



Pitch Deck

New announcement notifications subscription PLATFORM



Estate



Vehicle



Tender



Jobs



News



Developed by
SEPTEM^{tech}
ADVANCED SOFTWARE LABORATORY

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CHALLENGES...

Problems people face when search for their wishes



SEARCH

No idea about **where to search** and find wished items



TIME

Spending **too much time** on many platforms for search



MATCH

Hard to find items matching requirements or budget



LATE

Being late or missing items, which was looked for



IMAGINE...

Solution that does everything for you



- ☐ Categories
- ☐ Budget
- ☐ Requirement
- ☐ Availability



sources



items



categories



search



filters

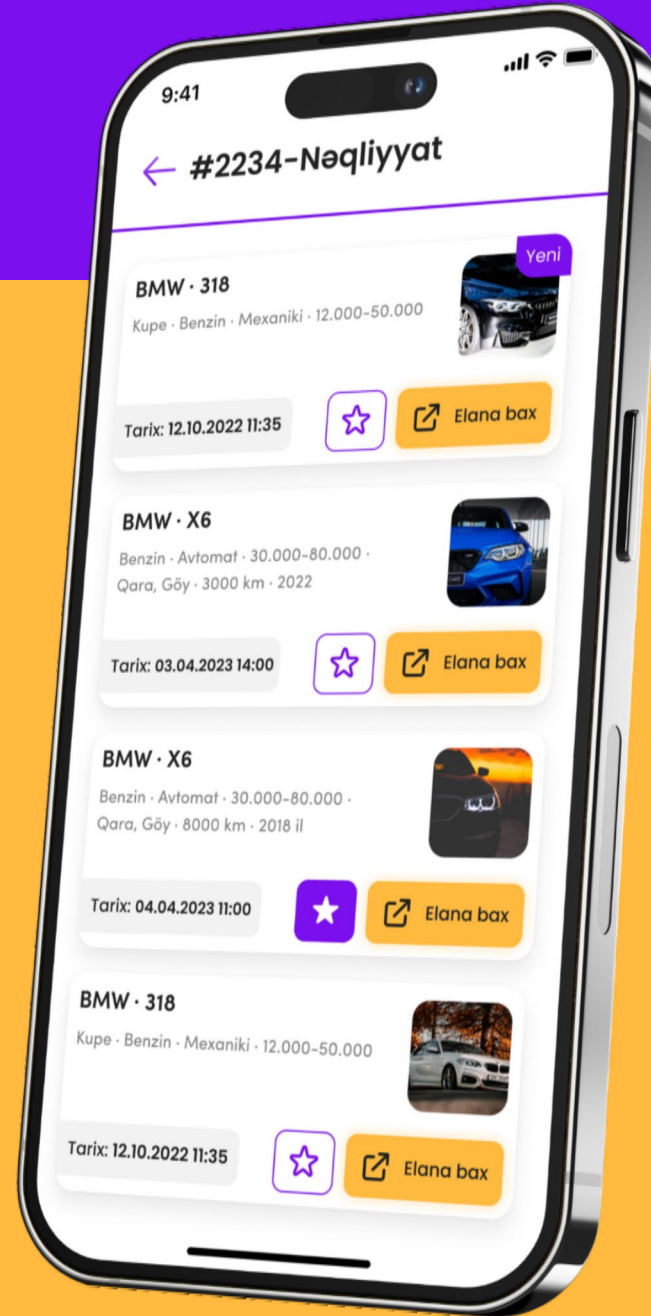


notification



Accurately knows
where to search,
easily finds where
to get what you
exactly want
and instantly
notifies you!

New announcement notifications subscription PLATFORM



Accurate.
Instant. Easy.



