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Anexos

	2013	2014	2015	2016
Revenue				
Registered Users				
Number of Registered Users (M) (Cumulative)	3025	3205	38211	32987
Number of New Registered Users (M)	3025	9120	30008	7179
Monthly Growth Rate of New Users (%)	8.75%	12.90%	7.08%	2.90%
	2013	2014	2015	2016
Active Users				
Number of Active Users (M)	394	3021	4229	5432
Percentage of Existing Users That Are Active (%)	22.0%	22.0%	22.0%	22.0%
Average Number of Monthly Logins Per Active User (M/User)	25	25	25	25
Total Number of Monthly Logins	29950	30552	30408	34025
Important News Alerts				
Average Number of Alerts Aired Per Day Per User	0.05	0.10	0.10	0.10
Total Number of Monthly Alerts Aired (M)	1708	3039	30408	34025
Average Price Per Alert Aired (M) (USD, US)	5.5	1.00	1.10	1.20
Total Revenue from Alerts Aired (USD)	5.5	1,708.00	3,344.88	4,083.00
Pharmaceutical Messages to Doctors Inboxes				
Average Number of Monthly Messages per Active User (M/User)	24.0	72	72	72
Total Number of Monthly Messages to Active Users (M)	8540	77544	328096	408114
Average Price Per Message (M) (USD, US)	5.5	30.00	11.00	12.00
Total Revenue from Pharmaceutical Messages to Doctors (USD)	5.5	25,400.00	361,704.00	4,897,368.00
Targeted Sponsored Ads				
Number of Monthly Sponsored Impressions Per User	1	1	1	1
Total Number of Monthly Sponsored Impressions (M)	27994	305784	308179	3080504
Average Price Per 1000 Sponsored Impressions (CPM, USD)	5.5	300.00	300.00	300.00
Total Revenue from Targeted Sponsored Ads (USD)	5.5	13,592.00	115,795.20	927,240.60
Mail Marketing				
Total Number of Mailings Per Month (M)	11	11	11	11
Average Revenue per Mailing (USD, US)	5.5	300.00	300.00	300.00
Total Revenue from Mail Marketing (USD)	5.5	3,300.00	3,300.00	3,300.00
Pharmaceutical Specialty Product Promotions				
Number of Monthly Specialty Product Promotion Impressions Per User	0	2	2	2
Total Number of Monthly Specialty Product Promotion Impressions (M)	0	21990	279572	488158
Average Price Per 1000 Specialty Product Promotion Impressions (CPM, USD)	5.5	150.00	150.00	150.00
Total Revenue from Specialty Product Promotions (USD)	5.5	-	82,328.40	488,337.00
Business Intelligence Reports				
Number of Monthly BI Reports Sold Per 100 Active Users (M)	0	1	2	2
Total Number of Business Intelligence Reports Sold (M)	0	57	1906	3979
Average Price per BI Report (USD, US)	5.5	1,000.00	1,000.00	1,000.00
Total Revenue from BI Reports (USD)	5.5	-	575,400.00	1,900,990.00
Laboratory Revenue				
Total Number of Laboratory Tests (M)	5	51	25	25
Number of New Laboratory Tests (M)	5	23	35	25
Monthly Growth Rate of Laboratory Tests (%)	8.8%	12.4%	7.1%	2.9%
Estimated Monthly Revenue from Laboratory (USD, US)	5.5	1,952.50	6,540.25	6,750.25
Total Estimated Revenue from Laboratory (USD)	5.5	107,590.00	1,385,325.75	2,295,301.50
Number of Users per Laboratory				
Total Revenue of from All Sources	5.5	107,590.00	1,385,325.75	2,295,301.50
Laboratory Revenue	5.5	107,590.00	1,385,325.75	2,295,301.50
Total Revenue	107,590	1,385,327	2,295,302	2,295,302

