



# Internxt Series A pitch deck

# Problem

**Security** is an important concern for individuals and businesses looking for cloud storage.

**Current providers** do not offer a completely private cloud storage service.

**No easy way exists** to use a cloud in a way that's as secure and private.

# Solution

X Cloud. An attractive cloud storage service that's completely **private**. Mainly used by corporations and startups. Files are client-side end-to-end encrypted and hosted as shards in a network that's decentralized. Available on web, desktop, iOS, Android, Command Line Interface. Similar pricing and user experience to that of our competitors. Significantly superior when it comes to security.

*“Internxt’s primary product is the simply named X Cloud. Its aim is a totally secure, completely reliable cloud storage for the everyman. The service uses decentralized technology and end-to-end encryption to keep your files hyper safe”*



**ANDROID AUTHORITY**



# Team

Fran Villalba Segarra — Founder, owner, CEO. 5 years experience in cloud industry. Also worked at OnePlus. He's in charge of company daily operations, such as development, supervising, marketing, financial etc.



Fran and the two other core developers in the company work from Internxt's headquarters in Valencia, Spain. Internxt also counts with other employees, who work remotely from different locations, and who are paid per task. Our remote team includes two designers and two developers. We also count with advisors such as Alex Sicart Ramos, a well known blockchain entrepreneur and Forbes Under 30.

# Market size

The global cloud storage market accounted for €40B in 2018 and is estimated to reach €200B market by 2026, at a CAGR of 21.9% during the forecast period. Dropbox accounts with +500M active users, and made +€1B revenue in 2018.

# Competition and Competitive advantage

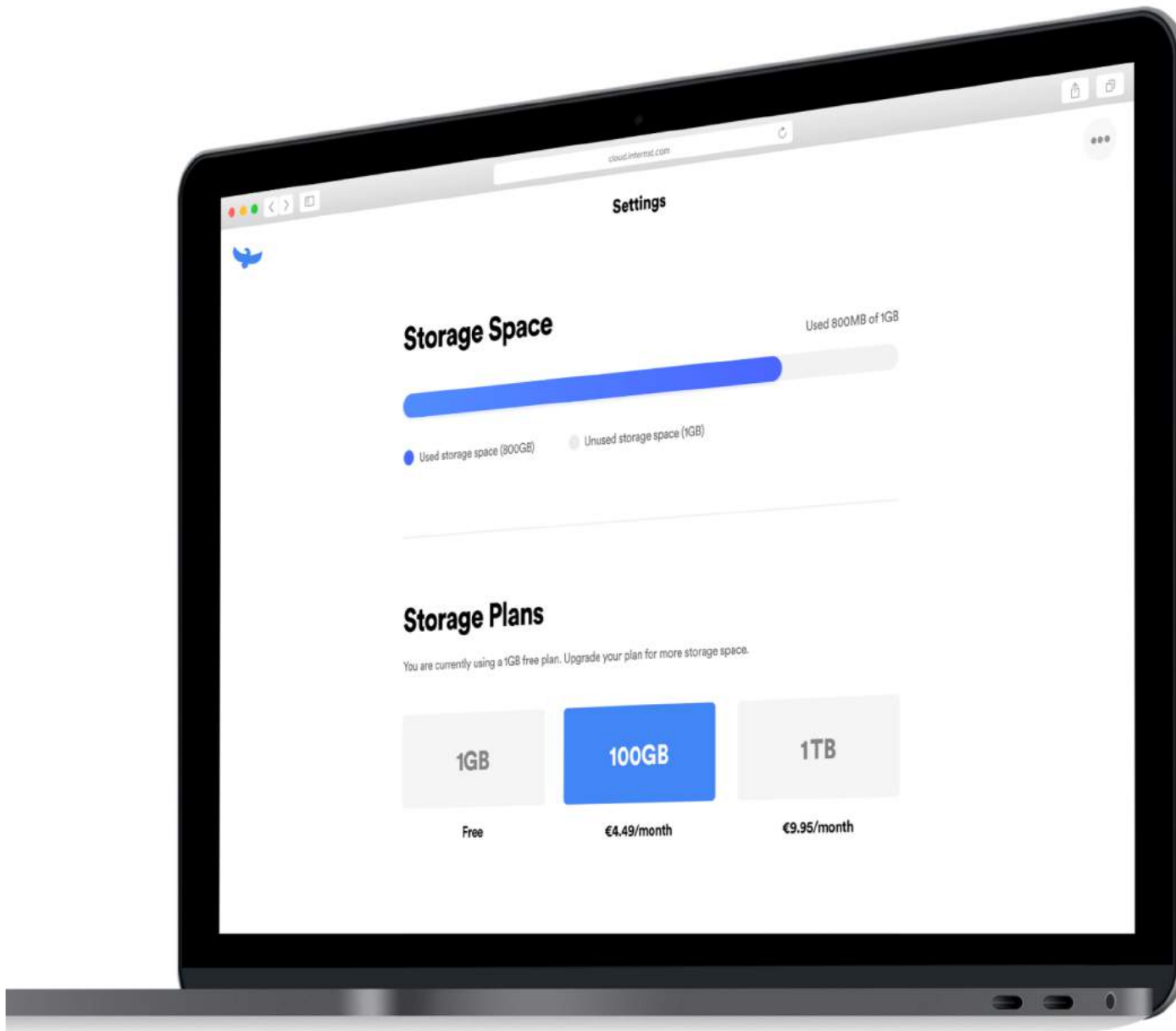
**File storage.** Microsoft OneDrive, Google One, Tresorit, Sync, pCloud, Amazon Drive, Dropbox, Apple iCloud. X Cloud: more secure, similar pricing, user experience etc.

