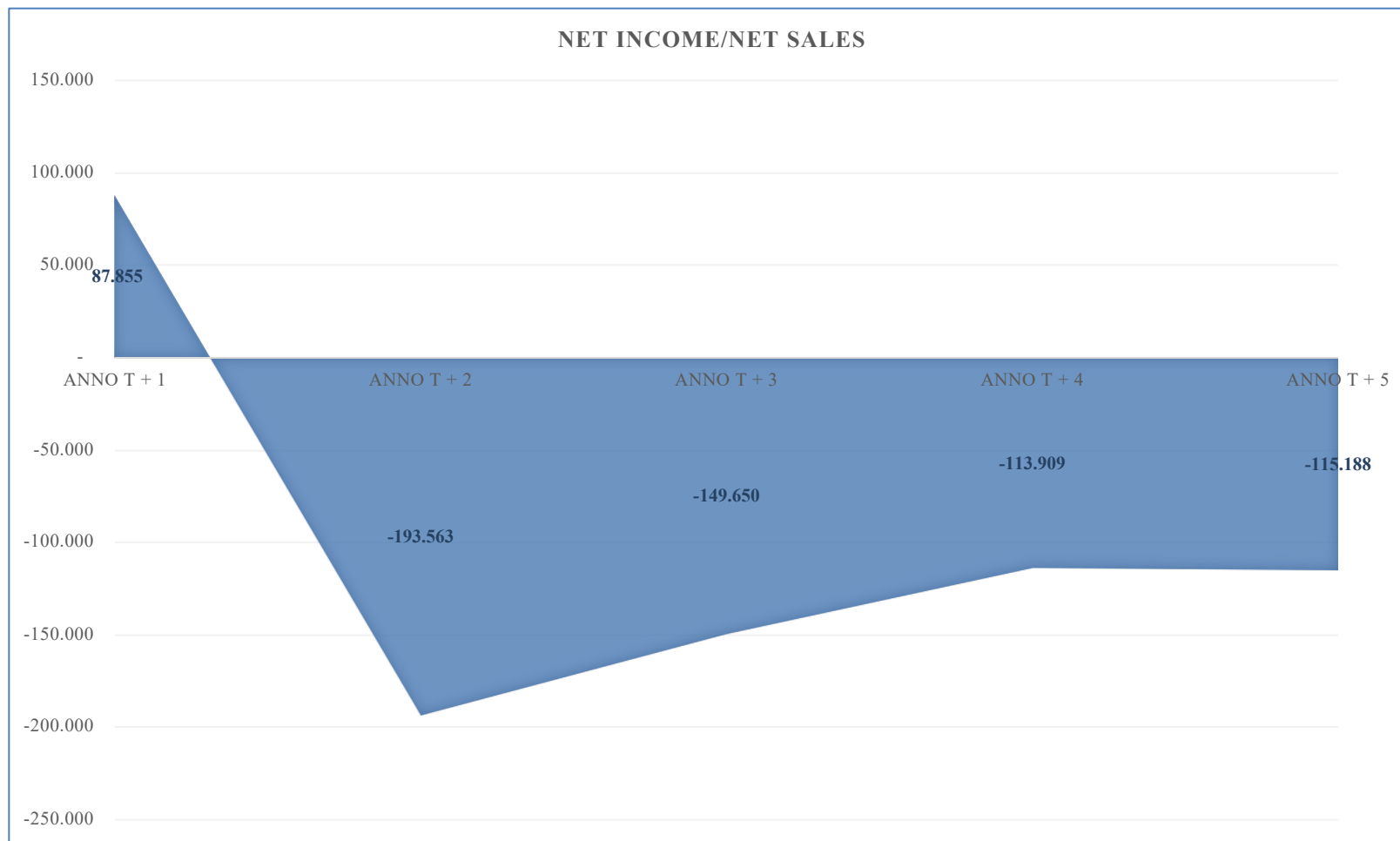
Angel-ika is a multivariate analysis system capable of measuring the value of your company on inertial parameters. This is an artificial intelligence expert system, the advanced result of the operational experience that IGI INVESTMENTS GROUP has gained both in the field of expert assessment of manufacturing companies, construction and maintenance of rating systems for banks and financial intermediaries. Ideal for evaluating companies and groups of companies with aggregate data based in the EU and with a turnover class of up to 75 million euros.

