



QR Payment

New Era of payment solutions
SaaS-Fintech

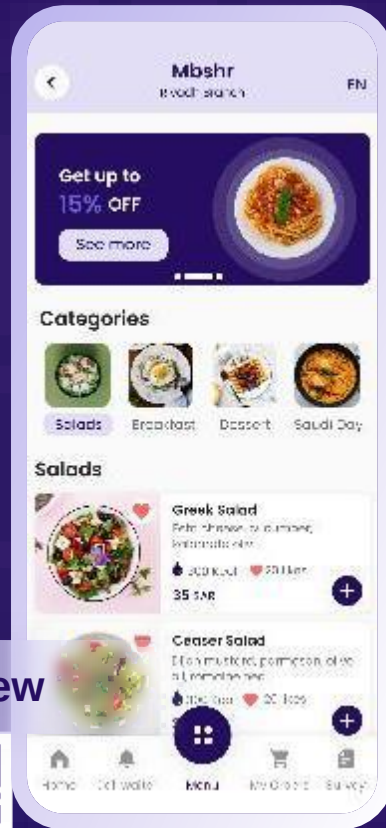


Product



1

Scan & View



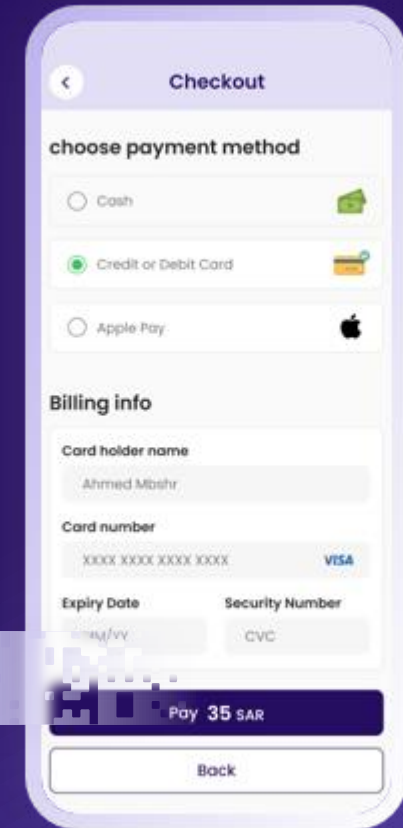
2

Split, Tips



3

Pay



Problem

5-9% spending in marketing

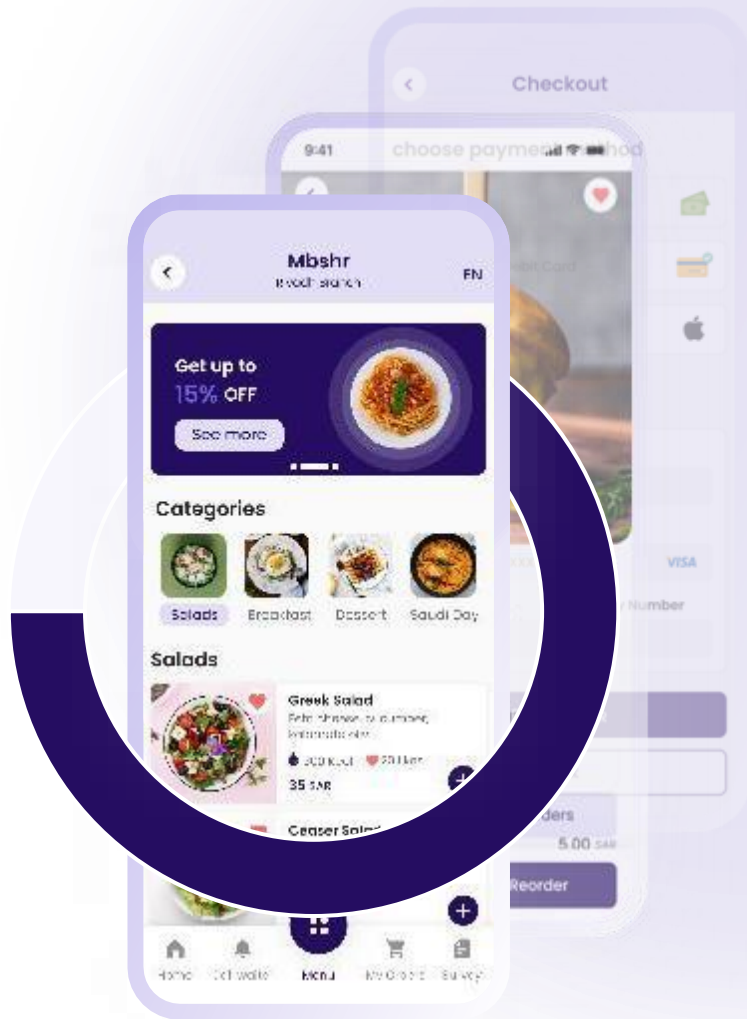
Unmeasurable Marketing Metrics
due to Difficulty of Data collection



