## EXERCISE

## CAPITALIZATION

## Background

Your client just called to ask for your help issuing some additional stock. Here are their plans:

- Issue an additional 100,000 shares of Series A stock to an investor.
- Grant the new CEO enough shares to ensure that she has $5 \%$ on a fully diluted basis.
- Add shares to the stock plan pool so that the shares remaining to be issued under the pool equal $10 \%$ of the company on a fully diluted basis.

When you get off the phone with your client, you pull up the company's cap table (attached).

## Instructions

Come prepared to discuss these questions:

- Can the company immediately issue the additional Series A Preferred stock shares?
- How many shares should be granted to the CEO?
- How many additional shares should be added to the stock plan pool?
- How many additional shares of common stock need to be authorized in order to take all these actions?
- What is the process for taking these actions?

Pro Tip: Use Excel to work through the numbers and don't forget to put on iterative calculations!

Jointly Corp. Summary Capitalization Table

|  | Shares Authorized | Shares Issued and Outstanding Shares | Fully Diluted Shares | Fully Diluted Ownership |
| :---: | :---: | :---: | :---: | :---: |
| Common Stock |  |  |  |  |
| Common Stock | 10,000,000 | 5,527,909 | 5,527,909 |  |
| Total Common Stock issued and outstanding |  |  | 5,527,909 | 57.149\% |
| Preferred Stock Classes |  |  |  |  |
| Series Seed Stock | 2,000,000 | 1,987,000 | 1,987,000 |  |
| Series A Stock | 1,300,000 | 1,187,390 | 1,187,390 |  |
| Total Preferred Stock issued and outstanding |  |  | 3,174,390 | 32.818\% |
| Warrants and Other Convertibles |  |  |  |  |
| Series A Warrant |  |  | 100,000 | 1.034\% |
| Total Convertibles issued |  |  | 100,000 |  |
| 2022 Equity Incentive Plan | 870,557 |  |  |  |
| RSAs board approved |  |  |  | 0.000\% |
| Options issued and outstanding |  |  | 158,584 | 1.639\% |
| Shares available for issuance under the plan |  |  | 711,973 | 7.361\% |
|  |  |  |  |  |
| Total fully diluted |  |  | 9,672,856 | 100.00\% |

