



Take a Tour of Our Past Projects

The following slides contain examples of our past project offerings. To protect our clients' privacy agreements, we have vetted all decks and removed company confidential content. If you would like a more detailed work sample, please reach out to us!



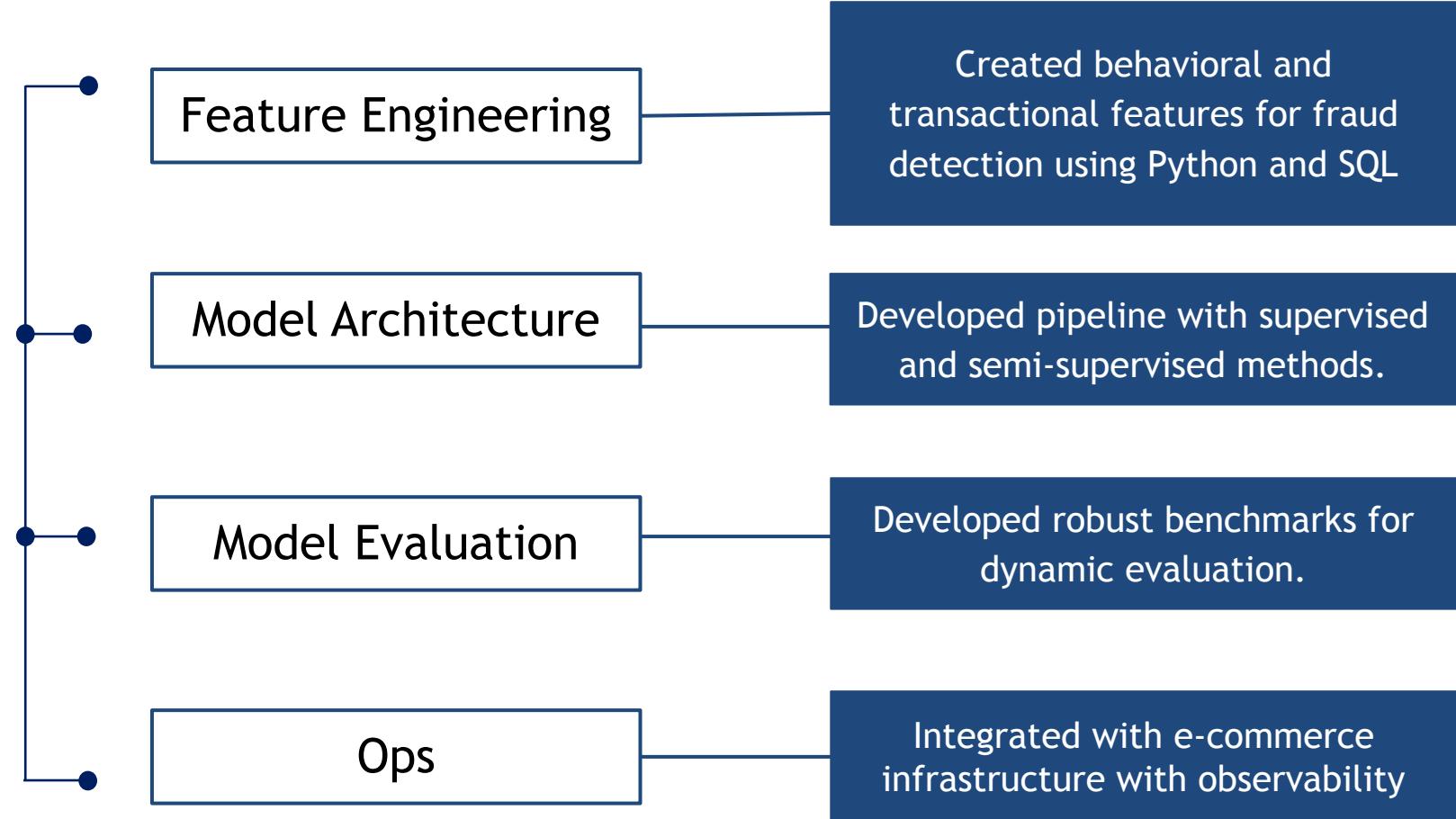
Client 1 Description:



AUTODESK

Autodesk is a global software company that builds tools for design, engineering, and manufacturing.

Our team developed a fraud detection framework for Autodesk's e-commerce platform, analyzing behavioral data and designing ML models to identify and reduce high-risk transactions.





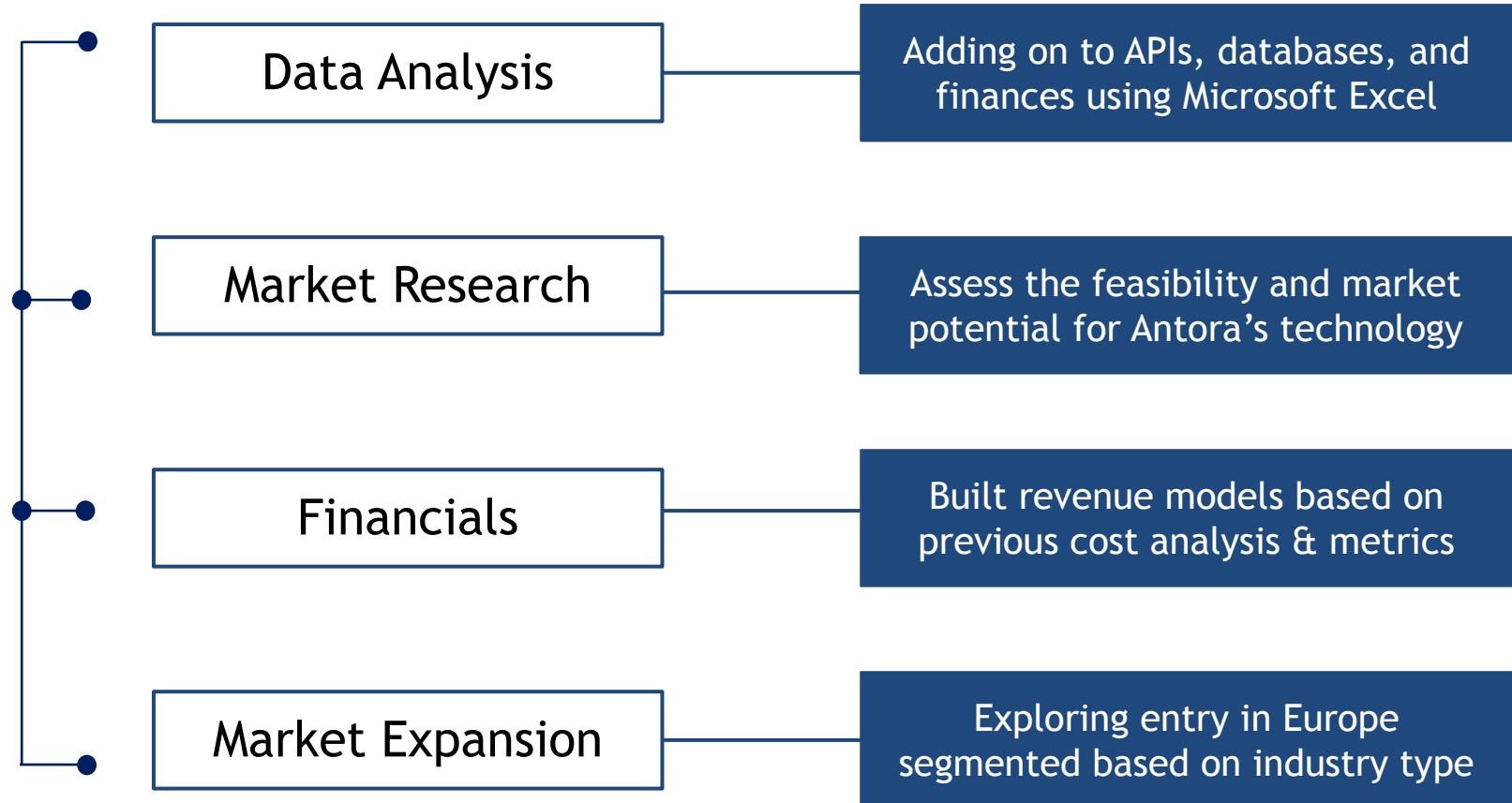
Client 2 Description:



