



INTER-TRANS CONNECT

EXE101 - CHECKPOINT 4

OVERVIEW

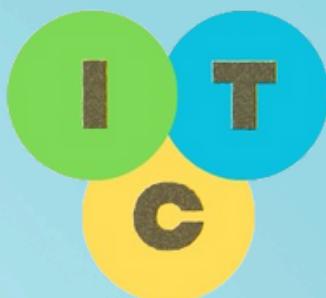


- Profit and Loss Statement
- Valuation
- Fundraising

PROFIT AND LOSS (P&L) STATEMENT

INTER-TRANS CONNECT Profit and Loss (P&L) Statement	Q1/2025	Q2/2025	Q3/2025	Q4/2025
Unit: VND				
Revenue		241,100,000	241,100,000	241,100,000
Capital Contribution				
Angel Investor (MPVI)				
Total Revenue	241,100,000	241,100,000	241,100,000	241,100,000
Server & Database	6,000,000	6,000,000	6,000,000	6,000,000
Google Cloud	3,000,000	3,000,000	3,000,000	3,000,000
AWS	6,000,000	6,000,000	6,000,000	6,000,000
CI/CD & Deploy	3,000,000	3,000,000	3,000,000	3,000,000
Domain	227,000			
Salary of 3 platform developers	45,000,000	45,000,000	45,000,000	45,000,000
Cost Of Goods Sold	63,227,000.00	63,000,000.00	63,000,000.00	63,000,000.00
Gross Profit		178,100,000.00	178,100,000.00	178,100,000.00
<i>Gross Profit Margin %</i>		73.87%	73.87%	73.87%
Expenses				
Marketing		30,000,000	30,000,000	30,000,000
Rent Office		30,000,000	30,000,000	30,000,000
Salary Expense (CEO,CFO,CMO)		105,000,000	105,000,000	105,000,000
Licensing Tax				2,000,000
Total Expenses		165,000,000.00	165,000,000.00	167,000,000.00
Earnings Before Interest & Taxes (EBIT)		13,100,000.00	13,100,000.00	11,100,000.00
<i>Ebit margin %</i>		5.43%	5.43%	4.60%
Loan (Outstanding debt)		- .00	- .00	- .00
Interest rate (%/Quarter)		- .00	- .00	- .00
Interest Expense		- .00	- .00	- .00
Earnings Before Taxes (EBT)		13,100,000.00	13,100,000.00	11,100,000.00
<i>EBT margin %</i>		5.43%	5.43%	4.60%
Corporate Tax (20%)		2,620,000.00	2,620,000.00	2,220,000.00
Net Profit		10,480,000.00	10,480,000.00	8,880,000.00
Profit Margin		0.04	0.04	0.04

2026



INTER-TRANS CONNECT Profit and Loss (P&L) Statement	Q1/2026	Q2/2026	Q3/2026	Q4/2026
Unit: VND				
Revenue	288,860,000	288,860,000	288,860,000	288,860,000
Capital Contribution				
Angel Investor (MPVI)				
Total Revenue	288,860,000	288,860,000	288,860,000	288,860,000
Server & Database	6,000,000	6,000,000	6,000,000	6,000,000
Google Cloud	3,000,000	3,000,000	3,000,000	3,000,000
AWS	6,000,000	6,000,000	6,000,000	6,000,000
CI/CD & Deploy	3,000,000	3,000,000	3,000,000	3,000,000
Domain	227,000			
Salary of 3 platform developers	45,000,000	45,000,000	45,000,000	45,000,000
Cost Of Goods Sold	63,227,000.00	63,000,000.00	63,000,000.00	63,000,000.00
Gross Profit	225,633,000.00	225,860,000.00	225,860,000.00	225,860,000.00
<i>Gross Profit Margin %</i>	78.11%	78.19%	78.19%	78.19%
Expenses				
Marketing	45,000,000	45,000,000	45,000,000	45,000,000
Rent Office	30,000,000	30,000,000	30,000,000	30,000,000
Salary Expense (CEO,CFO,CMO)	105,000,000	105,000,000	105,000,000	105,000,000
Licensing Tax				2,000,000
Total Expenses	180,000,000.00	180,000,000.00	180,000,000.00	182,000,000.00
Earnings Before Interest & Taxes (EBIT)	45,633,000.00	45,860,000.00	45,860,000.00	43,860,000.00
<i>Ebit margin %</i>	15.80%	15.88%	15.88%	15.18%
Loan (Outstanding debt)	- .00	- .00	- .00	- .00
Interest rate (%/Quarter)	- .00	- .00	- .00	- .00
Interest Expense	- .00	- .00	- .00	- .00
Earnings Before Taxes (EBT)	45,633,000.00	45,860,000.00	45,860,000.00	43,860,000.00
<i>EBT margin %</i>	15.80%	15.88%	15.88%	15.18%
Corporate Tax (20%)	9,126,600.00	9,172,000.00	9,172,000.00	8,772,000.00
Net Profit	36,506,400.00	36,688,000.00	36,688,000.00	35,088,000.00
Profit Margin	0.13	0.13	0.13	0.12