Waiter
Motivation



Solution



Low
Cost

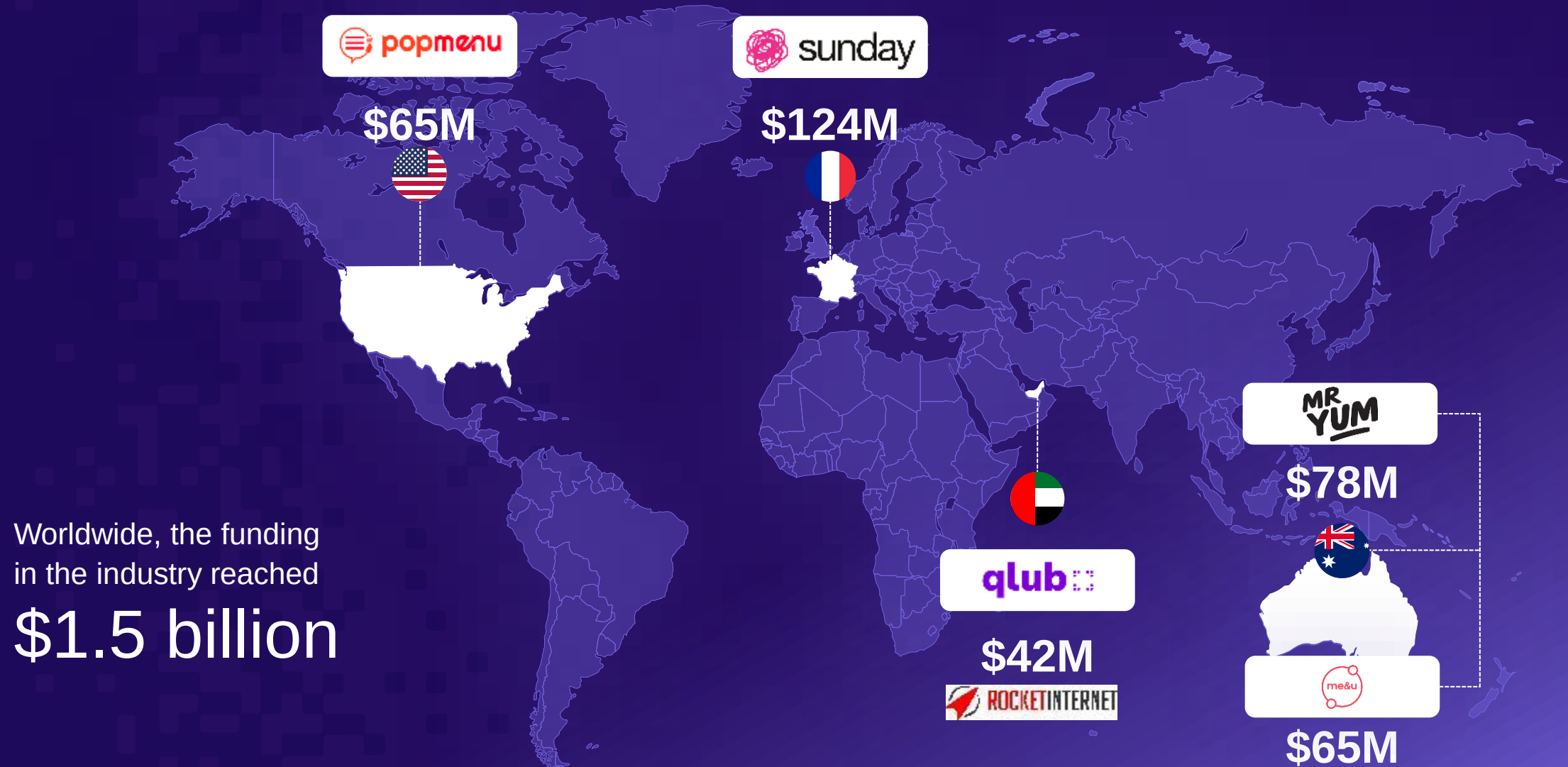


measuring marketing
metrics
CAC, CLTV, NPS

Skin in the game
Motivation for better service

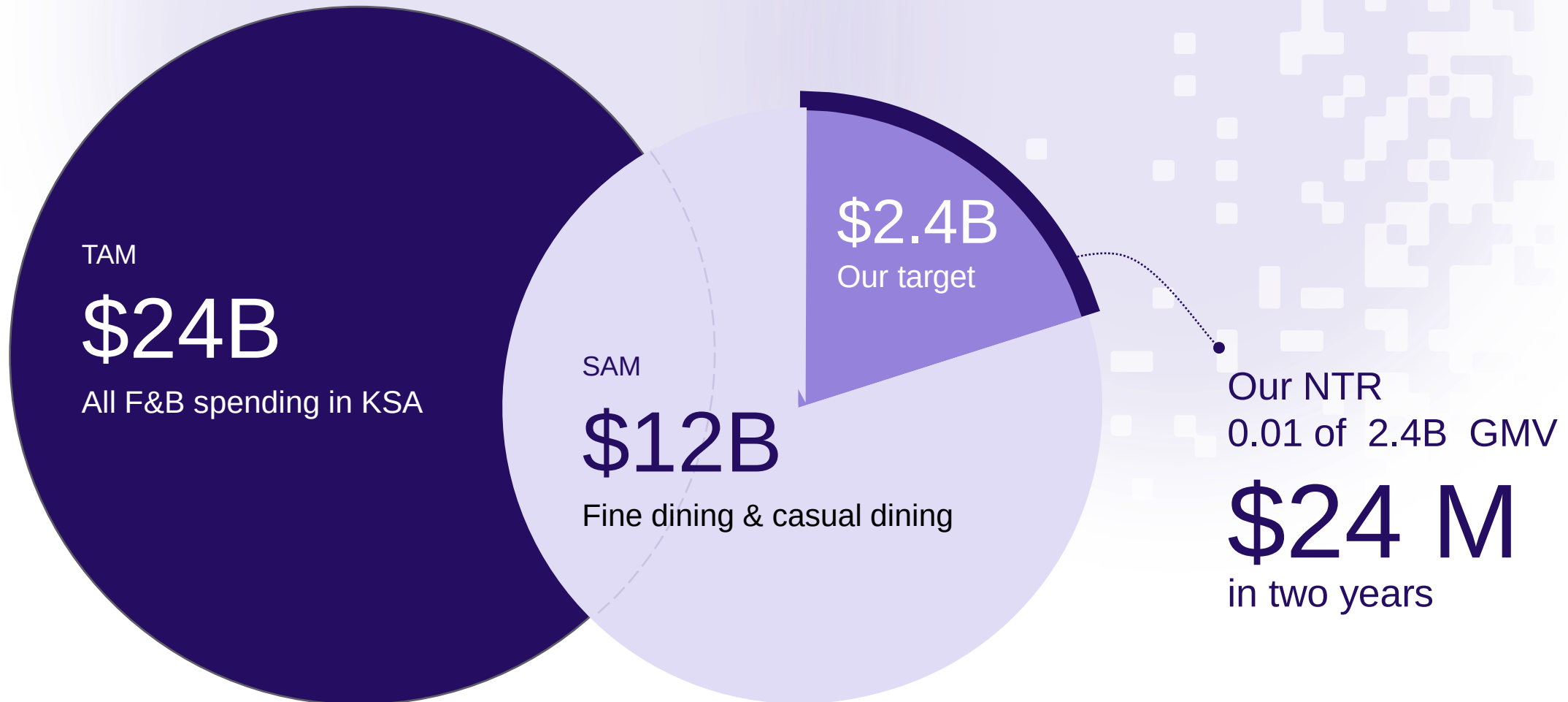
Connecting Waiter rewards
(Tips) with TT size will lead
to Upselling