ANTORA

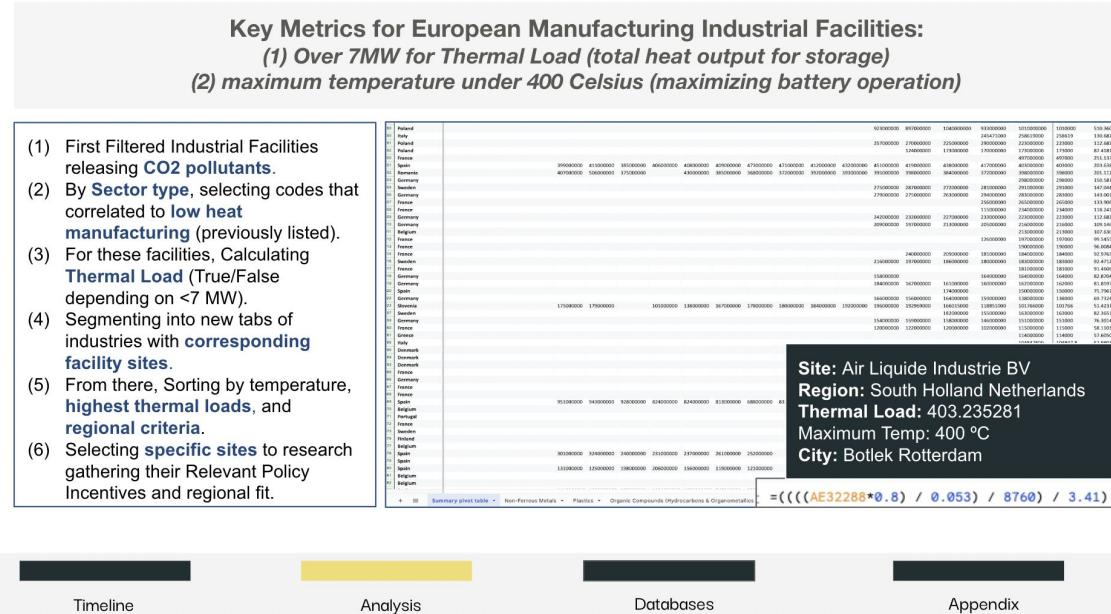
Antora Energy is a cleantech startup that makes heat batteries that store solar and wind energy to power factories.

Our team conducted research and data analysis to support market entry into Europe, creating strategic frameworks and financial models in the process.



1. Database Aggregation

Filters on EEA Dataset



- Microsoft Excel was used for both Modeling and Filtering which was a key in data analysis for the database curated.
- EEA Database (200,000+ data points)
 - Erhart Database (100,000+ data points)
- Metrics provided by the client (Thermal Load & Maximum Processing Temperature) were utilized to filter the points.
- Thermal Load is a metric that distinguishes the amount of heat energy an HVAC system can process and sustain.
- Specific sites were researched for relevant policy incentives of that region (EU Deals, Country Legislation, Tax Cuts) and regional fit for qualitative analysis.

Data-Base Completion (Walk Through)

A	B	C	D	E	F
Top 100 European Facilities List					
The information in the table below is a combination of the Erhart and EEA datasets for industrial manufacturing facilities across Europe. The data is provided 'as is' and reflects the latest available information, including facility characteristics, location, and operational details, as reported at the time of collection. The dataset includes the following key metrics:					
1) Facility Name: The name of the facility. 2) NACE Main Economic Activity Name: The primary economic activity of the facility. 3) Country Code: The country code of the facility's location. 4) Latitude & Longitude: Geographical coordinates of the facility. 5) NACE ID: The classification of the facility's main economic activity based on the NACE system. 6) City & Region: The city and region where the facility is located. 7) Region: The geographical region of the facility. 8) Thermal Load & Natural Gas Thermal Load: The thermal energy demand and the natural gas-related thermal energy demand of the facility. 9) Total GHG (CO2e) Emissions: The total greenhouse gas emissions in carbon dioxide equivalent. 10) Heat Temperature: The temperature of heat used in the facility. 11) Database Type: The type of database from which the data was sourced. 12) Heat Temperature: The temperature of heat used in the facility. 13) Facility Owner Email + Phone Number: Contact information for the facility owner. 14) Parent Company: The parent company of the facility.					
Additionally, a rubric was created to score and rank facilities based on their viability for Antora's expansion. The rubric takes into account the following factors: 1) TL Score & Natural Gas TL Score: Scores related to thermal loads and natural gas usage. 2) Industry Score: Scores related to the industry's potential for growth and market availability. 3) Geographic Location & Parent Corporation: Considerations based on the facility's location and the parent company's sustainability goals. 4) Decarbonization Goals & Overall Score: The facility's decarbonization goals and an overall viability score. 5) Natural Gas Percentage & Natural Gas Pricing: Analysis of the natural gas usage and pricing dynamics. The dataset has been processed to create an average score for each facility, ranking the top 100 most viable facilities for Antora's expansion based on these key metrics. Please note that the information provided is accurate as of the time of reporting.					
Key Facility Name					
Chemicals					
Pulp					
Fertilizer & Nitrogen					
Sugar					
Plastics					
Paper, Paperboard, Veneer Sheets, & Wood Based Panels					
Motor Vehicles					
FacilityName	= NACEMainEconomicActivityName	= CountryCode	= Latitude	= longitude	= NACE CODE
BASF ANTWERPEN	Chemical installations for the production on an industrial scale of basic organic c1 BE	51.34162481	4.287605719	3	Antwerpen
EMPO - EAA Gelsenkirchen Erdgas-Authorisierungsumlage	Manufacture of other inorganic basic chemicals	DE			
Dow Olefinsverbund GmbH Werk Böhlen	Chemical installations for the production on an industrial scale of basic organic c1 DE				
RHODIA OPERATIONS CHALAMPE	Manufacture of other inorganic basic chemicals	FR			
TOTAL RAFFINAGE FRANCE	Chemical installations for the production on an industrial scale of basic organic c1 FR				
EXXONMOBIL CHEMICAL FRANCE	Chemical installations for the production on an industrial scale of basic organic c1 FR				
Borealis Granulats	Manufacture of fertilisers and nitrogen compounds	FR			
Basell Polyolefine GmbH Werk Wesseling	Manufacture of plastics in primary forms	DE			
YARA Shauki	Chemical installations for the production on an industrial scale of phosphorous, n1 NL				