Tabela 15 – Descrição das Receitas de serviços – ACEL

Cost of Revenues	2013	2014	2015	2016
Payment Processing Fees				
MOIP				
MOIP transactions (%)	100%	100%	100%	100%
Average Processing fee for MOIP (%)	8%	8%	8%	8%
Other				
Other transactions (%)	0%	0%	0%	0%
Average Processing fee for Other (%)	5%	5%	5%	5%
Total Payment Processing Fees	R\$ 8.615,20	R\$ 135.138,14	R\$ 445.056,13	R\$ 835.016,66
Sales Taxes				
Sales tax (%)				
Total Sales Taxes	R\$ 5.385	R\$ 84.461	R\$ 278.160	R\$ 521.885
Total Cost of Revenues	R\$ 14.000	R\$ 219.599	R\$ 723.216	R\$ 1.356.902
Gross Profit	R\$ 93.690,30	R\$ 1.469.627	R\$ 4.839.985	R\$ 9.080.806
Gross Margin% (Gross Profit/Revenue)	87,0%	87,0%	87,0%	87,0%

Tabela 16 – Descrição das despesas variáveis – ACEL

Operating Expenses	2013	2014	2015	2016
Inputs				
Headcount (#)	9	12	12	12
Programador Sr.	1	1	1	1
Programador Jr.	2	2	2	2
Marketing / Redator	1	1	1	1
Comercial	0	1	1	1
Financeiro	1	1	1	1
Estagiário	1	2	2	2
Designer Jr.	0	1	1	1
Salário Head	3	3	3	3
Average Monthly Salary + Encargos CLT (R\$)				
Programador Sr.	14400	14400	14400	14400
Programador Jr.	7200	7200	7200	7200
Marketing / Redator	14400	14400	14400	14400
Comercial	14400	14400	14400	14400
Financeiro	7200	7200	7200	7200
Estagiário	3600	3600	3600	3600
Designer Jr.	7200	7200	7200	7200
Salário Head	15000	15000	15000	15000
Selling Expenses				
Salaries of Sales and Marketing	-R\$ 28.800,00	-R\$ 101.764,80	-R\$ 93.600,00	-R\$ 93.600,00
	-26,7%	-6,0%	-1,7%	-0,9%
Online Marketing	-R\$ 7,53	-R\$ 7,56	-R\$ 5,52	-R\$ 7,38
Expenses (R\$)	R\$ 850,00	R\$ 19.200,00	R\$ 25.200,00	R\$ 25.200,00
Facebook (R\$)	-	R\$ 2.400,00	R\$ 3.600,00	R\$ 3.600,00
Google (R\$)	-	R\$ 2.400,00	R\$ 3.600,00	R\$ 3.600,00
Email (R\$)	R\$ 850,00	R\$ 2.400,00	R\$ 3.600,00	R\$ 3.600,00
Press Release (R\$)	-	R\$ 12.000,00	R\$ 14.400,00	R\$ 14.400,00
Banner Ad Expenses	R\$ -	R\$ 3.600,00	R\$ 6.000,00	R\$ 6.000,00
Offline Marketing				
Events and Conferences	-R\$ 10.000,00	-R\$ 24.000,00	-R\$ 24.000,00	-R\$ 24.000,00
Advertisements in Magazines, Journals	R\$ -	R\$ 3.600,00	R\$ 6.000,00	R\$ 6.000,00
Total Selling Expenses	-R\$ 37.950,00	-R\$ 152.164,80	-R\$ 154.800,00	-R\$ 154.800,00
General and Administrative Expenses (based on FTEs)				
Accounting Fees	-R\$ 3.000,00	-R\$ 7.200,00	-R\$ 7.200,00	-R\$ 7.200,00
Call Center Costs	R\$ -	R\$ -	R\$ -	R\$ -
Corporate Social Responsibility and/or Donations	R\$ -	R\$ -	R\$ -	R\$ -
Customer Relationship Management Tool	-R\$ 550,00	-R\$ 1.320,00	-R\$ 1.320,00	-R\$ 1.320,00
Insurance	R\$ -	R\$ -	R\$ -	R\$ -
IT & Telephone Costs	-R\$ 5.000,00	-R\$ 12.804,00	-R\$ 13.661,88	-R\$ 14.577,24
Legal Fees	R\$ -	R\$ -	R\$ -	R\$ -
Market Intelligence Research	R\$ -	R\$ -	R\$ -	R\$ -
Meals and Entertainment	-R\$ 3.000,00	-R\$ 7.682,40	-R\$ 8.197,08	-R\$ 8.746,32
Office Supplies	-R\$ 1.750,00	-R\$ 4.481,40	-R\$ 4.781,64	-R\$ 5.102,04
Recruitment/Human Resources	-R\$ 4.000,00	-R\$ 9.600,00	-R\$ 9.600,00	-R\$ 9.600,00
Rent and Utilities	-R\$ 20.000,00	-R\$ 51.216,00	-R\$ 54.647,52	-R\$ 58.308,96
Trade Organization Memberships	R\$ -	R\$ -	R\$ -	R\$ -
Salaries (including Employee Benefits and Payroll Taxes)	-R\$ 268.200,00	-R\$ 983.059,20	-R\$ 961.200,00	-R\$ 961.200,00
Programador Sr.	-R\$ 36.000,00	-R\$ 101.764,80	-R\$ 93.600,00	-R\$ 93.600,00
Programador Jr.	-R\$ 36.000,00	-R\$ 101.764,80	-R\$ 93.600,00	-R\$ 93.600,00
Comercial	-R\$ -	-R\$ 101.764,80	-R\$ 93.600,00	-R\$ 93.600,00
Financeiro	-R\$ 10.800,00	-R\$ 50.882,40	-R\$ 46.800,00	-R\$ 46.800,00
Estagiário	-R\$ 5.400,00	-R\$ 50.882,40	-R\$ 46.800,00	-R\$ 46.800,00
Designer Jr.	-R\$ -	-R\$ 36.000,00	-R\$ 46.800,00	-R\$ 46.800,00
Salário Head	-R\$ 180.000,00	-R\$ 540.000,00	-R\$ 540.000,00	-R\$ 540.000,00
Travel	R\$ -	R\$ -	R\$ -	R\$ -
Total General and Administrative Expenses	-R\$ 305.500,00	-R\$ 1.077.363,00	-R\$ 1.060.608,12	-R\$ 1.066.054,55
Total Operating Expenses	-R\$ 343.450,00	-R\$ 1.229.527,80	-R\$ 1.215.408,12	-R\$ 1.220.854,55

