



**ALSTEIN**

# FINANCIAL MODEL





# FINANCIAL MODEL OVERVIEW

- Seed Raise: \$750,000
- Asset-light diagnostics marketplace
- High-volume, high-margin transaction model



## KEY ASSUMPTIONS

- 300 active labs
- 100 bookings per lab/month
- ₦10,000 avg booking value
- 10% commission + ₦350 service fee



## MONTHLY ECONOMICS

- Monthly GMV: ₦300M
- Commission revenue: ₦30M
- Service fees: ₦10.5M
- Total monthly revenue: ₦40.5M



## YEAR 1 REVENUE

- Annual revenue: ₦486M (\$324k)
- Commission: \$240k
- Service fees: \$84k
- Premium services: \$0



## **3-YEAR REVENUE GROWTH**

- Year 1: \$324k
- Year 2: \$1.18M
- Year 3: \$3.54M
- Driven by volume and lab expansion



## **COST STRUCTURE & BURN**

- Monthly burn: ₦5.7M
- Salaries & team
- Infrastructure & growth
- Operations & compliance



## UNIT ECONOMICS

- Revenue per booking: ₦1,350
- High gross margin
- Low marginal cost per transaction



## CASH FLOW & RUNWAY

- Seed capital: ₦1.125B
- Net monthly cash flow: +₦34.8M
- Early cash-flow positive



## 24-MONTH CASH POSITION

- Consistent monthly surplus
- Growing cash balance
- Capital used to scale, not survive



## **INVESTOR TAKEAWAY**

- Capital-efficient model
- Scales with volume
- Clear path to multi-million dollar revenue