

unilink
Scroll your way to a successful career

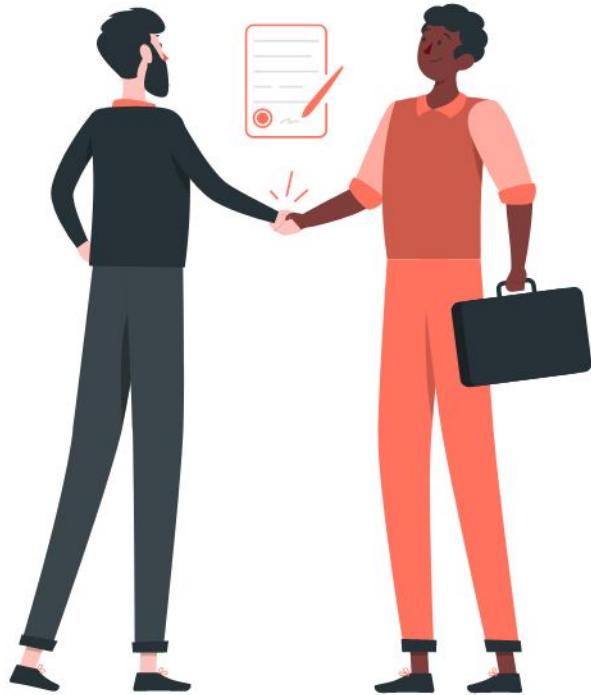
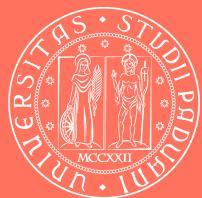
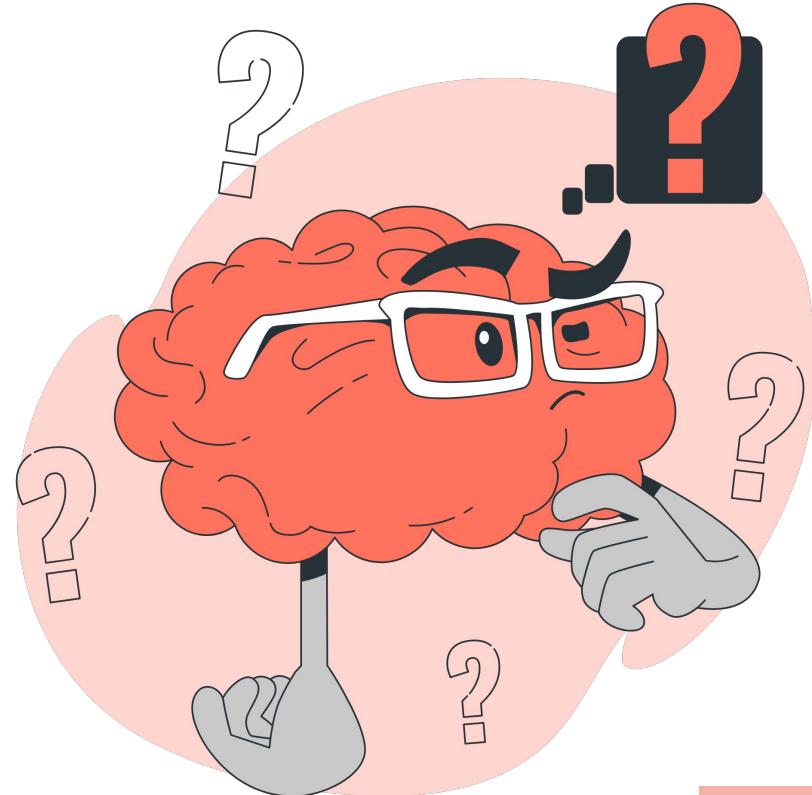


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WHAT PROBLEM?