Final Database per Industry Type

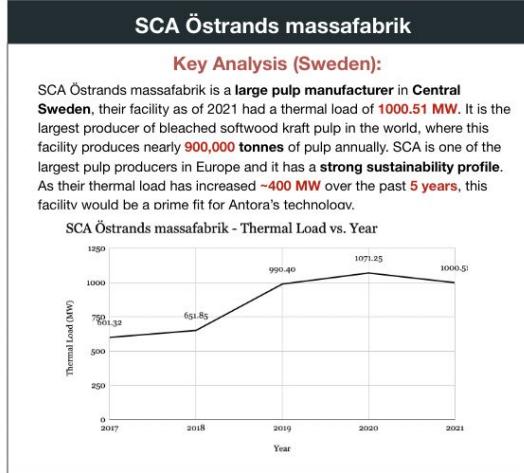
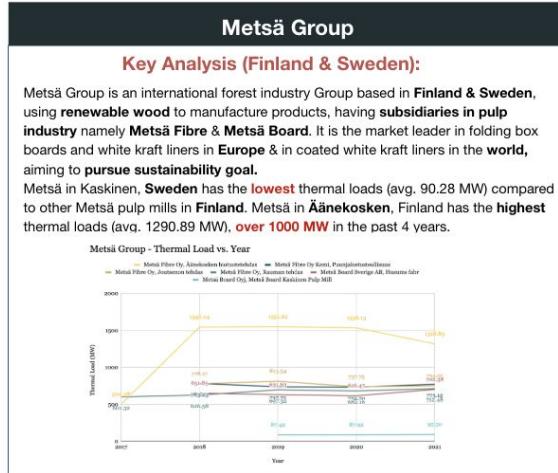
Our team created a rubric to further analyze the data points narrowing down the initial 11,000 data points to a top 100 list easily digestible for our client. This rubric contained various factors ranked by a weight to create our final database.

Criterion	Assigned Importance	Weight (%)	Definition / Justification
Thermal Load	Critical	25%	Core requirement for system viability. Sites must exceed 7 MW to match Antora's energy storage and discharge capacity. Weighted highest as this directly governs whether a facility is even technically compatible.
Industry Type	Critical	20%	Determines thermal compatibility. Heavy industries (e.g. paper/wood, chemicals, fertilizers, plastics) align with Antora's high-temperature offering. Weighted high due to its strong role in ensuring product-market fit.
Availability of Hourly Natural Gas/Power Prices (Renewable)	High	15%	Grids incorporate renewable energy sources requiring facility electrical single-line diagrams, utility interconnection studies, and local grid capacity maps from TSOs to ensure efficient and reliable energy distribution and compatibility with the existing infrastructure.
Geographic Location	High	15%	Regions with favorable emissions intensity, infrastructure, and industrial hubs (e.g., DACH, Nordics) are prioritized. Weighted moderately to support deployment strategy without outweighing core viability.
Parent Corporation & Creditworthiness (Large Company)	Medium	10%	Larger firms have more capital, ESG mandates, and cross-site potential, but site-level metrics are prioritized. Weighted lower as strategic potential doesn't directly impact technical fit.
Decarbonization Goals - Alignment with Green Deal, Paris Agreement, EU Legislation, Potential for Incentives, Tech Implementation	High	15%	Facilities with public net-zero or EU-aligned goals are more likely to adopt Antora's tech early and receive grants. Weighted high to target proactive adopters aligned with Antora's mission.

2. Data Analysis

Specific Facility Analysis in Pulp Manufacturing

Detailed Facilities in Sweden & Finland Thermal Load Trend Analysis



Fertilizer/Chemicals Sector, Paper/Pulp Sector

Looking into Countries for Expanding into Chemical & Fertilizer Sectors

Chemical & Fertilizer Sector	
High TL Option: Australia	Low TL Option: Germany
<ul style="list-style-type: none"> By Province Thermal Load: Western Australia (WA) (400.06 MW), pointing to substantial chemical manufacturing clusters with robust energy requirements. By Site Count: WA (26.3%) ranks high in site presence, underscoring its dominant position in national chemical production capacity. <p>Pros: High density for industrial hubs, export oriented economy; Accessibility to possible customers is heavy due to geo. location.</p> <p>Cons: Rising costs from supply chain, regulatory focus on intensive water/emissions usage</p>	<p>Pros: Balance between industrial density and energy intensity; EU logistics hub that having access to buyers, suppliers & infrastructure.</p> <p>Cons: High operational costs; Market saturation</p>

Paper & Pulp Sector	
High TL Option: Australia	Low TL Option: Germany
<ul style="list-style-type: none"> Avg Thermal Load: Victoria (VIC) 108.28 MW Site Count: 5, providing a solid foundation for expansion and large facility presence in Australia Australia has growing industrial activity and a stable regulatory environment <p>Pros: Access concentrated, energy-intensive market with consistent data and moderate site count, ideal for large-scale thermal</p> <p>Cons: Greater exposure to energy price volatility or regulatory</p>	<ul style="list-style-type: none"> Avg Thermal Load: 39.40 MW Site Count: 17, indicating the largest facility presence, which implies a significant position in paper & pulp industry Western Europe offers mature infrastructure and a stable regulatory environment. <p>Pros: →The average thermal load aligns with Antora's current project has a thermal load of 40</p> <p>Cons: →High operational costs, →Higher competitions</p>

Timeline

Analysis

Databases

Appendix

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Timeline

European Database

Australian Database

Final Recommendations

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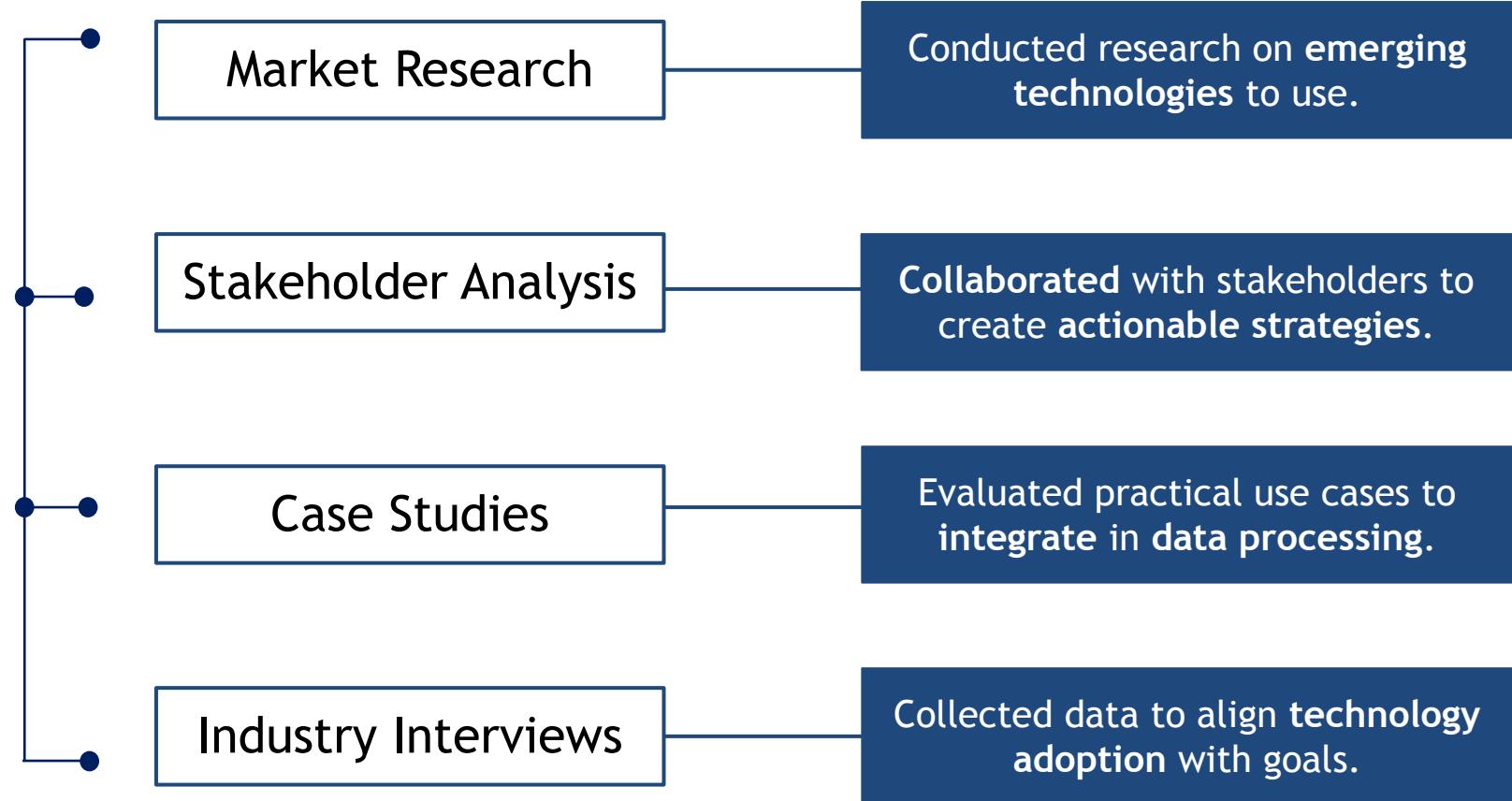
- Our analyst team built a **custom thermal load database** analyzing 8 years of energy usage across 11,000 data points of industrial facilities but narrowed it down to top 500 then top 100 facilities in Sweden, Finland, Germany, and Australia, focused on pulp, fertilizer, chemical, and paper sectors, to assess site-level performance and expansion potential.
- Thermal load **visualizations** were created for each facility, mapping year-over-year changes to evaluate operational intensity, infrastructure scalability, and long-term asset value. Notable findings included >1,000 MW load at Finland's Metsä Board and a +40 MW 5-year increase at SCA Östrand (Sweden). This visualization is depicted above on the left material.
- This approach enabled Antora to **identify high-opportunity regions** like Western Australia (400.06 MW) and Victoria (108.28 MW) while flagging markets like Germany (305.70 MW across 9 sites) for limited diversification, offering a replicable model for Antora to assess industrial demand, energy efficiency, or B2B infrastructure opportunities.