Tabela 17 – Descrição das Despesas Operacionais

	2013	2014	2015	2016
RECEITAS	R\$ 101.787,60	R\$ 1.372.255,80	R\$ 4.519.307,90	R\$ 8.479.149,40
		275,28%	119,19%	62,93%
Deduções sobre vendas				
<i>Impostos s/ vendas</i>	R\$ 5.089,38	R\$ 68.612,79	R\$ 225.965,40	R\$ 423.957,47
<i>despesas - meios de pagamento</i>				
MOIP	R\$ 8.143,01	R\$ 109.780,46	R\$ 361.544,63	R\$ 678.331,95
outros	R\$ -	R\$ -	R\$ -	R\$ -
Total de deduções	R\$ 13.232,39	R\$ 178.393,25	R\$ 587.510,03	R\$ 1.102.289,42
MARGEM BRUTA	R\$ 88.555,21	R\$ 1.193.862,55	R\$ 3.931.797,87	R\$ 7.376.859,98
Despesas operacionais				
<i>Vendas</i>				
Salários	-R\$ 28.800,00	-R\$ 99.871,20	-R\$ 106.562,57	-R\$ 113.702,26
Marketing	-R\$ 14.277,51	-R\$ 50.400,00	-R\$ 61.200,00	-R\$ 61.200,00
G&A	-R\$ 370.300,00	-R\$ 1.072.200,60	-R\$ 1.118.939,69	-R\$ 1.156.514,73
Total despesas operacionais	-R\$ 413.377,51	-R\$ 1.222.471,80	-R\$ 1.286.702,26	-R\$ 1.331.416,99
EBITDA	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.645.095,62	R\$ 6.045.442,98
Depreciação e Amortização	0	0	0	0
EBIT	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.645.095,62	R\$ 6.045.442,98
Despesas com juros	R\$ -	R\$ -	R\$ -	R\$ -
EBT	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.645.095,62	R\$ 6.045.442,98
IR, CSLL e Ad. IR	R\$ -	R\$ -	R\$ 779.165,78	R\$ 2.055.450,61
crédito tributário	-R\$ 110.439,58	-R\$ 120.166,73	R\$ -	R\$ -
Net Income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.865.929,84	R\$ 3.989.992,37

