

Sve Tu Platforma - Investor Pitch Deck

Executive Summary

Sve Tu Platforma ("Everything Here") - Digital ecosystem for the Balkans combining marketplace, climate solutions, crypto payments, and green energy.

Key Highlights

- **75% product ready** - Marketplace fully functional
- **€150M TAM** in Serbia alone, €1B+ across Balkans
- **Path to €10M ARR** within 3 years
- **First-mover advantage** in integrated marketplace+maps
- **4 revenue streams** with strong synergies

Investment Ask

- **Amount:** €300K pre-seed
- **Valuation:** €2M pre-money (15% equity)
- **Use of funds:** Marketing (60%), Team (30%), Tech (10%)

Problem & Solution

The Problem

- **Fragmented digital services** across Balkans
- **No dominant marketplace** (Avito-like platform)
- **Limited crypto adoption** despite high interest
- **Energy crisis** driving demand for alternatives

Our Solution

One Platform, Multiple Solutions 1. **Marketplace with integrated maps** - "Everything nearby" 2. **Climate solutions** - B2B/B2C HVAC services 3. **Crypto payments** - Spend USDT in real stores 4. **Solar energy** - Green power generation

Market Opportunity

Total Addressable Market (TAM)

- **Serbia:** €150M (marketplace) + €50M (climate) + €20M (crypto)
- **Balkans (5 countries):** €1B+ combined
- **Growth:** 30%+ CAGR in e-commerce

Market Timing

- Post-COVID digital acceleration
- Growing smartphone penetration (80%+)
- Increasing crypto adoption
- ESG/green energy trends

Competition

- **Local:** Fragmented, no clear leader
- **International:** Not adapted to local needs
- **Our advantage:** Local expertise + modern tech

Product & Traction

Marketplace (svetu.rs) - READY

- **Full functionality:** Listings, maps, chat, reviews
- **Multi-language:** Auto-translation (sr/en/ru)
- **B2B storefronts:** CSV/XML import
- **Mobile-ready:** Progressive Web App
- **Scalable architecture:** Microservices, Docker

Current Status

- **Development:** 75% complete (1 week to production)
- **Infrastructure:** Production-ready on svetu.rs
- **Missing:** Active users (cold start)

Go-to-Market Ready

- Paid promotion system built
- SEO foundation in place
- Analytics integration ready

Business Model

Revenue Streams

1. **Marketplace** (70% of revenue)
 - Promoted listings: €5-50/listing
 - Premium accounts: €20-100/month
 - Transaction fees: 2-5%
2. **KlimaGrad** (20% of revenue)
 - Installation services: €200-500 margin/project
 - Maintenance contracts: €50-200/month
 - B2B projects: €5-50K/project
3. **Coin.SveTu** (5% of revenue)
 - Transaction fees: 1-2%
 - Partner commissions: 0.5-1%
4. **SolarPower** (5% of revenue)
 - Power Purchase Agreements
 - Installation services

Financial Projections

Revenue Forecast (Conservative)

| Period | Users | MRR | ARR | Status |
|---------|-------|-----|------|----------------|
| Month 3 | 5K | €5K | €60K | PMF validation |

| Period | Users | MRR | ARR | Status |
|---------|-------|-------|-------|---------------|
| Month 6 | 20K | €20K | €240K | Scaling |
| Year 1 | 50K | €50K | €600K | Break-even |
| Year 2 | 200K | €200K | €2.4M | Profitable |
| Year 3 | 500K | €800K | €10M | Market leader |

Unit Economics

- **CAC:** €3-5 (target: <€3)
- **LTV:** €50-100
- **Payback period:** 2-3 months
- **Gross margin:** 70-80%

Go-to-Market Strategy

Phase 1: Launch & PMF (Months 1-3)

- Focus 100% on Belgrade
- Target young professionals (25-35)
- Digital marketing + PR
- Goal: 5K users, €5K MRR

Phase 2: Scale (Months 4-12)

- Expand to Novi Sad, Niš
- Launch B2B features
- Add KlimaGrad pilot
- Goal: 50K users, €50K MRR

Phase 3: Expand (Year 2)

- Enter Montenegro, Bosnia
- Full product suite
- Strategic partnerships
- Goal: 200K users, €200K MRR

Team

Current Team

- **CEO/Founder:** Product vision, strategy, 10+ years experience
- **CTO:** Full-stack development, DevOps
- **Advisors:** Industry experts in fintech, e-commerce

Hiring Plan (with funding)

- **Month 1:** Marketing Manager
- **Month 2:** Sales Lead (B2B)
- **Month 3:** Customer Success
- **Month 6:** Country Managers

Advisory Board

- Former executive from regional telco
- Successful marketplace founder
- Crypto/blockchain expert

Competitive Advantages

1. **First-Mover Advantage**
 - First integrated marketplace + maps in Balkans
 - No dominant player to compete with
2. **Technical Excellence**
 - Modern tech stack (Go, React, PostgreSQL)
 - Scalable microservices architecture
 - Ready for millions of users
3. **Local Expertise**
 - Deep understanding of Balkan markets
 - Multi-language support
 - Cultural adaptation
4. **Ecosystem Approach**
 - Multiple revenue streams
 - Cross-selling opportunities
 - Network effects

Investment Terms

Pre-Seed Round

- **Target:** €300K
- **Valuation:** €2M pre-money
- **Equity:** 15%
- **Type:** SAFE note with 20% discount on next round
- **Timeline:** Closing in 4 weeks

Use of Funds

- **60% Marketing:** User acquisition, PR, content
- **30% Team:** Key hires (marketing, sales)
- **10% Technology:** Infrastructure, security

Expected Returns

- **Next round:** Seed (€1-2M) in 9-12 months at €10M+ valuation
- **Exit potential:** €100M+ within 5 years
- **Exit strategy:** Regional M&A or European strategic

Milestones & KPIs

Next 12 Months

- **Month 1:** Launch marketing, 1K users
- **Month 3:** Product-market fit, 5K users
- **Month 6:** €20K MRR, launch KlimaGrad
- **Month 9:** Expand to 2nd country

- **Month 12:** €50K MRR, ready for Seed

Success Metrics

- User retention: >40% monthly
- NPS score: >50
- CAC/LTV ratio: >3x
- Gross margin: >70%

Why Now?

Market Timing

- Post-COVID digital transformation
- 80%+ smartphone penetration
- Growing disposable income
- EU integration driving standards

Why This Team?

- Technical expertise proven
- Local market knowledge
- Execution track record
- Vision for regional leadership

Why This Opportunity?

- **Large market:** €1B+ TAM
- **No dominant player:** Fragmented competition
- **Multiple moats:** Tech, brand, network effects
- **Expansion potential:** 7 countries, 20M+ people

Ask & Next Steps

We're Looking For

- **Smart money:** Investors with marketplace/platform experience
- **Regional connections:** Help with expansion
- **Strategic guidance:** Scaling and internationalization

Investment Package Includes

- 15% equity stake
- Board observer seat
- Monthly updates
- Preferential rights in future rounds

Next Steps

1. **Due diligence:** Full access to metrics, code, team
2. **Terms negotiation:** Flexible on structure
3. **Closing:** Target within 4 weeks

Contact

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"Building the digital future of the Balkans, where everything is truly here"