Client 3 Description:

CYC worked with a **Fortune 50 financial services** company that offers credit cards, banking, and loan products to consumers, small businesses, and commercial clients. The name is withheld due to a NDA.

Our team provided insights on how quantum computing and digital workspace tools can be utilized for near-term operational efficiency.



Competitor Landscape Research w/Quantum Computing in Finance

Corporate Name Vetted

Neutral-Atoms and Superconducting Qubits

How	can leverage scalable quantum computing innovations like neutral-atoms and superconducting qubits.			
01	Neutral-Atoms		02	Superconducting Qubits
What is it?	Uses arrays of neutral rubidium atoms as qubits, controlled by lasers	What is it?	Made from materials that when extremely cooled have zero electrical resistance, allowing them to maintain quantum states	
How does it work?	1) Cooling & Trapping, 2) Arranging Qubits, 3) Performing Computations, 4) Reading results	How does it work?	At ultra cold temperatures, electrons pair up (cooper pairs) and flow without resistance; microwave pulses control the state of the qubit	
Key Innovations	QuEra's 256-qubit quantum computer: Aquila (accessible with Amazon Braket)	Key Innovations	<ul style="list-style-type: none">IBM's 1,000-qubit quantum chip: CondorIn 2030+, IBM plans "Blue Jay"	
	Amazon Braket (cloud quantum platform) <ul style="list-style-type: none">Runs at room temperature + accessible via cloud = lower investment & entry barriersApplications: portfolio optimization, fraud detection, pattern recognition, credit riskForm data science/tech/cybersecurity team to begin prototyping use cases		Protect against threats <ul style="list-style-type: none">Quantum chips continue to lower error ratesBegin integrating post-quantum cryptography standards into IT and securityQuantum OptimizationUse for complex financial models like credit scoring, loan writing, asset management	
Agenda P1	Agenda P2	Agenda P3	Agenda P4	

- Performed extensive research on 5+ quantum computing platforms best fitted for our client to adopt
- Recommended 10+ strategies for our client to leverage in order to gain a competitive edge in the financial services industry

- Increased internal alignment on tech adoption by delivering clear, actionable steps to integrate quantum into existing systems
- Improved the client's decision-making process by providing competitive insights into quantum trends and rival strategies

Quantum Key Distribution

Toshiba's Quantum Key Distribution and their collaboration with JPMorgan shows areas of opportunity

Toshiba's Quantum Key Distribution

- Successfully transmitted quantum-encrypted messages on a commercial telecom line
- QKD leverages quantum entanglement, which is when two particles can remain interlinked even if separated by long distances
 - When someone measures one particle the properties of its partner become known.
 - This creates encryption keys

Case Study: JPMorgan Chase + Toshiba + Ciena

What They Did	Key Results	Why It Matters
<ul style="list-style-type: none">Deployed a QKD network on the same optical fiber as ultra-high data channelQKD + Kinexys Link = first bank-led, blockchain-based network	<ul style="list-style-type: none">Signals successfully sent over 70km of fiberShowed mission-critical blockchain networks can be protected using QKD	<ul style="list-style-type: none">Proves QKD is ready in real-world telecom environmentsEnables quantum-secure encryption on existing infrastructure

Applications:

- Secure Data Between Data Centers**
 - QKD could be used to securely send information between data centers
 - Done through fiber optic cables
 - QKD creates unbreakable encryption keys
 - Any eavesdropping will disrupt the keys, alerting the system to block the breach
- Protect High-Value Transactions**
 - QKD can safeguard billion-dollar transfers, trading algorithms, payments and more
 - Integrate QKD with post-quantum cryptography (PQC) for hybrid security
- Launch a Pilot Project**
 - Run a pilot program to test two data centers using existing optical fiber
 - Assess performance, cost, integration barriers, detection of cyber threats
 - Prepares to scale when quantum-secure systems become standard

Agenda P1

Agenda P2

Agenda P3

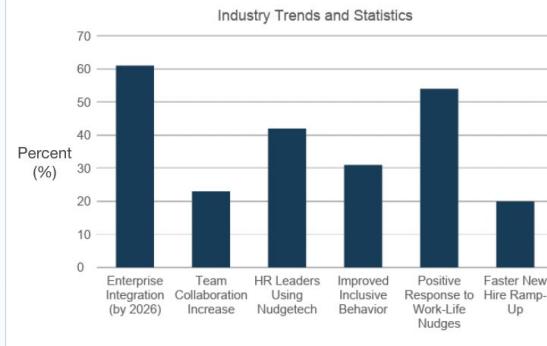
Agenda P4

Competitor Landscape Research - Future of the Digital Workplace

Corporate Name Vetted

Next-Gen Nudgetech

Future of nudgetech including the impact projection for the next two years, landscape of the nudgetech market, and current innovators



Industry trends for nudgetech as well as observed improvements generated by industry applications (Gartner) (HR Executive)

Future of Nudgetech

- AI emphasis to create hyper-personalized nudges based on individual behaviors
- Explainable nudges that give the user context behind the nudge improving success rate
- Multi-channel integration of nudges between all different softwares in employee workflow
- As AI improves across the next few years nudges will trend to display humanized messages
- AI driven nudges market will expand from 4.3 billion in 2024 to **25.5 billion in 2034**
- Market opening for new leaders in nudgetech to compete with current leaders such as Humu