WORST CASE -30% (3)

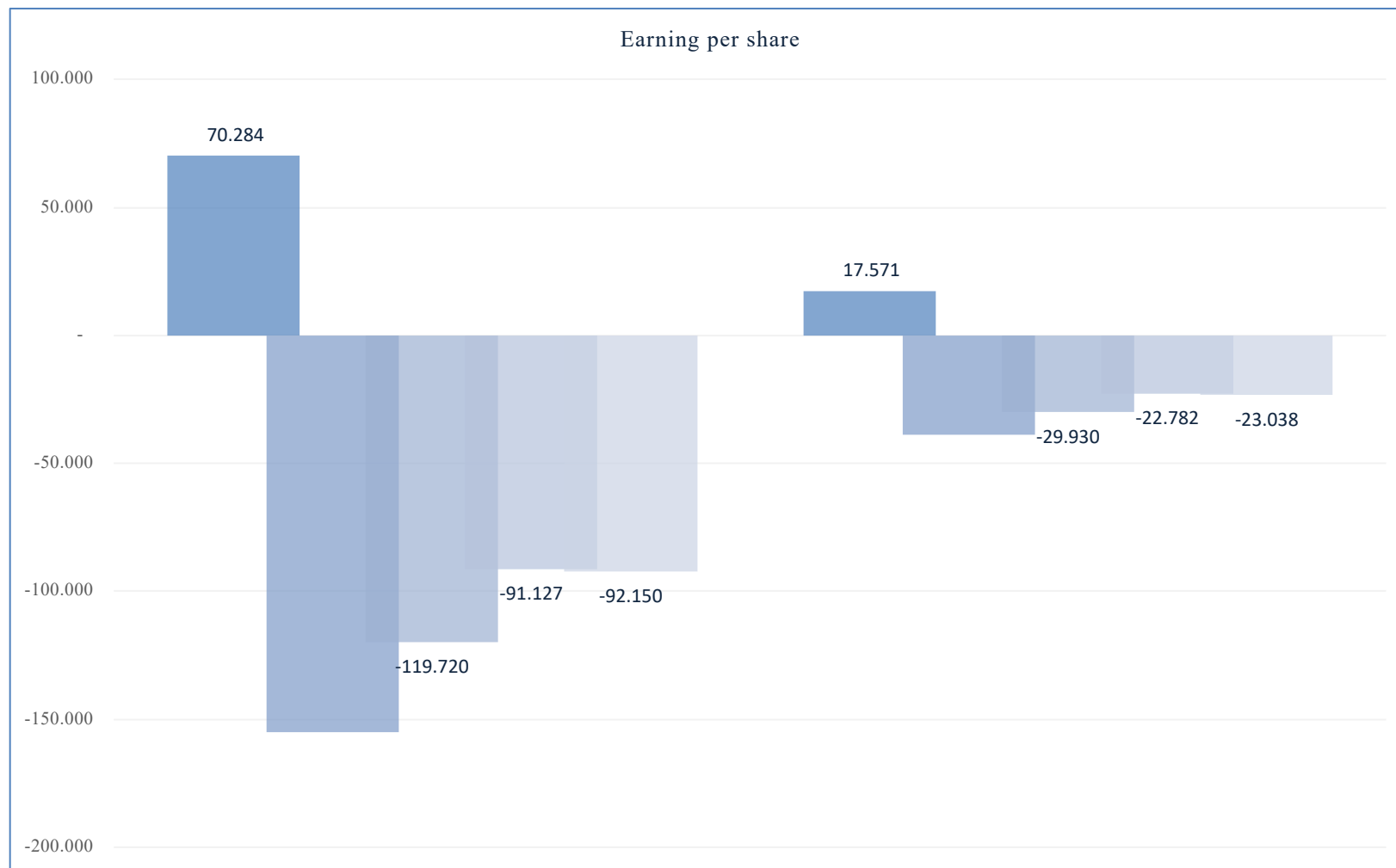


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WORST CASE -30% (4)

