



JON AI

Pitchdeck



- Jon AI is a pioneering African technology company specializing in user-friendly Business and Consumer Software and Hardware. Our products utilize Artificial Intelligence to ensure ease of use and inclusivity, aiming to accommodate all cultures and languages.

Introduction

- **Mission:** To equalize the human race.
- **Vision:** We envision a future where every individual can approach technology with minimal barriers and use it to his/her advantage.

## Mission and Vision

- **Apps Small Business Software:**
- Stock Management and Control Software.
- Invoicing Software for all types of businesses that want to issue quotes and invoices.
- Invoicing software for subscription based businesses like Gyms, Training Centers, Landlords and more.

Product

- We are currently offering the Software online at <https://apps.jon-ai.com> . In the future we will also sell Bluetooth portable printers that can be used with the software.



Product

- Problem: Store owners need to know how much they have in stock of products, both in terms of quantities and amounts. Business owners need to quote and invoice their customers. In both cases, mainly in untapped markets in Africa, Latin America and Asia, they are hesitant to adopt tech solutions due to perceived high costs or lack of awareness about available options.
- Solution:
  - Apps is a Stock Management and Control Software that provides real-time updates on product quantities and amounts. It automates the creation of receipts and sales records for each transaction. Additionally, it includes features for quoting and invoicing, catering to untapped markets by offering a user-friendly interface and affordable pricing plans. This solution empowers store owners and overcomes barriers to technology adoption.

## Problem and Solution

- The Point of Sale and Stock Management market for small and medium-sized enterprises (SMEs) in Africa is currently dominated by subpar, rushed and white label software solutions.
- Internet penetration in Africa is growing, and store owners are not afraid to use online based tools to do business.
- According to Master Card, there are 44 million SMEs in Africa, of which at least 20% can afford our point of sale solution, give as a TAM of close to 8 million.

## Market Analysis

- We will position Apps as a Stock Management Software that is extremely easy to use and gives insights into products, trends and sales. Our message will highlight:
- - Product Sales Insights: Imagine having all the data and information about all the sales and inventory for any combination of products you sell in any period of time.
- - Ease of Use: The use of simple and intuitive commands and even Natural Language makes issuing a receipt simpler and more accessible for everyone.

## Market Positioning



- **Revenue:**

- 2024: 1.000 licenses x 5,00 USD/month = 5.000,00 USD MRR

- 2025: 10.000 licenses x 5,00 USD/year = 50,000 USD MRR

- 2026: 20.000 licenses x 5,00 USD/year = 100.000 USD MRR

- 2027: 100.000 licenses x 5,00 USD/year = 500.000 USD MRR

- We offer two types of licenses: \$10 USD to use with multiple cashiers or individuals, \$5 USD to use just one cashier or alone.

## Financial Projections

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