



**Duo
Notary®**
Online & In-person

The Uber for Notarization: Concept of Notary Now

May, 2024



People want a one-stop shop for all their notarization needs. Notaries seek a single platform to receive and manage orders efficiently

Notarization Today



Banks and UPS stores

- Limited Services
- Long Wait Times
- Dependency on notary



Online Notarization

- Whole spectrum of services not offered online
- Not suitable for Law Firms and Title companies



Traveling Notary

- Wide range of prices
- Difficult scheduling process
- Limited range of services



Solution

Use DuoNotary as one stop solution for any document legalization

Market Opportunity



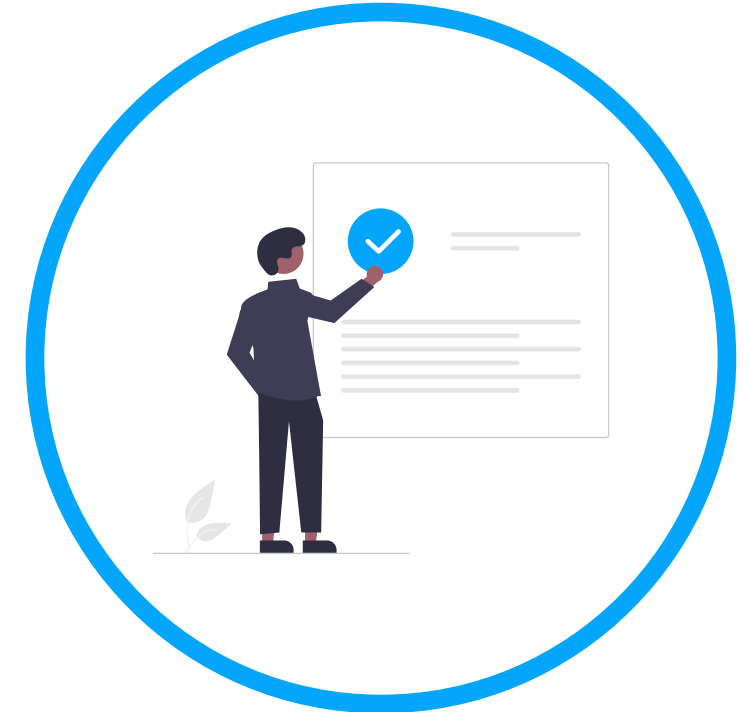
Expansive Growth:

The mobile notary market is set to surge to **USD 1.6 billion by 2032**, marking an **18.2% CAGR**.



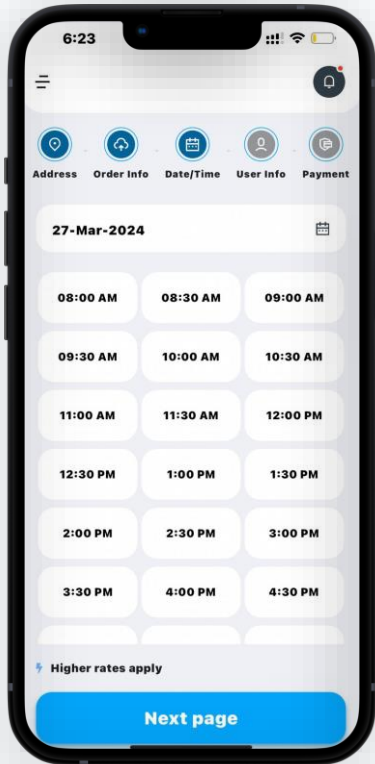
Digital Signatures on the Rise:

With the digital signature sector already valued at **USD 3.18 billion in 2022**, the shift towards secure, authenticated digital transactions is undeniable.