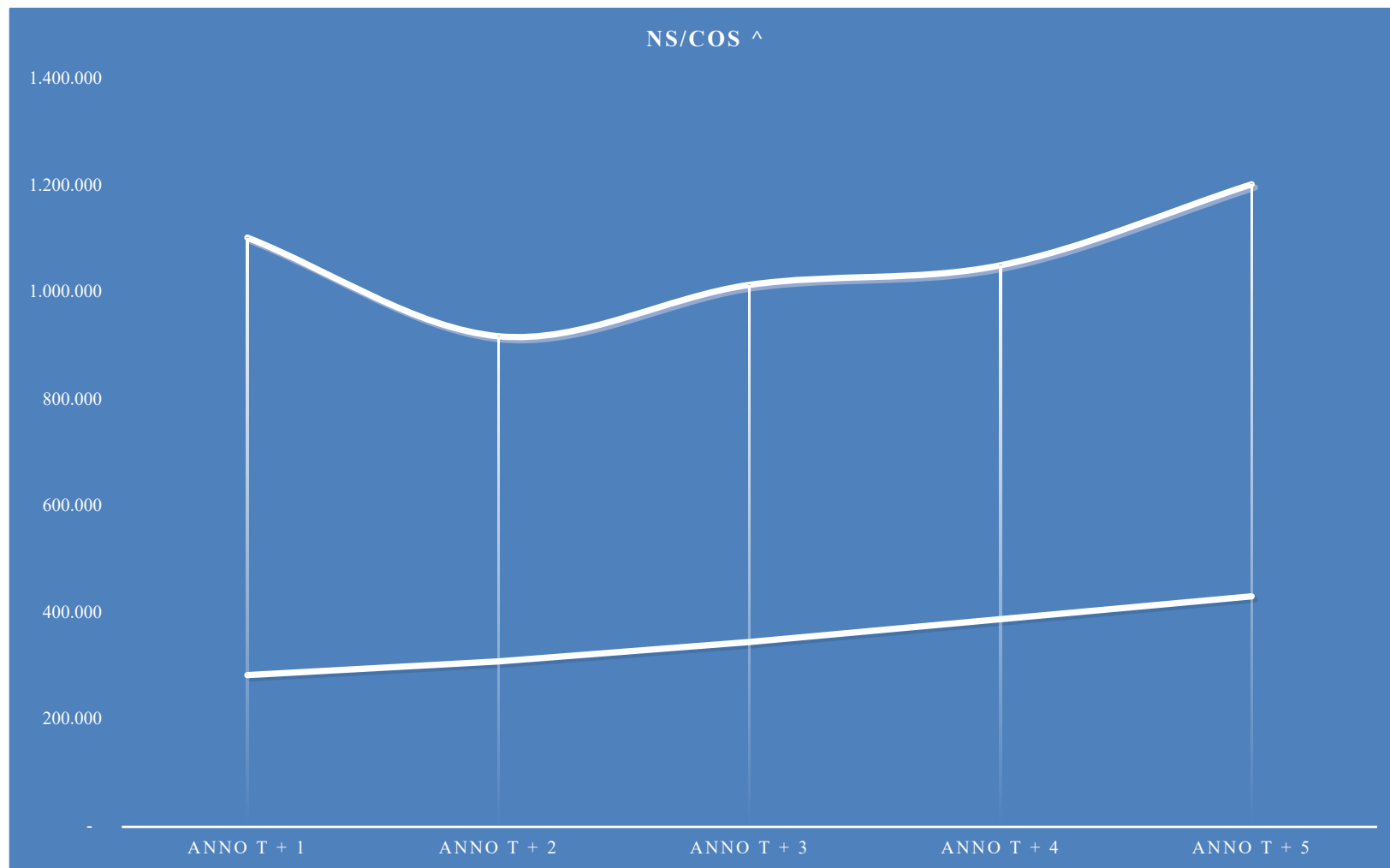


WORST CASE -30% (5)