Available on



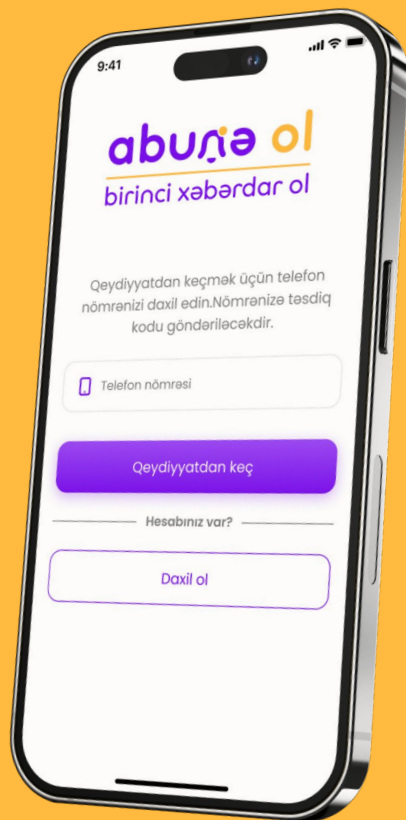
SOLUTION!

How Platform simply works



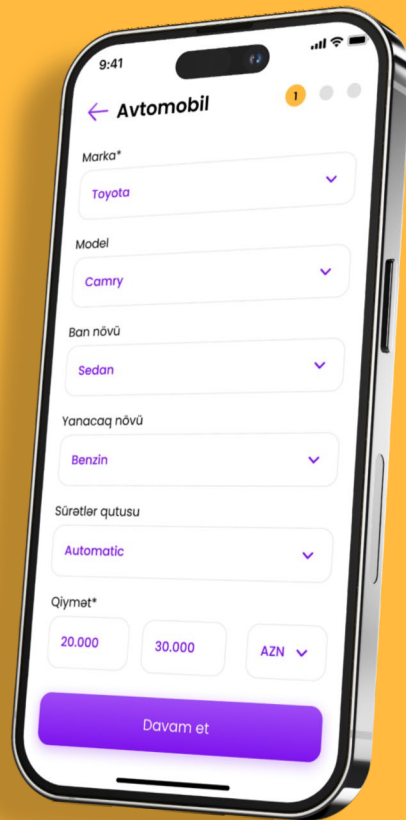
1

Register



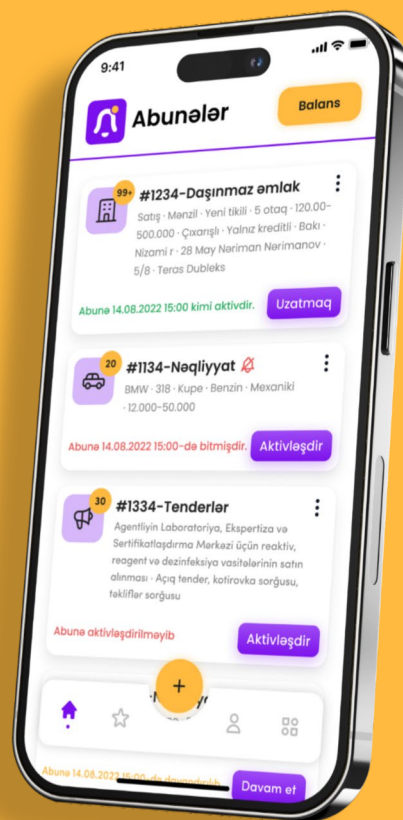
2

Filters



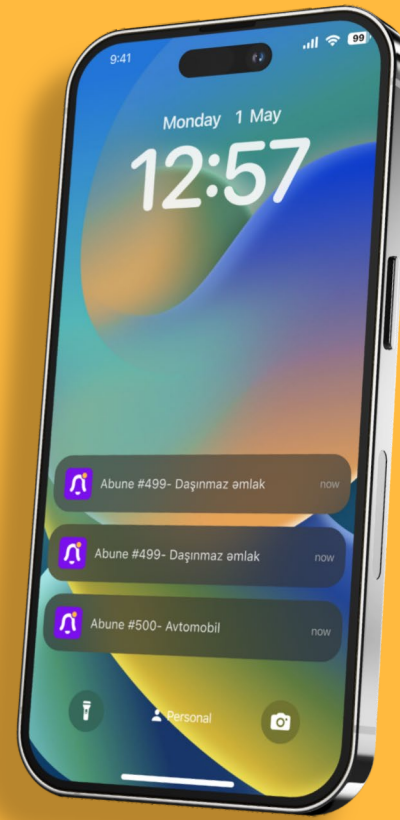
3

Subscriptions



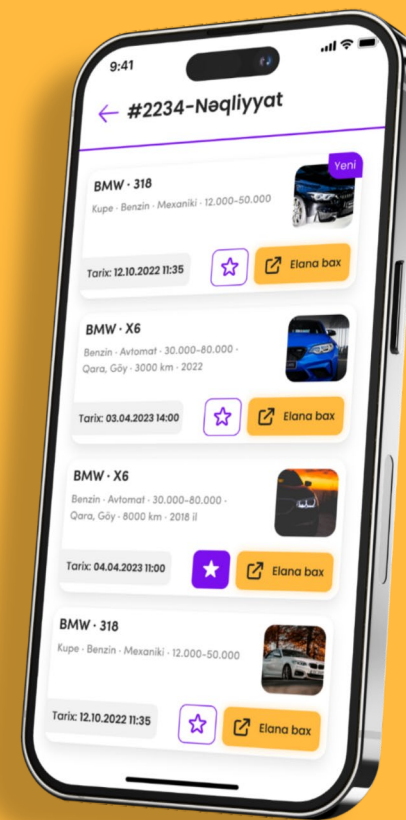
4

Notifications



5

Results



CATEGORIES...

Users can subscribe to notifications about specific announcement



ESTATE: apartments, flats, villas and other properties



VEHICLE: cars, trucks, motorcycle and other transport



