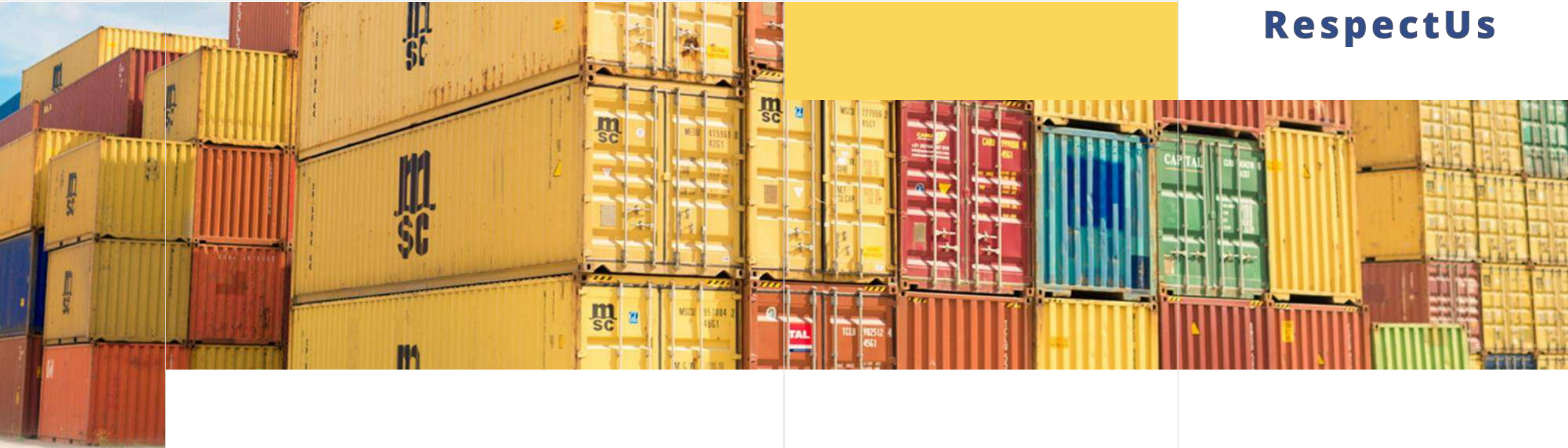Navigating new horizons in the world of export control compliance solutions

Export Control Compliance made easy

RespectUs

Why RespectUs?

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

Why companies need to focus on compliance

The Challenges Of Export Control

PROBLEM

Conquer The Complexity

Global Landscape

International trade regulations present an intricate web of compliance requirements.

This poses significant challenges for businesses engaged in international trade.

Complexity

Multiple and ever-evolving export control regulations across diverse markets is arduous.

This leads 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.

This is 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, and savings in time and costs.

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.

Knowledge Base

The Knowledge Base is a comprehensive compilation that includes official versions of export control laws and regulations and their English translations in coordinated editions. This repository undergoes daily updates and is enriched by supplementary materials such as administrative regulations, soft-law documents, parliamentary proceedings, academic articles, and case law whenever available.

It boasts a user-friendly interface empowered by a keyword-based search engine, facilitating precise searches for specific articles and provisions. The content is meticulously curated by RespectUs' Legal and Business Analyst team, following rigorous quality control measures and aided by local correspondents.
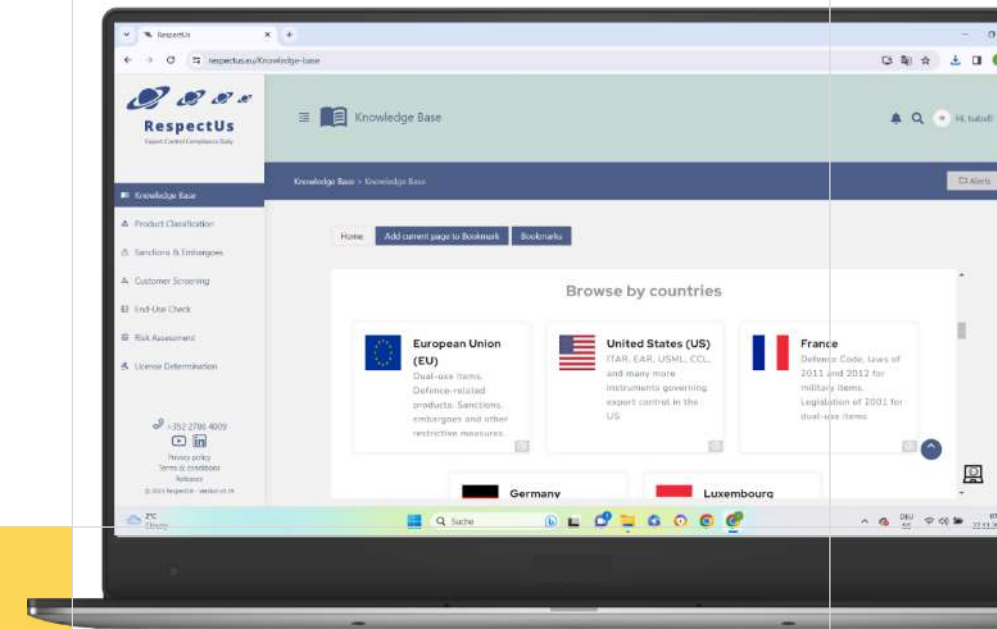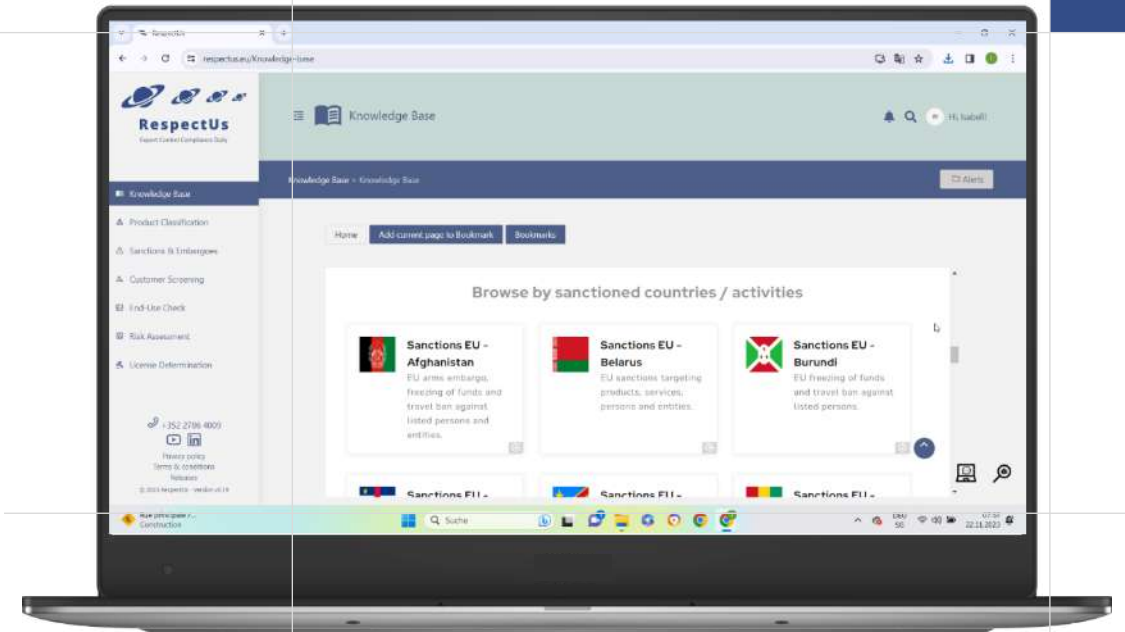
Product Classification

