

# Company Overview

Version 19

11 January 2022

blue dot



Businesses adopting **e-commerce technologies and practices** is now a reality. This turns Tax digitalization from important to essential.

Those **consumer style transactions** required superior data gathering, data validation and the ability to connect the dots to generate a proper tax digitalization and compliance story.



**Isaac Saft – Blue Dot Founder & CEO**



# Agenda

Blue dot Introduction

Consumer Style Transactions – Challenges

Blue dot technology & Solutions

Technology & Product Demo

Key Value Proposition and ROI



# Blue dot at a Glance



# Evolved from VATBox, a market pioneer in tax compliance technology for consumer style transactions



**Fintech**  
Reg-tech  
Tax Compliance



**B2B**  
Consumer style  
purchasing



**Billions**  
Rapidly  
Growing



**Tax Platform**  
Self-service &  
configurable



**Tech**  
AI, ML  
Computer Vision



**DATA**  
Complete & Valid  
Transactional  
Data



**~100**  
Employees



**\$70M**  
Equity Funding



**53**  
Patents



**XXX**  
XXXXXXXXX



VIOLA  
GROWTH



TARGET  
GLOBAL

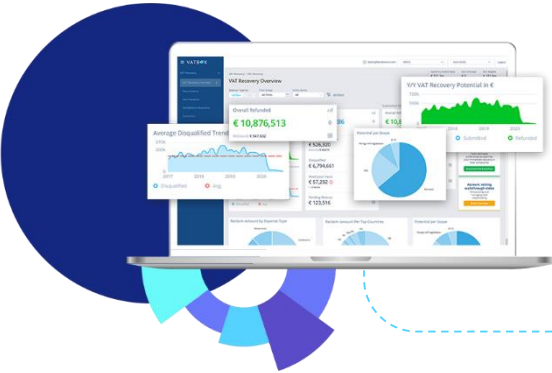


Private Angels

# Trusted by leading global brands



# Multiple compliance solutions

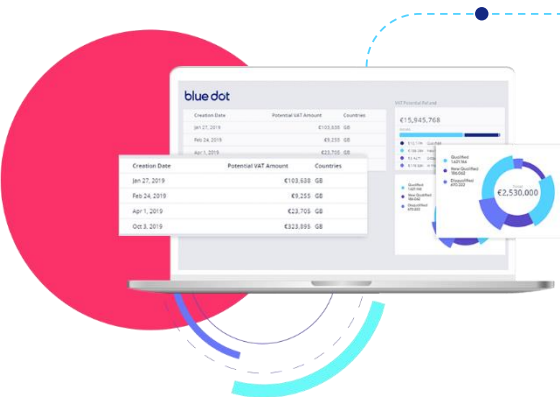
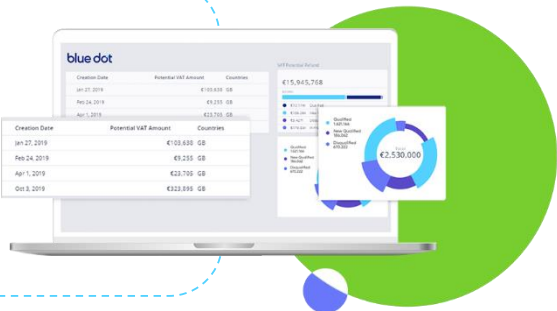


## blue dot VATBOX

VAT/GST Compliance Solution that identify any eligible and qualified VAT spend for domestic and foreign VAT reclaim.

