MyWacc

MyWacc®

BEYOND NUMBERS, WE CAPTURE DREAMS.

Pitch Deck

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Problem

01

Critical Tools: Financial analysis and business valuation are essential for business strategy and financial decisions.

02

Access Issues: Traditionally, these crucial tools have been exclusive and costly, dominated by the business elite, limiting SME access.

03

Impact on SMEs: Limited access puts SMEs at a severe disadvantage against larger entities, impacting their growth and market position.

04

Urgency for Equality: It's essential to democratize financial tools, ensuring all businesses can compete on an even field.

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Solution

Platform: Fintech platform democratizing financial analysis and valuation.

Technology: Uses AI to harness real-time data for comprehensive financial insights.

Updates: Continuously updated valuations and projections based on the latest data.

Global Access: Direct, unlimited access to financial reports at an affordable price.

Affordability: Designed to be cost-effective, removing price barriers for SMEs worldwide.

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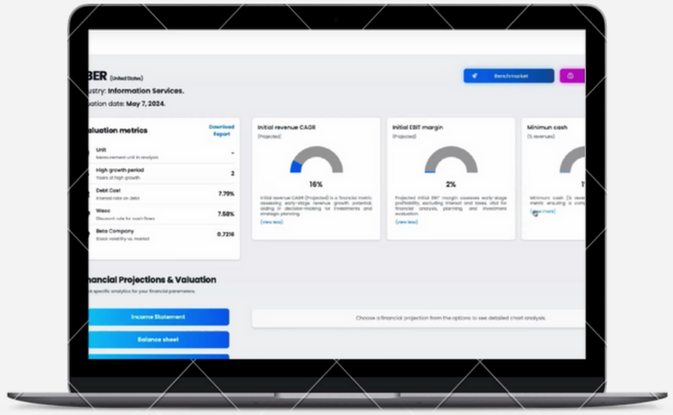
Product

Mywacc makes advanced financial analysis accessible and straightforward for SMEs, transforming raw data into strategic insights through a streamlined, user-friendly process.



AI Analysis

Smart Processing: Our AI analyzes your data, providing instant financial insights, ratios, benchmark against comparables, projections and valuations.

Get Reports

Actionable Reports: Receive clear, actionable financial reports that help guide your strategic decisions.

Input Data

Quick Setup: Connect your accounting software or manually input financial data.

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Business Model

Three Distinct Solutions:

On Demand Valuation Report

Pricing: early stage $300 / Small companies $1500 / medium companies $3000

Details: Tailored valuation reports for different business stages Startups, SMEs, Enterprises.

Use: Ideal for one-time, in-depth analysis tailored to business needs.

SaaS for Live Financial Analysis

Pricing: $250 for subscription-based access (monthly).

Features: Real-time dashboard for current company status, long-term financial projections, sales, costs, and cash flow forecasting.

Benefits: Continual updates on financial indicators and valuations, perfect for ongoing management.

SaaS for Financial Institution

Application: Enables analysis of a vast number of companies.

Capabilities: Similar to the SaaS model, with access to comprehensive benchmarking, forecasting, and projections suitable for larger scale operations.

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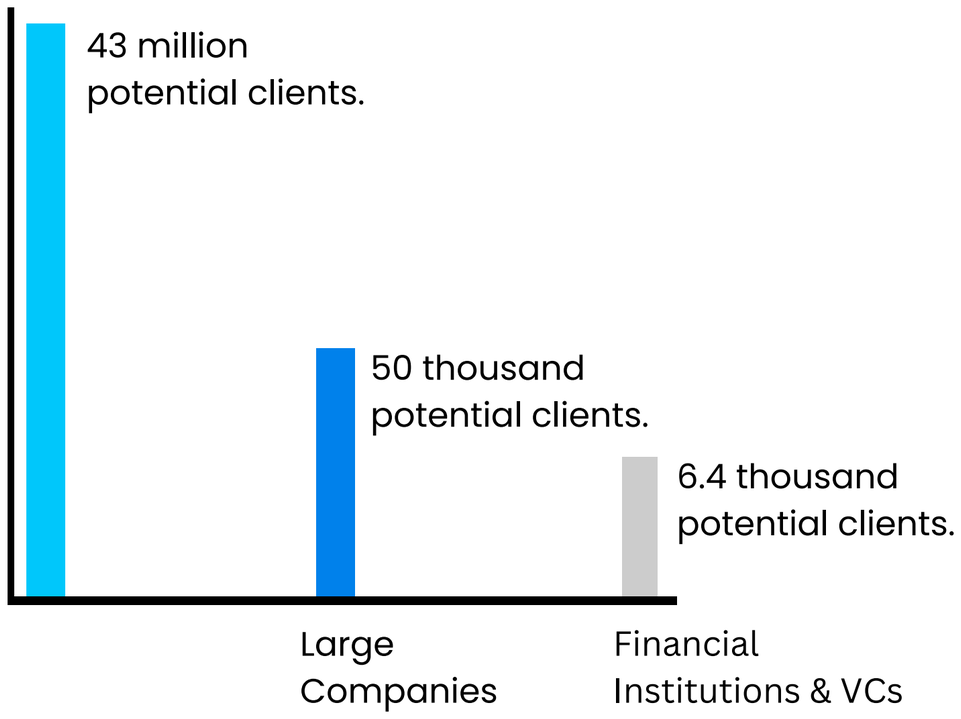
Market