An emerging industry



Worldwide, the funding
in the industry reached
\$1.5 billion

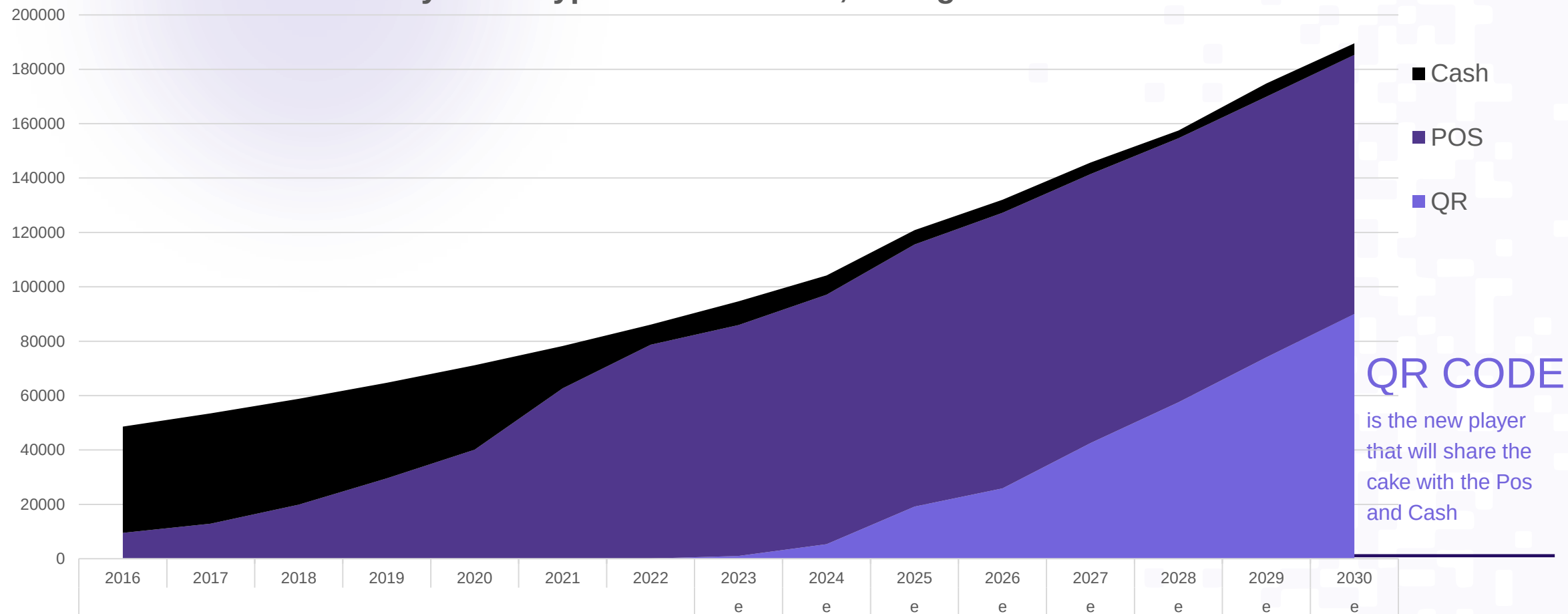
Market size



Payment Method in Hospitality till 2030 in KSA



Payments type in Restaurants, Lounges & Cafes

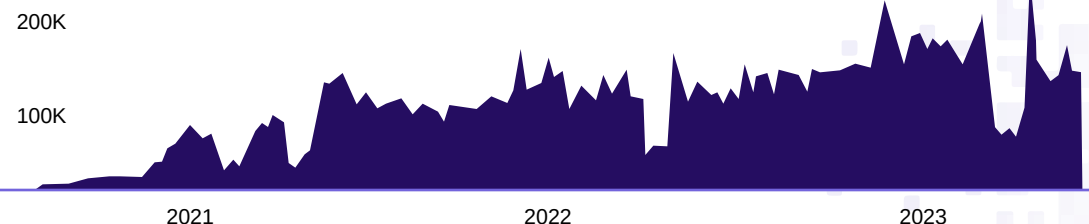


