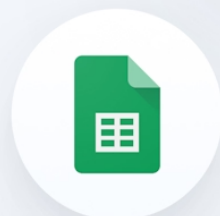
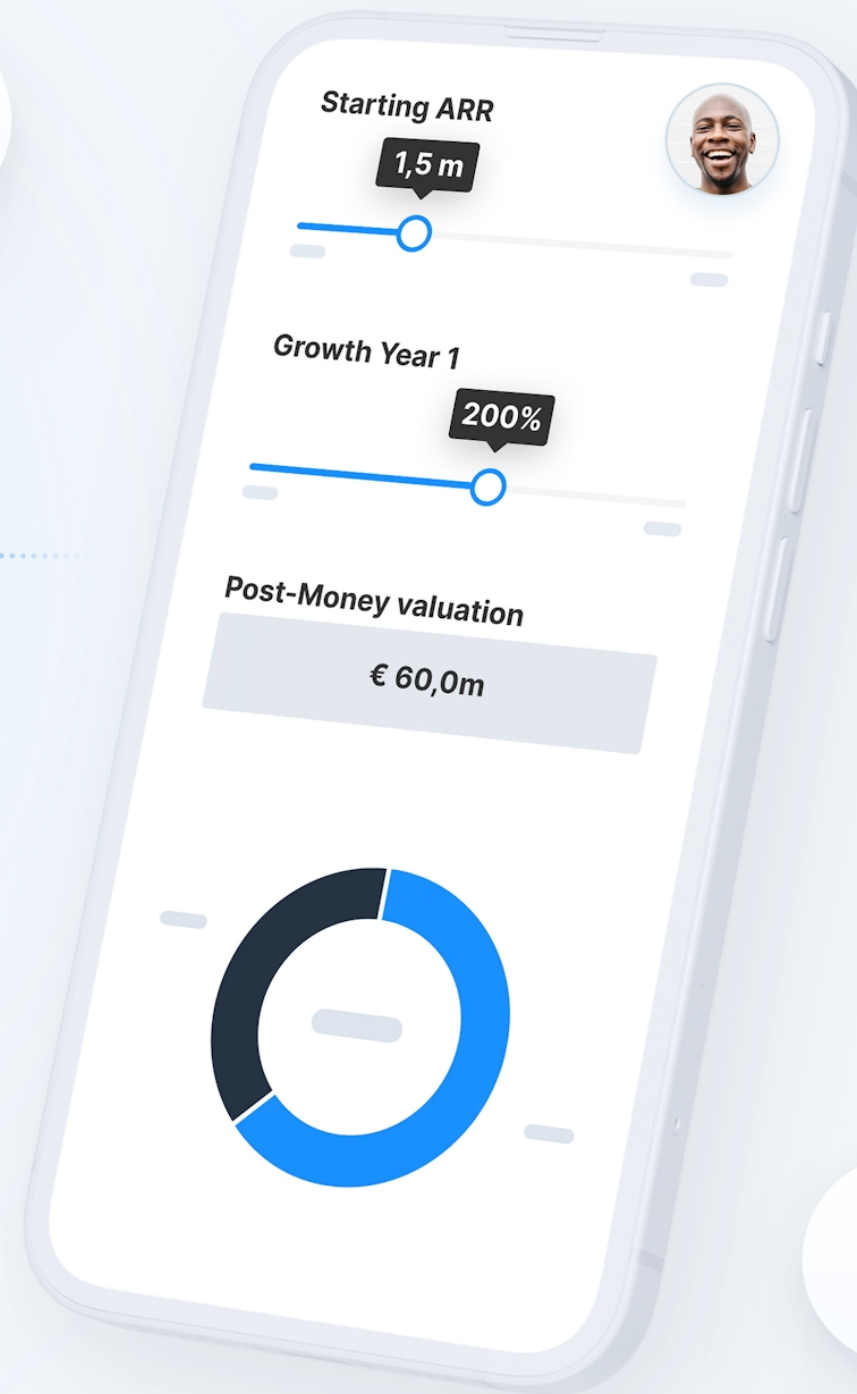
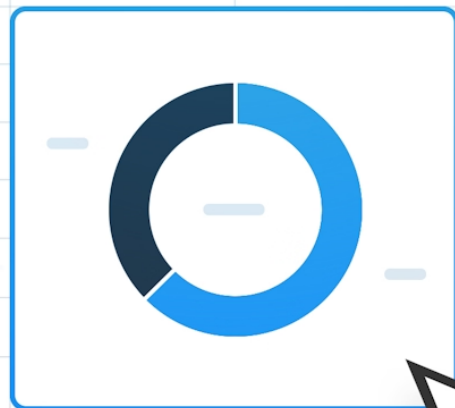


