

HOME61 Inc. FINANCIALS

HOME61 (Conso)	2017	2018	2019	2020	2021
Sales Volume (GMV)	77.0 M	195.2 M	398.7 M	698.4 M	1,207.8 M
Income	2,432,147	6,265,066	12,458,725	21,412,268	36,343,545
GOGS	1,289,038	3,445,786	6,976,886	12,022,298	20,450,771
GROSS PROFIT	1,143,109	2,819,280	5,481,839	9,389,970	15,892,774
Marketing	639,425	1,161,075	1,581,208	2,207,821	2,909,924
Human Resources	1,040,419	2,228,764	2,430,592	2,591,058	2,764,556
Professional Fees	383,300	569,500	883,500	1,231,800	1,794,100
G&A	174,346	384,857	523,232	706,852	934,481
EBITDA	(1,094,380)	(1,524,916)	63,308	2,652,439	7,489,714
% of Income	-45%	-24%	1%	12%	21%
Sales Transactions	327	602	1,163	1,928	3,256
Rentals Transactions	499	1,641	2,407	2,719	3,134
Agents Roster	101	272	480	710	750
Marketing Efficiency (x income)	3.8	5.4	7.9	9.7	12.5
CAC	774	518	443	475	455
Avg Sale Transaction value	197,263	253,879	289,420	325,853	346,098

Investment	2.9 M
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HOME61 Holding	2017	2018	2019	2020	2021
Human Resources	502,660	922,715	1,050,184	1,150,331	1,260,492
Technology	180,000	120,000	165,000	225,000	285,000
Web Admin	57,000	75,000	92,000	108,000	133,000
Other Professional Fees	10,800	9,000	13,800	22,000	33,500
G&A	37,950	38,327	38,521	38,705	38,912
Total Exoenses	788,410	1,165,041	1,359,505	1,544,036	1,750,904

HOME61 MIAMI	2017	2018	2019	2020	2021
Sales Volume (GMV)	76.4 M	147.3 M	277.8 M	483.2 M	866.6 M

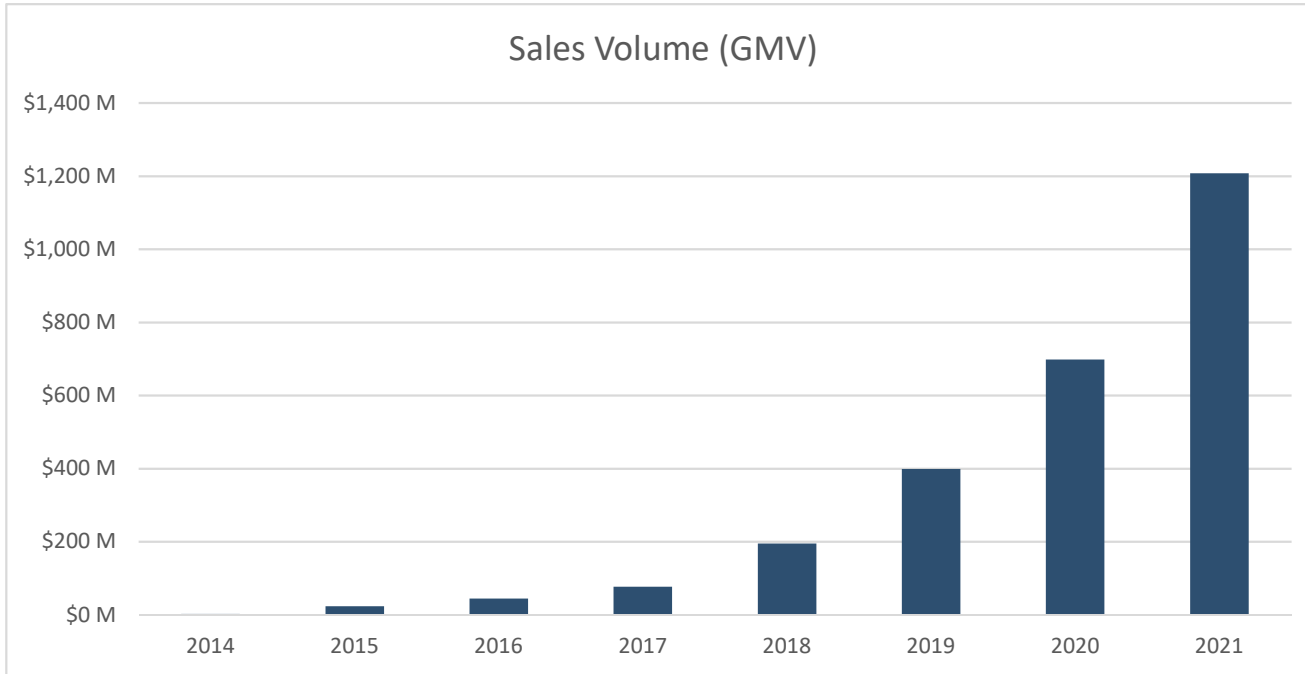
Income	2,415,047	4,753,010	8,682,735	14,736,170	25,866,578
GOGS	1,279,975	2,614,156	4,862,332	8,252,255	14,485,284
GROSS PROFIT	1,135,072	2,138,855	3,820,403	6,483,915	11,381,294
Marketing	615,500	715,125	958,258	1,253,488	1,619,624
Human Resources	492,654	514,155	536,730	560,435	585,325
Professional Fees	133,700	210,300	356,000	514,000	856,800
G&A	116,467	166,958	225,175	287,864	389,368
EBITDA	-223,249	532,317	1,744,240	3,868,127	7,930,178
% of Income	-9%	11%	20%	26%	31%
Sales Transactions	325	477	849	1,371	2,375
Rentals Transcations	494	1,314	1,721	1,680	1,759
Agents Roster	95	192	240	250	250
Marketing Efficiency (x income)	3.9	6.6	9.1	11.8	16.0
CAC	752	399	373	411	392
Avg Sale Transaction value	196,723	237,799	274,965	320,799	345,781