## blue dot TAXABLE EMPLOYEE BENEFITS

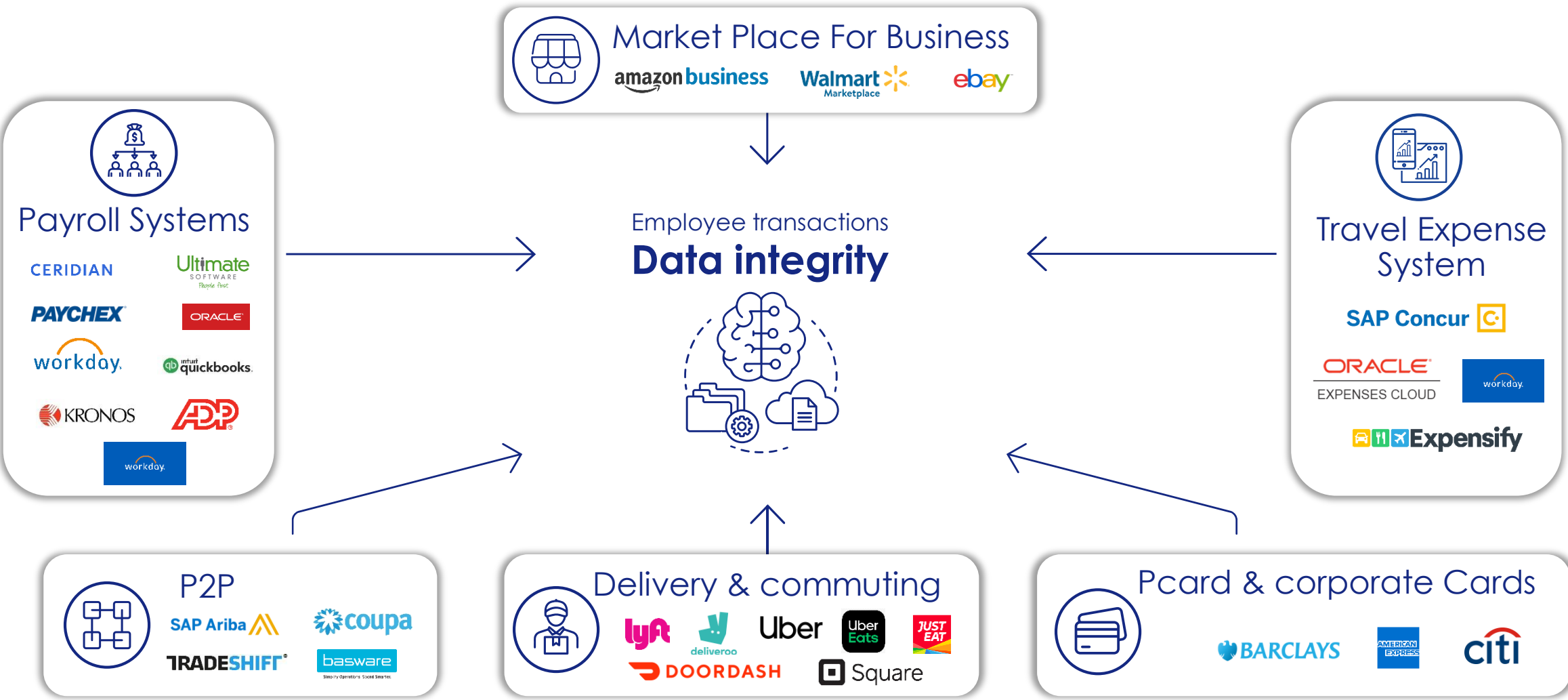
A solution that provides the required level of checks, controls and calculations of consumer-style spend subjected to taxable employee benefits.



## blue dot CORPORATE INCOME TAX

Control all consumer-style spend calculations that are subject to CIT (not considered a business expense for CIT purposes).

# Part of Tech players Eco-System





# Chosen by SAP Concur as OEM



Improve global tax compliance  
and maximize profitability with an  
automated data validation and  
VAT recovery process