How to turn Excel models into Web apps: features, sharing, monetization

Share whatever you want: New interfaces, Interactive, Use Everywhere



Starting ARR		€ 1,5m
Growth		
Year 1		200%
Year 2		100%
Year 3		100%
Burn multiple		2,00x
Dilution		25%
NTM ARR Benc...		5,0x
Post-Money val...		€ 60,0m



Responsive interfaces instead of full file access

uchen (WAHL+M)

rufen

Ansicht

Automatisieren

Hilfe

Script Lab

Bearbeiten

Kommentare

Aufholen

Teilen

Allgemein

\$

%

000

←0

→0

Bedingte Formatierung

Als Tabelle formatieren

Formatvorlagen

Einfügen

Löschen

Format

Bearbeiten

Datenanalyse

Show Inventory Airrange

Open Airrange

Zahl

Formatvorlagen

Zellen

Analyse

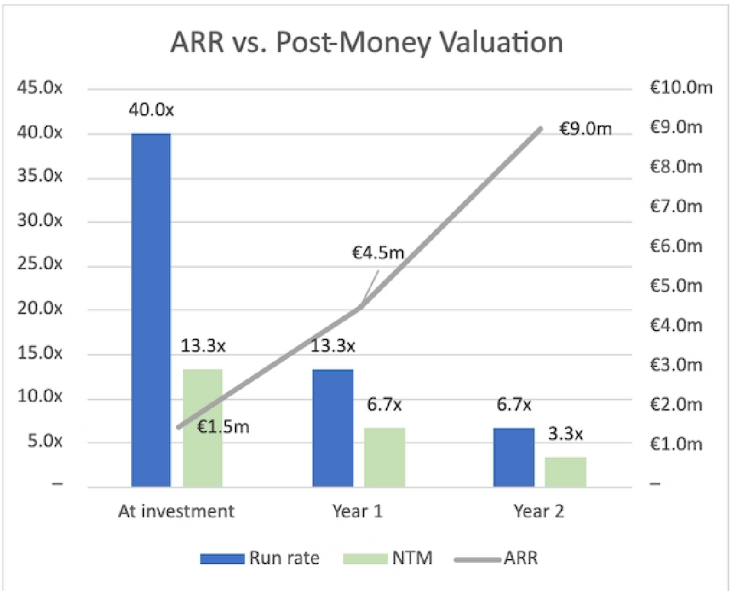
Airrange

H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

Post-Money Valuation		Growth rate		
Run rate	NTM	YoY	MoM	"x"
40.0x	13.3x			
13.3x	6.7x	200%	9.6%	3.0x
6.7x	3.3x	100%	5.9%	2.0x
6.7x	3.3x	CAGR: 145%	CMGR: 7.8%	6.0x
		100%	5.9%	2.0x

