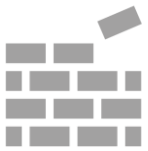


# Lyndsay's Legos-as-as-Service



## Opportunity Overview

- Lyndsay's Legos-as-as-Service (LLaaS) is a cloud-based provider of lego block solutions
- Investment merits include a modular, flexible cloud-based architecture and clever use of alliteration. Category creator, first-of its kind no-code LLaaS
- Lyndsay's Legos is raising a \$30M series B to fund their explosive growth in the block segment and has previously raised a total of \$10M via their Series A in 2019
- Founder/CEO Lyndsay has a long history in the lego space, beginning in the 1990s. After taking a break to focus on her finance career, she decided to reenter the space with a new cloud-based approach in 2019
- Lyndsay's Legos has 1 full time employee and is headquartered in Boston, MA

## Blue Chip Customer Base

*SMBs and enterprises use LLaaS as a community building tool for the virtual office and note marked increase to employee engagement and retention*

### Notable Customers



Plane Inc.



Train Ltd.



Automobile LLC.

## KPI Summary

**\$6M**

Dec-21A ARR  
100% growth

**\$12M**

Dec-22E ARR  
100% growth

**80%**

Historical Gross  
Margins

**20%**

Historical  
EBITDA Margins

Retention

**82%**  
Gross

**110%**  
Net

**78%**  
Logo