The Uber of Taxes

Save over 30% on your corporate taxes for free

Founding team with startup & finance experience

+4 Years of Founding Experience

+3 Years in Sales as an Account Executive & Regional Sales Manager with Y-Combinator Experience

+4 Years in Computer Science Experience

+1 Years in Finance at Bulge Bracket Banks

Luis Figueroa
Co-founder & CEO

IB M&A & Natural Resources
Account Executive & GTM at Pump.co (YC S22)
Master in Accounting & Bachelor in Finance

Lakshya Rajoria
Co-founder

Built India's first e-debate tournament platform
Private Credit in Aksia & Blackstone
Bachelor in Computer Science & Finance

Howard Zhu
Co-founder

IB M&A & Generalist
Hedge Fund Analyst at CK Capital
Master in Accounting & Bachelor in Finance

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Two Types of Problems

There is **no** marketplace that connects businesses' income to net out profits against losses.

Positive Profit

- Pay 21% tax on their Net Income
- Lose on potential reinvestment
- Thinner profit margins

Negative Profit

- Runway usually up to ~18 mo.
- Earn tax-loss carryforward that is not useful until they are profitable.

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Solution

There is **one** marketplace that connects businesses' income to net out profits against losses.

Positive Profit

Negative Profit

- Earn up to 33% on your tax bill
- Hire more employees
- Reinvest more money

CostCuts

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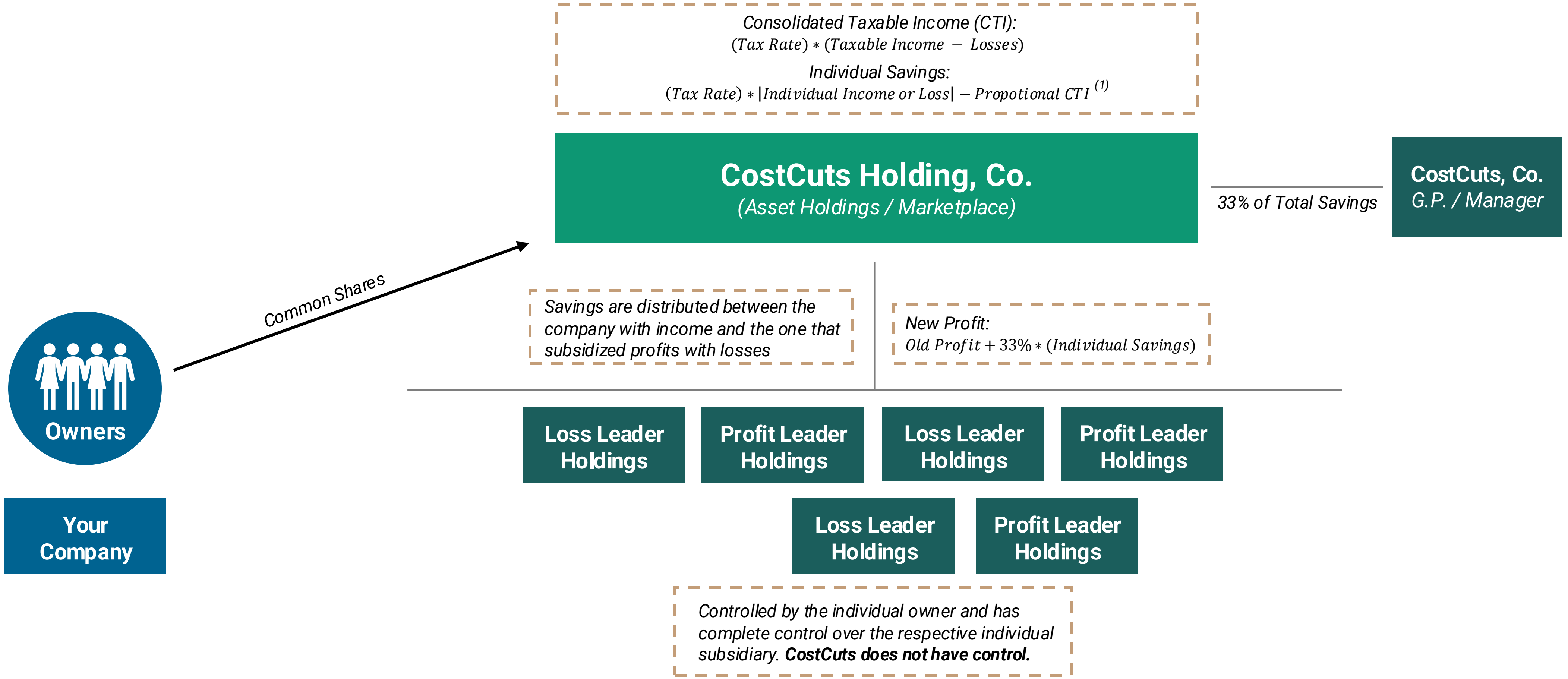
How it Works: The Nitty-Gritty