In 2020 alone, there was **over 1 billion** notarial acts registered in the United States

Demo of the Product

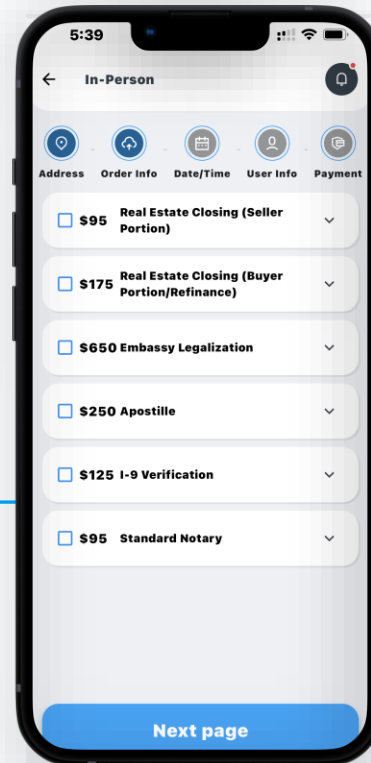


Tech-Driven:

Advanced booking system and mobile app for ease of use.

Fixed Pricing:

Transparent and competitive pricing model.



Background Checks:

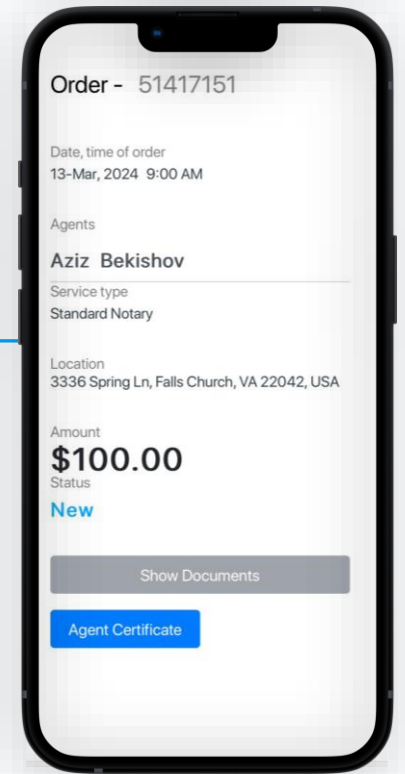
Thorough background checks for each notary agent

High Standards:

Guaranteed professionalism with trained and vetted notaries.

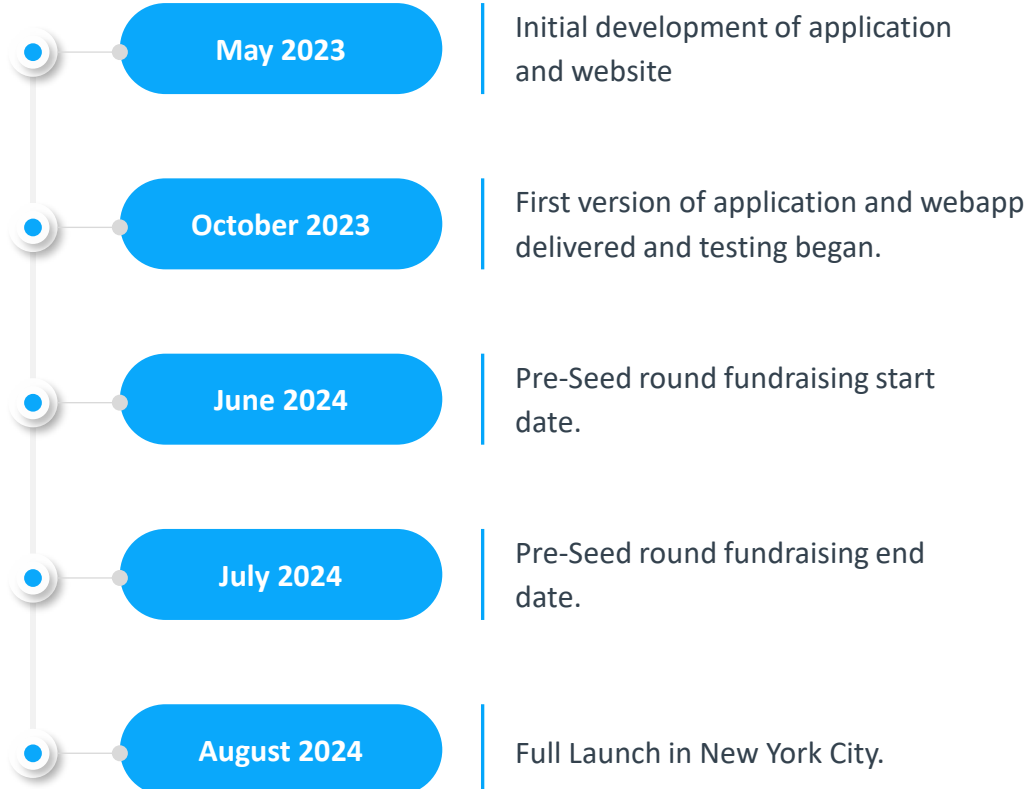
Comprehensive Service Offering:

