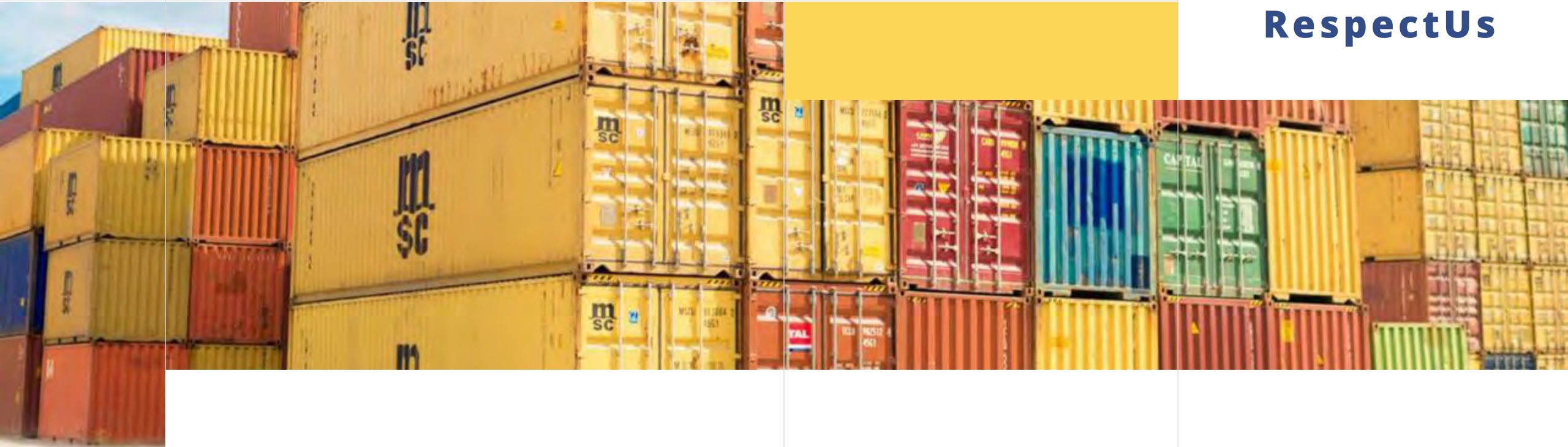


Navigating new horizons in the world of export control compliance solutions

Export Control Compliance made easy



RespectUs





Why Us

We offer a one-stop-shop online platform for export control compliance - intuitive, most up-to-date, and available in multiple languages.

We aim to provide exporters of sensitive, export-controlled goods and technology, their suppliers, and banks seeking guidance in compliance, product classification, risk assessment, sanctions and embargoes assistance with the worldwide best-in-market solution in digital export control solutions.

Content

1 Problem

2 Product

3 Market

4 Business



Why companies need to focus on compliance

The Importance Of Export Control

PROBLEM





Conquer The Complexity

Global Landscape

International trade regulations present an intricate web of compliance requirements, posing significant challenges for businesses engaged in international trade.

Complexity

Multiple and ever-evolving export control regulations across diverse markets is arduous, leading to operational inefficiencies and compliance risks.

Lack of Holistic Solutions

Current solutions in the market lack the adaptability and comprehensiveness needed to seamlessly integrate with evolving regulatory frameworks, hindering businesses' ability to maintain compliance effectively.



PRODUCT

Streamline your export control compliance

Powerful tools to simplify your processes



Benefits & Features

Streamlined Compliance Operations

Speeds up compliance tasks such as classification, screening, risk assessment, and documentation, ensuring swift and efficient compliance workflows.

Holistic Compliance Approach

Provides a one-stop-shop solution that revolves around product, customer, destination country, and transaction, ensuring thorough compliance checks and minimizing the risk of fines or legal issues.

Up-to-Date & Accurate Information

User-friendly and reliable access to the latest export control regulations from up to 50 countries in original consolidated, and English versions updated daily by business analysts.

ESA Validated Software (August 2023)

Meets the rigorous standards set by a respected authority, ensuring unparalleled reliability and adherence to industry best practices.

A one-stop-shop online platform

Knowledge Base

Access a comprehensive overview of the legal framework, precise legal references, and glossaries to empower your compliance journey.