The internal classification process is tailored to the current legislation within the user's jurisdiction. It takes into account the most recent control lists, ensuring an updated assessment against military, dual-use, and torture goods control lists. This process facilitates searches based on customs numbers and suggests potential dual-use and military codes for evaluating products, software, or technology.

Furthermore, RespectUs offers personalized assistance to validate classifications made by users online. The classification sheets are securely stored in a user-friendly dashboard for easy access and reference. Additionally, users receive alerts if there are any changes in the technical codes' descriptions used in a classification since the initial classification date.
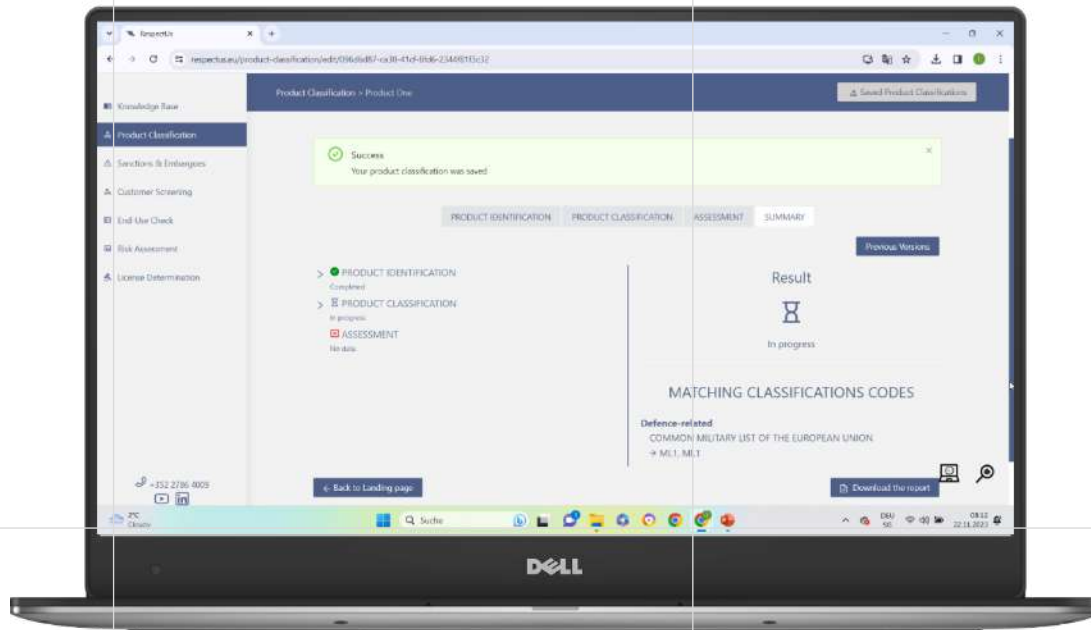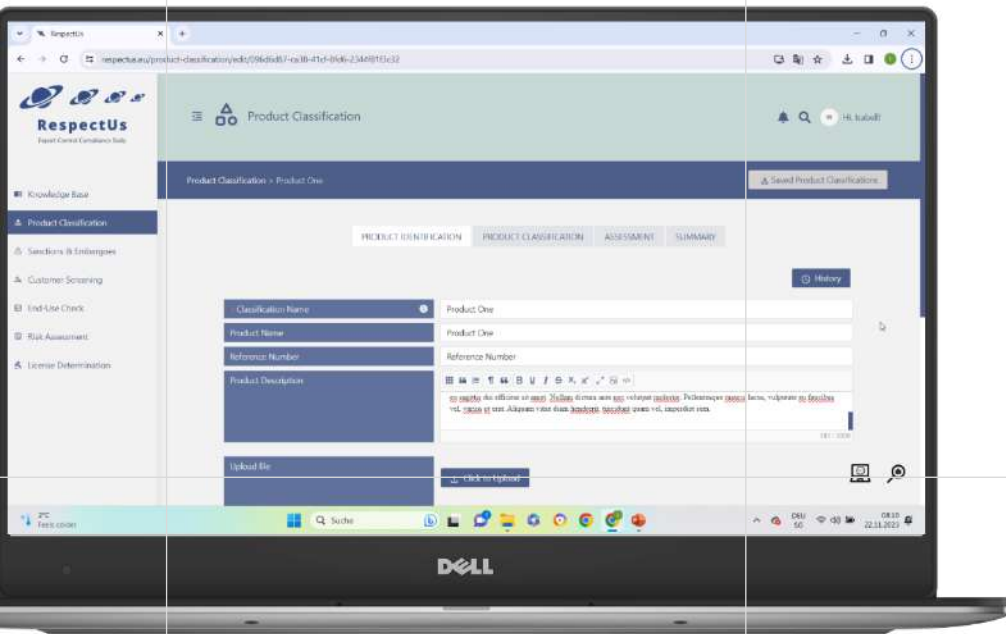
Sanctions & Embargoes

Our tool presents an innovative method to swiftly access information on applicable sanctions and embargoes against countries, entities, and individuals. It operates in real-time, delivering results within two minutes without requiring users to sift through legal texts. The information is conveyed in easily understandable language, following a simple four-step process that prompts users to answer straightforward questions.

