

Statistik		2022	2023	2024	2025	2026	2027	2028
In need of care	In total	4,875,337	5,200,000	5,526,000	5,852,000	6,178,000	6,504,000	6,830,000
of which	Home	4,044,126						
	without any prof. care	2,850,000						
Care requirements	PG2-5 overall	4,161,852						
	PB outpatient PG 2-5	3,334,405						
	sweet spot Ü65 + PG2-3 + amb.	2,609,058	2,775,000	2,950,000	3,125,000	3,300,000	3,475,000	3,650,000
Of PG 2-5 outpatient call for funds		226,419						
from PG 2-5 at home w/o retrieval		3,107,986	3,325,000	3,525,000	3,725,000	3,950,000	4,150,000	4,350,000
	in the sweet spot unretrieved	2,431,893	2,575,000	2,750,000	2,925,000	3,075,000	3,250,000	3,400,000
reimbursement per year per SCD		1,612 €	1,612 €	1,612 €	3,539 €	3,539 €	3,539 €	3,698 €
noncalled federal budget		5,010,073,432 €	5,359,900,000 €	5,682,300,000 €	13,182,775,000 €	13,979,050,000 €	###	16,087,409,250 €

annual increase avg.
326,000

2025 bis 06. 2418€, then until 2027 3539€, starting 2028 inflation indexed

Age in years	outpatient SCD „Standardised care degree“ / PG				total		without PG 1 / SCD 1
	1	2	3	4			
x up to less than 15	24,106	86,358	84,432	24,552	8,441	227,889	5.6% 203,783
15 to under 20	6,348	24,092	21,254	8,984	4,966	65,644	1.6% 59,296
20 to under 25	4,411	15,750	13,900	6,922	4,745	45,728	1.1% 41,317
25 to under 30	4,507	12,361	10,048	5,169	4,043	36,128	0.9% 31,621
30 to under 35	5,994	12,885	9,717	4,956	3,880	37,432	0.9% 31,438
35 to under 40	7,652	14,965	9,994	4,896	3,121	40,628	1.0% 32,976
40 to under 45	10,008	18,550	11,221	4,656	2,637	47,072	1.2% 37,064
45 to under 50	12,315	23,883	14,009	5,045	2,267	57,519	1.4% 45,204
50 to under 55	21,185	41,471	23,341	7,197	2,742	95,936	2.4% 74,751
55 to under 60	34,633	68,765	37,723	10,976	3,921	156,018	3.9% 121,385
60 to under 65	44,869	93,664	50,259	14,241	4,565	207,598	5.1% 162,729
65 to under 70	52,530	113,945	61,182	17,406	5,360	250,423	6.2% 197,893
70 to under 75	70,354	155,878	83,356	24,433	6,931	340,952	8.4% 270,598
75 to under 80	86,194	196,120	107,214	31,350	8,687	429,565	10.6% 343,371
80 to under 85	161,333	382,017	206,556	59,242	15,535	824,683	20.4% 663,350
85 to under 90	122,978	352,442	206,086	61,282	15,756	758,544	18.8% 635,566
90 and older	40,304	174,862	138,953	52,824	15,424	422,367	10.4% 382,063
in total	709,721	1,788,008	1,089,245	344,131	113,021	4,044,126	3,334,405

„Sweet Spot FLEXXI“ 2,609,058
 In 2022 83 % Of all SCD/Pgs were outpatients
 54 % Of all SCD/PG are in PG 2 and PG 3 & over 30 & outpatient

minor physical, Restriction in mental or mobility, such as psycholog getting dressed or ical going to the toilet : limitations independently

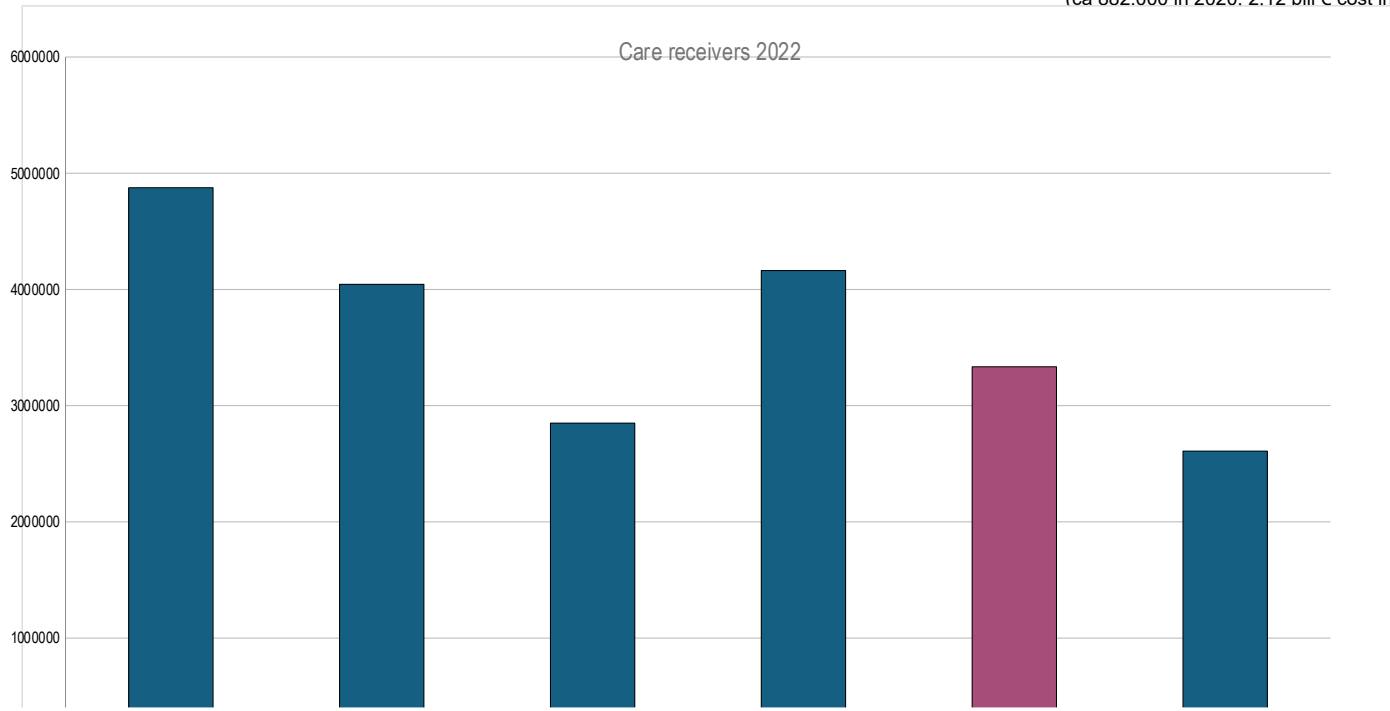
partial immobility of arms and legs

extensive difficulties in everyday life independently

massively restricted in independence and coping with everyday life

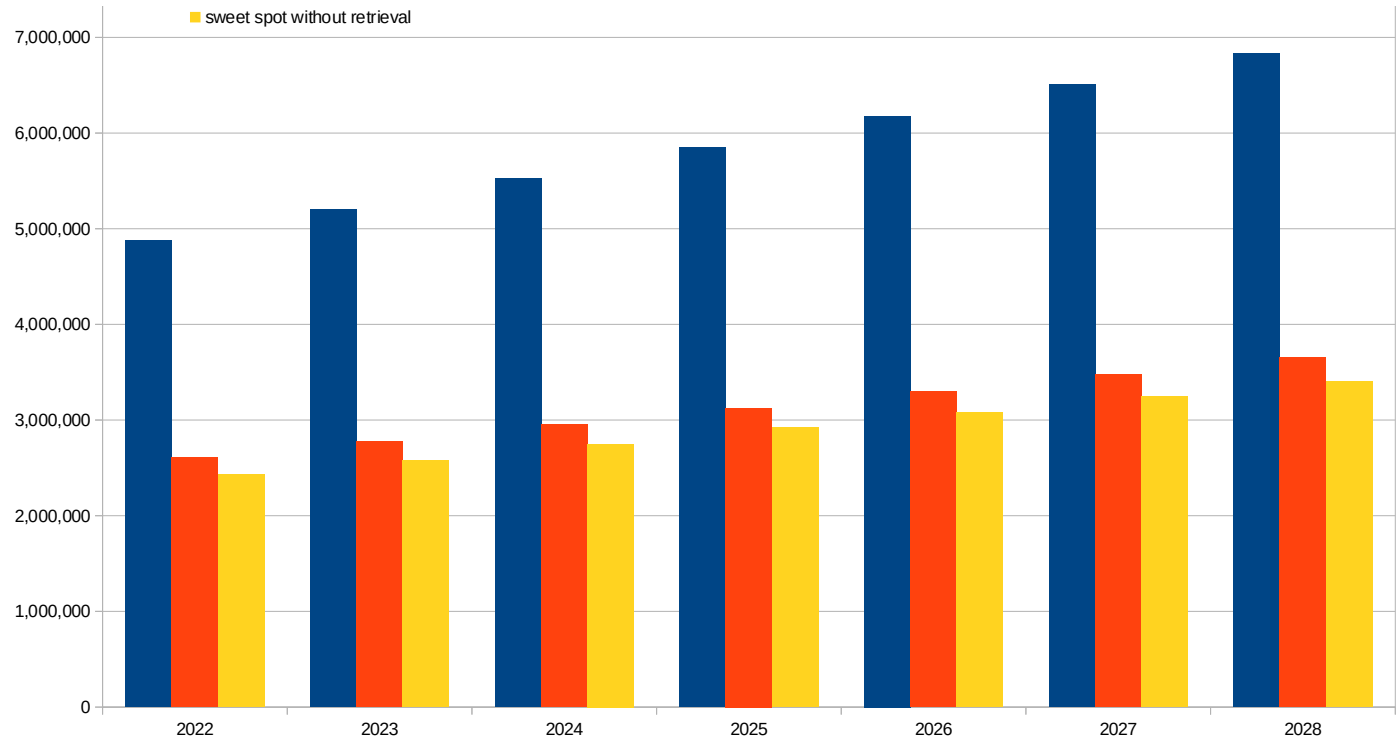
https://www.bundesgesundheitsministerium.de/fileadmin/Dateien/3_Downloads/Statistiken/Pflegeversicherung/Leistungsempfaenger/2022_Leistungsempfaenger-nach-Altersgruppen-und-Pflegegraden-insgesamt.pdf
<https://www.springermedizin.de/pflege/sucht/epidemiologie-der-pflege-praevaleanz-und-inanspruchnahme-sowie-di/25290666#:~:text=Rund%204%2C6%20Mio.,sind%2080%20Jahre%20und%20%20C3%A4lter.>
<https://www.destatis.de/DE/Themen/Querschnitt/Demografischer-Wandel/Hintergruende-Auswirkungen/demografie-pflege.html#:~:text=Im%20Dezember%201999%20gab%20es,waren%20es%204%2C96%20Millionen.>
https://www.vdek.com/presse/daten/f_pflegeversicherung.html 2023 : Gesamtzahl der Pflegebedürftigen <https://www.n-tv.de/panorama/Zahl-der-Pflegebeduerftigen-steigt-2023-besonders-stark-article24871782.html>

