



Y U M **A** N I T Y
BUILDING SUSTAINABLE ECOSYSTEMS
FOR MEANINGFUL LIVING

Creating Inclusive Jobs, Business Opportunities and Community in Bansko, Bulgaria

A replicable business ecosystem
where **economic activity** funds
employment, training and
community development.



PHASE 1 • **2026 FUNDING ROUND**
Raising **€120,000**



THE CHALLENGE

Communities are becoming more isolated.

Families face growing pressure.

Municipalities face rising costs.

Businesses struggle to find talent.

Blagoevgrad is the region with the highest number of unemployed youth registered in Bulgaria, with a youth unemployment rate of **11%**.

The problem is not people.
The problem is the systems around them.



**THE MARKET DOES NOT NEED MORE AWARENESS.
IT NEEDS PRACTICAL SOLUTIONS.**



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STARTING WITH A REAL BUSINESS

A sustainable ecosystem needs
a sustainable engine.

We begin with services that
communities already need.



Commercial Laundry



Self-Service Laundry



Community Café

These businesses create jobs,
generate revenue and help
fund long-term impact.

Initial interest
confirmed from
3 hotels

**ECONOMIC ACTIVITY
FUELS SOCIAL IMPACT**





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WHY LAUNDRY

-  Every community needs it.
-  Every hotel depends on it.
-  Demand is constant.
-  Operations are proven.
-  Training is accessible.
-  Jobs are created quickly.
-  Revenue begins immediately.

Most importantly:

It creates a direct pathway from training to employment.

Commercial laundry margins: **25-40%** net

Laundry is not the destination.
It is the engine that helps power the ecosystem.

A SIMPLE BUSINESS WITH A MULTIPLIER EFFECT





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WHY PHASE 1 WORKS

THE FASTEST PATH FROM VISION TO EXECUTION

€120,000

INITIAL CAPITAL
Required

Break-even
estimated:
Month 12-14

16,000+

TOURIST BEDS
Existing Market Demand

5-10

INITIAL HOTEL PARTNERS
Target Launch Portfolio

10-15

JOBS CREATED
During Phase 1

YEAR 1

PATH TO POSITIVE CASH FLOW
Sustainable from the start

WHY WE HAVE AN ADVANTAGE

- ✓ EXISTING MARKET DEMAND
- ✓ MULTIPLE REVENUE STREAMS
- ✓ LOCAL RELATIONSHIPS ALREADY DEVELOPING
- ✓ INCLUSIVE WORKFORCE MODEL
- ✓ SCALABLE & REPLICABLE FRAMEWORK

START SMALL: PROVE THE MODEL. SCALE RESPONSIBLY.





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A MARKET THAT ALREADY EXISTS

-  ~320 accommodation facilities
-  ~16,000 tourist beds
-  100+ hotels
-  Restaurants.
-  Spas.
-  Wellness centers.

 Estimated laundry volume:
7–20 tons per day

-  Current supply:
- In-house hotel laundry
 - Small local providers
 - Property-management services

- ✓ Every guest creates recurring laundry demand.
- ✓ The market already exists.
- ✓ The need is already proven.

Bansko combines year-round tourism with a growing local economy.

**SERVING AN EXISTING NEED,
NOT CREATING A NEW ONE**

Targeting 3–5 hotels
in Year 1 =
~€6,000–9,000
monthly recurring
revenue
(~€72,000–108,000
ARR)





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FROM **PILOT** TO PLATFORM

TODAY

One Location
One Community
One Operating Model

YEAR 1

Laundry Operating
Community Café Active
5–10 Hotel Clients
10–15 Jobs Created
Recurring Revenue Established

YEAR 3

Wellness & Retreat Programs
Diversified Revenue Streams
25–30 Jobs Created
Stronger Local Ecosystem

YEAR 5

Inclusive Living Community
40+ Jobs Created
Established Community Hub
Replicable Community Model

LONG TERM

A Proven Model
Municipal Partnership Opportunities
Expansion Potential

**BUILD LOCALLY.
LEARN CONTINUOUSLY.
GROW RESPONSIBLY.**





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WHY WE ARE POSITIONED TO EXECUTE

PROVEN CONCEPT

Spain's ILUNION has demonstrated that inclusive employment can operate successfully at large commercial scale.

- € **€1.315B** Annual Revenue 2025
- 👥 **43,000** Employees **65% WITH SPECIAL NEEDS**
- 🏨 **31** OWN ILUNION BRAND Hotels across Spain
- 📁 **50+** Business Activities



Inclusive employment is not a theory.
It is a proven business model.

RELEVANT EXPERIENCE

- Property Development
- Project Management
- Business Operations
- Community Building

INSTITUTIONAL ENGAGEMENT

- Municipality Engagement – 4 meetings completed
- Ministry of Labor – 3 meetings completed
- Hotel Outreach
- Property Managers
- Local Partners

SCALABLE APPROACH

- Start Small
- Validate Fast
- Improve Continuously
- Scale Responsibly

THE **RIGHT** MARKET. THE **RIGHT** MODEL. THE **RIGHT** PEOPLE.