Innovators/Clients



- Helped clients position themselves early in a high-growth industry by uncovering a projected 6x market expansion from \$4.3B in 2024 to \$25.5B by 2034
- Shaped future product strategy and differentiation by informing company stakeholders of the rising demand for 5+ emerging technologies

Background

Framework

Deep Dives

Key Indicators

- Researched emerging trends, industry statistics, market growth, future developments, and industry leaders and clients in the nudgetech and DEX industry
- Recommended opportunities for our client to compete through differentiated messaging and AI-based solutions

Digital Employee Experience (DEX)

Industry cases of new DEX strategies of Accenture/Standard Chartered Bank and different factors that need to be considered for a DEX strategy

Strategy	Metrics	Description	Industry Trends												
	<ul style="list-style-type: none">>24k monthly visits to internal digital worker site680k active Microsoft Teams users per month1.1 million monthly visitors to the support portal3.8 million minutes of streamed videos per month	<p>Accenture took a robust approach to their DEX issues by integrating various workplace solutions including: Microsoft 365, Teams, Surface Hubs, Accenture Portal, Support Portal, OneDrive, Enterprise Search, and Microsoft Power Platform</p>	<ul style="list-style-type: none">Integration within HR over next 5 yearsDeclining engagement levels in employeesBusinesses using either hybrid/remote modelImportance of digital workplaces – employeeBusinesses that plan to implement EX platform												
	<ul style="list-style-type: none">104,000 productive hour per year increase85% of HR inquiries were resolved by databaseInternal employee satisfaction score was 86%150,000 hours less spent on HR processes	<p>Standard Chartered Bank integrated "myHR" portal that connected their 90,000 employees and combined employee requests, onboarding, and technological support. They created a knowledge base with 20,000 FAQ and 5,000 articles</p>	<p>A horizontal bar chart titled "Industry Trends" showing projected growth percentages for various DEX factors over the next 5 years. The factors and percentages are:</p> <table border="1"><thead><tr><th>Factor</th><th>Projected Growth (%) over 5 years</th></tr></thead><tbody><tr><td>AI and Automation</td><td>~35%</td></tr><tr><td>Employee Engagement</td><td>~55%</td></tr><tr><td>Hybrid/Remote Models</td><td>~65%</td></tr><tr><td>Digital Workspaces</td><td>~70%</td></tr><tr><td>EX Platforms</td><td>~75%</td></tr></tbody></table>	Factor	Projected Growth (%) over 5 years	AI and Automation	~35%	Employee Engagement	~55%	Hybrid/Remote Models	~65%	Digital Workspaces	~70%	EX Platforms	~75%
Factor	Projected Growth (%) over 5 years														
AI and Automation	~35%														
Employee Engagement	~55%														
Hybrid/Remote Models	~65%														
Digital Workspaces	~70%														
EX Platforms	~75%														
Background		Challenges	Key Indicators												
		<ul style="list-style-type: none">There is no all-in-one solution to DEX, need to get different vendorsLimited focus on data collection of EX leads to less personalizationPoor user experience comes from neglecting user-centric designLack of proper training on technology results in lower EXMeasuring the effectiveness and ROI of DEX strategiesIntegration between all different departments is completed effectively	<h3>Deep Dives</h3>												

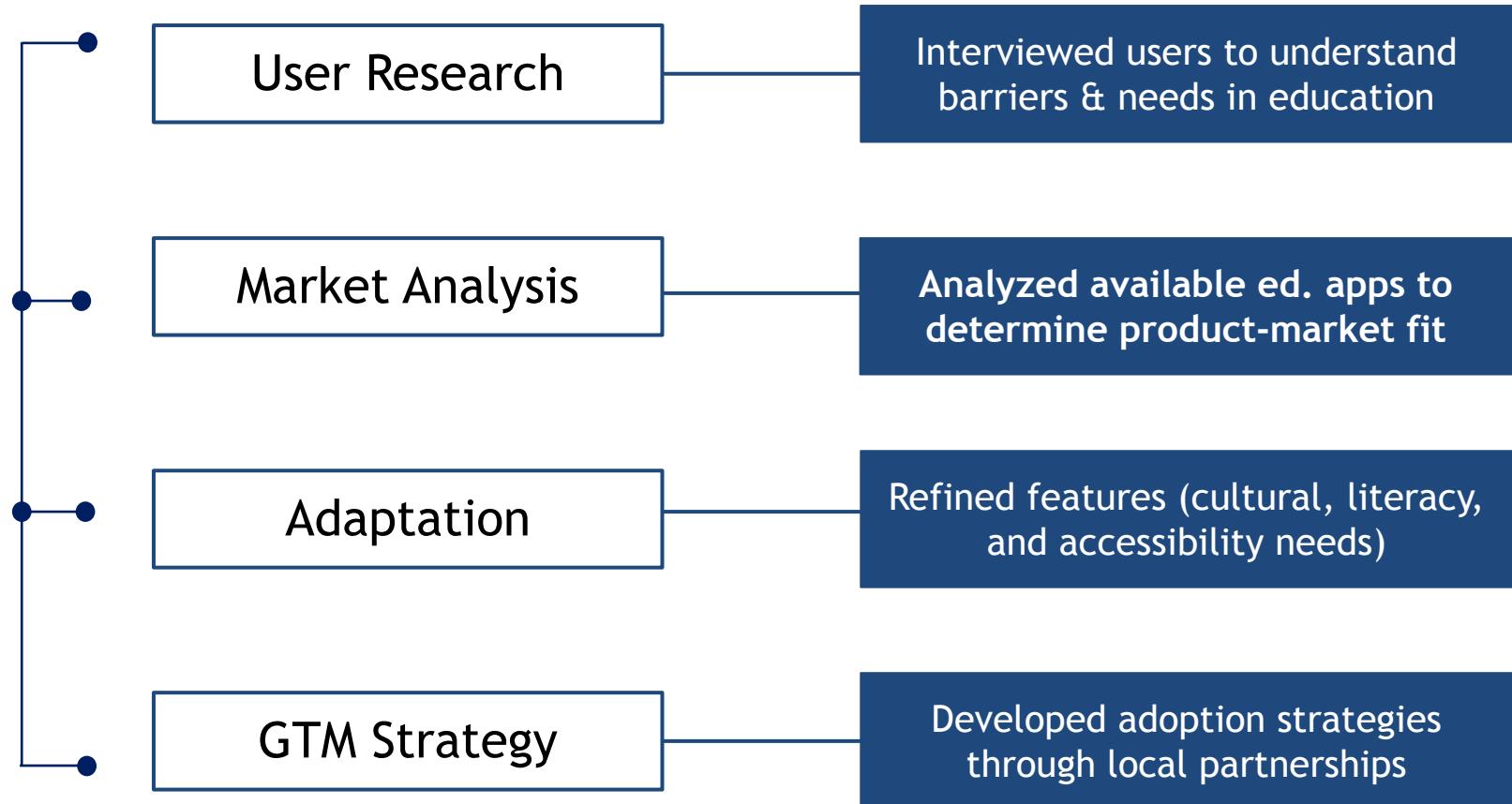


Client 4 Description:



UNICEF is a global humanitarian organization, providing healthcare, education, and aid to children in need.

Our team developed GTM, use case analysis, and adaptation research for an early-stage education app aimed at improving access to education for girls in Burundi, Nigeria.



