

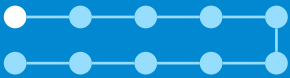


The market network for job referrals

Where career opportunities are created



The Problem



COMPANIES

Sourcing Expensive
Retention Expensive
Process Slow

JOB SEEKERS

Insights None
Transparency Little
Process Tedious

EMPLOYEES

Involvement Little
Inputs Little

70%

Of **companies** have an employee referral program

BUT

49%

Of **employees** do not use it because they don't know someone to refer

CURRENT SOLUTIONS:

Competitors in the job referrals landscape

HOW THEY GO?

They give the possibility to anyone to become a headhunter and recommend someone for a job, **even if the referrer does not work in the company**

WHAT WE GET THEY DON'T?

The most important in a job referral is to **be pre-screened by a real employee**, not an amateur headhunter who doesn't know the company well

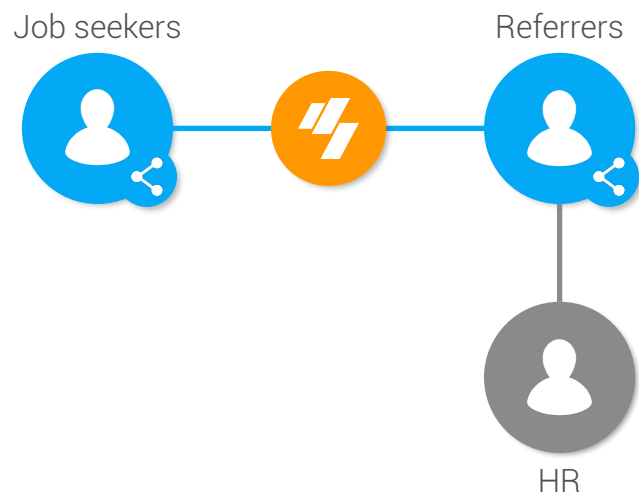


The Solution

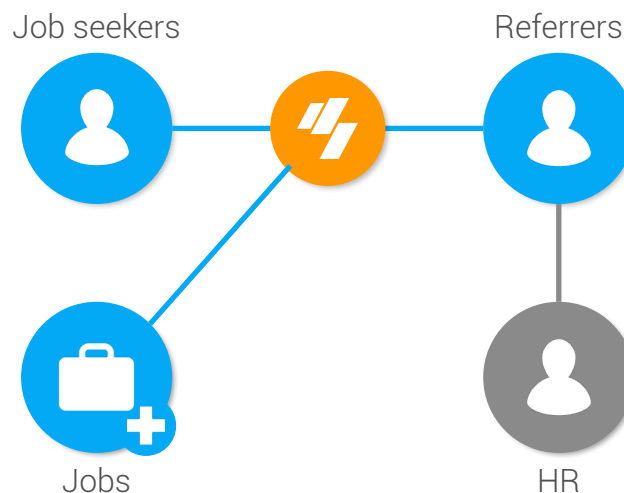


Refer Me Please will be **the market network used for job referrals**, across all roles, levels and geographies

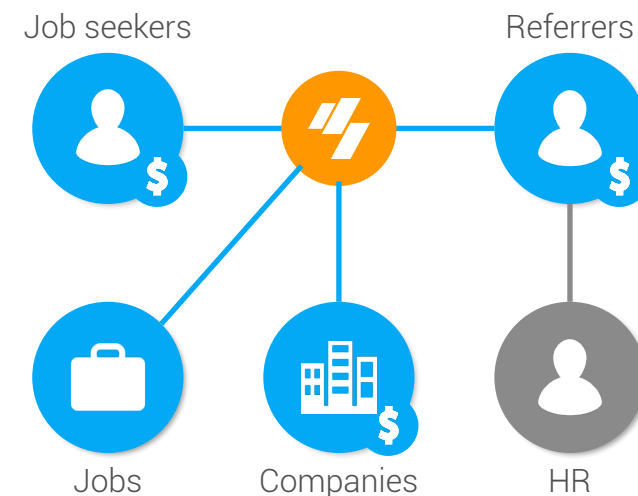
SOCIAL NETWORK AS A STARTING POINT



JOBS AS A HUB



MARKET NETWORK AS A DESTINATION



" Social networks were the last 10 Years. **Market networks will be the next 10 "**
James Currier (NFX Guild) in TechCrunch dated Jun 27, 2015