It remains updated by integrating daily changes made by global sanctioning bodies, ensuring accuracy and relevancy. Users can download and store comprehensive reports generated by the tool. Over the next two years, it aims to encompass sanctions legislation from 50 countries and target over 35 sanctioned nations. Crucially, this tool provides clear and concise answers, minimizing the risk of inadvertent violations that could lead to severe penalties, damage to reputation, or even criminal prosecution.
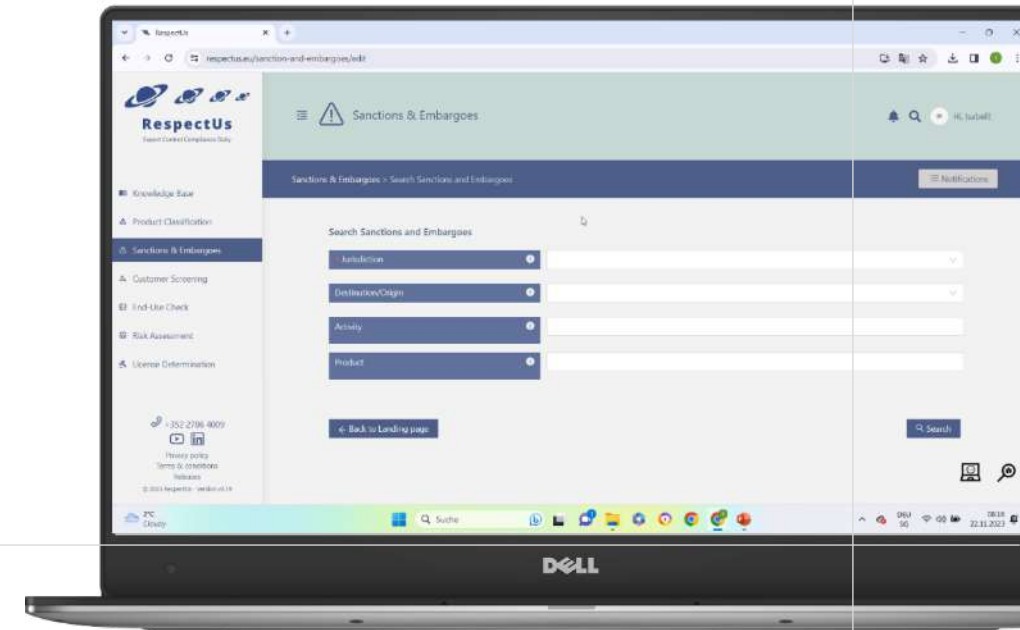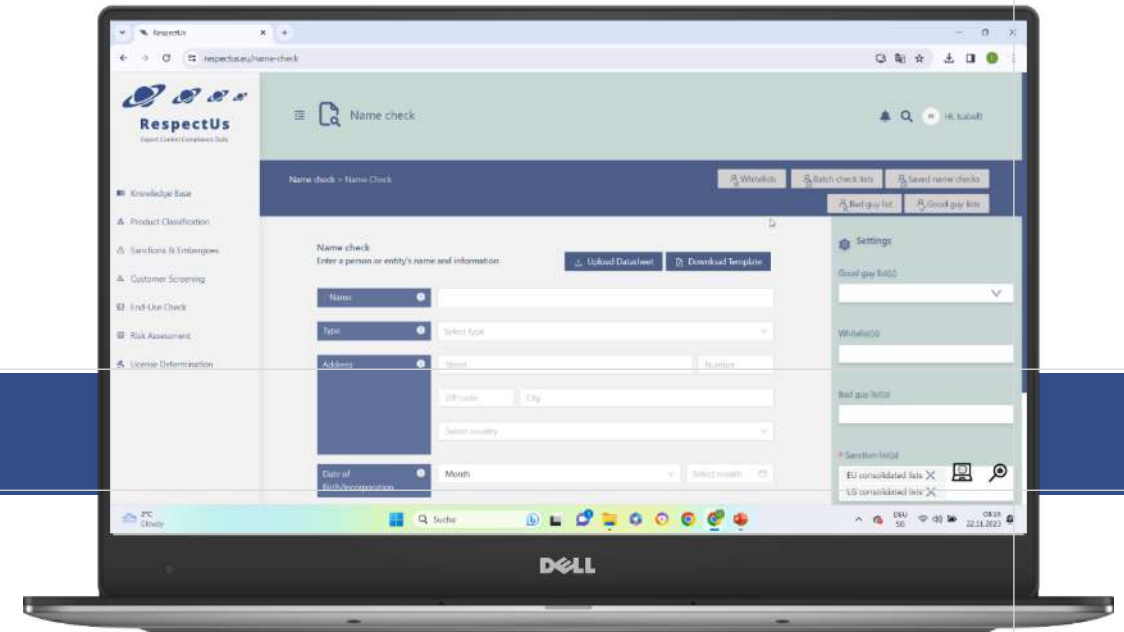
Customer Screening

The customer profile template and name check tool offer seamless usability alongside comprehensive