

PITCH DECK

Mirjam Nilsson

ABOUT US

At Contoso, we empower organizations to foster collaborative thinking to further drive workplace innovation. By closing the loop and leveraging agile frameworks, we help business grow organically and foster a consumer-first mindset.

MARKET GAP

Few, if any, products on the market help customers like we do

CUSTOMERS

66% of US consumers spend money on multiple products that only partially resolves their issue

FINANCIALS

Millennials account for about a quarter of the \$48 billion spent on other products in 2018

COSTS

Loss of productivity costing consumers thousands of dollars

PROBLEM

SOLUTION



CLOSE THE GAP

Our product makes consumer lives easier, and no other product on the market offers the same features

TARGET AUDIENCE

Our target audience is Gen Z (18-25 years old)

COST SAVINGS

Reduce expenses for replacement products

EASY TO USE

Simple design that gives customers the targeted information they need

PRODUCT OVERVIEW

UNIQUE

Only product specifically dedicated to this niche market

FIRST TO MARKET

First beautifully designed product that's both stylish and functional

TESTED

Conducted testing with college students in the area

AUTHENTIC

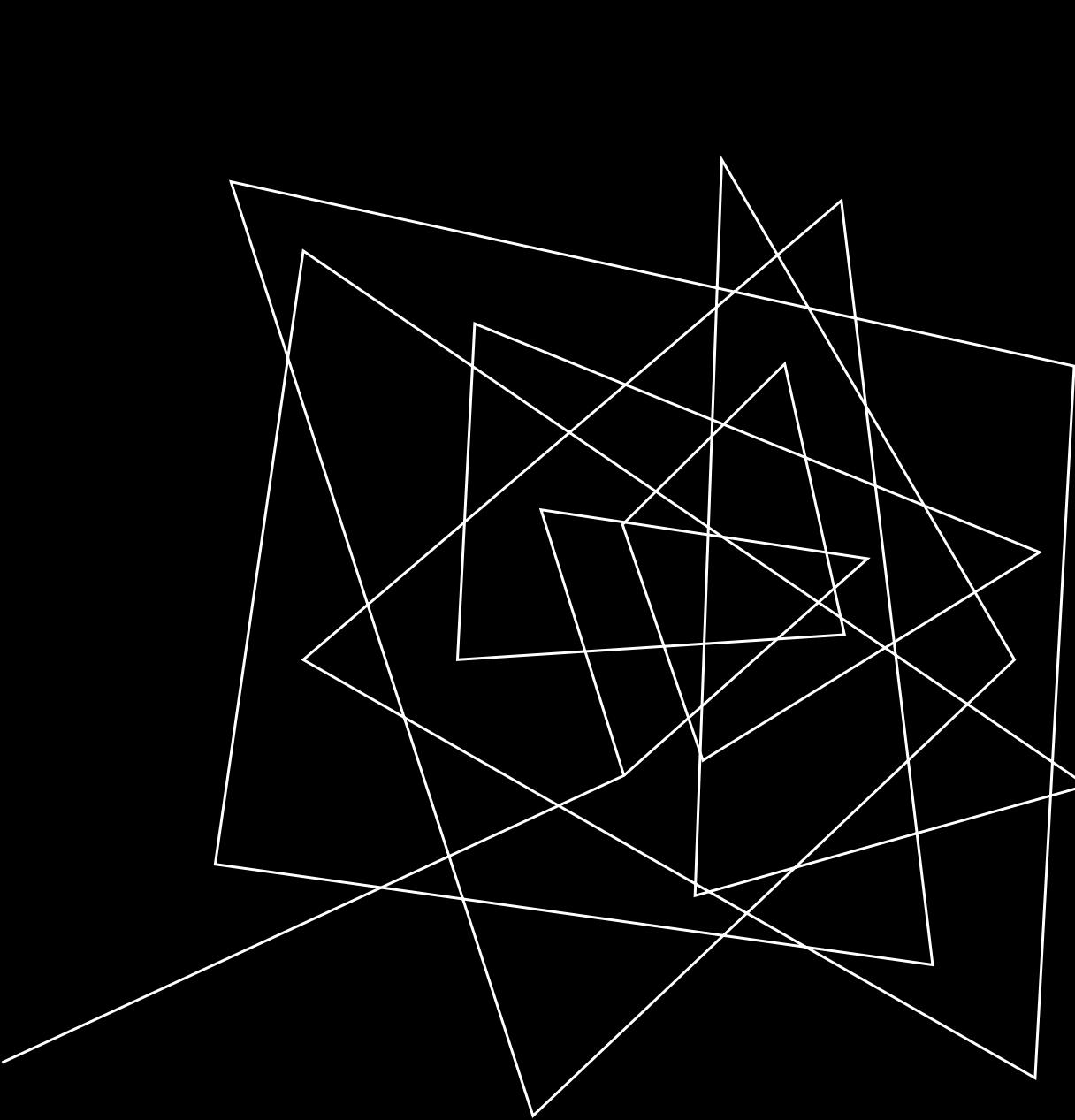
Designed with the help and input of experts in the field