# Trusted by PWC as their solution for VAT Compliance



Validated Tax rules and Approach



Enterprise & SMB



World-wide coverage



Tax digitalization



# Technology that provides unique value propositions



# The Consumer Style Transactions Challenge





The “Consumer-Style Purchasing” Market  
Keeps Growing to

**2.4 Trillions**  
**Spend annually**



Travel



Expenses



P-cards



Marketplace

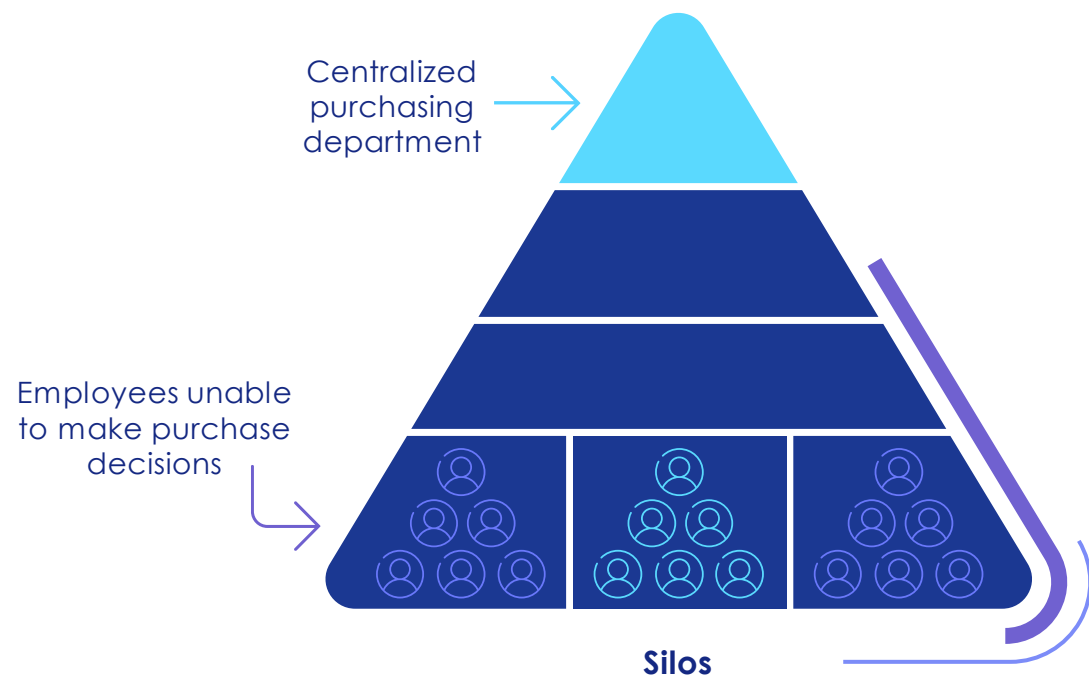