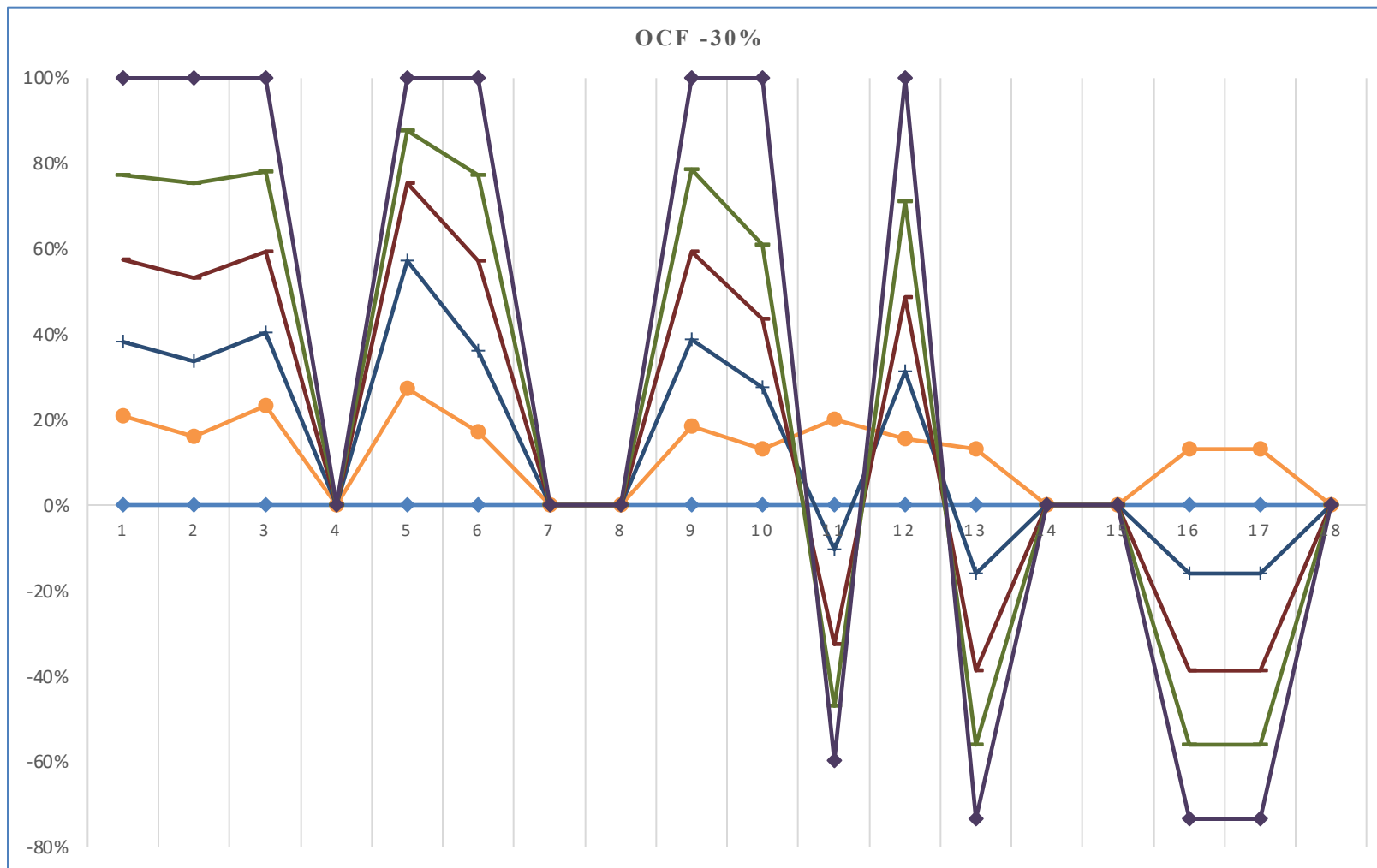
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WORST CASE -30% (6)



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WORST CASE -30% (7)



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



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