

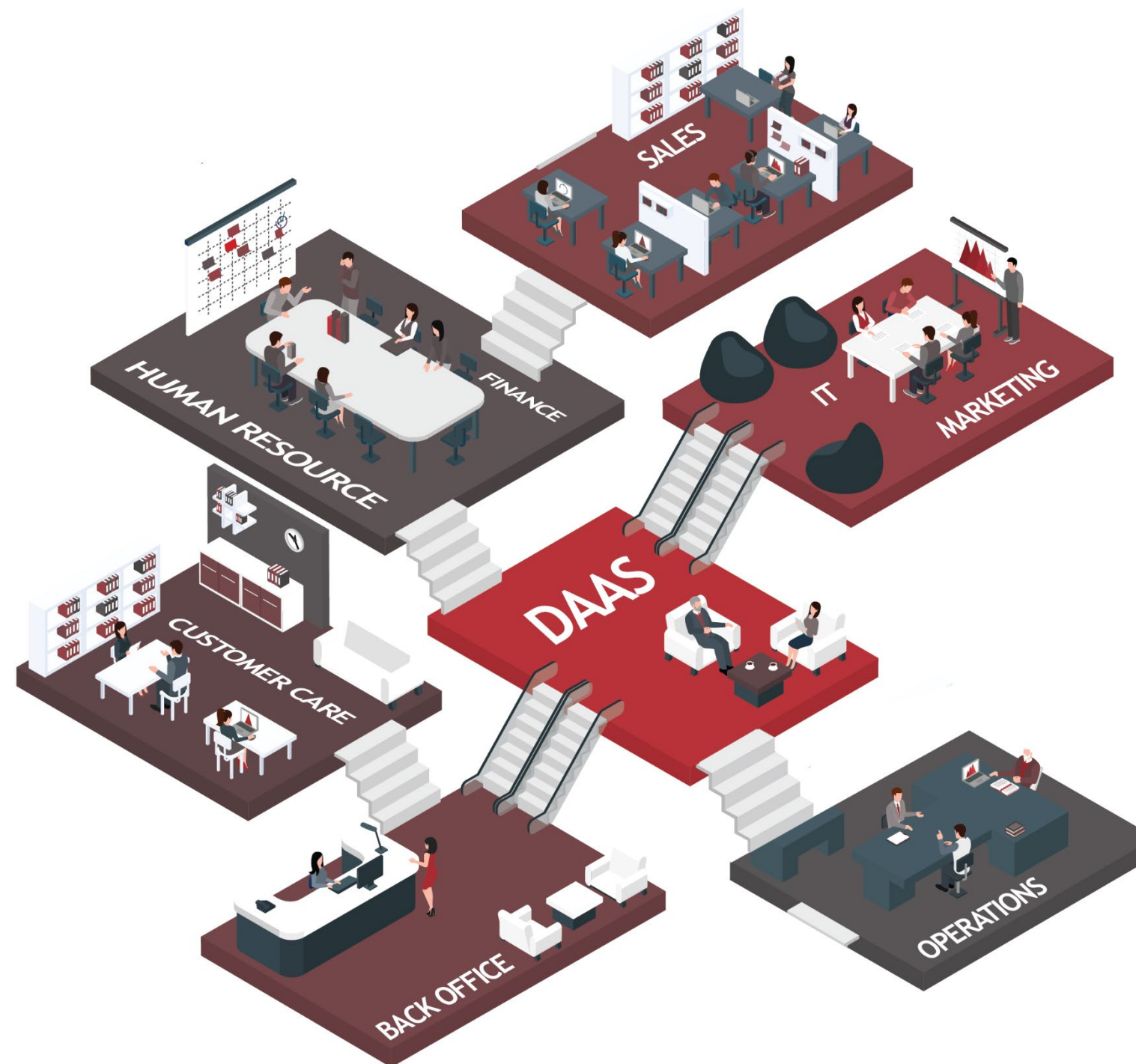


Scalable Global Solutions JSC

Company Presentation

Presenter:

Markus Borlinghaus
Founder & CEO



SGS is a platform that enables SMBs to create and manage their own teams in Croatia, without opening a legal entity

DaaS (Department as a Solution)

A unique combination of:



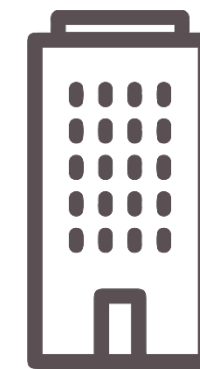
Globally
sourced talent



CRM system
for optimising
business processes



Asset
management and
equipment



Office space



WHO ARE WE?