Tabela 18 - Calculo da Volatilidade: DRE

FCFE							
Net income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.865.929,84	R\$ 3.989.992,37			
(+) depreciação	0	0	0	0			
(-) capex	0	0	0	0			
(+/-) var. capital de giro	0	0	0	0			
(+/-) var. dividas	R\$ -	R\$ -	R\$ -	R\$ -			
FCFE	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.865.929,84	R\$ 3.989.992,37	perpetuidade		crescimento
					R\$ 3.989.992,37		0%

Tabela 19 - Calculo da Volatilidade: FCFE

Fluxo de caixa					
Saldo inicial	R\$ -	R\$ 375.177,70	R\$ 346.568,44	R\$ 2.212.498,28	
Investimentos	R\$ 700.000,00	R\$ -	R\$ -	R\$ -	
net income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.865.929,84	R\$ 3.989.992,37	
(+) depreciação	R\$ -	R\$ -	R\$ -	R\$ -	
(-) capex	R\$ -	R\$ -	R\$ -	R\$ -	
Saldo Final	R\$ 375.177,70	R\$ 346.568,44	R\$ 2.212.498,28	R\$ 6.202.490,65	
(+/-) empréstimos	R\$ -	R\$ -	R\$ -	R\$ -	
(-) dividendos	R\$ -	R\$ -	R\$ -	R\$ -	
dívida total	R\$ -	R\$ -	R\$ -	R\$ -	
periodos	0	1	2	3	4
Ke	35,50%	35,50%	35,50%	35,50%	35,50%
índice	1,00	1,36	1,84	2,49	3,37
VP	-R\$ 324.822,30	-R\$ 21.113,84	R\$ 1.016.287,82	R\$ 1.603.814,66	
VP perpetuidade					R\$ 3.334.160,72
VP projeto sem perpetuidade	R\$ 2.598.988,64				

Tabela 20 - Calculo da Volatilidade: Valuation

Date updated:	05/jan/14	
Industry Name	Number of firms	P/E
Internet software and services	330	37,33
Total Market	7766	16,33

Tabela 21 - VC Method: Múltiplo P/E

Fonte: <http://pages.stern.nyu.edu/~adamodar/>

Múltiplo de retorno TIR											
		1,5x	2x	3x	4x	5x	6x	7x	8x	9x	10x
anos investidos	2	22%	41%	73%	100%	124%	145%	165%	183%	200%	216%
	3	14%	26%	44%	59%	71%	82%	91%	100%	108%	115%
	4	11%	19%	32%	41%	50%	57%	63%	68%	73%	78%
	5	8%	15%	25%	32%	38%	43%	48%	52%	55%	58%
	6	7%	12%	20%	26%	31%	35%	38%	41%	44%	47%
	7	6%	10%	17%	22%	26%	29%	32%	35%	37%	39%
	8	5%	9%	15%	19%	22%	25%	28%	30%	32%	33%
	9	5%	8%	13%	17%	20%	22%	24%	26%	28%	29%
	10	4%	7%	12%	15%	17%	20%	21%	23%	25%	26%

Tabela 22 – Cenário Harvard: TIR esperada

Equação 1 - Lema de Itô

O número de usuários não pode ser negativo, então, podemos modelá-lo como uma distribuição lognormal.