PRODUCT BENEFITS

Cool and stylish product

Areas for community connections

Online store and market swap



COMPANY OVERVIEW

BUSINESS MODEL

ABSTRACT

We based our research on market trends and social media

DESIGN

We believe people need more products specifically dedicated to this niche market

RESEARCH

Minimalist and easy to use

MARKET OVERVIEW

\$3 BILLION

Freedom to invent

Selectively inclusive market

Serviceable available market

\$1 BILLION

Opportunity to build

Fully inclusive market

Total addressable market

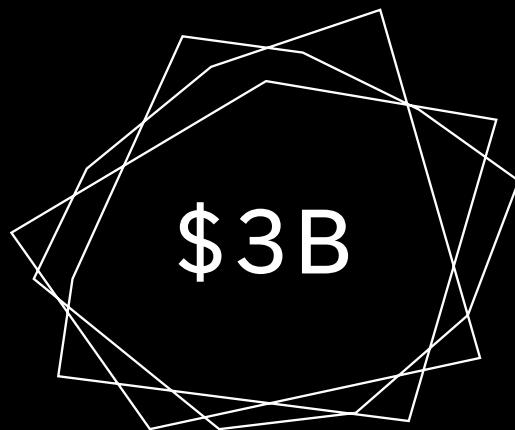
\$2 BILLION

Few competitors

Specifically targeted market

Serviceable obtainable market

MARKET COMPARISON

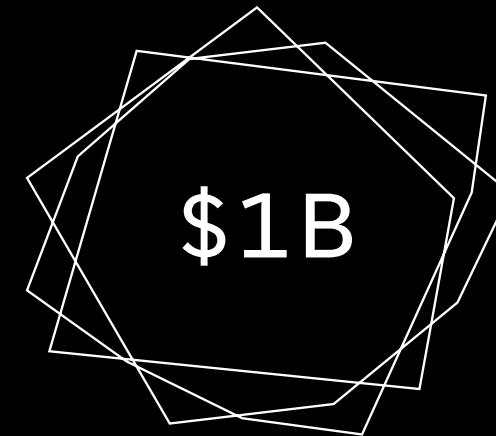


OPPORTUNITY TO BUILD

Addressable market

FREEDOM TO INVENT

Serviceable market



FEW COMPETITORS

Obtainable market



OUR COMPETITION

CONTOSO

Our product is priced below that of other companies on the market

Design is simple and easy to use, compared to the complex designs of the competitors

