HireXtra.com //illions meet Billions



Crowd Staffing with Al and ML



Hire Fast 30X



HireXtra.com



A UK based firm that's a platform for Futuristic Al Crowd Staffing



A multitude of recruitment agencies work in tandem to provide the first matching profiles for any requirement in less than 5 hours



Our commitment:
To work ethically
with
a deep
understanding of
our clients' needs
on time



Our aim:
To focus on
building everlasting
relations with our
customers
by offering them
top-notch solutions



The Problem in Recruitment Today

Lack of time to read lengthy resumes and perform CV mining/ CV validation

Identifying the skills that are actually needed from profiles is difficult and cumbersome

The process of recruiting in itself is far too long

Quality is always at stake



Solution: HireXtra.com



Al algorithm: ASNA (Applicant Skill aNalysing Algorithm)

- · In-depth CV Mining, CV validation
- Summaries of the best candidates using Job Match-O-Meter and Candidate Compass.



Al job distribution to thousands of agencies



Al Chatbot: Hire-Pal

- Handles tech interview, qualifying rounds, and availability rounds
- Thousands of applicants validated in a short time span



Al Driven Vendor Management System



Al crowd staffing: HireXtra.com



Light Application Tracking System with candidate compass



Opportunity Pre IPO with NASDAQ Nordiq

- Valuation of the company today for first investors is SEK 30 million. The valuation against you to invest in the company.
- We are open to even other options with low valuation options.
- In a memorandum, the valuation will be between SEK 55-60 million
- · Own investment costs in this AI platform have cost about SEK 8 million.
- · Today, 6,000 recently recruited recruitment companies (vendors) use the platform. Mostly in India , 280 Vendors in UK.
- · Three Algorithms are CV Vs Job Description Match-0-Meter , Talent Mining , Employee Spectrum

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Disruptive Business Model

- Employers Platform is Chargeable with Fee per CV
- · Annual Subscription Fee is £100 Per Year
- · Annual Subscription inclusive of 100 Profiles in a Year
- £5.5 or Eq. per Profile After 100 Profiles
- Success Fee: Min 8.33% to 35% (Full Time /FTE)
- Success Fee: 20% to 30% Margin on Per Hour / Per Month for Contractors on our Payroll.
- · Vendors: Platform is Free for 1 Success (Recruitment). After that they need to pay Monthly Fee. Depend on Country to Country. Min £100 per month.
- Vendor Get % of Revenue Hirextra Makes , after deduction Platform fee.
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Growth in Global HR Service Industry

The private employment services market is growing since 2017 as per the WEC Report 2019



Agency Work

is a triangular employbe a natural or legal perwhich assigns their tasks

Managed Services Providers

MSP is a service whereby a company takes on primary responsibility for managing an organization's contingent workforce program. Typical responsibilities of an MSP include overall program management, reporting and tracking. supplier selection and management, order distribution and often consolidated billing. An MSP may or may not be independent of a staffing supplier.

Direct Recruitment

Services for matching offers of and applications for employment, without the private employment agency becoming a party to the employment relationships which may arise therefrom (Source: ILO Convention 181). including executive search & selection.

Career Management Recruitment

Source: World Employment Confederation

Process

Outsourcing

recruitment supply

Main service segments are individual, executive, and group outplacement services and other employment transition services. In these seqments, outplacement services companies provide a range of employment and career services. These include resume writing, interview skills, job search strategies, coaching and career guidance. Employers generally pay all of the costs associated with these services.

Private Employment Services

A service by a thirdparty specialist provider. to assume the role of the client's recruiting department by owning and managing part or all of its recruitment process and related chain partner relationships, provide the necessary skills, activities. tools, technologies, and process methodologies.



