

The first Interactive AI Recruitment Platform powered by a proprietary LLM - trained in Luxembourg

AI-POWERED RECRUITMENT-
FASTER, SMARTER, BIAS-FREE

Cut hiring time by 50%—reducing costly delays.
Finding the best talent, not just the most visible.



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rmt-labs.com

THE HIRING CRISIS

Current recruitment processes lack efficiency, transparency, and speed.

Recruiters waste time on manual and repetitive tasks, slowing down hiring.

Many skilled candidates struggle to get noticed due to outdated selection processes.

Hiring costs are skyrocketing, recruitment inefficiencies cost companies millions annually.

WE ARE SOLVING IT FOR:

Companies & Hiring Managers – To gain access to top talent faster with a seamless, AI-powered hiring process.

Recruiters & HR Teams – To save time and focus on strategic hiring while AI handles tedious tasks.

Candidates – To experience a fair, efficient, and engaging recruitment process that matches skills with opportunities.



THIS IS HOW WE DO IT



We are developing our own recruitment-specific LLM for unmatched accuracy, fairness, and efficiency.

Developed in partnership with Luxembourg Institute of Science & Technology and LuxProvide Meluxina

Our AI-powered recruitment platform eliminates inefficiencies, reduces hiring time, and ensures fair talent evaluation.

STRONG TRACTION

CUSTOMER & PARTNER PIPELINE

- 14+ clients in 10 different countries (UniCredit, ING, European Parliament, Belgian Gov, Scania)
- Strategic partnerships (LIST, LuxProvide)
- €500K+ in grants from Microsoft, Google, Atlassian

