

Awareness is part of the mobility gap.

“People cannot request a mobility solution they have never seen.”

Observed use

Ian and Pricila used donated rollators through APDK-linked handovers. BHK followed their use.

What it proves

The experiences show practical value — not clinical efficacy or an APDK endorsement.

OPEN GATES

Product selection • KEBS pathway • documented demand conversion



The forecast uses explicit USD inputs and a slower first year.

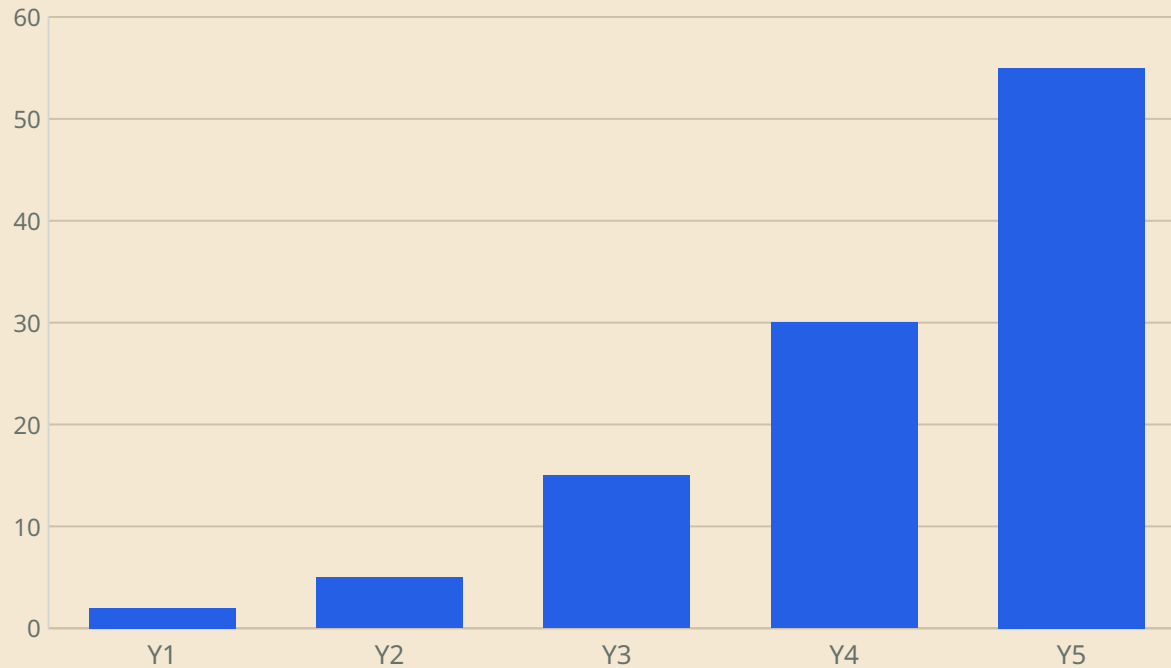
All financial figures are in USD.

Input	Base case	Status
Units sold, Y1–Y5	2k / 5k / 15k / 30k / 55k	Management plan
Selling price, per unit	USD 261.54	Planned
Revenue input, per unit	USD 261.54	Fixed assumption
Revenue per unit	USD 261.54	Derived
Landed variable cost	USD 100	Planning assumption
FOB planning price	USD 55	Provisional
First shipment	480 units	Management decision
Opex, Y1–Y5	USD 600k / 750k / 1.2m / 1.8m / 2.6m	Planning inputs

USD 6,800 freight ÷ 480 units = USD 14.17 per unit



The planning case starts at 2k and reaches 55k annual units.



107k

planned units; chart in thousands

2k → 5k → 15k
→ 30k → 55k

Y1: 2k sales after the 3+ month first-delivery lead time.

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The revised launch year starts with an operating loss.