**Object storage.** Amazon Web Services S3, Google Cloud Storage, Microsoft Azure Storage. X Cloud: more secure, more affordable, similar user experience.

# Competition and Competitive advantage

X Cloud starting to compete in file storage market. Companies like Google, Dropbox, Amazon, Apple and Microsoft own practically a totality of the file storage market. Their cloud storage offer is part of their ecosystem, thus hard to penetrate. Generally, users not willing to switch to a more secure cloud storage. Companies like pCloud (+10M active accounts) and Sync (+1M active accounts) currently dominate secure file storage market segment, where X Cloud is focusing. X Cloud offers a similar service in terms of user experience and pricing but significantly superior when it comes to security, which is an incredibly attractive differentiating factor in that segment.





## PRICING

# X Cloud storage plans.

No contract. Cancel anytime.

1GB

Free

100GB

€4.49 / month

1TB

€9.95 / month



## All Files



**Drake - God's Plan**  
1 hour ago



Perfect - Ed Sheeran  
5 hours ago



**Income Reports**  
05/04/18

MP4

**App Concept**  
05/04/18



TXT

**Email Log**  
05/04/18



XLS

First Quarter  
05/04/18

# Financial

30,000 total customers expected by end-2019. 3% conversion rate. 7% monthly growth rate. 90,000 total customers by the end of 2020, €120,000 revenue. All values adjusted for a 2% monthly churn rate. Internxt also expects to expand X Cloud to object storage and to develop further services next to X Cloud as it grows. Not accounted in financial projections.

# Financial

Raising €500,000 in Series A, in exchange for 10% equity. Minimum investment of €500 to be able to participate in the round. Cash proceeds used to enhance company's growth during next 2 years. Hiring sales reps to sell X Cloud to more businesses, marketing to further promote X Cloud, more devs to faster create new products and expand current,

For more information, please visit our website [Internxt.com](http://Internxt.com), check out our business plan [Internxt.com/Internxt.pdf](http://Internxt.com/Internxt.pdf) and reach out to us at [ir@Internxt.com](mailto:ir@Internxt.com)