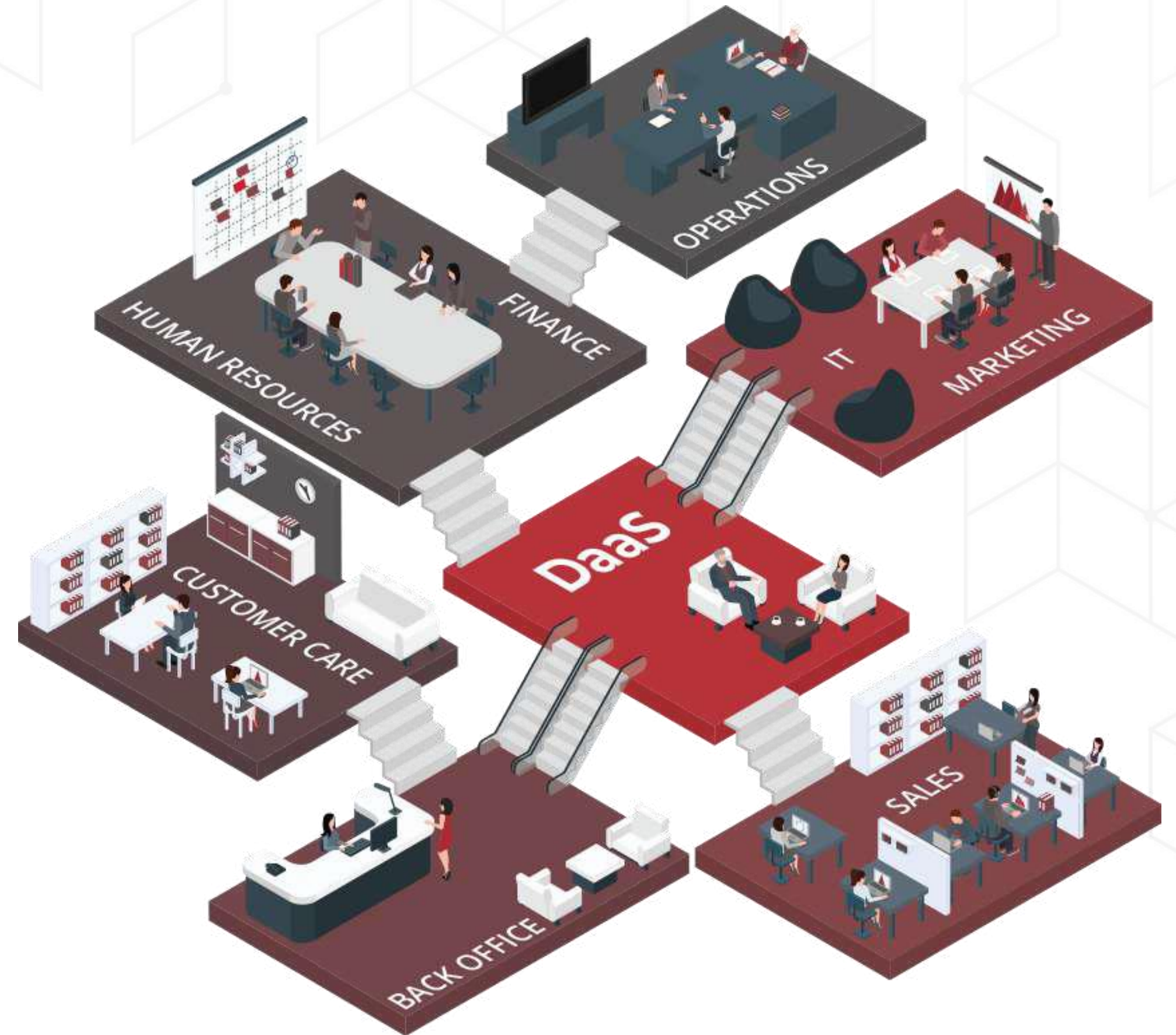




Scalable Global Solutions JSC



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 an entity.

DaaS (Department as a Solution)



A unique combination of



Globally sourced talent



The CRM system for optimising business processes



Office space and equipment

WHO ARE WE?