USD m	Y1	Y2	Y3	Y4	Y5
Revenue	0.52	1.31	3.92	7.85	14.38
Gross profit	0.32	0.81	2.42	4.85	8.88
EBIT	(0.28)	0.06	1.22	3.05	6.28
Net profit	(0.28)	0.04	0.86	2.13	4.40
Retained in year	(0.28)	0.03	0.60	1.49	3.08

61.8%

gross margin — all years

30.6%

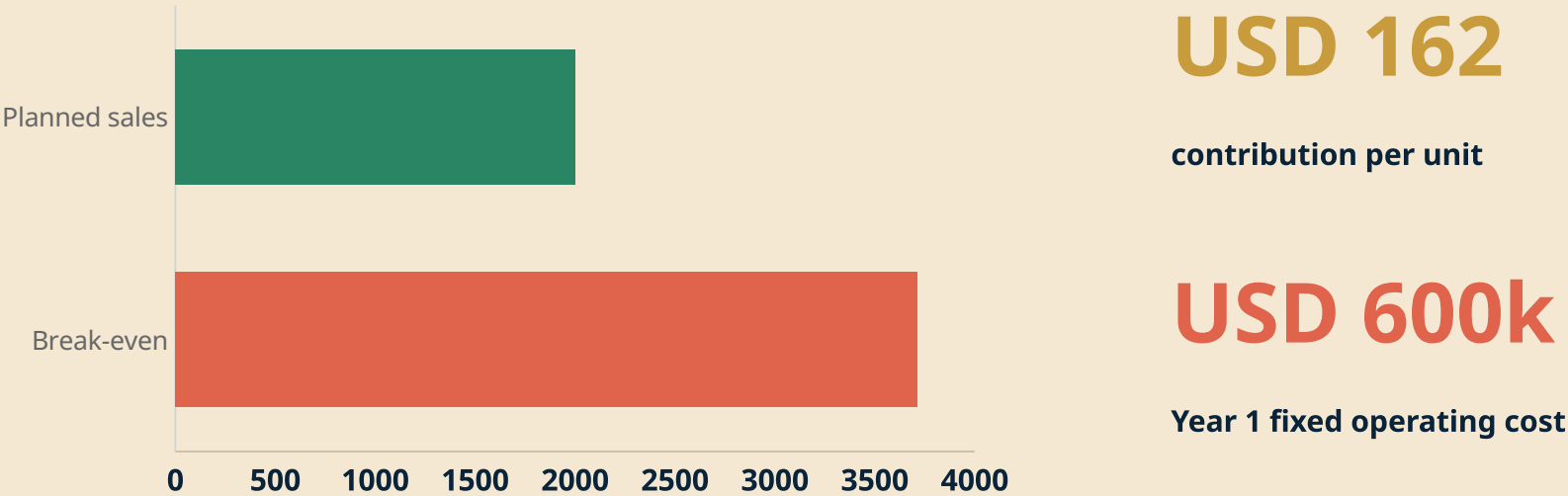
Year 5 net margin

129.0%

revenue CAGR, Y1-Y5



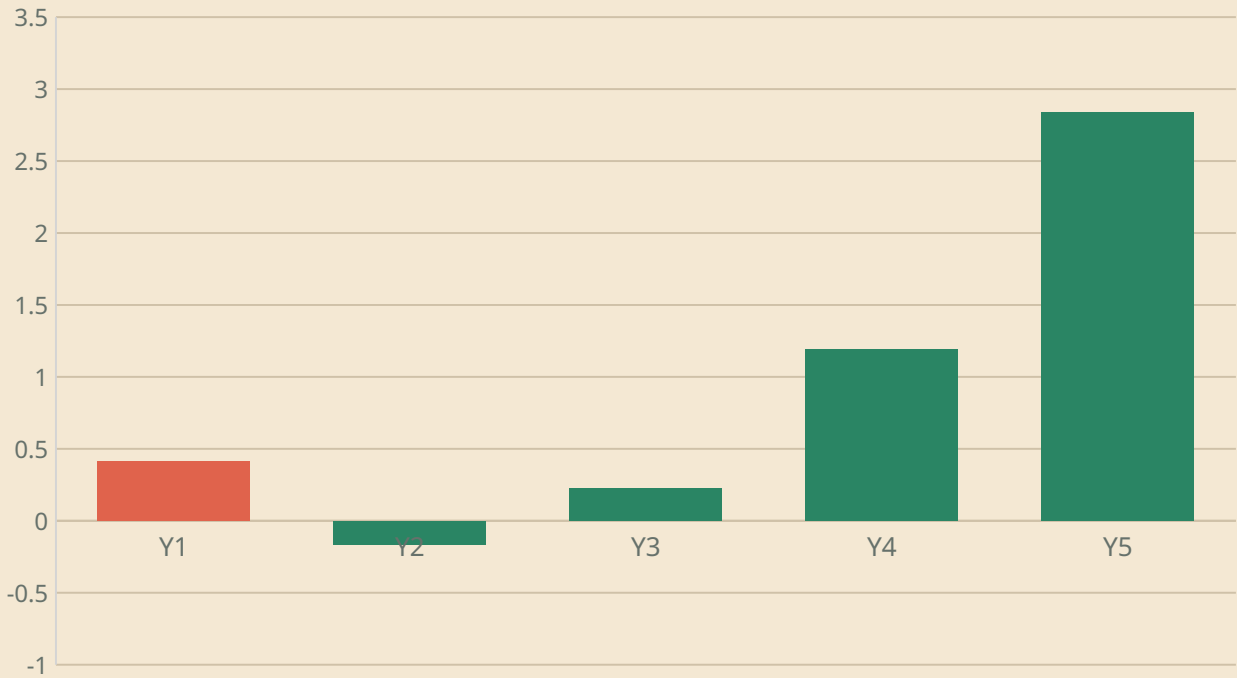
Year 1 remains below operating break-even in the base case.