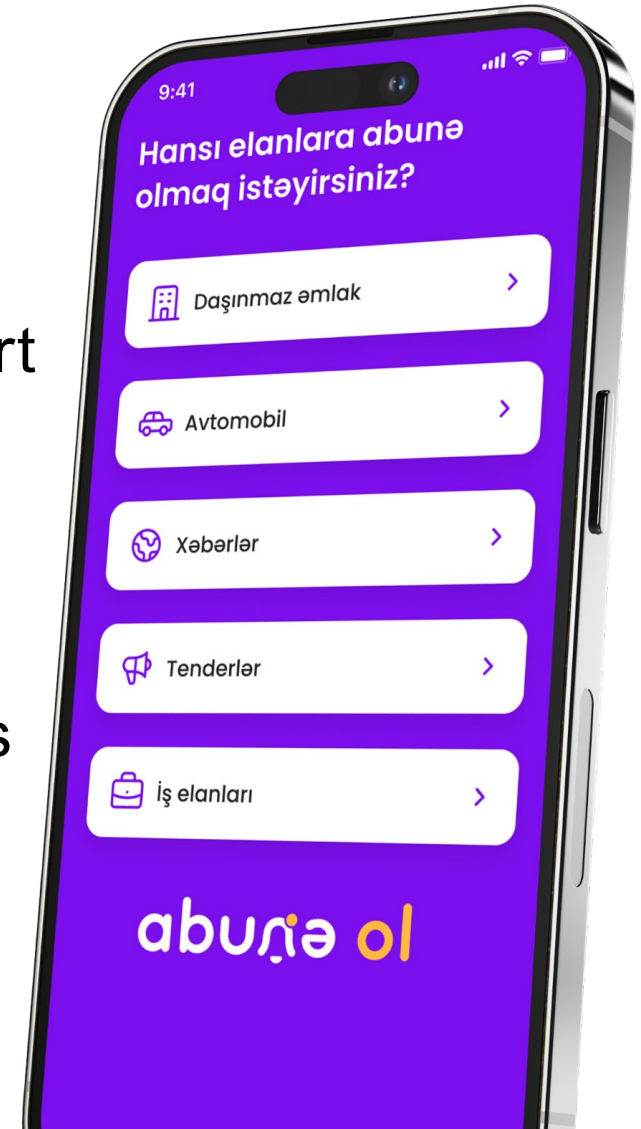
TENDER: announced tender competitions by content



VACANCY: new job vacancies and employment offers



NEWS: new mentions of name/brand at info portals



BENEFITS...

Value proposition for Clients

**Cost
Saving**



**Exact
offers**



**Time
saving**



**Instant
Awareness**



Don't spent time for endless search to find what you are looking for and receive instant notification before others about announcements exactly matching your requirements as soon as it's placed on any sources.