Year 2 NTM ARR Multiple Sensitivity						
Projected Year 3 Growth	Burn Multiple					
	3.00x	2.75x	2.50x	2.25x	2.00x	
	9.2x	8.6x	8.0x	7.3x	6.7x	
	25%	7.4x	6.9x	6.4x	5.9x	5.3x
	50%	6.2x	5.8x	5.3x	4.9x	4.4x
	75%	5.3x	4.9x	4.6x	4.2x	3.8x
	100%	4.6x	4.3x	4.0x	3.7x	3.3x
	125%	4.1x	3.8x	3.6x	3.3x	3.0x
Projected Year 3 Growth	150%	3.7x	3.5x	3.2x	2.9x	2.7x
	175%	3.4x	3.1x	2.9x	2.7x	2.4x
	200%	3.1x	2.9x	2.7x	2.4x	2.2x
	Benchmark	5.0x				

Year 2 NTM ARR Multiple Sensitivity						
Projected Year 3 Growth	3.00x					
	(85%)					
	(48%)					
	(23%)					
	(5%)					
	8%					
	18%					
	26%					
Projected Year 3 Growth	33%					
	38%					



Valuation Model

Saved Scenarios

Share

Valuation Model: Backsolving valuations for SaaS Companies at Series A (and beyond)

based on [the Medium article by Cavalry Ventures](#)

INPUT

Starting ARR

1.5 m

1.5

Growth Year 1

200%

0%

500%

Growth Year 2

100%

0%

500%

Growth Year 3

100%

0%

500%

Burn Multiple

2.00 x

Dilution

25%

NPM ARR Benchmark

5.0 x

OUTPUT

Pre-Money valuation

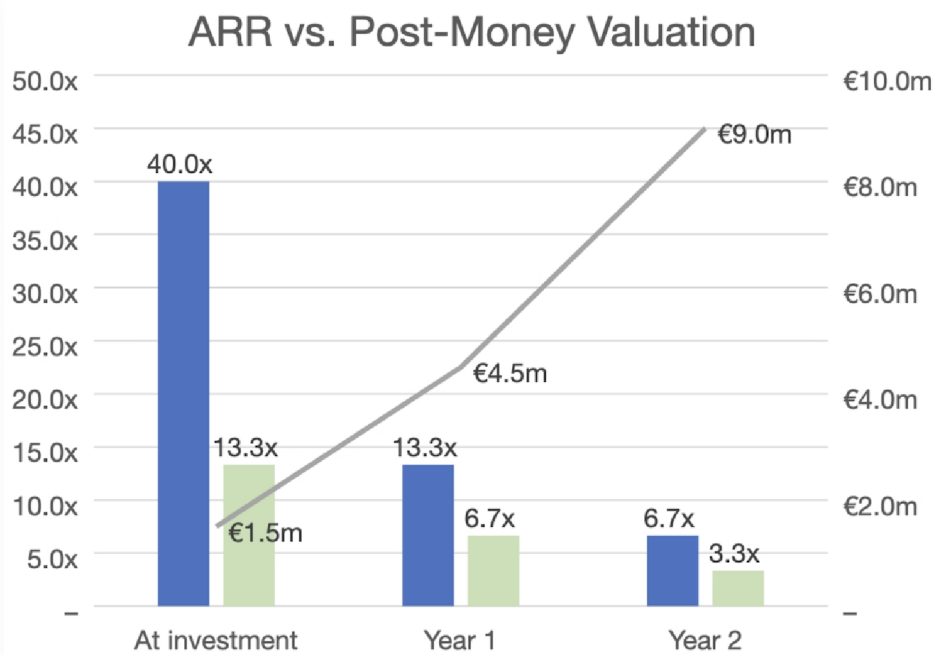
€45.0m

Round Size

€15.0m

Post-Money valuation

€60.0m



Valuation Model

Saved Scenarios

Share

Valuation Model: Backsolving valuations for SaaS Companies at Series A (and beyond)

based on [the Medium article by Cavalry Ventures](#)