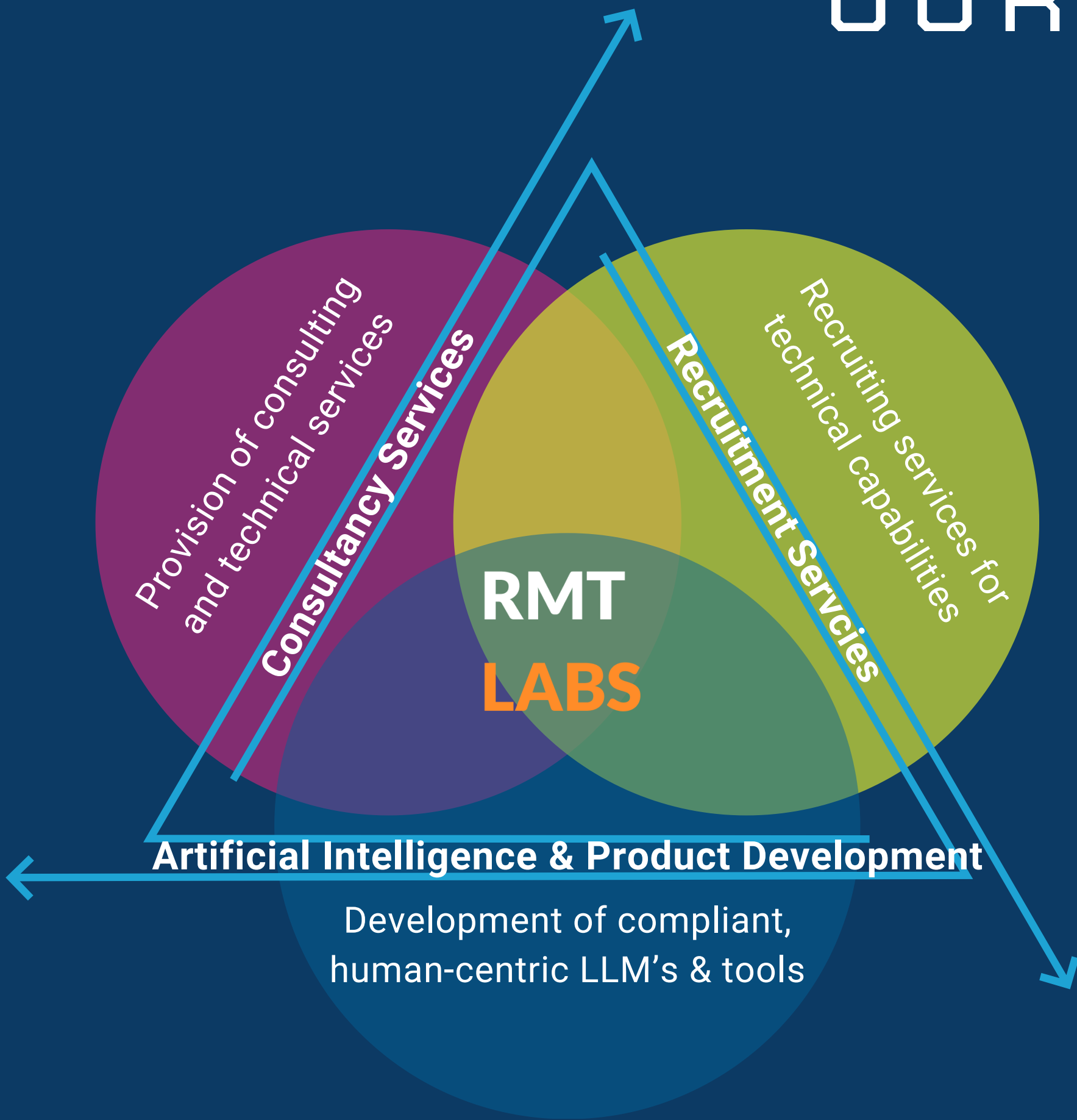
CUSTOMER METRICS

- ARR: €1M
- Retention: 82%
- Churn: 4.5%
- NPS: 73+ (Excellent)
- CAC: €3,600
- LTV: €198K+ per client

GROWTH STRATEGY & PROJECTIONS

- 2024-2025: Expansion to the rest of Europe & North America
- 2026-2027: Entry into South America, GCC, Africa, Australia
- Revenue Growth: €1M (2024) → €7M (2027)
- Product Expansion: AI Candidate Assistants & B2C subscriptions
- Monetization: Premium model, advertising & white-label licensing

OUR BUSINESS MODEL



CONSULTANCY SERVICES

- ✓ Technical Project Management.
- ✓ Data analytics & software development.
- ✓ IT infrastructure & cloud experts.
- ✓ AI specialists.

RECRUITMENT SERVICES

- ✓ AI development & compliance.
- ✓ Project management & business optimization.
- ✓ UX/UI design & software development.
- ✓ Business intelligence & data science.
- ✓ DevSecOps & cloud architecture (MS, Google, AWS).
- ✓ Testing automation & performance engineering.