MARKET...

Average monthly number of unique visitors per each category



VEHICLE

ESTATE

JOB

NEWS

TENDER

3M

1M

1M

120K

25K

SOURCES...

Monthly number of unique visitors of different sources



REAL ESTATE



Bina.Az - Все о недвижимости в Азербайджане 89%	934 539
Arenda.az - Dəsinməz əmlak , ev elanları 89%	177 301
Emlak.Az 85%	147 967
IPOTEKA.AZ - Квартыры в ипотеку и в кредит 77%	49 532
Evin.az Daşınmaz əmlak agentliyi 85%	49 441
Evelani.az - Ən yeni daşınmaz əmlak elanları 67%	14 132
Вилла-Баку-продажа-аренда www.Villa.az 58%	10 097
Gunlukevler.az - gunluk evler, gunluk kiraye evler 62%	9 839
Tikili.az ev alqi satqisi 55%	7 970
Besthome.Az 94%	1 580

JOB



eJob.az - Работа и заработок в Азербайджане 87%	108 712
Boss.Az - Все о работе в Азербайджане 88%	104 765
Работа в Азербайджане Вакансии и резюме в Баку 97%	45 586
Position.az 82%	29 834
HR Azerbaijan 88%	16 193
ishelanlari.az 97%	10 952
HSE.AZ - AZƏRAYCANIN İLK ŞTƏMM PORTALI 94%	6 858
finstaff.az 97%	6 583
Kadr.Az 89%	4 164
Кадрово-консультационная компания FK-Diplomat 87%	1 468

VEHICLE



Turbo.Az - все об автомобилях в Азербайджане 93%	2 922 367
Продажа автомобилей в Азербайджане 2009 85%	8 022
Cars Azerbaijan 84%	6 645
Masin.az - Onlayn avtomobil mərkəzi 88%	3 979
Rent a car Baku, Azerbaijan. Car hire Baku. Cheap rental cars 52%	2 128
Avtoall.az 91%	1 926
avtoshop.az 96%	1 627
YeniAvto.az Avtomobil elanları 91%	1 104
hibrid.az 91%	1 018
www.Avtobaku.az 93%	873

NEWS



Day.Az - Все новости Азербайджана, Армении и Грузии 62%	Site statistics	1 137 480
Milli.Az - Xəbərlər portalı 91%		1 061 095
Metbuat.az - Azərbaycan və dünyadan ən son xəbərlər 93%		936 894
BIG.AZ - Xəbərlər, Son yeniliklər. Böyük Azərbaycan 87%		806 118
Yeni Musavat 93%		613 257
Haqqin.az 64%		544 266
AZERTADJ - Azərbaycan dövlət informasiya agentliyi 64%		476 403
Yeni Sabah Xəbər 93%		456 626
bizim.media 92%		366 257
Pravda.az 95%		358 720

COMPETITORS...

Competitive analysis of market and unique features comparison



Features

App stores



Categories



Ratings



Sources

300 +

Text search

YES

Search time

> 1 min

Abuneol



SkatAZ



10

NO

> 10 min

YoxLA



6

NO

> 10 min

SUBSCRIPTIONS...