The first sales follow a 3+ month supply lead time; funding supports the launch period.



Free cash flow turns positive in Year 3.



Y3

first positive free-cash-flow year

Five-year gross FCF

USD

3.68m

Before dividends; undiscounted.



Closing cash reaches USD 2.44m in Year 5.



WORKING-CAPITAL BASIS

60 days

receivables

90 days

stock

30 days

payables



Assets and funding balance at USD 6.36m.

ASSETS

Cash	2,439,027
Trade receivables	2,364,594
Inventory	1,356,164
Equipment, gross	205,000
Total assets	6,364,786

EQUITY & LIABILITIES

Investor share capital	990,000
Cumulative retained profits	4,922,731
Total equity	5,912,731
Trade payables	452,055
Total equity & liabilities	6,364,786

Depreciation is not modelled; profit and balance sheet must be updated when useful life is set.



The revised project case produces a 27.2% five-year IRR.

USD 990k

initial investment

27.2%

project IRR — five years

USD 767k

NPV — no terminal value

NPV WITH TERMINAL VALUE

USD 14.11m

Terminal value at end of Year 5

USD 26.84m

Investor returns require separate equity terms. Project FCF excludes dividends.

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The revised forecast changes both cash flow and terminal value.

Year	Free cash flow	Discount factor	Present value
1	(415,785)	0.870	(361,552)
2	(162,908)	0.756	(123,182)
3	226,844	0.658	149,154
4	1,190,843	0.572	680,868
5	2,838,456	0.497	1,411,214
Terminal value	26,836,314	0.497	13,342,391
Investment	(990,000)	1.000	(990,000)