All-in-one platform for every type of notary service.



Progress and Traction

Development and Launch Timeline



Current Progress:

Over 130 notary agents onboarded, significant unsolicited service inquiries reflecting high market demand.



Endorsements of DuoNotary's concept:

- **Michelle Zavos:** Attorney
- **Gal Kaufman:** Attorney from FisherBroyles, LLP
- **Eunice Alarcon:** Attorney from Perkins and Coie LLP
- **Sudeep Kalkunte:** Attorney from Covington and Burling LLP
- **Connie Chang:** Federal Title



Operational Background:

Originating from the successful DC Mobile Notary business, which stands as the DMV area's largest provider of notary and legalization services. With a team of 8 dedicated employees, we are recognized as authorized vendors for the most prominent law, title, and real estate firms in the region.

Pricing and Business model

Standard Notary Services

Mobile Notary (Traveling)

\$95-\$125

Standard notary services
(Power of Attorney, Deeds and
etc.)

Real estate closings and refinance

\$175-\$225

Real estate closings and
refinances streamlining
compliance and efficiency

Employment Verification for Employers (HR)

I-9 verification

\$125

Employee authentication and
work eligibility; ensures legal
compliance

International Legal Services

Apostille Services

\$250

Apostille certifications for
global document recognition in
international dealings

Embassy Legalization Services

\$650

Document legalization with U.S.
authorities and embassies for
international use

Online Notary Services

Online Notarization

\$25

Secure online notary services
with KBA for fast document
notarization

DuoNotary charges 20% fee for each transaction

Go-to-Market

Partnerships:

Plan to expand the success of DC Mobile Notary nationwide by partnering with Law Firms and Title companies.

B2B Clients



Law Firms



Title Companies



Real Estate Firms



Hotels



General Market

Broad consumer access to notary services, including standard notarizations, international legalizations, and more.

Digital Marketing:



SEO, PPC via Google Ads, and Yelp to target specific demographics and professional groups.

B2C Customers



Individuals aged 40-70, seeking reliable notary services.

