Bettermaps S.L. 2023-2025 Forecast Business Plan



Bettermaps S.L.

2023-2025 Forecast

Business Plan

Generated April 18, 2023

# Ingresos

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| Ingresos | 2023 | 2024 | 2025 |
| Subscriptions | €13.828 | €240.960 | €543.352 |
| Clientes al inicio del ejercicio |  | 410 | 2.951 |
| Porcentaje de rescisión | 40% | 30% | 25% |
| Inscripciones | 805 | 9.080 | 15.680 |
| Coste recurrente | €9,90 | €9,90 | €9,90 |
| EBT Subsidy | €97.500 |  |  |
| Consultancy | €4.000 |  |  |
| Horas facturables | 40 |  |  |
| Tarifa horaria | €100 |  |  |
| Totales | €115.328 | €240.960 | €543.352 |

# Costes directos

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| Costes directos | 2023 | 2024 | 2025 |
| Acquisition cost | €1.383 | €24.096 | €54.335 |
| Totales | €1.383 | €24.096 | €54.335 |

# Gastos

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| Gastos | 2023 | 2024 | 2025 |
| Mobile 2023 | €800 |  |  |
| Accountant | €4.200 | €4.200 | €4.200 |
| Software - Accounting | €216 | €216 | €216 |
| Software - Design | €600 | €600 | €600 |
| Upbizor | €5.000 |  |  |
| Software - Backend | €1.050 | €1.800 | €1.800 |
| Ajuste Caja EBT | €77.500 |  |  |
| ONTIER | €5.500 |  |  |
| Totales | €94.866 | €6.816 | €6.816 |

# Activos

Excluyendo efectivo, cuentas a cobrar, etc.

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| Activos | 2023 | 2024 | 2025 |
| Activos a largo plazo | €2.472 | €3.822 | €1.756 |
| Computer | €1.292 | €792 | €292 |
| Computer | €1.181 | €614 | €47 |
| Computer |  | €1.250 | €750 |
| Computer |  | €1.167 | €667 |

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| Financiaciación | 2023 | 2024 | 2025 |
| Importe recibido | €237.500 | €150.000 |  |
| Cash | €10.000 |  |  |
| Funding Round Investor | €50.000 |  |  |
| ENISA | €100.000 |  |  |
| EBT | €77.500 |  |  |
| Seed Round |  | €150.000 |  |
| Pagos | €77.500 |  | €18.000 |
| ENISA |  |  | €18.000 |
| Pago de principal | €0 | €0 | €18.000 |
| Interés pagado | €0 | €0 | €0 |
| EBT | €77.500 |  |  |
| Pago de principal | €77.500 | €0 | €0 |
| Interés pagado | €0 | €0 | €0 |
| Balance | €100.000 | €100.000 | €82.000 |
| Deuda a largo plazo | €100.000 | €100.000 | €82.000 |
| ENISA | €100.000 | €100.000 | €82.000 |
| EBT | €0 | €0 | €0 |

# Financiaciación

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| Ganancias y pérdidas proyectadas | 2023 | 2024 | 2025 |
| Ingresos | €115.328 | €240.960 | €543.352 |
| Subscriptions | €13.828 | €240.960 | €543.352 |
| Clientes al inicio del ejercicio |  | 410 | 2.951 |
| Porcentaje de rescisión | 40% | 30% | 25% |
| Inscripciones | 805 | 9.080 | 15.680 |
| Coste recurrente | €9,90 | €9,90 | €9,90 |
| EBT Subsidy | €97.500 |  |  |
| Consultancy | €4.000 |  |  |
| Horas facturables | 40 |  |  |
| Tarifa horaria | €100 |  |  |
| Costes directos | €1.383 | €24.096 | €54.335 |
| Acquisition cost | €1.383 | €24.096 | €54.335 |
| Margen bruto | €113.945 | €216.864 | €489.017 |
| % de margen bruto | 99% | 90% | 90% |
| Gastos operativos | €218.181 | €275.385 | €350.566 |
| Salarios y honorarios | €106.900 | €216.756 | €270.564 |
| Management | €40.000 | €44.000 | €36.000 |
| Frontend Developer (0,94) | €20.000 | €24.720 | €25.462 |
| Backend Developer (0,83) | €12.000 | €24.720 | €25.462 |
| Project Manager (0,78) | €14.000 | €42.000 | €42.000 |
| AI Researcher (0,67) |  | €10.000 | €0 |
| Data engineer (0,42) |  | €6.000 | €24.000 |
| Sales (1,69) | €10.500 | €27.540 | €56.181 |
| Interns (3,72) | €10.400 | €19.776 | €25.460 |
| Customer and Sales |  | €18.000 | €36.000 |
| Costos relativos del empleado | €16.415 | €51.813 | €73.186 |