Consideramos que o número de usuários no instante t , chamado S_t , segue um processo de markov, no qual $S_t = S_{t-1}e^{\alpha_t}$ e considerando que $V=f(x)$ e $x=\ln(S)$, $V=f(\ln S)$. Dado que as receitas seguem um MGB da forma $dS = \alpha S dt + \sigma_s S dz$, precisamos calcular como será $d\ln(S)$. Para isso tomaremos a variável $x = \ln S$ e também segue um MGB na forma $dx = \alpha_x dt + \sigma_x dz$

Aplicando Ito, teremos:

$$dX = d \ln S = \left[\frac{\partial X}{\partial t} dt + \frac{\partial X}{\partial S} \alpha_s S dt + \frac{1}{2} \frac{\partial^2 X}{\partial S^2} \sigma_s^2 S^2 dt \right] + \frac{\partial X}{\partial S} \sigma_s S dz \quad (1)$$

$$\frac{\partial X}{\partial t} = 0$$

$$\frac{\partial X}{\partial S} = \frac{1}{S}$$

$$\frac{\partial^2 X}{\partial S^2} = -\frac{1}{S^2}$$

Aplicando as derivadas parciais calculadas acima na equação (1), temos:

$$dX = \left[0 + \frac{1}{S} \alpha_s S dt + \frac{1}{2} \left(-\frac{1}{S^2} \right) \sigma_s^2 S^2 dt \right] + \frac{1}{S} \sigma_s S dz, \text{ simplificando, temos:}$$

$$dX = \left(\alpha_s - \frac{1}{2} \sigma_s^2 \right) dt + \sigma_s dz$$

Assim, chegamos a dois resultados importantes:

$$\alpha_x = \alpha_s - \frac{1}{2} \sigma_s^2 \text{ e } \sigma_x = \sigma_s$$

Dessa forma se dS segue um MGB da forma $dS = \alpha S dt + \sigma_s S dz$, $d\ln S$ seguirá um MGB da forma:

$$dS = \left(\alpha - \frac{1}{2} \sigma_s^2 \right) dt + \sigma_s dz \text{ e como } dz \text{ segue um processo de wiener padrão,}$$

temos que $dz = \varepsilon \sqrt{\Delta t}$, resultando em:

$$dS = \left(\alpha - \frac{1}{2} \sigma_s^2 \right) dt + \sigma_s \varepsilon \sqrt{\Delta t} \quad (2)$$

Discretizando a equação (2) temos:

$$\Delta S = \left(\alpha - \frac{1}{2} \sigma_s^2 \right) S_t \Delta t + \sigma_s S_t \varepsilon \sqrt{\Delta t} \quad (3)$$

E finalmente chegamos à equação (4) que define o valor de usuários S_t dado que S_{t-1} é conhecido.

$$S_t = S_{t-1} e^{\left(\alpha - \frac{1}{2} \sigma_s^2 \right) \Delta t + \sigma_s \varepsilon \sqrt{\Delta t}} \quad (4)$$

A variável aleatória $\log(S_t/S_{t-1})$ é normalmente distribuída com média $(\alpha - \sigma^2/2)$ e desvio padrão σ , refletindo o fato de que incrementos de um MBG são normais relativos ao preço atual, causa pela qual o processo leva o nome de 'geométrico'.