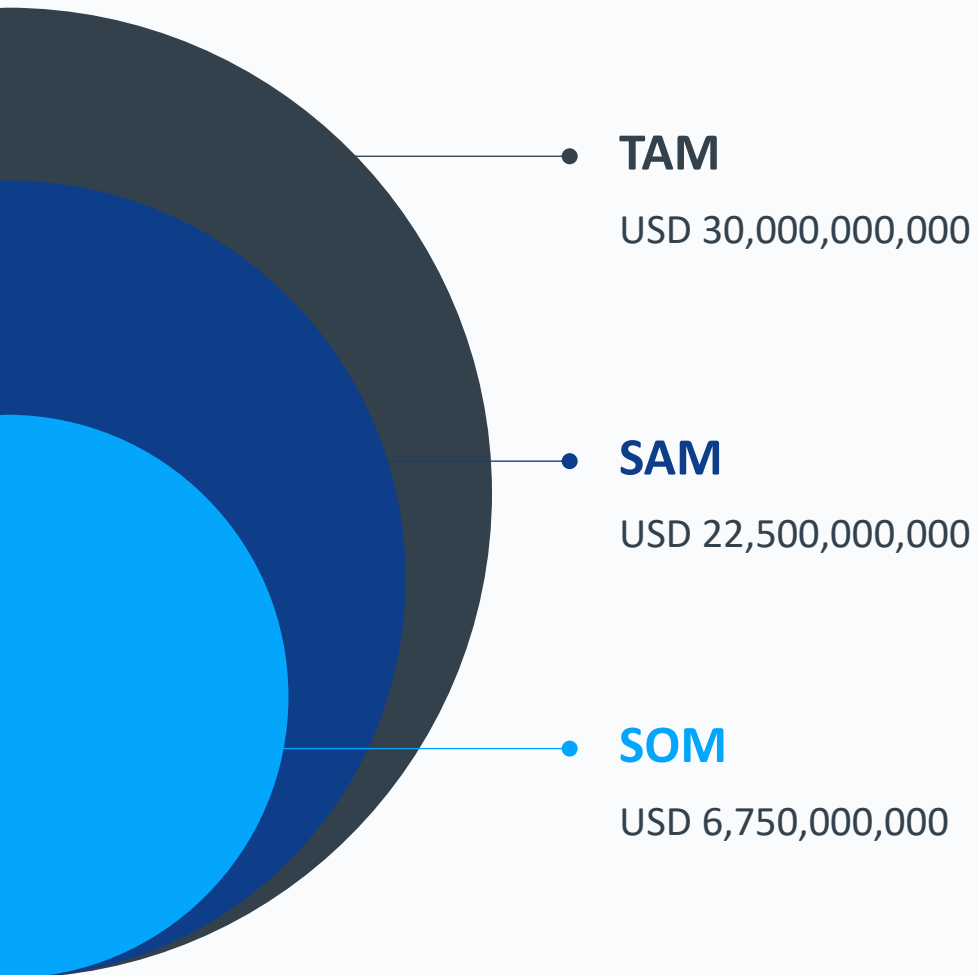
Competitive Landscape

| Features | DuoNotary | Notarize.com | OneNotary | Snapdocs |
|------------------|--|---------------|---------------|---------------------|
| Service Spectrum |  All-Inclusive | Online Remote | Online Remote | Real Estate Focus |
| Market Reach |  Broad (B2B & B2C) | Mostly B2C | Mostly B2C | Niche (Real Estate) |

More comprehensive service offerings and better integration of in-person and online services.

Unit Economics

According to National Notary Association there over billion notarial acts a year (2020)



B2C

| | |
|----------------------------|-----------|
| Average Check Per Customer | \$190 USD |
|----------------------------|-----------|

| | |
|-----------------------------------|----------|
| Average Customer Acquisition Cost | \$20 USD |
|-----------------------------------|----------|

| | |
|---|----------|
| Average Profit Per Customer (Not including expenses other than marketing) | \$34 USD |
|---|----------|

The Team

**Shynggys
Menglibay**



Shynggys's technical acumen and innovative approach to problem-solving are instrumental in driving DuoNotary's mission to simplify notary services through technology.