functionalities. It assists in recognizing customers and potential clients who might fall under restrictive measures outlined in sanctions legislation. This tool serves as a guide, outlining steps to achieve a thoroughly detailed customer profile for your clientele, meeting the standards for an effective compliance tool for name checks and customer profiles.

It documents all due diligence, know-your-customer practices, and compliance measures carried out on current and prospective clients and end-users. Streamlining these processes ensures a comprehensive overview while maintaining adherence to compliance regulations.
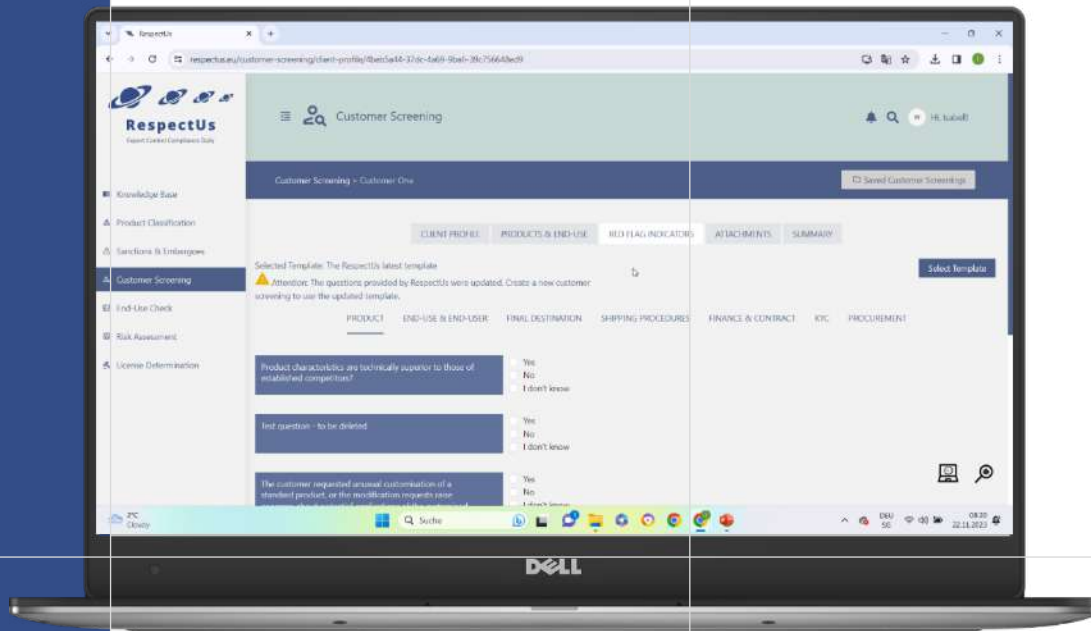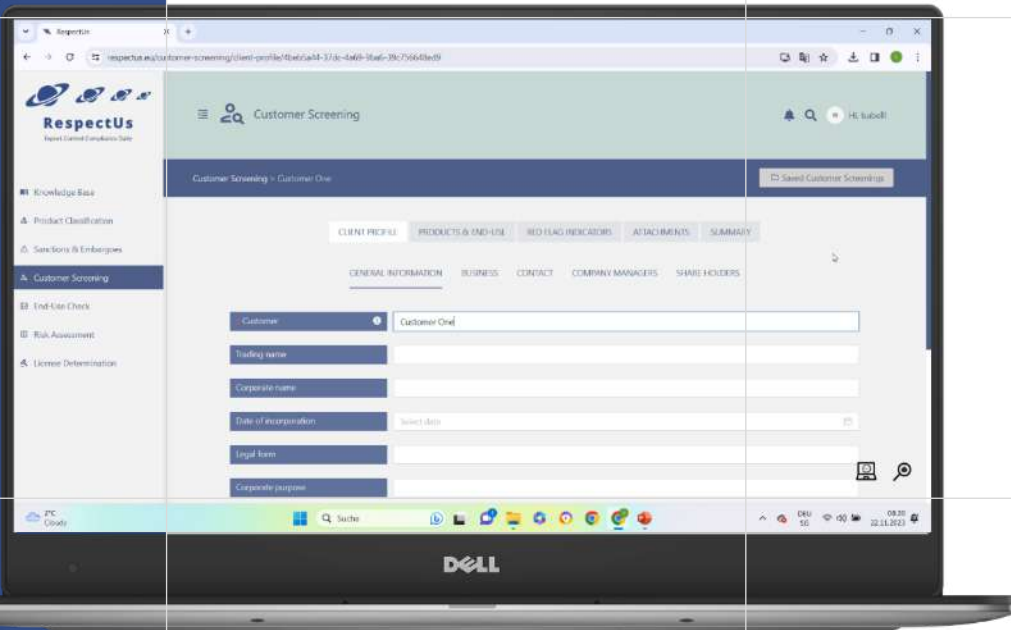
End-Use Checks

