

WorkCar Financial Projections

		FY1 - August 2015												FY2 August 2016												FY3 August 2017	
		M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M1	M2
		RTO market #1												Getaround market #1												Getaround market #2-3	
		Cars/Month																									
Milestones																											
RTO market #1	RTO vehicles	25																									
RTO market #2	RTO vehicles													12												15	
RTO market #3-6	RTO vehicles													20												25	
RTO market #6-8	RTO vehicles													30												40	
RTO intl market #1	RTO vehicles													40												50	
RTO intl market #2-3	RTO vehicles													50												65	
RTO intl market #4-5	RTO vehicles													60												80	
Getaround market #1	Getaround vehicles													1												1	
Getaround market #2-3	Getaround vehicles													1												1	
Getaround market #4-5	Getaround vehicles													1												1	
SaaS market #1	Getaround vehicles													1												1	
	Growth	12.00%																									
	User-Car Ratio	10.00%																									
	SaaS User	1																									
	SaaS Device	2																									
		3																									
Financing	Loan1 = Pre-Seed	\$200,000.00																									
	Seed																										
	Series A																										
	Series B	\$500,000.00																									
Revenues	Monthly revenue:																										
	RTO Vehicles	\$1,250.00																									
	RTO Warranty	\$150.00																									
	Getaround vehicles	\$1,000.00												\$15,000.00												\$18,750.00	
	SaaS Device	\$49.99																									
	SaaS Users	\$9.99																									
Car Resale Depreciation %	60.00%																										
	Getaround Deprec. Vehicle Sale	\$2,750.00																									
	RTO Deprec. Vehicle Sale	\$11,000.00																									
Total revenues																											
Expenses	Monthly expense:																										
RTO Vehicles	2y Fusion Hybrid (After Down)	\$27,000.00																									
	Car payment	\$450.00																									
	Down payment	\$6,000.00																									
	\$150.00 License (Annual, by Month)	\$12.50																									
	\$150.00 Registration	\$12.50																									
	Insurance	\$1,200.00																									
	Miscellaneous	\$480.00																									
	Parking Spots	\$180.00																									
	Detailing	\$300.00																									
	Warranty	\$140.00																									
Getaround: Fiat 500	Fiat 500 (After Down)	\$4,500.00																									
	Car payment	\$125.00																									
	Down payment	\$1,000.00																									
	Getaround Commission	\$400.00																									
	\$200.00 Licensing & Registration	\$16.67																									
	Insurance	\$90.00																									
	Maintenance	\$125.00																									
	Miscellaneous	\$30.00																									
	Routine cleaning	\$25.00																									
	Getaround Connect	\$20.00																									
	(Source: Indeed Median)																										
Personnel (Cars/Person)	1 CEO	\$6,500.00																									
	1 COO	\$5,500.00																									
	1 CTO	\$6,000.00																									
	1 Legal - Car Litigation, Etc.	\$2,000.00																									
	150 PR	\$7,500.00																									
	150 Marketing	\$7,000.00																									
	500 UI/UX Design	\$10,000.00																									
	500 Front-end Dev	\$10,000.00																									
	500 Back-end Dev	\$10,000.00																									
	500 Android Dev	\$10,000.00																									
	500 iOS Dev	\$10,000.00																									
	500 Web Management	\$4,000.00																									
	100 App Customer Service	\$5,000.00																									
	100 Fleet Manager	\$5,000.00																									
	100 Fleet Agent / Associate	\$3,000.00																									
	1,000 SaaS sales	\$7,000.00																									
Marketing	Search ads																										
	Display ads																										
	Social ads																										
	Outdoor ads																										
	Affiliate program																										
	Merch																										
	Event sponsorship																										
	Event participation																										
SaaS (Per User)	Asana	\$10.00																									
	LivePlan	\$10.00																									
	Slack	\$30.00																									
	Google Apps	\$10.00																									
	Mailchimp	\$10.00																									
	Zube	\$10.00																									
	Fleeto	\$10.00																									
	CRM	\$10.00																									
Operations	Office	\$1,500.00																									
	Electricity	\$150.00																									
	Internet	\$100.00																									
	Insurance																										
	Mailbox																										
	Phone plan																										
	Travel																										
Investment Income																											
Total Gross																											
Total Expenses																											
Net Profit																											
Cash Balance + Invest																											