HQ: Zagreb, Croatia

Industry: Future of Work

Funding stage: Seed

Legal form: Joint Stock Company

Use of funds:

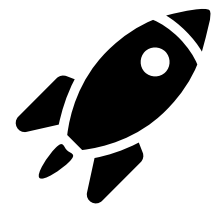
- 1) Accelerating sales and channel partnership
- 2) Growing the Recruitment team
- 3) Next stage of SGS ONE development
- 4) Branding & Marketing



PROBLEM



COST INCREASE



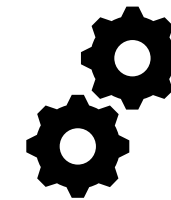
61% Increase in operating costs since 2019

LACK OF TALENT



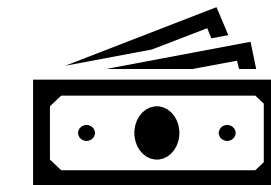
75% Customers struggle with finding competent and skilled talent

PROCESS OPTIMISATION



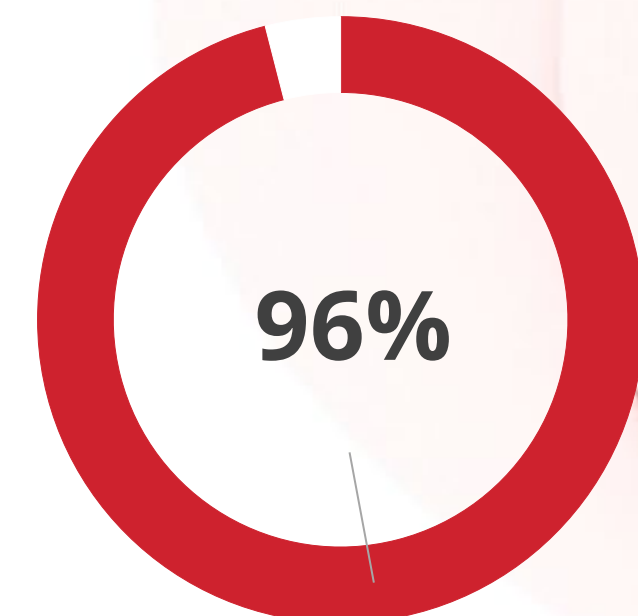
69% Companies do not have any process automation implemented

REVENUE LOST



The danger of **\$8.5 trillion** in unrealized annual revenues due to talent shortage

FOCUS IS KEY



European SMB & SME companies with 50-5000 employees (industry agnostic)

The Future Of Employment

DaaS [Department as a Solution] is an industry-agnostic, complete solution for creating and managing your own department, from talent selection to office decor and equipment.

„We search globally and place locally“

DaaS benefits:

- ✓ **Cost Reduction (up to 50%)**
- ✓ **Focus on Business Expansion**
- ✓ **15% increase in productivity**
- ✓ **Long Term Contracts 36 month+**
- ✓ **Team & office ready in 2 months**
- ✓ **Legal & Compliant**
- ✓ **100% control of operations with a customer**