MyWacc seeks to leverage initial high-value partnerships to build credibility and establish a foothold across the Americas. The staged market penetration strategy aims to ensure a sustainable growth trajectory over the next decade.

Segments



$22.7 billion

Total Available Market (TAM)

$4.8 billion

Serviceable Available Market (SAM)

(targeting Mexico, Peru, Chile, and USA).

$1.3 billion

Serviceable Obtainable Market (SOM)

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Growth

MyWacc's revenue model focuses on expanding partnerships, integrating advanced technologies, and deploying cost-effective subscription plans to stimulate growth in various markets.

Stage 1: Partnerships

Objective: Partner with existing financial businesses to distribute our product, targeting over $15,000 in recurring sales.
Integration: Combine platforms to directly access financial data from accounting software, ERPs, and IRS systems, facilitating credit evaluations and devising strategies for businesses that are not creditworthy.

Stage 2: SME Subscriptions

Goal: Achieve over 500 recurring users (organic and third party) from Chile and the USA by offering affordable, scalable subscription plans that provide valuable financial insights.

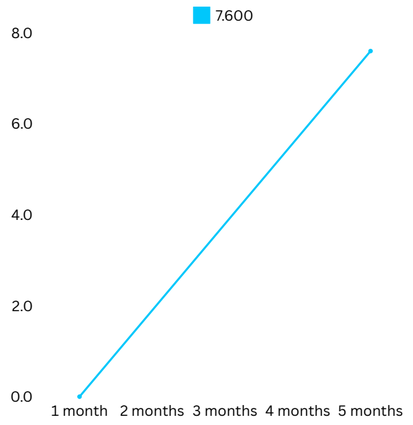
Expansion Strategy:

Plan: Establish contracts with major financial institutions and extend recurring subscription offers throughout Latin America and the USA.

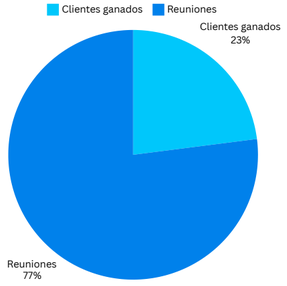
Traction

Key Metrics:

Mywacc underwent a pilot phase over several months to assess market demand for our financial analysis platform. This phase was crucial in testing market receptivity.



Sales to Date: $7.6 thousands achieved over 5 months of market testing.



Leads generated: 60 meetings, with a business closing rate of 17.9%

25 active clients.

All clients based in Chile + 1 in USA

Pilot Insights:

The pilot validated a robust demand for Mywacc's services, with sales indicating a positive initial market response.

Next Steps:

Funding Goals: Seeking investment to refine market fit and scale operations.

Summary: Early tests proved the demand for Mywacc's financial tools. With investment, we aim to optimize our offerings and grow our customer base.

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Securing a Competitive Edge in Valuations and Analysis.

Mywacc stands out from the competition, offering unparalleled precision, affordability, and AI-driven insights in financial valuation and analysis services for startups, SMEs, and financial institutions.

	MyWacc	CHARLY. IO	equidam	VALUTICO	EquityList	carta
Startups valuation	✓	✓	✓		✓	✓
SMEs valuation	✓		✓			✓
Big companies valuation	✓			✓		
Complete projected financial analysis	✓			✓	✓	✓
Projected credit rating analisys	✓			✓		
Expert support during the valuation process	✓			✓	✓	✓

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	MyWacc	Vena	planful		cfo
Financial analysis and reporting	✓	✓	✓	✓	✓
Forecasting	✓	✓	✓	✓	✓
Scenario Analysis	✓	✓		✓	
Becnhmark with competitors	✓				
Credit rating analisys	✓				
On-demand company valuation	✓				

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Mywacc’s Financial Projections

Stepping into the future with clarity and confidence, here we present Mywacc's financial projections, a strategic roadmap showcasing our growth, potential, and commitment to sustainable success.

