



RedClaimer

Automating debt collection
without lawyers



José Antonio Caballero
**Business
administration**



Antonio Texidó
Lawyer



Rafael Moya
Lawyer



Ali Parandeh
Entrepreneur



Amine Berraoui
Entrepreneur





39 million



RedClaimer



39 million



RedClaimer





RedClaimer





RedClaimer



Every year, on average:



1.75 invoices

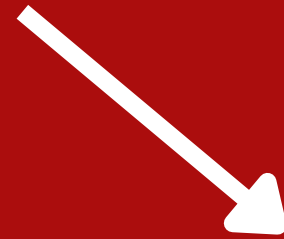


8.3 unpaid invoices

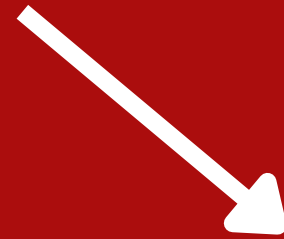
RedClaimer



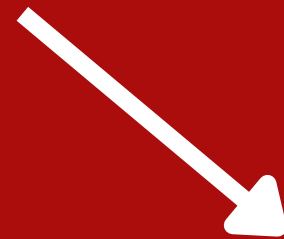
Imagine if you could....



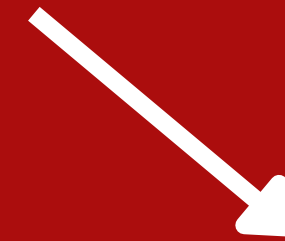
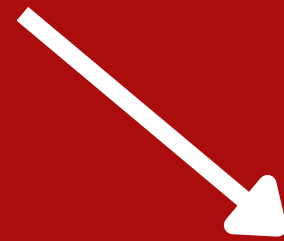
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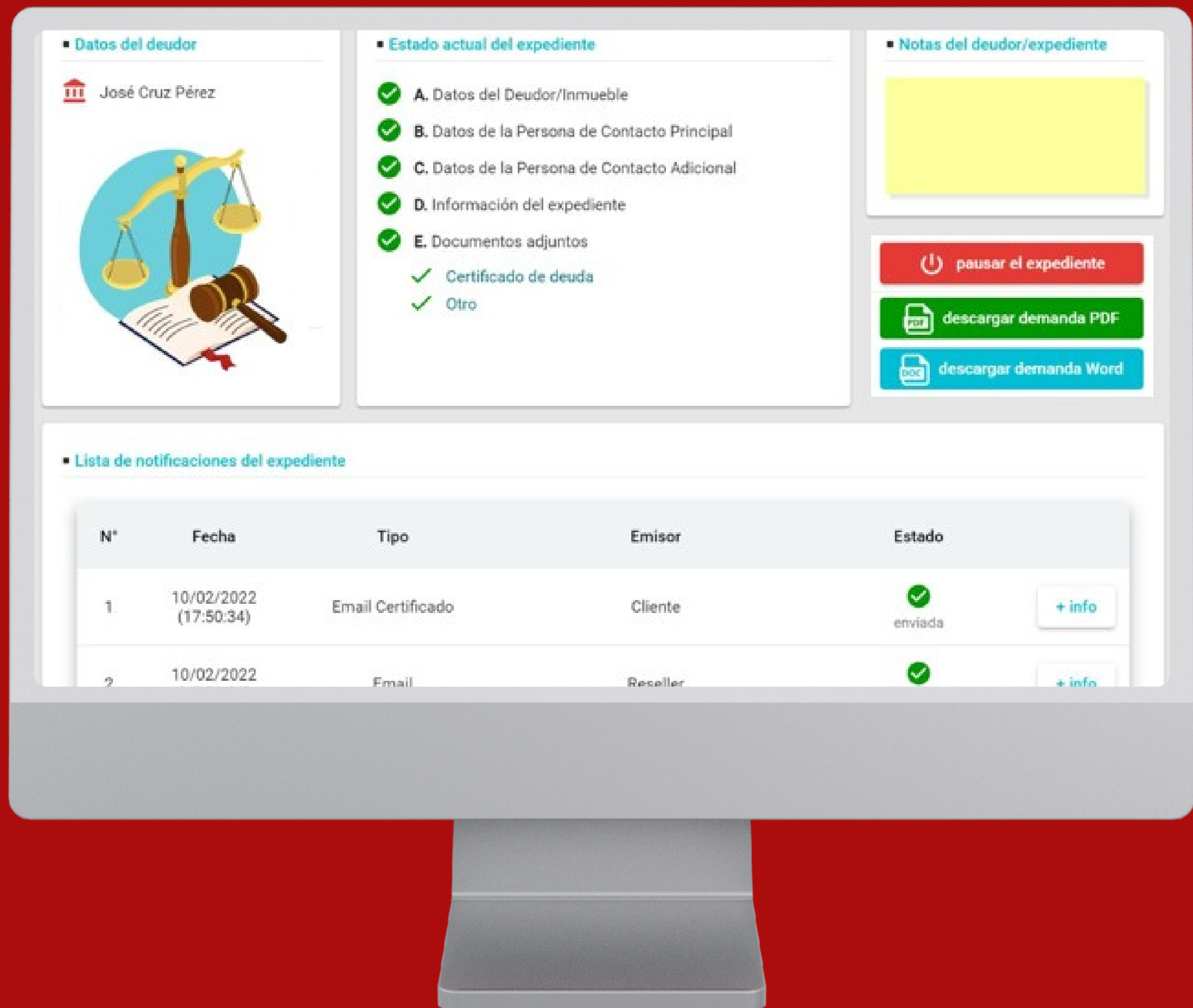