Students and **companies** having difficulties establishing effective interaction due to lack of internship platforms



Existing SOLUTIONS



Getting out of the building

PROBLEM VALIDATION



Time consuming
for students and companies

Doesn't foster engagement

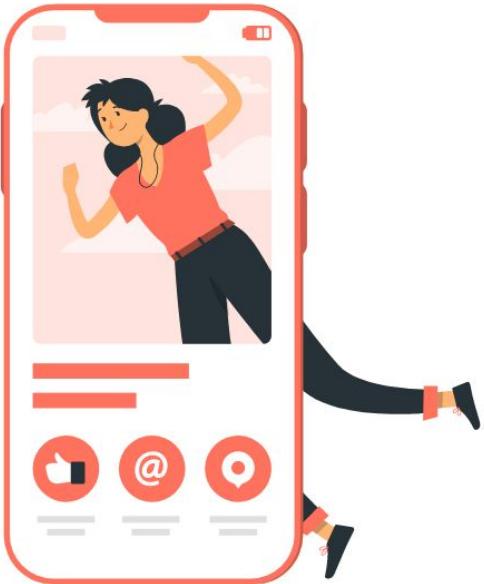


Inadequate initial filtering

Our **SOLUTION**

Mobile/ web platform that offers:

- User-friendly social media like interface
- Precise and quick initial filtering of internships through engagement and interaction with the platform
- Efficient way of posting new available positions



**Quick, simple and fun
Doesn't disrupt the flow of your day
“Instagram for internships”**

Getting out of the building

SOLUTION VALIDATION

- 76% of students confirm they want to use the platform with the described features
- Startups willing to test new platforms, desperate for young talent
- Big companies likely don't tell the whole story!