(USD in thousands, unless otherwise stated)					Projected					
Fiscal year	**2024E**	**2025E**	**2026E**	**2027E**	**2028E**	**2029E**	**2030E**	**2031E**	**2032E**	**2033E**
Year ended	31-12-24	31-12-25	31-12-26	31-12-27	31-12-28	31-12-29	31-12-30	31-12-31	31-12-32	31-12-33
Net revenue	**$55,0**	**$318,8**	**$1.081,6**	**$3.013,2**	**$7.319,0**	**$15.567,6**	**$29.158,9**	**$49.869,9**	**$74.960,7**	**$99.780,6**
% growth	*NA*	*479,7%*	*239,2%*	*178,6%*	*142,9%*	*112,7%*	*87,3%*	*71,0%*	*50,3%*	*33,1%*
COGS	(117,5)	(189,3)	(363,4)	(618,3)	(1.412,3)	(2.957,4)	(5.547,5)	(9.564,5)	(14.540,0)	(19.604,1)
Gross profit	**($62,5)**	**$129,6**	**$718,2**	**$2.395,0**	**$5.906,7**	**$12.610,2**	**$23.611,4**	**$40.305,4**	**$60.420,7**	**$80.176,5**
% margin	*(113,6%)*	*40,6%*	*66,4%*	*79,5%*	*80,7%*	*81,0%*	*81,0%*	*80,8%*	*80,6%*	*80,4%*
SG&A	(196,7)	(402,4)	(880,7)	(2.141,7)	(4.463,7)	(8.841,6)	(15.715,6)	(27.920,1)	(37.122,4)	(48.652,2)
EBIT	**($259,2)**	**($272,8)**	**($162,5)**	**$253,2**	**$1.443,0**	**$3.768,6**	**$7.895,8**	**$12.385,4**	**$23.298,3**	**$31.524,3**
% margin	*(471,2%)*	*(85,6%)*	*(15,0%)*	*8,4%*	*19,7%*	*24,2%*	*27,1%*	*24,8%*	*31,1%*	*31,6%*
Financial expenses	–	–	–	–	–	–	–	–	–	–
Earning before taxes	**($259,2)**	**($272,8)**	**($162,5)**	**$253,2**	**$1.443,0**	**$3.768,6**	**$7.895,8**	**$12.385,4**	**$23.298,3**	**$31.524,3**
Taxes	–	–	–	(68,4)	(389,6)	(1.017,5)	(2.131,9)	(3.344,0)	(6.290,5)	(8.511,6)
% effective tax rate	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*	*27,0%*
Net income	**($259,2)**	**($272,8)**	**($162,5)**	**$184,9**	**$1.053,4**	**$2.751,0**	**$5.763,9**	**$9.041,3**	**$17.007,7**	**$23.012,8**
% margin	*(471,2%)*	*(85,6%)*	*(15,0%)*	*6,1%*	*14,4%*	*17,7%*	*19,8%*	*18,1%*	*22,7%*	*23,1%*
EBITDA	**($258,1)**	**($265,3)**	**($133,4)**	**$342,6**	**$1.678,7**	**$4.314,6**	**$9.018,6**	**$14.483,9**	**$26.835,8**	**$36.911,1**
% margin	*(469,2%)*	*(83,2%)*	*(12,3%)*	*11,4%*	*22,9%*	*27,7%*	*30,9%*	*29,0%*	*35,8%*	*37,0%*

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Team

Enrique Sepúlveda

(Msc) CEO

Enrique Sepúlveda has extensive finance experience from roles at Credit Suisse and EnpasCapital and founded TalentoDocente.com. He holds a Master's from Pontificia Universidad Católica de Chile.

Mauricio Banchieri

(MSIS) CBO

Mauricio is a serial entrepreneur, co-founding Mywacc, SUDACA, and Puro Chile. He had a significant role at Pro Chile and led MZZO Chile S.A. for 16 years. Heholds a Master's from American University and a BBA from Universidad Andres Bello.

Kevin Corenstein

COO

Kevin Corenstein has extensive experience in startups, studied in USA while developing his first startup Rit, then relocated to Israel were he worked in Similarweb, the biggest alternative data company in the world.

Jesus Ortiz (Phd)

CTO

With a PHD in electrónic enginnering, proficiency in compiling, transforming, and analyzing complex information through software has become a hallmark of his career. His expertise in machine learning and large dataset management has been instrumental in identifying relationships and building solutions to a wide range of business problems.

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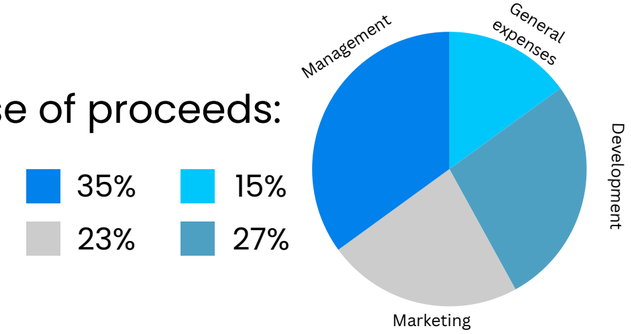
Embark on a Game-Changing Investment Journey with Mywacc

Mywacc is poised at the cusp of transformation, and we invite you to be part of this revolutionary journey. Be a catalyst in shaping the future of fintech.