Subscription fees by duration for each category



**all fees in manats*

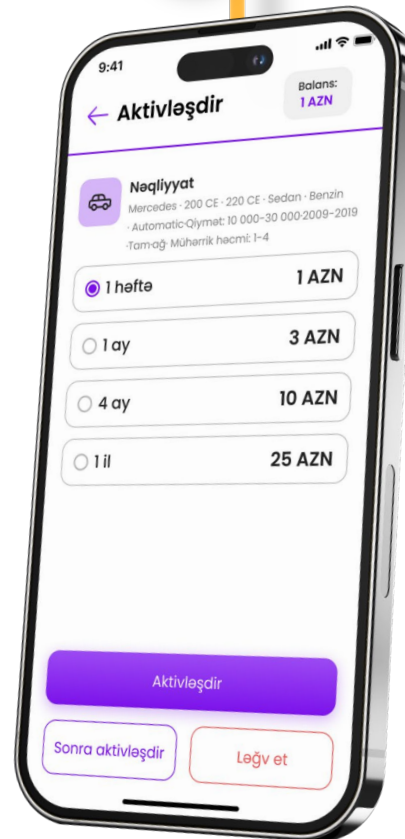
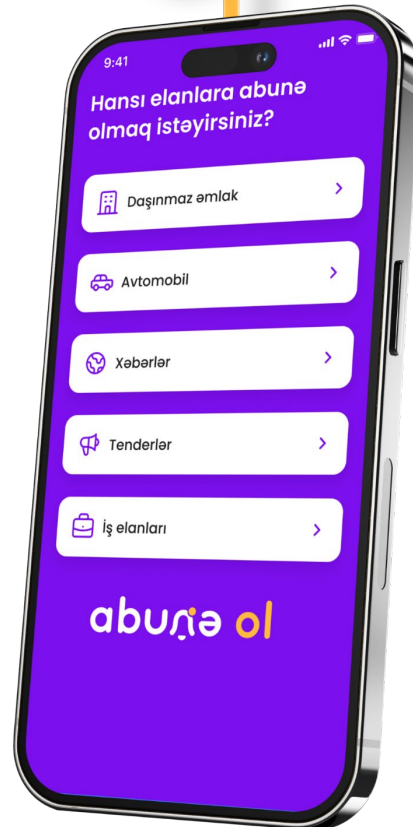
		1 week	1 month	4 month	1 year
News	Vehicle	---	1	3	7
	Job	---	1	3	7
	Estate	---	3	9	24
	Tender	3	9	35	89
		5	15	49	99

BUSINESS MODEL...

How we make money



User pays for
each filter
subscription
per category
and duration
separately.



Subscription 1

Estate: 4 month

9
azn

Subscription 2

Vehicle: 1 year

7
azn

Subscription 3

Jobs: 4 month

3
azn

Subscription 4

Tenders: 1 week

5
azn

KEY METRICS...

Major metrics of startup after launch of MVP from April 2023 up to date



Downloads

300+

Subscriptions

400+

Funds raised

47K

FINANCIALS...

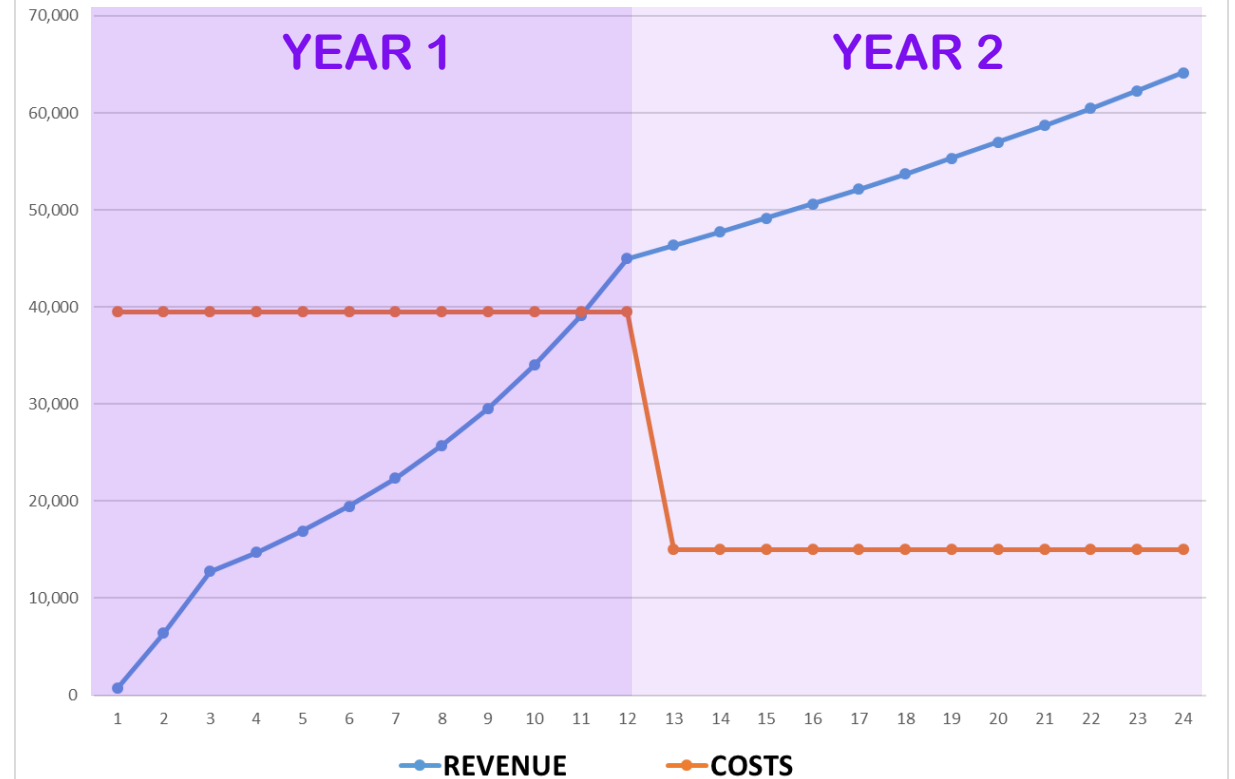
Financial planning and forecast of the Startup