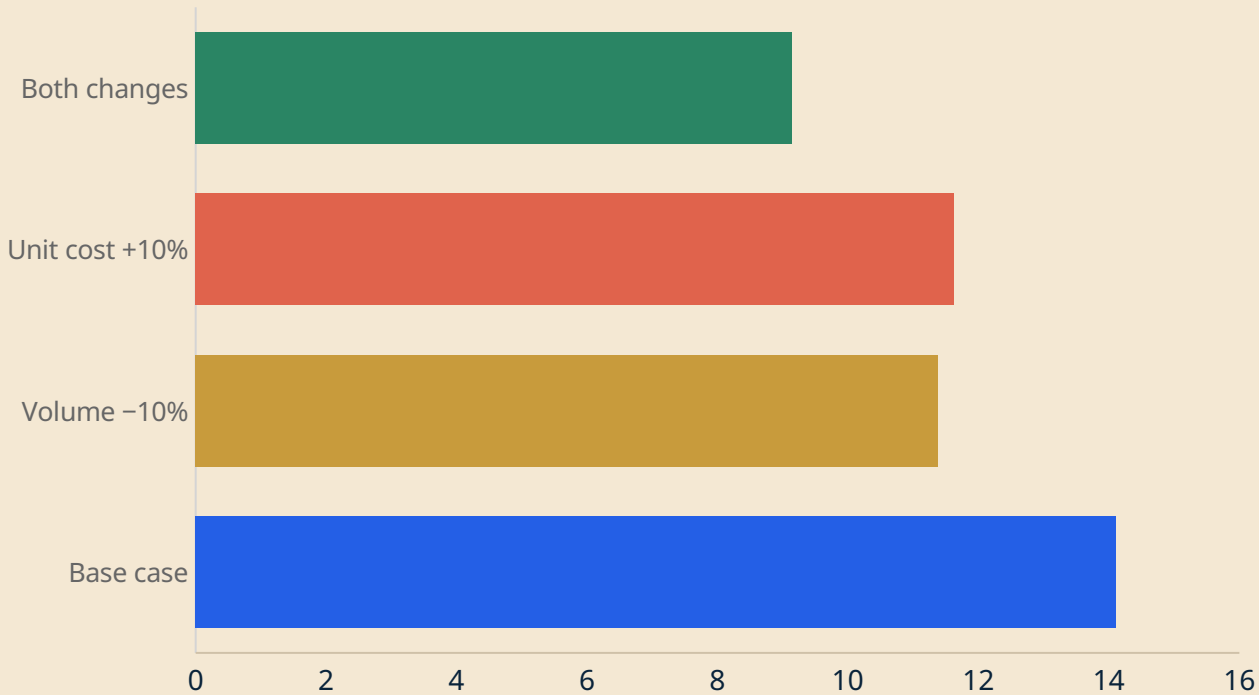
NET PRESENT VALUE

USD 14,108,893

Terminal valuation is an assumption — not a guaranteed exit.



The original downside scenarios are recalculated for the slower launch.

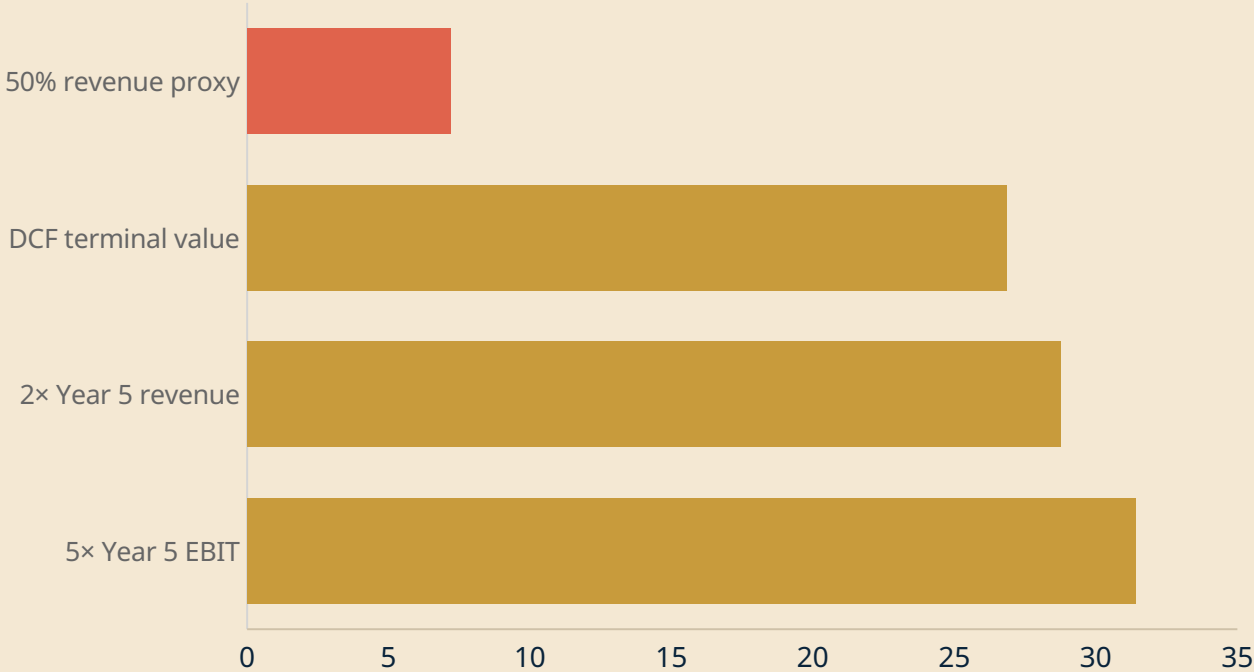


USD 9.14m
NPV when volume and cost move against plan

No Monte Carlo success probability is claimed.