HOME61 NEW CITY 1	2017	2018	2019	2020	2021
Sales Volume (GMV)	0.6 M	25.2 M	61.4 M	112.7 M	179.3 M
Income	17,100	808,059	1,937,602	3,533,313	5,557,676
GOGS	9,063	444,432	1,085,057	1,978,655	3,112,299
GROSS PROFIT	8,037	363,626	852,545	1,554,658	2,445,377
Marketing	23,925	224,775	296,600	490,410	654,548
Human Resources	45,105	395,115	424,561	443,005	462,371
Professional Fees	1,800	77,800	130,900	189,600	259,000
G&A	19,928	89,238	125,138	173,857	209,922
EBITDA	-82,721	-423,302	-124,653	257,786	859,536
% of Income	-484%	-52%	-6%	7%	15%
Sales Transactions	2	65	156	284	448
Rentals Transcations	5	208	404	655	885
Agents Roster	3	40	120	230	250
Marketing Efficiency (x income)	0.7	3.6	6.5	7.2	8.5
CAC	3,418	823	530	522	491
Avg Sale Transaction value	285,000	305,308	326,987	337,394	349,196

Investment	630.7 KUSD
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HOME61 NEW CITY 2	2017	2018	2019	2020	2021
Sales Volume (GMV)	0.0 M	22.6 M	59.4 M	102.5 M	161.9 M
Income	0	703,997	1,838,388	3,142,785	4,919,291
GOGS	0	387,199	1,029,497	1,791,388	2,853,189
GROSS PROFIT	0	316,799	808,891	1,351,398	2,066,102
Marketing	0	221,175	326,350	463,923	635,751
Human Resources	0	396,780	419,116	437,288	456,368
Professional Fees	0	77,400	125,800	173,200	226,800
G&A	0	90,334	134,398	206,425	296,279
EBITDA	0	-468,890	-196,774	70,562	450,904
% of Income	0%	-67%	-11%	2%	9%
Sales Transactions	0	60	158	273	433
Rentals Transcations	0	119	282	384	490
Agents Roster	3	40	120	230	250
Marketing Efficiency (x income)	0.0	3.2	5.6	6.8	7.7
CAC	0	1,236	742	706	689
Avg Sale Transaction value	0	326,000	330,000	339,231	344,630

Investment	702.4 KUSD
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HOME61 Inc.
Sales Volume (GMV)
Income
GOGS
GROSS PROFIT
Marketing
Human Rersources
Professional Fees
G&A
EBITDA
% of Income

			Projections				
2014	2015	2016	2017	2018	2019	2020	2021
2.0 M	23.5 M	44.0 M	77.0 M	195.2 M	398.7 M	698.4 M	1,207.8 M
64,243	750,057	1,169,524	2,432,147	6,265,066	12,458,725	21,412,268	36,343,545
(40,822)	(416,081)	(601,504)	(1,289,038)	(3,445,786)	(6,976,886)	(12,022,298)	(20,450,771)
23,421	333,976	568,020	1,143,109	2,819,280	5,481,839	9,389,970	15,892,774
(10,498)	(163,814)	(451,275)	(639,425)	(1,161,075)	(1,581,208)	(2,207,821)	(2,909,924)
(57,182)	(350,723)	(501,602)	(1,040,419)	(2,228,764)	(2,430,592)	(2,591,058)	(2,764,556)
(49,351)	(216,410)	(312,033)	(383,300)	(569,500)	(883,500)	(1,231,800)	(1,794,100)
(12,753)	(125,779)	(171,401)	(174,346)	(384,857)	(523,232)	(706,852)	(934,481)
(106,363)	(522,750)	(868,292)	(1,094,380)	(1,524,916)	63,308	2,652,439	7,489,714
-166%	-70%	-74%	-45%	-24%	1%	12%	21%