OUR TEAM

Nikola Bulat
CEO



Alessandro Resta
CMO



Moones Mobaraki
CTO



Yasser Nabil
CFO

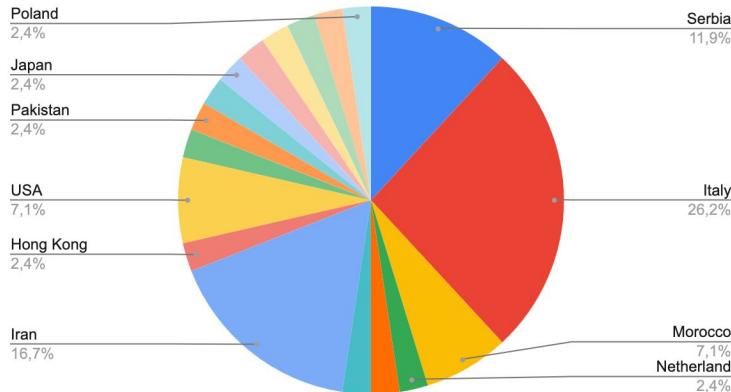


MARKET

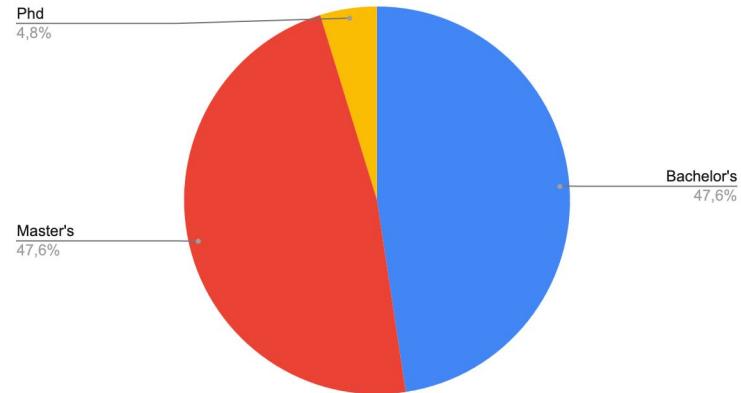
Student interviews

- We interviewed **42** students

Country of origin



Degree

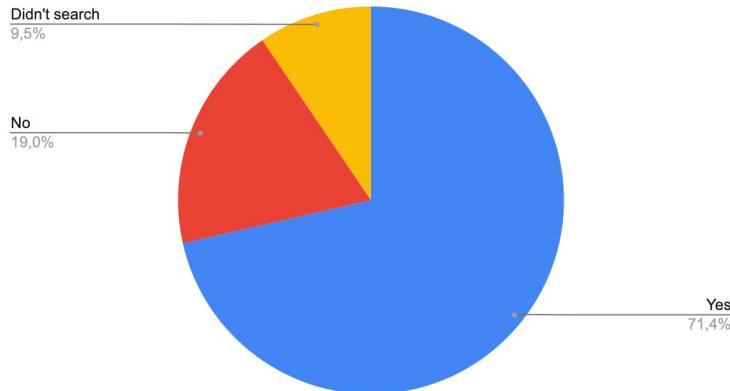


MARKET

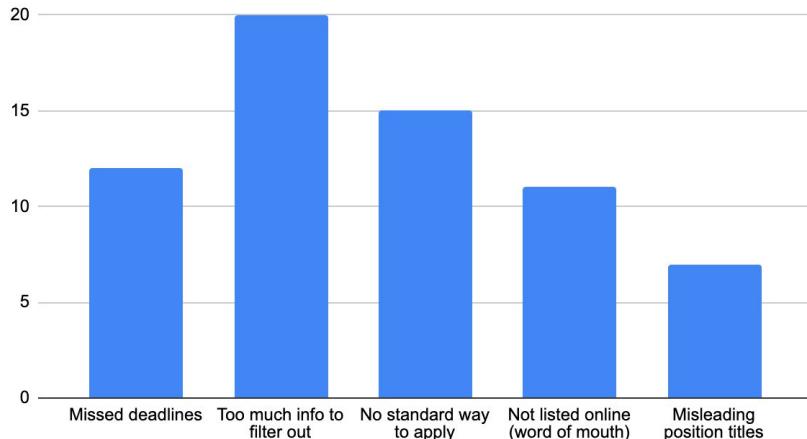
Student interviews

- What are their pains?

Did you have problems finding internships?



Most encountered problems



MARKET

Student interviews

- Some tragic experiences...



Danica

"I needed a 6 months internship but it tooks me 6 months to find one"

Matija

"I spent 1 month of work learning nothing"

Paolo

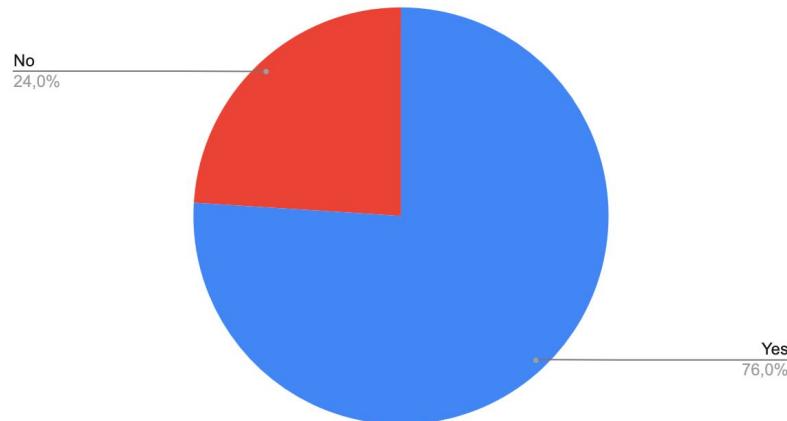
"I postponed my graduation because of 1 unnotified missed deadline"

MARKET

Student interviews

- Do we need a platform?

Is there the need for mobile/web platform?



We do!



MARKET

Company interviews



"Headhunters
are too costly!"



"I'm desperate
for interns!"

"We have lots
of applicants!"

Deloitte.



FINCANTIERI

"But how many
talents?"



** Chat disconnected **

OUR PRODUCT



Digital Content based

Use video and photos to provide information



Personalized filters

Optimized and customised way to let both participants creates their own journey and story