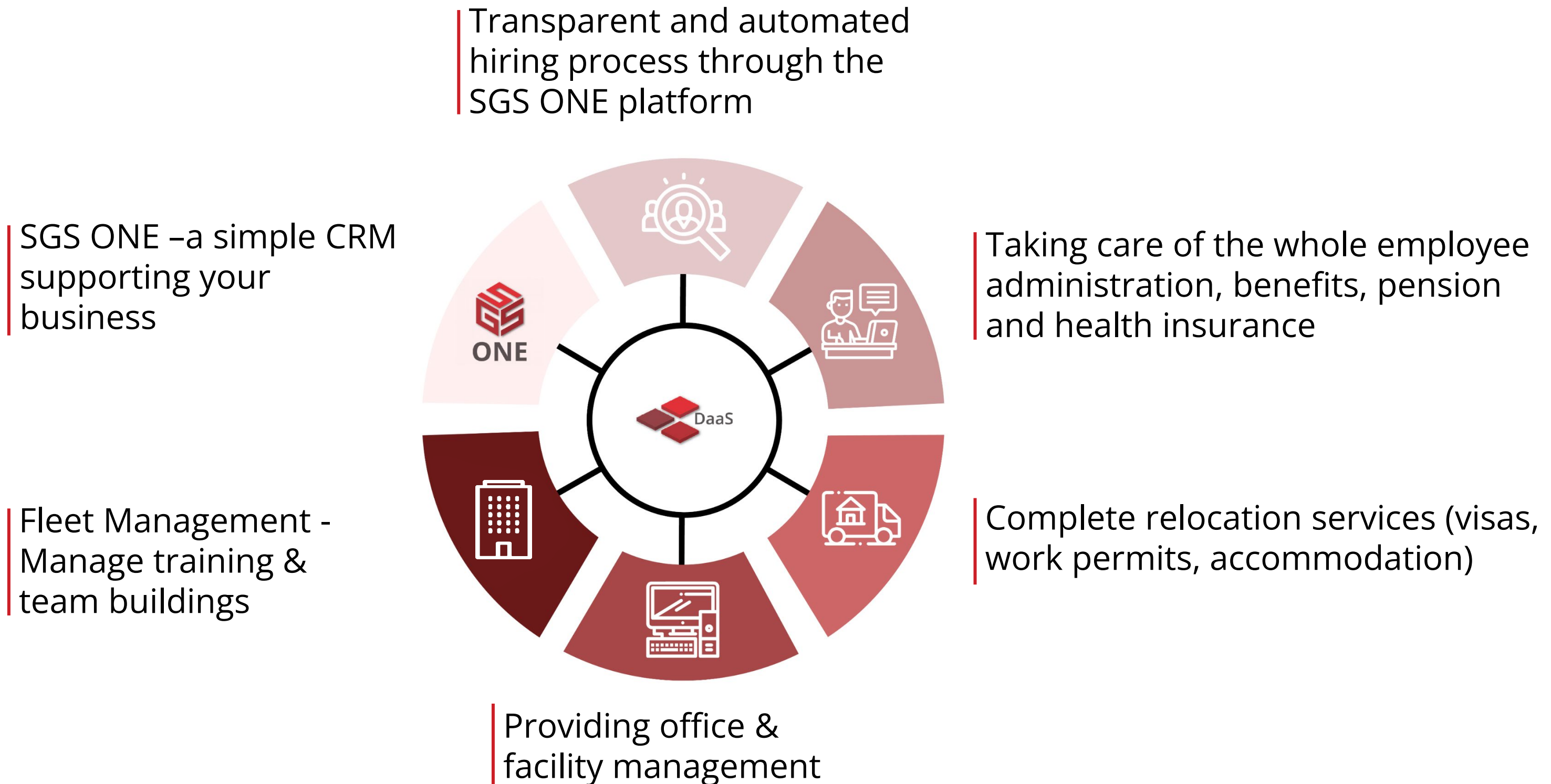
SGS ONE

Imagine the ultimate remote business setup – your people, software, equipment, and office space all in one simple solution.

- ✓ The ideal CRM system for our target clients
- ✓ Covering 8 corporate segments with over 30+ departmental solutions
- ✓ Easy to use and customizable
- ✓ Implementation in 2 weeks
- ✓ Customization <2 months
- ✓ On average 50% lower in operating cost
- ✓ The next generation of AI will be implemented as version 2.0.