Product Classification

Consult the most recent control lists, ensuring an updated assessment against military, dual-use, and torture goods control lists.

Sanctions & Embargoes

Swiftly access information on applicable sanctions and embargoes against countries, entities, and individuals.

Customer Screening

Detect customers and potential clients who might fall under restrictive measures outlined in sanctions legislation.

End-Use Checks

Gather and manage comprehensive information regarding the end-use of your product, technology, or software.

Risk Assessment

Generate a comprehensive overview of your organization's adherence to export control compliance.

License Determination

Uncover whether your product activities necessitate a license through a series of tailored questions.

Mobile Companion

Real-time access to regulatory insights, empowering you with swift and accurate compliance solutions at your fingertips.

Concierge Service

Empowering Your Experience: Our Customer-Centric Promise



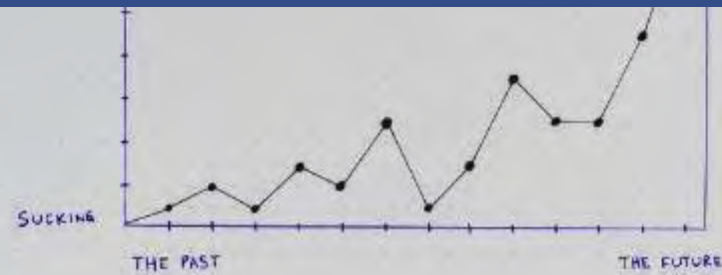
Our concierge service: seamless onboarding and ongoing expert support, ensuring a smooth journey into our advanced export control compliance solution. A dedicated team to guide customers through the onboarding process, addressing any queries and streamlining integration.

With personalized assistance, we ensure that customers meet compliance standards and maximize our solution's full potential for sustained success.

Key Information

Targeted Industries & Financials

MARKET





Targeted Industries



Space



Aerospace



**Defense &
Security**



**Electronics &
Telecommunication**



**Engineering &
Manufacturing**



Energy



Chemical



Healthcare



Market Size

1.4 M

TAM & SAM

Global available and
serviceable clients

7 K

SOM

Global obtainable clients
(by 2027)