Market Opportunity



\$415bn

Employment & Recruitment industry



\$25bn

Search & Selection

RECRUITMENT

AND

#1

Source of recruitment

JOB REFERRALS

THE WAY RECRUITMENT WORKS HAS SHIFTED

66%

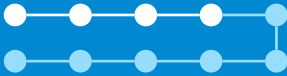
of companies ask their employees to **help**
share recruitment's content

86%

of people in the first 10 years of their career
are likely to **use social media in their job**
search



Competition



WE CONNECT THE DOTS

- Speed
- Cost
- Employee involvement
- Quality
- Network opportunity



Traction



"In 10 min I received 15 emails from employees working in companies such as Google, LinkedIn, Oracle... I even had to decline some!"

HIRED @ORACLE

"Refer Me Please is efficient, fast, setting up new standards for job portals"

REFERRER @GOOGLE

"Refer Me Please is an experience you can't find on any other jobs platforms"

HIRED @LINKEDIN

TOP MARKETS



France



USA



UKI

METRICS

8.27%

Users weekly growth rate

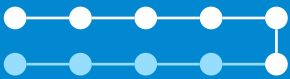
8,048

Registered users





Customer's Acquisition



Target customers



JOB SEEKERS

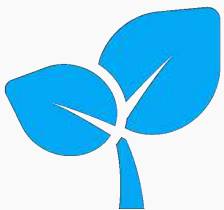


EMPLOYEES



COMPANIES

HOW TO TARGET THEM AND CONVERT?



ORGANIC GROWTH

Word of mouth
Public profile
Profile sharing



MARKETING

Social networks
Blog
Paid advertising

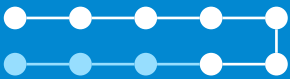


PARTNERSHIP

Schools
Brand ambassadors



Revenue Model



60% COMPANIES



- 80%** **JOB POSTINGS & PROMOTION**
Dashboard display, dynamic job board, e-mail newsletter
- 20%** **ADVERTISING**
Company page, e-mail newsletter

25% JOB SEEKERS



- 40%** **PREMIUM ACCOUNTS**
Dashboard display, ranking increase, e-mail newsletter, AI matching
- 60%** **HOT PROFILE**
Dashboard display, ranking increase