2022	PG 1	PG 2	PG 3	PG 4	PG 5	
outpatient	709,721	1,788,008	1,089,245	344,131	113,021	18 % of SCN 2-5 take respite care reimbursement
other	3,764	178,529	297,096	237,895	113,927	2,222.29 € avg bill per user in respite care at home and outside
in total	713,485	1,966,537	1,386,341	582,026	226,948	out of a entitled 3,224.00 € 69 % (ca 882.000 in 2020. 2.12 bill € cost in 2022)



development care needs and potential



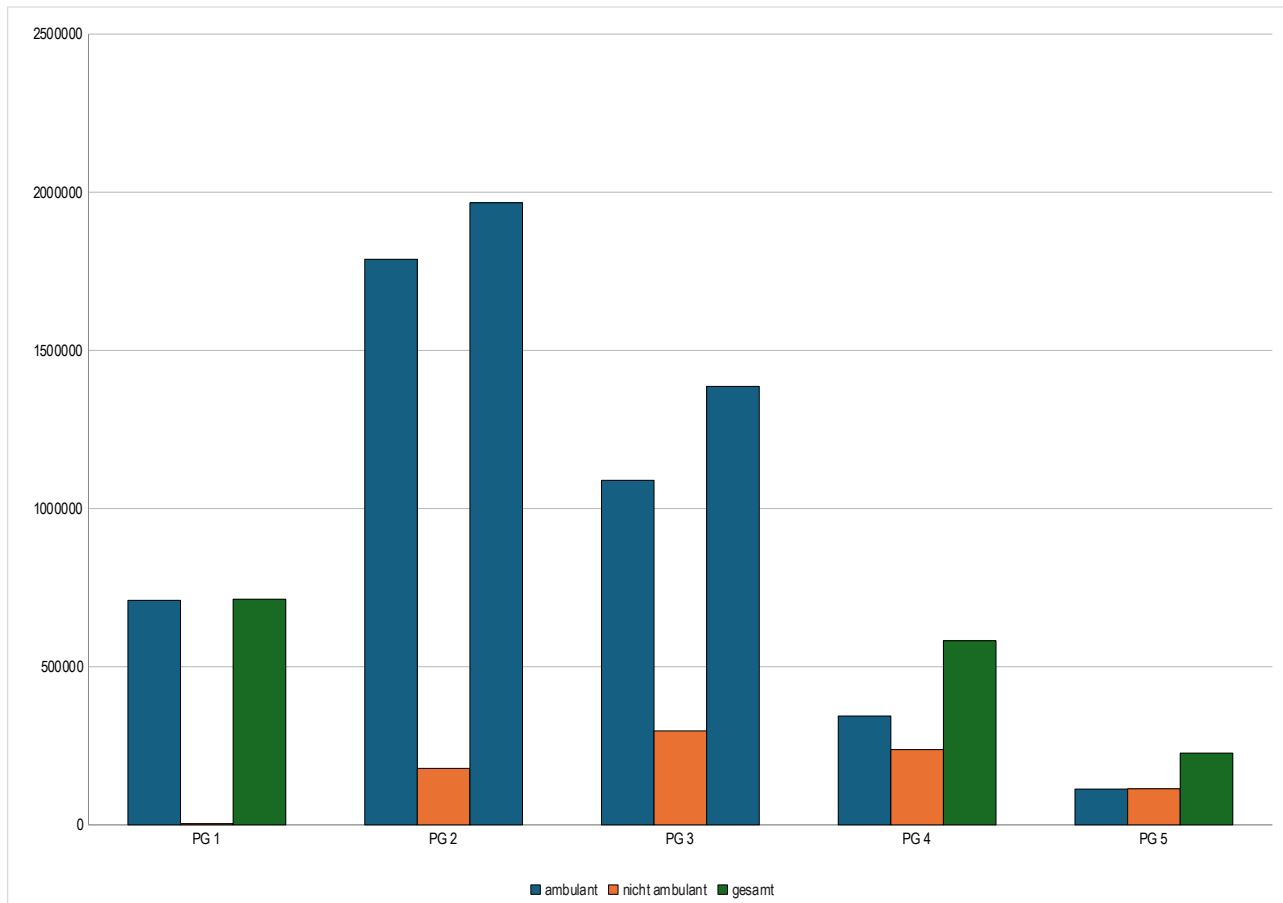


	stationary SCD / PG					in facility Disability care SCD / PG					total SCD / PG					zusammen					
	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	
6.11 %	4	15	41	55	166	281	0.04 %	0	1034	1286	702	472	3494	2.49 %	24,110	87,407	85,759	25,309	9,079	231,664	4.8%
1.78 %	6	4	7	15	87	119	0.02 %	0	1213	1468	990	716	4387	3.12 %	6,354	25,309	22,729	9,989	5,769	70,150	1.4%
1.24 %	8	19	36	34	176	273	0.04 %	0	1931	2004	1571	1217	6723	4.79 %	4,419	17,700	15,940	8,527	6,138	52,724	1.1%
0.95 %	14	50	47	62	236	409	0.06 %	0	2750	2583	1859	1418	8610	6.13 %	4,521	15,161	12,678	7,090	5,697	45,147	0.9%
0.94 %	10	82	113	156	368	729	0.11 %	0	3611	3100	2356	1607	10674	7.60 %	6,004	16,578	12,930	7,468	5,855	48,835	1.0%
0.99 %	22	191	258	229	569	1,269	0.18 %	0	4180	3070	2458	1429	11137	7.93 %	7,674	19,336	13,322	7,583	5,119	53,034	1.1%
1.11 %	28	294	441	438	690	1,891	0.27 %	0	4594	3026	2223	1068	10911	7.77 %	10,036	23,438	14,688	7,317	4,395	59,874	1.2%
1.36 %	29	504	759	722	880	2,894	0.42 %	0	4880	3070	2123	858	10931	7.78 %	12,344	29,267	17,838	7,890	4,005	71,344	1.5%
2.24 %	67	1,187	2,045	1,700	1,718	6,717	0.97 %	0	7307	4427	2633	976	15343	###	21,252	49,965	29,813	11,530	5,436	117,996	2.4%
3.64 %	148	2,659	4,918	3,830	2,953	14,508	2.10 %	0	9491	5591	3113	922	19117	###	34,781	80,915	48,232	17,919	7,796	189,643	3.9%
4.88 %	228	4,744	8,430	6,373	4,095	23,870	3.46 %	0	8696	4929	2280	641	16546	###	45,097	107,104	63,618	22,894	9,301	248,014	5.1%
5.93 %	279	6,493	11,703	8,832	4,777	32,084	4.64 %	0	5778	3057	1357	393	10585	7.54 %	52,809	126,216	75,942	27,595	10,530	293,092	6.0%
8.12 %	313	8,038	16,036	12,673	6,648	43,708	6.33 %	0	3439	1956	845	208	6448	4.59 %	70,667	167,355	101,348	37,951	13,787	391,108	8.0%
10.30 %	373	9,982	21,931	19,073	9,816	61,175	8.86 %	0	1421	978	356	103	2858	2.04 %	86,567	207,523	130,123	50,779	18,606	493,598	10.1%
19.89 %	706	22,957	51,952	44,729	20,730	141,074	20.42 %	0	878	614	292	69	1853	1.32 %	162,039	405,852	259,122	104,263	36,334	967,610	19.8%
19.06 %	849	30,132	67,565	54,982	23,581	177,109	25.64 %	0	278	218	133	26	655	0.47 %	123,827	382,852	273,869	116,397	39,363	936,308	19.2%
11.46 %	680	29,634	69,390	58,669	24,304	182,677	26.44 %	0	63	47	32	10	152	0.11 %	40,984	204,559	208,390	111,525	39,738	605,196	12.4%
	3,764	116,985	255,672	212,572	101,794	690,787			61544	41424	25323	12133	140424		713,485	1,966,537	1,386,341	582,026	226,948	4,875,337	

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Davon : outpatient 4,044,126 83.0%
 outpatient scn 2-5 3,334,405 68.4%
 stationary 690,787 14.2%

total 4,875,337



Typical job calculation of 1 customer job

	2024	2025	2026	2027	2028
hours per job	2.0	2.5	3.0	3.0	3.0
Hourly rate care avg CCN / HHH	42.00 €	42.00 €	47.00 €	47.00 €	50.50 €
payout to CCN / HHH	-84.00 €	-105.00 €	-141.00 €	-141.00 €	-151.50 €
credit to CCN / HHH (non recourse)	100.80 €	126.00 €	173.43 €	179.07 €	196.95 €
reimbursement time in months	3	3	3	3	3
credit cost in % annual	-8 %	-8 %	-8 %	-8 %	-8 %
credit cost per job	-1.68 €	-2.10 €	-2.82 €	-2.82 €	-3.03 €
VAT **	-0.96 €	-1.20 €	-2.64 €	-4.08 €	-5.61 €
Commission & Interest charge gross	16.80 €	21.00 €	32.43 €	38.07 €	45.45 €
Commission & Interest charge gross	20 %	20 %	23 %	27 %	30 %
Commission	5.04 €	6.30 €	13.87 €	21.49 €	29.54 €
Interest charge	11.76 €	14.70 €	18.56 €	16.58 €	15.91 €
net commission + interest charge	15.84 €	19.80 €	29.79 €	33.99 €	39.84 €
net profit per job (int. Deducted)	14.16 €	17.70 €	26.97 €	31.17 €	36.81 €
In % of credit	14.1 %	14.1 %	15.6 %	17.4 %	18.7 %
In % of credit cost	843 %	843 %	957 %	1105 %	1215 %
possible jobs per customer per year	15	12	20	19	17
percentage covered	30 %	60 %	75 %	80 %	85 %
net profit per customer per year	63.73 €	127.46 €	404.61 €	473.74 €	531.86 €

PRESETS		2024	2025	2026	2027	2028	
Customers in the sweet spot (65+&PG2-3&amb)		0.02 %	0.94 %	3.74 %	9.36 %	14.97 %	
corresponds to PG persons / with SDC		0.01 %	0.50 %	2.00 %	5.00 %	8.00 %	
Subscribers year end		500	29,260	123,560	325,200	546,400	
Loss of customers (calculated at the end of the year)		8 %	8 %	10 %	10 %	12 %	
		- 40 -	2,341 -	12,356 -	32,520 -	65,568	
Start of new year customers		-	460	26,919	111,204	292,680	
subscription		1 €	41 €	41 €	41 €	41 €	
Net subscription		0.81 €	33.21 €	33.21 €	33.21 €	33.21 €	
Hourly rate care CCN		45 €	45 €	50 €	50 €	55 €	
Hourly rate HHH		35 €	35 €	40 €	40 €	40 €	
Interest charge		15 %	15 %	15 %	15 %	15 %	
Commission charge		5 %	5 %	8 %	12 %	15 %	
Commission at 1h CCN	net	7.29 €	7.29 €	9.32 €	10.94 €	13.37 €	
Commission at 1h HHH	net	5.67 €	5.67 €	7.45 €	8.75 €	9.72 €	
Cost of care CCN		52.29 €	52.29 €	59.32 €	60.94 €	68.37 €	
Cost of care HHH		40.67 €	40.67 €	47.45 €	48.75 €	49.72 €	
Share CCN		70 %	70 %	70 %	70 %	70 %	
Share HHH		30 %	30 %	30 %	30 %	30 %	
Avg hourly costs		49 €	49 €	56 €	57 €	63 €	
Hours per personal budget per year		32	73	63	61	59	
Hours CCN		21	47	41	40	37	
Hours HHH		11	26	22	21	22	
External sales		6,845 €	2,774,487 €	13,462,859 €	38,434,255 €	73,098,422 €	1,867,595,200 €
	in % of noncalled federa	0.000%	0.021 %	0.096 %	0.262 %	0.454 %	

VAT

19 % ** interest part VAT exempt

CCN hours		96	44,799	191,704	534,527	902,060
HHH hours		45	10,621	44,085	120,269	229,869
CCN hours	Max monthly	78	8,801	32,139	82,070	126,120
HHH hours	Max monthly	42	2,087	7,391	18,466	32,139

Hours per provider / month full-time		120	120	120	120	120
Hours per provider / month part-time		40	40	40	40	40
of which full-time		5 %	8 %	10 %	15 %	15 %
thereof part-time		95 %	92 %	90 %	85 %	85 %
Total hours per provider / month saturation		44	46.4	48	52	52
Requires max provider CCN		7	489	1,071	1,368	1,501
	of which full time	-	39	107	205	225
Requirement max provider HHH		10	348	739	923	1,148
	of which full time	1	28	74	138	172
		2024	2025	2026	2027	2028
Costs of financing	interest	-8 %	-8 %	-8 %	-8 %	-8 %
	months	3	3	3	3	3