Our plans for a worldwide serviceable platform

Market Expansion Roadmap



Facts & Figures

Business Model & Projections

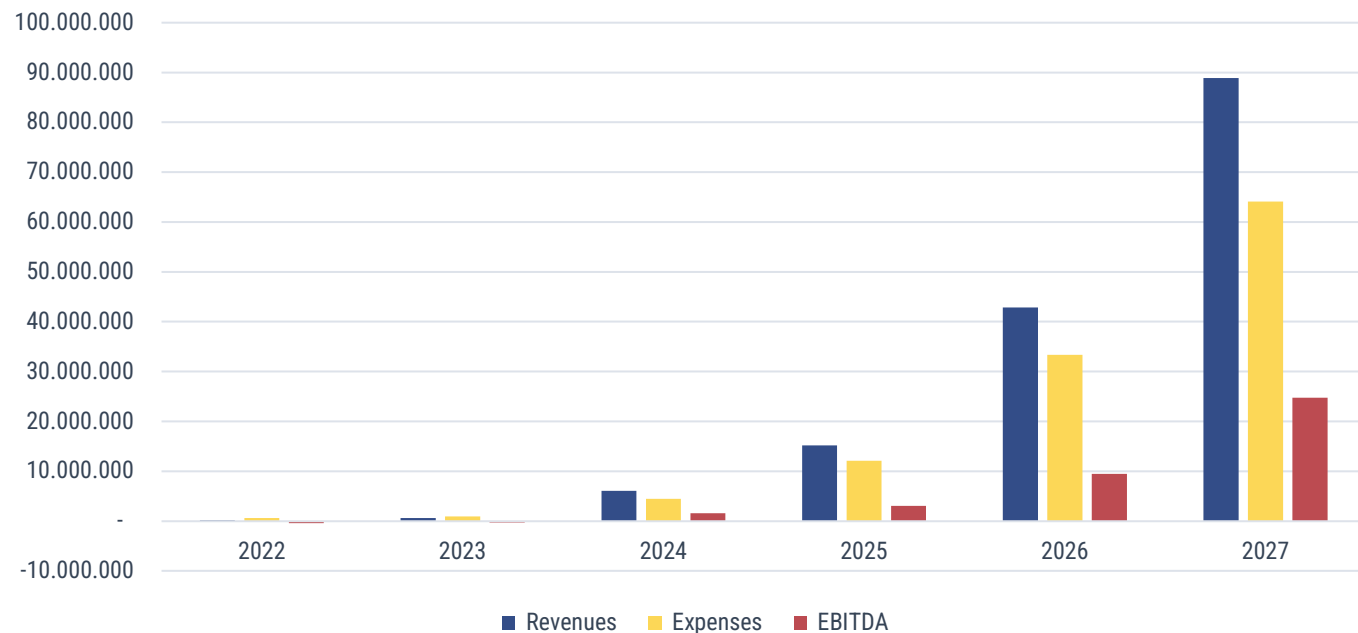
BUSINESS



Flexible Pricing

	Flex €3000 monthly All Modules Included Cancel Anytime	One-Year Contract €2100 monthly Payment Upfront For Contract Duration - One-month free trial included for Product Classification, Sanctions & Embargoes, and License Determination	Two-Year Contract €2000 monthly Payment Upfront For Contract Duration - Two-months free trial included for Product Classification, Sanctions & Embargoes, and License Determination
Knowledge Base	<input checked="" type="checkbox"/> €300	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Product Classification	<input checked="" type="checkbox"/> €750	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Sanctions & Embargoes	<input checked="" type="checkbox"/> €450	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Customer Screening	<input checked="" type="checkbox"/> €380	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
End-use Check	<input checked="" type="checkbox"/> €320	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Risk Assessment	<input checked="" type="checkbox"/> €180	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
License Determination	<input checked="" type="checkbox"/> €620	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Mobile Companion	<input checked="" type="checkbox"/> Free	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Financial Projections



	Revenues	Expenses	EBITDA	Headcount
2022	190.916	625.859	-434.943	10
2023	638.635	910.000	-271.365	11
2024	6.062.200	4.493.600	1.568.400	28
2025	15.200.400	12.133.800	3.066.600	42
2026	42.826.800	33.359.400	9.467.400	55
2027	88.903.500	64.129.000	24.774.500	66

MAIN ASSUMPTIONS

Staff: 66 head-count by 2027
Digital marketing: 38% of revenues

Calculation base for subscription price: 2.310 EUR (month)

Churn rate: 1%
Subscribers to 3-year contracts: 15%
Subscribers to packages: 20%

Revenues:

2022: Public grant (314 424 EUR). Consulting revenues (190 916 EUR)
2023: Public grant (487.424 EUR). Consulting revenues (142.341 EUR). Platform revenues (8,870 EUR)
2024-2027: Only platform revenues

Number of clients:

2022: 41 (consulting clients)
2023: + 5 platform clients
2024: 651 (platform clients)
2025: 1.318 (id.)
2026: 4.404 (id.)
2027: 7.021 (id.)

Categories of clients:

Exporters: 63%
Suppliers: 35%
Banks: 2%

Split revenues accord. to
direct / digital selling: 47% / 53%



A Team Of Experts



Patrick GOERGEN
Founder & CEO

Advisory Committee



Daniel BIEDERMANN
Strategic Advisor



Ashley LYON
Advisor & BizDev



Reza Zain JAUFEEERALLY
Advisor

IT & Development



Chatphon HASSER
Developer



Olha PROSVIROVA
System Architect

Business Analysts



Lisa KUCHER
Lead Legal &
Business Analyst



Harshitha CHAVAN
Business Analyst

Sales

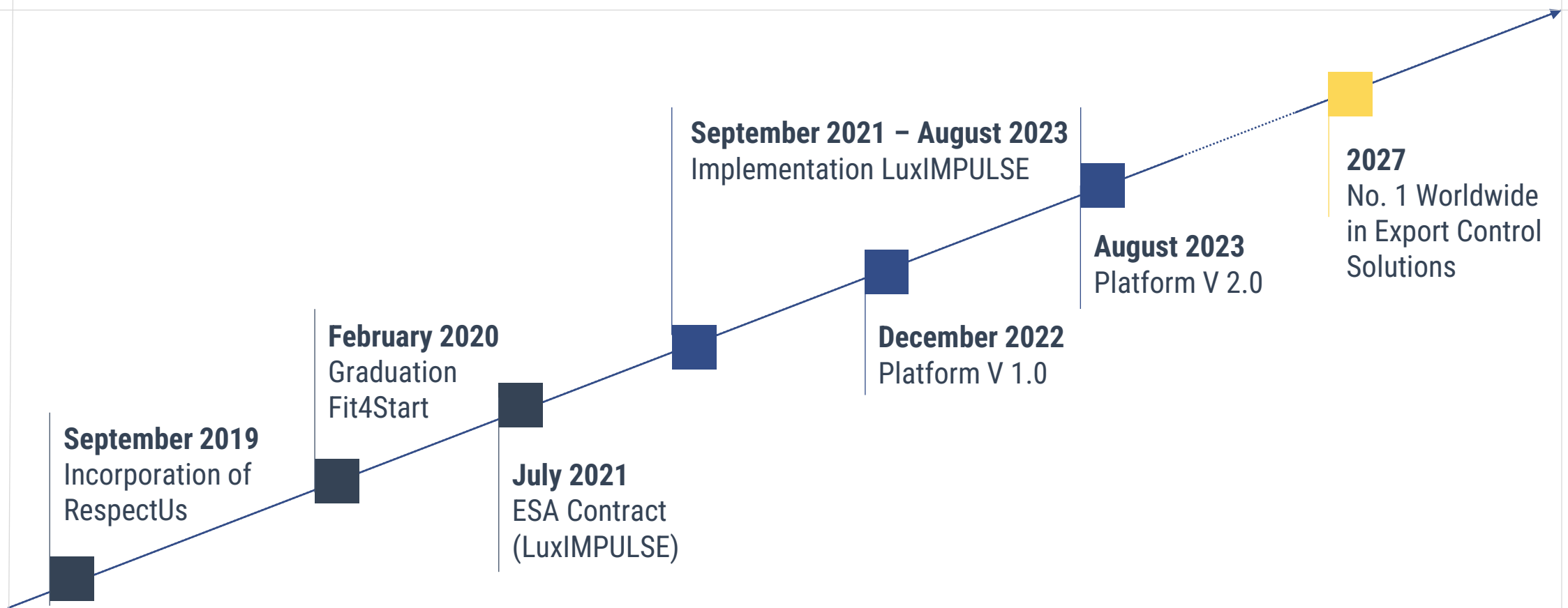


Alessia BORZILLO
Manager SaaS Sales

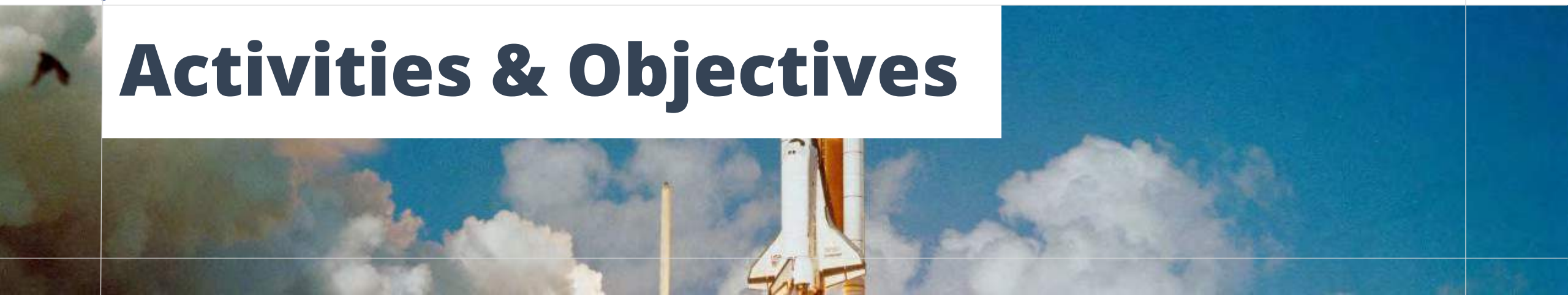
Marketing



Isabell SCHERER
Head of MarCom



Activities & Objectives



Funding & Recognition



**Fit4Start Graduate
Space Vertical,
9th edition (2020)**
Startup acceleration
program managed by the
Luxembourg Ministry of
Economy and
LuxInnovation