INPUT

Starting ARR

1.5 m

1.5

Growth Year 1

200%

0%

500%

Growth Year 2

100%

0%

500%

Growth Year 3

100%

0%

500%

Burn Multiple

2.00 x

Dilution

25%

NPM ARR Benchmark

5.0 x

OUTPUT

Pre-Money valuation

€45.0m

Round Size

€15.0m

Post-Money valuation

€60.0m

ARR vs. Post-Money Valuation

At investment	Year 1	Year 2
Run rate: 40.0x	13.3x	6.7x
NTM: 13.3x	6.7x	3.3x
ARR: €1.5m	€4.5m	€9.0m

Year 2 NTM ARR Multiple Sensitivity

	3.00x	2.75x	2.50x	2.25x	2.00x
-	9.2x	8.6x	8.0x	7.3x	6.7x
25%	7.4x	6.9x	6.4x	5.9x	5.3x
50%	6.2x	5.8x	5.3x	4.9x	4.4x
75%	5.3x	4.9x	4.6x	4.2x	3.8x
100%	4.6x	4.3x	4.0x	3.7x	3.3x
125%	4.1x	3.8x	3.6x	3.3x	3.0x
150%	3.7x	3.5x	3.2x	2.9x	2.7x
175%	3.4x	3.1x	2.9x	2.7x	2.4x
200%	3.1x	2.9x	2.7x	2.4x	2.2x

Year 2 NTM ARR vs. Benchmark

	3.00x	2.75x	2.50x	2.25x	2.00x
-	(85%)	(73%)	(60%)	(47%)	(33%)
25%	(48%)	(38%)	(28%)	(18%)	(7%)
50%	(23%)	(15%)	(7%)	2%	11%
75%	(5%)	1%	9%	16%	24%
100%	8%	14%	20%	27%	32%
125%	18%	23%	29%	35%	41%

Share selected areas of your workbooks

Static - or fully functional if you want

Story-telling made easy: Add descriptions and media

Add **editable** zones for data entry or let people play with the model

[illegible]

Use Case: Data entry workflows

[illegible]

Excel AddIn to consolidate the submitted changes



Available end of March 2024



Works without uploading your files

Use Case: Sales Apps



- Compares two health insurances over contract term
- Includes tax-deductible contributions & employer contributions
- Accounts for pension insurance subsidies
- Factors in up to 2 existing or planned children