**Aziz
Bekishov**



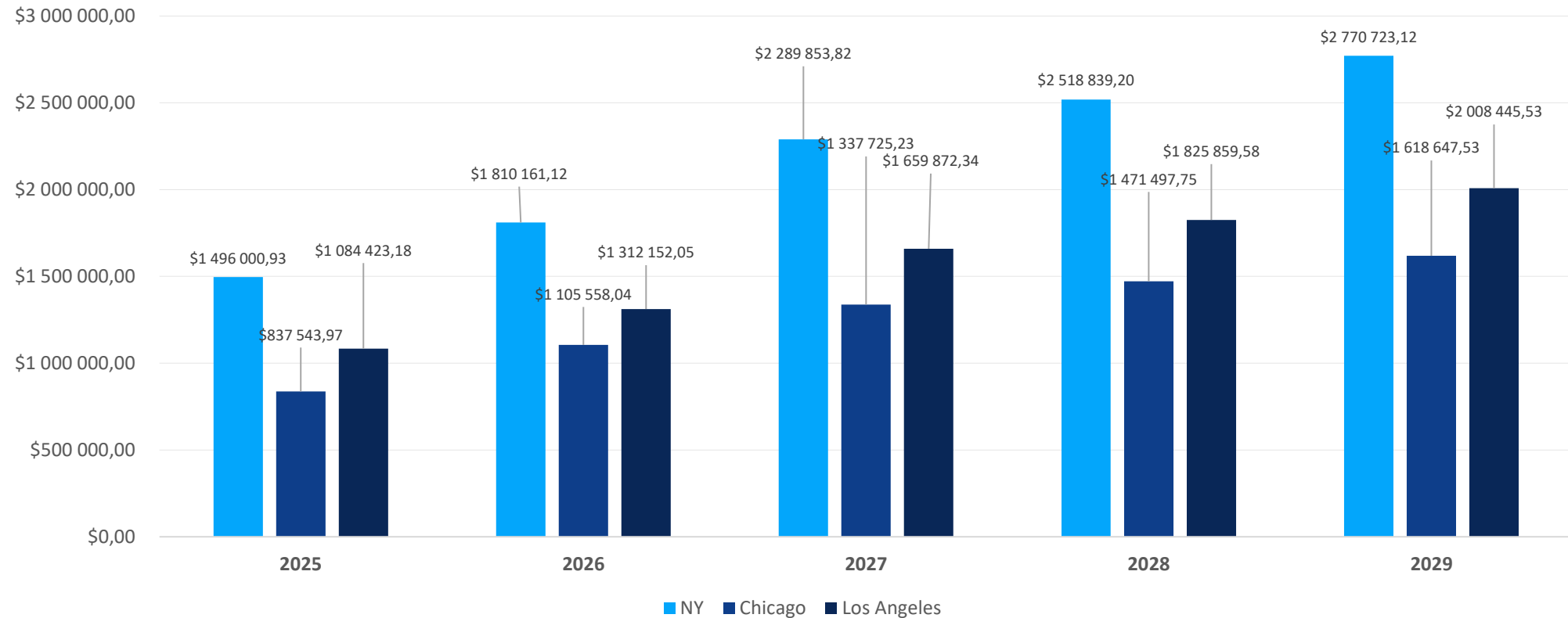
With eight years in the notary industry, Aziz is a leading notary agent in the DMV area, primarily serving B2B clients. He has completed over 3,000 notarial tasks and leads DC Mobile Notary, the biggest notary firm in Washington, DC. Aziz's entrepreneurial skills have notably enhanced the accessibility and efficiency of notary services nationwide.

**Aibat
Jetenov**



Aibat Jetenov completes the founding trio as a software engineer with an impressive seven-year track record in developing software for top banks in the CIS region.

