

Almexoft

AI WORKFLOW ORCHESTRATION FOR DOCUMENT-CENTRIC PROCESSES

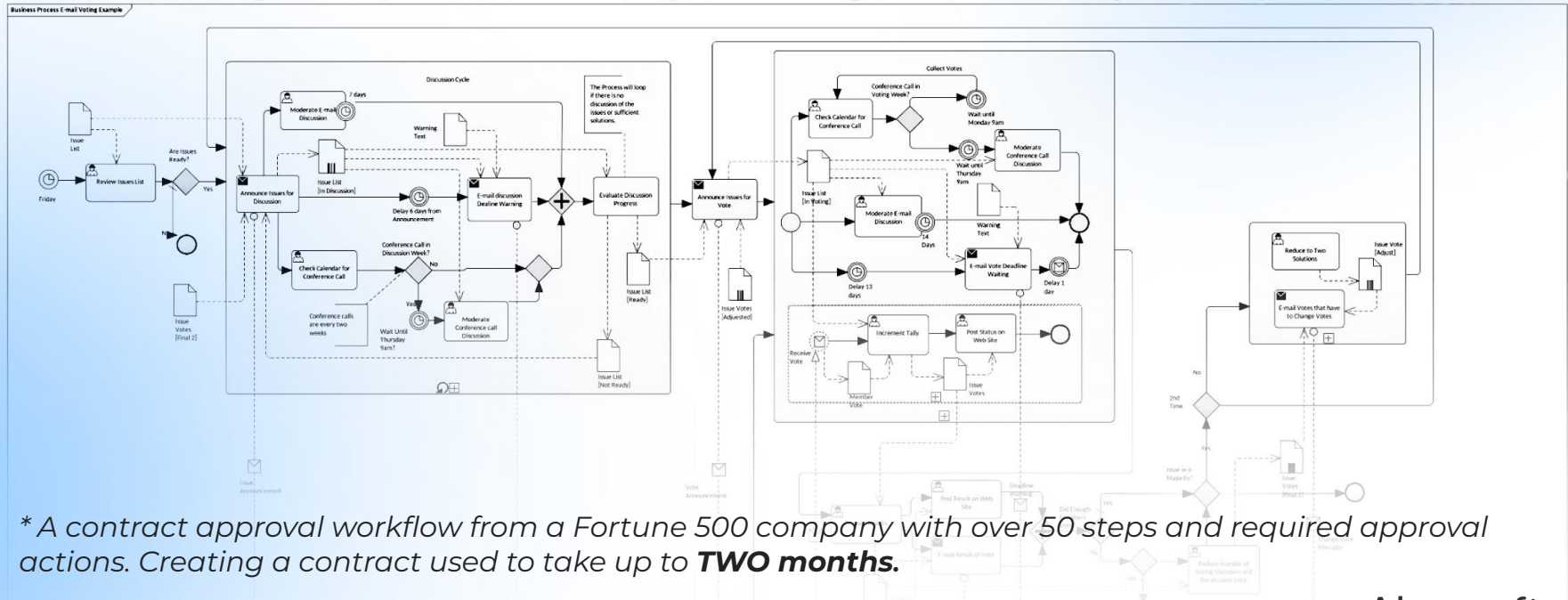
2 Millions Annual Revenue

Trusted by 90+ Customers | Over 100K of Active Users



The world's largest and most critical industries run on documents. That isn't going away.

That causes the process to be stuck in millions of different workflows and approval processes. **Just like this:**



* A contract approval workflow from a Fortune 500 company with over 50 steps and required approval actions. Creating a contract used to take up to **TWO months**.

PROBLEM

202M Annually for AI-Adoption - KPMG



"AI is shifting value to layers around the core (agents, automation, analytics), fundamentally changing how ERPs are designed and delivered."

- Deloitte, August 4, 2026 **Deloitte.**

"PwC says the next step is multi-agent systems working across complex, cross-functional workflows."

- PWC, May 16, 2025



"...organizations are advancing how AI agents are used, shifting from standalone applications to more coordinated, enterprise-level orchestration."

- KPMG, June, 2026



One Platform to Orchestrate People, Document Workflows and AI-agents



 **EMPLOYEES**

OUR CUSTOMERS SAVE **UP TO 80%** OF THEIR PROJECT BUDGETS AND GO LIVE **IN WEEKS**

ERP ADD-ONS

BPM SOFTWARE

DOCUMENT MANAGEMENT

 **opentext™**

 Power Automate

 **SAP**

 **PEGA**

 **appian**

 **bizagi**

 **CAMUNDA**

 **M-Files**

 **DocuWare**

 **conga**

 **S**

Almexoft

CRITERIA

AI & Agentic Integration

Medium / Advanced

Advanced

Limited / Medium

Easy

Workflow Automation

Complex

Easy

Complex

Easy

Implementation Complexity

Very Complex

Complex

Moderate / Complex

Easy

Implementation Cost

High

High

Medium

Low

IT / Developer Dependency

High

High

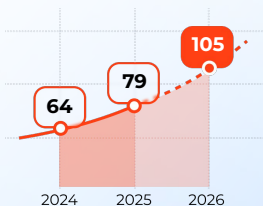
Medium / High

Low

Already **achieved** a product market fit

90+

ENTERPRISE CUSTOMERS

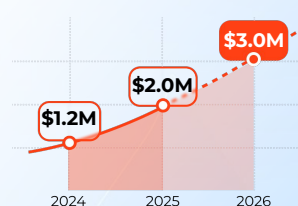


2X

USER
GROWTH YoY

\$2M

2025 REVENUE



Strong Unit Economics

CAC

\$7 934

ASC
(average sales cycle):