HQ: Zagreb, Croatia

Industry: Future of Work

Funding stage: Seed

Raised from incorporation: €1.9 million

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 operational costs
since 2019

LACK OF TALENT

50%

Customers struggle with
finding competent and
skilled talent

PROCESS OPTIMISATION

69%

Companies do not have any
process automation
implemented



96%

FOCUS IS KEY

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

SOLUTION



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:

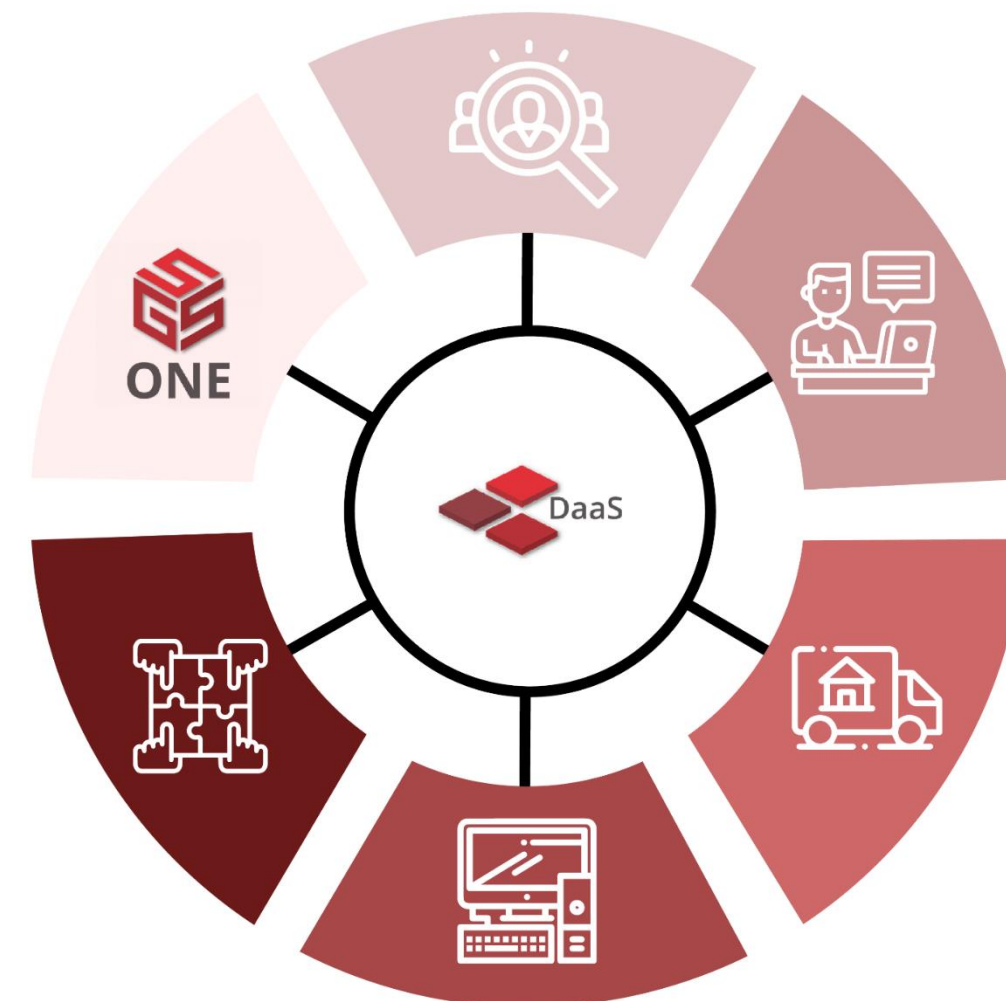
- ✓ **Cost Reduction (up to 50%)**
- ✓ **Focus on Business Expansion**
- ✓ **15% increase in productivity**
- ✓ **Long Term Contracts 36 month+**
- ✓ **Team & office ready in 2 months**
- ✓ **Legal & Compliant**

WHAT WE DO FOR OUR CLIENTS

Transparent and automated hiring process through the SGS ONE platform

SGS ONE – a simple CRM supporting your business

Taking care of the whole employee administration, benefits, pension and health insurance



Fleet Management
Manage training & team buildings

Complete relocation services (visas, work permits, accommodation)

