

Company ABC

One line pitch of the company | [Website](#)

Executive Snapshot

Company ABC is creating a marketplace to connect professional volunteers to other non-government nonprofit organizations (NGO). They are looking to solve 2 main problems: 1) Provide opportunities to professionals to make a social impact 2) Provide volunteers to NGOs. Company ABC was launched in YYY as a B2C Platform (NGO to direct volunteers) but pivoted to B2B in YYY and is facilitating corporates to engage employees with impact creating volunteering opportunities for various NGOs. Company ABC is also the official volunteering partner for X+ corporates (Notable corporates include ABC, XYZ) with few contracts until 2023. Till date, Company ABC has matched NNN NGOs from NN countries to over NNNN skilled professional volunteers from NN+ countries.

Team

Name , CEO and Founder

An YYY, MM ISM(IIT) Alumni; [LinkedIn](#)

Kothacharla Jagan, CBO and Co-founder

An YYY, Msc Chemistry ISM(IIT) Alumni; [LinkedIn](#)

Financials

- Accelerated by ABC
- Raised \$YY so far from friends & family
- ARR for FY 2021 is \$NNN, Estimated expenses for FY 2021 is \$NNN

Revenue model

- \$XX basic subscription for each corporate per annum
- \$X per each engaged employee per annum

Market

Annually \$X billion is spent on corporate social responsibility. X% of volunteering happens through corporate volunteering

Competitors

Company PQR is good at doing ABC but does not provide A,B feature that this company provides

Funding Round Details

Looking to seed \$XXX and funds would be used for following activities:

- Product expansion to impact measurement and donation platforms.
- Marketing to acquire new corporates
- Expansion to KK markets

Funding terms

Type: SAFE; Discount to next round: 30% ;

Pre-Money Val Cap: \$XXX

Next Milestone

With \$XXX raised, Company ABC aims to hit \$LLL revenue, NNN+ volunteering projects, NN+ corporates in 18 months alongside expanding the product to include A, B features.

Capitalization table

	Founder 01	Founder 02	Founder 03	Current Investors
Equity	40%	25%	20%	15%
Invested	Rs 5L	Rs 3L	Rs 0	Rs 12L