Go-To-Market Strategy in Segmented Markets

Engagement

High data costs, low engagement, usability issues, and digital access barriers

IoGT (internet of good things)

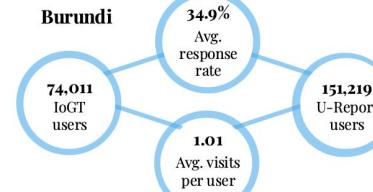
- Low Viewer Retention:** 402,203 people accessed IoGT, averaging only 1.15-1.54 views per user.
- Limited Reach:** Despite internet access, only 2% of users in South Africa use IoGT. Limited data (30%), unstable internet (23%), and lack of social adoption (20%) hinder usage.
- Usability Issues:** A learning curve and platform inadequacies affect engagement.

Key Takeaways

- High Data Costs:** Expensive data remains a major barrier across African countries.
- Smartphone Access:** Lower penetration in less developed countries, with mainly adults owning phones, while in developed countries, even young children have access.
- App Usage:** Applications are used more frequently than general internet services.

U-Report

- Access Channels:** SMS is common in low-development areas, while WhatsApp and Facebook dominate in higher-development regions.
- Local Partnerships:** Collaboration with local partners improves optimization.
- Poll Frustration:** Users feel heard but want better profiling for higher response rates and they prefer low-friction, more engaging polls.



CYC
CONSULT YOUR COMMUNITY

Engagement

High data costs, low engagement, usability issues, and digital access barriers

Learnings

Adolescents embrace digital platforms, mainly using feature phones for apps, while recognizing online benefits and drawbacks.

Adolescents prefer affirming, relevant, and engaging content, with format and urgency affecting impact.

Views on health, education, climate, and safety vary amongst the public often misaligned with institutional priorities.

Methodology

- Mixed-methods approach combining both **qualitative** and **quantitative** research using Surveys, Interviews, Workshops
- 138 platforms users: adolescents, young people, frontline workers, and caregivers in South Africa and Tanzania
- 14 consultations with UNICEF CO's on usage

Conclusion

- IoGT's value proposition in South Africa and Tanzania is **not compelling enough** to retain most young users.
- Lack of personalization and relevance** is a major pitfall for U-Report.

Recommendations

- Boost IoGT Accessibility & Relevance**
Refine low-data features and tailor content to local needs for stronger retention
- Enhance U-Report Engagement**
Use personalized responses & refresh polls to reduce fatigue/sustain interest.
- Support Partners for Better Promotion**
Provide training and responsive support to improve partner-led U-Report outreach.

Competitor Analysis

Challenges & Barriers

Engagement

Survey & Answers



- The UNICEF Go-To-Market (GTM) scope focused on the **marketing and branding** of UNICEF's Adolescent Girls Programme in Burundi and Nigeria. Initiatives such as OkApi localization and the Skills4Girls program, which offers **mentorship and digital training**, were launched to **boost mobile engagement** among young women in education.
- Preliminary research highlighted limited digital access, in Burundi, prompting the team to **explore GIGA connectivity**, expand the Internet of Good Things (IoGT) campaign (**2% user engagement**, **74K users**), and **partner w/local telecoms for zero-data access**.
- Drawing on **global case studies**, including UNICEF Guatemala's UPSHIFT program for social-emotional learning and Serbia's youth-business matching platform, the GTM strategy integrated best practices to **enhance youth employability and resilience**. Final recommendations included **launching SMS and USSD surveys**, **call center partnerships**, **in-person events**, and **gamified learning experiences** like Burundi's Week of the Young Coder.



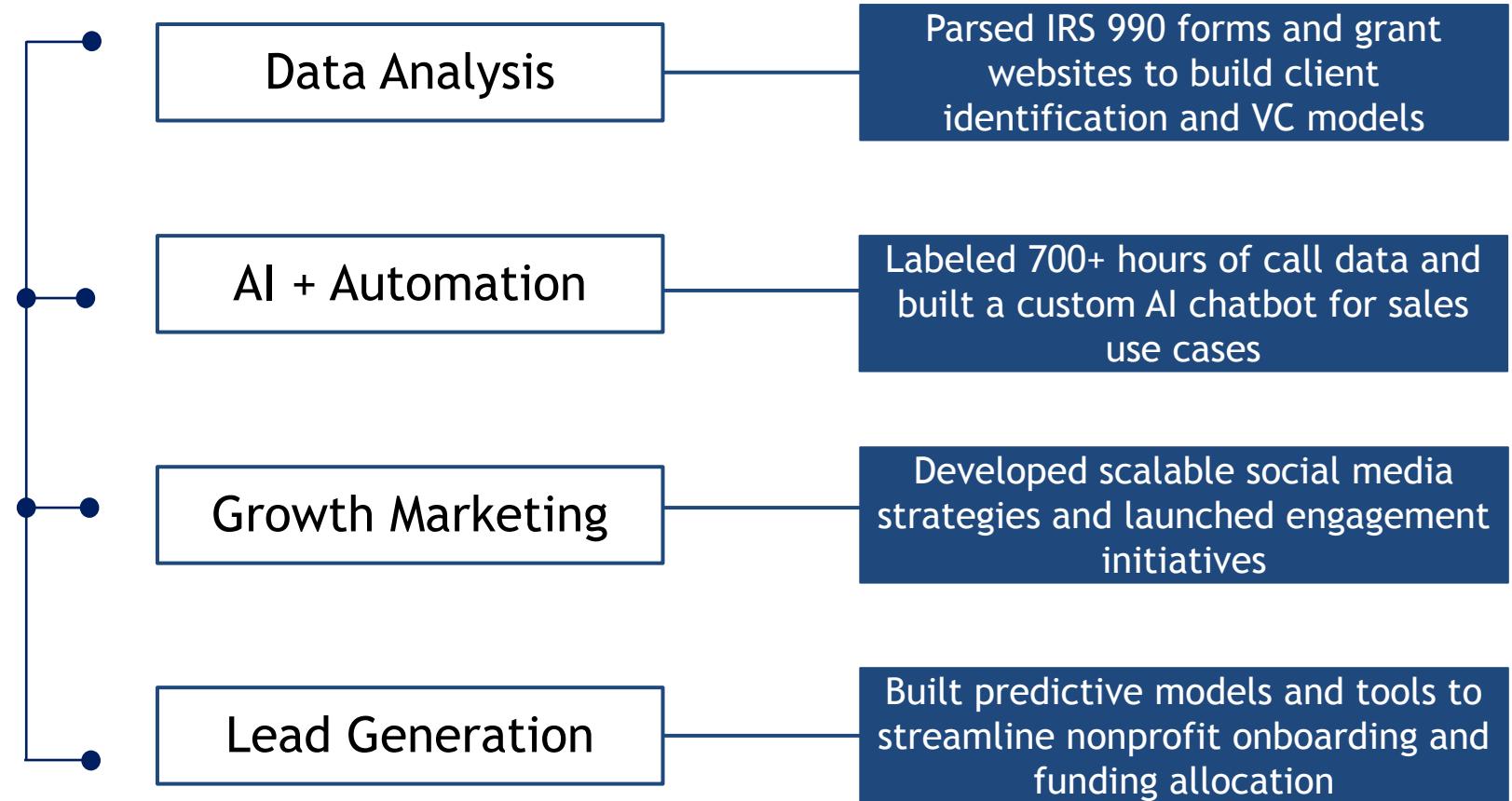


Client 5 Description:

B Generous

B Generous is a fintech startup that provides upfront funding to nonprofits by matching anticipated grants and donations, allowing them to access capital faster.