Note: This structure chart is provided for informational purposes only on a restricted and confidential basis and is subject to further modification, completion, and amendment.
(1) Proportional CTI calculated as consolidated CTI multiplied by the absolute value of individual income or loss divided by the total sum of the absolute value of income and losses.

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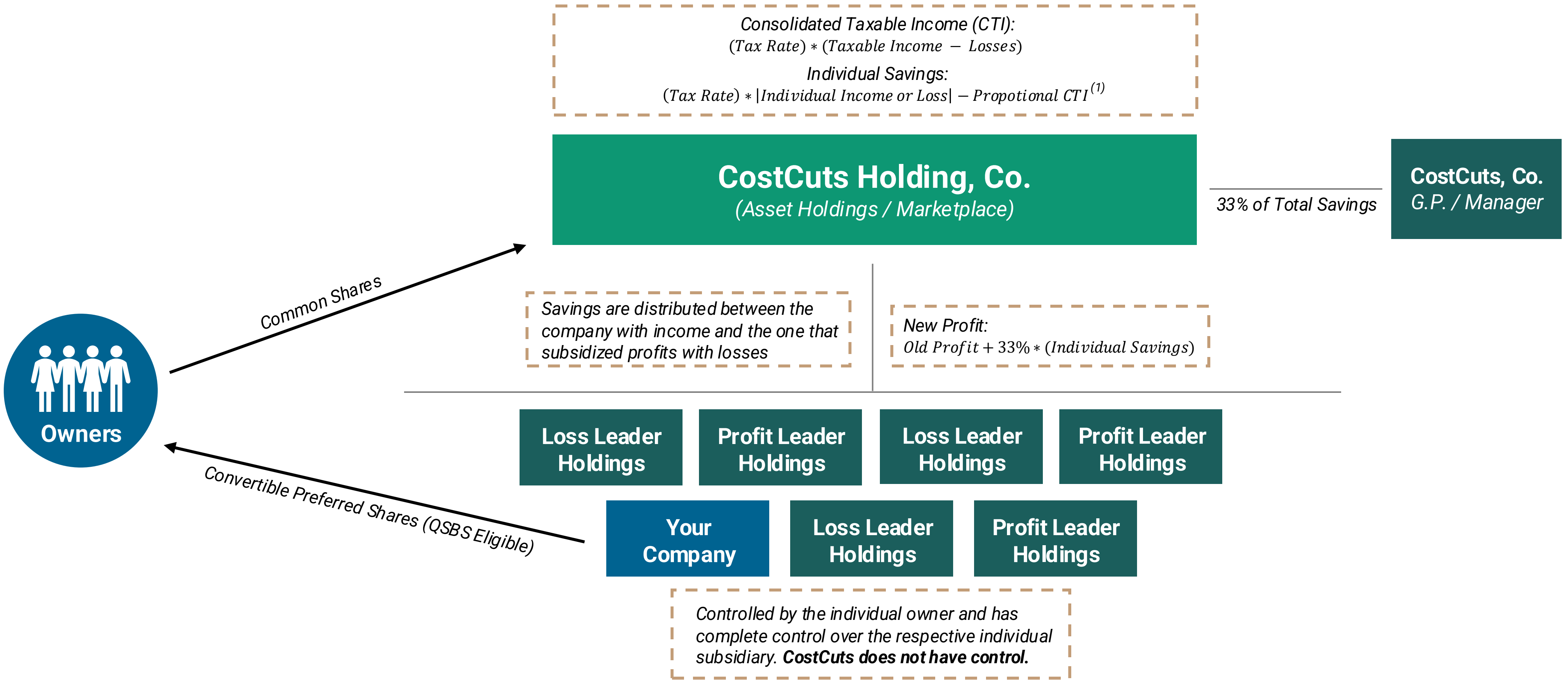