% Raise/Month	Post-Launch Income
0.25%	\$0,000.00 CEO
0.25%	\$11,000.00 COO
0.25%	\$5,500.00 CTO
0.25%	\$7,500.00 Legal - Car Litigation, Etc.
0.20%	Marketing
0.20%	UI/UX Design
0.20%	Front-end Dev
0.20%	Back-end Dev
0.20%	Android Dev
0.20%	iOS Dev
0.20%	Web Dev
0.20%	App Customer Service
0.20%	Fleet Manager
0.20%	Fleet Agent / Associate
0.20%	SaaS sales

Oct 1, 2017	Nov 1, 2017	Dec 1, 2017	Jan 1, 2018	Feb 1, 2018	Mar 1, 2018	Apr 1, 2018	May 1, 2018	Jun 1, 2018	Jul 1, 2018	FY August 2018	Sep 1, 2018	Oct 1, 2018	Nov 1, 2018	Dec 1, 2018	Jan 1, 2019	Feb 1, 2019	Mar 1, 2019	Apr 1, 2019	May 1, 2019	Jun 1, 2019	Jul 1, 2019	FY August 2019	Sep 1, 2019	Oct 1, 2019	Nov 1, 2019	Dec 1, 2019	Jan 1, 2020	Feb 1, 2020	Mar 1, 2020	Apr 1, 2020													
M3	M4	M5	M6	M7	RTO market #2										M2	M3	RTO market #3-5										M9	M10	RTO market #6-8										M5	M6	M7	M8	M9
140	160	180	200	250	300	350	400	450	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500									
140	160	180	200	250	300	350	400	450	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500									
60	65	80	85	90	95	100	105	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110									
30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200	210	220	230	240	250	260	270	280	290	300	310	320	330	340	350	360	370									
4	5	6	7	8	9	10	11	12	13	13	15	16	16	17	17	17	17	17	18	18	18	18	18	18	18	19	19	19	20	20	20	20	20	20									
4	5	6	7	8	9	10	11	12	13	13	15	16	16	17	17	17	17	18	18	18	18	18	18	18	19	19	19	20	20	20	20	20	20	20	20								
\$175,000.00	\$200,000.00	\$225,000.00	\$250,000.00	\$312,500.00	\$393,750.00	\$462,500.00	\$531,250.00	\$600,000.00	\$675,000.00	\$887,500.00	\$700,000.00	\$750,000.00	\$800,000.00	\$862,500.00	\$925,000.00	\$987,500.00	\$1,056,250.00	\$1,131,250.00	\$1,237,500.00	\$1,381,250.00	\$1,525,000.00	\$1,712,500.00	\$1,900,000.00	\$2,087,500.00	\$2,262,500.00	\$2,325,000.00	\$2,400,000.00	\$2,475,000.00	\$2,600,000.00	\$2,675,000.00	\$2,750,000.00	\$2,825,000.00											
\$21,000.00	\$24,000.00	\$27,000.00	\$30,000.00	\$37,500.00	\$47,250.00	\$56,250.00	\$65,250.00	\$74,250.00	\$83,250.00	\$107,000.00	\$86,000.00	\$90,000.00	\$94,000.00	\$98,000.00	\$102,000.00	\$106,000.00	\$110,000.00	\$114,000.00	\$122,000.00	\$136,000.00	\$150,000.00	\$163,000.00	\$176,000.00	\$189,000.00	\$202,000.00	\$207,000.00	\$212,000.00	\$217,000.00	\$222,000.00	\$227,000.00	\$232,000.00	\$237,000.00	\$242,000.00										