User based design

Collect feedbacks and new trends



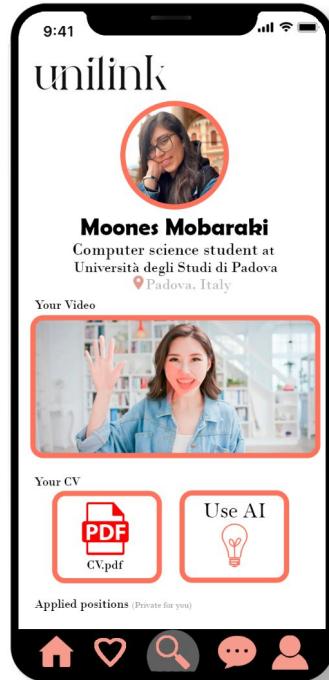
Use Social media power

Share opinions and knowledges

PRODUCT

Mockups

Students view

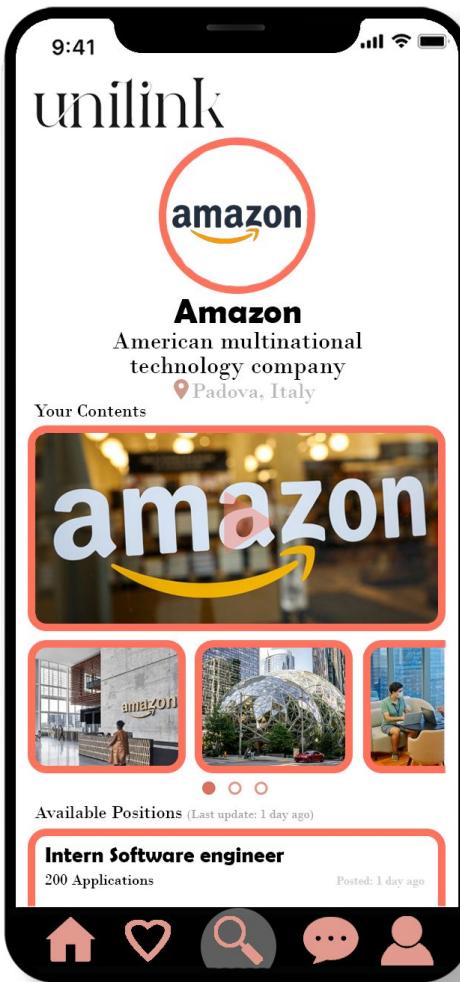


PRODUCT

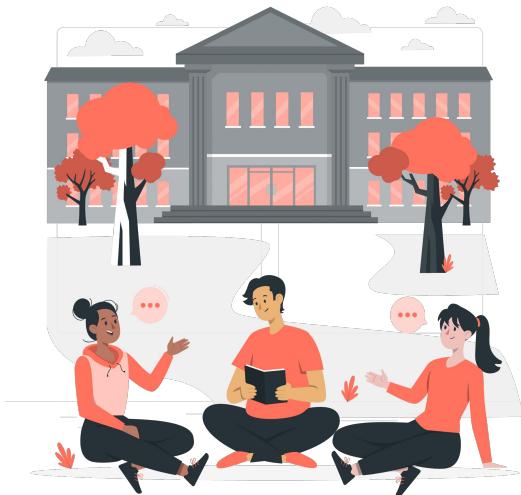
Mockups

Companies view

Design based on the needs of
two participants



BUSINESS Model

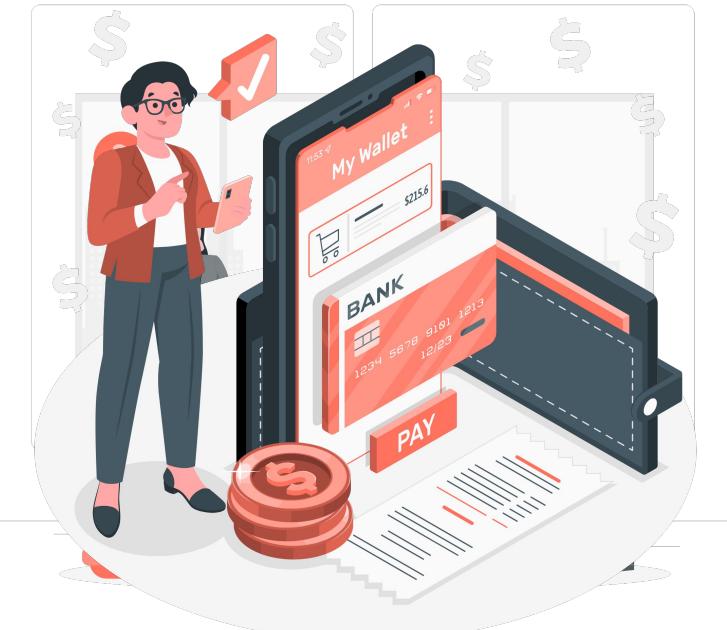


Plug-and-play business model
Producers & Consumers
Exchange Value

BUSINESS

Model

- 5% Commission on each contract made.
- **Premium version** to acquire benefits from our services. (*for both students and companies*)