WHAT WE DO FOR OUR CLIENTS



ONE MONTHLY INVOICE

COST COMPARISON OF HIRING SPECIALIST



In house vs Outsourcing vs DaaS

In-house


Salary
€60-84 / hour

Benefits, Taxes, Overhead
€13-18 / hour

Operational expenses
€10 / hour

Time zone
Same time zone for In-house

Total cost of engagement
€83-112 / hour



100%

Outsourcing

Salary
€20-45 / hour

Benefits, Taxes, Overhead
€10-21 / hour

Operational Expences & Profit
(including communication, travel and overnight)
€10-24 / hour

Time zone
Different time zone

Total cost of engagement
€40-90 / hour



0%

DaaS

Salary
€18-40 / hour

Benefits, Taxes, Overhead
€8-10 / hour

Operational expences & Profit
(including communication, travel and overnight)
€10 / hour

Time zone
Same time zone for In-House

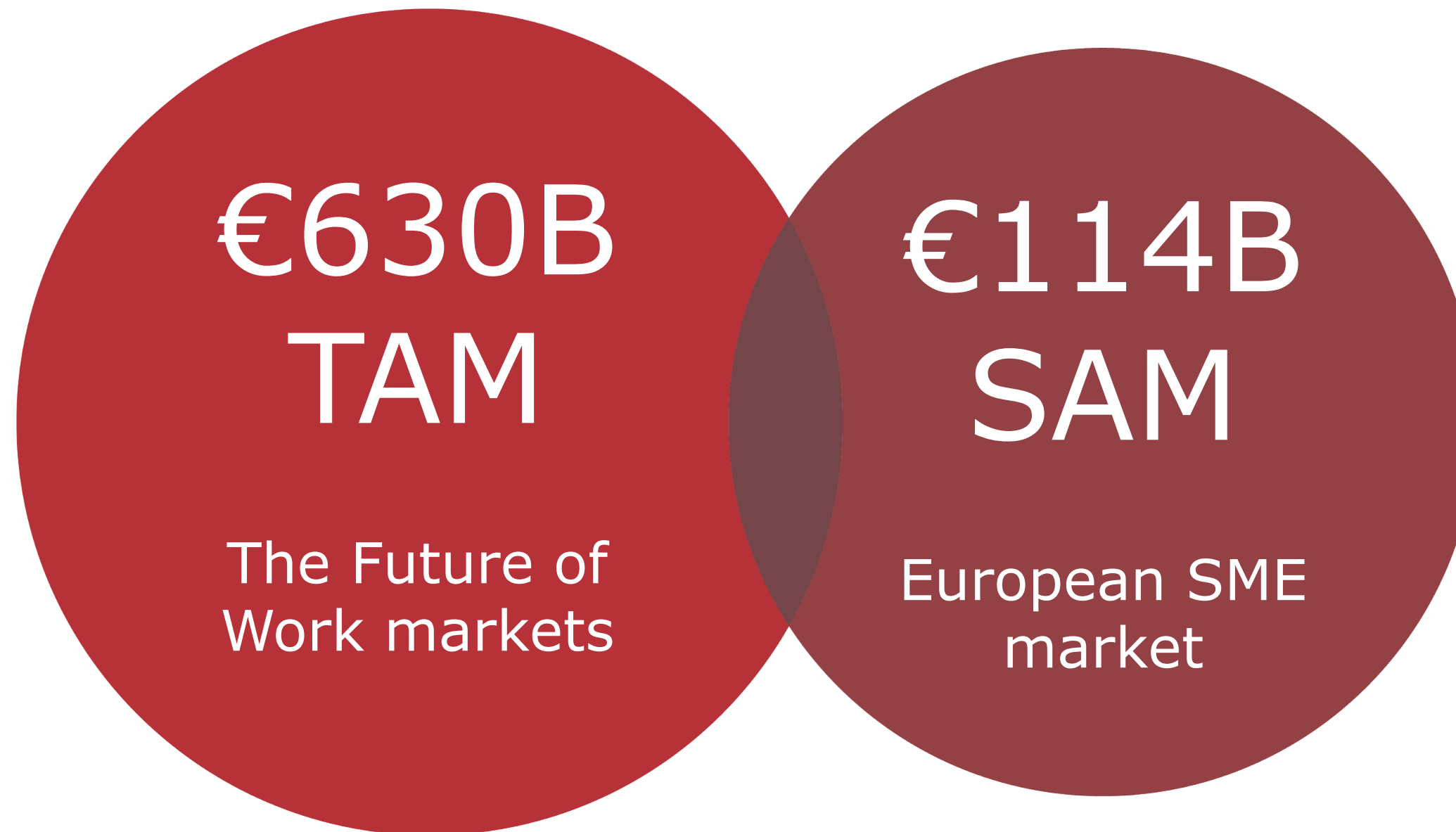
Total cost of engagement
€36-60 / hour



100%

IN FULL CONTROL OF CUSTOMER

MARKET POTENTIAL



„Investments in technologies supporting Future of Work initiatives will exceed \$1 trillion worldwide by 2024, with a robust 17% CAGR over the five-year forecast period.”