Remote working

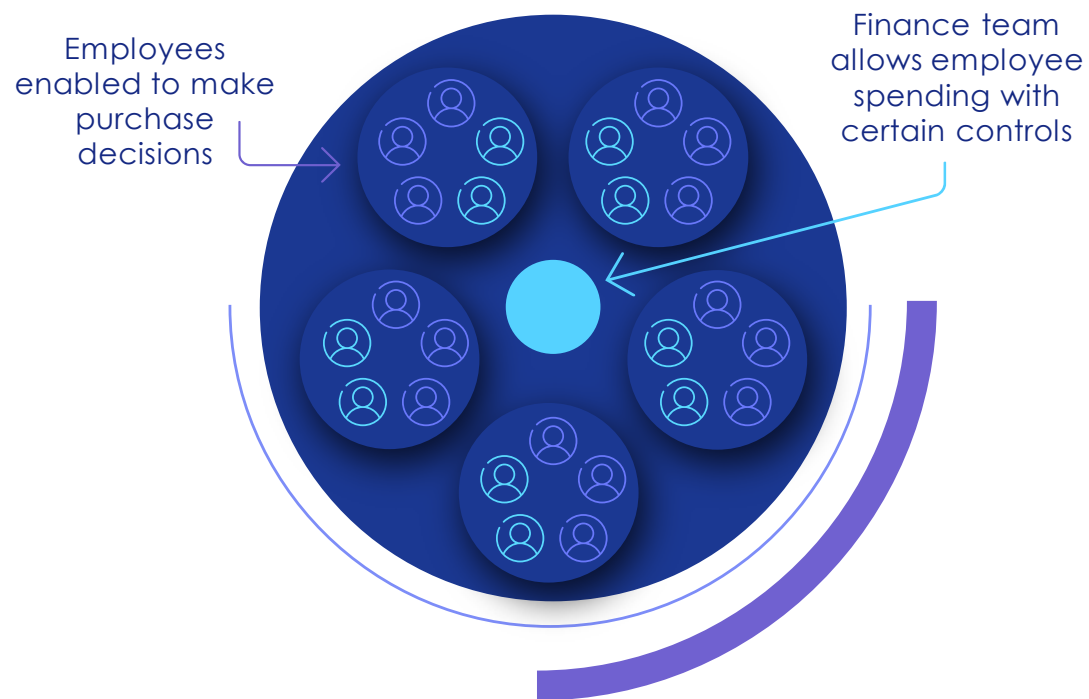


# Supports the transformation in spend models

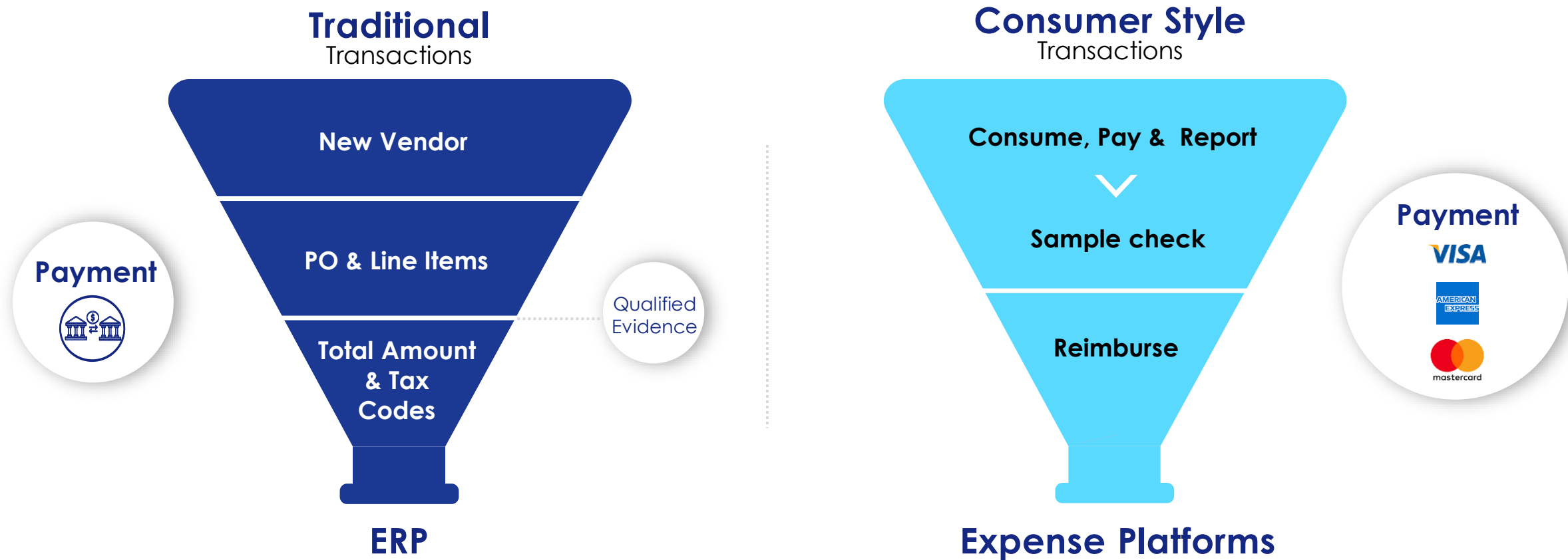
**Traditional  
Spending Model**



**Distributed  
Spending Model**



# Traditional controls are not valid in the new Environment



# Consumer Style Transactional Data is streaming to companies financial systems with Partial & non qualified data With un-checked receipts