This innovative tool gathers and manages comprehensive information regarding the end-use of your product, technology, or software. It provides a means to substantiate to regulatory bodies that all necessary end-use checks have been diligently conducted. By incorporating this tool into your internal compliance toolkit, it fortifies your compliance measures.

It amalgamates questionnaires, forms, templates, and name check tools into an easily navigable platform. Designed for simplicity, it aligns with global regulatory guidelines concerning understanding your product, customer, and end-user. Its user-friendly interface streamlines the process of meeting regulatory standards while ensuring a thorough understanding of product usage and clientele.
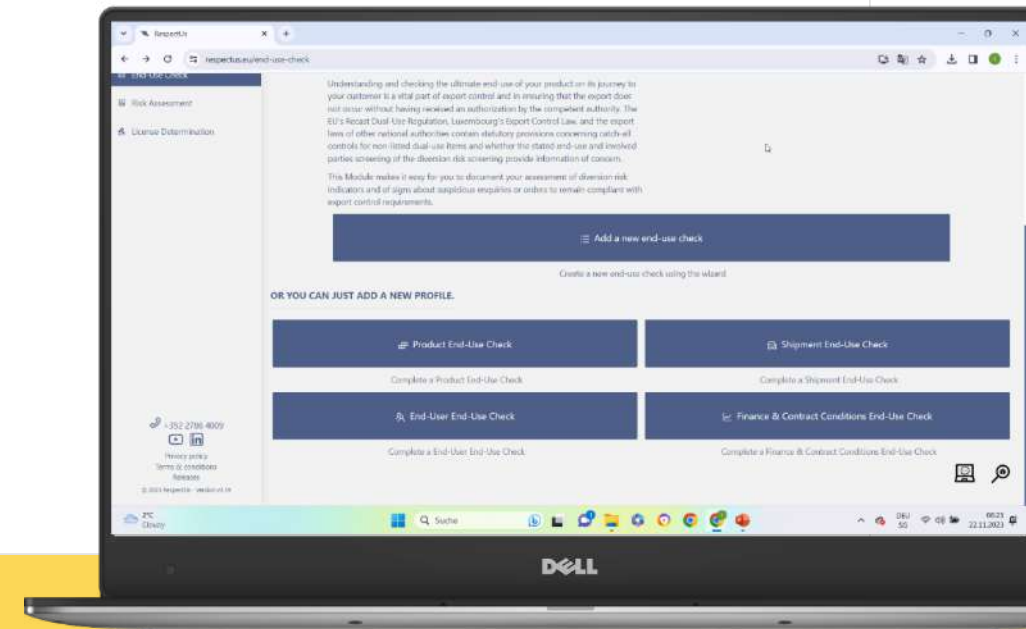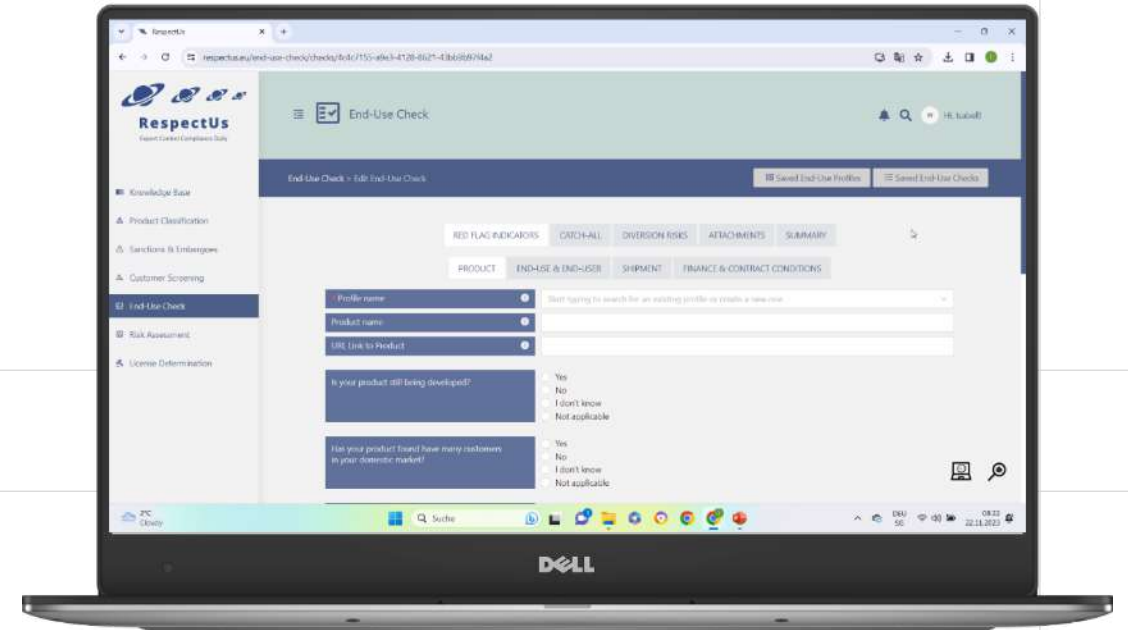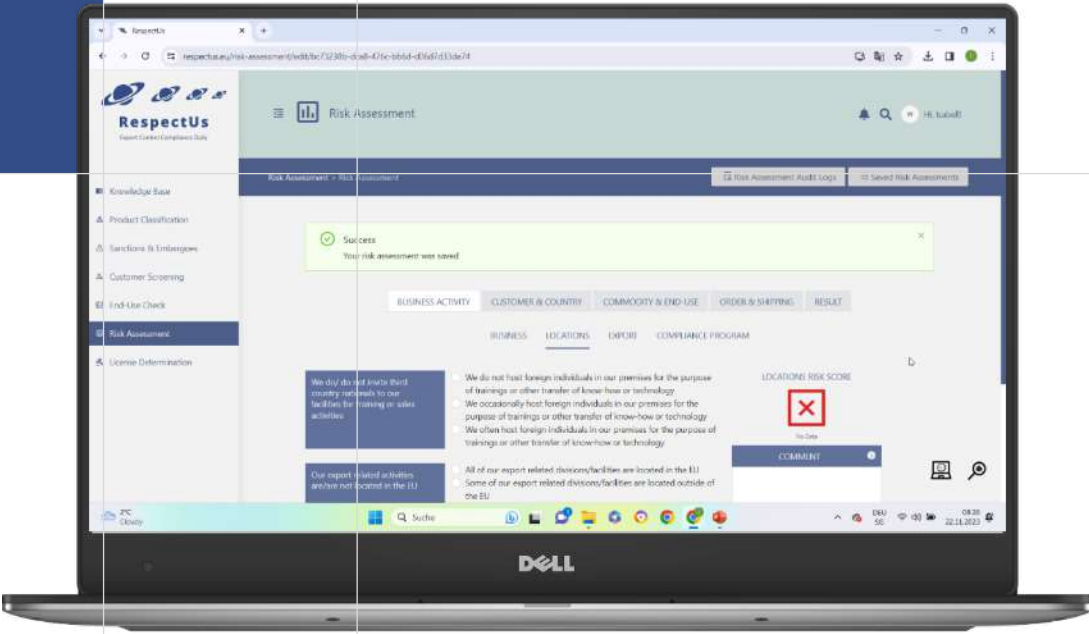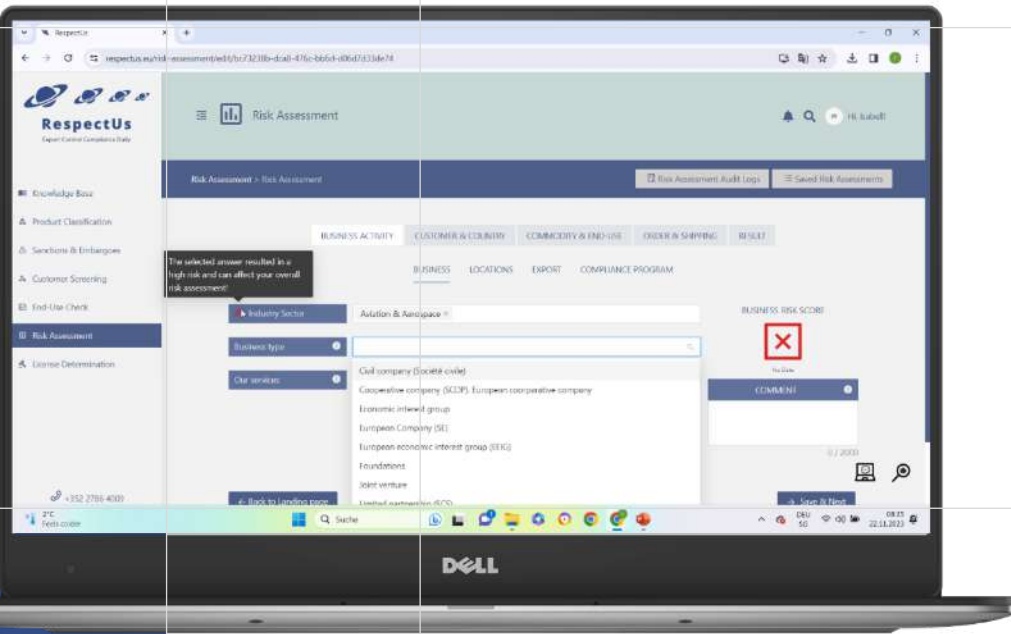
Risk Assessment