Opportunity to Invest in a Market worth €457bn

Source: World Employment Confederation

As per research shown by,

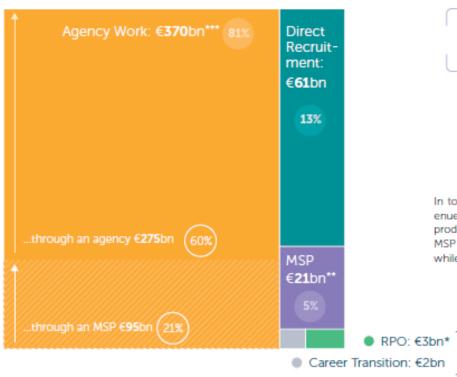
WORLD

EMPLOYMENT

CONFEDERATION

The Voice of Labour Market Enablers

in the WEC Economic Report

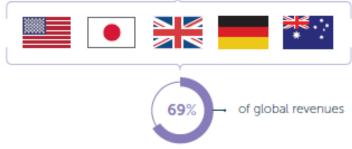


Private Employment Industry Global Market

2017: **€457bn**

Top 5 Markets (sales revenues)

2017: **€317bn**



In total, the private employment industry generated €457 billion in sales revenues worldwide in 2017. The agency work sector (excluding MSP activities) produced the largest revenue share, accounting for 60% of the entire market. MSP and direct recruitment had a revenue share of 5% and 13% respectively, while RPO and career transition together generated a little above 1% of the total.



^{*} Data from Everest Group ** Data from Staffing Industry Analysts

^{***}Around 80% of MSP activities are comprised of agency work. This is represented in the split of agency work revenues.

Peer to Peer Comparison

SERVICE PARAMETER	JOB BOARDS	RECRUITMENT AGENCIES	ATS / AI BASED RECRUITMENT	HIREXTRA
No of Man Hours Per Hire	80 - 90	75 - 115	65 - 120	5 - 28 Hours
No of Days for replacements	30 - 90 Days	30 - 90 Days	30 - 90 Days	7 - 60 Days
1st time Sourcing per Position	18-45 Profiles	8-22 Profiles	15-35 Profiles	Max 7 Profiles After Al Validation.
Relevant Profiles	45%	65%	45%	92%
Remove Duplicates	No	No	No	Yes
Quality / Accuracy	48%	72%	38%	97%
Al Chat Bot	No	No	No / some of them integrated but no emotion or	Yes, World First AI Chat Bot with Sentiment Analysis and Emotion Analysis Proprietary Pending Patents
Al Predicative Analysis – Personality Traits etc	No	No	No	Yes Proprietary Pending Patents
Al CV validation Skills /Knowledge / Abilities	No	No	No	Proprietary Pending Patents
Analysis				
Al Macho - o-Meter (Match Job description to CV Match)	Key words based	Human	Some use Al to match some use Key words to Match	Yes – Al/ML Based Proprietary Pendin Patents
Al Ranking Candidate Compass	No	No	No	Yes Proprietary Pending Patents
GDPR Checks	Yes	Yes	Yes	Yes
Cost to Fill	55555	555\$\$	SSSSS	\$\$\$\$\$
Time to Fill	More	More	More	45% Less
Offer to Join Ratio	7:1	6:1	9:1	1:1
Speed	Traditional Search	Manual	5X	10X
Price	Subscription	Success	Subscription	Success
Advantage	In house	External and Inhouse	In house	1 stop shop
Possible Cost Reduction	Traditional cost	Agency Fees / Reputed charge More	Subscription plus inhouse	35-55% Less compare to top recruitment agency
REQUEST INTEREST	REQUEST INTEREST	REQUEST INTEREST	REQUEST INTEREST	REQUEST INTEREST



Global View Of All companies including their Subsidiaries

HIELL SUDSIGIALIES				
	SEK	SEK		
Tomgandhi Global View	Turnover	EBITA		
Financial Year 2017-18(Approx)	32726904.66	1232757.10		
Financial Year 2016-17	21013244.93	-139127.68		
Financial Year 2015-16	16907204.42	1259658.42		
Financial Year 2014-15	11056541.68	513382.71		
Financial Year 2013-14	4141521.75	-621994.17		
	SEK	SEK		
Anantha Cybertech Global View	Turnover	EBITA		
Financial Year 2017-18(Approx)	16654441.00	757885.16		
Financial Year 2016-17	25471980.74	-712076.51		
Financial Year 2015-16	2964278.13	370410.71		
Financial Year 2014-15	1404254.77	-469175.73		
Financial Year 2013-14	1498075.84	-267845.73		
	SEK	SEK		
Hirextra Global View	Turnover	EBITA		
Financial Year 2017-18(Approx)	1180945.00	22375.80		
Financial Year 2016-17	0.00	0.00		
Financial Year 2015-16	0.00	0.00 11		