# Ganancias y pérdidas proyectadas (1 of 2)

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# Ganancias y pérdidas proyectadas (2 of 2)

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| Ganancias y pérdidas proyectadas | 2023 | 2024 | 2025 |
| Mobile 2023 | €800 |  |  |
| Accountant | €4.200 | €4.200 | €4.200 |
| Software - Accounting | €216 | €216 | €216 |
| Software - Design | €600 | €600 | €600 |
| Upbizor | €5.000 |  |  |
| Software - Backend | €1.050 | €1.800 | €1.800 |
| Ajuste Caja EBT | €77.500 |  |  |
| ONTIER | €5.500 |  |  |
| Bene cio antes de intereses e impuestos | (€104.236) | (€58.521) | €138.451 |
| Gasto nanciero | €0 | €0 | €0 |
| Impuesto sobre la renta | €0 | €0 | €0 |
| Depreciación y amortización | €728 | €1.650 | €2.067 |
| Gastos totales | €220.292 | €301.131 | €406.968 |
| Bene cio neto | (€104.964) | (€60.171) | €136.384 |
| % bene cio neto | (91%) | (25%) | 25% |

# Balance proyectado

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| Balance proyectado | 2023 | 2024 | 2025 |
| Activos | €55.036 | €144.865 | €263.249 |
| Activos corrientes | €52.564 | €141.043 | €261.494 |
| Efectivo | €52.564 | €141.043 | €261.494 |
| Cuentas por cobrar | €0 | €0 | €0 |
| Activos a largo plazo | €2.472 | €3.822 | €1.756 |
| Activos a largo plazo | €3.200 | €6.200 | €6.200 |
| Depreciación acumulada | (€728) | (€2.378) | (€4.444) |
| Pasivo y Capital | €55.036 | €144.865 | €263.249 |
| Pasivo | €100.000 | €100.000 | €82.000 |
| Pasivo circulante | €0 | €0 | €0 |
| Cuentas por pagar | €0 | €0 | €0 |
| Impuestos sobre la renta a pagar | €0 | €0 | €0 |
| Impuestos sobre la venta a pagar | €0 | €0 | €0 |
| Ingresos prepagados | €0 | €0 | €0 |
| Pasivos a largo plazo | €100.000 | €100.000 | €82.000 |
| Deuda a largo plazo | €100.000 | €100.000 | €82.000 |
| Capital | (€44.964) | €44.865 | €181.249 |
| Capital desembolsado | €60.000 | €210.000 | €210.000 |
| Bene cios retenidos | €0 | (€104.964) | (€165.135) |
| Bene cios | (€104.964) | (€60.171) | €136.384 |

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| Flujo de tesoreria proyectado | 2023 | 2024 | 2025 |
| Efectivo neto de operaciones | (€104.236) | (€58.521) | €138.451 |
| Bene cio neto | (€104.964) | (€60.171) | €136.384 |
| Depreciación y amortización | €728 | €1.650 | €2.067 |
| Cambio en cuentas por cobrar | €0 | €0 | €0 |
| Cambio en cuentas por pagar | €0 | €0 | €0 |
| Cambio en impuestos sobre la renta a pagar | €0 | €0 | €0 |
| Cambio en impuestos sobre la venta a pagar | €0 | €0 | €0 |
| Cambio en ingresos prepagados | €0 | €0 | €0 |
| Efectivo neto de inversión | (€3.200) | (€3.000) |  |
| Activos comprados o vendidos | (€3.200) | (€3.000) |  |
| Efectivo neto de inversión de nanciamiento | €160.000 | €150.000 | (€18.000) |
| Inversiones recibidas | €60.000 | €150.000 |  |
| Cambio en deuda a largo plazo | €100.000 | €0 | (€18.000) |
| Efectivo al inicio del ejercicio | €0 | €52.564 | €141.043 |
| Cambio neto en efectivo | €52.564 | €88.479 | €120.451 |
| Efectivo al cierre del ejercicio | €52.564 | €141.043 | €261.494 |

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