Affordability is the main draw for our consumers to our product

COMPETITORS

Company A

Product is more expensive

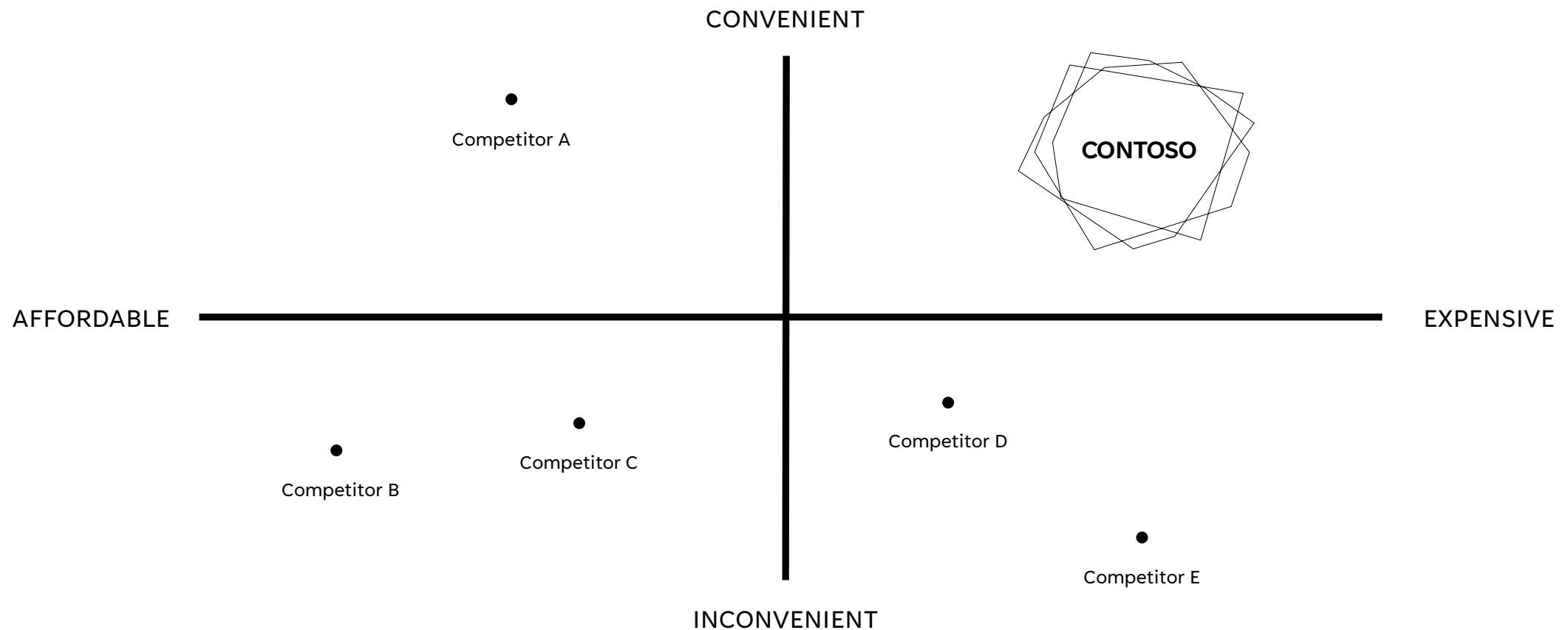
Companies B & C

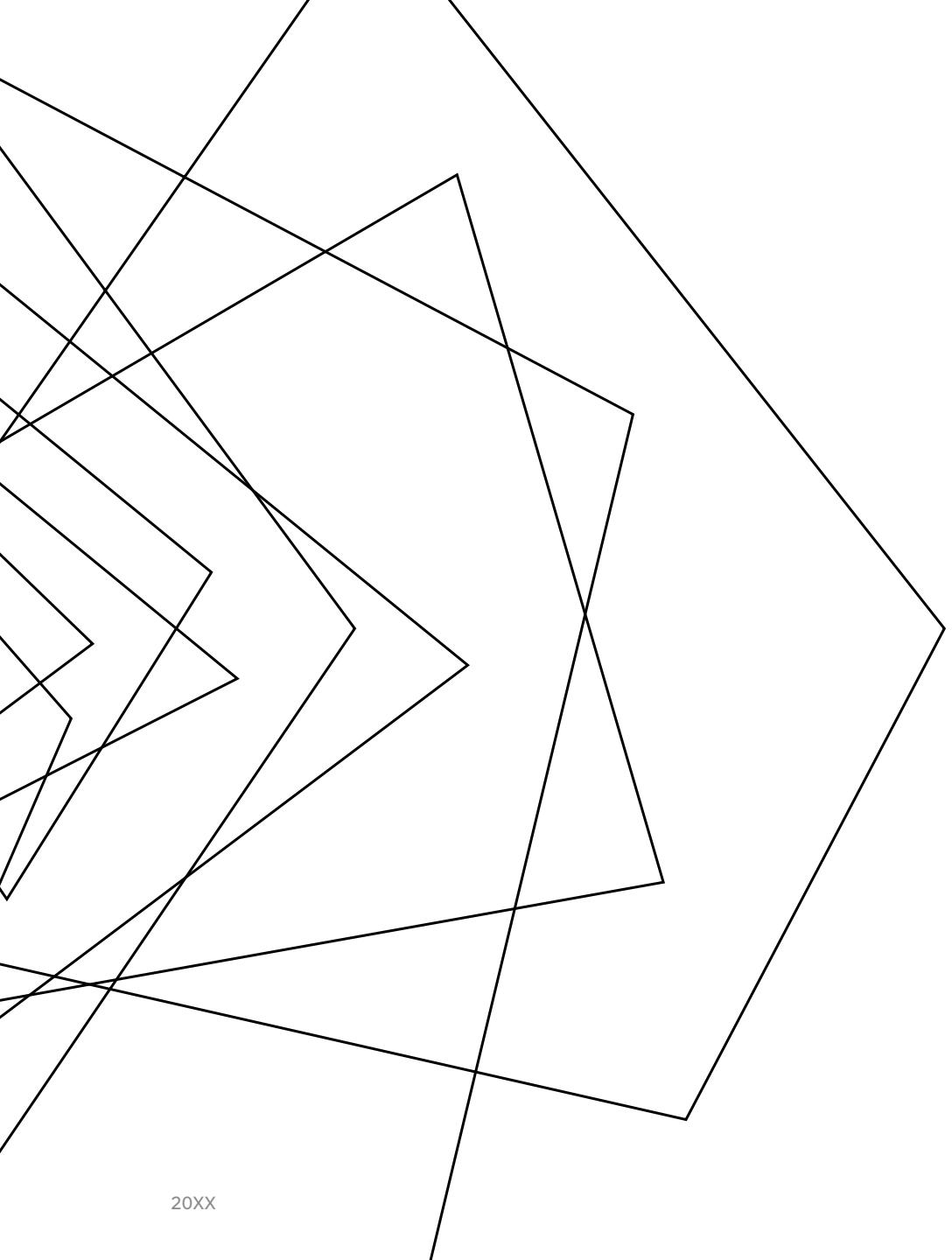
Product is expensive and inconvenient to use