\$90,000.00	\$105,000.00	\$130,000.00	\$160,000.00	\$180,000.00	\$195,000.00	\$210,000.00	\$225,000.00	\$240,000.00	\$255,000.00	\$270,000.00	\$280,000.00	\$290,000.00	\$300,000.00	\$310,000.00	\$320,000.00	\$330,000.00	\$340,000.00	\$350,000.00	\$360,000.00	\$370,000.00	\$380,000.00	\$390,000.00	\$400,000.00	\$410,000.00	\$420,000.00	\$430,000.00	\$440,000.00	\$450,000.00	\$460,000.00	\$470,000.00	\$480,000.00	\$490,000.00	\$500,000.00										
\$199.96	\$249.95	\$299.94	\$349.93	\$399.92	\$449.91	\$499.90	\$549.89	\$599.88	\$649.87	\$729.84	\$599.84	\$639.83	\$679.82	\$719.81	\$759.80	\$799.79	\$839.78	\$879.77	\$919.76	\$959.75	\$1,009.74	\$1,059.73	\$1,109.72	\$1,159.71	\$1,209.70	\$1,259.69	\$1,309.68	\$1,359.67	\$1,409.66	\$1,459.65	\$1,509.64	\$1,559.63	\$1,609.62	\$1,659.61									
\$39.96	\$49.95	\$59.94	\$69.93	\$79.92	\$89.91	\$99.90	\$109.89	\$119.88	\$129.87	\$149.84	\$124.84	\$131.83	\$138.82	\$145.81	\$152.80	\$159.79	\$166.78	\$173.77	\$180.76	\$187.75	\$194.74	\$201.73	\$208.72	\$215.71	\$222.70	\$229.69	\$236.68	\$243.67	\$250.66	\$257.65	\$264.64	\$271.63	\$278.62	\$285.61									
\$286,239.92	\$329,299.90	\$382,359.88	\$425,419.86	\$510,479.84	\$616,539.82	\$708,599.80	\$800,659.78	\$902,719.76	#####	\$1,068,043.95	\$1,105,409.22	\$1,185,178.41	\$1,264,400.02	\$1,360,128.26	\$1,456,423.73	\$1,561,354.18	\$1,654,996.36	\$1,756,436.01	\$1,893,768.89	\$2,074,014.03	\$2,255,563.08	\$2,487,256.77	\$2,720,369.66	\$2,955,054.02	\$3,173,500.94	\$3,270,920.14	\$3,365,561.58	\$3,492,657.53	\$3,658,536.84	\$3,827,620.70	\$4,020,720.00	\$4,250,000.00											
\$63,000.00	\$72,000.00	\$81,000.00	\$90,000.00	\$112,500.00	\$141,750.00	\$166,500.00	\$191,250.00	\$216,000.00	\$241,000.00	\$247,500.00	\$252,000.00	\$270,000.00	\$288,000.00	\$310,500.00	\$333,000.00	\$355,500.00	\$380,250.00	\$407,250.00	\$445,500.00	\$497,250.00	\$548,000.00	\$618,500.00	\$684,000.00	\$751,500.00	\$814,500.00	\$837,000.00	\$884,000.00	\$981,000.00	\$938,000.00	\$981,000.00	\$800,000.00	\$981,000.00											
\$40,000.00	\$40,000.00	\$40,000.00	\$40,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$110,000.00	\$110,000.00	\$110,000.00	\$120,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00										
\$1,750.00	\$2,000.00	\$2,250.00	\$2,500.00	\$3,125.00	\$3,937.50	\$4,625.00	\$5,312.50	\$6,000.00	\$6,750.00	\$8,875.00	\$7,000.00	\$7,500.00	\$8,000.00	\$8,625.00	\$9,250.00	\$9,875.00	\$10,562.50	\$11,312.50	\$12,375.00	\$13,812.50	\$15,250.00	\$17,125.00	\$19,000.00	\$20,875.00	\$22,625.00	\$23,250.00	\$24,000.00	\$24,750.00	\$26,000.00	\$26,750.00	\$27,500.00	\$28,250.00											
