

Auto *Park*

Intelligent engine that powers autonomous car parking

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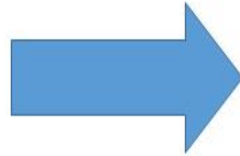
Autonomous cars are the wave of the future



2020 One in 10
cars are autonomous

2030 One in 4 cars
are autonomous

Car ownership is a thing of the past



5min Target
time to service

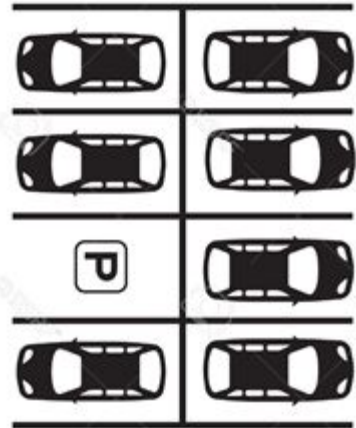
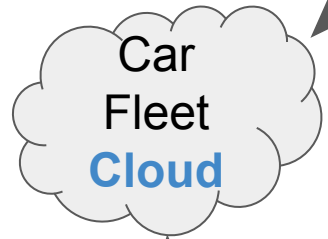
Service availability will be the key

- Control Auto. Cars
- Best spread algorithms
- APIs for AutoPark

AutoPark Service



- Parking spaces inventory
- Prices per spot & time in day
- Best fit algorithms (Closest, area)
- APIs for fleet clouds
- APIs for parking owner's apps
- Billing & Transactions



Optimized for demand



Target market



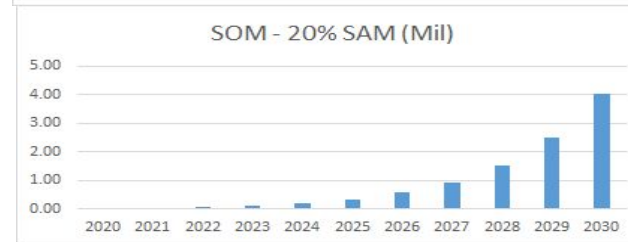
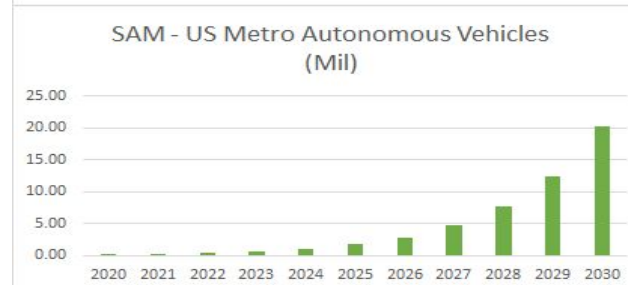
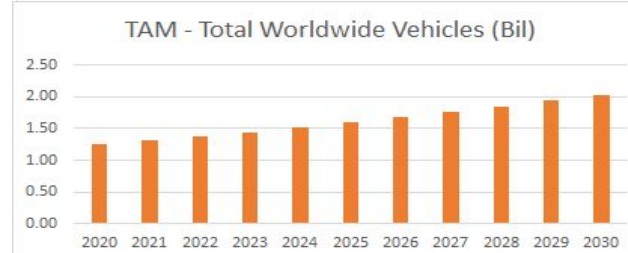
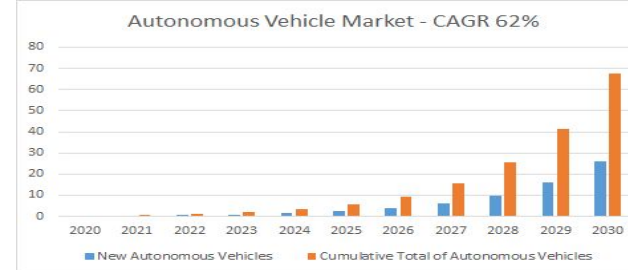
Fleet Owners

By 2025...