OUR BUDGET

	2023	2024	2025	2026	2027
Companies	7	40	300	2300	4000
Revenues	- €	- €	36.600,00 €	279.300,00 €	690.400,00 €
Costs	- 21.000,00 €	-100.000,00 €	-158.400,00 €	-230.400,00 €	- 301.000,00 €

J-CURVE



YEARLY TIMELINE



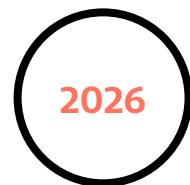
7 companies
100 students



40 companies
1 000 students



300 companies
15 000 students

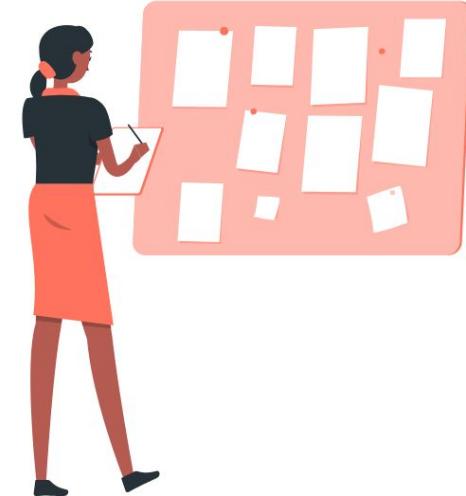


2 300 companies
60 000 students

What are we ASKING for?

We are looking for funding to execute on the described Roadmap.

- Advertisement
- R&D
- Employees
- Web server



THANK YOU!



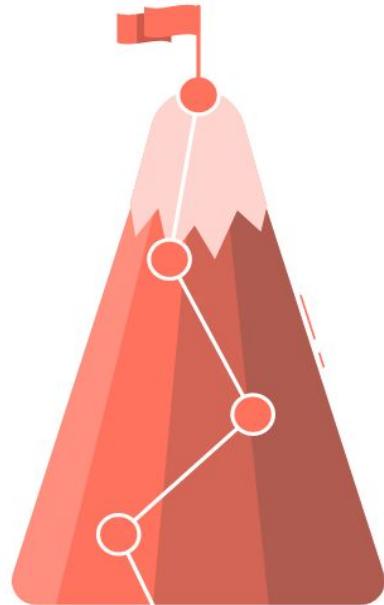
Vision and Mission



Vision: Change career trajectories by revolutionizing the internship market.



Mission: Building a platform that bridges the gap between companies and students by enabling interactions in a resource-saving and engaging manner.



LEAN CANVAS

Problem	Solution	Unique Value Proposition	Unfair Advantage	Customer Segments
<ul style="list-style-type: none"> Students have difficulties finding internships Companies have troubles finding suitable interns 	<ul style="list-style-type: none"> Mobile/web platform that provides: <ul style="list-style-type: none"> Instagram like internship-searching experience adequate selection of interns 	<ul style="list-style-type: none"> Precise and quick initial filtering of internships through engagement and interaction with the platform User-friendly social media like interface Efficient way of posting new available positions 	<ul style="list-style-type: none"> Tailored for young audience Time saving for both parties involved 	<ul style="list-style-type: none"> University students looking for internships not being able to spend too much time searching Companies looking for student interns fitted for the position
Existing Alternatives	Key Metrics	High-Level Concept	Channels	Early Adopters
<ul style="list-style-type: none"> LinkedIn Indeed Job fairs Head hunters Glassdoor 	<ul style="list-style-type: none"> Number of contracts made Number of producers Number of consumers Number of published positions Average number of applications for a position 	<ul style="list-style-type: none"> Instagram for internships 	<ul style="list-style-type: none"> Social media Influencers Posters on universities Unofficial university channels (e.g. student organizations, group chats etc.) 	<ul style="list-style-type: none"> Last year students Early graduates Small startups Innovative companies
Cost Structure		Revenue Structure		
<ul style="list-style-type: none"> Advertisements R&D Employees Webserver 		<ul style="list-style-type: none"> Commission on each contract Subscriptions 		