\$14,000.00	\$16,000.00	\$18,000.00	\$20,000.00	\$25,000.00	\$31,500.00	\$37,500.00	\$42,500.00	\$48,000.00	\$55,000.00	\$52,000.00	\$56,000.00	\$60,000.00	\$64,000.00	\$69,000.00	\$74,000.00	\$79,000.00	\$84,500.00	\$90,500.00	\$96,000.00	\$102,000.00	\$112,000.00	\$122,000.00	\$132,000.00	\$142,000.00	\$152,000.00	\$162,000.00	\$172,000.00	\$182,000.00	\$192,000.00	\$202,000.00	\$212,000.00	\$222,000.00	\$232,000.00										
\$5,000.00	\$6,000.00	\$7,000.00	\$8,000.00	\$10,000.00	\$12,600.00	\$14,800.00	\$17,000.00	\$19,200.00	\$21,400.00	\$22,000.00	\$24,000.00	\$25,000.00	\$27,000.00	\$28,000.00	\$30,000.00	\$32,000.00	\$34,000.00	\$36,000.00	\$38,000.00	\$40,000.00	\$42,000.00	\$44,000.00	\$46,000.00	\$48,000.00	\$50,000.00	\$52,000.00	\$54,000.00	\$56,000.00	\$58,000.00	\$60,000.00	\$62,000.00	\$64,000.00	\$66,000.00										
\$25,200.00	\$28,800.00	\$32,400.00	\$36,000.00	\$45,000.00	\$56,700.00	\$66,800.00	\$76,500.00	\$86,400.00	\$97,200.00	\$99,000.00	\$108,000.00	\$116,000.00	\$125,200.00	\$134,200.00	\$143,000.00	\$152,000.00	\$161,000.00	\$170,000.00	\$179,000.00	\$188,000.00	\$197,000.00	\$206,000.00	\$215,000.00	\$224,000.00	\$233,000.00	\$242,000.00	\$251,000.00	\$260,000.00	\$269,000.00	\$278,000.00	\$287,000.00	\$296,000.00	\$305,000.00										
\$19,600.00	\$22,400.00	\$25,200.00	\$28,000.00	\$35,000.00	\$44,100.00	\$51,800.00	\$59,500.00	\$67,200.00	\$75,600.00	\$77,000.00	\$84,000.00	\$89,000.00	\$96,000.00	\$103,000.00	\$110,000.00	\$116,000.00	\$123,000.00	\$130,000.00	\$137,000.00	\$144,000.00	\$151,000.00	\$158,000.00	\$165,000.00	\$172,000.00	\$179,000.00	\$186,000.00	\$193,000.00	\$200,000.00	\$207,000.00	\$214,000.00	\$221,000.00	\$228,000.00											
\$11,250.00	\$13,125.00	\$15,000.00	\$17,125.00	\$20,000.00	\$21,875.00	\$23,750.00	\$25,625.00	\$28,750.00	\$31,250.00	\$33,750.00	\$36,250.00	\$38,750.00	\$41,250.00	\$43,750.00	\$46,250.00	\$48,750.00	\$51,250.00	\$53,750.00	\$56,250.00	\$58,750.00	\$61,250.00	\$63,750.00	\$66,250.00	\$68,750.00	\$71,250.00	\$73,750.00	\$76,250.00	\$78,750.00	\$81,250.00	\$83,750.00	\$86,250.00	\$88,750.00	\$91,250.00										