P&L BUDGET

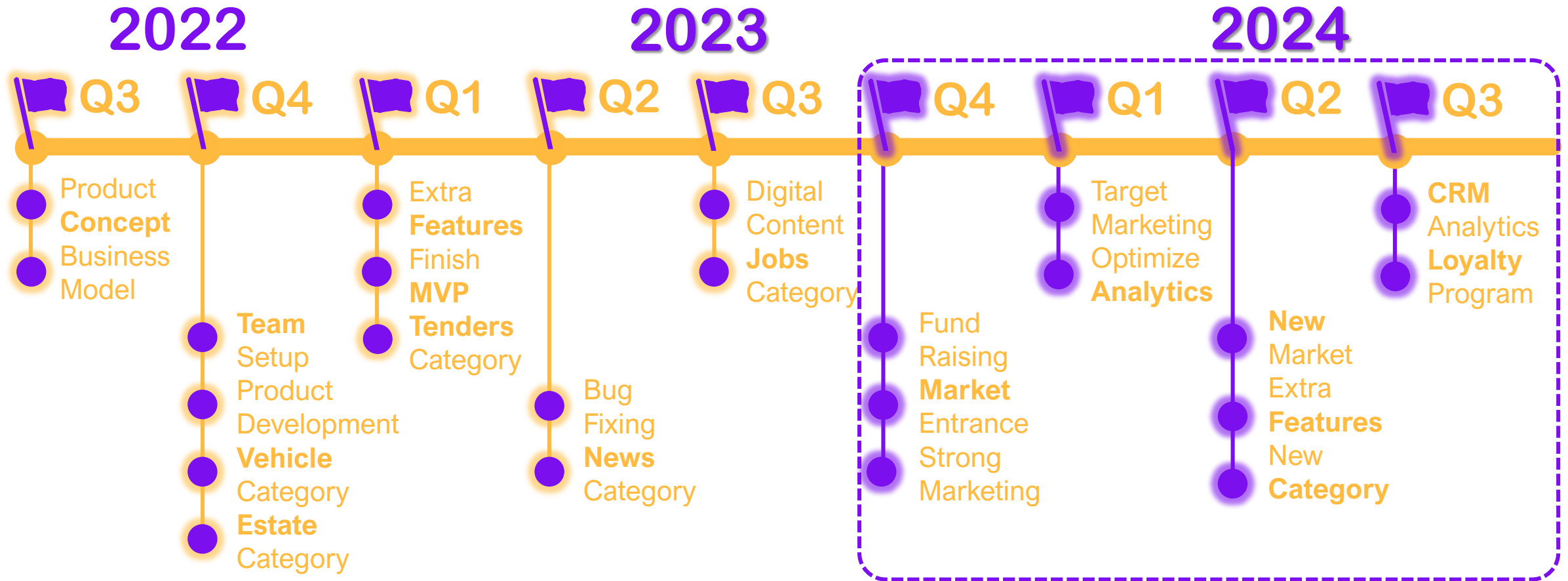
	YEAR 1	YEAR 2
REVENUE	266,782	657,708
Subscriptions by category:		
ESTATE	125,122	308,541
VEHICLE	20,954	51,424
NEWS	37,537	92,562
TENDER	78,164	192,838
JOB	5,005	12,342
COSTS	474,000	180,000
DEVELOPMENT	156,000	0
MARKETING	264,000	30,000
GENERAL & ADMIN	54,000	114,000
SUPPORT	0	36,000
P/L OF THE PERIOD	-207,218	477,708