Vendor Info

Line Items

Split Net/Tax/VAT

Evidence Check

Contextual Meaning

Tax Compliance

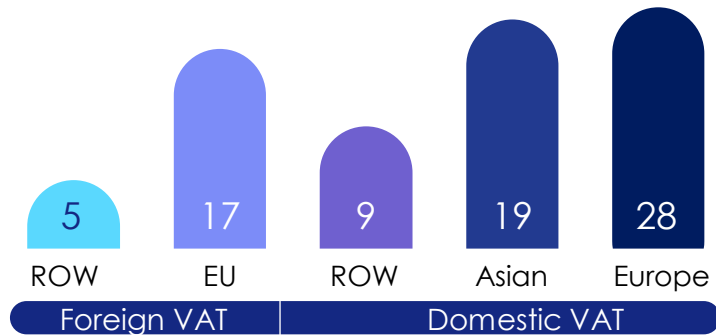




# Complete & Validated Data Is Required to **Avoid losses**

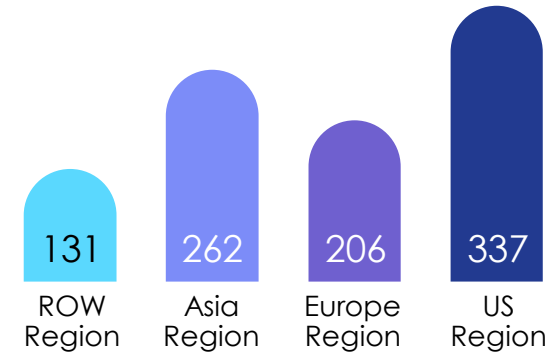
**\$79B**

Eligible VAT Spend



**\$936B**

Payroll Tax, Corporate Income Tax



# Avoid risks

VAT  
~58%

Insufficient data  
& checks



- Average transaction VAT value ≈\$16
- 22 average checks per transaction
- Average direct check cost ≈\$12.79