\$15,000.00	\$17,500.00	\$20,000.00	\$24,000.00	\$28,000.00	\$31,000.00	\$34,000.00	\$37,000.00	\$40,000.00	\$43,000.00	\$44,000.00	\$46,000.00	\$48,000.00	\$50,000.00	\$52,000.00	\$54,000.00	\$56,000.00	\$58,000.00	\$60,000.00	\$62,000.00	\$64,000.00	\$66,000.00	\$68,000.00	\$70,000.00	\$72,000.00	\$74,000.00	\$76,000.00	\$78,000.00	\$80,000.00	\$82,000.00	\$84,000.00	\$86,000.00	\$88,000.00	\$90,000.00										
\$8,100.00	\$9,450.00	\$11,000.00	\$12,750.00	\$14,700.00	\$15,750.00	\$17,000.00	\$18,450.00	\$20,100.00	\$22,000.00	\$24,000.00	\$26,000.00	\$27,000.00	\$28,000.00	\$29,000.00	\$30,000.00	\$31,000.00	\$32,000.00	\$33,000.00	\$34,000.00	\$35,000.00	\$36,000.00	\$37,000.00	\$38,000.00	\$39,000.00	\$40,000.00	\$41,000.00	\$42,000.00	\$43,000.00	\$44,000.00	\$45,000.00	\$46,000.00	\$47,000.00	\$48,000.00										
\$2,700.00	\$3,150.00	\$3,600.00	\$4,350.00	\$4,800.00	\$5,250.00	\$5,700.00	\$6,150.00	\$6,900.00	\$7,500.00	\$8,100.00	\$8,700.00	\$9,300.00	\$9,900.00	\$10,500.00	\$11,100.00	\$11,700.00	\$12,300.00	\$12,900.00	\$13,500.00	\$14,100.00	\$14,700.00	\$15,300.00	\$15,900.00	\$16,500.00	\$17,100.00	\$17,700.00	\$18,300.00	\$18,900.00	\$19,500.00	\$20,100.00	\$20,700.00	\$21,300.00	\$21,900.00										
\$1,800.00	\$2,100.00	\$2,400.00	\$2,900.00	\$3,200.00	\$3,500.00	\$3,800.00	\$4,100.00	\$4,600.00	\$5,000.00	\$5,400.00	\$5,800.00	\$6,200.00	\$6,600.00	\$7,000.00	\$7,400.00	\$7,800.00	\$8,200.00	\$8,600.00	\$9,000.00	\$9,400.00	\$9,800.00	\$10,200.00	\$10,600.00	\$11,000.00	\$11,400.00	\$11,800.00	\$12,200.00	\$12,600.00	\$13,000.00	\$13,400.00	\$13,800.00	\$14,200.00	\$14,600.00										
\$9,092.00	\$9,115.00	\$9,138.00	\$9,161.00	\$9,184.00	\$9,207.00	\$9,231.00	\$9,255.00	\$9,279.00	\$9,303.00	\$9,327.00	\$9,351.00	\$9,375.00	\$9,399.00	\$9,423.00	\$9,447.00	\$9,471.00	\$9,495.00	\$9,519.00	\$9,543.00	\$9,567.00	\$9,591.00	\$9,615.00	\$9,639.00	\$9,663.00	\$9,687.00	\$9,711.00	\$9,735.00	\$9,759.00	\$9,783.00	\$9,807.00	\$9,831.00	\$9,855.00	\$9,879.00										
\$8,988.00	\$8,910.00	\$8,832.00	\$8,754.00	\$8,676.00	\$8,598.00	\$8,520.00	\$8,442.00	\$8,364.00	\$8,286.00	\$8,208.00	\$8,130.00	\$8,052.00	\$7,974.00	\$7,896.00	\$7,818.00	\$7,740.00	\$7,662.00	\$7,584.00	\$7,506.00	\$7,428.00	\$7,350.00	\$7,272.00	\$7,194.00	\$7,116.00	\$7,038.00	\$6,960.00	\$6,882.00	\$6,804.00	\$6,726.00	\$6,648.00	\$6,570.00	\$6,492.00	\$6,414.00										
\$11,084.00	\$11,112.00	\$11,140.00	\$11,168.00	\$11,196.00	\$11,224.00	\$11,252.00	\$11,280.00	\$11,311.00	\$11,340.00	\$11,3																																	