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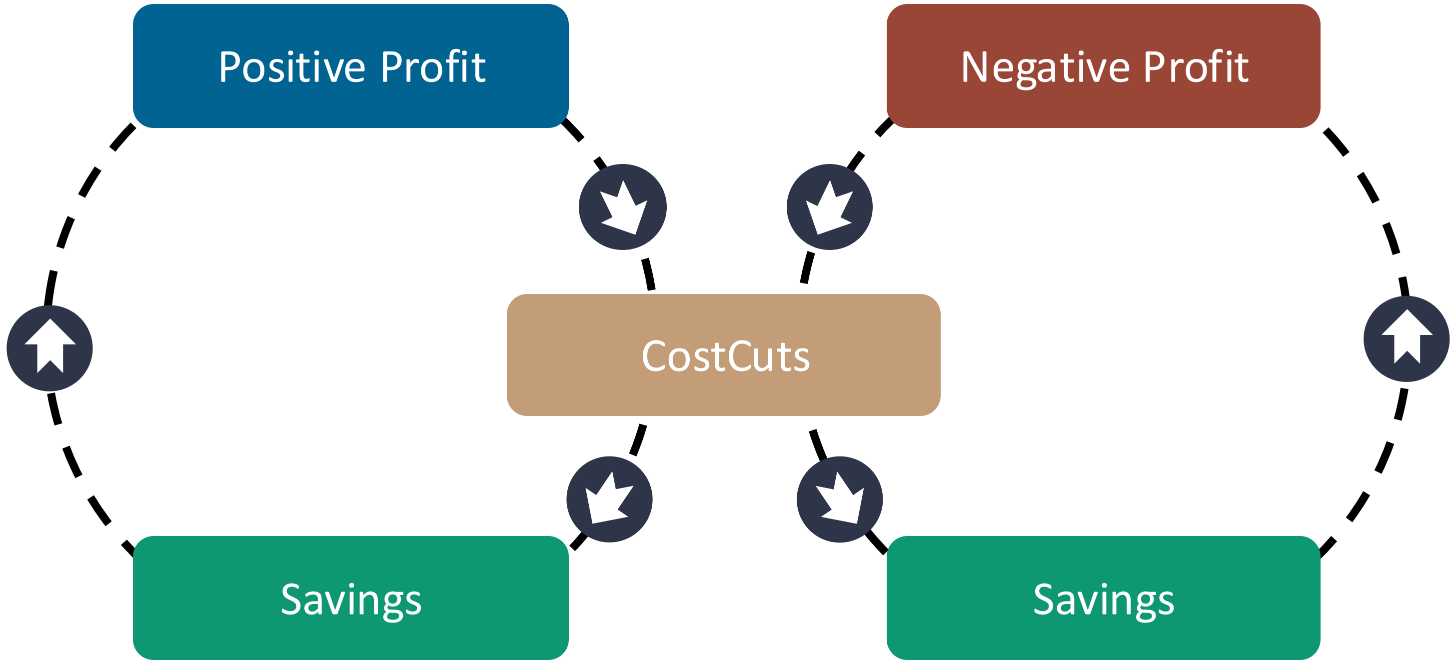
We bundle companies' profits and losses against each other, **earning them 30+% on the created savings.**

Both companies become "subsidiaries" of one parent organization (***marketplace***) to net their earnings and losses.

How it works



The parent organization has zero control, with **earnings and shares of each company remaining completely secure and owned by the original shareholders.**

