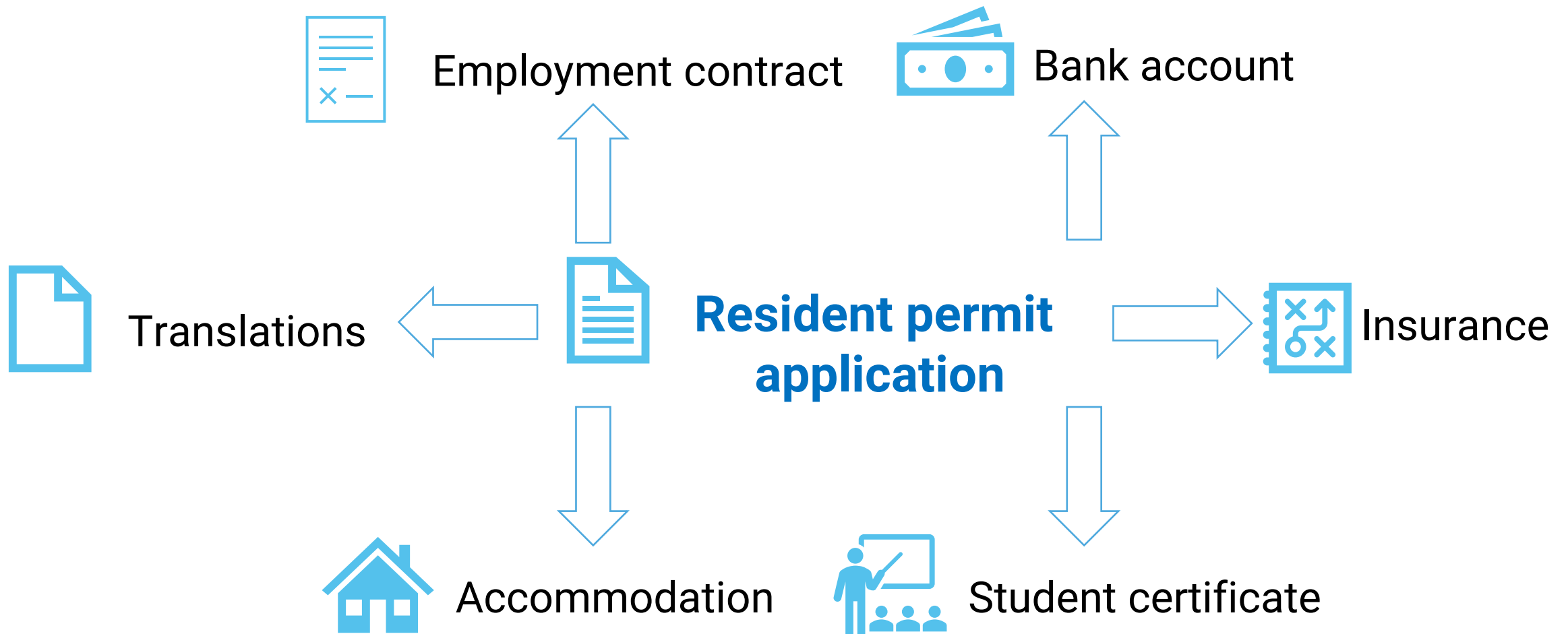




Immigreo

We move your world forward!
LegalTech company

The migration&challenges- what do I need for a resident permit?



Innovative product

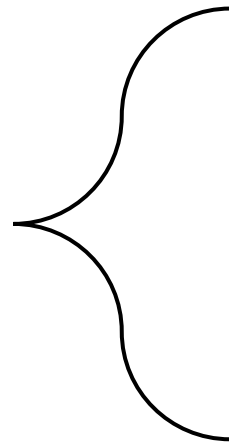
You scan all documents and....



... get a ready application for a resident permit



Services available in the app



Translations



Bank accounts



Insurance



Accommodation



Lawyer

Our clients

Migrants



Employers



Market

2 mln migrants

780k
registered in
social
insurance

Trends

Growth in
migrants
number

Decline in
local work
workforce
supply

Results

Growth in
application
for a resident
permit

Growth in
foreign
employees
number

Market research

Facebook survey - price

Participants no.

580

40 % (235) is not interested
in this service

59 % (345) is happy to pay
for the service from PLN 10
to PLN 100

Facebook survey - features

Participants no.

149

38,93% - filling the
application based on photos

16,78% - home delivery

14,77% - case status update

How do we target our clients?



