



Instant Staffing system for Hospitality Industry

Instant matching – Timesheet – Administrative

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Market trends

Dedicated sector platforms

SHIFT+
Medical

Staffly

YOJOB
AGRICULTURE

Vs

LinkedIn

Freelance
Part time
Contractors



Instant Matching



Smartphone
Usage (adult)

60%
in Europe

Employees Agencies : Challenges

#1 Competition



Cost



Scalability

#2 Profiles



Lack of talent



Profiling

#3 Organisation



100 % Manual



Multiple MIS

Average time and cost to make a deal : 2 hours or 20€

Job Minute solution - Simplicity



Technology Cloud

Platform User friendly
IOS & Android & Web
Microsoft Azure + Push
Data Security



Automatization

Client & Candidates User Experience
Offer creation
Localization
Matching



Economy

Profiles sourcing
Admin process (contract and planning)
MIS Cost
API with payroll system



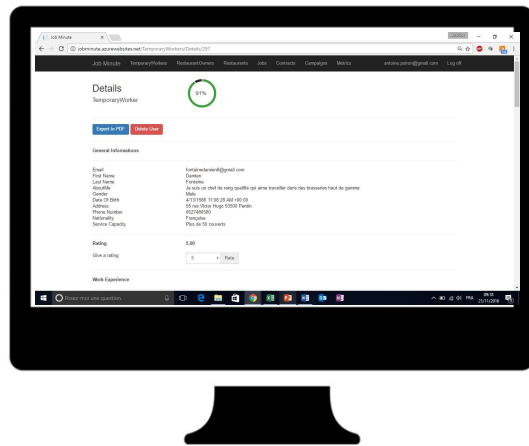
You manage everything from Job Minute

Urgency

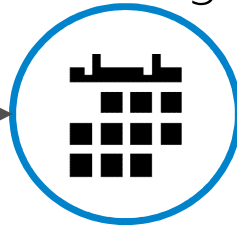


Your Extra

- All admin information (CNI, RIB)
- Print each Profil = CV

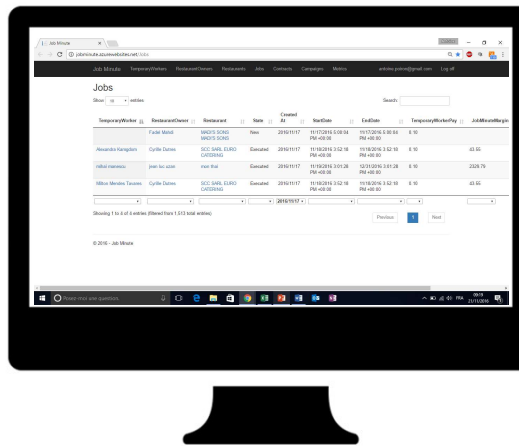


Planning

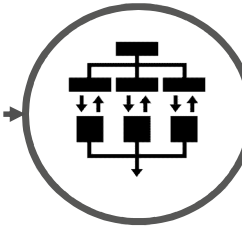


Your Shifts

- Manage your needs
 - Calendar
- Choose the candidates

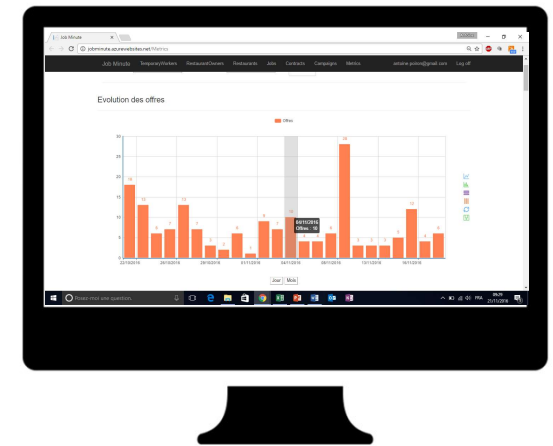


Contrat sharing



Your Reports

- Manage your cost forecast
- Monthly report & Invoices
 - Make salary slips



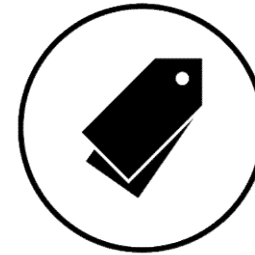
Business Model : Source of revenue



Franchise Sales

- Subscription and % turnover

1 access	250 € / month
Turn over	20 %

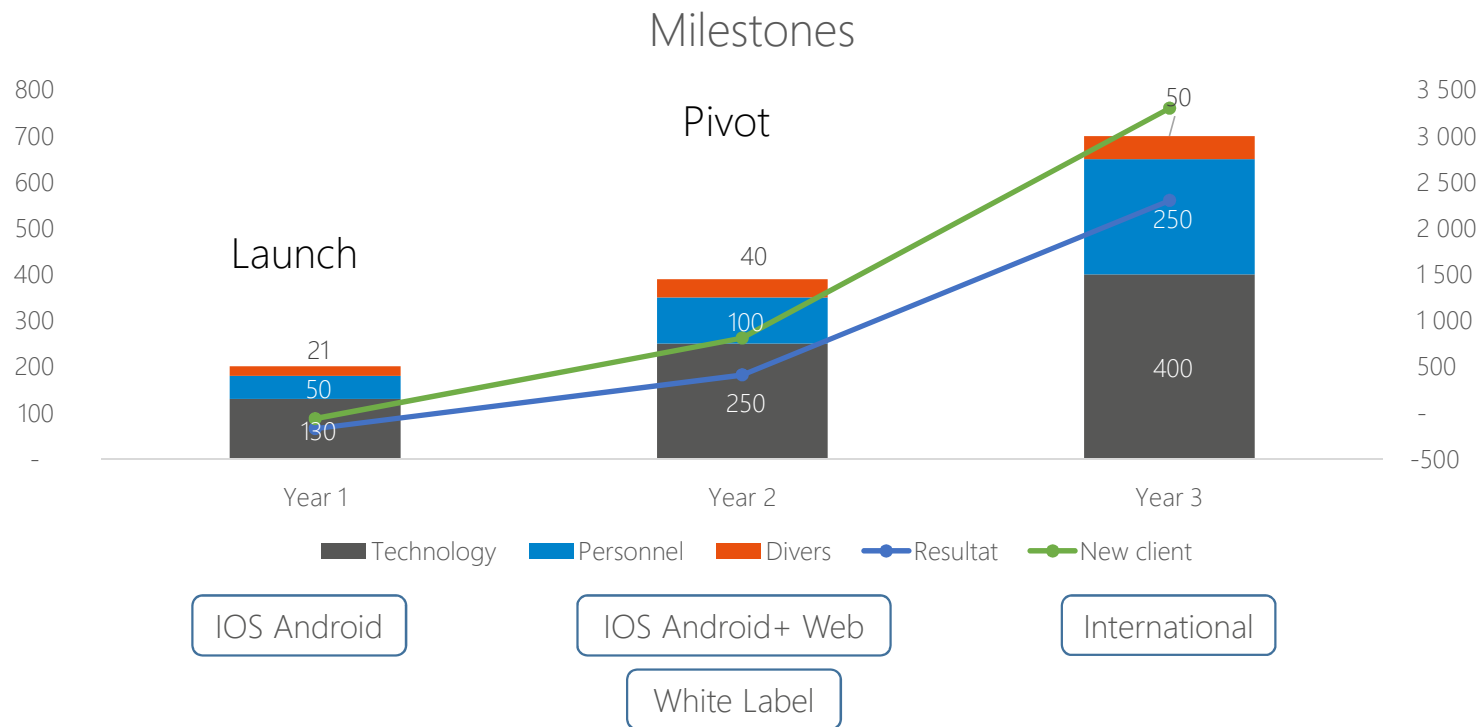
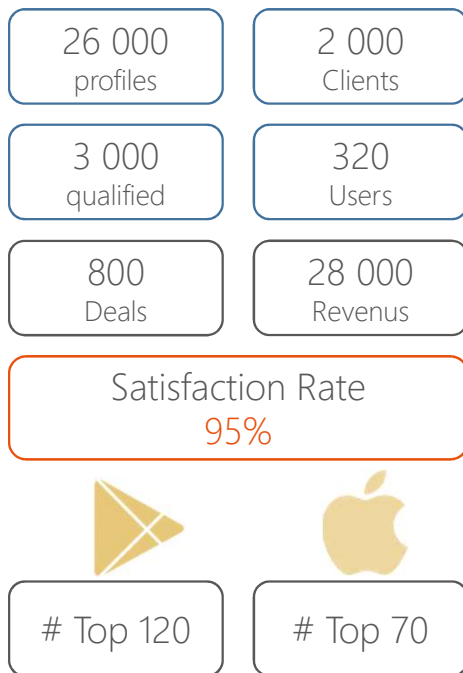