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THE EXPANSION ENGINE

A self-funded growth strategy

PHASE 1

2026

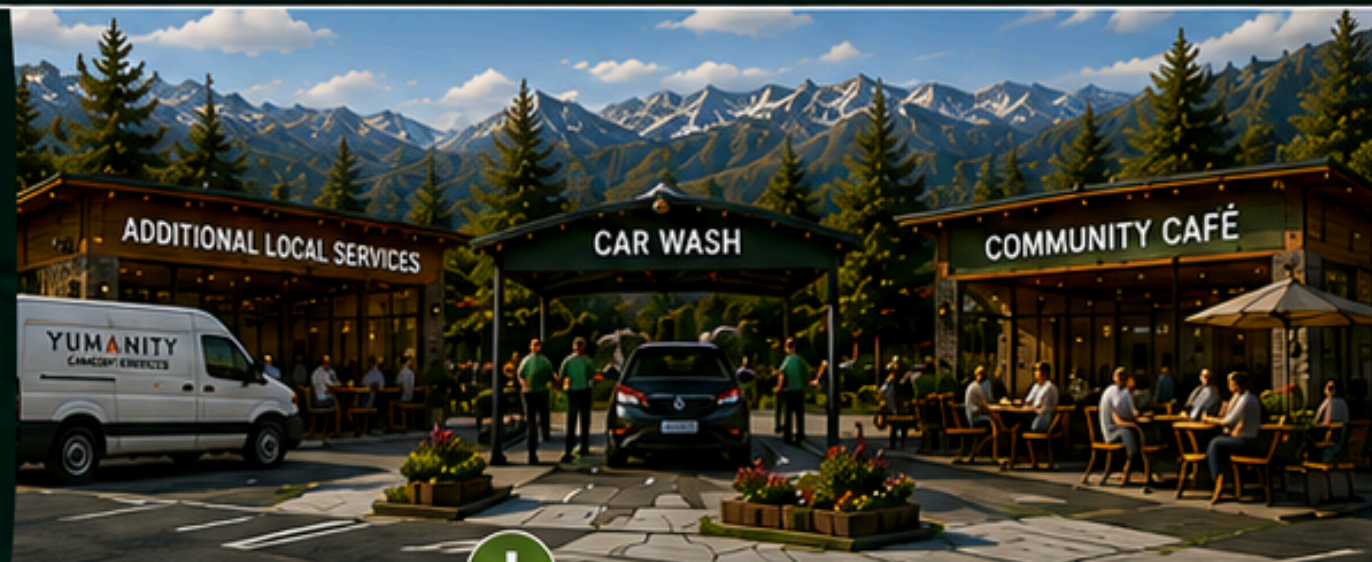
- Commercial Laundry
- Self-Service Laundry
- Training Space



PHASE 2

2027

- Additional Local Services
- Car Wash
- Storage (Self-Storage)
- Community Café



PHASE 3

2028-2029

- Retreat Center & Programs
- Rent Space



PHASE 4

2030+

- Inclusive Living



PHASE 5

2031+

- Replication Across Bulgaria



EACH PHASE CREATES THE FOUNDATION FOR THE NEXT.





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THE TEAM TO EXECUTE PHASE 1

Combined experience across founders, core team, consultants and advisors: **75+ years**

FOUNDERS

25+ years in real estate, tourism & business development

- Project Leadership
- Partnership Development
- Investor Relations
- Wealth Management

CONSULTANTS

Laundry Consultant – 10+ years commercial laundry operations with special needs teams experience

- Workflow Design
- Equipment Selection
- Operational Setup

CORE TEAM

- Community Development
- Neurodivergent Support
- Inclusive Employment Pathways
- Volunteer & Stakeholder Engagement

NETWORK

Institutional Engagement Established

- ✓ 4 Municipality Meetings Completed
- ✓ 3 Ministry Meetings Completed
- ✓ Hotel Outreach Initiated
- ✓ Local Partnerships Developing

THE TEAM REQUIRED TO LAUNCH PHASE 1 SUCCESSFULLY.

Supported by a growing network of municipal, business





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INVESTMENT OPPORTUNITY

PHASE 1 — BUILDING THE FOUNDATION



TOTAL PROJECT BUDGET

€240,000

Building the foundation for a scalable and self-sustaining ecosystem.



FOUNDER COMMITMENT

€120,000

ALREADY COMMITTED

Allocated to:

- Commercial Laundry Equipment
- Delivery Vehicle
- Initial Operating Expenses
- Renovation of the First Building
- Launch of Laundry Operations



INVESTMENT ROUND

SEEKING €120,000

Allocated to:

- Renovation of 460 m² across Two Additional Buildings
- Community Bistro Café
- Training & Community Spaces
- Accessibility Improvements
- Infrastructure & Site Improvements



12-MONTH OBJECTIVES

- ✓ Launch Commercial Laundry Operations
- ✓ Prepare Community Bistro Café
- ✓ Secure Initial Hotel Contracts
- ✓ Validate the Model
- ✓ Open Training Center
- ✓ Generate Recurring Revenue



WHY THIS STRUCTURE WORKS

Founders fund the operating engine.

Investors accelerate ecosystem development.



COMMUNITY BISTRO CAFÉ

Creating community, generating traffic and offering meaningful employment.



TRAINING CENTER

Building skills, confidence and meaningful jobs.



COMMERCIAL LAUNDRY

Revenue engine from day one serving 2–3 hotels.



THE FIRST **OPERATING ENGINE** OF A LARGER ECOSYSTEM



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WHY THIS MODEL WORKS



Opportunity creates possibility.



Skills create capability.



Work creates value.



Participation creates belonging.



Contribution creates lasting value.

Yumani brings these elements together in **one ecosystem**.



LASTING CHANGE HAPPENS WHEN
PEOPLE PARTICIPATE, CONTRIBUTE AND BELONG.





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WHY **THIS** MATTERS



FOR **INVESTORS**

A resilient operating business.
Multiple revenue streams.
Long-term growth potential.



FOR THE **MUNICIPALITY**

Jobs.
Economic activity.
Revitalized local assets.
Year-round value.



FOR **FAMILIES**

Opportunity.
Belonging.
Participation.
Independence.



FOR THE **COMMUNITY**

A stronger local ecosystem.
More collaboration.
More contribution.
More resilience.

Yumanity brings these interests together
in one sustainable model.

BUILDING SOMETHING **WORTH INHERITING.**