Payroll Tax  
~64%

Insufficient data  
& checks

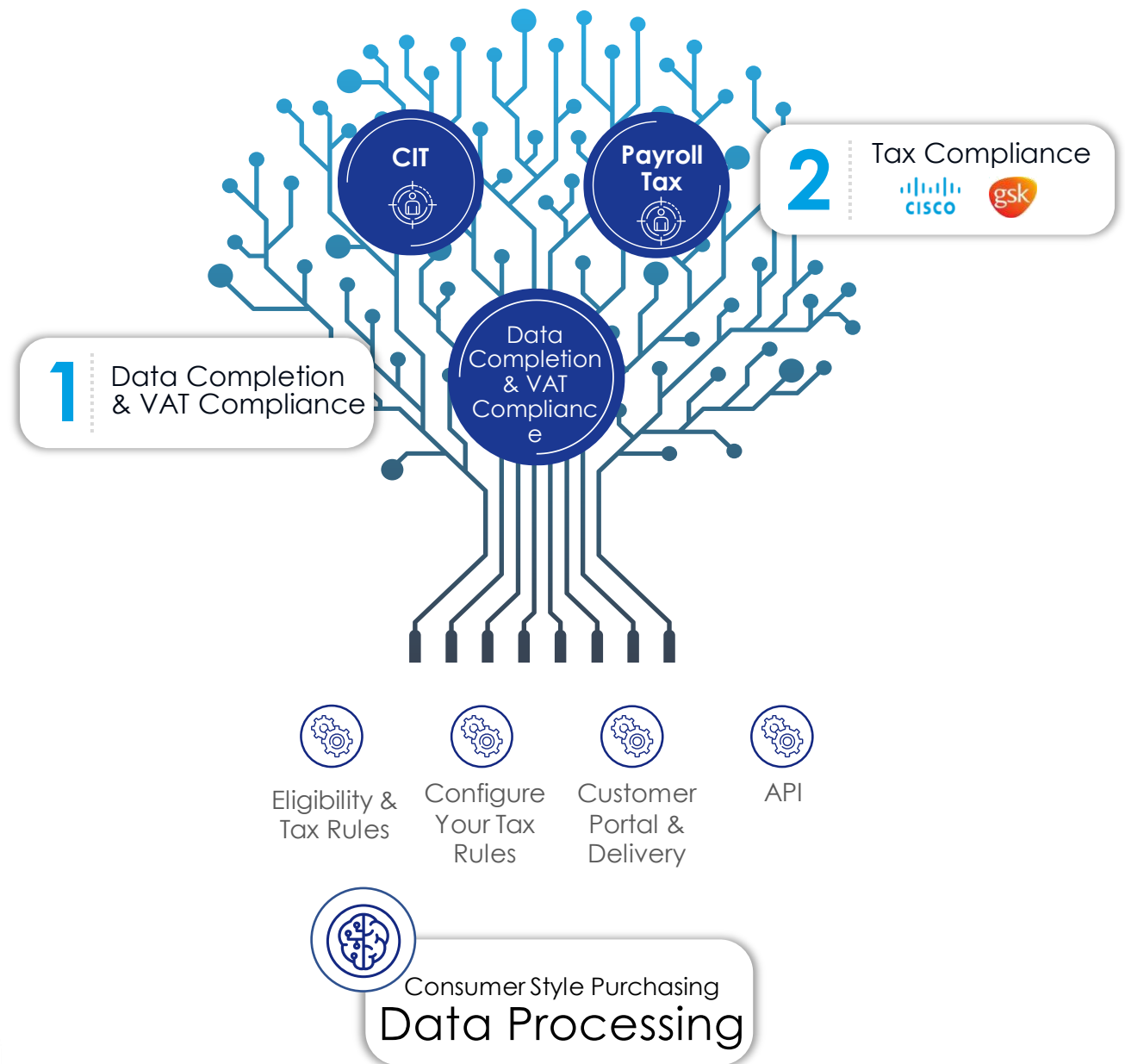


- Average potential BIK value ≈\$42.6
- 28 average checks per transaction
- Average direct check & calculation cost ≈\$18.34

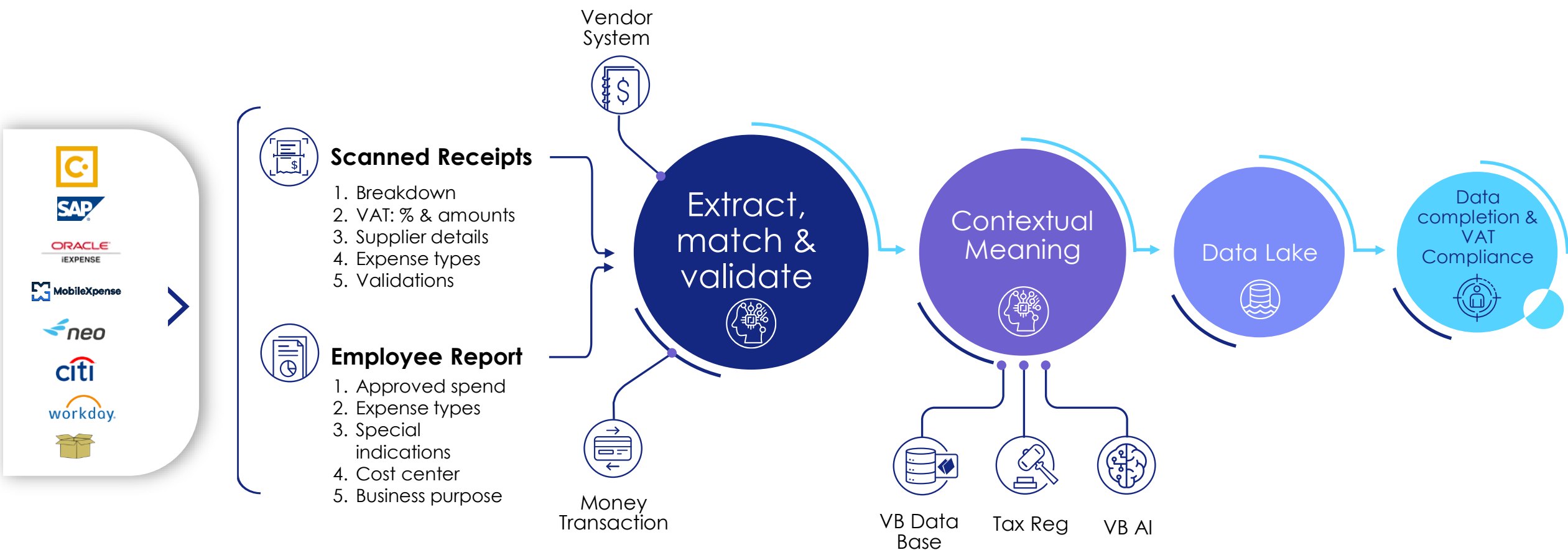
# Technology that Solves An Emerging Challenge