Imagine if you could....



Imagine if you could....





Complete automated system



Type of Claims



Invoices

B2B and B2C

10 million

Type of Claims



Invoices

B2B and B2C

10 million



**Community
Fees**

500k

Type of Claims



Invoices
B2B and B2C

10 million



**Community
Fees**

500k



Unpaid Rent

350k

Revenue Model

19,90€ + VAT

Express. without
Documents

RedClaimer



Revenue Model

19,90€ + VAT

Express. without
Documents

49,90€ + VAT

**Full Claim with legal
documents**

RedClaimer



Revenue Model

19,90€ + VAT

Express. without
Documents

49,90€ + VAT

**Full Claim with legal
documents**

**300 to 450€ +
VAT**

Fixed fee claim with
legal assistance*

*Excluding stamp duty

RedClaimer



Go To Market Strategy

Direct SEM/SEO

Metrics from 2022-01 to 2022-06	
CPI	0,05 €
CPC	0,89 €
CTR	5,69%
CPL	15,26 €
CAC	191 €

E.g Objective: SMEs



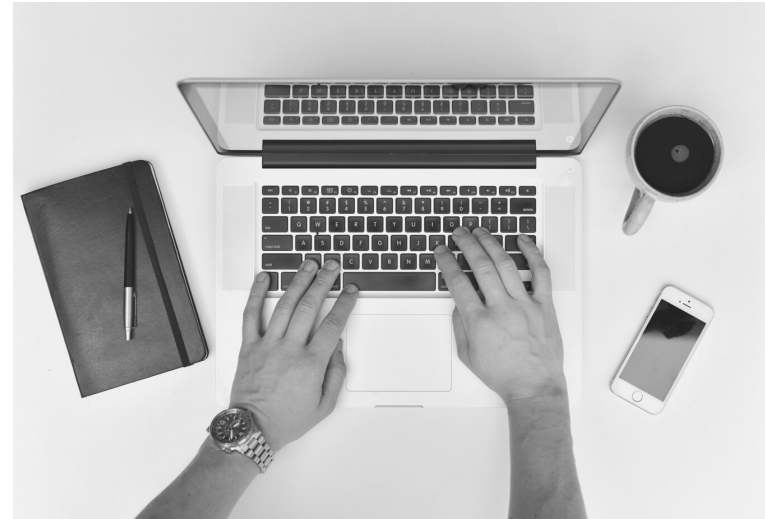
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E.g Objective: SMEs