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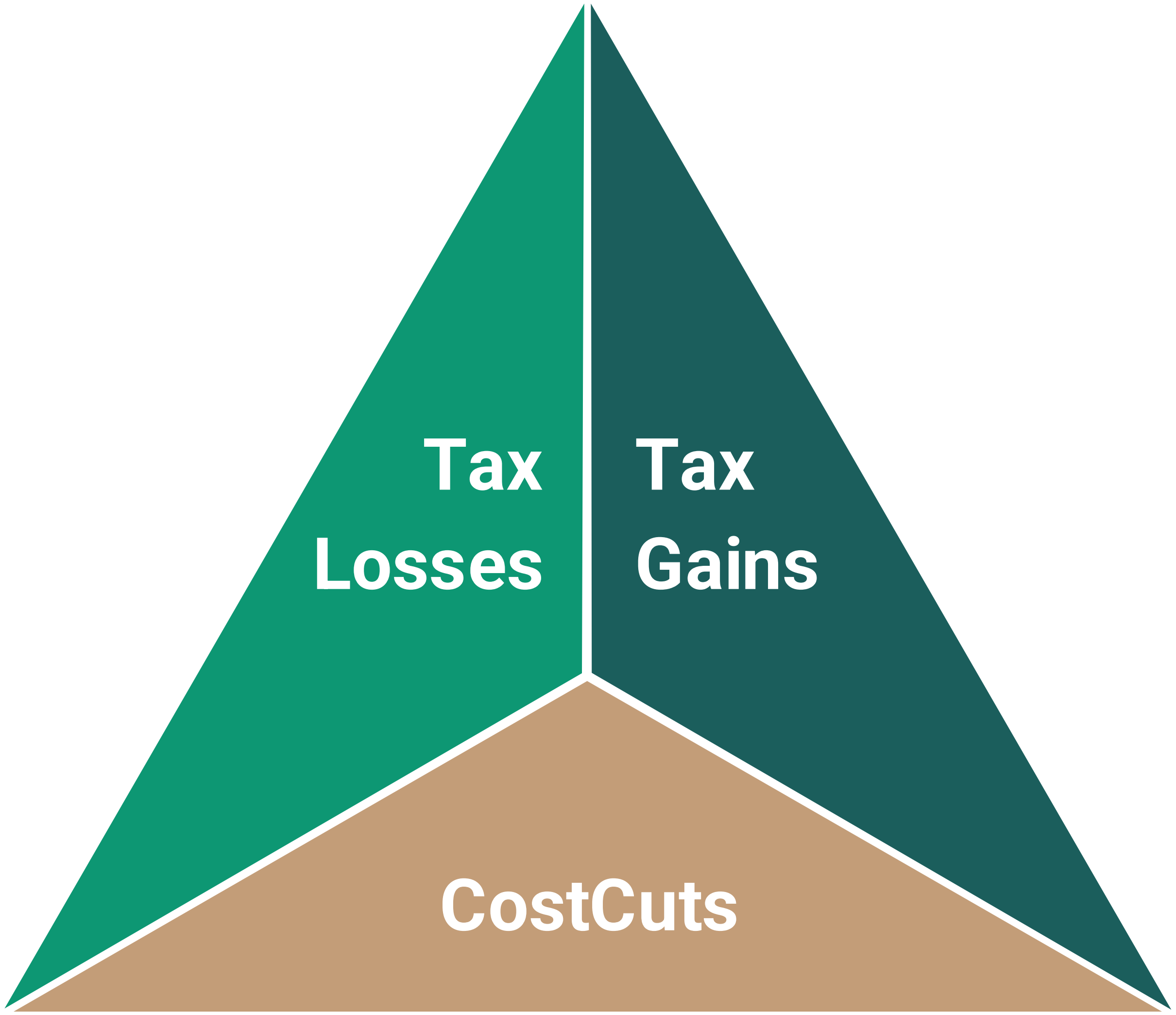
CostCuts is always *FREE* to use for everyone

- Every party involved earns **33% of savings,** it's only fair.
- Business model allows us to have **margins like a SaaS business.**



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We are a new infrastructure layer

We are **layer-agnostic** and can integrate with a wide variety of different vendors and services.

- **New**
  - CostCuts
- **Core**
  - Bookkeepers
  - Accountants
  - Auditors
  - Compliance
- **Extra**
  - Advisors
  - Consultants
  - Valuation Experts
  - ERP Systems
  - Risk Management

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Competitive Landscape

Factors	CostCuts	Fondo	pilot	CPA Firm
Price	***FREE***	$600/mo to $1,150/mo	$349/mo to $999/mo	$3,000+/mo
Saving Potential	***33% on taxes***	~19% on taxes	~12% on taxes	<20% on taxes
Scalability	Worldwide	SMBs Worldwide	SMBs Worldwide	Region Specific
Size / Employee #	Founded in 2024 / 3	Raised $3.12M / 73	Raised $150M / 250+	Unavailable

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Go-To-Market Strategy

Venture Capitalist
Ecosystem of startups to partner with us.

Profitable SMBs
These businesses must generate over $2,380/year in earnings before taxes, since the government requires them to file taxes quarterly.

Pre-Seed+ Startups
Growing startups with increasing expenditures.

CostCuts

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Why Now?