RECRUITMENT SERVICES

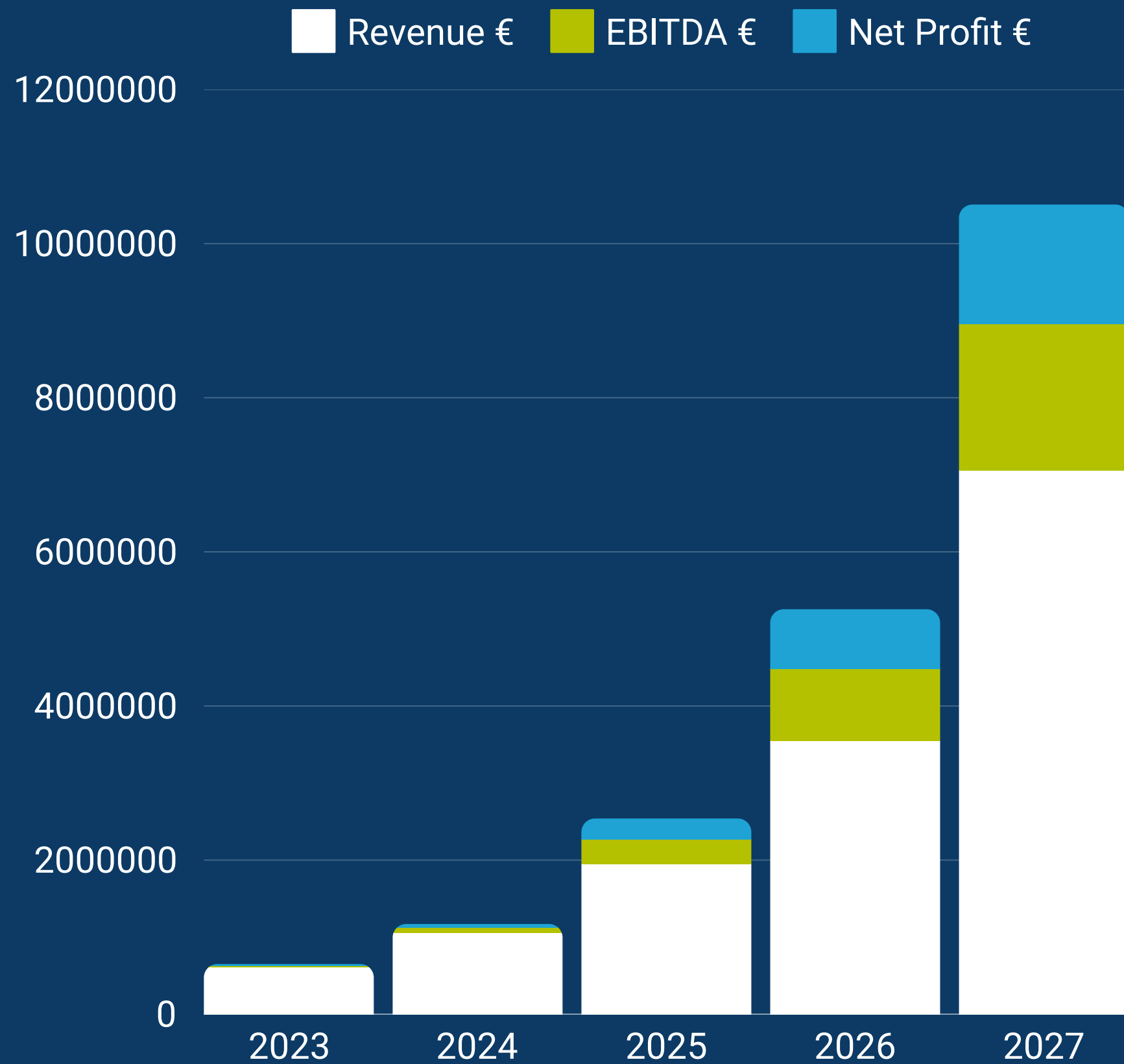
- ✓ B2B SaaS Recruitment Platform – AI-driven hiring automation.
- ✓ White-label licensing – Custom AI solutions for enterprises.
- ✓ Freemium model – Ad-based monetization for free-tier users.

A \$150B INDUSTRY



- Global Recruitment Market: **\$750B** | ICT Recruitment: **\$150B**
- Target Market (Europe, NA, SA, GCC, Africa, Australia): **\$95B**
- AI-Driven Hiring Revolution → Rising demand for ICT specialists
- Revenue Potential: Capturing just 0.1% of the market = **\$95M**

OUR FINANCIAL FORECAST



	Revenue €	EBITDA €	Net Profit €
2023	\$607,690	\$24,038	\$19,740
2024	\$1,057,433	\$63,817	\$49,590
2025	\$1,951,332	\$317,568	\$270,920
2026	\$3,545,004	\$935,943	\$774,327
2027	\$7,056,047	\$1,900,911	\$1,550,226