Expected revenue by city



Detailed Financial Projections can be found in Appendix A-C



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Appendix

Appendix A: Financial Model - NY

| Operational Activity | Unit measure | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
|---|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue: | \$ | \$ - | \$ 1,496,000.93 | \$ 1,810,161.12 | \$ 2,289,853.82 | \$ 2,518,839.20 | \$ 2,770,723.12 |
| Workload | % | 0% | 65% | 75% | 90% | 100% | 100% |
| Mobile notary | \$ | \$ - | \$ 664,878.38 | \$ 804,502.83 | \$ 1,017,696.08 | \$ 1,119,465.69 | \$ 1,231,412.26 |
| Notary services for real estate closings and refinances | \$ | \$ - | \$ 182,841.55 | \$ 221,238.28 | \$ 279,866.42 | \$ 307,853.07 | \$ 338,638.37 |
| I-9 employment verification services | \$ | \$ - | \$ 149,622.09 | \$ 181,042.73 | \$ 229,019.06 | \$ 251,920.97 | \$ 277,113.06 |
| Apostille services | \$ | \$ - | \$ 415,549.11 | \$ 502,814.42 | \$ 636,060.24 | \$ 699,666.27 | \$ 769,632.89 |
| Embassy legalization services | \$ | \$ - | \$ 83,109.80 | \$ 100,562.85 | \$ 127,212.01 | \$ 139,933.21 | \$ 153,926.53 |
| Expenses | \$ | \$ 106,950.00 | \$ 1,295,750.74 | \$ 1,533,173.90 | \$ 1,919,232.56 | \$ 1,853,071.89 | \$ 2,034,179.08 |
| Wage fund for agents | \$ | \$ - | \$ 1,196,800.74 | \$ 1,448,128.90 | \$ 1,831,883.06 | \$ 1,763,187.44 | \$ 1,939,506.18 |
| SEO (Search Engine optimization) | \$ | \$ 20,000.00 | \$ 20,000.00 | \$ 22,000.00 | \$ 24,200.00 | \$ 26,620.00 | \$ 29,282.00 |
| Google ads advertisement | \$ | \$ 36,000.00 | \$ 36,000.00 | \$ 20,000.00 | \$ 20,000.00 | \$ 20,000.00 | \$ 22,000.00 |
| Office | \$ | \$ 950.00 | \$ 950.00 | \$ 1,045.00 | \$ 1,149.50 | \$ 1,264.45 | \$ 1,390.90 |
| Wage fund for developpers | \$ | \$ 50,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 |
| Profit Before Taxation | \$ | \$ (106,950.00) | \$ 200,250.19 | \$ 276,987.22 | \$ 370,621.26 | \$ 665,767.31 | \$ 736,544.04 |
| State taxes | \$ | \$ - | \$ 12,015.01 | \$ 16,619.23 | \$ 22,237.28 | \$ 39,946.04 | \$ 44,192.64 |
| Federal taxes | \$ | \$ - | \$ 34,042.53 | \$ 58,167.32 | \$ 81,536.68 | \$ 139,811.14 | \$ 147,308.81 |
| | \$ | \$ (106,950.00) | \$ 154,192.64 | \$ 202,200.67 | \$ 266,847.31 | \$ 486,010.14 | \$ 545,042.59 |
| Cash flow | \$ | \$ (106,950.00) | \$ 154,192.64 | \$ 202,200.67 | \$ 266,847.31 | \$ 486,010.14 | \$ 545,042.59 |
| Remaining Investments | \$ | \$ 59,716.67 | \$ - | \$ - | \$ - | \$ - | \$ - |
| Accumulated Cash Flow | \$ | \$ 59,716.67 | \$ 213,909.31 | \$ 416,109.98 | \$ 682,957.29 | \$ 1,168,967.43 | \$ 1,714,010.02 |
| Discounted Cash Flow | \$ | \$ 56,603.48 | \$ 138,534.75 | \$ 172,196.86 | \$ 215,403.62 | \$ 371,863.05 | \$ 395,289.87 |
| Cumulative disc. cash flow | \$ | \$ 56,603.48 | \$ 195,138.23 | \$ 367,335.08 | \$ 526,135.23 | \$ 897,998.28 | \$ 1,293,288.14 |

| | |
|---------------|-----------------|
| IRR | 74.5% |
| Discount rate | 6.0% |
| NPV | \$ 1,126,621.48 |

The financial projections presented herein are grounded on the operational blueprint of DC Mobile Notary, a business offering its services within the Washington DC area, with a population of approximately 6,380,000. These figures represent scenarios both with and without the integration of remote (online) notarization services.