The risk assessment tool generates an outcome in a risk matrix, providing a comprehensive overview of an organization's adherence to export control compliance. It offers a practical and prioritized action plan, empowering companies to effectively fortify their export compliance measures. It generates a concise risk assessment report suitable for presentation to management, facilitating clear communication of identified risks and recommended actions. This tool enables ongoing progress monitoring, pinpointing, and addressing vulnerabilities within compliance efforts.

Not only does it serve as a foundation for managing export control risks, but it also aids in the development or enhancement of an Internal Compliance Program (ICP). It serves as a visual representation of the strides taken to mitigate the risks encountered, demonstrating the progress made in safeguarding against potential vulnerabilities.

License Determination

The user-friendly online tool offers swift and definitive responses regarding the necessity of a license for a particular export transaction. It takes a minimal span of 2 to 30 minutes to provide an answer substantiated by legal references supporting the outcome presented.

It furnishes clear-cut responses of "Not restricted," "License required," or "Prohibited" based on the most up-to-date legislation, ensuring accuracy by undergoing daily updates. Crucially, the outcome is contingent on the information provided by the user throughout the process, tailoring the response to the specific details of the export transaction.
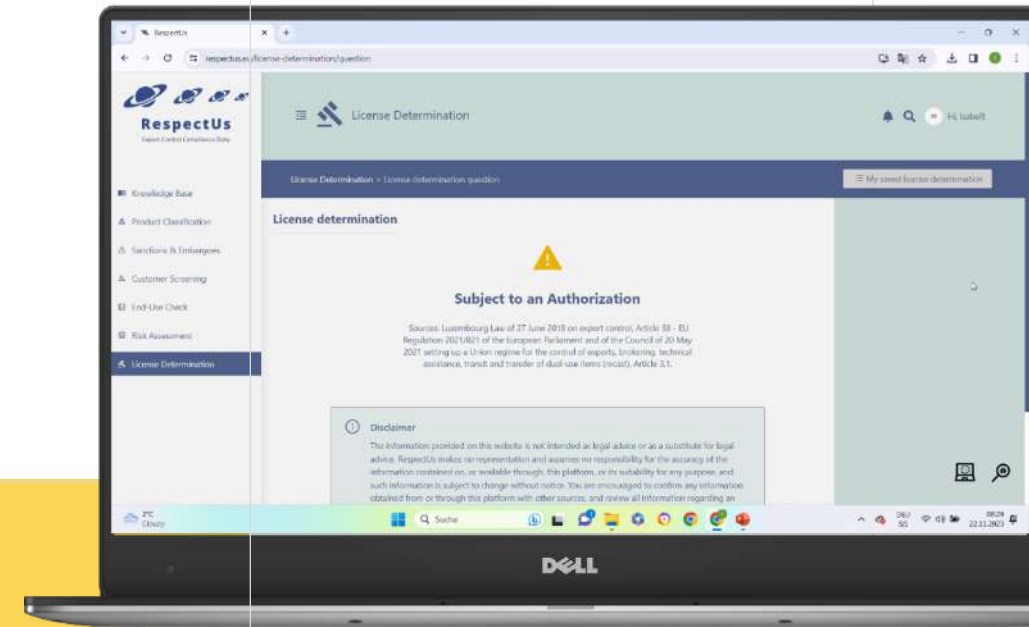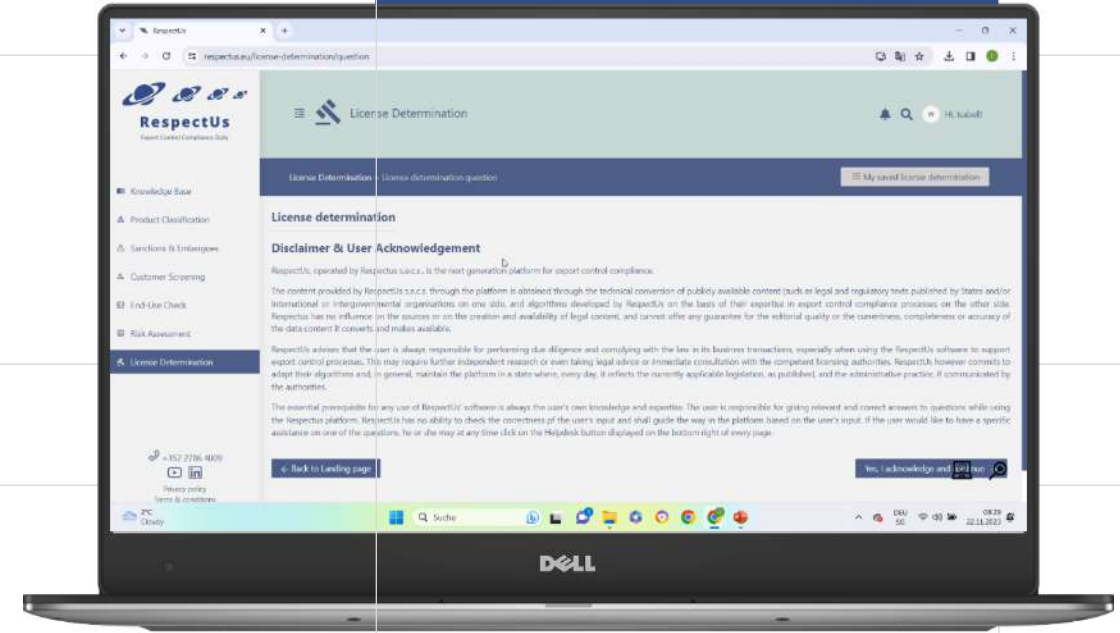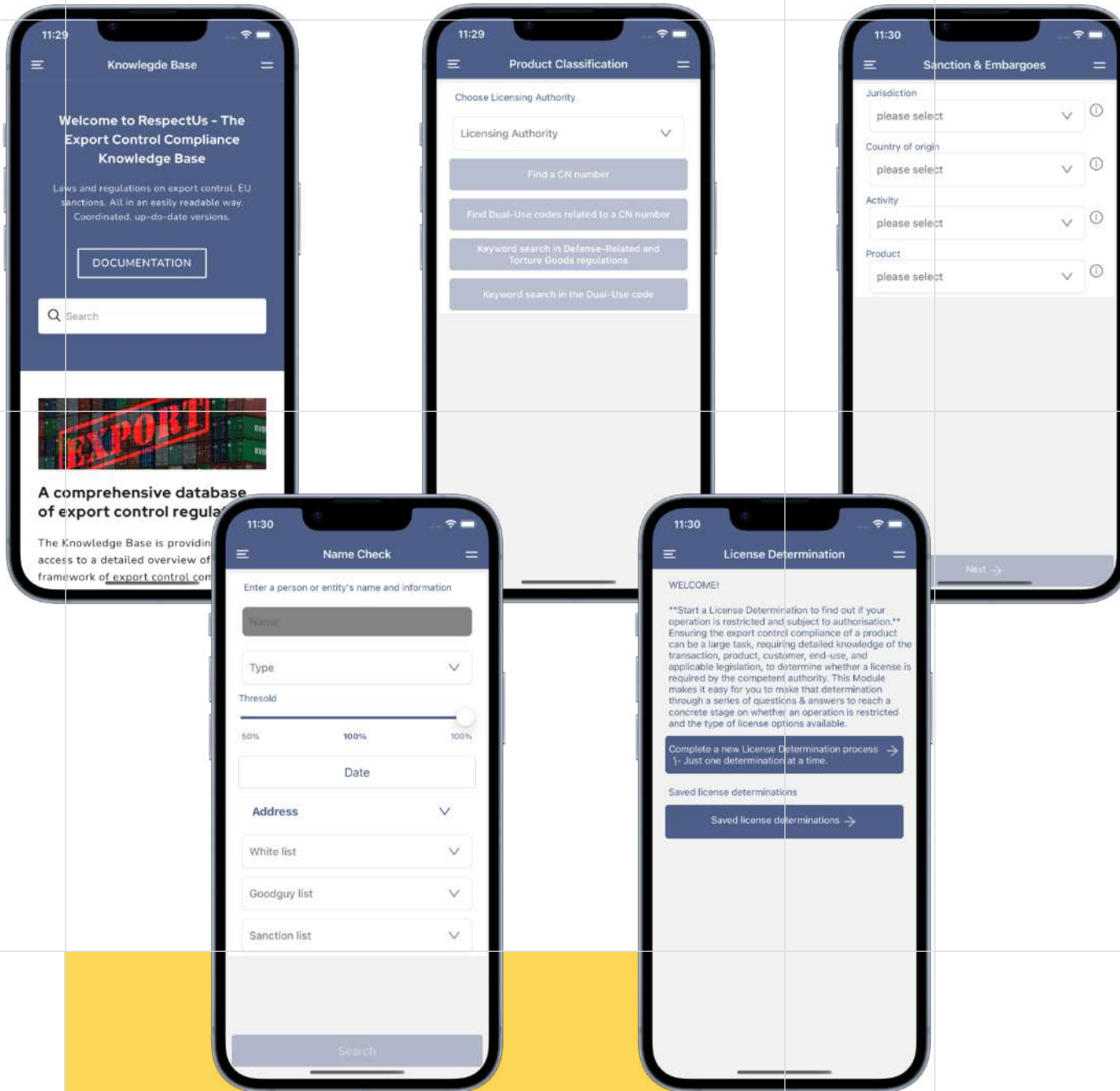
Mobile Companion

Experience the power of seamless export control compliance with the RespectUs Mobile Companion – your go-to solution for staying compliant anytime, anywhere.

