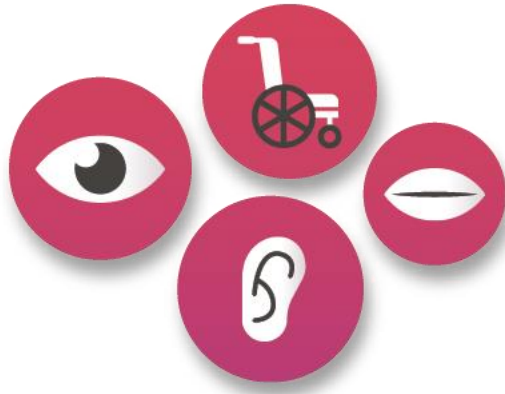


BRIDGING THE LAST-MILE COMMUNICATION GAP BETWEEN PEOPLE WITH DISABILITIES AND BRANCH EMPLOYEES

OCTOBER 2023



People with disabilities often require assistance from employees to overcome entrance barriers



There is no convenient way for people with disabilities to inform employees that they require assistance



Rotating doors
Double doors
Crowded places

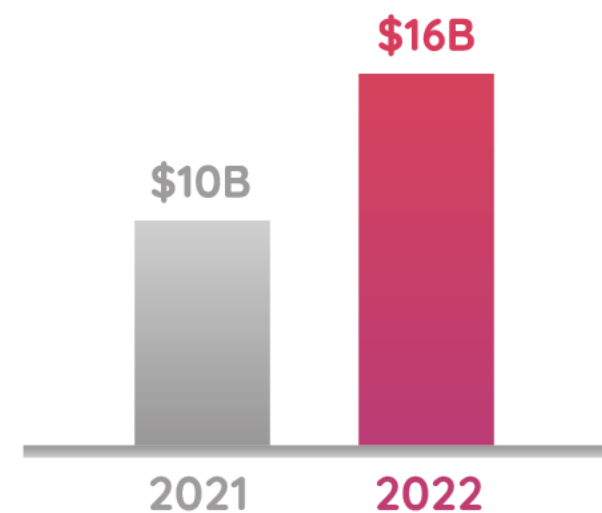


Companies want to assist people with disabilities but **they are not properly informed** on what type of assistance is needed and when