API Integration



E.g with Account Software
like ODOO



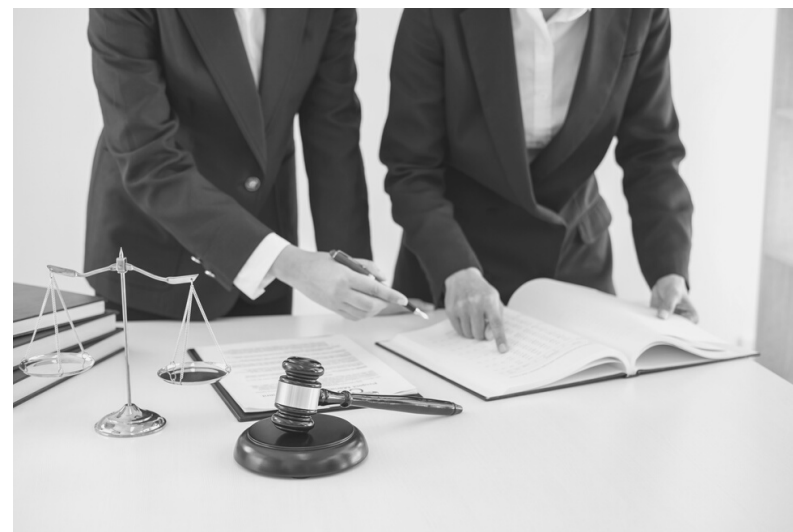
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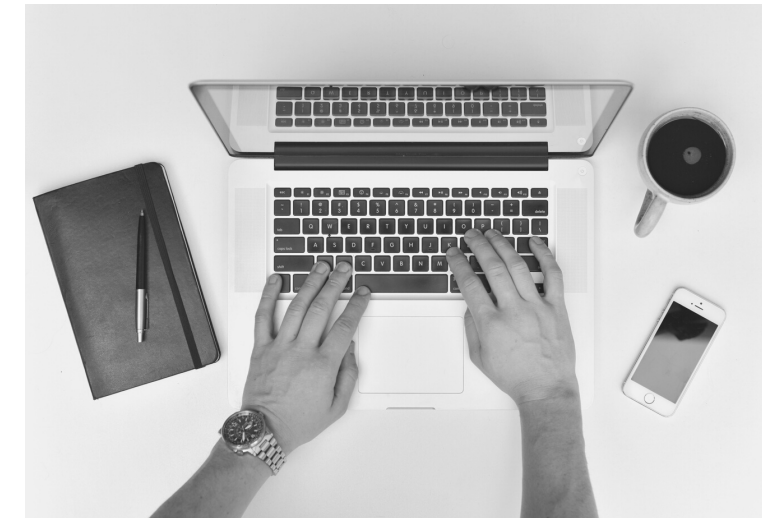
E.g Objective: SMEs

SaaS Platform



Objective: Lawfirms and young lawyers that want to expand services

API Integration



E.g with Account Software like ODOO



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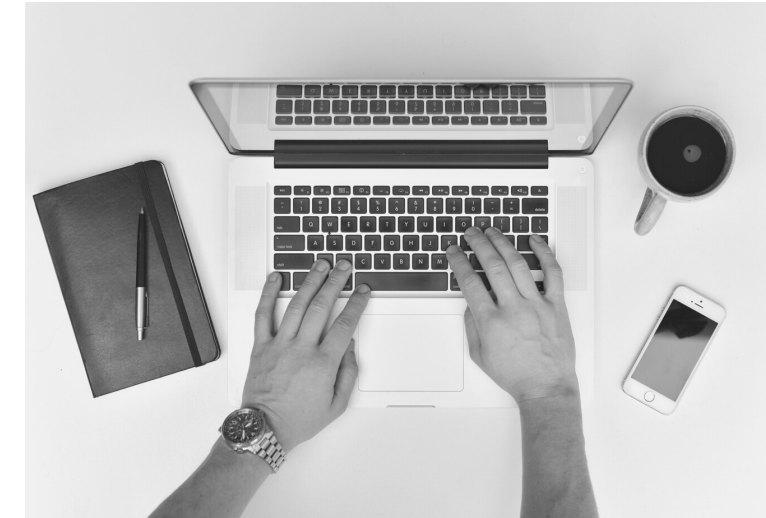
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SaaS Platform



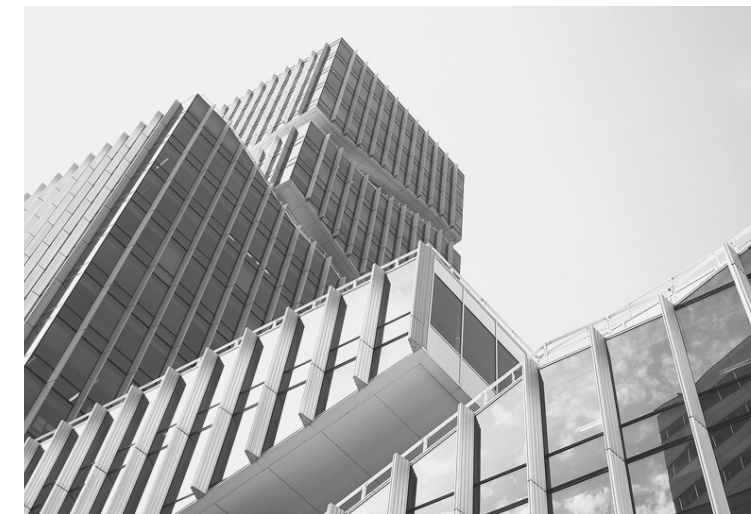
Objective: Lawfirms and young lawyers that want to expand services