$150Bn+
AI Spending in 2023

-30%
VC Investment Growth

$100M+
Cloud computing spend grouped to lower costs through a similar business model

20%+
Average increases in wages since the pandemic

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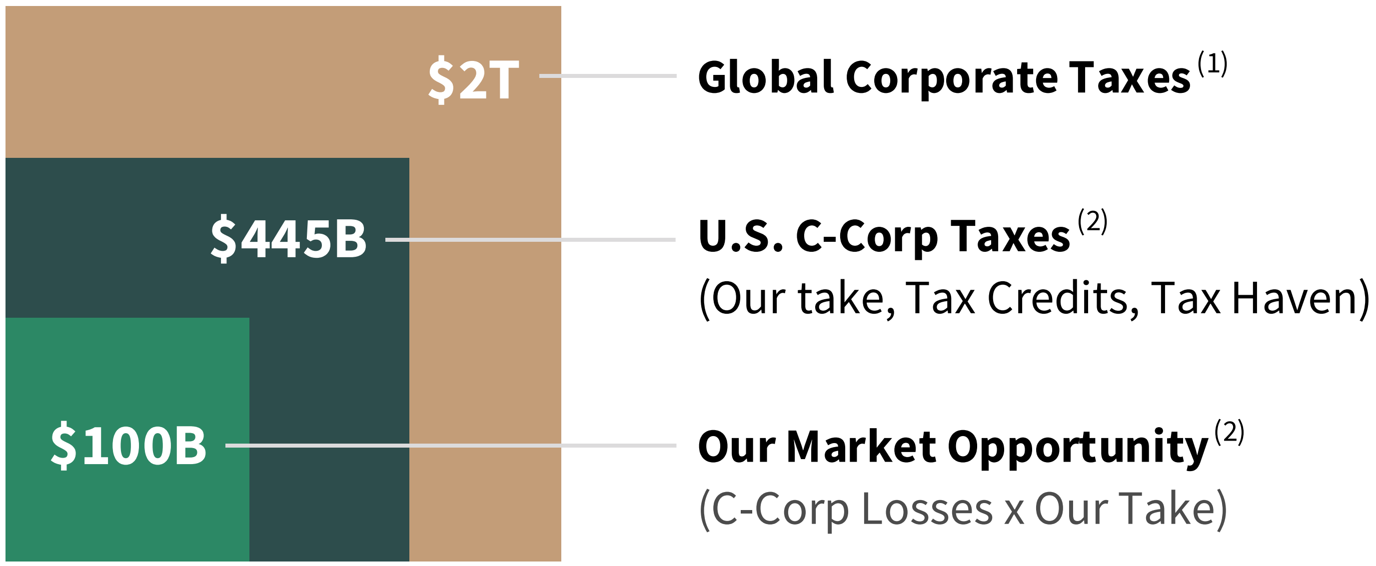
Global Corporate Taxes Over $2 Trillion

- Economic downturn and AI boom bring a perfect storm for us.
- C-Corp taxes are growing at 3.1%, but our market is growing **13.6%**.



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(1) Calculated based on historic rates of corporate profits as % of GDP and the average global tax rate. We then calculated the average % losses ratio against profits to then calculate our total potential tax loss savings.

(2) Based on IRS reports regarding total profits and losses generated by C-Corps in the United States until 2020 and then grown at their respective CAGR.