TAM (Worldwide Vehicles) **1.6B**

SAM (AutoN Cars in US Metro) **1.71M**

SOM (20% of SAM) **340K**

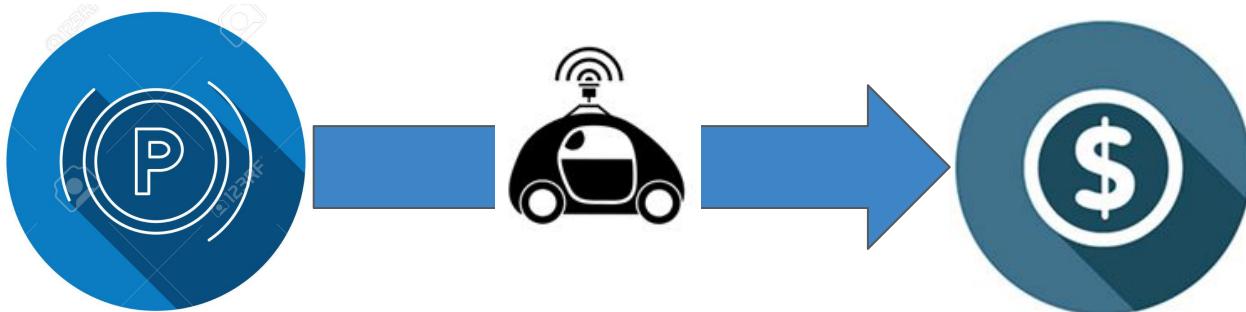


Go-to-market

- Stealth mode - Build relationships and software
- PoC 1 or 2 fleet companies
1 city (San Francisco)
- PoC - 3 fleet companies
3 cities (Pittsburg, San Francisco, Denver)
- Expand to Full operation @ 5 Cities and beyond
Build fleet agnostic operations

Business model

- Offer autonomous cars fleets relevant parking spaces for commission
 - Present local businesses an opportunity to leverage their existing assets
 - Offer autonomous cars fleet companies attractive parking & charging locations
 - Transaction based charge
- Grow with autonomous car adoption



5 Year Projected P&L

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue					
Gross revenue	\$15,330,000	\$22,995,000	\$50,589,000	\$136,590,300	\$409,770,900
Cost of goods sold	14,946,750	21,845,250	47,047,770	122,931,270	348,305,265
Gross margin	\$383,250	\$1,149,750	\$3,541,230	\$13,659,030	\$61,465,635
Total revenue	\$383,250	\$1,149,750	\$3,541,230	\$13,659,030	\$61,465,635
Operating expenses					
Sales and marketing	\$500,000	\$625,000	\$843,750	\$1,181,250	\$1,771,875
Payroll and payroll taxes	1,500,000	\$1,875,000	\$2,531,250	\$3,543,750	\$5,315,625
Depreciation	0	0	0	0	0
Insurance	40,000	\$50,000	\$67,500	\$94,500	\$141,750
Maintenance, repair, and overhaul	0	0	0	0	0
Utilities	500,000	\$625,000	\$843,750	\$1,181,250	\$1,771,875
Property taxes	15,000	\$18,750	\$25,313	\$35,438	\$53,156
Administrative fees	18,000	\$22,500	\$30,375	\$42,525	\$63,788
Other	4,000	\$5,000	\$6,750	\$9,450	\$14,175
Total operating expenses	\$2,577,000	\$3,221,250	\$4,348,688	\$6,088,163	\$9,132,244
Operating income	(\$2,193,750)	(\$2,071,500)	(\$807,458)	\$7,570,868	\$52,333,391
Operating income before other items	(\$2,193,750)	(\$2,071,500)	(\$807,458)	\$7,570,868	\$52,333,391
Earnings before taxes	(\$2,193,750)	(\$2,071,500)	(\$807,458)	\$7,570,868	\$52,333,391
Taxes on income	30%	0	0	0	2,271,260
Net income (loss)	(\$2,193,750)	(\$2,071,500)	(\$807,458)	\$5,299,607	\$36,633,374

Key Highlights & Assumptions

	Year 1	Year 2	Year 3	Year 4	Year 5
Valuation @5X (Millions)	77	115	253	683	2,049
Projected Parking Spots	1,000	1,500	3,300	8,910	26,730
Revenue (YOY)		50%	120%	170%	200%
Gross Margin %	2.5%	5%	7%	10%	15%
Gross Margin(YOY)		100%	40%	43%	50%

Team and Experience



Nidhi Rao - CEO



Mayan Weiss - Head of Engineering



Raanan Kesar - SaaS Operations

Chakravarthy Kosaraju - CTO



Raamesh Deshpande - Head of Data Solutions



Baldev Ghuman - Finance



Timeline and Traction



Ask

Funding

- Round 1: \$4M
- Round 2: \$2.5M
- Round 3: \$3.5M

Advice and mentorship

- Strategic partnerships