White Labelling – Group / Work agencies

- 2 % fees on turnover
- Premium subscription (1 000€/month)

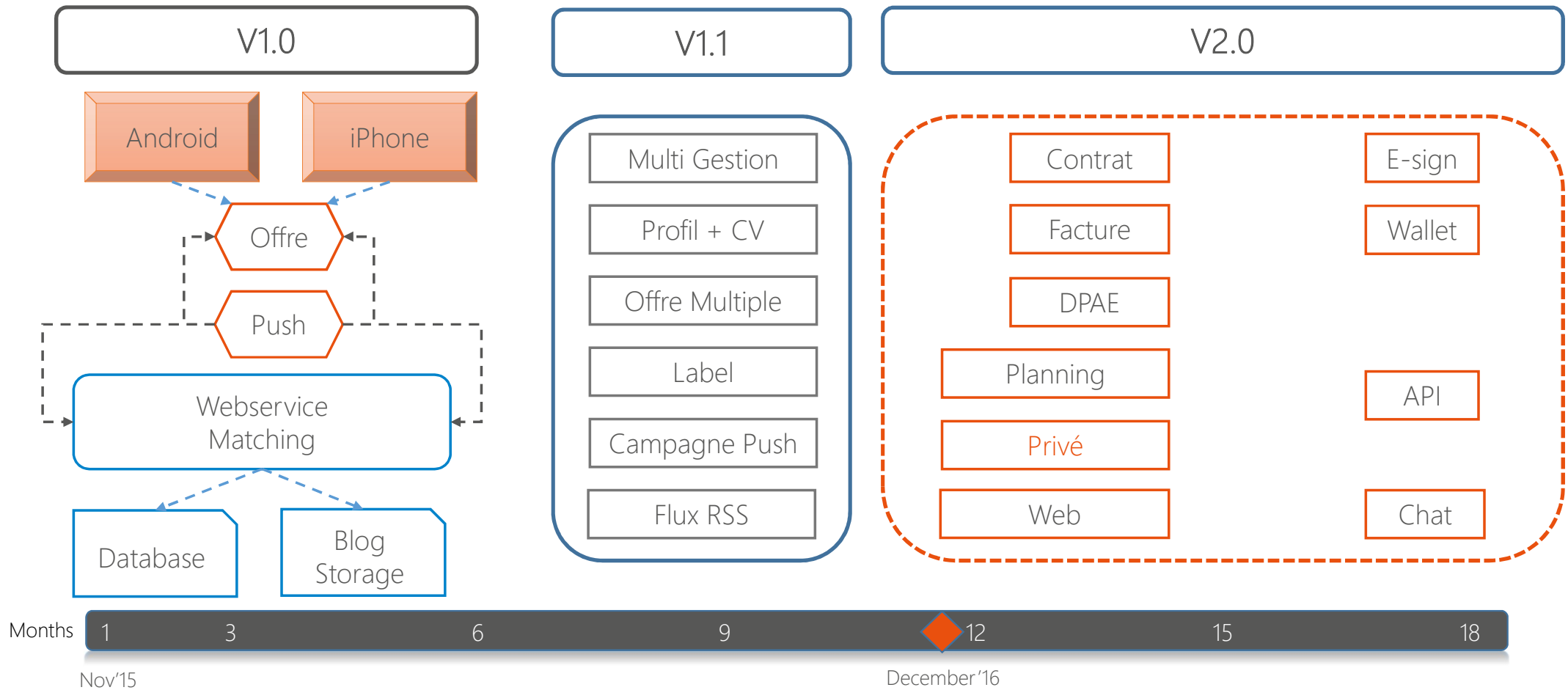
– 100 Clients	400 € / month
101 à 500 clients	800 € / month
+ 500 clients	1 200 € / month