Four Year 5 valuation illustrations reflect the revised forecast.



Valuation illustrations are based on the Year 5 forecast — before investor equity allocation.

EBIT is used as a proxy because depreciation is not modelled.



The first 480-unit shipment models USD 48k landed cost.

Component	Per unit	480 units
Provisional FOB product	55.00	26,400
Door-to-door freight	14.17	6,800
Known subtotal	69.17	33,200
Allowance for import/compliance	30.83	14,800
Modelled landed cost	100.00	48,000

OPEN INPUTS

Final taxes • tariff classification • customs assessment • supplier invoice



BHK seeks USD 990,000 to start the first order and scale.

WE ARE RAISING

USD 990k

First order follows funding; first sales follow the 3+ month transit. Follow-on orders must be funded early.

480

units in first container

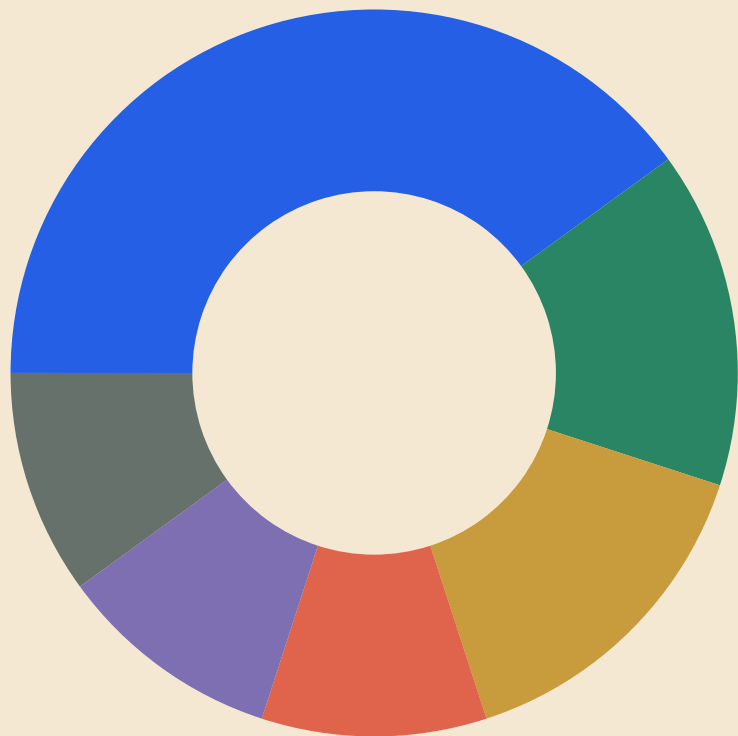
USD 48k

modelled first-shipment landed cost

Equity percentage and investor IRR remain subject to agreed terms.

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Forty percent funds product procurement and scaling.



Use	Share	USD
Product procurement & scaling	40%	396,000
Distribution expansion	15%	148,500
Marketing & awareness	15%	148,500
Logistics, storage & supply chain	10%	99,000
Hiring & operating team	10%	99,000
Operational setup & systems	10%	99,000



Four execution gates support a gradual launch and later scaling.



VERIFY THE PRODUCT

Test the supplier sample: 28 cm PU wheels, brakes, weight and serviceability.



LOCK LANDED COST

Confirm USD 55 provisional FOB, USD 6,800 freight, and obtain a Kenyan customs assessment.



COMPLETE COMPLIANCE

Finish Kenyan product testing and the KEBS pathway.



TEST CONVERSION

Y1 needs 1,520 more units after the first 480, plus a stock buffer. Place follow-on orders 3+ months ahead.

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Fund verification first. Then scale what works.

USD 990k equity sought

NEXT DECISION

Finance the initial order, confirm landed cost and compliance, then scale based on sales and stock data.

Kenya first • East Africa additional potential