00:27

BEGomat Premium 6.91

Allianz @ DKKV Gothaer HEK SDK

FAQ SZENARIEN TOOLS

Stammdaten

Beginn
01.04.2024

Geburtsdatum
24 01 1989

Status (bis Ruhestand)
Angestellt Selbständig Beihilfe

AG-Zuschuss
Bund Sachsen

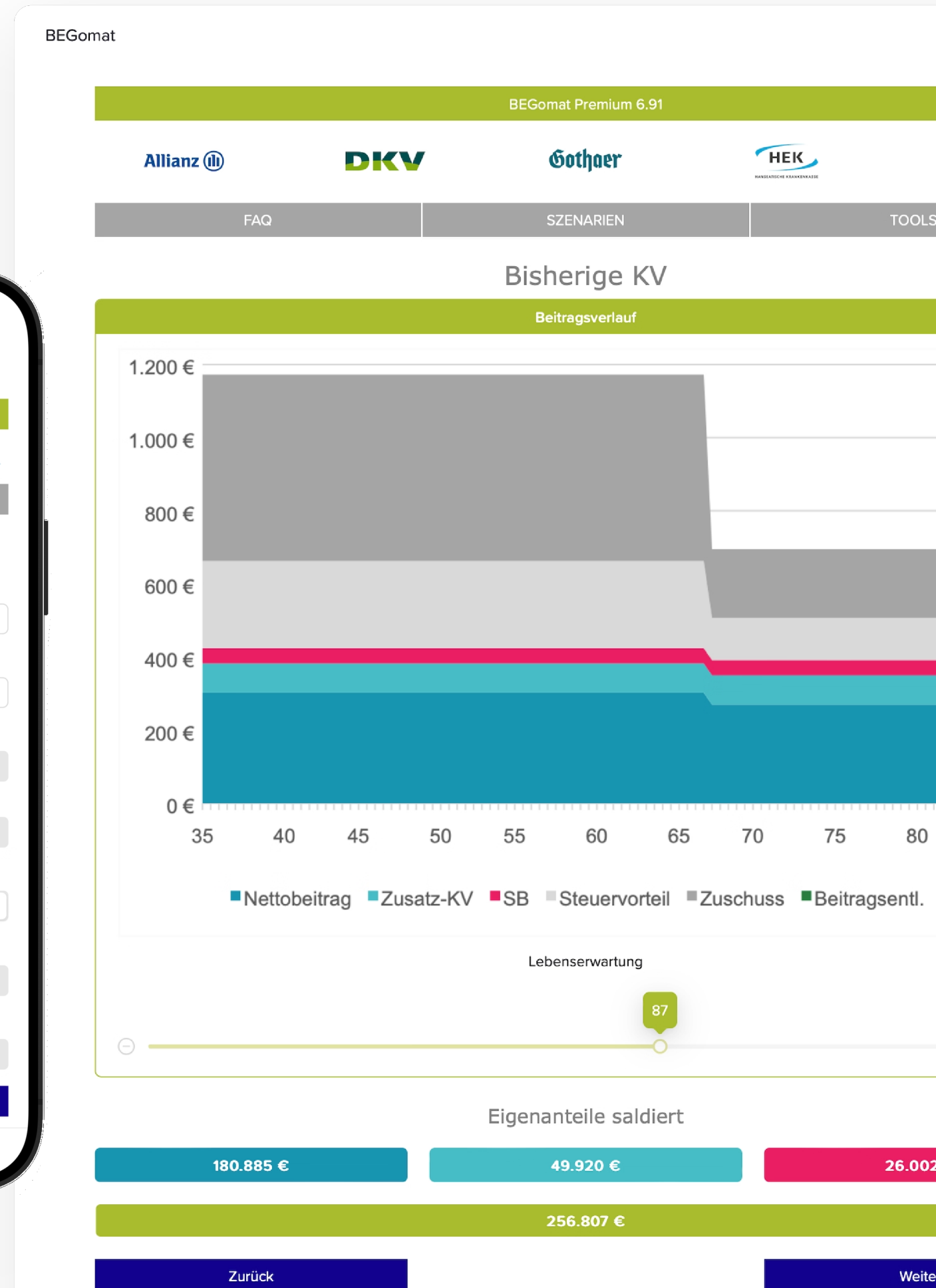
Bisheriges System Künftiges System
GKV PKV GKV PKV

Ehegattensplitting
Nein Ja

Kirchensteuer
Nein Bund BY/BW

Weiter

app.airrange.io



Use Case: User-friendly / without sharing the IP



Triple Value Impact has created a large business case calculation spreadsheet for local government that includes 40 different business cases to help local government modernize their services and drive efficiencies using digital technologies.

We needed to find a mechanism to share the business case in a user-friendly way without sharing the IPR.

Airrange was the best solution we found in the market, as it provides a simple platform to share what is an extremely complex spreadsheet with over 700 fields of data across 135 worksheets, in a very simple and visually attractive manner.

Tim Pitts



TVI Digital Blueprint - Business Case

Select your authority:	Total NET Value	22/23 Revenue
Staffordshire	£28,161,092	£582,226,000

Please NOTE that all the data is pulled from publicly available data sources. (e.g. gov.uk, SALT etc).

In some areas (Dom Care in particular), the detail isn't available - ALL numbers require validation as part of Fast Track Validation.