P&L Chart



ROADMAP...

Major Milestones of the Grow Strategy



TEAM!

Senior team with strong chemistry



Project Manager

Riyad Huseynov



Product Owner

Eldar Babaliyev



Back-end Developer

Rasim Ismatulin



Front-end Developer

Alauddin Nurmetov



Mobile Developer

Lala Naibova



UI/UX Designer

Yusif Mammadov

PARTNERS...

Strong partnership supporting Startup development



MEDIA PARTNER

Digital marketing strategy



SHARAF MEDIA

Productive Advertising
Agency

LEGAL PARTNER

Intellectual property rights



CASPIAN LEGAL CENTER

Law and Consulting
Company

SOFTWARE PARTNER

Software development services



SEPTEM.TECH

Advanced Software
Laboratory

INVESTMENTS...

What we elevate for and expect from investors



150K

Investments



24M

Duration



22%

RoI

150K \$ investment is required for **24** month for aggressive marketing activities to reach **1%** of market and growth to **400K \$** annual revenue

DISTRIBUTION...

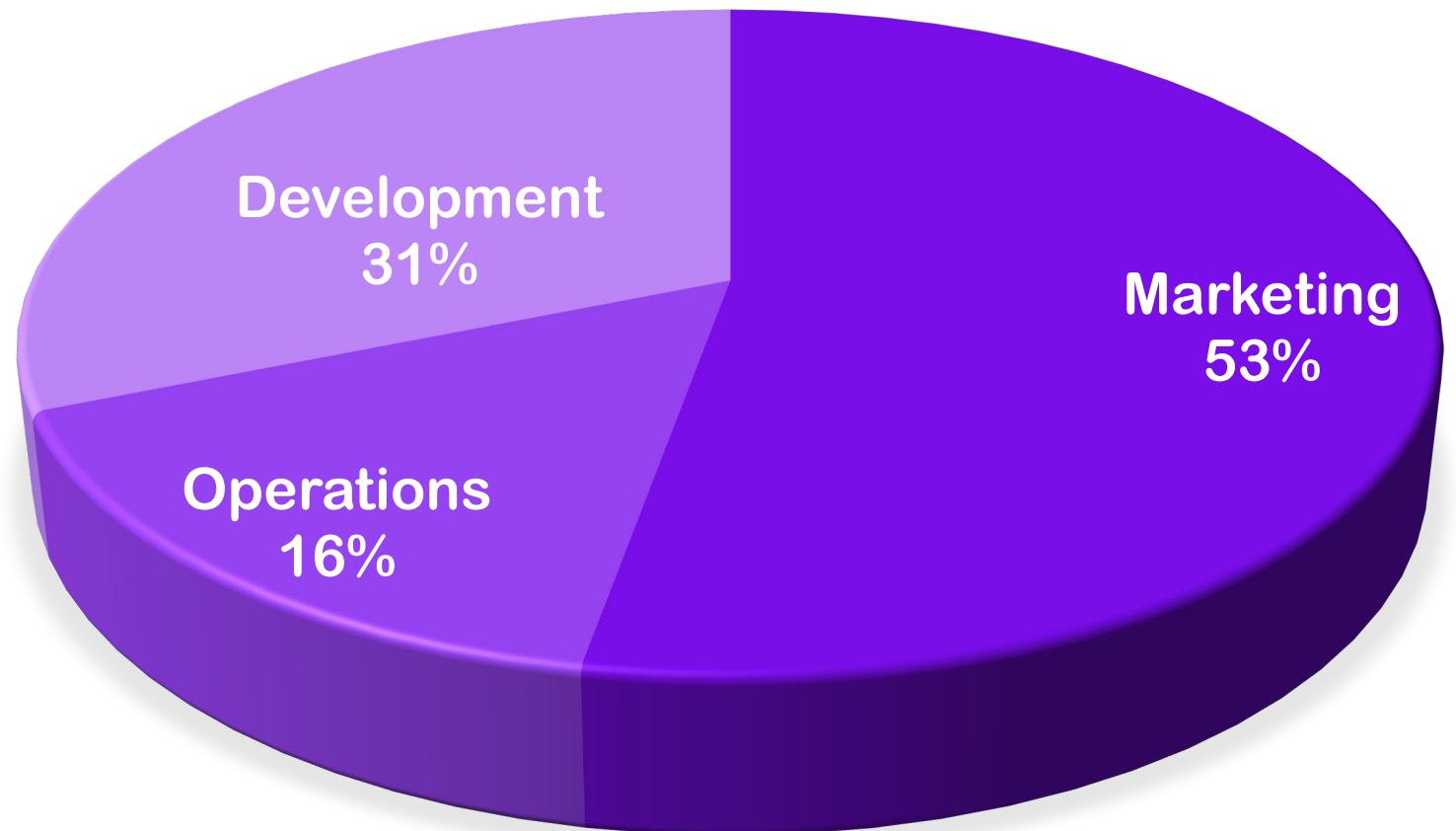
Allocation of investment during first year till breakeven point