2027



INTER-TRANS CONNECT Profit and Loss (P&L) Statement Unit: VND	Q1/2027	Q2/2027	Q3/2027	Q4/2027
Revenue	396,500,000	396,500,000	396,500,000	396,500,000
Capital Contribution				
Angel Investor (MPVI)				
Total Revenue	396,500,000	396,500,000	396,500,000	396,500,000
Server & Database	6,000,000	6,000,000	6,000,000	6,000,000
Google Cloud	3,000,000	3,000,000	3,000,000	3,000,000
AWS	6,000,000	6,000,000	6,000,000	6,000,000
CI/CD & Deploy	3,000,000	3,000,000	3,000,000	3,000,000
Domain	227,000			
Salary of 3 platform developers	45,000,000	45,000,000	45,000,000	45,000,000
Cost Of Goods Sold	63,227,000.00	63,000,000.00	63,000,000.00	63,000,000.00
Gross Profit	333,273,000.00	333,500,000.00	333,500,000.00	333,500,000.00
<i>Gross Profit Margin %</i>	84.05%	84.11%	84.11%	84.11%
Expenses				
Marketing	75,000,000	75,000,000	75,000,000	75,000,000
Rent Office	30,000,000	30,000,000	30,000,000	30,000,000
Salary Expense (CEO,CFO,CMO)	105,000,000	105,000,000	105,000,000	105,000,000
Licensing Tax				2,000,000
Total Expenses	210,000,000.00	210,000,000.00	210,000,000.00	212,000,000.00
Earnings Before Interest & Taxes (EBIT)	123,273,000.00	123,500,000.00	123,500,000.00	121,500,000.00
<i>Ebit margin %</i>	31.09%	31.15%	31.15%	30.64%
Loan (Outstanding debt)	- .00	- .00	- .00	- .00
Interest rate (%/Quarter)	- .00	- .00	- .00	- .00
Interest Expense	- .00	- .00	- .00	- .00
Earnings Before Taxes (EBT)	123,273,000.00	123,500,000.00	123,500,000.00	121,500,000.00
<i>EBT margin %</i>	31.09%	31.15%	31.15%	30.64%
Corporate Tax (20%)	24,654,600.00	24,700,000.00	24,700,000.00	24,300,000.00
Net Profit	98,618,400.00	98,800,000.00	98,800,000.00	97,200,000.00
Profit Margin	0.25	0.25	0.25	0.25

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VALUATION



SCORECARD VALUATION

Criteria	Weight	Relative Ratio	Coefficient
Founder/Team Quality	30%	140%	0.42
Market Size and Potential	20%	150%	0.3
Product Quality/Uniqueness	20%	120%	0.24
Market Competitiveness	15%	80%	0.12
Marketing/Distribution Strategy	10%	105%	0.105
Customer Feedback	5%	75%	0.0375
Total	100%		1.2225
Valuation (USD)		\$611,250	

Giá trị trung bình cho 1 Startup trong ngành dịch vụ công nghệ (USD)	\$500,000
Công thức	Valuation = Benchmark * Total Adjustment Coefficient

Reference: <https://eqvista.com/scorecard-valuation-method-explained/>

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FUNDRAISING

GỌI VỐN NGẮN HẠN			
	Q2/2025	Q3/2025	Total
Total COGs	63,000,000 đ	63,000,000 đ	126,000,000 đ
Total Expenses	165,000,000 đ	165,000,000 đ	330,000,000 đ
Tổng số vốn cần đầu tư			456,000,000 đ
Cách thức gọi vốn	Số lượng	% đầu tư	Thành tiền
Tự đầu tư			
CEO	1	15%	68,400,000 đ
CFO	1	10%	45,600,000 đ
CPO	3	20%	91,200,000 đ
CMO	1	15%	68,400,000 đ
Gọi vốn đầu tư			
Angel investor		20%	91,200,000 đ
Shareholders (các chuyên gia về biên phiên dịch và các tổ chức xuyên quốc gia)		20%	91,200,000 đ
Total		100%	456,000,000 đ (~\$17,800)



GỌI VỐN DÀI HẠN

Round	Target Amount (USD)	Percentage of Equity (%)	Post-Money Valuation (USD)	Founder Ownership (%)	Dilution (%)	Investor Type	Purpose
Pre-Seed	\$17,800	2.8%	\$629,050	97.2%	2.8%	Self-Investment, Angel Investors	Development of MVP, market validation
Seed	\$120,000	16.0%	\$749,050	81.6%	16.0%	Angel Investors, Micro-VCs	Product refinement, user acquisition
Series A	\$250,000	25.0%	\$999,050	61.2%	25.0%	Venture Capital Firms	Scaling team, initial regional growth
Series B	\$450,000	31.1%	\$1,449,050	42.2%	31.1%	VC Firms, Strategic Partners	Expansion into new markets, diversification
Total	\$837,800						



PERFORMANCE RATE

Trần Gia Thịnh - SE173566	100%
Nguyễn Phương Nam - SE173557	100%
Đỗ Minh Quang - SE173565	100%
Nguyễn Thị Huệ - SA170108	100%
Nguyễn Anh Đức - SA180133	100%
Trương Đỗ An Nguyên - QS180069	100%

THANK YOU