Loccalls

WEB solution for international tourists
for selection and delivery
of a local SIM card

What do the majority of people think about when they cross the border?

Calls and the Internet in roaming are expensive!

I will seek a free Wi-Fi everywhere

I should buy a local SIM card, but ...

☹ 3-4 operators in country with 5-7 tariffs from each

☹ Prices in local currency

☹ No terminals for credit card

We provide tourists optimal tariff plan from local mobile operators

While tourist is booking
a hotel, car, fly, taxi
on WEB or APP tourist aggregator

We offer a simple solution for selection of
an optimal tariff and purchase of
a local SIM card

- 5 easy questions -> 2 optimal offers
- Delivery address
- Credit card payment

Ready-to-use SIM card is expecting the Client at the airport or the hotel after arrival

Business model

Revenue

Revenue sharing with mobile operator

35% from expenses of SIM card user

Average check from 3 to 17 EUR

Revenue 1,1-1,3mln EUR in each country

Customer Relationship

Highly automated

Channels

WEB & APP platforms, tourism partners

Value Proposition

Cheaper
Convenient
Cash free

Customer Segments

221mln of international visitors

TOP 20 tourists cities

18 target countries

26% of international visitors buy a local SIM card (Vodafone stat.)

Long-distance tourists

Business model

Cost structure

Platform development

Logistic and sales

Salaries

Revenue sharing with key partners

Key Resources

Decision matrix

WEB platform

Stores in airports and cities

Key partners

Mobile operators

Tourist operators and travel aggregators

Logistic operators

Key Activities

IT solution development

Conclusion of the agreements with local and international partners in target cities and countries

TOP Competitors & customer satisfaction

1. "Cheap" roaming by global mobile operators

- 👍 no added actions
- 👎 only in "family" countries
- 👎 the costs higher than local SIM card

2. Local stores

- 👍 stores in each international airport & city
- 👎 price in local currency
- 👎 often cash payment

3. Travel Sim

- 👍 points of sale in tourism agencies and some airlines
- 👎 unusual actions for using
- 👎 the costs higher than local SIM card

Loccalls team

Vitalii Prokopenko
Founder
Management
Finance, CEM

Ivan Polushkin
Co-founder
Telecom
Value proposition

Oksana Omelyanenko
Partnerships
Logistics

Oleksii Alieksieiev
Tax & Treasure

Oleksii Sevruk
Front/back-end
developer

Yuriy Zubritskiy
Front/back-end
developer

Plan

	Jun'17	Aug'17	Oct'17	Dec'17	Feb'18	Jun'18	2018-2019
WEB	**DONE**						
Company registration	**CZE**			**TUR, UAE, SGP**			
Partnership	**UKR**	**CZE**			**TUR, UAE, SGP**		
Go-live		**UKR**	**CZE**			**TUR, UAE, SGP**	**EU, JPN, Asia**

Current status

- ✓ Decision matrix **DONE**

- ✓ Demo **DONE**

- ✓ WEB *Work in Progress*

- ✓ Partnership with UA mob operators:

  - Kyivstar **DONE**

  - lifecell *Work in Progress*

  - Vodafone *Work in Progress*

- ✓ Partnership with logistics provider Nova Poshta (UA&Czech) *Work in Progress*

- ✓ Partnership negotiation with UBER & AVIS *Work in Progress*

We are seeking EUR 400 000 for

- ✓ IT solution development
- ✓ Creating storage level of SIM cards
- ✓ Labor cost
- ✓ Sales invest
- ✓ Call-center, servers rent

and our next steps after

- ✓ Partnerships with touristic aggregators
- ✓ Web&App integration
- ✓ Pilot launch
- ✓ Roll-out

Contacts

Mob

+38 (067) 406-78-62

E-mail

vitaliy.prokopenko@loccalls.com

Web

www.loccalls.com