Our product received incredible traction



Annual Revenue	€ 28K	€ 800K	€ 3 000K
Average Monthly Revenu / Client	€ 150	€ 500	€ 1500
EBITA	€ -173K	€ 410K	€ 2 150 K

Product Roadmap



Our growth Strategy

Sales Type	Low Touch	Medium Touch	High Touch
Target	Independant Nationwide	Independants Small chains	Big Chains Temp Agencies
Tools	Fanchise Sale in Top 10 cities	Trade Show Partnership	Partership
Process	Phoning Door to Door sale Signups	Contact HR / Owner Signups and training	Open /White Label Account creation and setpup followup
Volume	30 %	20 %	50 %
Average Yearly revenue by client	€ 3 000	€ 5 000	+ € 20 000

Current customers, Partners, Discussions

Customers	Pipeline	Potential revenue / year
<ul style="list-style-type: none">• 2200 hotels & restaurants & catering• 320 users• 150 with deals	<ul style="list-style-type: none">• RESO (Test in Jan)• GD Prestige (Test in Jan)• RAS (Test in Feb)• GE RH (Test in Feb)• Adaptel• Stygma	<ul style="list-style-type: none">• 100K€• 80k€• 30k€• 30K€• 50k€• 30K€• 30k€

Addressable Market size

Hotels & Restaurants

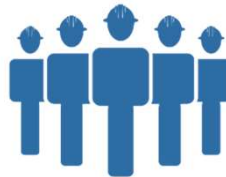


270K

1,7M

3M

Employees



1M

10M

235M

Temporary Staff Agencies



1 700
7 700

600K

27K

12M

235K

60M

Why now

Problem

Solution

Business Model

Metrics

Roadmap

Market

Competition

Team

Acquisition Channels : Scalable



Competition



Payroll software



Job Boards



Planning system



Personal network



Offers



Matching



Contracting



Profils online & Rating



Admin (Contract)



Localisation



Planning



Mobile & Web



Salary



API

Why now

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Team

The Founding Team

EXPERIMENTED, DYNAMIC & COMPLEMENTARY



Antoine Poiron **CEO**

- Société Générale
- JP Morgan Asset Management



Aymen Attia **CTO**

- Ventes Privés
- Founder of GrowUp IT (10 developers)



Philippe Fournier **Recruitment**

- Club Med, GM
- Partouche Hotel



Thomas Tesniere **Business Dev**

- Coca Cola
- Martini

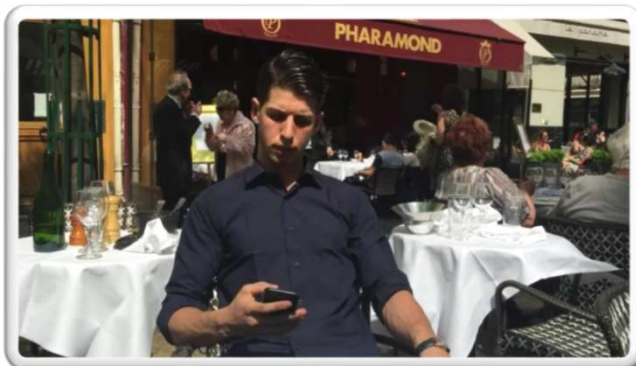


Maximilien Pelissard **Business Dev**

- Parking Map
- Restaurants Owner

- ✓ Diversity in terms of experience & background
- ✓ HORECA : 75 years of experience
- ✓ Apps mobile : 18 years of experience
- ✓ Marketing Communication : 10 years of experience
- ✓ An experimented **advisory Board**
 - ✓ V. Sitz (Synhorcat & entrepreneur)
 - ✓ N. Raffard (Shake Up Factory)
 - ✓ J-F Treccot (Jp Morgan M&A & entrepreneur)
 - ✓ L.Comperot (HBC Avocat)

Media coverage



Click on the videos to watch them !

Q&A

Thank you !