5% BRANDED CONTENT



- 100%** **TARGETING ADVERTISING**

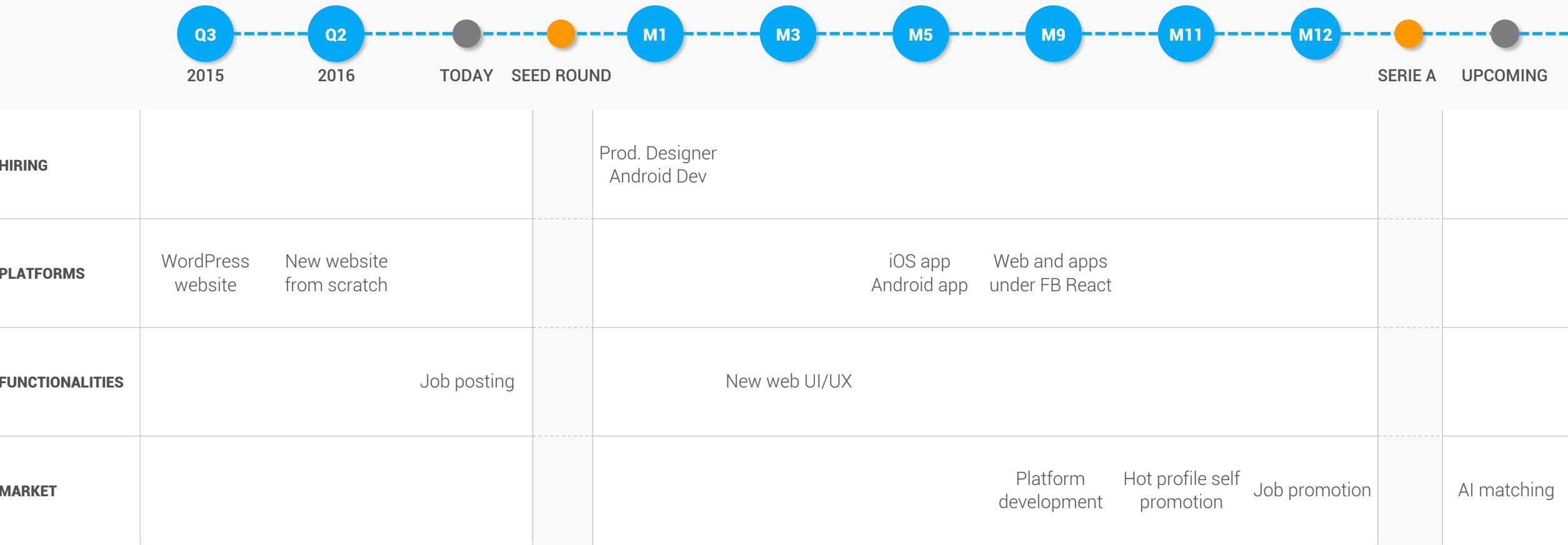
10% EMPLOYEES



- 90%** **PREMIUM ACCOUNTS**
Dashboard display, ranking increase, e-mail newsletter, AI matching
- 10%** **HOT PROFILE**
Dashboard display, ranking increase