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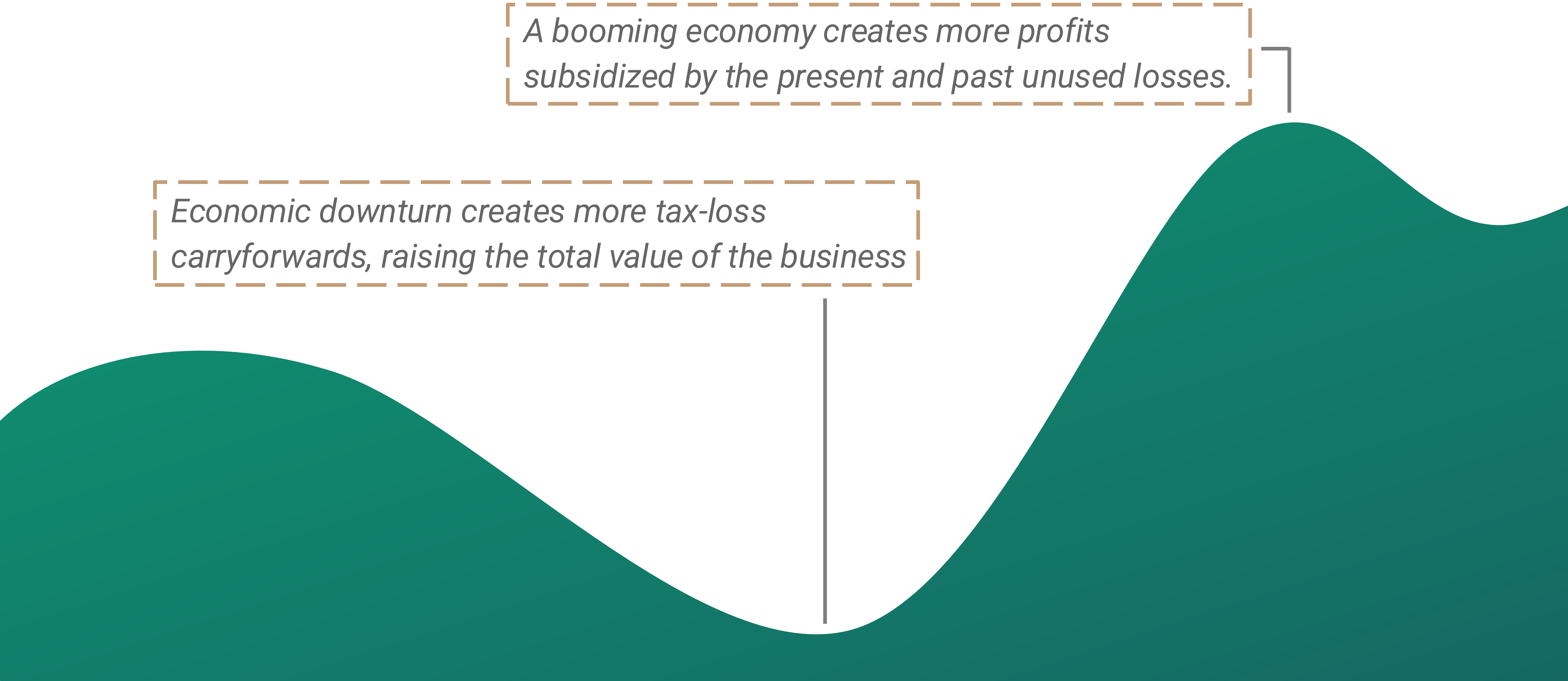
We are Resilient to Market Changes



Product Roadmap

PRODUCT BETA LAUNCH

2024 Q4 & 2025 Q1
Alpha/MVP

- Fully self-serve onboarding
- Standalone accounts anywhere in the USA.
- Manual data gathering & consolidation
- Manual Invoicing (GoCardless)

Q2 & Q3 2025
Automate

- **Automate tax filings with manual authorization.**
- Semi-automated invoicing, autopay enabled.
- Income projections to give saving estimates.

Q4 2025
Service Add-ons

- **Support all types of industries with unique regulations.**
- Add employee benefits & insurance plans (take % of savings by negotiation)

2026+
Scale

- **Launch Internationally**
- Fully automated and AI for tax reporting.
- CostCuts becomes the leading brand for powerful, AI based, automated tools to bring cost savings to all types of businesses.

SERIES A

← GTM Motions testing →

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Business Model

This is an opportunity to own the **NASDAQ for Startups & SMBs**

- This is an opportunity to **continuously own 9% of Net Income.**
- Over 40% of our COGS are in March, with our revenue coming in in April, June, September, and December.
- We can spend on acquiring customers and still have a **great return on investment**.

Gross Profit per Year

		Illustrative Annual Contract Value				
		$2,520	$5,000	$7,500	$10,000	$23,100
Annual Retention Rate	2025E	81%	90%	93%	95%	98%
	2026E	81%	90%	93%	95%	98%
	2027E	81%	90%	93%	95%	98%
	2028E	82%	91%	94%	95%	98%
	2029E	83%	91%	94%	95%	98%

LTV / CAC per year [(1)]

		Illustrative Annual Contract Value				
		$2,520	$5,000	$7,500	$10,000	$23,100
Years	2026E	18.3x	40.2x	62.6x	85.0x	202.6x
	2027E	20.8x	45.6x	70.8x	96.0x	228.6x
	2028E	20.2x	48.5x	75.4x	104.9x	249.3x
	2029E	20.2x	40.0x	74.1x	105.2x	249.6x
	2030E	14.7x	36.8x	62.6x	86.7x	205.6x

Avg. Lifetime Value

		Illustrative Annual Contract Value				
		$2,520	$5,000	$7,500	$10,000	$23,100
Annual Retention Rate	95.0%	41,227	90,481	140,635	190,874	453,841
	92.5%	27,206	60,120	93,695	127,167	302,432
	90.0%	20,337	45,083	70,091	95,332	226,837
	87.5%	16,272	35,979	56,034	76,180	181,332
	85.0%	13,484	29,929	46,656	63,432	150,982

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(1) Assumes a cost of acquisition of $500 per customer.