Providing office & facility management

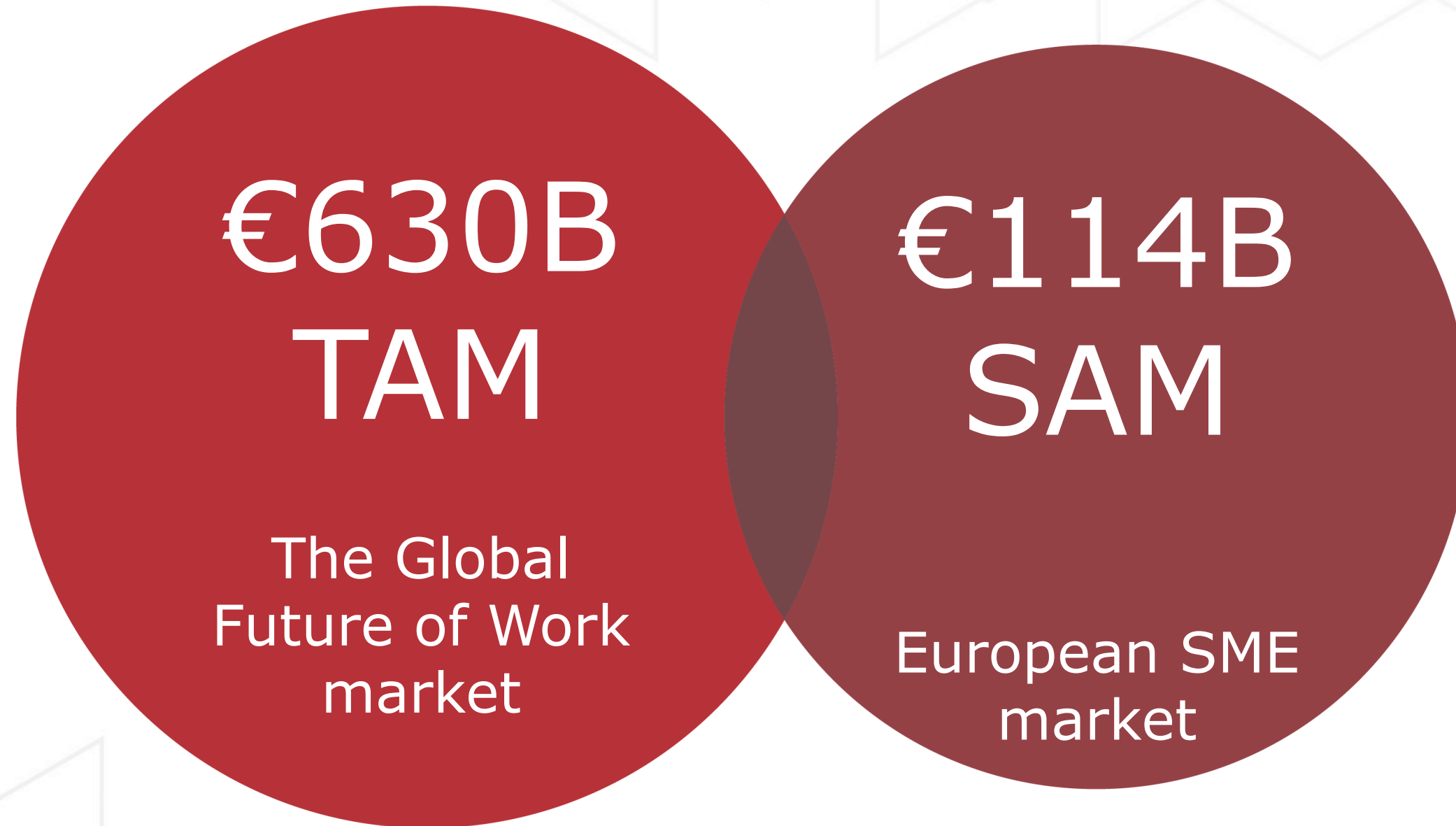
ONE MONTHLY INVOICE

SGS ONE

- ✓ The ideal CRM system for our target client's
- ✓ Covering 8 corporate segments with over 30+ departmental solutions
- ✓ Implementation in 2 weeks
- ✓ Customization <2 months
- ✓ On average 50% lower in operational cost