5 YEARS BUDGET

Drivers	2023	2024	YoY.1	2025	YoY-2	2026	YoY-3	2027	YoY4
Companies	7	40	471,43%	300	650,00%	2300	666,67%	4000	73,91%
Average nb. of contract per company	2	2	0,00%	3	50,00%	3	0,00%	4	33,33%
Average contract commision	- €	- €	NaN	40,00 €	NaN	40,00 €	0,00%	40,00 €	0,00%
Subscribers (Companies and Students)	0	0	NaN	10	NaN	55	450,00%	600	990,91%
Subscription fee	- €	- €	NaN	5,00 €	NaN	5,00 €	0,00%	7,00 €	40,00%
Budget	2023	2024	YoY-1	2025	YoY-2	2026	YoY-3	2027	YoY-4
Contracts contribution	- €	- €	NaN	36.000 €	NaN	276.000 €	666,67%	640.000 €	131,88%
Subscriptions	- €	- €	NaN	600 €	NaN	3.300 €	450,00%	50.400 €	1427,27%
	- €	- €	NaN	- €	NaN	- €	NaN	- €	NaN
Revenues	- €	- €	NaN	36.600 €	NaN	279.300 €	663,11%	690.400 €	147,19%
	- €	- €	NaN	- €	NaN	- €	NaN	- €	NaN
Variable Production Costs	- €	- €	NaN	- €	NaN	- €	NaN	- €	NaN
Contribution Margin	- €	- €	NaN	36.600 €	NaN	279.300 €	663,11%	690.400 €	147,19%
CEO	- €	- 20.000 €	NaN	- 22.000 €	10,00%	- 25.000 €	13,64%	- 30.000 €	20,00%
CTO	- €	- 15.000 €	NaN	- 17.000 €	13,33%	- 20.000 €	17,65%	- 23.000 €	15,00%
CFO	- €	- 15.000 €	NaN	- 17.000 €	13,33%	- 20.000 €	17,65%	- 23.000 €	15,00%
CMO	- €	- 15.000 €	NaN	- 17.000 €	13,33%	- 20.000 €	17,65%	- 23.000 €	15,00%
Employees	- €	- €	NaN	- €	NaN	- 40.000 €	NaN	- 40.000 €	0,00%
Technical Support	- €	- €	NaN	- €	NaN	- 2.000 €	NaN	- 2.000 €	0,00%
Office	- €	- €	NaN	- 14.400 €	NaN	- 14.400 €	0,00%	- 24.000 €	66,67%
R&D	- 10.000 €	- 13.000 €	30,00%	- 20.000 €	53,85%	- 15.000 €	-25,00%	- 15.000 €	0,00%
Server	- 1.000 €	- 2.000 €	100,00%	- 2.000 €	0,00%	- 2.000 €	0,00%	- 2.000 €	0,00%
Computers/Phones/etc.	- 8.000 €	- €	-100,00%	- €	NaN	- 3.000 €	NaN	- €	-100,00%
Advertisements	- 2.000 €	- 20.000 €	900,00%	- 40.000 €	100,00%	- 60.000 €	50,00%	- 110.000 €	83,33%
Fairs	- €	- €	NaN	- 9.000 €	NaN	- 9.000 €	0,00%	- 9.000 €	0,00%
Marketing/Sales	- 2.000 €	- 20.000 €	900,00%	- 49.000 €	145,00%	- 69.000 €	40,82%	- 119.000 €	72,46%
Total fixed costs	- 21.000 €	- 100.000 €	376,19%	- 158.400 €	58,40%	- 230.400 €	45,45%	- 301.000 €	30,64%
Operating income (EBITDA)	- 21.000 €	- 100.000 €	376,19%	- 121.800 €	21,80%	- 48.900 €	-140,15%	- 389.400 €	696,32%
EBITDA%	0,00%	0,00%	NaN	-332,79%	NaN	17,51%	-105,26%	56,40%	222,15%