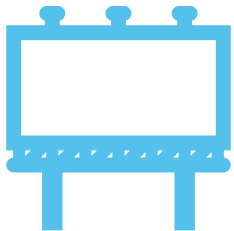
Influence marketing



Content marketing



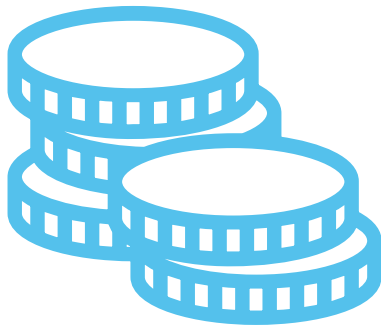
Link marketing



Direct marketing in front of immigration departments

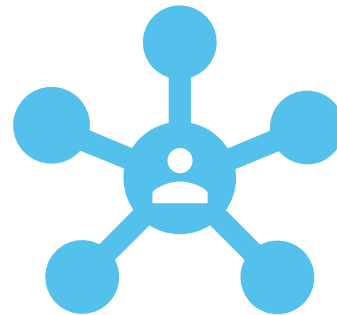
Competitive advantages

Price



Our competition cannot provide services at such an affordable price as Immigreo (maximum PLN 150). Immigreo will offer additional services as well.

Full support



If a document is missing, Immigreo will support user with contacting the employer (e.g. registration with the social insurance services).

User friendly

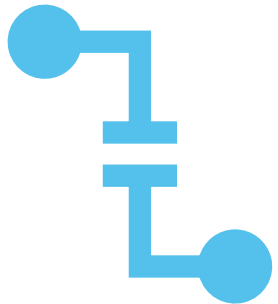


Numerous hints and videos will help you quickly go through the process of creating the application. The application will retrieve all possible data from the documents provided.

Competition

No direct competition

Immigreo



Immigreo will provide a unique service on the Polish market. It will be the only LegalTech app available on a consumer market.

Indirect competition

Consulting firms



Legal advisers serving the consumer market. You pay about PLN 800 for the application - the service of representation in front of the office is not included in the price. The cheapest alternative on the market.

Barristers/
Legal advisors



The law firms provide legal services in the field of obtaining a residence permit. Prices, however, can be high for an immigrant depending on the reputation of the law firm.

HR



Internal HR often support employees in obtaining a residence permit. Not all companies provide such support.

Estimated cash flow (PLN)

Category	Forecast for 2022	Forecast for 2023	Forecast for 2024
B2C flow with VAT	1 563 330	6 933 510	12 480 687
B2B flow with VAT	2 642 655	9 768 045	14 654 835
Delivery service flow	73 803	327 285	589 119
Print service Flow	118 767	620 070	1 116 159
SUM	4 419 598	17 648 910	28 840 800

Business models - how do we make money?



B2C pay per service



0/100/150 PLN per application



B2B subscription model



From 100-1000 PLN per month depends on the applications volume



Up-sell commission model



10-30% of paid fees

Financing - how much do we need to make first sale?



PLN 1 million from 1.1.2
PFR - application under
examination (grant)



PLN 300k for own contribution
for 1.1.2. (equity)

Where are we and where are we going?

Phase	Incubation	Development	Domestic expansion	Overseas expansion
Scope of work	<ul style="list-style-type: none"> ✓ Development of an application mock-up ✓ Development of a marketing strategy ✓ Development of marketing graphics ✓ Creating social media accounts ✓ Start of coding 	<ul style="list-style-type: none"> ✓ Coding work related to the improvement of the application ✓ Carrying out beta tests on a specific group ✓ Introducing changes as expected by users 	<ul style="list-style-type: none"> ✓ Gaining 10-15% of the service market ✓ Extensive marketing campaign ✓ Adding additional application features according to the users' expectations ✓ Acquiring external capital 	<ul style="list-style-type: none"> ✓ Expansion to European countries with net immigration in plus (Germany, Great Britain, France, the Netherlands) ✓ Adapting the application to local markets ✓ Further acquisition of external capital
Period	0 year	1 year	2-3 year	4-5 year
Financing	Own resources	1.1.2. / Crowdfunding	Rund A	Rund B

Migration policy - regulatory risk?

Regulatory Impact Assessment Poland's migration policy - Action Plan 2021-2022

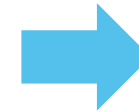
Changes in the migration situation in Poland overlap with changes caused by demographic processes: depopulation, a rapid increase in the number of people in post-working age, aging of the labor force, and a low value of the birth rate.

Challenges for Poland

Poland's migration policy - Action Plan 2021-2022

Filling the gap in the labor market and ensuring a significant share of highly qualified foreigners and skilled workers, with particular emphasis on the eastern neighborhood, due to the linguistic and cultural proximity.