[International Data Corporation \(IDC\)](#)

COMPETITIVE MAP



Services for ALL
Departments



0% Control Of
Operations

100% Control of
Operations



Services for ONE
departments

TEAM



Kristina Šmidt Grancarić
CSO

"Has 20 years of international work experience in DIY and Fashion Retail in the D/A/CH region."



Markus Borlinghaus
CEO

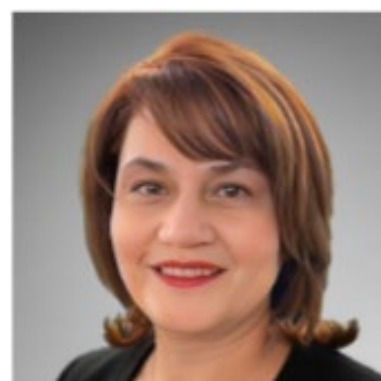
"Has decades of experience in Corporate Leadership and working at executive level positions in Cisco Systems, Juniper Networks, Microsoft, Xerox and ATI."



Luka Vuković
Head of Operations & IT

"Has more than 10 years of experience leading various technical teams and 5 years of experience as a hardware/ software startup-company CEO."

Advisory Board



Zana Aston
President of the Supervisory Board

"Holder of LeadTech Global Executive MBA, Public Speaker, and the Award Winner. Strong believer and promoter of Diversity and Inclusion. Start-up Mentor. Advisory Board member for the Women in Tech Global Movement, Global Startups Committee, and a member of the WBAF. "

SUCCESS



12

Clients

€75K

Current Monthly
Revenue

10 %

MoM Revenue
Growth

232 %

YoY growth

€3M

In Signed Deals
for 2023+

15

Investors

€2.06M

Raised since
incorporation

31 %

Company
Valuation
YoY Growth

WHY CROATIA?



Region of talented and skilled people

Croatians are knowledgeable, well-educated people, most of the population speaks English 68%, German 34%, Italian, French and Spanish 14%, Benelux 3% and Scandinavian 2% . Located in the heart of Europe, has the same cultural understanding as Western Europe.

DaaS benefitsfor employees:

- ✓ Work remotely **from Croatia** for **international companies**
- ✓ Nurture **diversity & international** environment
- ✓ **Stop emigration** to other EU countries
- ✓ **Easy relocation process** from other countries compared to other EU countries
- ✓ Central European Time zone

Advantages of Croatia:

- ✓ Excellent **strategic geographical position** with proximity to major European cities - reachable and direct travel
- ✓ Fully **integrated** into the **European Union** (Euro, Schengen zone)
- ✓ The **IT industry** is becoming one of the **driving forces** of Croatian Economy
- ✓ **Low** corporate **taxation**

BENEFITS FOR INVESTORS



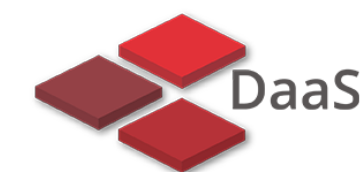
Cash-out options in later financing rounds, like series A

Potential Exit for 2029+ with targeted returns of 20x+

SGS is looking for a capital raise of €1.000.000

Closing this round would enable us to:

- ✓ Sign 150 new partners in 2023
- ✓ Win 35+ new clients in 2023
- ✓ Grow the Channel team by additional 8 people
- ✓ Grow the sales team by additional 8 people
- ✓ Increase the research and recruitment team by 12 people
- ✓ Start developing SGS ONE 2.0
- ✓ Increase company value by 30% +



Contact Information:

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