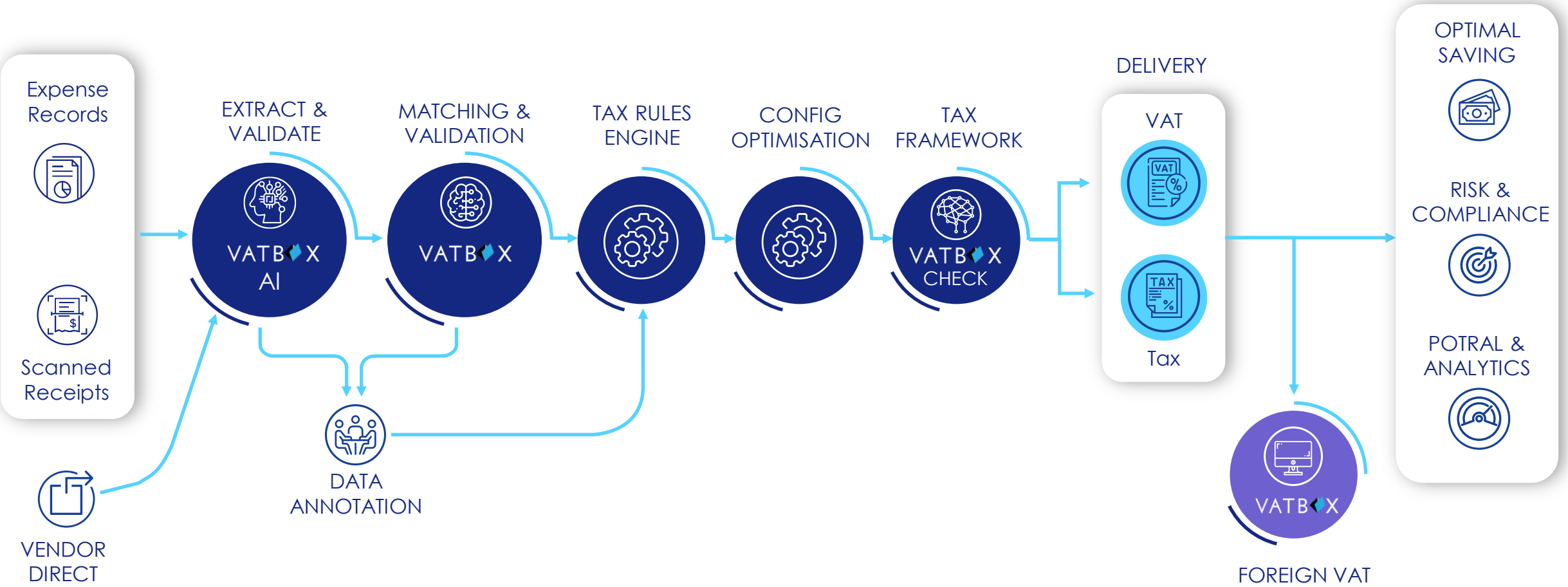
Leverage our  
**Technology &  
digital assets**  
to provide  
**data completion  
& tax  
compliance  
Platform**



# Our core technology drive an end to end Digitalization



# E2E Process for VAT and Employee Benefits Tax



# Demo Our Technology & Prodcut





# Thank You.

Company Overview