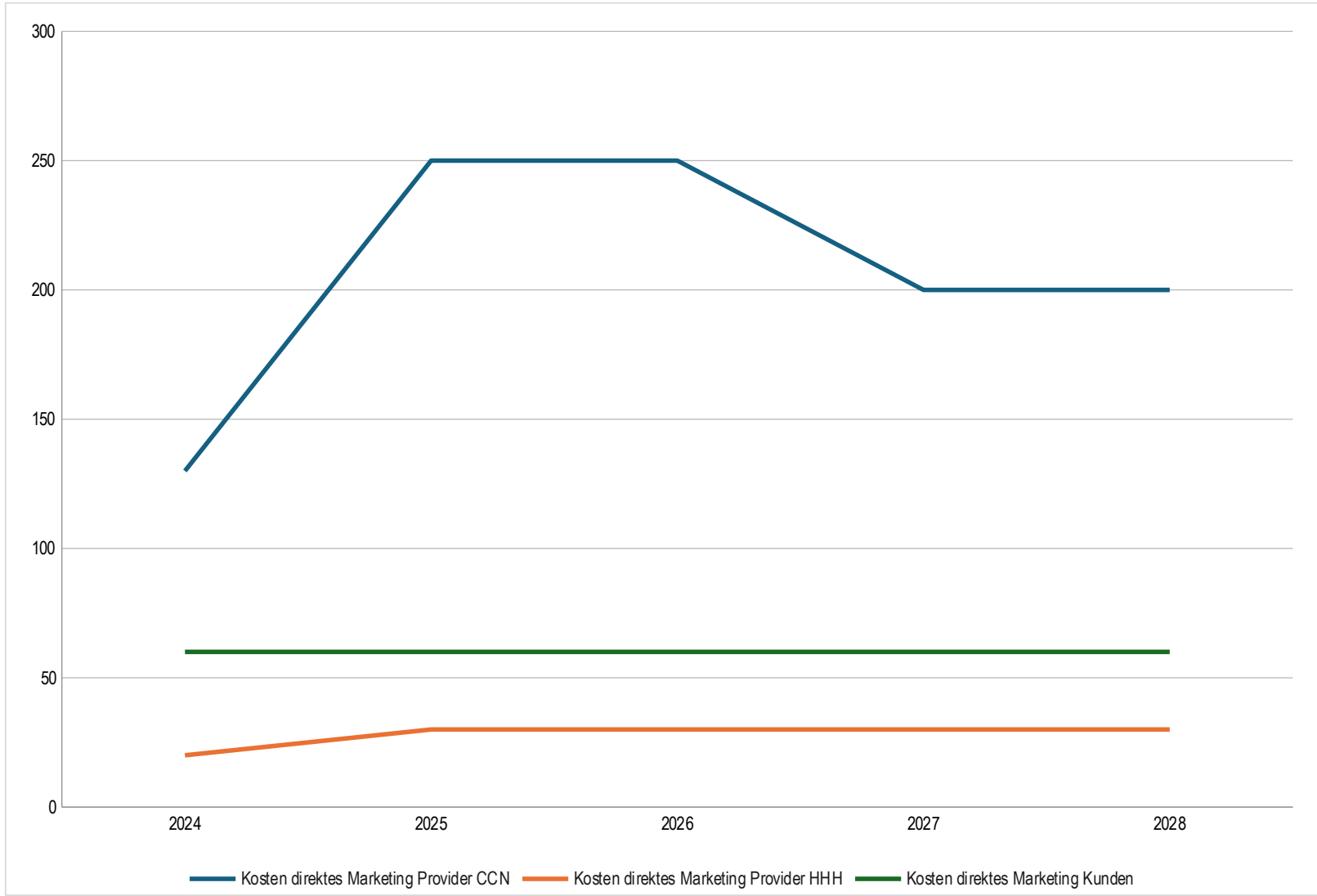
		2024	2025	2026	2027	2028
Costs direct marketing provider CCN	referral bonus	100 €	200 €	200 €	150 €	150 €
	welcome bonus	30 €	50 €	50 €	50 €	50 €
		130 €	250 €	250 €	200 €	200 €
Costs direct marketing provider HHH	referral bonus	10 €	20 €	20 €	20 €	20 €
	welcome bonus	10 €	10 €	10 €	10 €	10 €
		20 €	30 €	30 €	30 €	30 €
Costs of direct marketing to customers	referral bonus	50 €	50 €	50 €	50 €	50 €
	welcome bonus	10 €	10 €	10 €	10 €	10 €
		60 €	60 €	60 €	60 €	60 €

	1 per salary pa pp	total customers	New customers	CCN & HHH total	New CCN & HHH	Minimum
COO	-€55,000					
CEO	-€90,000					
product	-€30,000					
marketing	-€30,000		1000		6000	2
Business development	-€35,000					
Sales	-€40,000		1280		3840	0
Quality management	-€60,000					
MR	-€30,000					
Support	-€30,000	19200	3840	19200	3840	0
Working students	-€19,200	3840	960	6400	1280	0

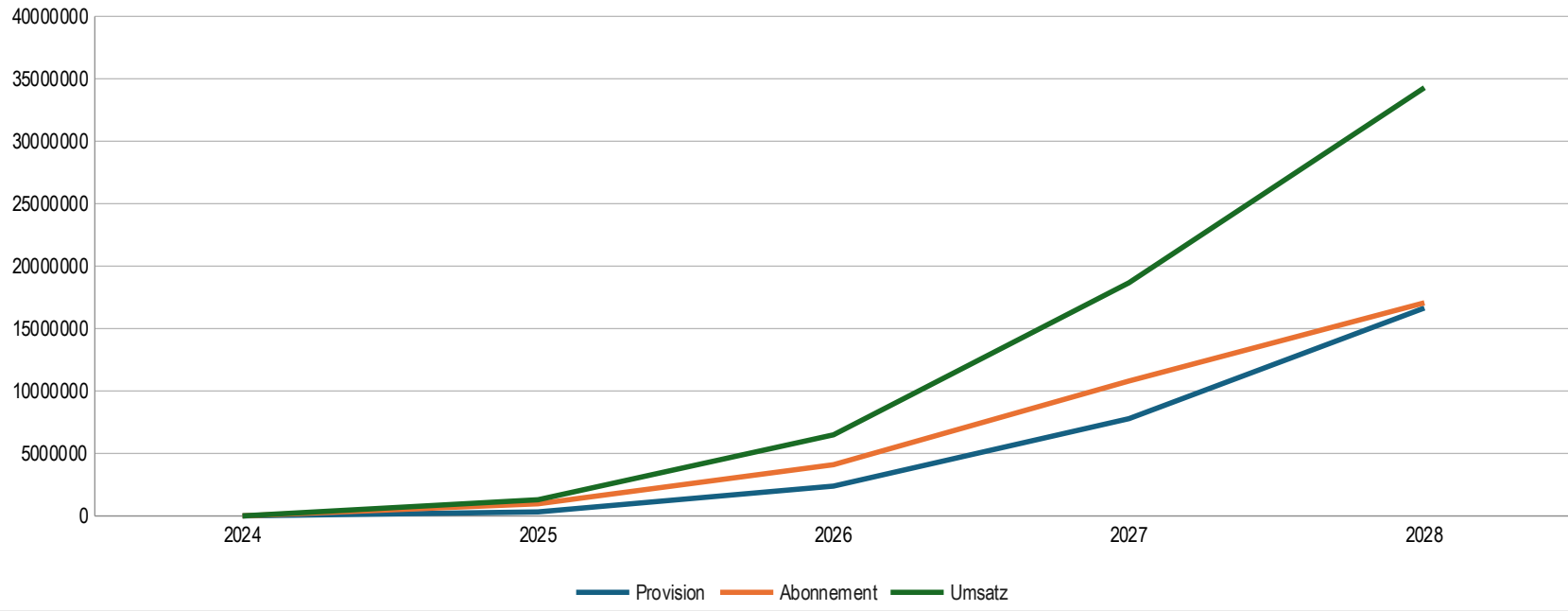
Minutes required per month per

	total customers	New customers	CCN & HHH total	New CCN & HHH
COO				
CEO				
product				
marketing				
Business development				
Sales		15		5
Quality management				
MR				
Support	1	5	1	5
Working students	5	20	3	15

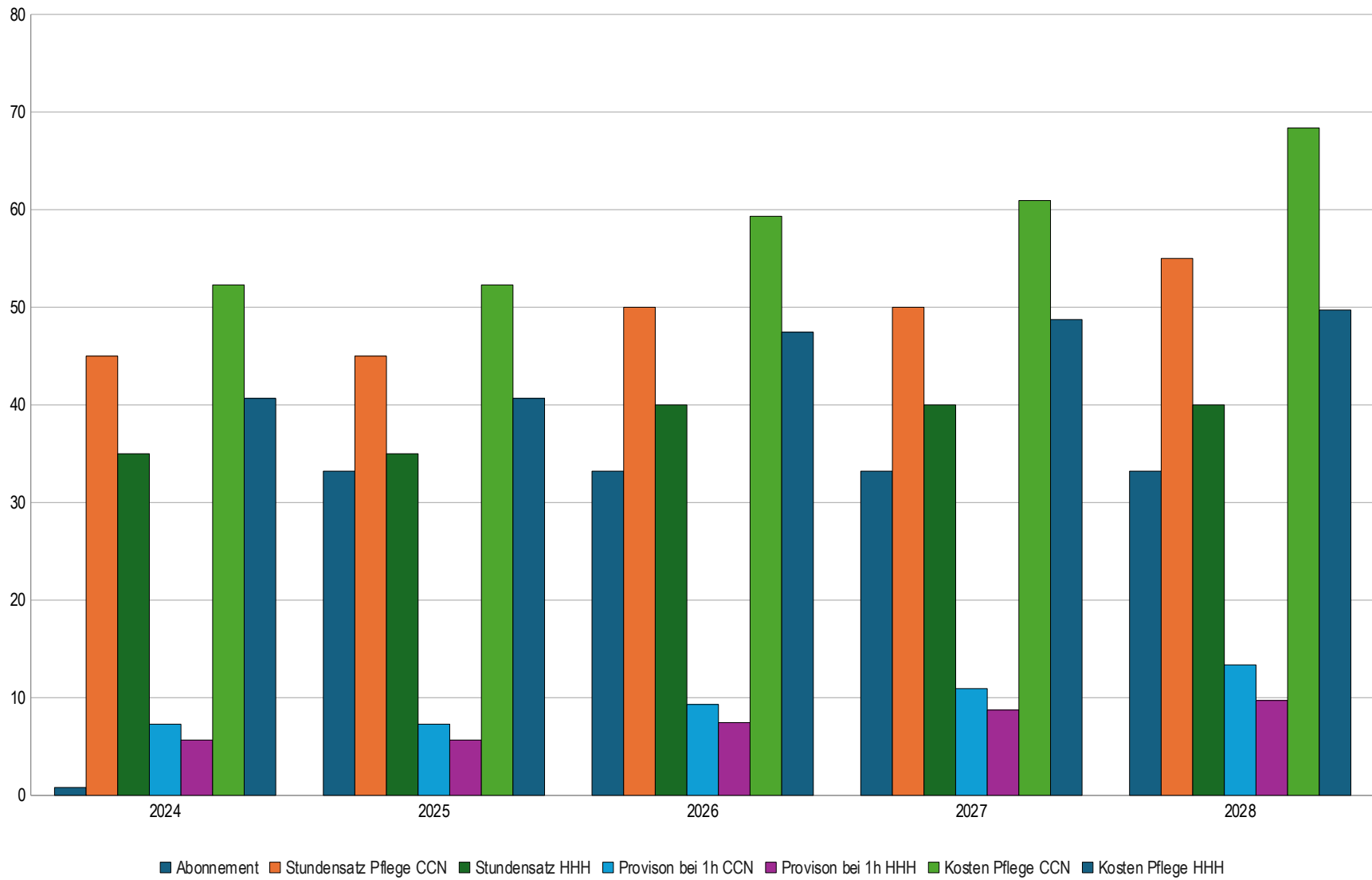
empty boxes are estimated , not calculated