Traction



of Riyadh resident
have used MBSHR

Weekly users



+20M

Uses

+700K

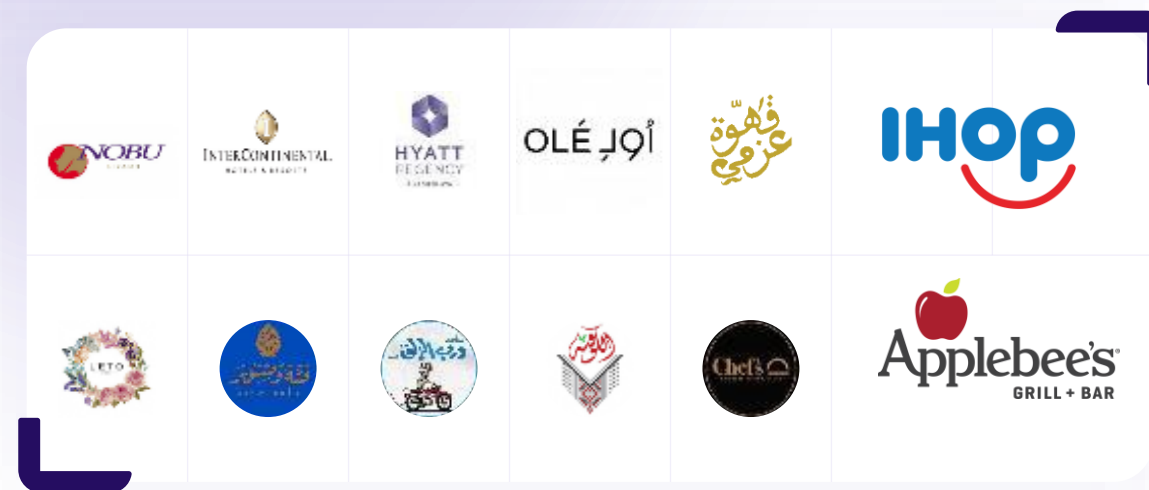
Monthly active user

+500

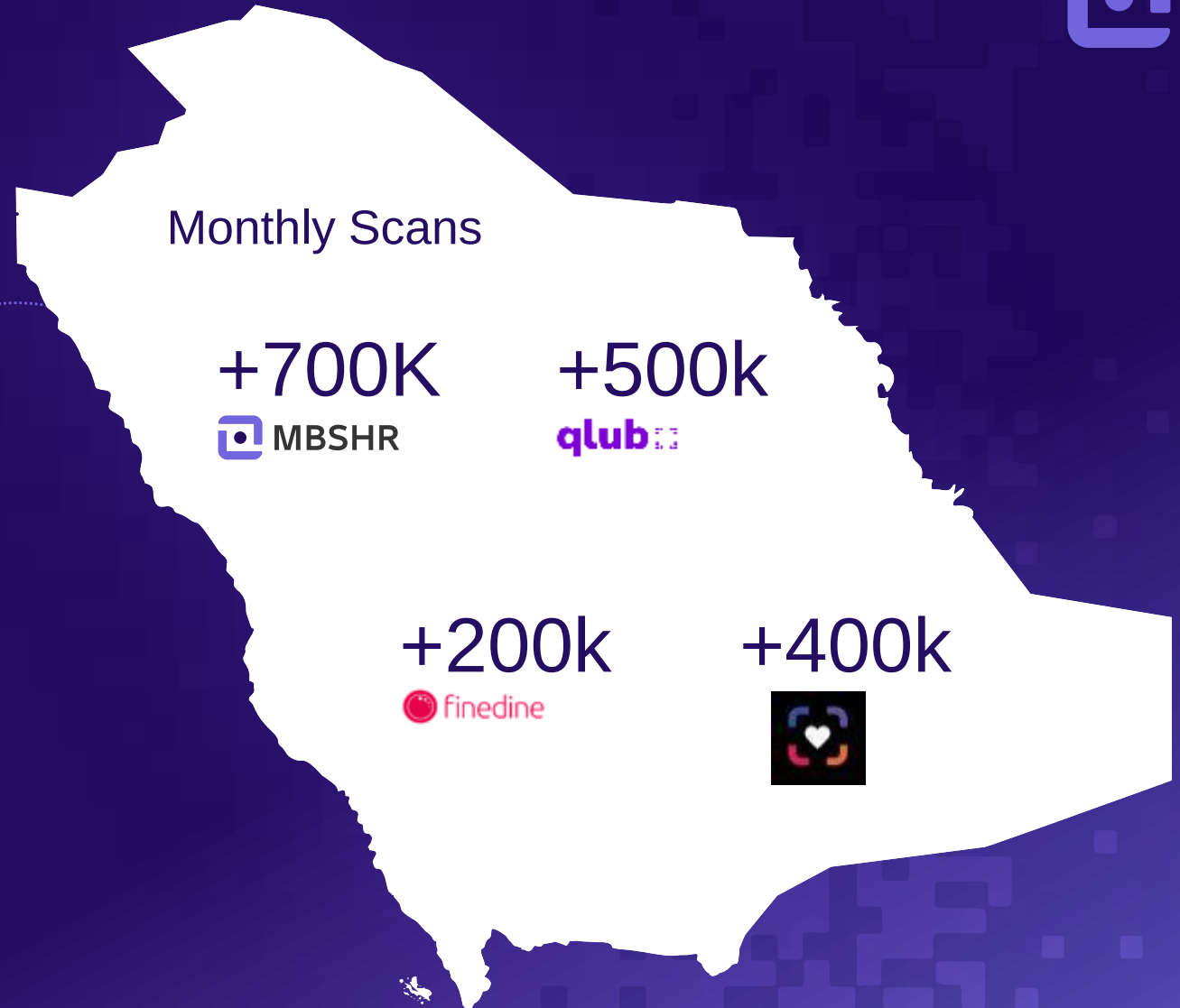
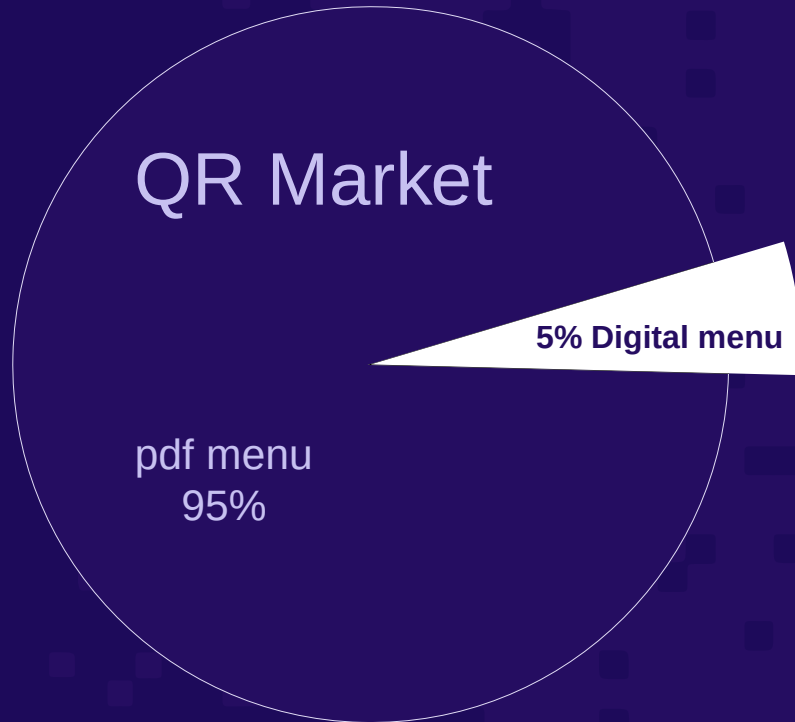
Places