Our team worked with data, automation, and marketing strategy, to optimize operations and scale growth.



Data Scraping Pipeline to Financial Analysis & Modeling (B Generous)

B Generous



Data Analysis Documentation

Created by Devanshi Kothari

IRS 990 Forms

- IRS 990 Forms are mandatory tax filings with the IRS required for organizations that are non-profits or tax-exempt. Form 990 is the IRS's primary tool for gathering information about tax-exempt organizations, educating organizations about tax law requirements, and promoting compliance.
- Additionally, these forms enable organizations to disclose pertinent information regarding their programs to the public.
 - Form 990 encompasses a variety of critical information, including Schedule B: Contributions received, Schedule C: Political activities, Schedule D: Financial statements, Schedule G: Fundraising details, and Schedule I: Grants.
- For B Generous, key insights from Form 990 include financial data (expenses, revenues, assets, liabilities, tax deductions and write-offs, donor contributions, grants, and funds), a summary of the organization's mission, and the number of volunteers and employees, along with their respective salaries.
- Count of Records: 1,849,111 from the years 2015 - 2023.

Revocations

- The IRS reserves the authority to revoke a non-profit's tax-exempt status due to inactivity or as a result of audits. Analyzing this data is essential for identifying organizations that may pose risks for lending.
- Audits for Determination: This category includes non-profits that have been audited and determined not to qualify as tax-exempt.
 - Count of Records: 1,368 from the years 1999 - 2021 (featured below).
- Inactivity: This category encompasses non-profits that have had their tax-exempt status revoked for failure to file necessary documentation.
 - Count of Records: 1,118,623 from the years 2011 - 2024 (featured below).



Financial Data Analysis was an additional scope within this project. A table was created outlining metrics used to evaluate the revocation for nonprofits.

Report of Data Analysis Documentation with explanation of IRS 990 Forms & Revocation. IRS Data was studied to understand how B-Generous should acquire clients.

Visualization

- Using the joined dataset, a dashboard was created with ratios calculated for the bad candidates. This dashboard features:
 - A histogram of revenue versus expenses.
 - A table listing the top five unique organizations with the highest and lowest revenue minus expenses (featured below).
 - Compensation ratios and gross receipts relative to expenses, organized by unique organizations (featured below).

Revenues Less Expenses Sorted by Highest Amt			Employees earning 100K over Total Employees Sorted		
RevenuesLessExpensesAmt	Name	EIN	100K over Total Employees	TaxYr	Revoked Missing Tax Filing - EIN_name
8,343,370,283	FIDELITY INVESTMENTS CHARITABLE GIFT FUND FOUNDATION	910999179	1	2019	TRUSSARDI FOUNDATION INC
2,562,888,941	THRIVE! FINANCIAL FOR LUTHERANS	911741189	1	2022	NATIONAL ASSOCIATION OF POSTAL
926,465,839	UNIVERSITY OF WISCONSIN ASSOCIATION	911741189	1	2022	NATIONAL ASSOCIATION OF POSTAL
603,625,570	UNIVERSITY OF CALIFORNIA SAN FRANCISCO	911741189	1	2020	VILLAGE GREEN
602,128,697	NEW YORK UNIVERSITY CLUB INC	911741189	1	2021	PHILADELPHIA AREA INDEPENDENT SCHOOLS
517,642,374	UNIVERSITY OF SOUTHERN CALIFORNIA	911741189	1	2018	CITIZENS UNITED FOUNDATION
461,105,561	UNIVERSITY CLUB OF ROCHESTER	911741189	1	2020	PHILADELPHIA AREA INDEPENDENT SCHOOLS
381,504,510	NATURE CONSERVANCY	911741189	1	2016	PHILADELPHIA AREA INDEPENDENT SCHOOLS

Rows 1-8 of first 2000 < >

Revenues Less Expenses Sorted by Lowest Amt			Gross Receipts to Expenses		
RevenuesLessExpensesAmt	Revised Missing Tax Filing - EIN_name	EIN	Gross Receipts/Total Exp.	Name	
-210,912,973	PRAIRIE HEALTH	910999179	2,437,797.03	NOHOC AFFORDABLE COMMUNITIES INC	
210,741,189	AURORA HEALTH CARE INC	911442285	36,683.48	IMTA EQUITIES	
-162,737,629	GOOD VENTURES	452737586	35,556.28	YIKERAI YEHUSHALAYIM INC	
150,731,988	NEW YORK UNIVERSITY CLUB INC	135562308	23,329.28	PRAIRIE UNITED GROUP INC	
139,670,732	UNIVERSITY OF SOUTHERN CALIFORNIA	911640394	20,087.2	SOUTH GEORGIA REGIONAL LIBRARY	
-105,357,309	ST LUCES HEALTH SYSTEM FOUNDATION	760536232	19,377.66	PARIS FOUNDATION	
96,450,177	EASTERN MAINE HEALTH CARE SYSTEM	010927166	18,828.54	NEW MEXICO PLUS EDUCATION INC	
-78,015,636	EAST JEFFERSON GENERAL HOSPITAL	723692804	7,966.8	HISTORIC FIRST PRESBYTERIAN CHURCH PRESERVATION	

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Revenues Less Expenses Sorted by Lowest Amt			Gross Receipts to Expenses		
RevenuesLessExpensesAmt	Revised Missing Tax Filing - EIN_name	EIN	Gross Receipts/Total Exp.	Name	
-210,912,973	PRAIRIE HEALTH	910999179	2,437,797.03	NOHOC AFFORDABLE COMMUNITIES INC	
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-162,737,629	GOOD VENTURES	452737586	35,556.28	YIKERAI YEHUSHALAYIM INC	
150,731,988	NEW YORK UNIVERSITY CLUB INC	135562308	23,329.28	PRAIRIE UNITED GROUP INC	
139,670,732	UNIVERSITY OF SOUTHERN CALIFORNIA	911640394	20,087.2	SOUTH GEORGIA REGIONAL LIBRARY	
-105,357,309	ST LUCES HEALTH SYSTEM FOUNDATION	760536232	19,377.66	PARIS FOUNDATION	
96,450,177	EASTERN MAINE HEALTH CARE SYSTEM	010927166	18,828.54	NEW MEXICO PLUS EDUCATION INC	
-78,015,636	EAST JEFFERSON GENERAL HOSPITAL	723692804	7,966.8	HISTORIC FIRST PRESBYTERIAN CHURCH PRESERVATION	