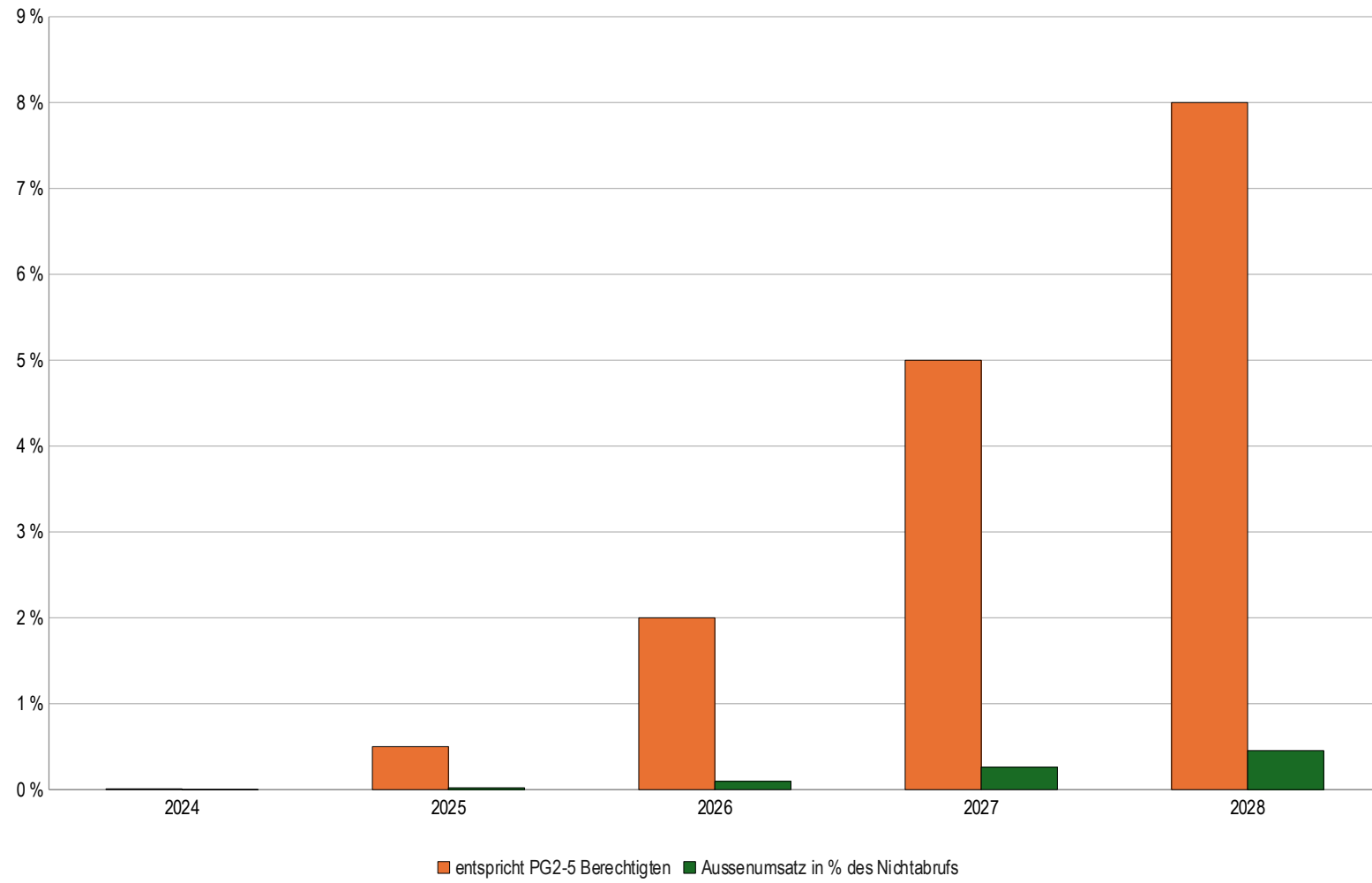
Umsatz



Hourly rates, commissions and subscriptions



% of those entitled to care

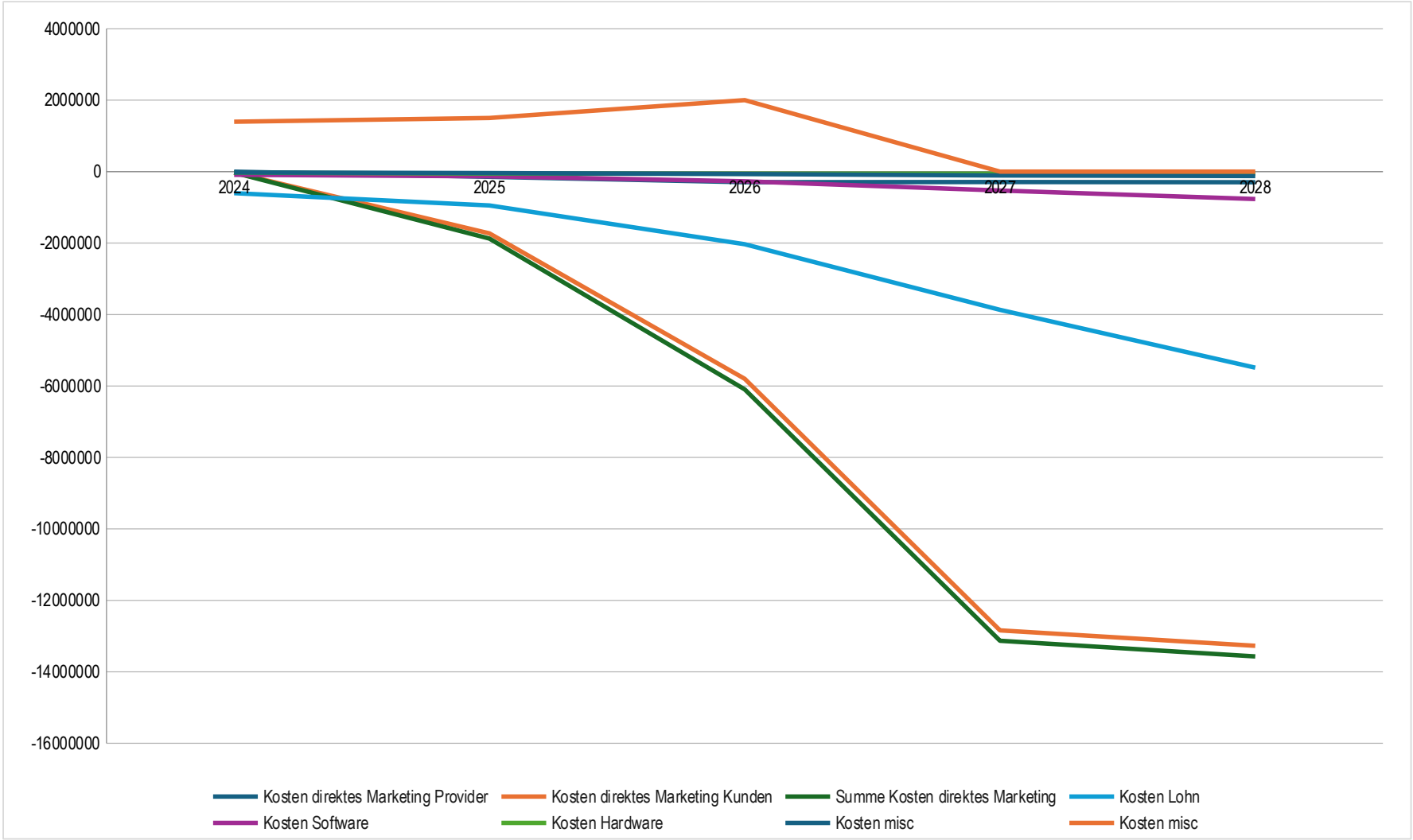


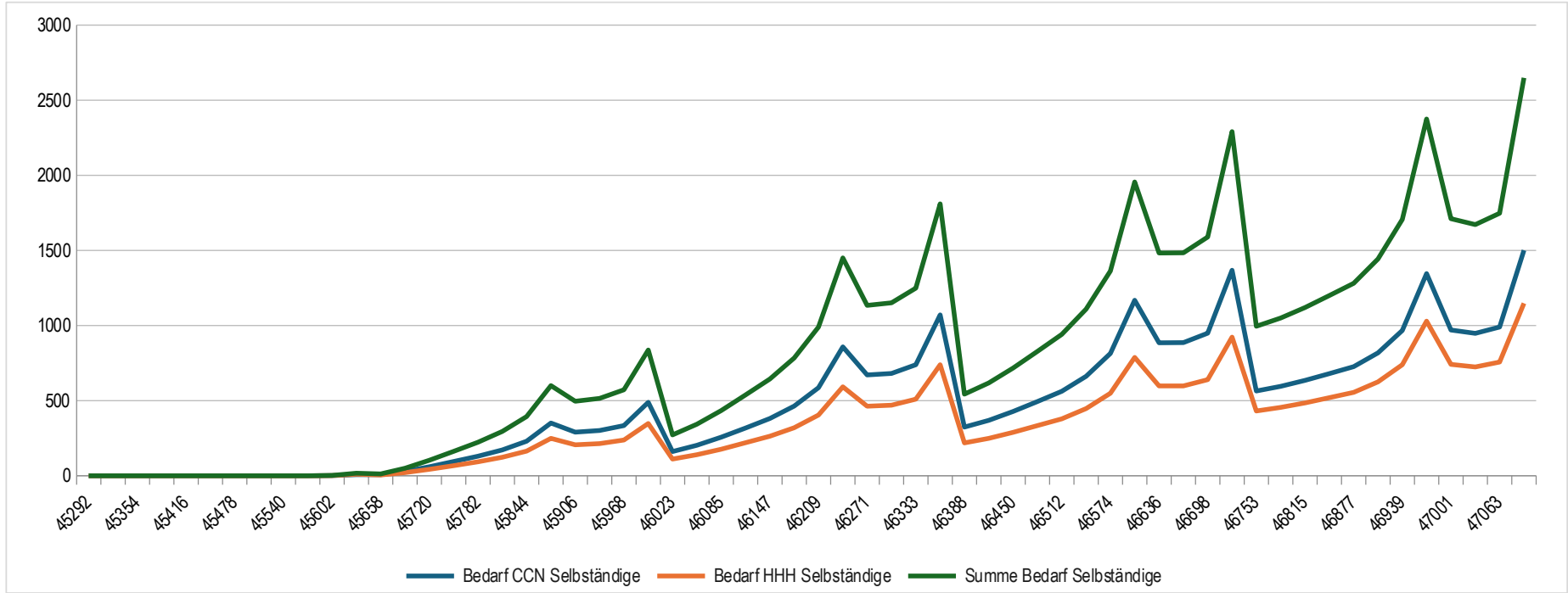
Monthly distribution of new admissions	Jan	Feb	Mrz	Apr	Mai	Jun	Jul	Aug	Sep	Okt	Nov	Dez
2025-2029	4 %	7 %	9 %	10 %	10 %	10 %	10 %	12 %	10 %	10 %	8 %	0.0 %
2024	0	0	0	0	0	0	0	0	0	20 %	35 %	45 %

Monthly distribution demand	Jan	Feb	Mrz	Apr	Mai	Jun	Jul	Aug	Sep	Okt	Nov	Dez
Existing customers	7.5%	7.5%	7.5%	7.5 %	7.5 %	8.0%	9.0%	12.0%	8.0%	7.5%	7.5%	10.5 %
New customers	from month after joining		6.00 %									

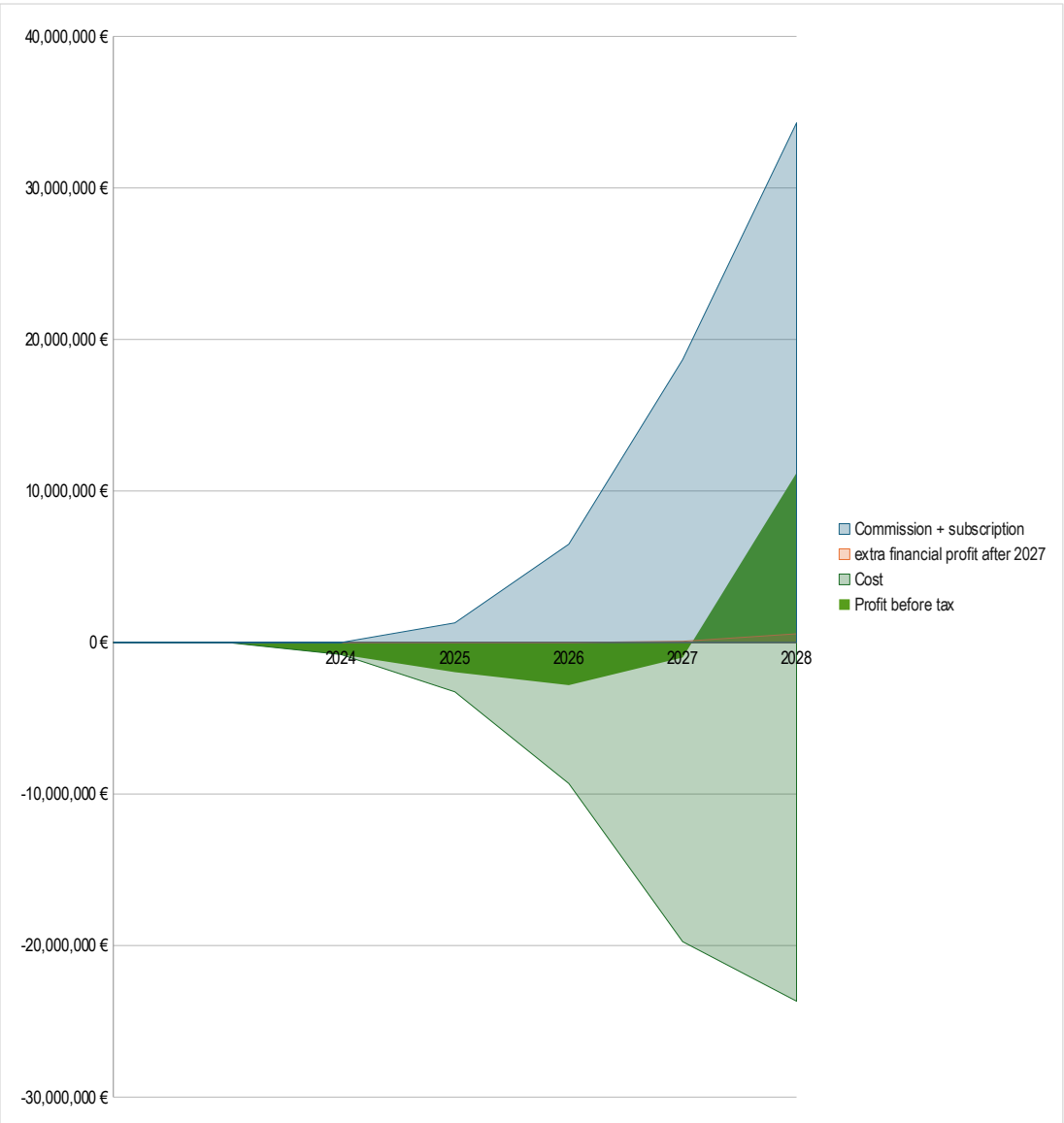
Cash base used for financing 60.00 % 2027 and 2028 only