\$140K

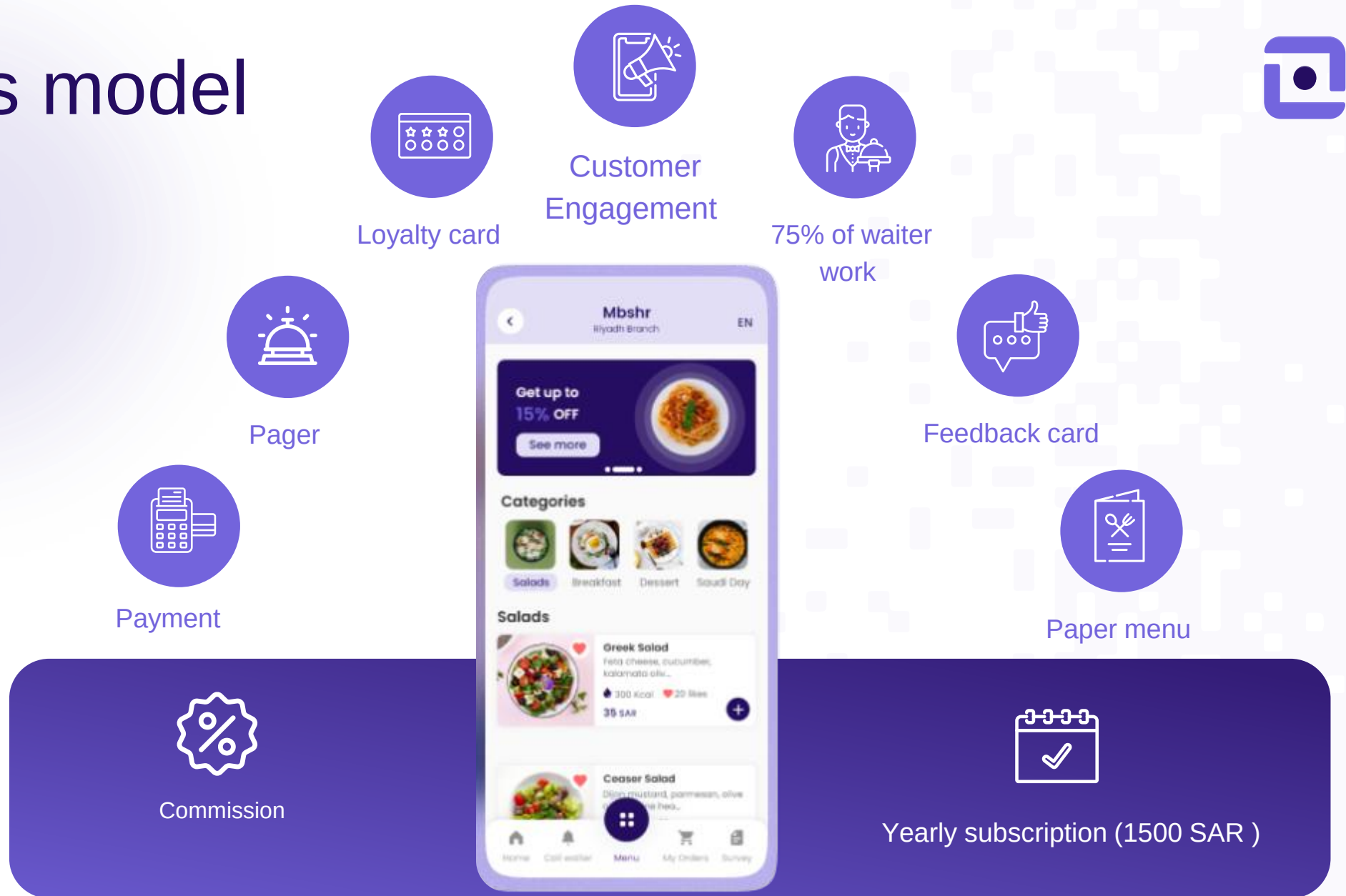
ARR



Competitor



Business model



Mbshr from seed to mini \$100M valuation



A 100/Day	B	C	D	E	F
1000 SAR/day	10 TT/day	100 TT/day	1,000 TT/day	10,000 TT/day	100,000 TT/day
10,000 SAR/day	50 TT each	2 outlet	20 outlet	200 outlet	2,000 outlet
100,000 SAR/day			50 TT each	50 TT each	50 TT each
1,000,000 SAR/day					100 SAR/ TT
10,000,000 SAR/day	0.01 is Mbshr commission	Revenue 100,000 SAR/day	SAR 37.5M/year	\$10M revenue	Valuation is 10X revenue