Appendix B: Financial Model - Chicago

| Operational Activity | Unit measure | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
|---|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue: | \$ | \$ - | \$ 1,496,000.93 | \$ 1,810,161.12 | \$ 2,289,853.82 | \$ 2,518,839.20 | \$ 2,770,723.12 |
| Workload | % | 0% | 65% | 75% | 90% | 100% | 100% |
| Mobile notary | \$ | \$ - | \$ 424,662.24 | \$ 560,554.16 | \$ 678,270.53 | \$ 746,097.58 | \$ 820,707.34 |
| Notary services for real estate closings and refinances | \$ | \$ - | \$ 116,782.12 | \$ 154,152.39 | \$ 186,524.40 | \$ 205,176.83 | \$ 225,694.52 |
| I-9 employment verification services | \$ | \$ - | \$ 95,564.63 | \$ 126,145.31 | \$ 152,635.82 | \$ 167,899.40 | \$ 184,689.34 |
| Apostille services | \$ | \$ - | \$ 147,452.21 | \$ 194,636.92 | \$ 235,510.67 | \$ 259,061.74 | \$ 284,967.91 |
| Embassy legalization services | \$ | \$ - | \$ 53,082.78 | \$ 70,069.27 | \$ 84,783.82 | \$ 93,262.20 | \$ 102,588.42 |
| Expenses | \$ | \$ 100,950.00 | \$ 742,985.18 | \$ 960,443.93 | \$ 1,149,527.56 | \$ 1,113,078.17 | \$ 1,220,131.00 |
| Wage fund for agents | \$ | \$ - | \$ 670,035.18 | \$ 884,446.43 | \$ 1,070,180.19 | \$ 1,030,048.43 | \$ 1,133,053.27 |
| SEO (Search Engine optimization) | \$ | \$ 20,000.00 | \$ 10,000.00 | \$ 11,000.00 | \$ 12,100.00 | \$ 13,310.00 | \$ 14,641.00 |
| Google ads advertisement | \$ | \$ 30,000.00 | \$ 20,000.00 | \$ 22,000.00 | \$ 24,200.00 | \$ 26,620.00 | \$ 29,282.00 |
| Office | \$ | \$ 950.00 | \$ 950.00 | \$ 997.50 | \$ 1,047.38 | \$ 1,099.74 | \$ 1,154.73 |
| Wage fund for developpers | \$ | \$ 50,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 |
| Profit Before Taxation | \$ | \$ (100,950.00) | \$ 94,558.79 | \$ 145,114.11 | \$ 188,197.67 | \$ 358,419.58 | \$ 398,516.53 |
| State taxes | \$ | \$ - | \$ 5,673.53 | \$ 8,706.85 | \$ 11,291.86 | 21,505 | 23,911 |
| Federal taxes | \$ | \$ - | \$ 17,020.58 | \$ 30,473.96 | \$ 39,521.51 | 78,852 | 87,674 |
| | \$ | \$ (100,950.00) | \$ 71,864.68 | \$ 105,933.30 | \$ 137,384.30 | \$ 258,062.10 | \$ 286,931.90 |
| Cash flow | \$ | \$ (100,950.00) | \$ 71,864.68 | \$ 105,933.30 | \$ 137,384.30 | \$ 258,062.10 | \$ 286,931.90 |
| Remaining Investments | \$ | \$ 65,716.67 | \$ - | \$ - | \$ - | \$ - | \$ - |
| Accumulated Cash Flow | \$ | \$ 65,716.67 | \$ 137,581.35 | \$ 243,514.65 | \$ 380,898.95 | \$ 638,961.05 | \$ 925,892.95 |
| Discounted Cash Flow | \$ | \$ 62,290.68 | \$ 64,567.00 | \$ 90,214.25 | \$ 110,898.91 | \$ 197,452.18 | \$ 208,096.16 |
| Cumulative disc. cash flow | \$ | \$ 62,290.68 | \$ 126,857.68 | \$ 217,071.92 | \$ 327,970.83 | \$ 525,423.01 | \$ 733,519.17 |

| | |
|----------------------|---------------|
| IRR | 46.0% |
| Discount rate | 6.0% |
| NPV | \$ 504,561.83 |

The financial projections presented herein are grounded on the operational blueprint of DC Mobile Notary, a business offering its services within the Washington DC area, with a population of approximately 6,380,000. These figures represent scenarios both with and without the integration of remote (online) notarization services.