attribution cost S&M to providers 35 % to customer 65 %





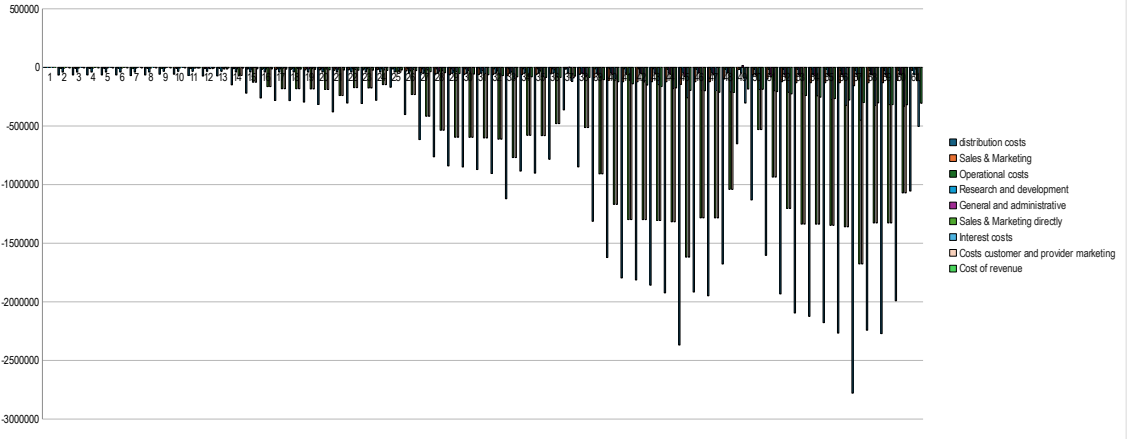
		2024	2025	2026	2027	2028
commission		1,236 €	323,581 €	2,388,127 €	7,785,891 €	16,649,564 €
subscription		405 €	971,725 €	4,103,428 €	10,799,892 €	17,065,955 €
financial extra income after 2026		- €	- €	- €	82,055 €	573,370 €
Gross income		1,641 €	1,295,306 €	6,491,555 €	18,667,838 €	34,288,888 €
Costs direct marketing provider		-1,110	-147,330	-296,960	-292,220	-297,660
Costs of direct marketing to customers		-30,000	-1,728,000	-5,798,448	-12,839,760	-13,272,000
Total costs of direct marketing		-31,110	-1,875,330	-6,095,408	-13,131,980	-13,569,660
Total HR (internal and external)		-603,000 €	-948,333 €	-2,032,300 €	-3,869,133 €	-5,488,633 €
Total IT software		-91,200 €	-133,350 €	-271,250 €	-529,600 €	-767,300 €
Total office and insurance		-30,000 €	-57,500 €	-60,000 €	-60,000 €	-60,000 €
Total IT hardware		-24,700 €	-41,600 €	-68,200 €	-108,500 €	-125,400 €
Total costs without marketing		-748,900 €	-1,180,783 €	-2,431,750 €	-4,567,233 €	-6,441,333 €
		2024	2025	2026	2027	2028
Cost distribution	Total	- 795,311 -	- 3,252,629 -	- 9,305,782 -	- 19,742,054 -	- 23,672,576
Sales & Marketing (S&M).	S&M	- 75,000 -	- 223,333 -	- 645,000 -	- 1,263,333 -	- 1,365,833
Operational costs	OPS	- 104,400 -	- 131,900 -	- 159,400 -	- 186,900 -	- 269,400
Research and development	R&D	- 453,000 -	- 480,000 -	- 600,000 -	- 600,000 -	- 780,000
General and administrative	G&A	- 71,500 -	- 158,050 -	- 325,050 -	- 623,700 -	- 878,300
S&M directly		- 31,110 -	- 1,875,330 -	- 6,095,408 -	- 13,131,980 -	- 13,569,660
Interest costs	INT	- 301 -	- 161,516 -	- 718,624 -	- 1,982,841 -	- 3,601,583
Cost of revenue	COR	- 60,000 -	- 222,500 -	- 762,300 -	- 1,953,300 -	- 3,207,800



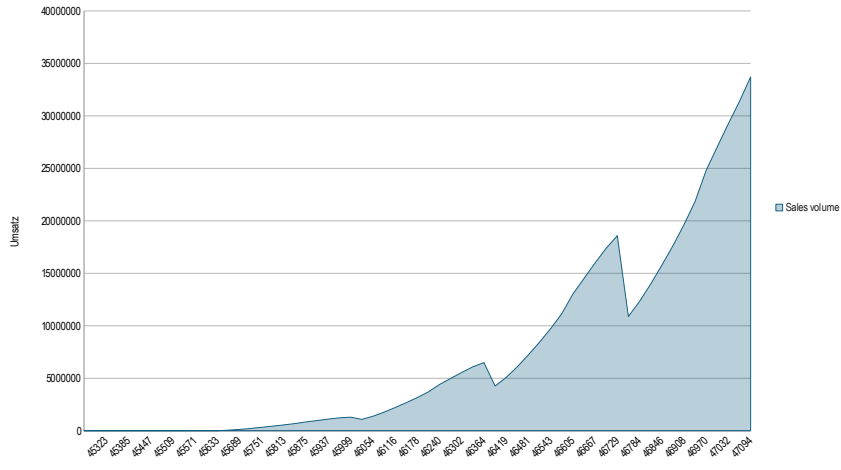
		2024	2025	2026	2027	2028
commission			25 %	37 %	42 %	49 %
subscription			75 %	63 %	58 %	50 %
Sales volume			100 %	100 %	100 %	100 %
Costs direct marketing provider			-11 %	-5 %	-2 %	-1 %
Costs of direct marketing to customers			-133 %	-89 %	-69 %	-39 %
Total costs of direct marketing			-145 %	-94 %	-70 %	-40 %
Total HR (internal and external)			-73 %	-31 %	-21 %	-16 %
Total IT software			-10 %	-4 %	-3 %	-2 %
Total office and insurance			-4 %	-1 %	0 %	0 %
Total IT hardware			-3 %	-1 %	-1 %	0 %
Total costs without marketing			-91 %	-37 %	-24 %	-19 %
fee distribution	Total		-251 %	-143 %	-106 %	-69 %
Sales & Marketing (S&M).	S&M		-17 %	-10 %	-7 %	-4 %
Operational costs	OPS		-10 %	-2 %	-1 %	-1 %
Research and development	R&D		-37 %	-9 %	-3 %	-2 %
General and administrative	G&A		-12 %	-5 %	-3 %	-3 %
S&M directly			-145 %	-94 %	-70 %	-40 %
Interest costs	INT		-12 %	-11 %	-11 %	-11 %
Cost of revenue	COR		-17 %	-12 %	-10 %	-9 %

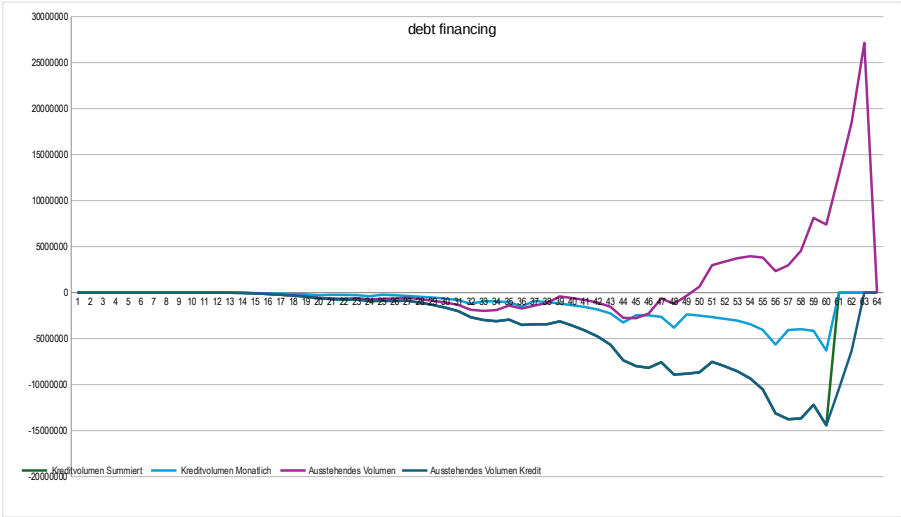
	2024	2025	2026	2027	2028
Sales volume	100 %	100 %	100 %	100 %	100 %
Cost	-48474 %	-251 %	-143 %	-106 %	-69 %
Profit before tax	-48374 %	-151 %	-43 %	-5 %	33 %
FK in % profit					78 %
FK in % sales	229 %	70 %	54 %	48 %	42 %

Cost administration



turnover annually summed up





	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Dec 24	Jan 25	Feb 25	Mar 25	Apr 25	May 25	Jun 25	Jul 25	Aug 25	Sep 25	Oct 25	Nov 25	Dec 25	
Costs of financing	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	54 € -	247 € -	474 € -	1,878 € -	3,885 € -	6,158 € -	8,461 € -	11,180 € -	14,926 € -	22,755 € -	18,811 € -	19,562 € -	21,697 € -	31,730 €
Total loan volume	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 € -	3,761 € -	9,691 € -	32,493 € -	77,966 € -	149,012 € -	231,302 € -	322,488 € -	432,085 € -	610,751 € -	706,138 € -	764,087 € -	750,867 € -	912,358 €
Loan volume monthly	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 € -	3,086 € -	5,931 € -	23,476 € -	48,559 € -	76,977 € -	105,766 € -	139,745 € -	186,574 € -	284,432 € -	235,132 € -	244,523 € -	271,211 € -	396,624 €
commission	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	222 €	1,014 €	951 €	3,763 €	7,783 €	12,337 €	16,951 €	22,397 €	29,903 €	45,587 €	37,685 €	39,190 €	43,468 €	63,568 €	
Payout to provider	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 € -	3,086 € -	5,931 € -	23,476 € -	48,559 € -	76,977 € -	105,766 € -	139,745 € -	186,574 € -	284,432 € -	235,132 € -	244,523 € -	271,211 € -	396,624 €	
refund	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	897 €	4,100 €	6,881 €	27,239 €	56,341 €	89,314 €	122,718 €	162,142 €	216,476 €	330,019 €	272,817 €	283,713 €	314,679 €	460,191 €	
Refund timely	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	897 €	4,100 €	6,881 €	27,239 €	56,341 €	89,314 €	122,718 €	162,142 €	216,476 €	330,019 €	460,191 €	
Outstanding volume	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 € -	3,761 € -	9,691 € -	32,271 € -	76,730 € -	146,826 € -	225,353 € -	308,757 € -	406,016 € -	567,731 € -	640,721 € -	668,768 € -	609,960 € -	733,766 €	
Refund loans only	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 €	3,086 €	5,931 €	23,476 €	48,559 €	76,977 €	105,766 €	139,745 €	186,574 €	284,432 €	235,132 €	
Outstanding credit volume	- €	- €	- €	- €	- €	- €	- €	- €	- €	- €	675 € -	3,761 € -	9,691 € -	32,493 € -	77,966 € -	149,012 € -	231,302 € -	322,488 € -	432,085 € -	610,751 € -	706,138 € -	764,087 € -	750,867 € -	912,358 €	