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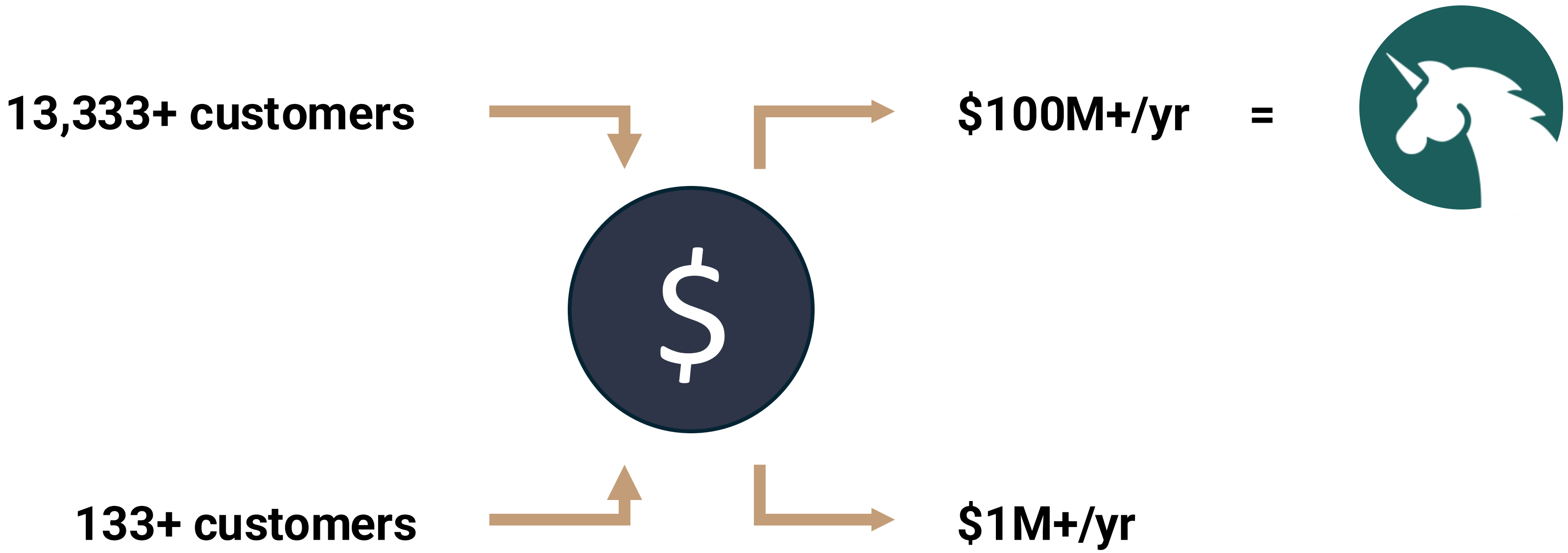
Path to $100M ARR



- Assume **$7,500 ACV**[(1)] / Avg. ARR from all U.S. C-Corp's is **$22,739**
- **2.7M+** C-corps with losses and **40K+** are joining every year **(200k+ during COVID)**

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(1) Annual Contract Value (ACV) calculated as $(Annual\ Profit\ or\ Loss) * (21\%) \div 3$. *This represents the expected savings that CostCuts would collect by netting our firms profits and losses against each other.*

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Concerns & Answers

Concern	Answer
U.S Government will make it illegal to consolidate profits and losses in order to not lose on taxes.	Multinational companies follow the same practice and would lobby against it. It would also stifle innovation, which is politically controversial.
Companies would not want to consolidate under a parent organization structure.	By focusing on a secure brand along with growing AI spend and an economic downturn, there is a greater potential for success and a winner takes all market. **Similar to Airbnb.**
CostCuts will face execution risks.	Unique Masters level experience in the accounting space and team has grown organizations before.
No industry standard.	Flexibility of the industry promotes innovation; a standard will be reached.

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