Our Plan

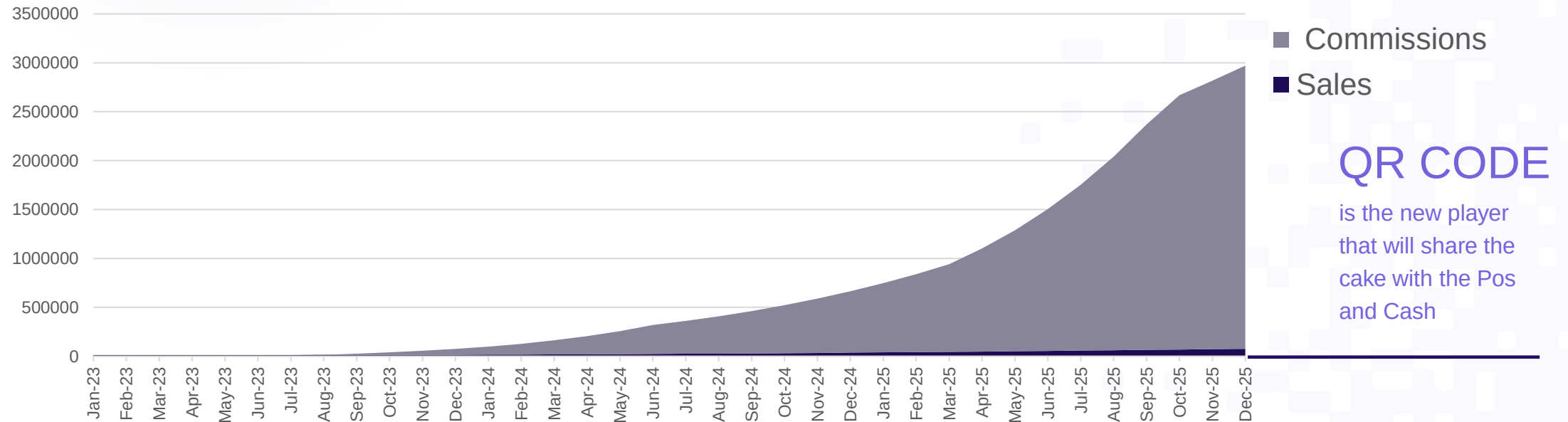


10% market share

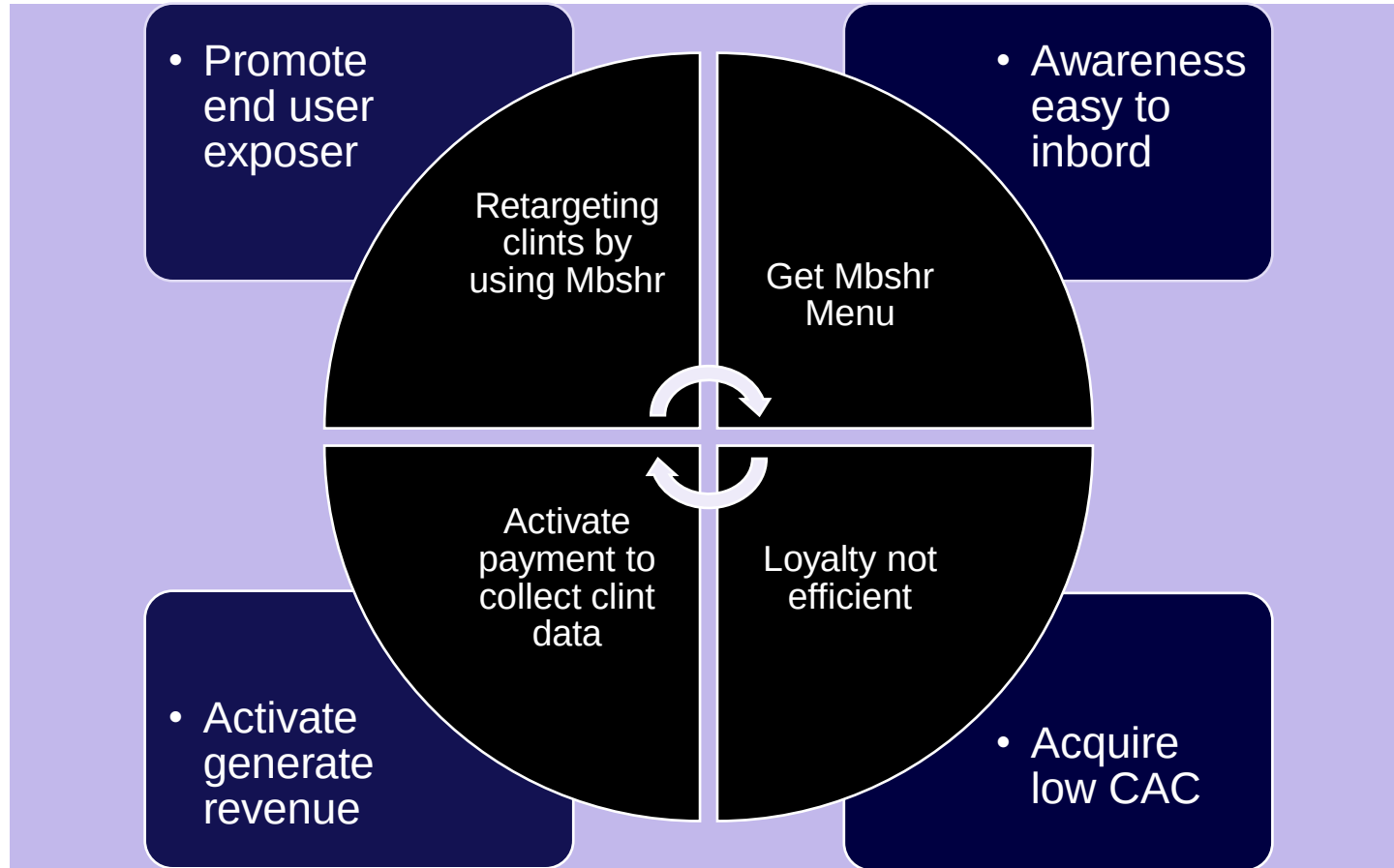
Expand x20

within 24 months

After lunching Payment and collect commission



Monetization strategy for 0.7M end user



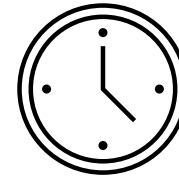
“Product led growth”:

Is great method for Mbshr since its software and B2B2C

Why Now?

Monetize existing Active user

MADA2 is Game Changer in Payment since Oct/2023



Perfect Timing

Apple Pay

Google Pay

Mastercard

VISA

AMERICAN EXPRESS

مادى mada

Mbshr : Machin Card in your Clint mobile



Team



Mohammad AlNajjar
Founder & CEO
