

Hubworkair

—  Online platform for aviation talents

Pitch Deck

August 2016





THE ISSUES

In Aviation, employers can't quickly find specific talents.

All aviation freelancers research projects but are not visible.



THE SOLUTION

Hubworkair, the online platform for aviation freelancers.

The innovative solution to connect all talents and customers for any projects in the aviation sector.

- For customers willing to find the perfect profile for a specific mission, Hubworkair is the answer to quickly search, find and hire freelancers anywhere.
- Hubworkair helps independent talents to become instantly visible and increase business opportunities.

MARKET

- 1 **140 000** Freelances and consultants
- 2 **14 Md\$** : Turnover generated by Freelances and consultants
- 3 **50 000** potential Aviation Employers
- 4 **+ 12 %** : Increase rate of number of freelances, per year, worldwide (Market Uberisation)

COMPETITORS

Sectorial competitors

Marketplace	eMindHub Webengineering	Hubworkair
Traditional	Head Hunters	Interim / Consulting Companies
	Executive Profiles	All Operations Profiles

Functional competitors

Upwork / Freelancer.com / Hopwork.

KEY SUCCESS FACTORS

Talents



Become Visible



Good reputation



You are not alone

Employers



Confidentiality



Recommendations



Verified Profiles

OUR TEAM

Founders



Co-Founder
Romain ROCHET



Co-Founder
Yoann HUANG

Board of Advisors



CEO Air Caraïbes
Marc ROCHET



COO Sabena Technics
Philippe ROCHET

TALENTS

EMPLOYERS

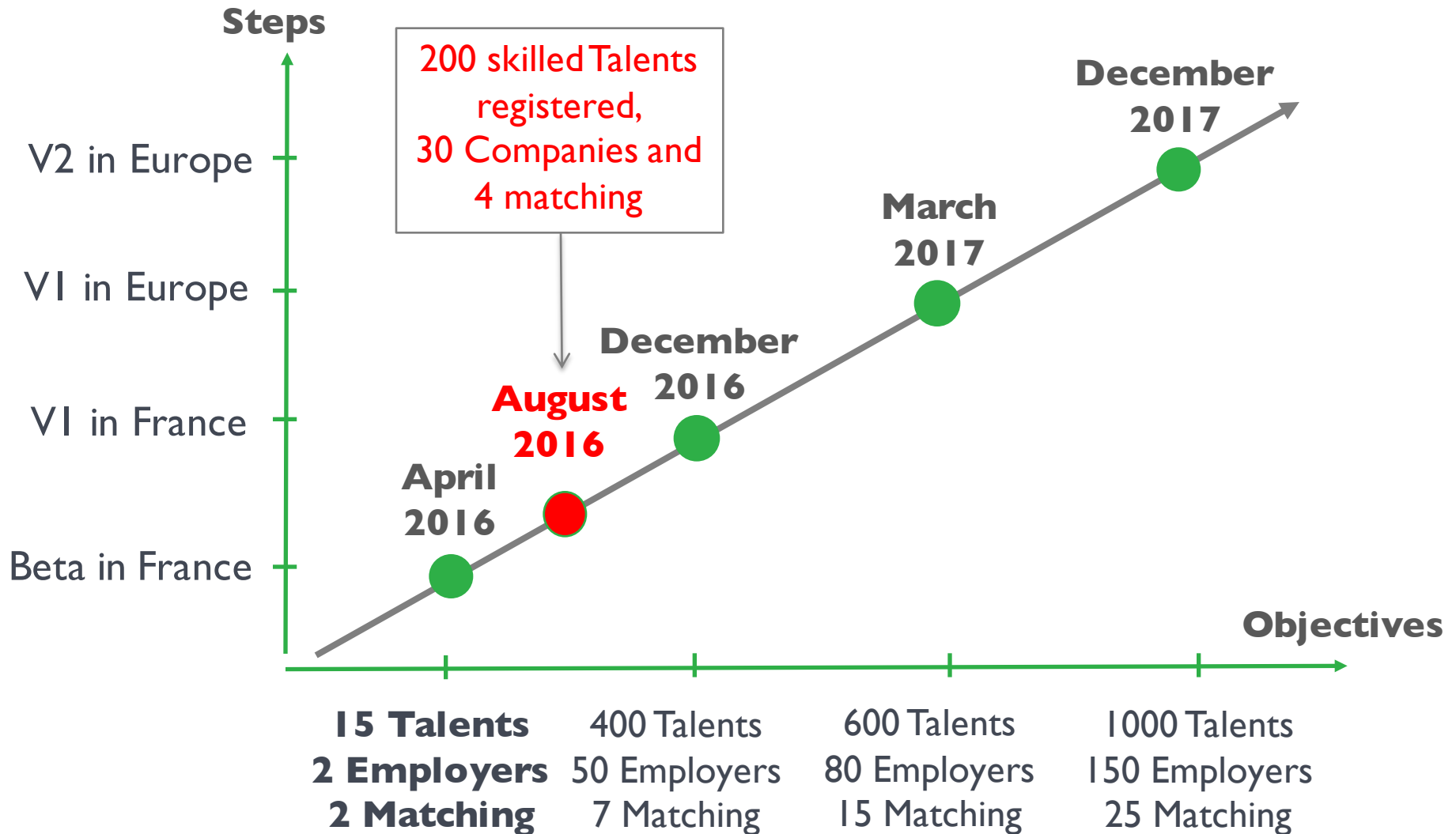
COMMISSIONS

10% of any project - with
sales agents contract type

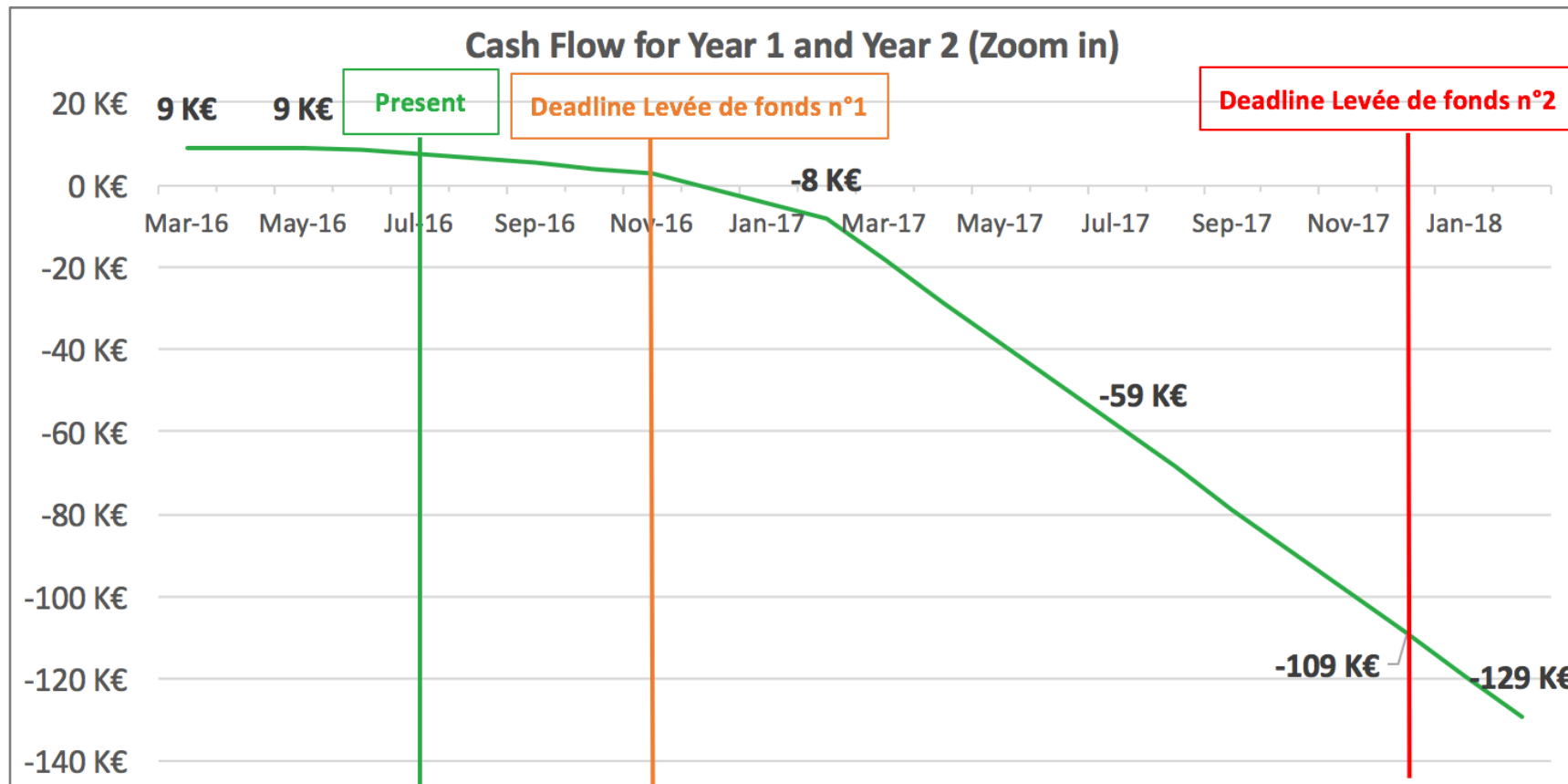
PROJECT FEES

« Premium » at 250€ per project
« Executive » upon request
(assumption of 1200€ per project)

