

Gleemo Web2 Operating Business

AI Sales Agent + relationship-manager brokerage, with a disciplined path to profit.

ROUND

USD 2.0M

SAFE

CAP

USD 10-12M

20% discount

BREAKEVEN

Month 4

model path

GROWTH ROUND

Up to USD 20M

conditional

Execution capital, not survival capital.

The pre-seed funds measurable operating proof before a larger Growth Round.

- AI Agent already supports scalable buyer qualification with source-backed usage to be confirmed under NDA.
- RM brokerage converts partner inventory and demand into gross commission revenue.
- Cross-border is upside to the domestic engine, not the base-case dependency.
- The model shows early breakeven and cash discipline, with monthly KPI reporting.

Two engines, one commercial system.

Product adoption and RM productivity compound into revenue quality.

Engine	Role	Proof Required
AI Sales Agent	Qualified-buyer automation and client savings	Usage export, methodology, client validation
RM Brokerage	Gross commission revenue through partner inventory	CRM/BI exports, conversion, commission reconciliation
Marketplace	Apps/agents availability and SaaS expansion	Active apps, client adoption, recurring revenue evidence

The model now anchors the story.

Every investor-facing file should use these operating numbers.

Y1 REVENUE

~USD 5.8M

ramp year

Y2 REVENUE

~USD 23.1M

near-peak

24M REVENUE

~USD 28.8M

cumulative

PEAK RUN-RATE

~USD 27.6M/yr

exit M24

PEAK CAPACITY

1,000 units/mo

40 RMs

EBITDA MARGIN

~38%

Y2

Scale is staged, not assumed.

The 1,000-unit peak depends on the mature 40-person RM organization.

Timing	RM Count	Units/mo	Marketplace apps/agents
M1	2	2	6
M6	25	150	18
M12	40 incl. 6 managers	500	36
M18	40	740	58
M24	40	1,000	80

USD 2M tied to execution proof.

Budget discipline is part of the underwriting case.

Bucket	Allocation	Purpose
Sales & Marketing	USD 700K / 35%	RM ramp, AI Agent acquisition, partner activation
Technology & Product	USD 500K / 25%	Reliability, data/BI, marketplace depth
Operations & People	USD 400K / 20%	Execution owners, finance, reporting
Legal/Admin/Reserve	USD 400K / 20%	Governance, contracts, runway cushion

The Growth Round is earned.

No guaranteed markup; follow-on depends on source-backed proof.

- Validate AI Agent usage, savings methodology, and client status under NDA.
- Keep GMV separate from revenue in every investor discussion.
- Track RM productivity, CAC, revenue quality, and cash runway monthly.
- Pursue Growth Round only after proof points are visible.

A disciplined entry into an operating proof story.

The investor funds acceleration, governance, and repeatable evidence.

Term	Position
Instrument	SAFE
Round size	USD 2,000,000
Valuation cap	USD 10-12M
Discount	20%
Advisory	0.5%, subject to final agreement