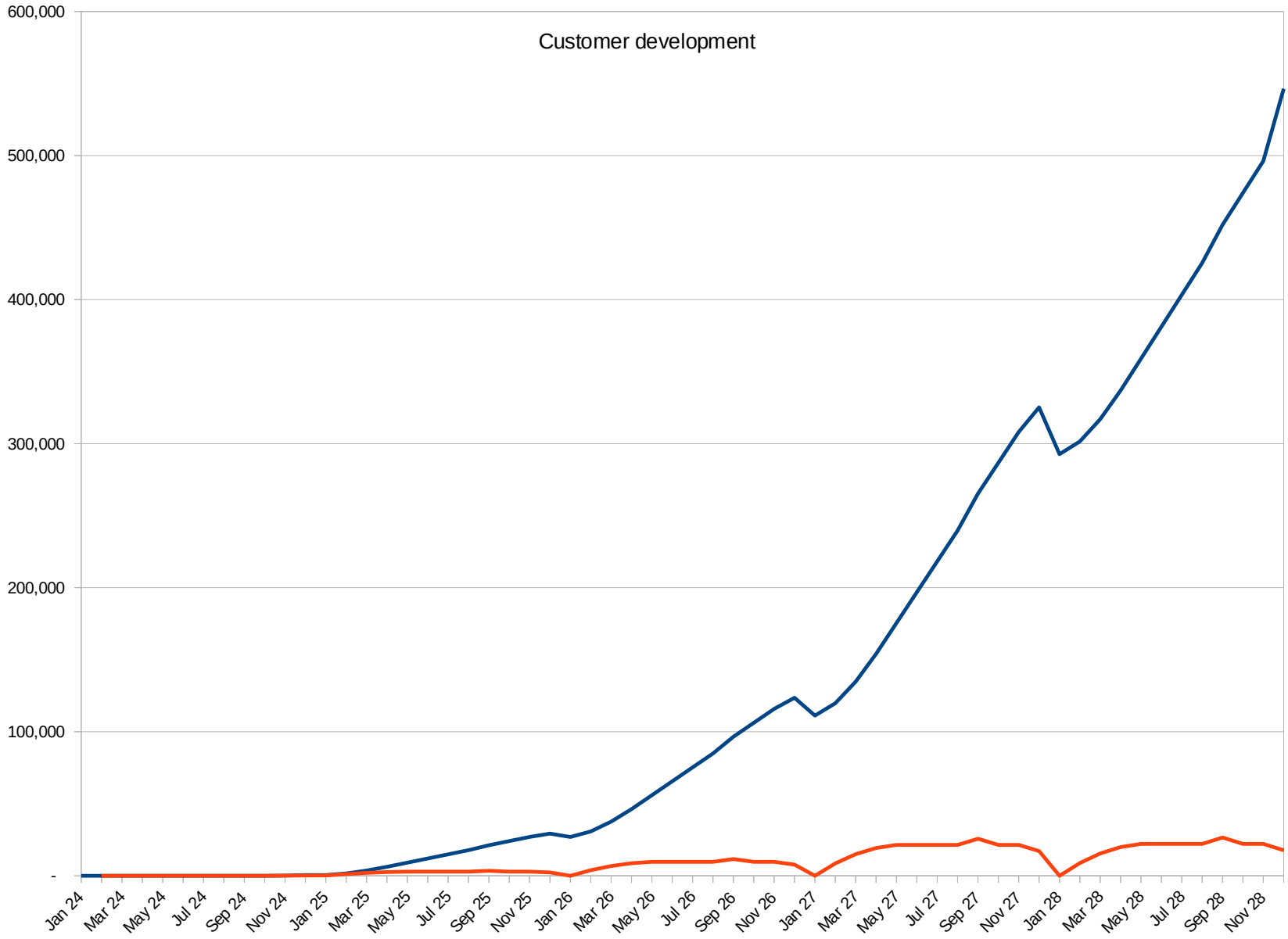
- 2,781,718 € highest loan value

Jan 26	Feb 26	Mar 26	Apr 26	May 26	Jun 26	Jul 26	Aug 26	Sep 26	Oct 26	Nov 26	Dec 26	Jan 27	Feb 27	Mar 27	Apr 27	May 27	Jun 27	Jul 27	Aug 27	Sep 27	Oct 27	Nov 27	Dec 27
- 18,101 €	- 22,781 €	- 28,887 €	- 35,781 €	- 42,792 €	- 52,233 €	- 65,914 €	- 96,540 €	- 75,453 €	- 76,583 €	- 83,083 €	- 120,477 €	- 72,187 €	- 82,193 €	- 95,254 €	- 109,978 €	- 124,978 €	- 147,387 €	- 181,092 €	- 259,978 €	- 197,026 €	- 197,217 €	- 211,109 €	- 304,442 €
- 894,100 €	- 907,653 €	- 872,112 €	- 1,093,110 €	- 1,343,245 €	- 1,635,070 €	- 2,011,730 €	- 2,683,577 €	- 2,973,832 €	- 3,107,193 €	- 2,938,979 €	- 3,501,784 €	- 3,446,842 €	- 3,435,724 €	- 3,120,436 €	- 3,592,814 €	- 4,127,619 €	- 4,779,274 €	- 5,668,200 €	- 7,355,709 €	- 7,976,204 €	- 8,177,770 €	- 7,566,904 €	- 8,909,598 €
- 226,265 €	- 284,764 €	- 361,083 €	- 447,263 €	- 534,900 €	- 652,907 €	- 823,923 €	- 1,206,747 €	- 943,163 €	- 957,284 €	- 1,038,533 €	- 1,505,968 €	- 902,342 €	- 1,027,415 €	- 1,190,680 €	- 1,374,719 €	- 1,562,220 €	- 1,842,335 €	- 2,263,645 €	- 3,249,729 €	- 2,462,831 €	- 2,465,211 €	- 2,638,863 €	- 3,805,524 €
60,154 €	75,706 €	95,996 €	118,907 €	142,206 €	173,579 €	219,044 €	320,820 €	250,745 €	254,499 €	276,100 €	400,370 €	283,453 €	322,742 €	374,029 €	431,841 €	490,741 €	578,734 €	711,080 €	1,020,840 €	773,651 €	774,398 €	828,948 €	1,195,432 €
- 226,265 €	- 284,764 €	- 361,083 €	- 447,263 €	- 534,900 €	- 652,907 €	- 823,923 €	- 1,206,747 €	- 943,163 €	- 957,284 €	- 1,038,533 €	- 1,505,968 €	- 902,342 €	- 1,027,415 €	- 1,190,680 €	- 1,374,719 €	- 1,562,220 €	- 1,842,335 €	- 2,263,645 €	- 3,249,729 €	- 2,462,831 €	- 2,465,211 €	- 2,638,863 €	- 3,805,524 €
286,419 €	360,471 €	457,078 €	566,170 €	677,106 €	826,486 €	1,042,967 €	1,527,567 €	1,193,908 €	1,211,783 €	1,314,632 €	1,906,338 €	1,185,795 €	1,350,157 €	1,564,709 €	1,806,560 €	2,052,961 €	2,421,069 €	2,974,725 €	4,270,569 €	3,236,481 €	3,239,609 €	3,467,811 €	5,000,956 €
283,713 €	314,679 €	460,191 €	286,419 €	360,471 €	457,078 €	566,170 €	677,106 €	826,486 €	1,042,967 €	1,527,567 €	1,193,908 €	1,211,783 €	1,314,632 €	1,906,338 €	1,185,795 €	1,350,157 €	1,564,709 €	1,806,560 €	2,052,961 €	2,421,069 €	2,974,725 €	4,270,569 €	3,236,481 €
- 676,319 €	- 646,404 €	- 547,295 €	- 708,139 €	- 882,568 €	- 1,078,397 €	- 1,336,150 €	- 1,865,791 €	- 1,982,467 €	- 1,896,784 €	- 1,407,749 €	- 1,719,809 €	- 1,410,368 €	- 1,123,150 €	- 407,493 €	- 596,416 €	- 808,479 €	- 1,086,105 €	- 1,543,189 €	- 2,739,957 €	- 2,781,718 €	- 2,272,204 €	- 640,499 €	- 1,209,541 €
244,523 €	271,211 €	396,624 €	226,265 €	284,764 €	361,083 €	447,263 €	534,900 €	652,907 €	823,923 €	1,206,747 €	943,163 €	957,284 €	1,038,533 €	1,505,968 €	902,342 €	1,027,415 €	1,190,680 €	1,374,719 €	1,562,220 €	1,842,335 €	2,263,645 €	3,249,729 €	2,462,831 €
- 894,100 €	- 907,653 €	- 872,112 €	- 1,093,110 €	- 1,343,245 €	- 1,635,070 €	- 2,011,730 €	- 2,683,577 €	- 2,973,832 €	- 3,107,193 €	- 2,938,979 €	- 3,501,784 €	- 3,446,842 €	- 3,435,724 €	- 3,120,436 €	- 3,592,814 €	- 4,127,619 €	- 4,779,274 €	- 5,668,200 €	- 7,355,709 €	- 7,976,204 €	- 8,177,770 €	- 7,566,904 €	- 8,909,598 €

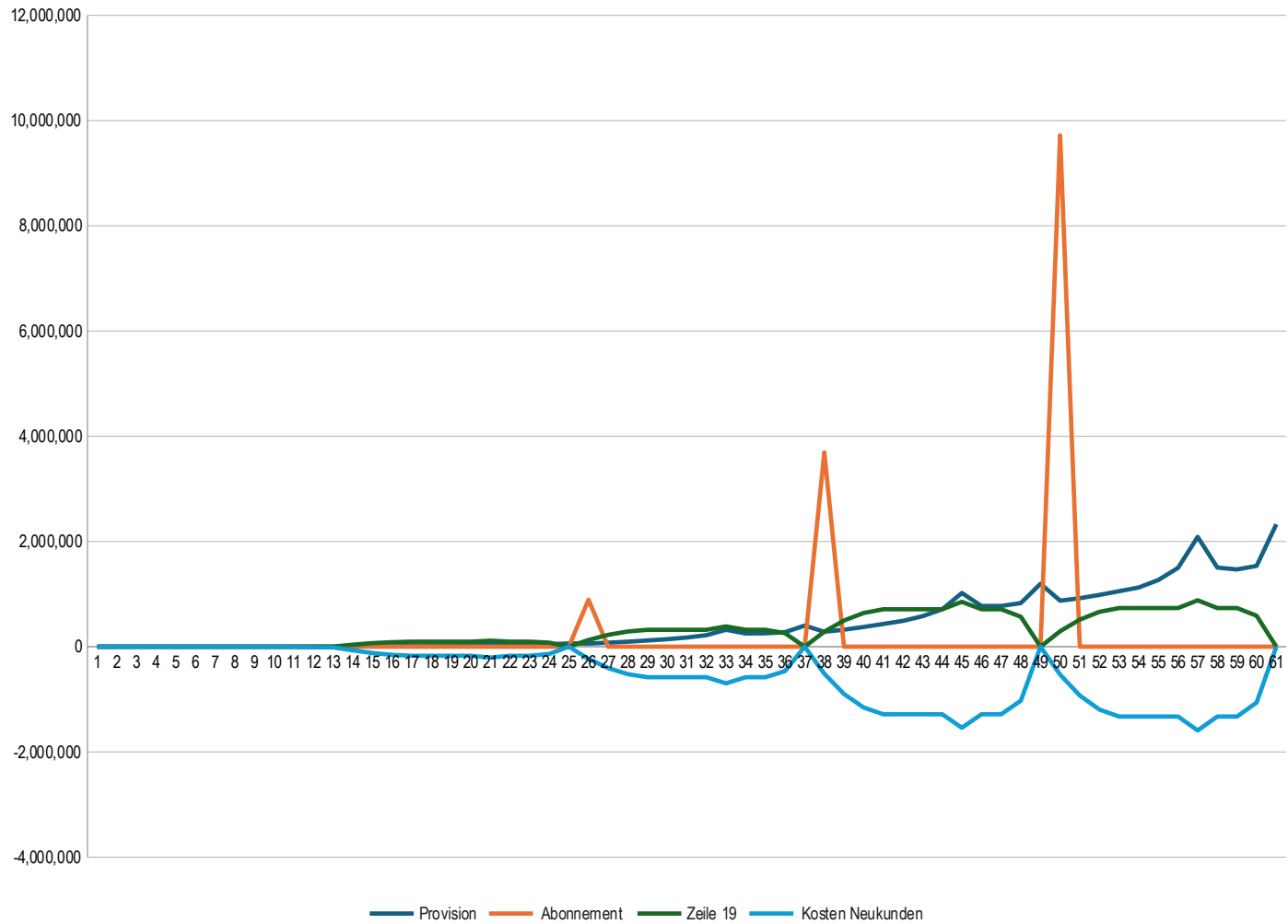
	Jan 28	Feb 28	Mar 28	Apr 28	May 28	Jun 28	Jul 28	Aug 28	Sep 28	Oct 28	Nov 28	Dec 28						
-	189,161 €	199,458 €	212,893 €	228,042 €	243,485 €	274,206 €	324,204 €	451,336 €	325,298 €	317,827 €	332,123 €	503,549 €						
-	8,808,894 €	8,663,261 €	7,518,899 €	8,004,921 €	8,555,250 €	9,321,660 €	10,523,680 €	13,121,827 €	13,760,484 €	13,680,773 €	12,190,609 €	14,418,746 €						
-	2,364,508 €	2,493,230 €	2,661,162 €	2,850,529 €	3,043,559 €	3,427,572 €	4,052,549 €	5,641,706 €	4,066,229 €	3,972,838 €	4,151,541 €	6,294,366 €						
	874,460 €	922,065 €	984,171 €	1,054,205 €	1,125,592 €	1,267,611 €	1,498,745 €	2,086,459 €	1,503,804 €	1,469,265 €	1,535,355 €	2,327,831 €						
-	2,364,508 €	2,493,230 €	2,661,162 €	2,850,529 €	3,043,559 €	3,427,572 €	4,052,549 €	5,641,706 €	4,066,229 €	3,972,838 €	4,151,541 €	6,294,366 €						
	3,238,968 €	3,415,295 €	3,645,333 €	3,904,734 €	4,169,151 €	4,695,183 €	5,551,294 €	7,728,165 €	5,570,033 €	5,442,104 €	5,686,896 €	8,622,197 €						
	3,239,609 €	3,467,811 €	5,000,956 €	3,238,968 €	3,415,295 €	3,645,333 €	3,904,734 €	4,169,151 €	4,695,183 €	5,551,294 €	7,728,165 €	5,570,033 €	5,442,104 €	5,686,896 €	8,622,197 €			
-	334,440 €	640,141 €	2,979,935 €	3,368,374 €	3,740,111 €	3,957,872 €	3,810,056 €	2,337,502 €	2,966,455 €	4,544,911 €	8,121,534 €	7,397,201 €	12,839,305 €	18,526,201 €	27,148,398 €			
	2,465,211 €	2,638,863 €	3,805,524 €	2,364,508 €	2,493,230 €	2,661,162 €	2,850,529 €	3,043,559 €	3,427,572 €	4,052,549 €	5,641,706 €	4,066,229 €	3,972,838 €	4,151,541 €	6,294,366 €			
-	8,808,894 €	8,663,261 €	7,518,899 €	8,004,921 €	8,555,250 €	9,321,660 €	10,523,680 €	13,121,827 €	13,760,484 €	13,680,773 €	12,190,609 €	14,418,746 €	10,445,908 €	6,294,366 €	- €			