ALLOCATION

Distribution	Investment
Marketing	80.000
Development	45.000
Operations	25.000

Total Investment
150.000 \$



TARGETS...

What we want to achieve



5.2M

Potential users



3%

Market share



1.3M

Annual Revenue



24%

Growth rate



SUMMARY...

Brief insights of the Pitch



Fundraising: 150K \$ investment to boost startup for market entrance

Big opportunities: new and big market with room to rapid growth

Strong Team: experienced senior team with strong chemistry

Advanced Technologies: proven best fit technology stack

High RoI: 22% RoI rate with 24% annual growth rate

3D Upscaling: Organic, synergetic, partner programs, etc.

We don't sell subscriptions. We provide opportunities!

abunə ol

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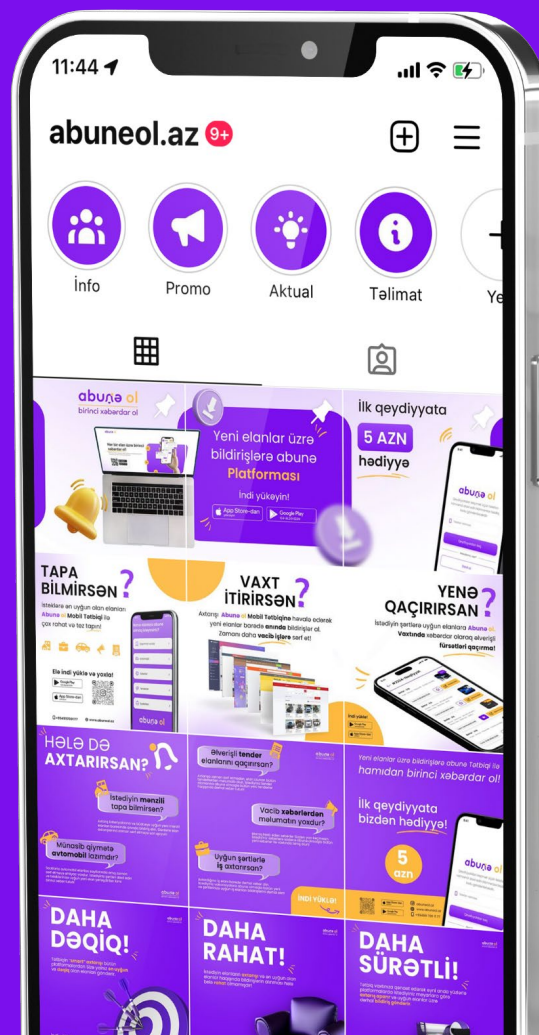
<https://abuneol.az>



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