API Integration



E.g with Account Software like ODOO

White Label



Objective: Companies with high volume of small invoices



Competitors



Notification
and payment
automation

COBRAMUS



Real Time Report



Legal documents
generation

icired



Debtors list



Recobrarte



Mediation &
Negociation

RedClaimer



SaaS, Automated
Debt Recovery-
No Lawyers



Assumptions

1. Each business or Family fails to pay 1.75 invoice
2. Each customer claims 6,30 invoices per year
3. They stay with us, approximately, 8 years

Current Metrics

CAC : **191€**

Current number of clients: **150**

Total number of claims: **943**



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Total number of claims: **943**

Average Ticket Price: **49,95 €**

Average number of claims/client/year: **5.6**

Average Life Years of a Business: **8 years**

Life Time Value / Client: **2.237,76 €**

Current CAC-LTV: **11,72**



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Total number of claims: **943**

Over **2.000.000€** of processed
debts

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Total number of claims: **943**

Average Ticket Price: **49,95 €**

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Average Life Years of a Business: **8 years**

Life Time Value / Client: **2.237,76 €**

Current CAC-LTV: **11,72**

Over **2.000.000 €** of processed
debts

68% +
Success



Market opportunity

988 million 

invoices issued each
year
in Spain

Market opportunity

988 million 

invoices issued each
year
in Spain

70% 

less than 3.000 €

Market opportunity

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70% 

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3,9% 

39.000.000 invoices
that turn into debt

Market opportunity

988 million 

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that turn into debt



Expansion possibility* in year 3: to UK,