Jan 26	Feb 26	Mar 26	Apr 26	May 26	Jun 26	Jul 26	Aug 26	Sep 26	Oct 26	Nov 26	Dec 26	Jan 27	Feb 27	Mar 27	Apr 27	May 27	Jun 27	Jul 27	Aug 27	Sep 27	Oct 27	Nov 27	Dec 27
-147.617 €	-170.933 €	-192.750 €	-203.683 €	-205.483 €	-212.033 €	-221.783 €	-249.717 €	-224.933 €	-238.433 €	-216.567 €	-147.817 €	-258.617 €	-317.233 €	-353.383 €	-382.950 €	-384.800 €	-400.250 €	-420.533 €	-485.383 €	-430.633 €	-462.533 €	-420.700 €	-250.217 €
-231.938 €	-405.891 €	-521.890 €	-579.845 €	-579.845 €	-579.845 €	-579.845 €	-699.814 €	-579.845 €	-579.845 €	-463.876 €	0 €	-513.590 €	-898.783 €	-1.155.578 €	-1.283.976 €	-1.283.976 €	-1.283.976 €	-1.283.976 €	-1.540.771 €	-1.283.976 €	-1.283.976 €	-1.027.181 €	0 €
0 €	-11.370 €	-14.610 €	-16.540 €	-17.500 €	-22.400 €	-33.020 €	-73.640 €	0 €	-2.710 €	-15.700 €	-89.870 €	0 €	-9.900 €	-19.000 €	-14.550 €	-14.560 €	-22.040 €	-33.460 €	-77.970 €	0 €	200 €	-13.800 €	-92.290 €
-18.101 €	-22.781 €	-38.887 €	-35.781 €	-42.782 €	-52.233 €	-65.914 €	-86.540 €	-75.453 €	-76.583 €	-83.083 €	-120.477 €	-72.187 €	-82.193 €	-95.254 €	-109.978 €	-124.978 €	-147.387 €	-181.082 €	-259.978 €	-197.026 €	-197.217 €	-211.109 €	-304.442 €
-397.658 €	-610.976 €	-758.107 €	-835.849 €	-845.160 €	-866.571 €	-900.582 €	-1.115.710 €	-880.231 €	-897.571 €	-779.225 €	-388.164 €	-844.394 €	-1.308.110 €	-1.617.216 €	-1.791.454 €	-1.808.704 €	-1.853.653 €	-1.919.061 €	-2.364.103 €	-1.911.636 €	-1.943.926 €	-1.672.850 €	-646.949 €
1.100.619 €	323.148 €	413.732 €	475.632 €	505.942 €	546.756 €	605.902 €	802.483 €	647.142 €	652.026 €	615.938 €	520.847 €	4.332.998 €	902.412 €	1.188.896 €	1.252.500 €	1.326.400 €	1.436.802 €	1.602.863 €	2.133.635 €	1.681.358 €	1.682.296 €	1.606.602 €	1.499.874 €
792.083 €	-287.828 €	-344.378 €	-360.217 €	-339.218 €	-319.815 €	-294.680 €	-313.217 €	-233.089 €	-245.545 €	-163.287 €	162.688 €	3.888.659 €	-408.088 €	-508.339 €	-538.384 €	-482.304 €	-416.881 €	-316.208 €	-230.468 €	-230.278 €	-261.630 €	-64.248 €	862.528 €
-1.536.214 €	-2.124.041 €	-2.468.416 €	-2.828.633 €	-3.167.881 €	-3.487.668 €	-3.782.325 €	-4.095.542 €	-4.338.631 €	-4.574.176 €	-4.737.484 €	-4.874.780 €	-1.086.177 €	-1.491.874 €	-2.000.194 €	-2.539.148 €	-3.021.452 €	-3.438.303 €	-3.754.512 €	-3.984.980 €	-4.216.258 €	-4.478.888 €	-4.541.136 €	-3.688.211 €
2.000.000 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
140.000.000 €												71.400.000 €											
1.643 %												3.900 %											
2.702.953 €	297.828 €	344.375 €	360.217 €	339.218 €	319.815 €	294.680 €	313.217 €	233.089 €	245.545 €	163.287 €	162.688 €	3.888.659 €	405.698 €	508.339 €	538.384 €	482.304 €	416.881 €	316.208 €	230.468 €	230.278 €	261.630 €	64.248 €	862.528 €
3.059.786 €	2.771.959 €	2.427.584 €	2.067.367 €	1.728.149 €	1.408.334 €	1.113.675 €	800.458 €	567.369 €	321.824 €	158.536 €	321.220 €	3.809.823 €	3.404.126 €	2.895.806 €	2.366.852 €	1.874.548 €	1.457.697 €	1.141.488 €	911.020 €	680.742 €	419.112 €	354.864 €	1.207.789 €
5.881.429 €												0 €											
38.91 %																							
-894.100 €	-907.653 €	-872.112 €	-1.083.110 €	-1.343.245 €	-1.635.070 €	-2.011.730 €	-2.683.577 €	-2.973.632 €	-3.107.193 €	-2.938.979 €	-3.501.784 €	-3.446.842 €	-3.435.724 €	-3.120.436 €	-3.592.814 €	-4.127.619 €	-4.779.274 €	-5.668.200 €	-7.355.709 €	-7.976.204 €	-8.177.770 €	-7.566.904 €	-8.909.598 €
												15.238 €	13.617 €	11.583 €	9.427 €	7.498 €	5.831 €	4.566 €	3.644 €	2.723 €	1.676 €	1.419 €	4.831 €

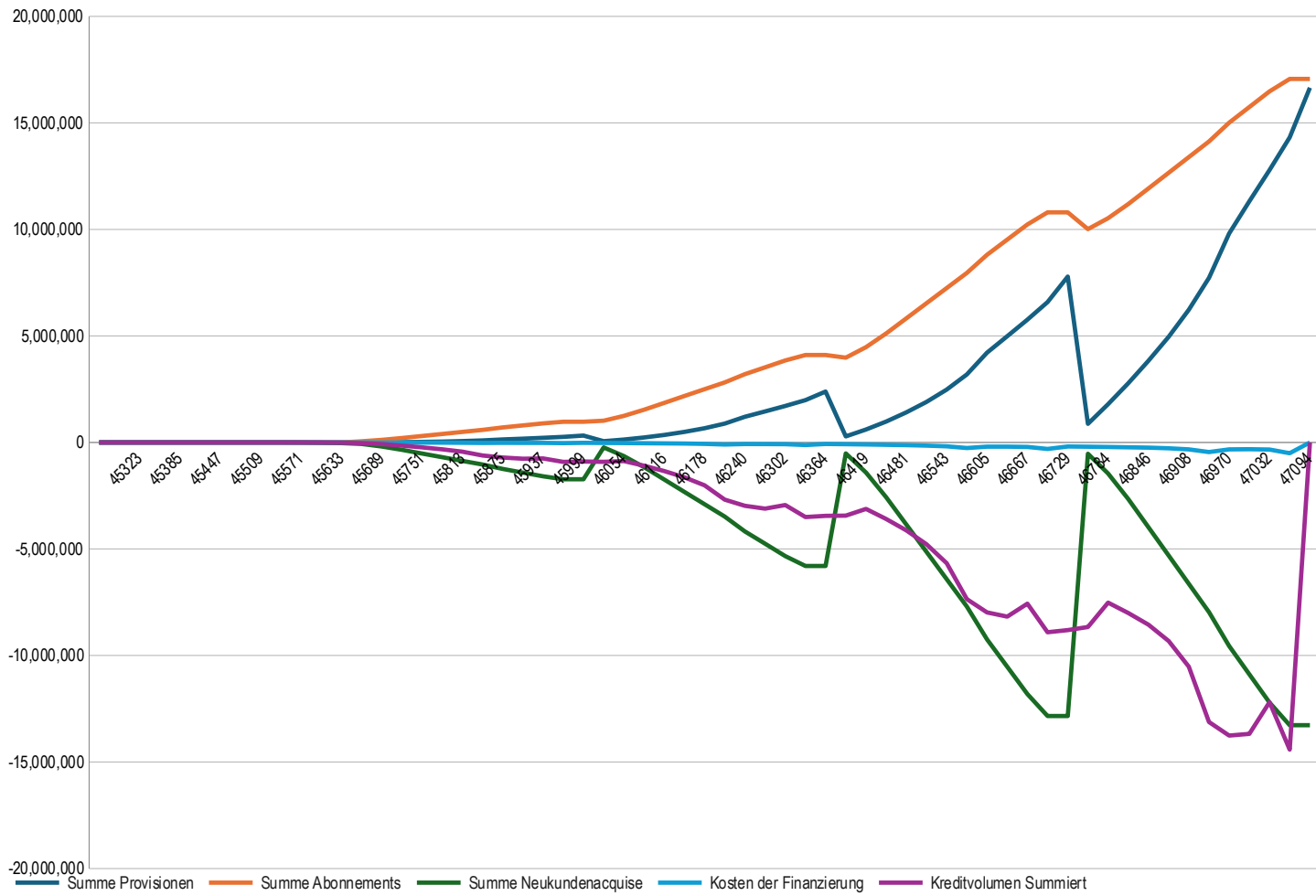
Jan 28	Feb 28	Mar 28	Apr 28	May 28	Jun 28	Jul 28	Aug 28	Sep 28	Oct 28	Nov 28	Dec 28 Month	
-406,033 €	-463,350 €	-511,883 €	-525,217 €	-538,217 €	-551,067 €	-577,483 €	-645,917 €	-684,983 €	-621,383 €	-583,133 €	-432,867 €	Personnel costs
-530,880 €	-509,040 €	-1,194,480 €	-1,327,200 €	-1,327,200 €	-1,327,200 €	-1,327,200 €	-1,592,640 €	-1,327,200 €	-1,327,200 €	-1,061,760 €		Costs direct for new customers
0 €	-6,920 €	-8,900 €	-10,200 €	-10,200 €	-20,200 €	-32,200 €	-64,500 €	0 €	0 €	-9,390 €	-113,920 €	Costs direct new providers
-189,161 €	-199,458 €	-212,893 €	-228,042 €	-243,485 €	-274,206 €	-324,204 €	-451,336 €	-325,298 €	-317,827 €	-332,123 €	-503,549 €	Cost interest
-1,126,074 €	-1,598,768 €	-1,927,956 €	-2,090,509 €	-2,119,151 €	-2,172,972 €	-2,262,107 €	-2,774,393 €	-2,237,482 €	-2,266,410 €	-1,986,407 €	-1,050,346 €	total cost
11,077,366 €	1,635,748 €	1,858,209 €	2,016,802 €	2,103,682 €	2,276,422 €	2,557,554 €	3,419,322 €	2,963,708 €	2,521,698 €	2,455,162 €	2,831,380 €	Sales volume
9,951,202 €	36,979 €	-60,747 €	-73,827 €	-15,469 €	103,448 €	296,447 €	644,929 €	326,226 €	255,287 €	468,756 €	1,781,034 €	Cash flow
6,263,081 €	6,300,069 €	6,230,313 €	6,156,656 €	6,141,167 €	6,244,636 €	6,540,083 €	7,185,011 €	7,911,237 €	7,796,205 €	8,235,280 €	10,076,314 €	Total cash flow
0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	Capital raise
205,300,000 €												4,896,000 €
9,951,202 €	36,979 €	-60,747 €	-73,827 €	-15,469 €	103,448 €	296,447 €	644,929 €	326,226 €	255,287 €	468,756 €	1,781,034 €	Cash flow after capital increase
11,159,081 €	11,196,069 €	11,126,313 €	11,052,656 €	11,037,187 €	11,140,636 €	11,436,083 €	12,081,011 €	12,407,237 €	12,662,525 €	13,131,280 €	14,912,314 €	Total cash flow after capital increase
0 €												14.03 %
-8,808,894 €	-8,663,261 €	-7,518,899 €	-8,004,921 €	-8,556,250 €	-9,321,660 €	-10,623,680 €	-13,121,827 €	-13,760,484 €	-13,690,773 €	-12,190,609 €	-14,416,746 €	
44,636 €	44,784 €	44,505 €	44,211 €	44,149 €	44,563 €	45,744 €	48,324 €	49,629 €	50,660 €	52,525 €	59,649 €	