**1 Billion people globally have problems accessing
more than 5.5M business branches**



**1 Billion people globally
700K people in Serbia**

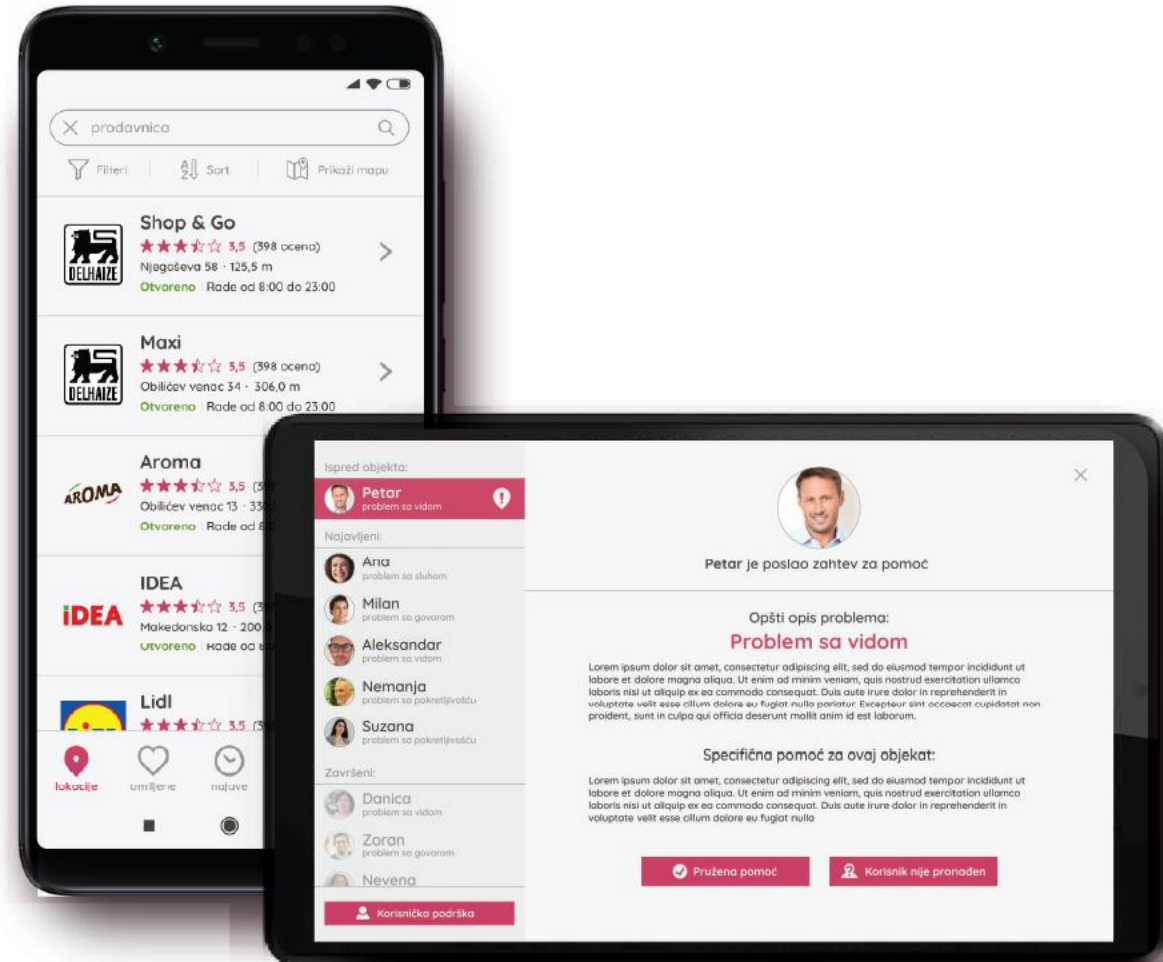


**Accessibility and inclusion investments
have grown 60% in last year**

Inclusio connects people with disabilities directly to employees in business branches

KEY FEATURES

- 1 User adds type of disability and required assistance to their profile
- 2 User browses objects that have Inclusio system installed
- 3 User notifies their arrival to the object
- 4 Employee gets a notification of arrival, locates the user and provides assistance



The key differentiation point for Inclusio is that we include businesses as major partners in assistance

MAIN COMPETITORS



COMPETITOR DISADVANTAGES

- ① **Volunteer** based assistance
- ② Provide only “**digital help**”
- ③ Financed from **user payments**

OUR ADVANTAGES

- ① Assistance provided **by employees**
- ② Able to provide **physical** assistance
- ③ Financed by **business partners**
- ④ Created by a **person with a disability**

Inclusio will start by targeting tech-savvy users and socially responsible companies in Serbia and grow from there

EARLY ADOPTER USER



- 15-35 years old
- Uses a smartphone with internet connection
- Proud to be independent in spite of the disability
- Part of the disabled community

EARLY ADOPTER COMPANY



- Growing company
- Multinational with branches in Serbia
- Already investing in ESG goals
- Part of an organization promoting CSR

TARGET MARKETS



PILOT MARKET



PILOT MARKET



SCALE MARKET

**We have gained traction with both public and private clients
and we have a major launch campaign upcoming**

(50+ Locations)
EXISTING PAYING CLIENTS



**Municipality of
Obrenovac**

Closed testing since 2021.



Municipality of Bar

Closed testing since 2022.



Cakan Sport

Closed testing since 2022.

CLIENTS IN PIPELINE (500+ Locations)



Public launch in Q3 2023
164 Locations across Serbia

Telco in Serbia

Contract adjustments for Q3 2023 launch

Fashion Retail

Pricing Negotiations

Current MRR

EUR 3.5K



Expected MRR

EUR 9K



Our business model is to charge business clients subscriptions per location, while remaining free for end users



USERS

Price
FREE

Distribution
Mobile App Stores

Promotion
**People with disabilities associations,
Earned media, Paid promotion**



CLIENTS

Price
EUR 20-50 per month per location

Distribution
Direct (Tablet app, Mobile app or system integration)

Promotion
Startup/CSR/ESG events, LinkedIn reach out

**We have a planned major public launch in Q3 2023 in Serbia,
after which we will expand to EU market in 2024**



We will use the grant to employ a sales manager and
officially protect our brand in the EU

Cost	USD
Sales Manager	18.000
IP Protection	5.000
Promotion	4.500
TOTAL	27.500



MEET THE TEAM



**Bojan
Martinović**

CEO



**Rastko
Damjanović**

CBDO



**Luka
Nikolić**

Backend Developer



**Maksim
Kostić**

UX/UI Lead



**Matija
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Frontend Developer