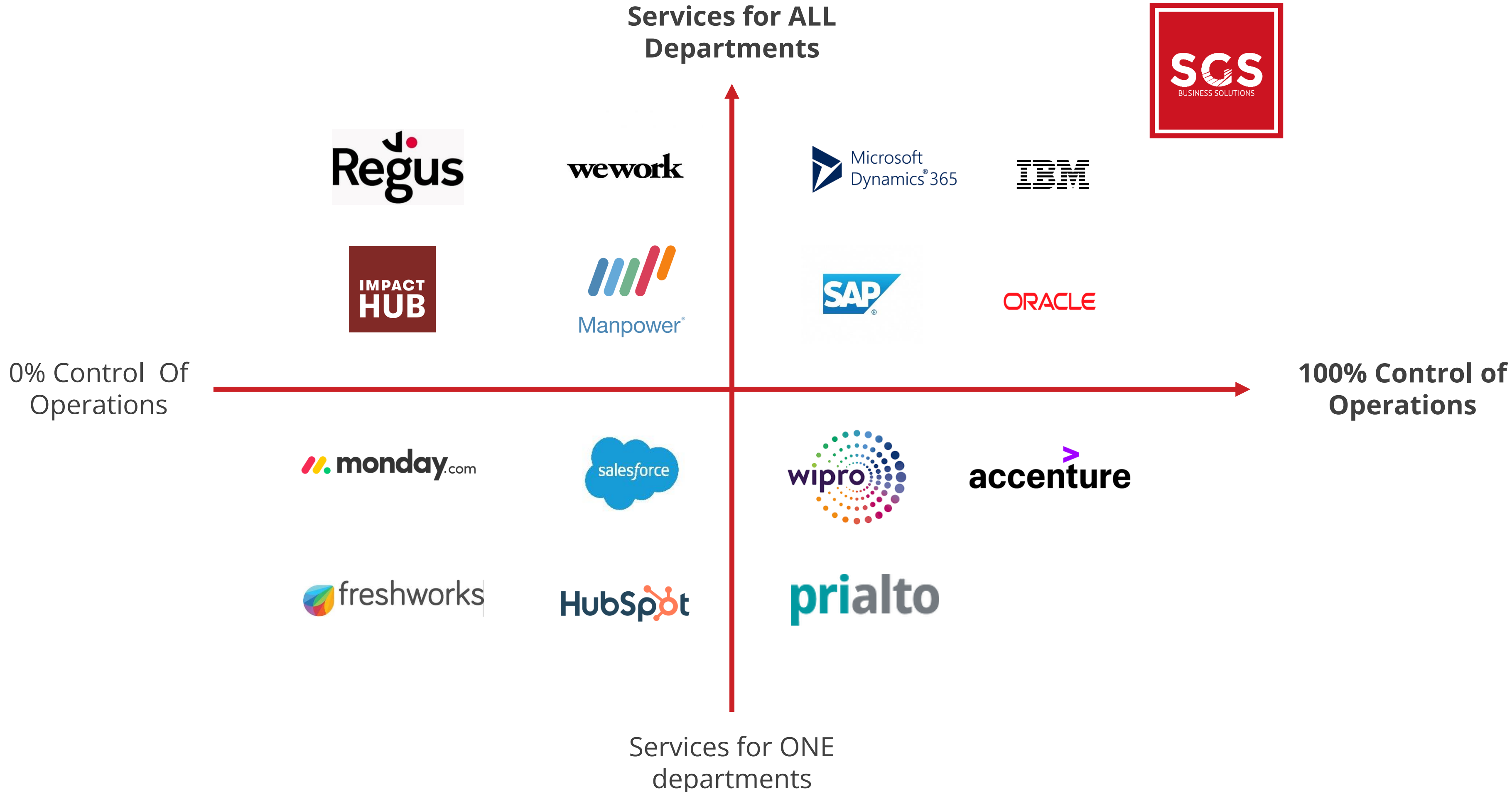
MARKET POTENTIAL



„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



WHY CROATIA?