**Funded by the
Luxembourg Space
Agency**
through an ESA contract
in the Luxembourg
National Space
Programme LuxIMPULSE
(2021-2024)



CASSINI
Selected for
Matchmaking, an EU
Commission initiative to
support entrepreneurship
in space-related
businesses across the EU



**EU Global Action
on Space**
Selected for an EU
Commission initiative to
support space techs in
working internationally



Investment Opportunity

€2.800.000*

In Total

€750.000

1. Round

€2.050.000

2. Round

* Use of funds: Accelerate sales by hiring a dedicated team, going internationally, enhancing marketing, fuel research, and developing new features.



In A Nutshell

Product

Export Control
Compliance SaaS to
streamline and
optimize processes

Founding Year

2019

Vision

Our vision at RespectUs is to lead the global market in digital export control solutions. We envision a world where exporters, suppliers, and financial entities can effortlessly access and utilize the most up-to-date and advanced platform for export compliance.

Mission

We aim to be the unparalleled global destination for export control compliance solutions. We strive to provide exporters of sensitive goods and technology, suppliers, and financial institutions with an intuitive, up-to-date, multilingual platform. Valid for 50 countries.

Industries

Space, Aeronautics, Defense, Energy,
Engineering, Telecom, Chemicals,
Electronics, Manufacturing,... all sectors
working with controlled goods, software
or technology

Financials

ARR	88 M EUR (2027)
EBITDA	24 M EUR (2027)
LTV/CAC	5.5
Break-even	2025

Market Size (TAM & SAM)

1.4 M customers
(worldwide exporters and suppliers
of sensitive goods and technology)

Start your export control compliance journey today

Get In Touch

Patrick GOERGEN
CEO & Founder

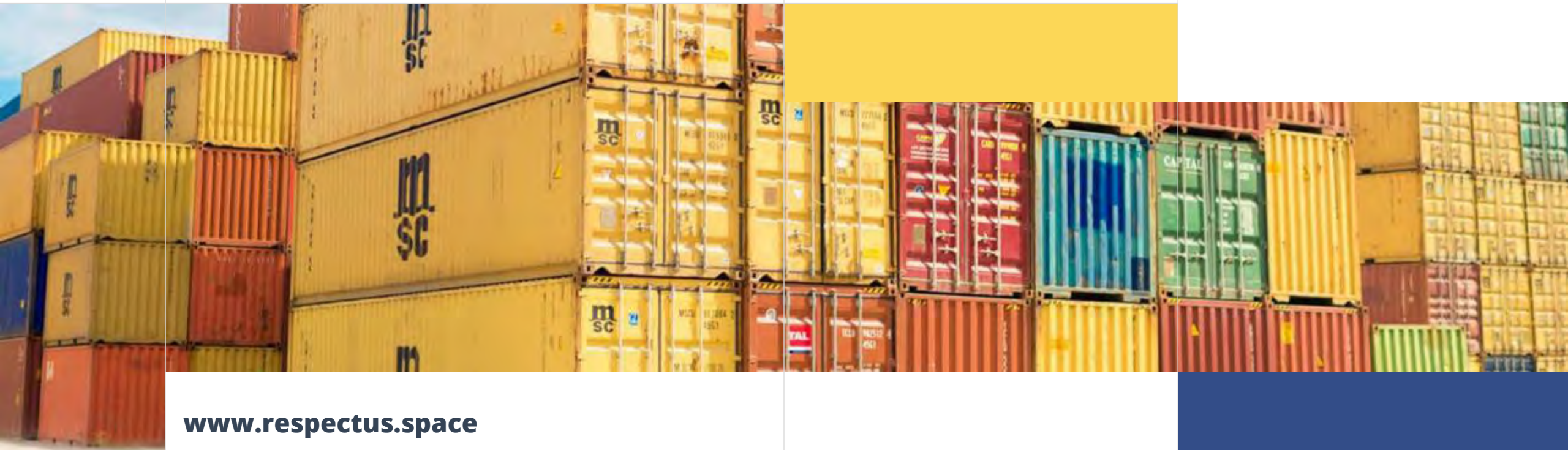
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RespectUs



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