Companies D & E

Product is affordable, but inconvenient to use

OUR COMPETITION





GROWTH STRATEGY

FEB 20XX

Roll out product to high profile or top-level participants to help establish the product

MAR 20XX

Release the product to the general public and monitor press release and social media accounts

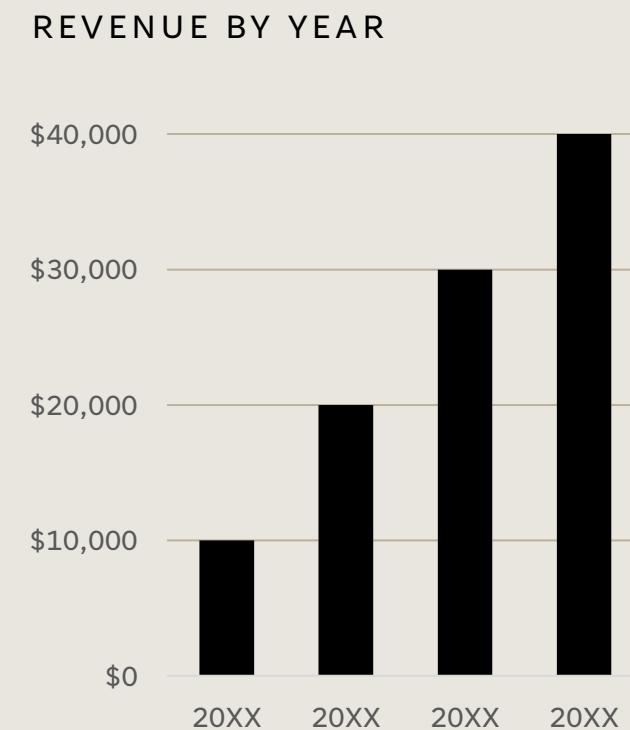
OCT 20XX

Gather feedback and adjust product design as necessary

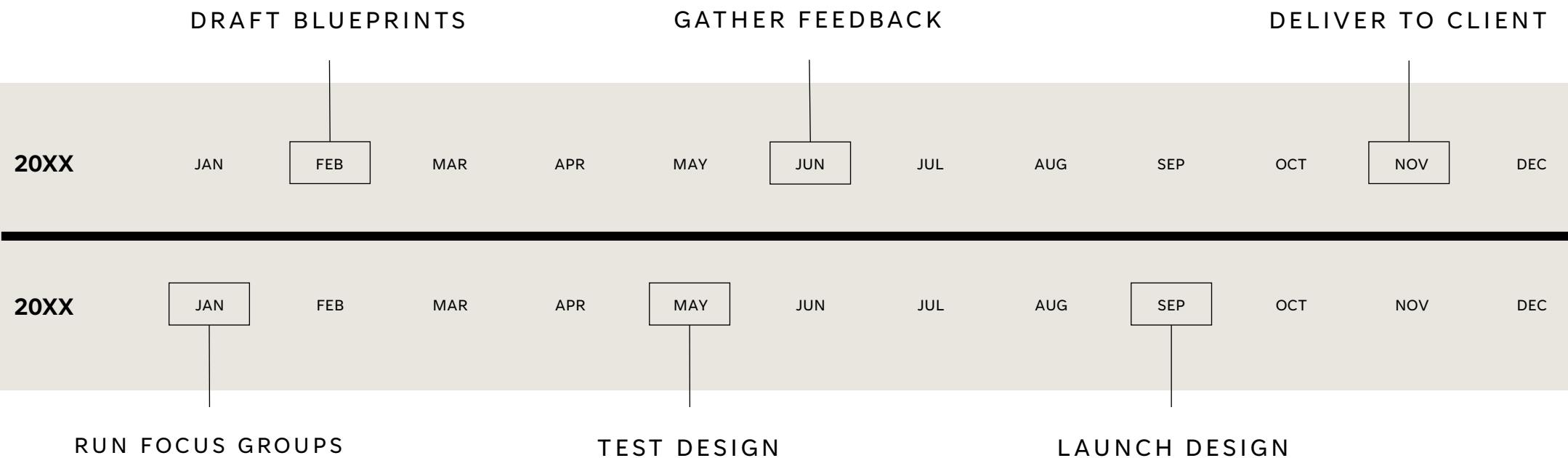
TRACTION

Forecasting for success

KEY METRICS				
	Clients	Orders	Gross revenue	Net revenue
20XX	10	1100	\$10,000	\$7,000
20XX	20	200	\$20,000	\$16,000
20XX	30	300	\$30,000	\$25,000
20XX	40	400	\$40,000	\$30,000



TWO-YEAR ACTION PLAN



FINANCIALS

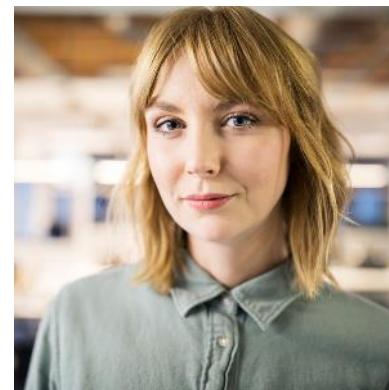
	Year 1	Year 2	Year 3
INCOME			
Users	50,000	400,000	1,600,000
Sales	500,000	4,000,000	16,000,000
Average price per sale	75	80	90
Revenue @ 15%	5,625,000	48,000,000	216,000,000
GROSS PROFIT	5,625,000	48,000,000	216,000,000
Expenses			
Sales & marketing	5,062,500	38,400,000	151,200,000
Customer service	1,687,500	9,600,000	21,600,000
Product development	562,500	2,400,000	10,800,000
Research	281,250	2,400,000	4,320,000
TOTAL EXPENSES	7,593,750	52,800,000	187,920,000