Region of talented and skilled people

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

DaaS benefits for employees:

- ✓ Work **from Croatia** directly for **international companies**
- ✓ Nurture **diversity & international** environment
- ✓ **Stop emigration** to other EU countries
- ✓ **Easy relocation process** from other countries comparing other EU countries
- ✓ CEST time zone

Advantages of Croatia:

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



ACHIEVEMENTS

232%

YoY growth

€500K

Investments in
2022

€60K

Current Monthly
Revenue

15%

MoM Revenue Growth

€3M

In Signed Deals
for 2023+

9

Clients

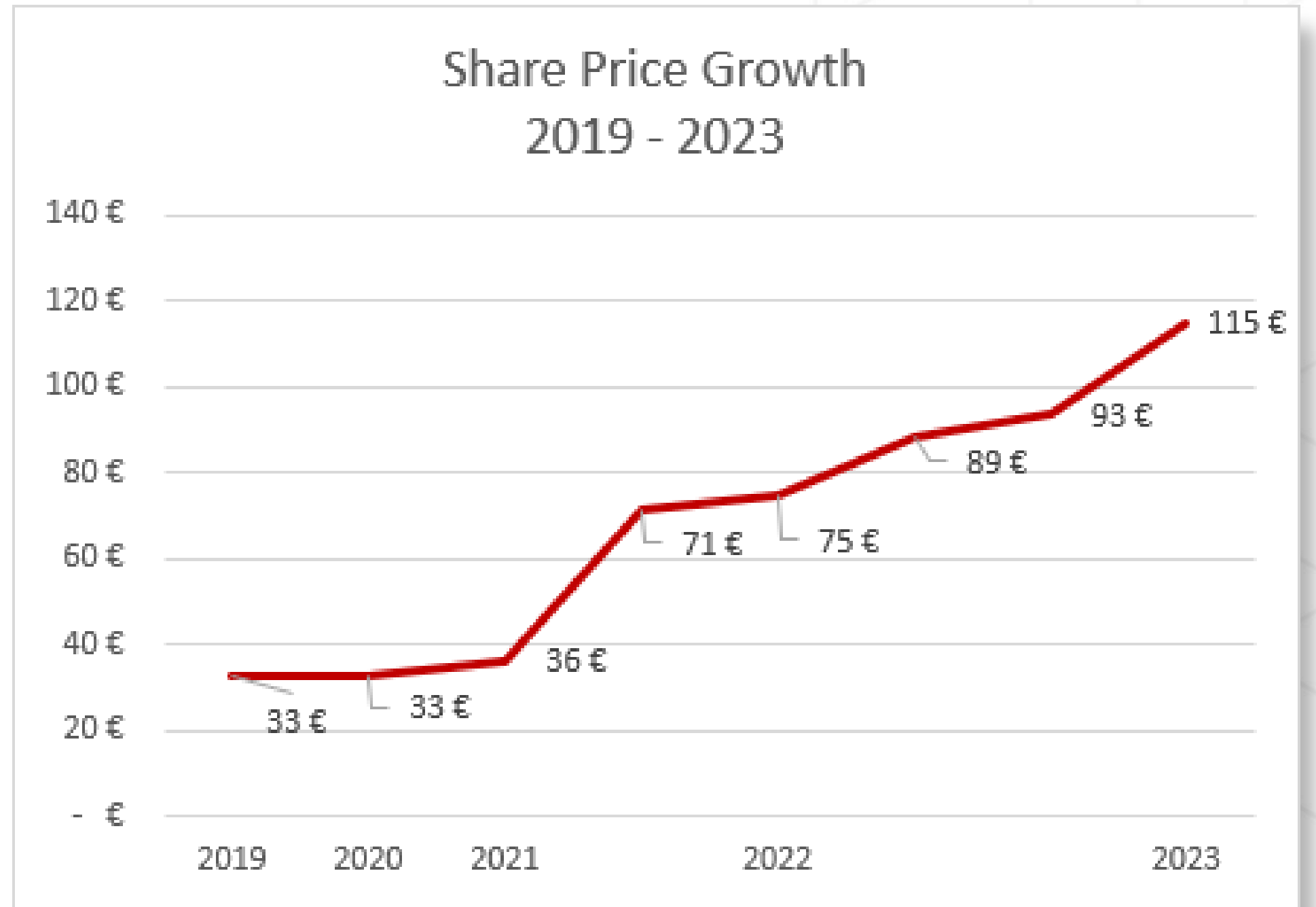
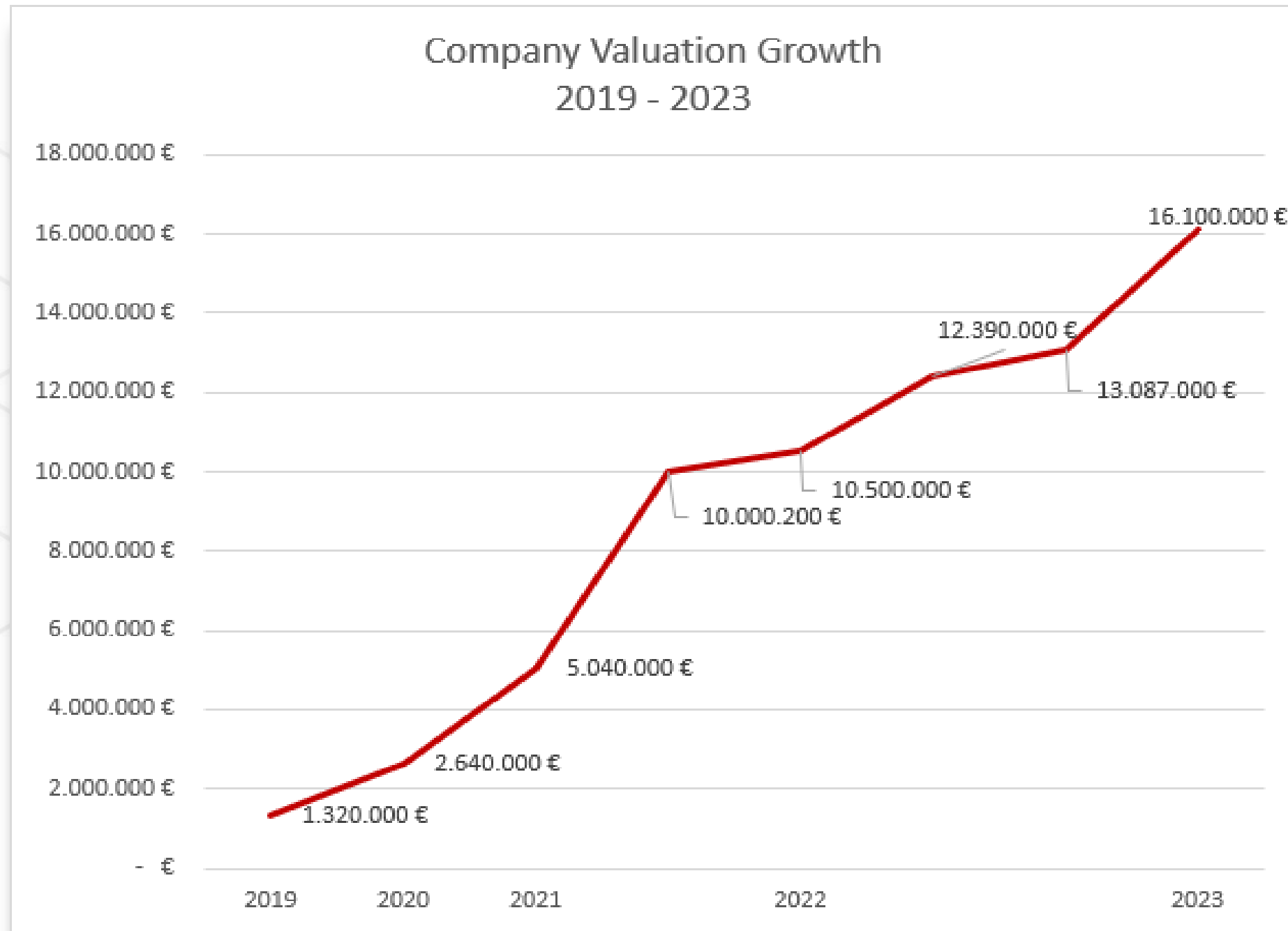
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Investors

31%

Company Valuation
YoY Growth

COMPANY GROWTH



INVESTMENT OPPORTUNITY

SGS is looking for a capital raise of **€1.000.000**

Seed Round Overview	
PRE-MONEY VALUATION:	€16.100.000
NUMBER OF SHARES:	140.000
LEGAL FORM:	Joint Stock Company

Share Price € 115

BENEFITS FOR INVESTORS

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

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



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 (Thailand initiative)
- ✓ Increase company value by 30%+

Thank you for your interest!

Q&A

Contact Information

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