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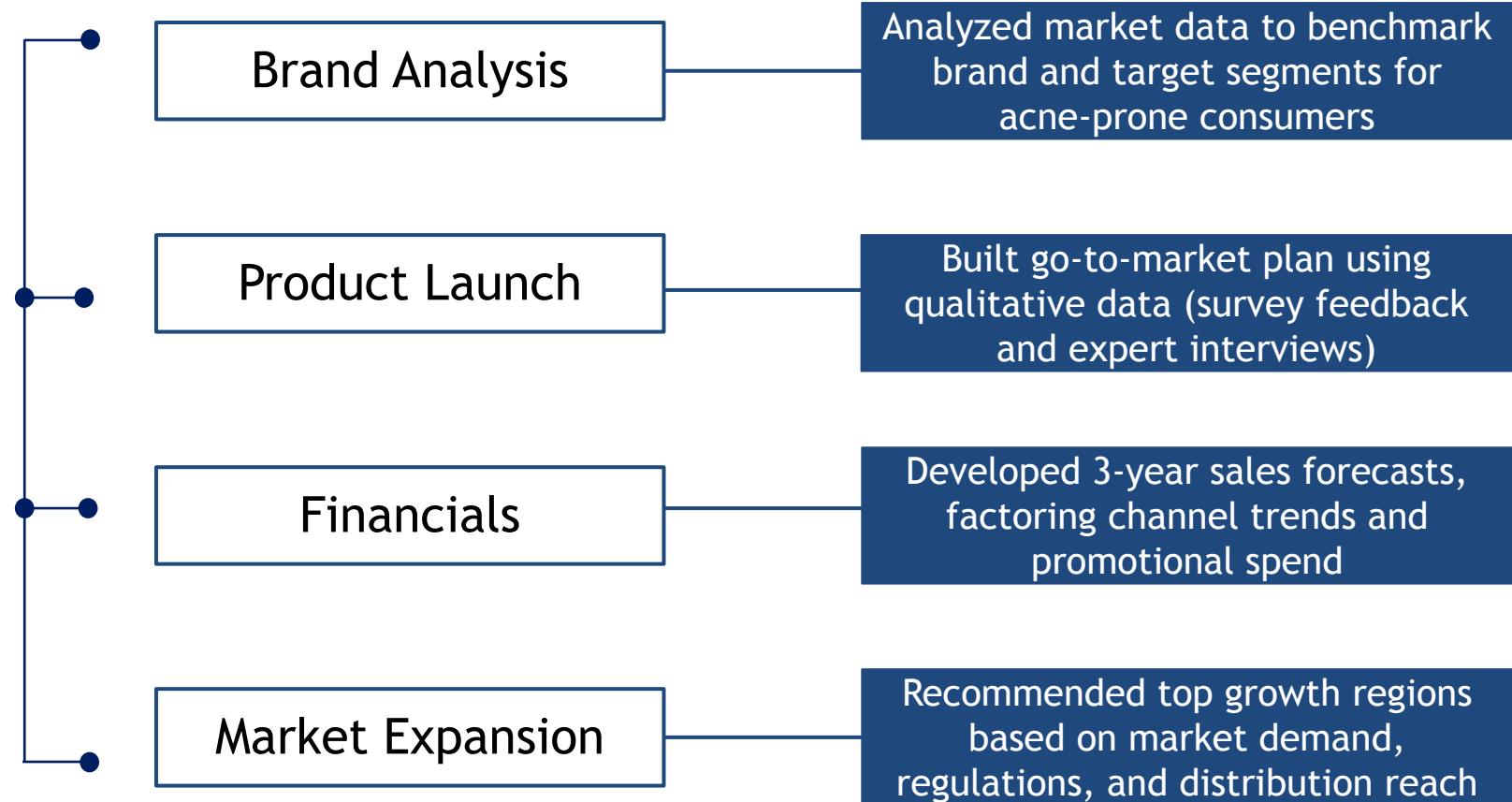
Client 6 Description:



PEACE OUT

Peace Out Skincare is a leading skincare brand focused on acne-prone skin, known for combining clean ingredients with clinical results.

Our team conducted research and strategic analysis to support a new product launch and long-term brand expansion across markets.



Revenue Growth Research & Modeling w/ Market Expansion

Corporate Name Vetted

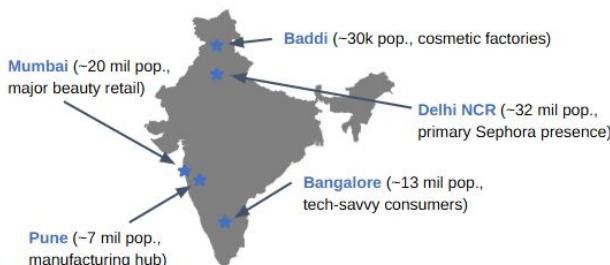
India: Language, Manufacturing, and Where to Sell

Key considerations for manufacturing partnerships, packaging, and target cities for initial sales



Manufacturing

- Manufacturing partnerships could be explored in **Baddi** or **Pune**, India's main cosmetics hubs. Connected and nearby major beauty retail market cities.
- Local production could help avoid 30-40% import taxes if scaling is successful.



Manufacturing Costs

Basic OEM	~ \$1-2/unit
Custom formula + packaging	~ \$3-5/unit
Labor cost	~ \$1.10/hour

Language Barriers

- English is acceptable for packaging, but bilingual (English + Hindi) labeling can boost accessibility.
- Simplified skincare instructions and local language ads (Tamil, Telugu, Bengali) are important for Tier 2/3 city reach.

- Analyze India's regulations for skincare, OTC products, and import/export requirements.
- Run focus groups or interviews with Indian consumers to understand skin concerns, preferences (e.g. natural/clean ingredients, Ayurvedic, anti-pollution, etc.).

- Build pricing models adjusted for Indian taxes, duties, and consumer price sensitivity.
- Plan promotions, introductory offers, bundles, and trial sizes.
- Use data to refine product mix, messaging, and channel investments.

Factors for Revenue Growth

Key growth levers to drive scalability, relevance, and reach in a competitive skincare market



Increasing DTC E-commerce Sales

Higher margins, direct customer relationships, and ownership of data make this critical for scaling and long-term profitability.



Enhanced Product Innovation

New technology keeps PO competitive, relevant, and be able to justify premium pricing in a saturated market.



Strong Brand Visibility

Influencer-driven marketing through social media platforms is essential for customer acquisition of younger consumers, who drive skincare trends.

Year	Income	Expenses	Estimated Sales	Sales change %	Projected Profit
2023	\$60M	\$54M	1,200,000	X	\$6M
2024	\$65M	\$60M	1,300,000	8.33%	\$5M
2025	75,000,000	60,000,000	1,250,000	15.38%	15,000,000
2026	52,500,000	28,000,000	1,500,000	0%	24,500,000
2027	63,000,000	32,000,000	1,800,000	20%	31,000,000
2028	73,500,000	36,000,000	2,100,000	16.67%	37,500,000
2029	84,000,000	40,000,000	2,400,000	14%	44,000,000

Revenue projections through Excel spreadsheets

Key Takeaway

- Scale DTC and invest in product innovation.
- Amplify brand reach through influencer-led social media to engage younger consumers.
- Aligns with shifting consumer behaviors and market trends toward personalized experiences.

Client Impact & Summary

Antora Energy

(Market Entry & Competitive Intelligence)

Analyzed 11,000+ industrial facilities across Europe and Australia to identify \$2B+ market opportunities.

Delivered thermal load analysis, competitive positioning, and regional prioritization framework enabling data-driven cleantech expansion decisions.

Fortune 50 Financial Services

(Emerging Technology Strategy)

Mapped 5+ quantum computing platforms and identified 10+ competitive differentiation strategies.

Uncovered 6x market growth projection (\$4.3B to \$25.5B) in nudgetech/DEX space, positioning client early in high-growth emerging technology sector.

UNICEF

(Strategic Market Analysis & GTM)

Conducted user research in underserved markets to inform education platform GTM strategy.

Analyzed competitive landscape, identified accessibility barriers, and developed partnership-based adoption strategies to expand digital education access.

B-Generous

(Data-Driven Market Intelligence)

Parsed 200,000+ IRS records to build predictive nonprofit funding models and client segmentation framework.

Created automated lead generation pipeline streamlining client acquisition and improving capital allocation decisions.

Peace Out Skincare

(Market Analysis & Launch Strategy)

Benchmarked acne-skincare competitive landscape and consumer segments.

Developed GTM plan with 3-year sales forecasts and identified priority expansion markets based on demand, regulations, and distribution analysis.