Global Group View - Financial Analytics

	SEK	SEK
HireXtra AB (Publ) Global View	Turnover	EBITA
Financial Year 2017-18(Approx)	50.562.290.66	2.013.018.06
Financial Year 2016-17	46.485.225.68	-851.204.19
Financial Year 2015-16	19.871.482.56	1.630.069.13

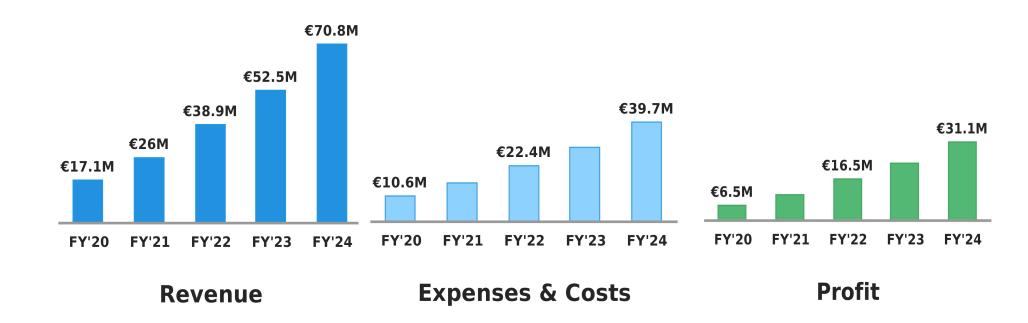
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Financial Projections (Projected)





Management – HireXtra AB (PUBL)

Exekutiva befattningar (1)



Lars Ivan Wolf (f. 1956)

VD

Styrelse/övriga bevakande befattningar (5)



Lars Ivan Wolf (f. 1956)

Ordinarie ledamot



Sven Ingemar Sekund (f. 1963)

Ordinarie ledamot



Behrang Masoumi (f. 1976)

Ordinarie ledamot





Grant Thornton Sweden AB

Revisor



Agneta Elisabeth Berliner (f. 1958)

Ordinarie ledamot

Narahari Kumar Vuppala (f. 1966)

Ordinarie ledamot, Styrelseordförande, Bosatt utomlands



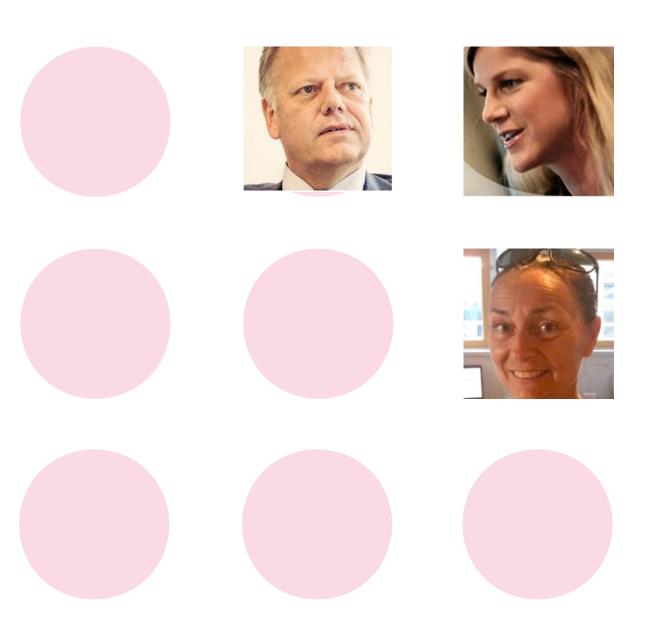
Carl Thomas Daae (f. 1967)

Huvudansvarig revisor



"Never again should a great company fail because of lack of resources."





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