Navigating export control compliance is now intuitive! Our platform is crafted to cater to sensitive goods and technology exporters, suppliers, and banks seeking guidance in compliance, product classification, risk assessment, sanctions, and embargoes.

Concierge Services

Empowering Your Experience: Our Customer-Centric Promise

Our concierge services: 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.

Service redefined

Professional Training

Compliance Audits

License Management

Internal Compliance Program

Transaction Structuring

Violation Management

Key Information

Targeted Industries & Financials
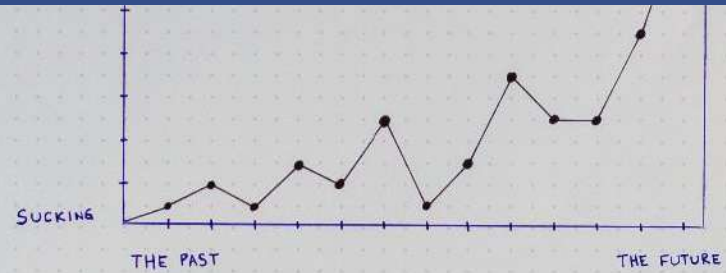
Targeted Industries

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 2028)

Our plans for a worldwide serviceable platform

Market Expansion Roadmap

2023
Space industry exporters
of sensitive goods

2024
Expand to more
countries

2025
Add suppliers, banks &
expand to

2026
Expand to more
industries

Facts & Figures

Business Model & Projections

SaaS Platform – Monthly / Early Subscription

	Flex	One-Year Contract	Two-Year Contract
	€3000 monthly	**€2100** monthly	**€2000** monthly
	All Modules Included Cancel Anytime	Payment Upfront for Contract Duration 1 month free trial included for Modules 2, 3 and 6	Payment Upfront for Contract Duration 2 months free trial included for Modules 2, 3 and 6
Knowledge Base	€300	✔	✔
Product Classification	€750	✔	✔
Sanctions & Embargoes	€450	✔	✔
Customer Screening	€380	✔	✔
End-use Check	€320	✔	✔
Risk Assessment	€180	✔	✔
License Determination	€620	✔	✔
Mobile Companion	free	✔	✔

Financial Projections
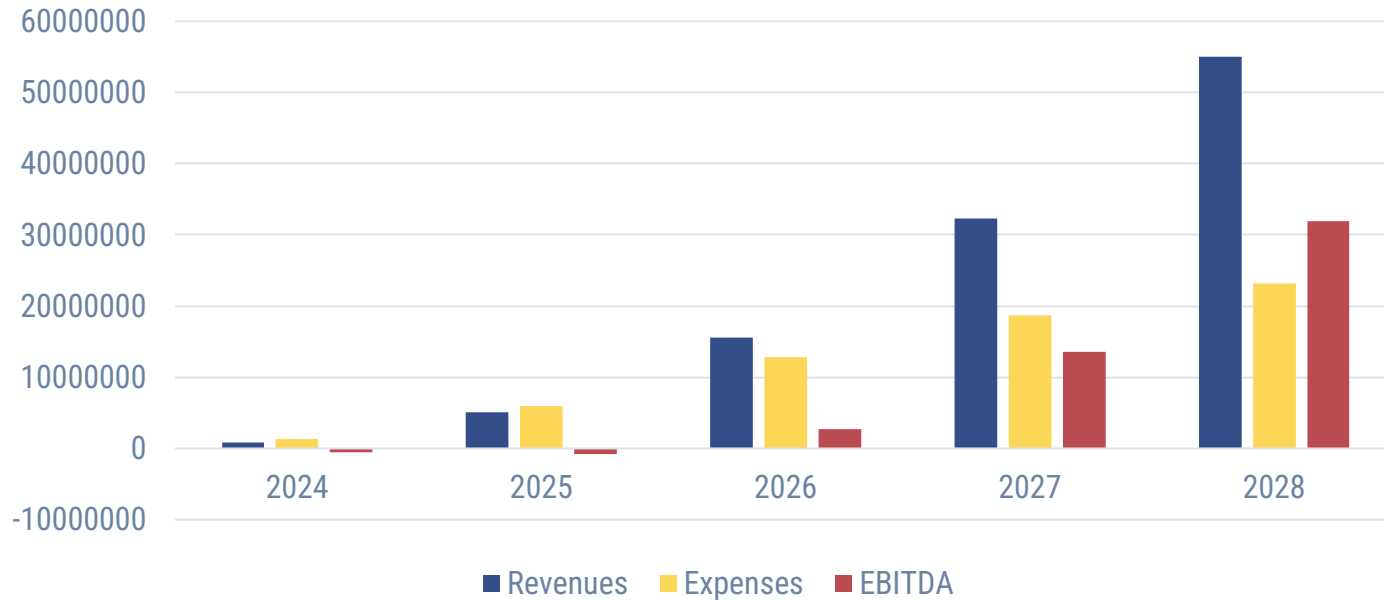
	Revenues	Expenses	EBITDA	Headcount
2022	190.916	625.859	-434.943	10
2023	638.635	910.000	-271.365	10
2024	847.000	1.365.000	-518.000	11
2025	5.092.000	5.902.000	-810.000	22
2026	15.513.000	12.818.000	2.695.000	31
2027	32.250.000	18.644.000	13.606.000	40
2028	55.069.000	23.141.000	31.928.000	52

MAIN ASSUMPTIONS

Staff: 52 head-count by 2028
Digital marketing: 38% of revenues

Churn rate: 1,5%
Subscribers to full package (monthly contract): 15%
Subscribers to packages: 1-year: 35%, 2-year: 5 %
Subscribers to individual modules: 45%

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)
2024-2028: Only platform revenues

Number of clients:
-> 2022:   41 (consulting clients)
2023:   + 5 platform clients
2024:   112 (platform clients)
2025:   438 (id.)
2026:   1.158 (id.)
2027:   2.096 (id.)
2028:   3.338 (id.)