99 days

97%

Retention rate
2024-2026

LTV

\$137 835

Gross margin
(2025):

76%

Global AI Workflow Orchestration Market

35 %

MARKET GROWTH YoY

\$21B*

GLOBAL MARKET BY 2030

** According to Technavio report from April 2026, Global AI Workflow Orchestration Market 2026–2030*

SAM in US only

21,000 x 70% x 250,000\$

\$3,7B



IHOR PRYKHODKO

CEO, Co-founder

15 years of experience in enterprise software business.

Berkeley Haas.



MEDET ABENOV

COIO, Co-founder

Digital transformation projects for large companies in Asia.

Executive MBA.



MYKYTA VASYLIEV

CTO, Co-founder

Development Leader for major banks, worked in China & EU.

PhD.

- **ALUMNI OF GFS, HUGE THINGS & 500 GLOBAL**
- **NEARLY A DECADE WITH FORTUNE 500 & TOP BANKS**
- **DEEP EXPERTISE IN ENTERPRISE PROCESSES & TECH**

500

**HUGE
THING**

Google
for
Startups

UC Berkeley
Haas



90+ CLIENTS



10+ PARTNERS



ASK **\$4M** SEED FOR US SCALING

AND BECOME A **WORLD LEADER** IN **AI WORKFLOW ORCHESTRATION**

KEY OBJECTIVES FOR THE SEED ROUND:



Launch sales in the US



250 customers



20 M ARR by 2029



Let's talk

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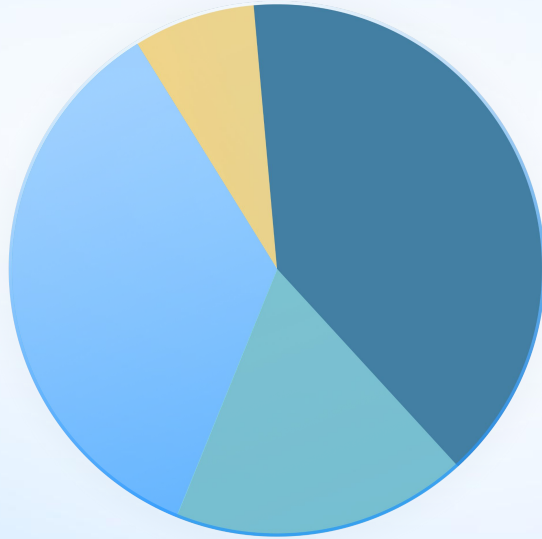
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Learn more

Join us in accelerating Almexoft's U.S. expansion

70% of Revenue Is Recurring



- Annual Support Fee 38%
- Annual Licensing 33%
- Implementation 21%
- Other 8%

Named User License

\$99 / user / year

Concurrent User License

\$333 / concurrent user / year

Named User Support

\$69 / user / year

Concurrent User Support

\$219 / concurrent user / year

TOP 3 MARKETPLACE MODULES

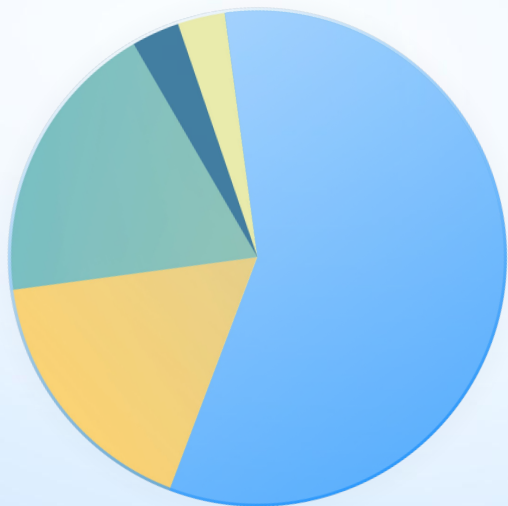
Almexoft AI - \$14 400 / year

AlmexSign - \$9 900 / year

Knowledge base - \$6 900 / year

Replicating & Scaling a **Proven GTM Motion** in the US

Proven Traction for the last 3 years



● Inbound 60% ● Partner Channel 18% ● Referral 18%
● Events 2% ● Outbound 2%

US GTM Priorities

- **INBOUND**
Always-on inbound
- **OUTBOUND**
Scalable outbound engine
- **Partner-led market entry with:**
Open doors and build trust



Unlocking **Exponential Growth** in the U.S. Market



**The U.S. gives us access to a vastly larger pool of ICP-fit enterprises, removing the market-size constraints we currently face across our home markets in Europe and Central Asia.*

Our goal: grow **from current 90 to 250+** customers over the **next 2 years**, with the majority of new customers coming from the U.S.