Supporting migration



Conclusions

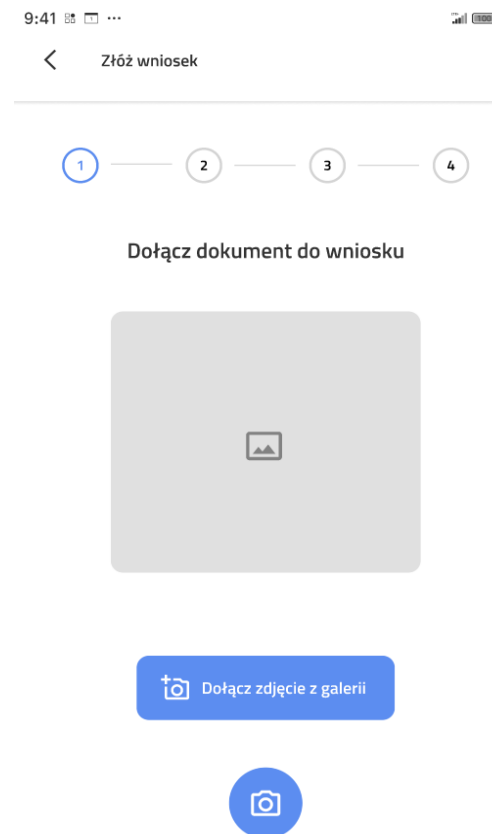
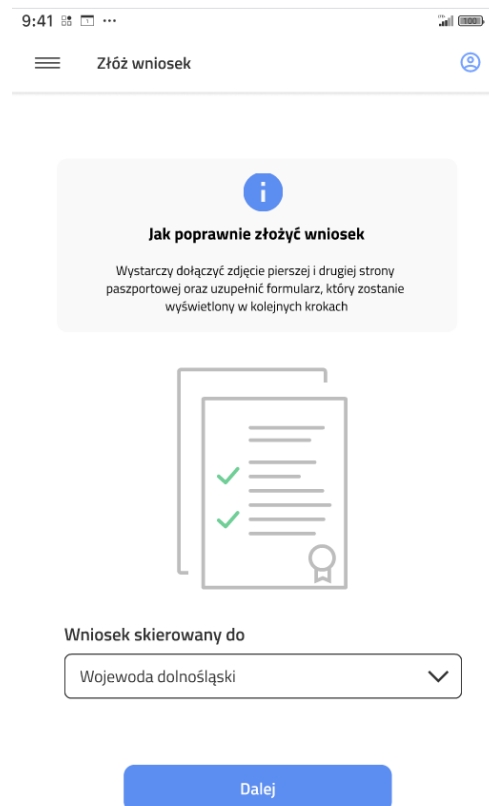
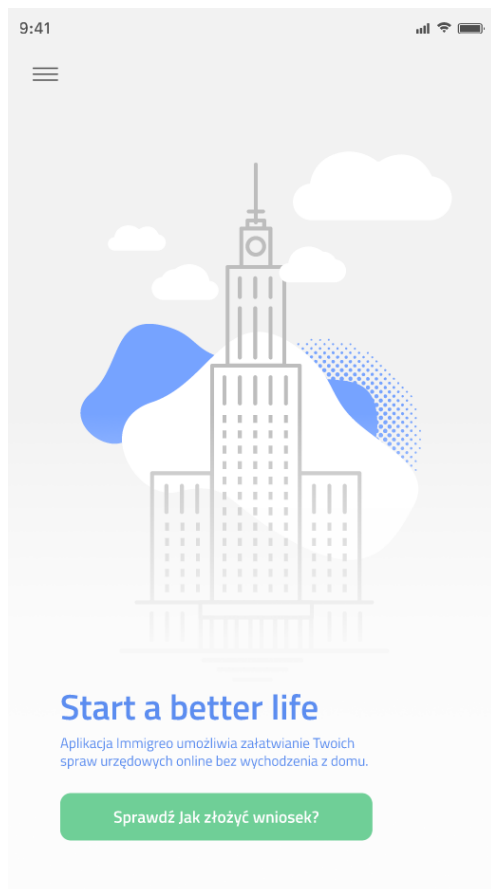
Poland's demographic situation forces us to pursue a migration policy, which at least allows for supplementing the shortages on the labor market. Otherwise, the GDP growth will be impacted and the revenues from social insurance and taxes will decrease.

Low risk for Immigregoo



Immigreo

MVP - mockup app



Who are we?



Dmytro
Honcharov



IT engineer (coding) at the Vistula Academy of Finance and Business.

Industry experience:

- developing mobile banking applications

Skills:

- project team management;
- programming of Android / iOS applications and servers;
- Implementation of native libraries (optical recognition of objects from the camera, encryption of personal data);
- database adaptation;
- distribution of applications in stores.



Daniel
Skuza



A graduate of law at the University of Warsaw and Faculty of Law and Administration and a tax advisor.

Industry experience:

- work in a big four company in Poland and abroad (UAE, Oman);
- tax and immigration freelancer.

Skills:

- the project team management;
- business customer service;
- conducting reserach;
- auditing financial and legal affairs of business.

Thank you for your time!



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