Use of proceeds:



Our goals: Aligning solutions with market demands (market fit),consolidate the team, harnessing AI's revolutionary potential, and broadening horizons across the Americas

What we seek: Up to US$250 thousands from investors with seasoned expertise, robust networks with financial institutions and avenues to transformative partnerships (smart money) to expand market into US

What we offer: Investment through a SAFE

Investor profile: We want to attract smart money, investors that not only bring capital if not commercial potential:

- Venture Capital funds
- Family offices
- Angel Investors

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Partners

Microsoft for Startups

CORFO

UDD Ventures

2024

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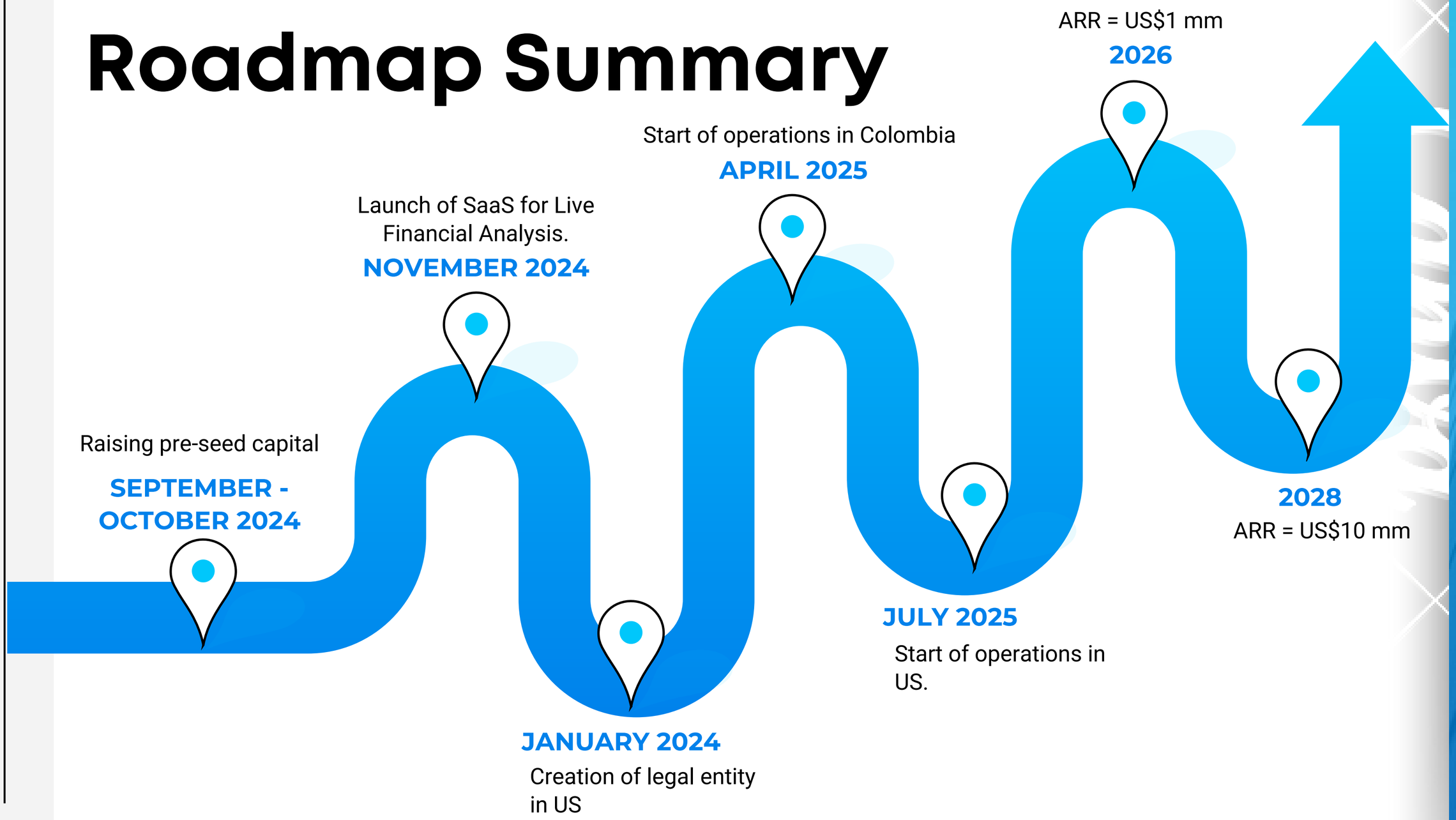
Roadmap Summary



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Thank You