TRACTION



BUSINESS PLAN



Fundraising objective

: 130 000€ - 8th Month (Oct. 2016)

: 400 000€ - 21th Month (Nov. 2017)

BUSINESS PLAN

Profit & Loss Account					
CHARGES	Year 1	Year 2	Year 3	Year 4	Year 5
Commercial Expenses for Employers	2 704 €	13 823 €	42 730 €	130 566 €	103 302 €
Commercial Expenses for Freelancers	1 710 €	5 018 €	7 406 €	14 812 €	22 838 €
Commercial Expenses for Company Talents	0 €	0 €	0 €	0 €	0 €
Mailing	0 €	3 078 €	5 298 €	5 298 €	5 298 €
Website Expenses	550 €	825 €	12 161 €	16 690 €	33 001 €
Office Expenses	2 450 €	18 700 €	16 900 €	36 520 €	71 888 €
Marketing Costs	1 080 €	22 890 €	59 128 €	169 528 €	210 528 €
Employees Wages*	18 688 €	174 370 €	466 876 €	683 692 €	1 169 319 €
Taxes and Insurance	2 200 €	3 300 €	7 780 €	14 004 €	28 008 €
Total charges	29 381 €	242 004 €	618 278 €	1 071 110 €	1 644 182 €
INCOME					
Turnover Forecast	11 950 €	121 100 €	649 755 €	1 351 898 €	2 823 006 €
Total Income	11 950 €	121 100 €	649 755 €	1 351 898 €	2 823 006 €
Gross Profit	-17 431 €	-120 904 €	31 477 €	280 787 €	1 178 824 €
Corporate Taxes	- €	- €	- €	39 820 €	271 130 €
Net Result	-17 431 €	-120 904 €	31 477 €	240 968 €	907 695 €

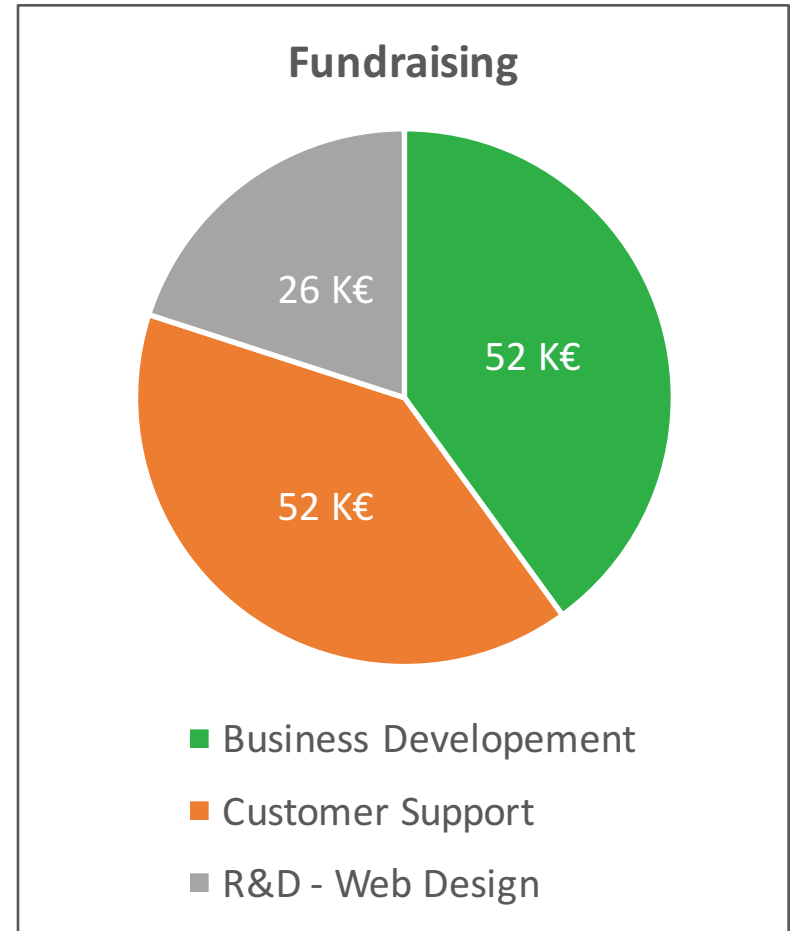
* Co-founders will not be paid before December 2017

Nota: The end of first tax year will be in December 2017

FUNDRAISING OBJECTIVE

Capital Increase with :

- **Business Angels**
- **« Premium » shares mechanism**
- **130 k€ of equity**
- **Deadline: End of October 2016**



Thank you for your attention.



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