Appendix C: Financial Model – Los Angeles

| Operational Activity | Unit measure | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue: | \$ | \$ - | \$ 1,496,000.93 | \$ 1,810,161.12 | \$ 2,289,853.82 | \$ 2,518,839.20 | \$ 2,770,723.12 |
| | Workload | % | 0% | 65% | 75% | 90% | 100% |
| Mobile notary | \$ | \$ - | \$ 481,957.94 | \$ 583,169.10 | \$ 737,708.92 | \$ 811,479.81 | \$ 892,627.79 |
| Notary services for real estate closings and refinances | \$ | \$ - | \$ 132,538.43 | \$ 160,371.50 | \$ 202,869.95 | \$ 223,156.95 | \$ 245,472.64 |
| I-9 employment verification services | \$ | \$ - | \$ 108,458.27 | \$ 131,234.50 | \$ 166,011.65 | \$ 182,612.81 | \$ 200,874.09 |
| Apostille services | \$ | \$ - | \$ 301,223.80 | \$ 364,480.80 | \$ 461,068.21 | \$ 507,175.03 | \$ 557,892.53 |
| Embassy legalization services | \$ | \$ - | \$ 60,244.74 | \$ 72,896.14 | \$ 92,213.61 | \$ 101,434.98 | \$ 111,578.47 |
| Expenses | \$ | \$ 106,950.00 | \$ 939,488.54 | \$ 1,124,619.14 | \$ 1,240,048.01 | \$ 1,359,800.45 | \$ 1,491,525.50 |
| Wage fund for agents | \$ | \$ - | \$ 867,538.54 | \$ 1,049,721.64 | \$ 1,161,910.64 | \$ 1,278,101.70 | \$ 1,405,911.87 |
| SEO (Search Engine optimization) | \$ | \$ 20,000.00 | \$ 14,000.00 | \$ 15,400.00 | \$ 16,940.00 | \$ 18,634.00 | \$ 20,497.40 |
| Google ads advertisement | \$ | \$ 36,000.00 | \$ 15,000.00 | \$ 16,500.00 | \$ 18,150.00 | \$ 19,965.00 | \$ 21,961.50 |
| Office | \$ | \$ 950.00 | \$ 950.00 | \$ 997.50 | \$ 1,047.38 | \$ 1,099.74 | \$ 1,154.73 |
| Wage fund for developpers | \$ | \$ 50,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 | \$ 42,000.00 |
| Profit Before Taxation | \$ | \$ (106,950.00) | \$ 144,934.64 | \$ 187,532.91 | \$ 419,824.33 | \$ 466,059.13 | \$ 516,920.03 |
| State taxes | \$ | \$ - | \$ 8,696.08 | \$ 11,251.97 | \$ 25,189.46 | \$ 27,963.55 | \$ 31,015.20 |
| Federal taxes | \$ | \$ - | \$ 31,885.62 | \$ 41,257.24 | \$ 92,361.35 | \$ 102,533.01 | \$ 113,722.41 |
| | \$ | \$ (106,950.00) | \$ 104,352.94 | \$ 135,023.69 | \$ 302,273.52 | \$ 335,562.57 | \$ 372,182.42 |
| Cash flow | \$ | \$ (106,950.00) | \$ 104,352.94 | \$ 135,023.69 | \$ 302,273.52 | \$ 335,562.57 | \$ 372,182.42 |
| Remaining Investments | \$ | \$ 59,716.67 | | | | | |
| Accumulated Cash Flow | \$ | \$ 59,716.67 | \$ 164,069.60 | \$ 299,093.30 | \$ 601,366.82 | \$ 936,929.39 | \$ 1,309,111.81 |
| Discounted Cash Flow | \$ | \$ 56,603.48 | \$ 93,756.15 | \$ 114,988.02 | \$ 244,000.24 | \$ 256,750.45 | \$ 269,923.75 |
| Cumulative disc. cash flow | \$ | \$ 56,603.48 | \$ 150,359.62 | \$ 265,347.65 | \$ 509,347.89 | \$ 766,098.34 | \$ 1,036,022.09 |

| | |
|---------------|---------------|
| IRR | 61.8% |
| Discount rate | 6.0% |
| NPV | \$ 812,751.95 |

The financial projections presented herein are grounded on the operational blueprint of DC Mobile Notary, a business offering its services within the Washington DC area, with a population of approximately 6,380,000. These figures represent scenarios both with and without the integration of remote (online) notarization services.



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Thank You
For your attention