



CHECKPOINT 3, 4

# Revenue

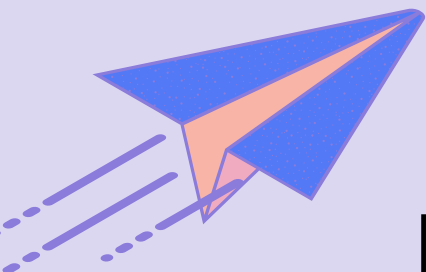
Prices for service packages for renters are as follows:

Basic Package – 299,000 VND/month

Premium Package – 699,000 VND/month

Enterprise Package – 1,499,000 VND/month

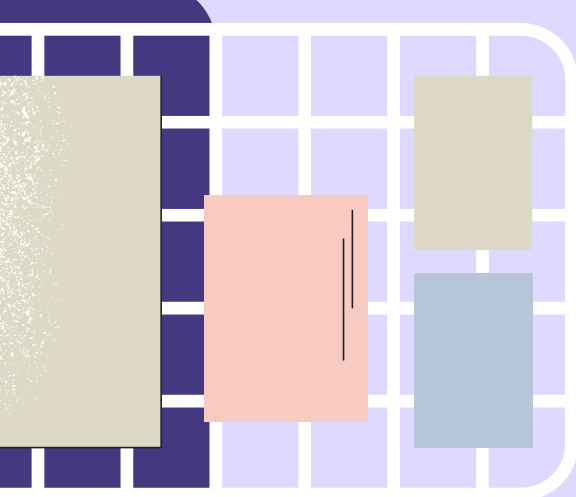




Assume: Techrental has approximately 1,000 monthly paying customers and distributes them proportionally

Service Package	Number of customers	Price (VND/month)	Monthly Revenue	Annual Revenue
Basic	500	299,000	149,500,000	1,794,000,000
Advanced	350	699,000	244,650,000	2,935,800,000
Business	150	1,499,000	224,850,000	2,698,200,000
Total			619,000,000	7,428,000,000





Techrental valuation based on revenue

Startup	Revenue	Valuation	Multiples
Lac Viet	10,000,000,000 VND	7,500,000,000 VND	1,3
Thue Nhanh	6,000,000,000 VND	3,200,000,000 VND	1,875
Meta Mobile	14,000,000,000	10,000,000,000 VND	1,4
Mean			1,5

1.5 x 7,428,000,000 = 11,142,000,000 VND



# Fundraising

**20%** The company's shares ~ 2.3 billion

$$\text{Break-even point} = \frac{\text{Initial investment}}{\text{Monthly net profit}} = \frac{2,3 \text{ billion}}{110 \text{ million}} = 1 \text{ year } 7 \text{ months}$$

## Investment capital allocation in Seed stage

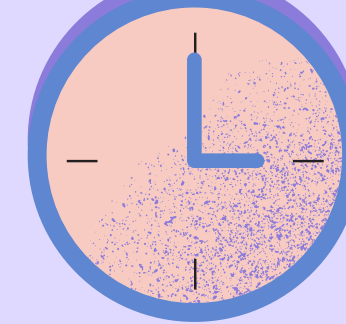
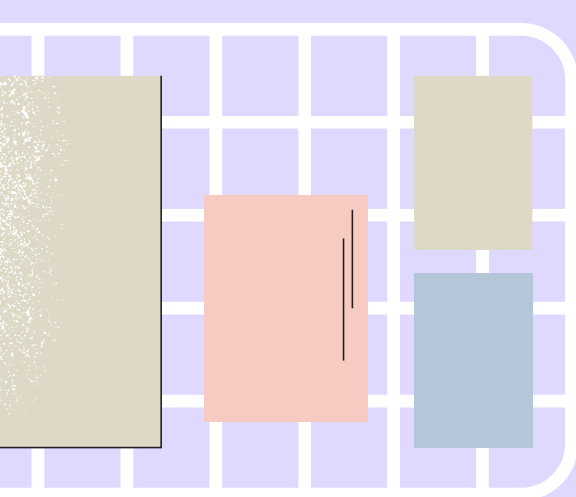
- Develop platform & technology (40% - 920 million)
- Marketing & customer expansion (30% - 690 million)
- Expand human resources & operations (20% - 460 million)
- Provision & risk insurance (10% - 230 million)



# Financial Forecast for 12-24 Months

Stage	Main Strategy	Target KPIs
6-12 months	Increase recognition and attract customers	<ul style="list-style-type: none"><li>• Increase the number of customers from 1,000 to 5,000+ active users.</li><li>• Increase monthly revenue from 619 million → 1 billion VND/month.</li><li>• The conversion rate from website visit → booking reaches 3-5%.</li></ul>
12-18 months	Optimize operations and automation	<ul style="list-style-type: none"><li>• Increase the number of customers from 5,000 → 12,000+ active users.</li><li>• Reduce operating costs by 10-15% thanks to automation.</li><li>• Increase monthly revenue to 1.5 - 2 billion VND/month.</li></ul>
18-24 months	Expand markets, increase profits	<ul style="list-style-type: none"><li>• Expanding the market to 3 major cities outside Ho Chi Minh City.</li><li>• Increase monthly revenue to 3 - 4 billion VND/month.</li><li>• Net profit ratio increased from 17.5% → 22-25%.</li></ul>





Year	Revenue	Cost per year	Net profit	Profit margin
Year 1	7.4 billion	6,1 billion	1,3 billion	17,5%
Year 2	8.9 billion	7,1 billion	1,8 billion	20%
Year 3	11,4 billion	8,5 billion	2,85 billion	22%
Year 4	13,7 billion	10,1 billion	3,6 billion	23,5%
Year 5	16,4 billion	12,3 billion	4,1 billion	25%



Revenue growth: Target to increase from 619 million to 4 billion VND/month in 24 months.  
Gross profit margin (GPM): ~70%, good and scalable.  
Net profit margin (NPM): Currently 17.5%, aiming for 22-25% after optimization.