Categories of clients:
Exporters: 63%
Suppliers: 35%
Banks: 2%

A Team Of Experts

Advisory Committee

Patrick GOERGEN
Founder & CEO

Daniel BIEDERMANN
Strategic Advisor

Reza Zain JAUFEERALLY
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

September 2021 – August 2023
Implementation LuxIMPULSE

2027
No. 1 Worldwide
in Export Control
Solutions

August 2023
Platform V 2.0

February 2020
Graduation
Fit4Start

December 2022
Platform V 1.0

September 2019
Incorporation of
RespectUs

July 2021
ESA Contract
(LuxIMPULSE)

Activities & Objectives

Sales Pipeline

AWARENESS CREATED

Tailored email initiatives, LinkedIn posts, educational blog entries, and newsletters were utilized to promote RespectUs Platform, emphasizing its ability to address specific pain points for the target customer base.
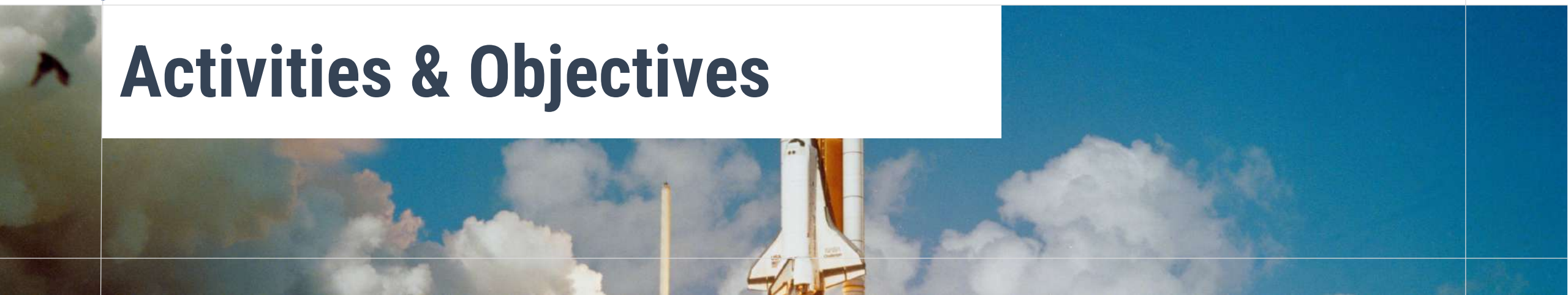
> 1.000 prospects reached out to

INTERACTED VIA IN-PERSON MEETING, CALL OR DEMO

Showcasing the platform's distinct advantages and functionalities in personalized interactions such as in-person meetings, phone calls, and product demos, offered prospects firsthand insight into the product's value proposition.

7 Michelin - Fomas - Dassault Systèmes - Chapman Freeborn Phoenix Contact - Oerlikon - Airbus

BUSINESS PROPOSALS UNDER CONSIDERATION

Customized Business Proposals were sent to prospects to target the specific challenges identified during personalized interactions, ensuring alignment with the prospect's needs and paving the way for successful outcomes.

5 Deimos Space - Compoxi - Silux - University of Luxembourg GalaxEye

DEALS WON

19 **PLATFORM:** Euro-Composites - Dawn Aerospace - Laeis - Meopin Services OÜ LIST - AMLYOU (namecheck license) - Renault
CONSULTING: Mission Space - Paul Wurth - LIST - Rotarex - YURI HITEC - OQ TECHNOLOGY - LuxSpace - Morganite Luxembourg Dupont de Nemours - CTI Systems - Viking EMEA

Product Roadmap

Tasks	April - August 2024	September - December 2024	January - March 2025	April - August 2025	September - December 2025	January-March 2026	April - August 2026	September - December 2026
Scalability and Performance Improvements	▓							
Enhanced Security Features	▓							
Further Module Customization and Maintenance	▓	▓						
Integration of Interactions between Modules	▓	▓	▓					
Mobile App Optimization for Peak Performance	▓							
Enhanced User Experience (UX)	▓							
Integration of Machine Learning Algorithms			▓	▓	▓			
Integration of Natural Language Processing (NLP)				▓	▓			
Virtual Assistant Integration			▓	▓	▓			
Continuous Improvement through Feedback Loops	▓	▓	▓	▓	▓	▓	▓	▓
Automated Insights for Informed Decision-Making			▓	▓	▓			
Start integrating ML into the Mobile app			▓	▓	▓			
Advanced Machine Learning Algorithms						▓	▓	▓
Integration of Predictive Analytics					▓	▓	▓	▓
Blockchain Technology for Immutable Audit Trails						▓	▓	▓
Enhanced Cybersecurity with AI-driven Threat Detection					▓	▓	▓	▓

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	55 M EUR (2028)
EBITDA	32 M EUR (2028)
LTV/CAC	5.5
Break-even	2026

Market Size (TAM & SAM)

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

Start your export control compliance journey today

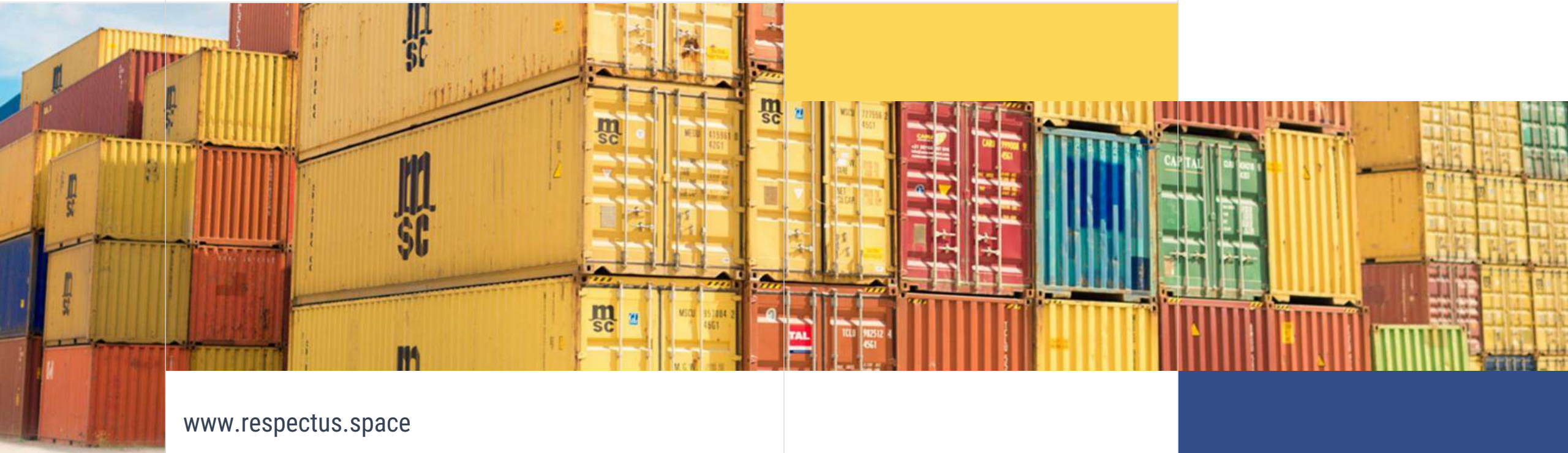# Get In Touch

RespectUs

Patrick GOERGEN
CEO & Founder

+352 27 39 85 20
+352 621 166 506
patrick.goergen@respectus.space

24 rue Léon Laval
L-3372 Leudelange
G.D. Luxembourg

Business Permit 10111778/2
RCS B238962
VAT LU31877869

www.respectus.space