France, Portugal and Italy

*All these countries have similar laws
for small debt claims



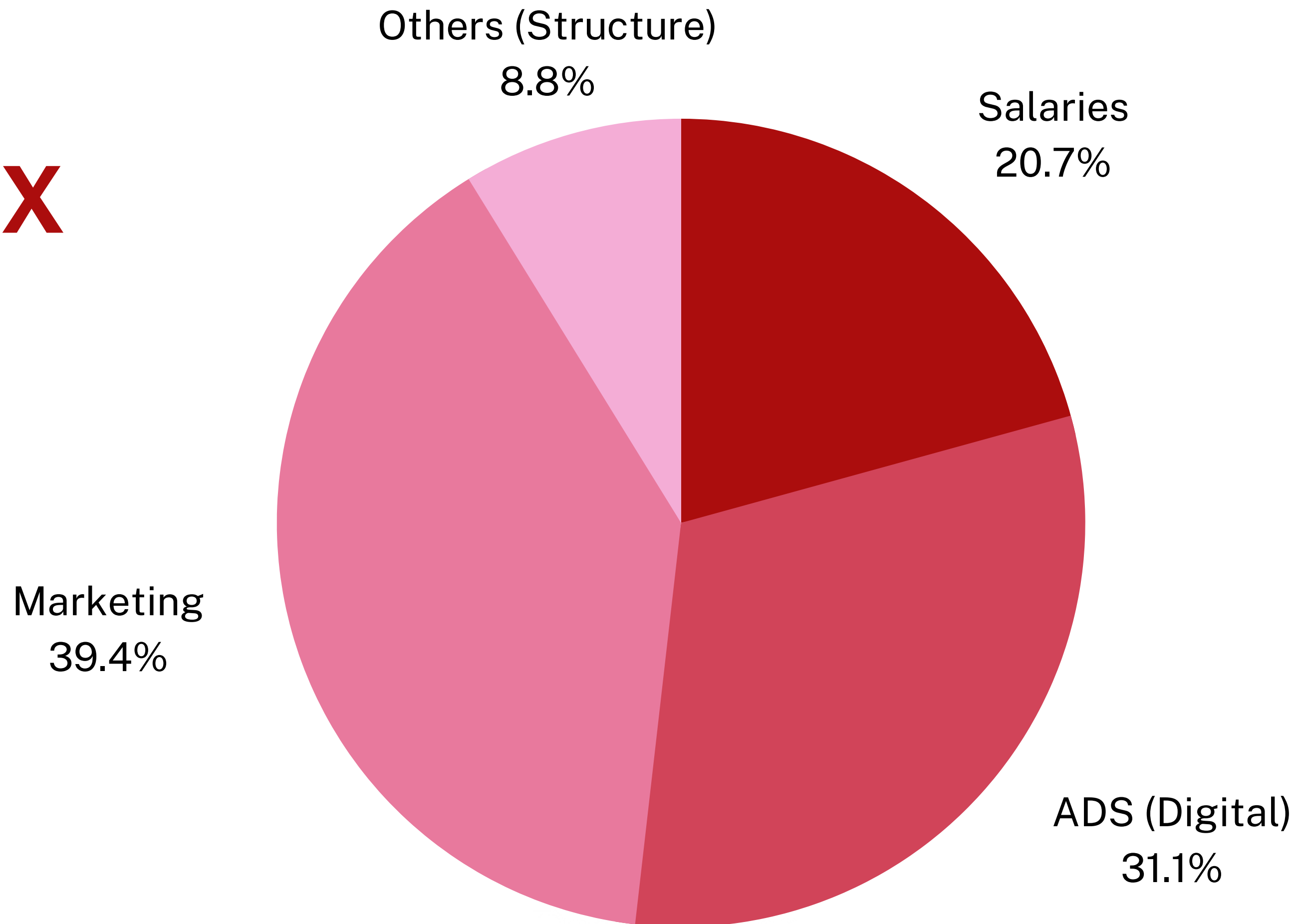
Growth
expectation

Growth Expectation	Accumulative growth / N° Of Clients	Revenue
Expected growth in 6 months	500	€ 139.860,00
Expected growth in 12 months	1250	€ 349.650,00
Expected growth in 24 month	2700	€ 755.244,00



	2021	2022 (1-3Q)	2023	2024	2025	2026	2027
TURNOVER	7.167,50 €	19.728,00 €	134.127,00 €	698.607,00 €	1.704.528,00 €	3.083.472,00 €	4.808.601,00 €
SUPPLY	-5.285,71 €	-1.875,00 €	-4.577,35 €	-23.841,35 €	-58.170,40 €	-105.229,60 €	-164.103,05 €
STAFF	-17.454,95 €	-25.804,00 €	-60.000,00 €	-60.000,00 €	-60.000,00 €	-60.000,00 €	-60.000,00 €
OTHER OPERATING EXPENDITURE	-30.321,90 €	-21.972,00 €	-166.921,51 €	-305.979,43 €	-446.803,11 €	-589.118,89 €	-732.819,40 €
EBITDA	-45.895,06 €	-29.923,00 €	-97.371,86 €	308.786,22 €	1.139.554,49 €	2.329.123,51 €	3.851.678,55 €
FINANCIAL RESULTS							
AMORTISATION			-3.000 €	-4.000 €	-5.000 €	-6.000 €	-7.000 €
EBT	-45.999,61 €	-29.923,00 €	-100.371,86 €	304.786,22 €	1.134.554,49 €	2.323.123,51 €	3.844.678,55 €
CORPORATE TAX				-32.122,94 €	-283.638,62 €	-580.780,88 €	-961.169,64 €
NET PROFIT	-45.999,61 €	-29.923,00 €	-100.371,86 €	272.663,28 €	850.915,87 €	1.742.342,63 €	2.883.508,91 €

OPEX





J.A. Caballero
CEO



Antonio Texidó
CCO



Mercedes Pires
CCO



Rafael Moya
CLO

Team



Antonio Olmo
**BackEnd
Developer**



Francisco Olmo
**FrontEnd
Developer**



Ali Parandeh
Advisor



Amine Berraoui
Advisor



investment by founders

20.000 €

previous round

90.000 €

Current funding round

**435.000 €
in exchange of 20%**

already raised: 110.000 €

**Pre Money Valuation:
2.000.000 €**



RedClaimer

**Automated debt recovery with all legal
documents without lawyers**

**We specialise in small
debt claims where
lawyers struggle to
justify their time and
fees**