MEET THE TEAM



TAKUMA HAYASHI

President



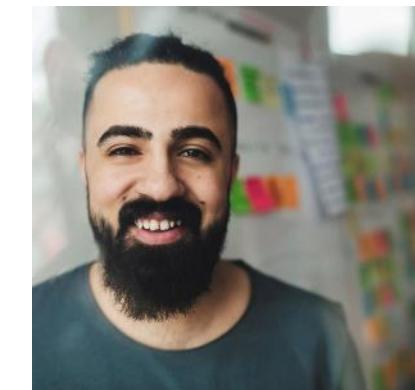
MIRJAM NILSSON

Chief Executive Officer



FLORA BERGGREN

Chief Operations
Officer



RAJESH SANTOSHI

VP Marketing

MEET THE TEAM



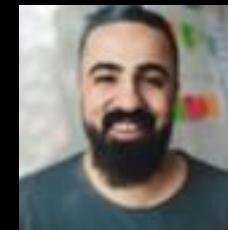
TAKUMA HAYASHI
President



MIRJAM NILSSON
Chief Executive Officer



FLORA BERGGREN
Chief Operations Officer



RAJESH SANTOSHI
VP Marketing



GRAHAM BARNES
VP Product



ROWAN MURPHY
SEO Strategist

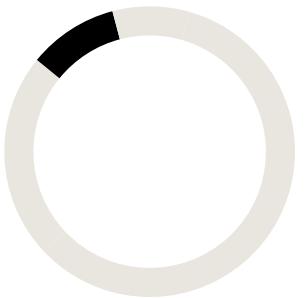


ELIZABETH MOORE
Product Designer



ROBIN KLINE
Content Developer

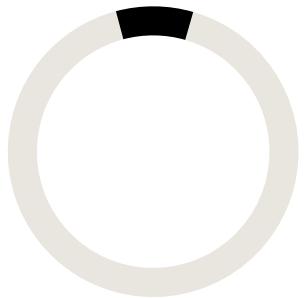
FUNDING



\$14,000

ANGEL INVESTMENTS

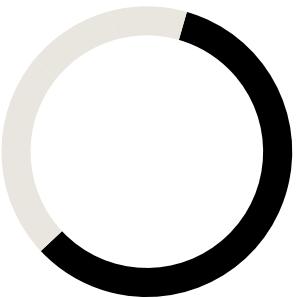