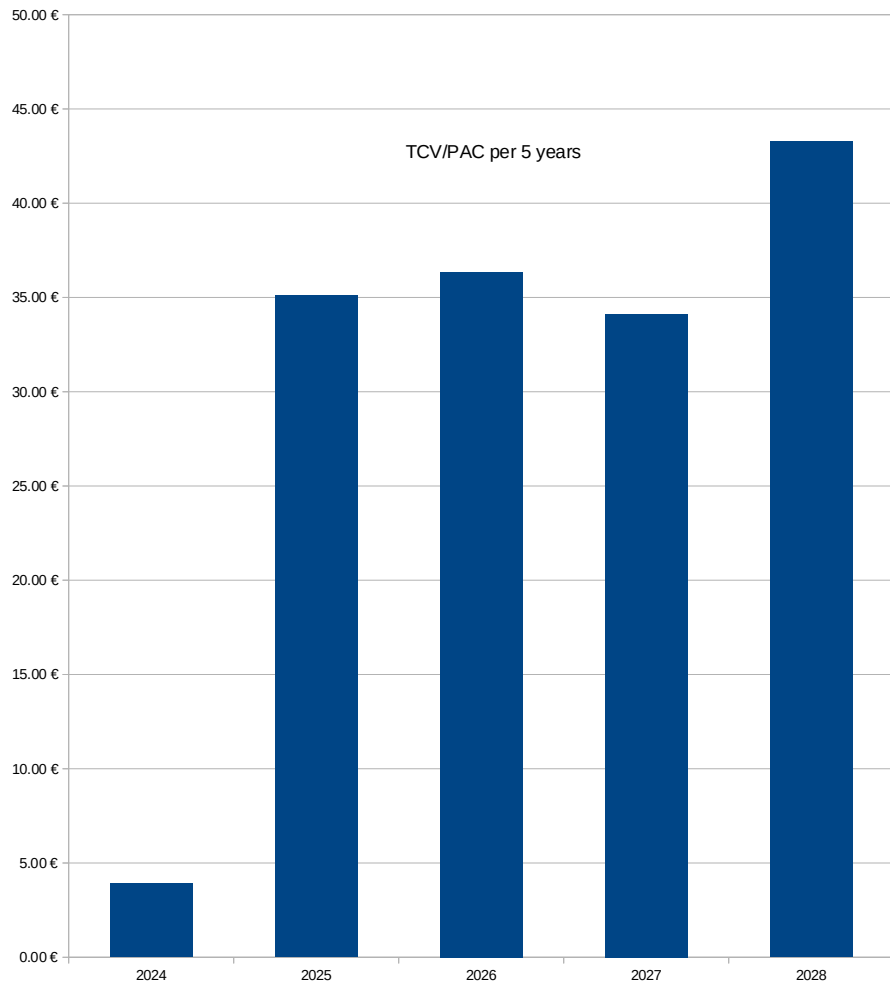
Commissions, subscriptions and cost of new customer acquisition



Costs of new customer acquisition, loan volume and income (annually summed up)



Customer Value										
	2024	2025	2026	2027	2028					
Customers	500	29,260	123,560	325,200	546,400					
New customers	500	28,760	94,300	201,640	221,200					
shrinkage	8 %	8 %	10 %	10 %	12 %					
2024	500	460	423	381	343			26882.4		
2025		28,760	26,459	23,813	21,432			109064.16		
2026			94,300	84,870	76,383					
2027				201,640	181,476					
2028					221,200					
Acquisition total year	- 78,750 €	-1,873,167 €	-6,217,698 €	- 13,660,927 €	- 14,159,792 €					
CAC	- 158 €	- 65 €	- 66 €	- 68 €	- 64 €					
Customer TCV										
2024	3 €									
2025		44 €								
2026			53 €							
2027				57 €						
2028					#NAME?					
Customer's TCV from --- to --- after churn	2024	2025	2026	2027	2028	Total	TCV / CAC	years	1 € Marketingcosts turn into in 5 years	
2024	3 €	41 €	44 €	44 €	44 €	#NAME?	#NAME?	5	#NAME?	
2025		44 €	48 €	47 €	#NAME?	#NAME?	#NAME?	4	#NAME?	
2026			53 €	51 €	#NAME?	#NAME?	#NAME?	3	#NAME?	
2027				57 €	#NAME?	#NAME?	#NAME?	2	#NAME?	
2028					#NAME?	#NAME?	#NAME?	1	#NAME?	
									3-5 € is very good, over 5 excellent	
Providers	17	945	2,723	4,672	6,562					
New providers	17	928	1,778	1,949	1,890					
shrinkage	8 %	8 %	10 %	10 %	12 %					
2024	17	16	14	13	12					
2025		928	854	768	692					
2026			1,778	1,601	1,441					
2027				1,949	1,754					
2028					1,890					
Acquisition cost total y	-27,360	-225,497	-522,710	-734,387	-775,702					
PAC	- 1,609 €	- 243 €	- 294 €	- 377 €	- 410 €					
Provider TCV	2024	2025	2026	2027	2028		TCV / CAC	years	1 € Marketingcosts turn into in 5 years	
2024	17 €	854 €	1,505 €	1,484 €	1,296 €	1,140 €	6,296 €	3.91 €	5	3.91 €
2025		928 €	1,636 €	1,613 €	1,408 €	1,239 €	6,825 €	28.09 €	4	35.11 €
2026			1,778 €	1,754 €	1,531 €	1,347 €	6,410 €	21.81 €	3	36.35 €
2027				1,949 €	1,701 €	1,497 €	5,146 €	13.66 €	2	34.14 €
2028					1,890 €	1,663 €	3,553 €	8.66 €	1	43.28 €
Provider TCV from --- to --- after churn	2024	2025	2026	2027	2028					
2024		854 €	1,505 €	1,484 €	1,296 €					
2025		928 €	854 €	785 €	707 €					
2026										
2027										
2028										
relation provider / customer	2024	2025	2026	2027	2028					
provider	17	944	2,647	4,331	5,787					
customer	500	29,220	121,182	310,704	500,834	3-5 € is very good,				
TCV/CAC weighted	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	over 5 excellent				
In % of providers	0.00 %	0.08 %	0.22 %	0.36 %	0.48 %					
In % of SCG	0.01 %	0.56 %	2.19 %	5.31 %	8.11 %					



		valuations					
		2024	2025	2026	2027	2028	
External sales		6,845 €	2,774,487 €	13,462,859 €	38,434,255 €	73,098,422 €	Revenue from commiss
Commission + subscription		1,641 €	1,295,306 €	6,491,555 €	18,667,838 €	34,288,888 €	extra financial profit aft
extra financial profit after 2027					82,055 €	573,370 €	On outside revenue of
Cost		-795,311 €	-3,252,629 €	-9,305,782 €	-19,742,054 €	-23,672,576 €	
Profit before tax		-793,670 €	-1,957,324 €	-2,814,227 €	-992,161 €	11,189,681 €	Expenses
highest debt capital requirement		-3,761 €	-912,358 €	-3,501,784 €	-8,909,598 €	-14,418,746 €	Financing
Capital increases		1,396,000 €	1,500,000 €	2,000,000 €	0 €	0 €	highest loan value
Lowest cash base		0 €	356,823 €	158,536 €	354,864 €	11,037,187 €	Dividends
Evaluation	turnover	11	7,500,000 €	14,200,000 €	71,400,000 €	205,300,000 €	377,200,000 €
	profit	40					447,600,000 €
	middle value			71,400,000 €	205,300,000 €		412,400,000 €
Set valuation			20,000,000 €	100,000,000 €	200,000,000 €		350,000,000 €
Yield			100.00 %	50 %	35 %		20 %
Valuation previous year end		7,500,000 €	70,000,000 €	140,000,000 €	210,000,000 €		290,000,000 €
Yield per year		933 %	125 %	83 %	83 %		121 %
Turnover in % of noncalled federal budget		0.00 %	0.02 %	0.10 %	0.26 %		0.45 %
back calc company value from middle value	20 %			263,936,000 €	329,920,000 €		412,400,000 €
	50 %		51,550,000 €	103,100,000 €	206,200,000 €		412,400,000 €
	2028						
TAM respite care	###						order filling in %
SOM respite care	###						budget respite care per
SAM	###						budget total respite car
	0.70%						budget uncalled
							Payout from budget
							In % of respite care bud
							In % of uncalled respite
							Customers/provider

valuations

2024	2025	2026	2027	2028
1,641 €	1,295,306 €	6,491,555 €	18,667,838 €	34,288,888 €
0 €	0 €	0 €	82,055 €	573,370 €
6,845 €	2,774,487 €	13,462,859 €	38,434,255 €	73,098,422 €
2024	2025	2026	2027	2028
-795,311 €	-3,252,629 €	-9,305,782 €	-19,742,054 €	-23,672,576 €
-1110	-147330	-296960	-292220	-297660
-301 €	-161,516 €	-718,624 €	-1,982,841 €	-3,601,583 €
-3,761 €	-912,358 €	-3,501,784 €	-8,909,598 €	-14,418,746 €
2024	2025	2026	2027	2028
0 €	0 €	0 €	0 €	0 €
2024	2025	2026	2027	2028
-793,670 €	-1,957,324 €	-2,814,227 €	-992,161 €	11,189,681 €
2024	2025	2026	2027	2028
-793,670 €	-1,957,324 €	-2,814,227 €	-992,161 €	11,189,681 €
1,396,000 €	1,500,000 €	2,000,000 €	0 €	0 €
0 €	356,823 €	158,536 €	354,864 €	11,037,187 €
2024	2025	2026	2027	2028
500	29,260	123,560	325,200	546,400
17	945	2,723	4,672	6,562
5	22	74	168	238
2024	2025	2026	2027	2028
3,525,000	3,725,000	3,950,000	4,150,000	4,350,000
1,400,000	1,400,000	1,400,000	1,400,000	1,400,000
2024	2025	2026	2027	2028
0.01%	0.79%	3.13%	7.84%	12.56%
0.00%	0.07%	0.19%	0.33%	0.47%
2024	2025	2026	2027	2028
10 %	15 %	25 %	50 %	70 %
1,612 €	3,539 €	3,539 €	3,539 €	3,698 €
5,682,300,000 €	13,182,775,000 €	13,979,050,000 €	14,686,850,000 €	16,087,409,250 €
4,545,840,000 €	10,546,220,000 €	11,183,240,000 €	11,749,480,000 €	12,869,927,400 €
2024	2025	2026	2027	2028
8,485 €	4,069,793 €	19,954,413 €	57,102,093 €	107,387,311 €
0.00%	0.03%	0.14%	0.39%	0.67%
0.00%	0.04%	0.18%	0.49%	0.83%
29	31	45	70	83

TAM SAM SOM 2028

	2028
TAM respite care	16,532,000,000 €
SOM respite care	12,917,000,000 €
SAM	107,387,311 €
	0.83%