12 year experience in
digital transformation



Ahmad Bin Manea
Co-founder & CTO
8 Years experience
in Programing



Mohammad Al-Najjar
Co-founder & CEO

Ahmad Bin Manea
Co-founder & CTO

Hossam
Business Development

Ahmad
Kayan
Financial

Hussain
Ahmad
Technical
Leader

Abdulaziz
Hassan
Back-end
developer

Ahmad
Moh
Back-end
developer

Amna Atef
Front-end
developer

Amr Matar
Front-end
developer

Ibrahim
alanany
Back end

Beshoy
Marketing
Director

Sana Samha
Marketing
Manager

Abdul
raheem
Sales
Manager

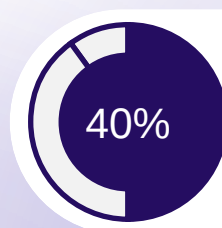
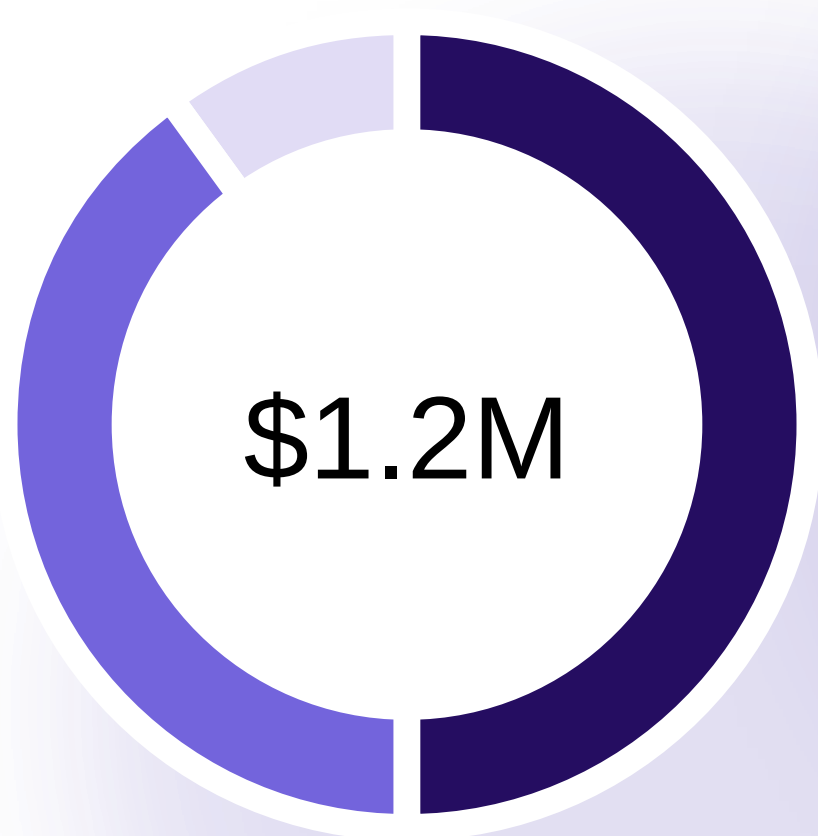
Rahaf
Alutairi
Costumer
success