Amount obtained through
other investors



\$12,000

PROPERTY

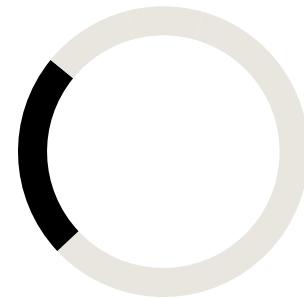
Revenue obtained from
property rentals



\$82,000

SHARES

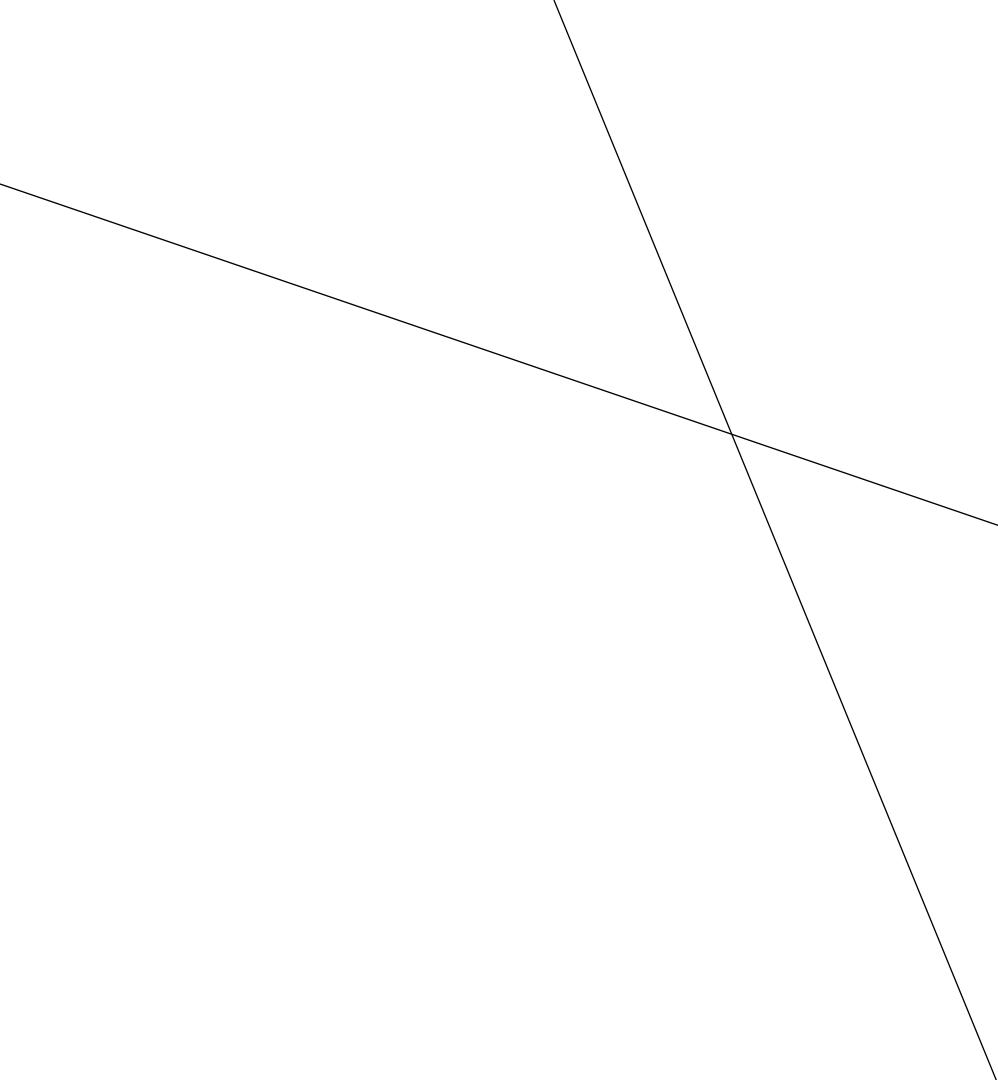
Number of shares converted
into USD



\$32,000

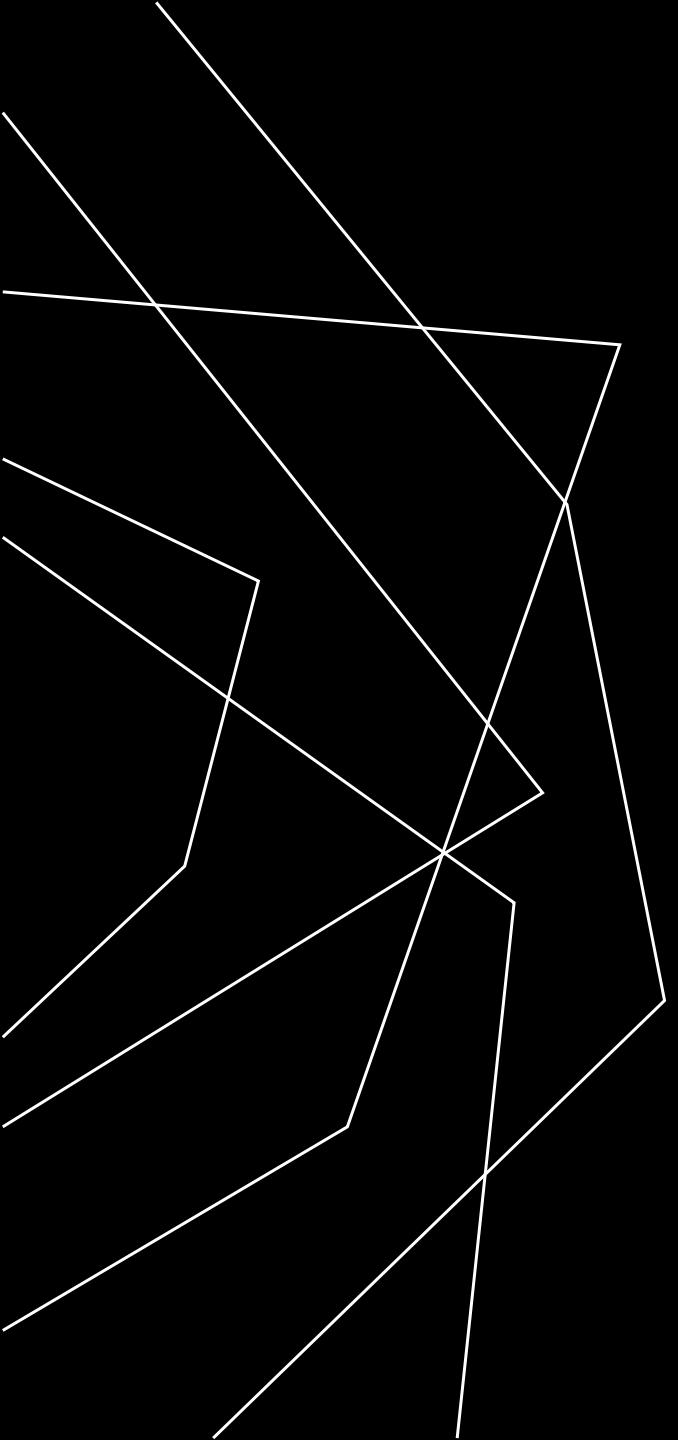
CASH

Liquid cash we
have on hand



SUMMARY

At Contoso, we believe in giving 110%. By using our next-generation data architecture, we help organizations virtually manage agile workflows. We thrive because of our market knowledge and great team behind our product. As our CEO says, "Efficiencies will come from proactively transforming how we do business."



THANK YOU

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