	2013	2014	2015	2016
RECEITAS	R\$ 1.011.787,60	R\$ 1.372.255,90	R\$ 3.818.768,00	R\$ 6.031.725,72
		260,13%	102,39%	45,71%
Deduções sobre vendas				
<i>Impostos s/ vendas</i>	R\$ 5.089,38	R\$ 68.612,79	R\$ 190.338,40	R\$ 301.586,29
<i>despesas - meios de pagamento</i>				
MOIP	R\$ 8.143,01	R\$ 109.780,46	R\$ 305.901,44	R\$ 482.538,06
outros	R\$ -	R\$ -	R\$ -	R\$ -
Total de deduções	R\$ 13.232,39	R\$ 178.393,25	R\$ 496.439,84	R\$ 784.124,34
MARGEM BRUTA	R\$ 98.555,21	R\$ 1.193.862,55	R\$ 3.322.328,16	R\$ 5.247.601,38
Despesas operacionais				
<i>Vendas</i>				
Salários	-R\$ 28.800,00	-R\$ 99.871,20	-R\$ 106.562,57	-R\$ 113.702,26
Marketing	-R\$ 14.277,51	-R\$ 50.400,30	-R\$ 61.200,00	-R\$ 61.200,00
G&A	-R\$ 370.300,00	-R\$ 1.072.200,50	-R\$ 1.118.939,69	-R\$ 1.156.514,73
Total despesas operacionais	-R\$ 413.377,51	-R\$ 1.222.471,80	-R\$ 1.286.702,26	-R\$ 1.331.416,99
EBITDA	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.035.625,90	R\$ 3.916.184,38
Depreciação e Amortização	0	0	0	0
EBIT	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.035.625,90	R\$ 3.916.184,38
Despesas com Juros	R\$ -	R\$ -	R\$ -	R\$ -
EBT	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 2.035.625,90	R\$ 3.916.184,38
IR, CSLL e Ad. IR	R\$ -	R\$ -	R\$ 571.346,08	R\$ 1.331.532,60
crédito tributário	-R\$ 110.439,58	-R\$ 120.186,73	R\$ -	R\$ -
Net Income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.463.579,82	R\$ 2.584.651,69

Tabela 23 - DRE modelo estocástico

FCFE						
Net income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.463.679,83	R\$ 2.584.681,69		
(+) depreciação	0	0	0	0		
(-) capex	0	0	0	0		
(+/-) var. capital de giro	0	0	0	0		
(+/-) var. dividas	R\$ -	R\$ -	R\$ -	R\$ -		
FCFE	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.463.679,83	R\$ 2.584.681,69	perpetuidade	
					R\$ 2.584.681,69	

Tabela 24 - Modelo Estocástico: FCFE

Fluxo de caixa					
Saldo inicial	R\$ -	R\$ 375.177,70	R\$ 346.568,44	R\$ 1.810.248,27	
Investimentos	R\$ 700.000,00	R\$ -	R\$ -	R\$ -	
net income	-R\$ 324.822,30	-R\$ 28.609,25	R\$ 1.463.679,83	R\$ 2.584.681,69	
(+) depreciação	R\$ -	R\$ -	R\$ -	R\$ -	
(-) capex	R\$ -	R\$ -	R\$ -	R\$ -	
Saldo Final	R\$ 375.177,70	R\$ 346.568,44	R\$ 1.810.248,27	R\$ 4.394.929,96	
(+/-) empréstimos	R\$ -	R\$ -	R\$ -	R\$ -	
(-) dividendos	R\$ -	R\$ -	R\$ -	R\$ -	
dívida total	R\$ -	R\$ -	R\$ -	R\$ -	
períodos	0	1	2	3	4
Ke	35,50%	35,50%	35,50%	35,50%	35,50%
índice	1,00	1,36	1,84	2,49	3,37
VP	-R\$ 324.822,30	-R\$ 21.113,84	R\$ 797.200,38	R\$ 1.038.936,92	
VP perpetuidade					R\$ 2.159.839,77
VP projeto sem perpetuidade	R\$ 1.815.023,46				
VP projeto com perpetuidade	R\$ 3.974.863,23		dívida final	R\$ -	
Investimento @7,91%	R\$ 700.000,00				
% "adquirido" com perpetuidade	17,61%				

Tabela 25 - Modelo Estocástico: Valuation