From a social network to a **market network**





Investment & Use of funds



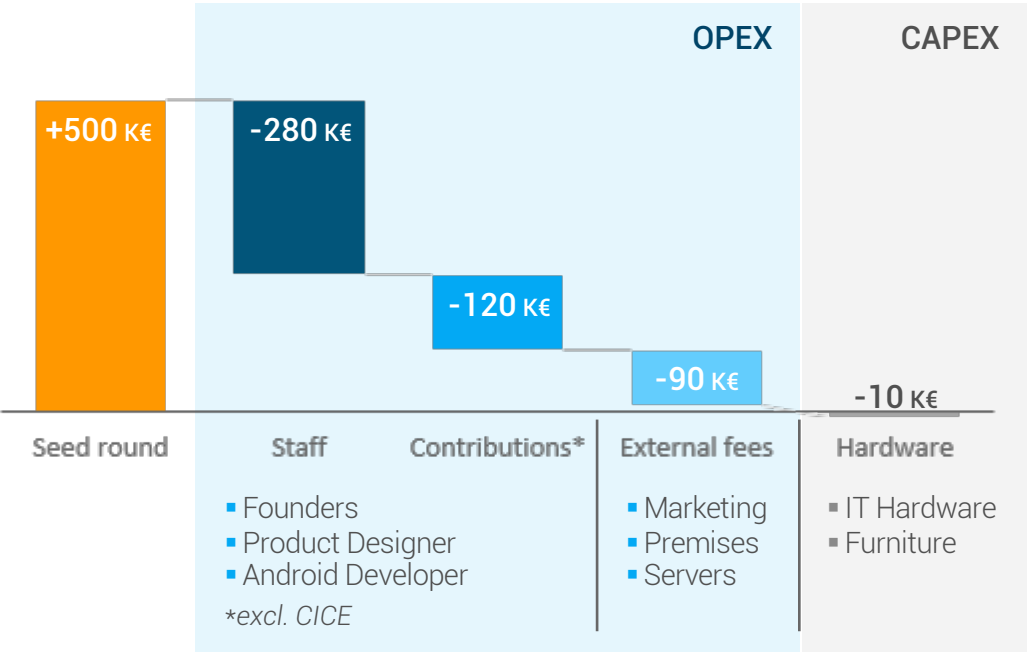
500 k€ SEED ROUND

18 months RUNWAY

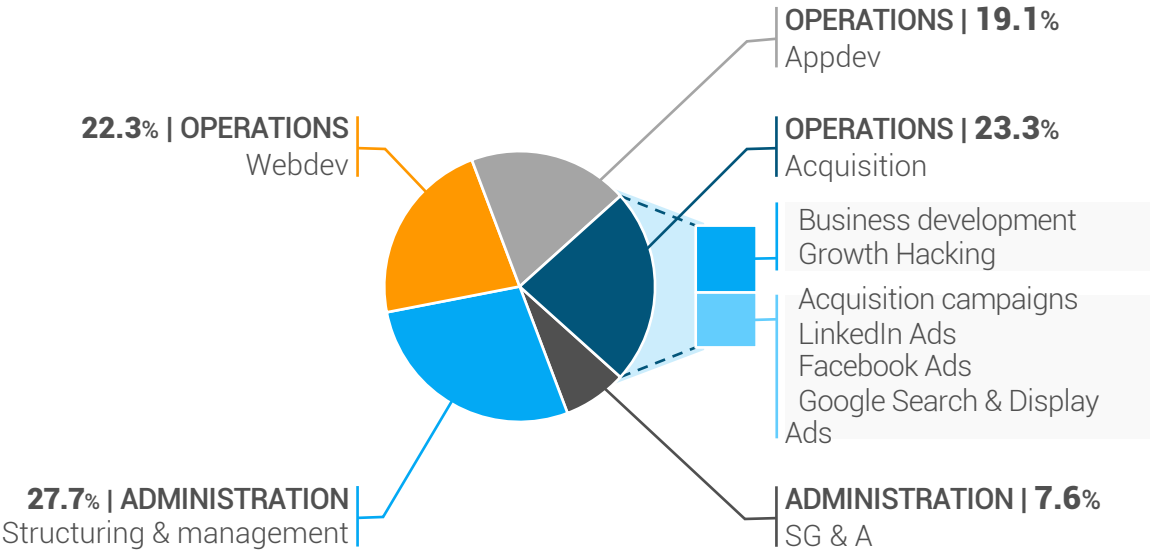
33 k€/month BURN-RATE

Seed + 12 M TIME TO REVENUE

ALLOCATION OF THE SEED ROUND FUNDS



ALLOCATION OF THE SEED ROUND FUNDS PER COST CENTER



Kevin
CEO
40.80%

Maxime
CTO
27.70%

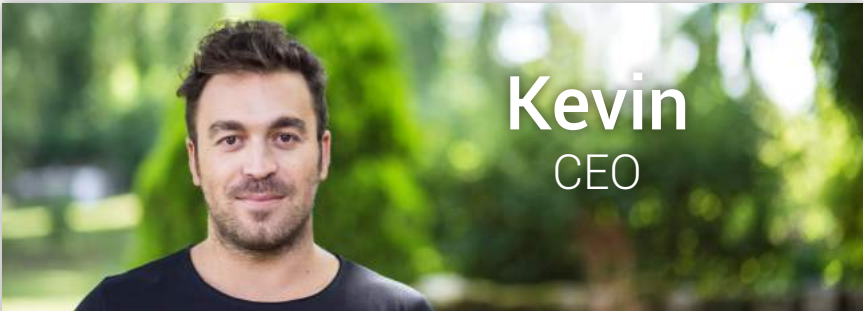
Julien
CFO
21.50%

Remi
Business Dev
10.00%

We plan to hire highly motivated and skilled product designer and Android developer to keep a minimum of 8% weekly growth rate and improve our product



Complementary Team



Kevin
CEO

X-GOGLER Account manager
SKEMA BS Master degree | *Management*
NCSU MSc | *International Business*



Maxime
CTO

X-BDO FRANCE IT Advisory | *Data Analytics*
EISTI Engineering | *Computer science*
GEM Master degree | *Financial analysis*
DAUPHINE Master degree | *IA, Decision-making*



Julien
CFO

X-BDO FRANCE Transaction Serv. | *Financial Due Diligence*
SKEMA BS Master degree | *International Finance Engineering*



Remi
Head of
Business Development

INDEED Account executive
ICN MSc | *International Business Development*

