



SEARCH FOR PROJECTS AND ATTRACTION OF INVESTMENTS

Required amount of investment:

\$ 550 000

Annual net profit:

\$4 500 000

Project author's investment:

\$ 350 000

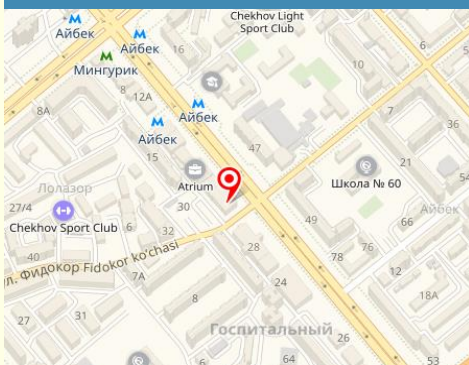
Profitability of investment capital:

491%

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Project №1291

Legalization of labor migrants in one click (expansion of activities)

Description: The author of the project plans to create a mobile application for step-by-step registration of a labor migrant in the Russian Federation. The author of the project has more than 3 years of experience in the field of legalization of labor migrants. The author of the project invested \$350,000 for:

- Studying the labor migration market - 3 years – **300 000 \$**
- Preparations for project implementation – 10 months - **50 000 \$.**

For labor migrants, the application is absolutely FREE. The application automatically accompanies the migrant at all stages of legalization:

- Checking permission to enter the Russian Federation;
- Verification of documents;
- Automatic filling of personal data on any sites;
- Provision of own mail service for migrants from different CIS countries;
- Assistance in finding a place to stay in the Russian Federation (dormitory or apartment);
- Migration registration at the place of stay (temporary registration);
- Notarized translation of the passport;
- Filling out an application for tax registration (TIN).

Advantages:

- timeliness;
- temporary lack of competition;
- full automation;
- scalability;
- huge market of labor migrants;
- the migrant just needs to follow the detailed instructions;
- good knowledge of Russian is not required;
- all applications are generated automatically;
- app user becomes fully legal in 3-4 days.



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In 2022, the situation has fundamentally changed. Law No. 247-FZ on fingerprinting and digital photography of migrants came into force. The MIR system - interdepartmental control over migrants, which has been developed for five years, has been launched. 50 billion rubles were spent from the budget.

Main innovations:

- electronic passport of a foreigner;
- the migrant database has been declassified and is open to the public.

NOW ALL MIGRANTS WILL REQUIRE FULL OFFICIAL LEGALIZATION

The degree of product readiness: what features are already implemented and working?

The product in "manual mode" through the WhatsApp Business API has been working for three years. All stages of legalization have long been tested and repeatedly worked out. The base of attracted clients is more than 5000 migrants. Monetization works.

Connected affiliate programs:

- Tinkoff bank;
- Tinkoff mobile;
- Notaries;
- Hostels.

What remains to be done?

- Automate all legalization processes through the state API. platforms;
- Develop a mobile application with the ability to scan documents and voice guidance in different languages;
- Scale to all EAEU and CIS countries;
- To attract 30–40% of the labor migration market in five years;
- Expand monetization;
- Attract new major players to affiliate programs:
 - Sber Bank, Alpha Bank;
 - AVITO, OZON, HH.RU, Yandex Rent;
 - Beeline, MTS, TELE2;
 - Large taxi companies;
 - Yandex Taxi, Yandex Delivery;
 - Multifunctional Migration Center (Sakharovo).

Project implementation period after attracting investments: **4 months.**

Required investment amount: 550 000\$.

First stage:

Name	Amount, \$
Automation of registration processes through the state API. sites	20 000
Mobile Application MVP Development	20 000
Marketing for 6 months.	10 000
TOTAL:	50 000



Second stage:

Name	Amount, \$
Finalization of the application to the industrial design	100 000
Marketing for 1,5 year	400 000
TOTAL:	500 000

Yearly income data:

Name	Quantity, pcs	Price per 1 user , \$	Amount, \$
Monetization	80 000	70	5 600 000
TOTAL:			5 600 000

Yearly expenses data:

Name	Amount, \$
Marketing	1 000 000
TOTAL:	1 000 000

- Annual income: **5 600 000\$**
- Annual expenses: **1 000 000\$**
- Annual net profit: 5 600 000\$ – 1 000 000\$ = **4 500 000\$**
- Profitability of investment capital:

$$\text{ROI} = \frac{\text{Net profit}}{\text{Investments amount}} \times \text{Investor's share} * 100\% = 491\%$$

Distribution of shares:

60% investor and **40%** project author – until the full return of invested funds; **40%** investor and **60%** project author – until the full return of invested funds, через 2 года Инвестор выходит из состава учредителей.

