Intelligent engine that powers autonomous car parking

Nidhi Rao, Mayan Weiss, Baldev Ghuman, Raamesh Deshpande, Raanan Kesar, Chak Kosaraju
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

Service availability will be the key
AutoPark Service

Control Auto. Cars
Best spread algorithms
APIs for AutoPark

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross revenue</th>
<th>Cost of goods sold</th>
<th>Gross margin</th>
<th>Total revenue</th>
<th>Operating expenses</th>
<th>Operating income</th>
<th>Operating income before other items</th>
<th>Earnings before taxes</th>
<th>Taxes on income</th>
<th>Net income (loss)</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>$15,330,000</td>
<td>14,946,750</td>
<td>$383,250</td>
<td>$383,250</td>
<td>$50,589,000</td>
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<td>21,845,250</td>
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<td>348,305,265</td>
<td>$61,465,635</td>
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<td>$26,730</td>
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</table>

### Key Highlights & Assumptions

<table>
<thead>
<tr>
<th>Year</th>
<th>Valuation @5X (Millions)</th>
<th>Projected Parking Spots</th>
<th>Revenue (YOY)</th>
<th>Gross Margin %</th>
<th>Gross Margin(YOY)</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>77</td>
<td>1,000</td>
<td>50%</td>
<td>2.5%</td>
<td>100%</td>
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<td>120%</td>
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<td>3,300</td>
<td>170%</td>
<td>7%</td>
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<tr>
<td>4</td>
<td>683</td>
<td>8,910</td>
<td>200%</td>
<td>10%</td>
<td>50%</td>
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<tr>
<td>5</td>
<td>2,049</td>
<td>26,730</td>
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<td>15%</td>
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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

Employees: 6

Started:
- Q1: Awareness - Parking locations & Autonomous Cars companies
- Q2: Auto signup
- Q3: MVS Website (SF)
- Q4: Beta (SF)
- Q5: Beta (3 cities)
- Q6: GA
- Q7: Round 1 $ (MVS Website Beta (SF))
- Q8: Round 2 $ (Beta (3 cities))
- Q9: Round 3 $ (GA)
Ask

Funding

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

Advice and mentorship

- Strategic partnerships