Go to Final Report	Next Value Prop
--------------------	-----------------

1) Prompting demand for adults services

- Strategy: defer demand
- Data sources: ONS (people projections), SALT tables, 22/23 revenue budget, Dilnot report
- Partner: MySense, itelligent-i (note assumes no. 40)

22/23 Revenue Account Budget	Net value created	Eco-impact
£-	£1,522,823	n/a
Priority	Months to value	Change complexity
High	3	Medium
Number of front door contacts (SALT tables)	CFO Insights	
5,940	Grant Thornton benchmark: All English authorities	
Average cost of contact (calculated)	Average	
£0	Grant Thornton benchmark: Administrative grouping	
Total cost of Front Door (assumes 10% of front door budget)	Low	
£0		

Use Case: You already did the job in Excel

**Barmenia**

Company health insurance is a growing market. **Budget tariffs** make up 60-70%



Employers insure an annual budget for employees to **choose from various benefits**



There is no comprehensive way to **compare these tariffs**

The standard tool for bKV of the Allianz

Betriebliche Krankenversicherung (bKV)

Dieses Tool wurde unter Einbeziehung der Anbieter...

Anzahl der Mitarbeiter

20

Angehörige

Versicherbar

Mindestbudget

Automatisch

Anbieter

Zahnersatz

Tarif

Jahresbudget / MA

Monatsbeitrag / MA

Ausschlaggebend für den Erfüllungsgrad (gesamt u. die ausgewählten und dabei erfüllten Einzelkriterien gewichtet sind).

Volles Budget bei unterj. Beginn

Angehörige möglich

Betriebliche Krankenversicherung (bKV)

Vergleich von Budgettarifen

Erklärvideo

Fehltag

Fluktuation

Mindestanforderungen

Anzahl der Mitarbeiter

20

Monatsbeitrag je MA

40 €

Angehörige

Versicherbar

PKV-Versicherte

Versicherbar

Mindestbudget

Automatisch

Leistungsbereiche

Ambulant & Zahn

Empfehlung

Alternative

Rang gem. Erfüllungsgrad	1	2
Anbieter	Allianz	ARAG
Tarif	Mein Ges.-Budget	BudgetFlex Premium
Jahresbudget / MA	1.200 €	1.200 €
Monatsbeitrag / MA	36,90 €	39,86 €

Erfüllungsgrad

82%

Erfüllungsgrad

77%

Nur Unterschiede

Volles Budget bei unterj. Beginn

✓

✓

Angehörige möglich

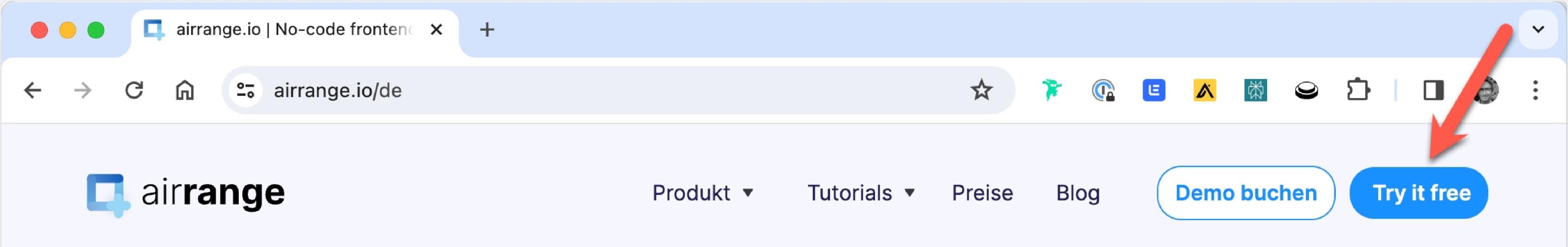
✓

✓

Demo

Excel areas, web apps & monetization

TRY IT FREE
[HTTPS://AIRRANGE.IO](https://airrange.io)



Global Excel
=Sum(it)
6-8 Feb 2024

Thank you!

Stephan Methner

CEO