Maram
Abdul
UX/UI
design

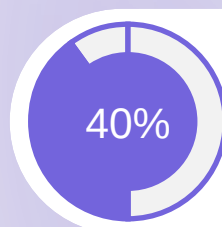
Adel
Kharrat
Product
Manager

Mohammad
Financial
Manager

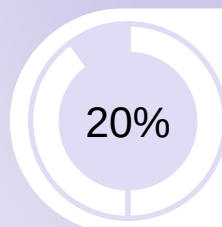
The ASK



Marketing & Sales



Technology & Product Development



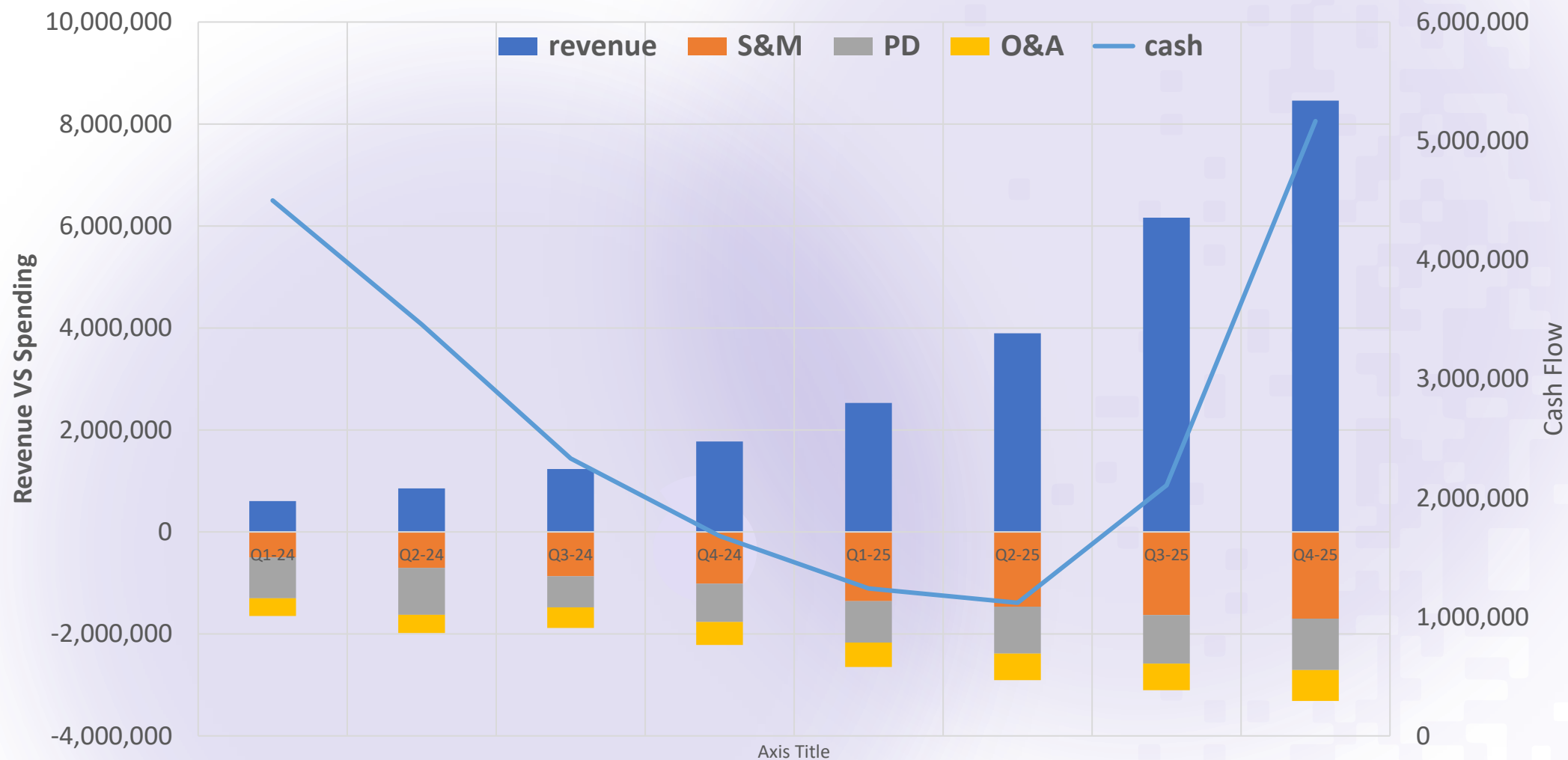
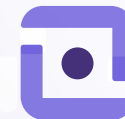
Operation and Others

• Legal Services

• Financial Services

• Admin Cost

Revenue Growth 8-Qtr





Thanks



MBSHR