	May 1, 2020	Jun 1, 2020	Jul 1, 2020
M10	M11	M12	
RTO int'l market #4.6			
500	500	500	
500	500	500	
500	500	500	
500	500	500	
180	200	250	
120	140	160	
30	40	50	
110	110	110	
200	200	200	
200	200	200	
594	666	745	
5,942	6,655	7,454	

\$2,912,500.00	\$2,975,000.00	\$3,075,000.00
\$349,500.00	\$357,000.00	\$369,000.00
\$505,000.00	\$505,000.00	\$505,000.00
\$297,046.41	\$332,691.97	\$372,615.01
\$5,937.00	\$6,649.34	\$7,446.55
\$16,500.00	\$16,500.00	\$16,500.00
\$174,000.00	\$174,000.00	\$232,000.00
\$4,069,983.46	\$4,116,341.32	\$4,329,061.56

\$1,048,500.00	\$1,071,000.00	\$1,107,000.00
\$300,000.00	\$100,000.00	\$160,000.00
\$29,125.00	\$29,750.00	\$30,750.00
\$29,125.00	\$29,750.00	\$30,750.00
\$233,000.00	\$238,000.00	\$246,000.00
\$63,200.00	\$95,200.00	\$96,400.00
\$419,400.00	\$428,400.00	\$442,800.00
\$69,800.00	\$71,400.00	\$73,800.00
\$326,200.00	\$333,200.00	\$344,400.00

\$63,750.00	\$63,750.00	\$63,750.00
\$0.00	\$0.00	\$0.00
\$202,000.00	\$202,000.00	\$202,000.00
\$8,500.00	\$8,500.00	\$8,500.00
\$45,900.00	\$45,900.00	\$45,900.00
\$63,750.00	\$63,750.00	\$63,750.00
\$15,300.00	\$15,300.00	\$15,300.00
\$12,750.00	\$12,750.00	\$12,750.00
\$10,200.00	\$10,200.00	\$10,200.00

\$9,840.00	\$9,865.00	\$9,890.00
\$9,294.00	\$9,318.00	\$9,342.00
\$11,957.00	\$12,021.00	\$12,095.00
\$8,203.00	\$8,224.00	\$8,245.00
\$21,000.00	\$28,000.00	\$28,000.00
\$21,000.00	\$28,000.00	\$28,000.00
\$14,000.00	\$14,000.00	\$14,000.00
\$20,000.00	\$20,000.00	\$20,000.00
\$20,000.00	\$20,000.00	\$20,000.00
\$20,000.00	\$20,000.00	\$20,000.00
\$20,000.00	\$20,000.00	\$20,000.00
\$8,000.00	\$8,000.00	\$8,000.00
\$25,000.00	\$30,000.00	\$36,000.00
\$140,000.00	\$140,000.00	\$140,000.00
\$168,000.00	\$171,000.00	\$177,000.00
\$56,000.00	\$63,000.00	\$70,000.00

\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00
\$1,240.00	\$1,290.00	\$1,340.00

\$15,350.00	\$13,500.00	\$15,500.00
\$1,350.00	\$1,350.00	\$1,350.00
\$900.00	\$900.00	\$900.00

\$0.00	\$0.00	\$0.00
\$4,069,983.46	\$4,116,341.32	\$4,329,061.56
\$3,568,598.00	\$3,446,348.00	\$3,607,048.00
\$501,385.46	\$729,993.32	\$722,013.56
\$3,472,266.56	\$6,202,249.93	\$6,524,262.46