OUR TEAM



DANIEL STOICA
CEO

- 20+ years in IT, Law, HR & business development
- Executive MBA (Quantic), Master's in HR (Polytechnic Univ. Bucharest)
- Expertise in IT recruitment, digital strategy & business transformation



ALEXANDRU DAN
CTO

- 25+ years in IT, software engineering & AI
- CS Bachelor's, Master's in Web Services
- Stanford Machine Learning & Scrum Master certified
- Experienced CTO, driving IT innovation



GABRIEL FLORIA
CFO

- 25+ years in finance, audit & business development
- Certified Internal Auditor & F.C.C.A (ACCA)
- Bachelor's from the Academy of Economic Studies, Bucharest
- Experienced CFO, GDPR, and AI compliance



RALUCA STOICA
Head of Product

- 20 years of experience in recruitment, design, and art.
- Experience with start-ups, scale-ups & global organizations
- Bachelor's degree in Engineering
- Bachelor's degree in Law

Competitive Analysis

- LinkedIn Recruiter – Dominates candidate sourcing.
- Traditional RPO Firms – Adecco, Randstad, Manpower, Robert Walters, Robert Half.
- ATS Platforms – Greenhouse, SmartRecruiters, Zoho Recruit, Lever.
- AI-driven Competitors in Luxembourg – Zortify, Nexten.io, Cyber.ai.

Feature	Remote Labs	LinkedIn	RPO Firms	Jobvite	Bullhorn	Zortify
AI Automation	✓	✗	✗	✓	✓	✓
Time-to-Hire	12 days	68+ days	68+ days	40+ days	50+ days	45+ days
Cost Reduction	50%	High	High	Moderate	High	Moderate
AI Candidate Evaluation	✓	✗	✗	✓	✓	✓
Proprietary LLM	✓	✗	✗	✗	✗	✓
AI Act Compliance	✓	✗	✗	✗	✗	✓
Career Management	✓	✗	✗	✗	✗	✗



CURRENT STATUS

Stage: Pre-Series A

Grants: €4.5M innovation funding in Luxembourg

Microsoft €150K, Google €350K

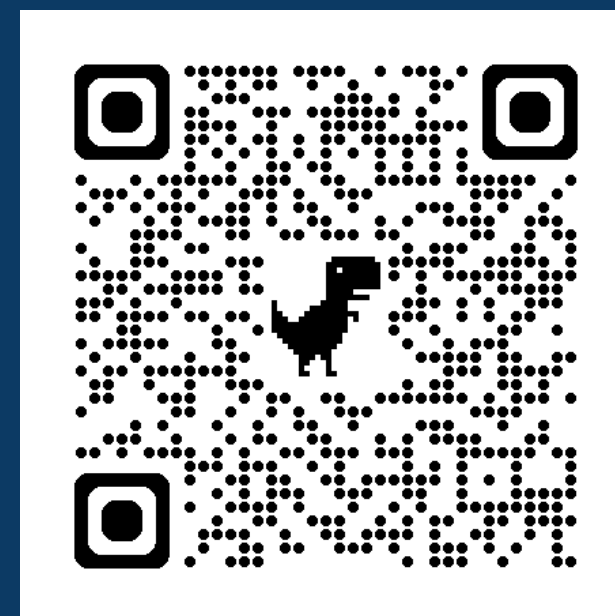
Runway: Estimated 30 months

Short-Term: Secure early adopters for the recruitment platform

Mid-Term: Expand market reach & brand positioning globally

Long-Term: Capture the AI recruitment global market

- **Revolutionizing Recruitment with AI** – cutting hiring time **from 68 to 12 days.**
- **Faster, smarter, cost-efficient and ethical hiring with AI-driven automation,** career management, and AI Act compliance.
- **€150B Market Opportunity** – Expanding across Europe, Americas, GCC, Africa, and Australia.
- **Secured a €4.5M investment** – To fuel R&D, scale operations, and **lead the AI hiring revolution.**



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