

# Lety - The 100X Recruiter

**April 2026**

**Product Introduction**

AI-driven Recruitment-as-a-Service platform.

# PROBLEMS

- Recruiters spend 60–70% time on sourcing & screening
- Hiring cycles take 4–8 weeks, slowing growth
- Poor screening → bad hires → high replacement cost
- Scaling hiring = larger teams, higher costs
- Hiring remains subjective, inconsistent, and bias-driven

## Time Problem

60–70% wasted effort  
4–8 week cycles

## Cost Problem

Large teams  
High overhead  
Bad hire cost

## Quality Problem

Weak evaluation  
Bias  
Inconsistency

**“Hiring is not just slow - it is structurally inefficient.”**



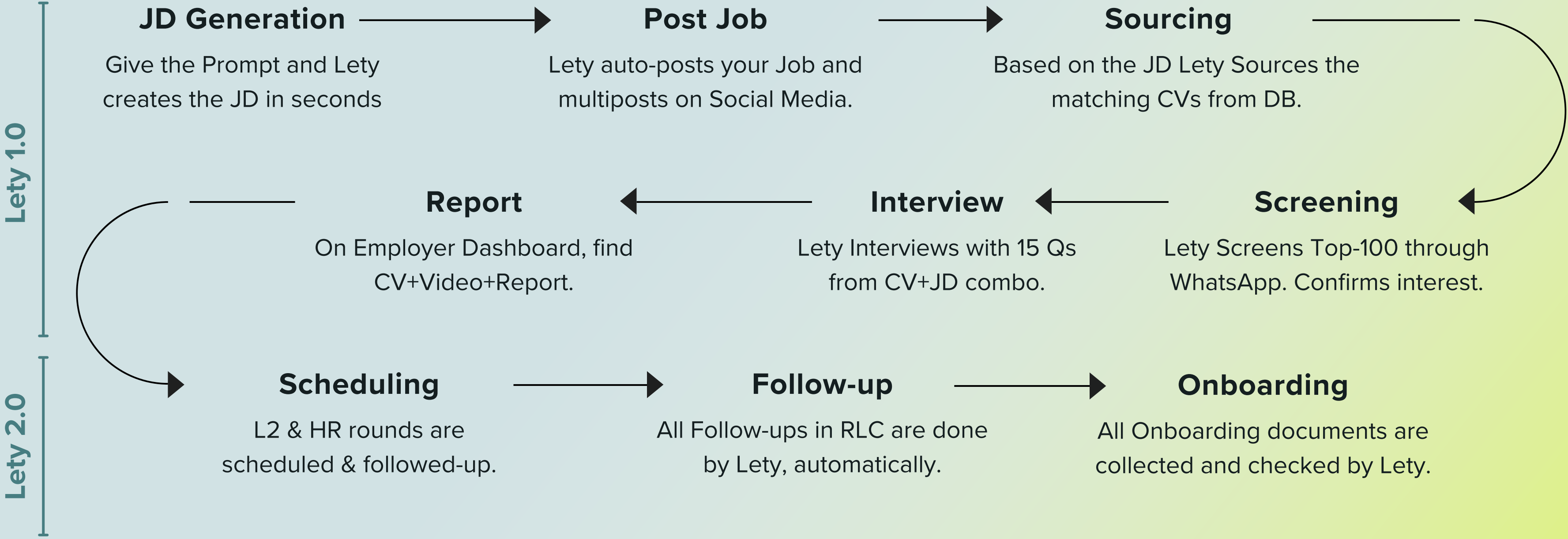
**“WE BUILT LETY -  
AN AI-RECRUITER THAT  
AUTOMATES HIRING -  
SAVING 68% OF TIME AND  
RESOURCES.”**

**VISION**

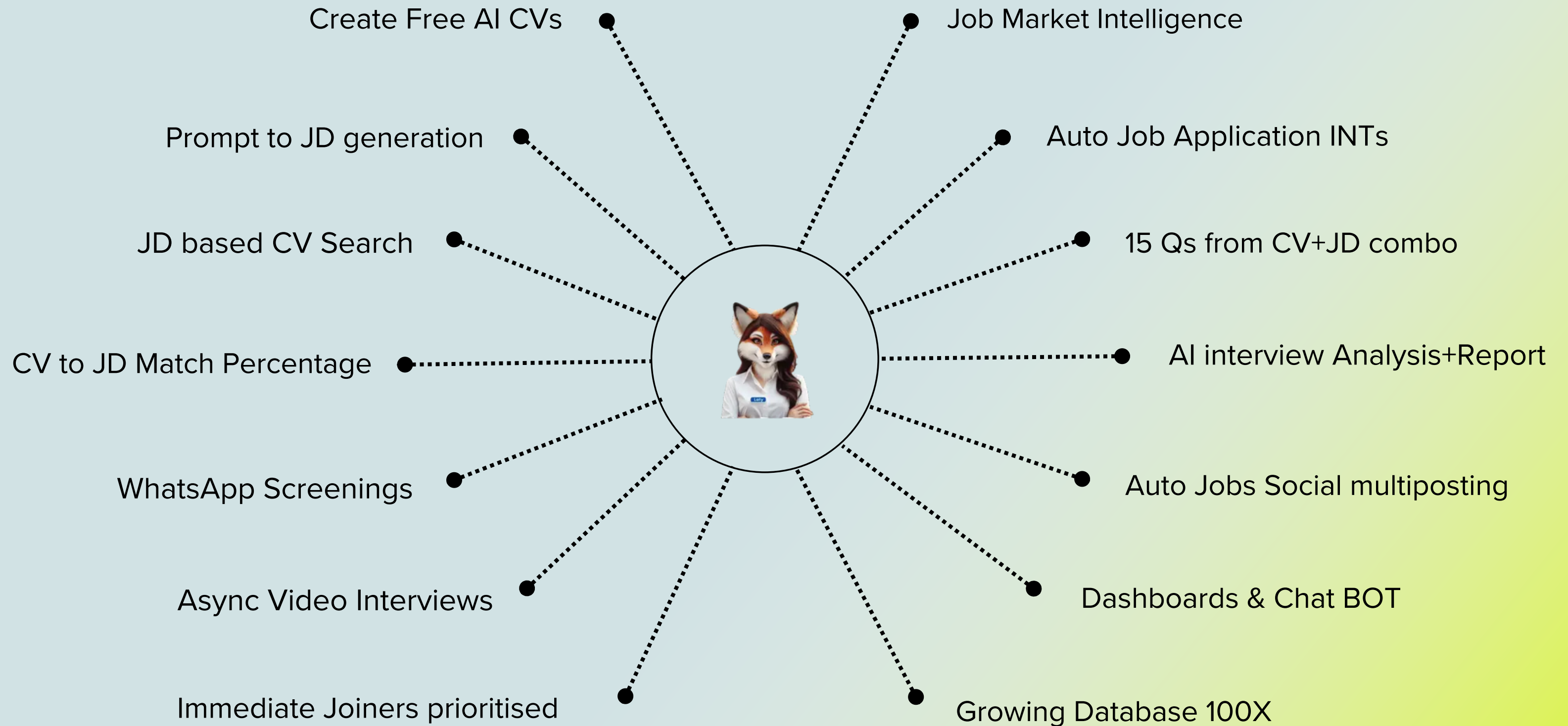
**Humans Decide. AI Executes.**

# Skillety Solution

Reduces manual effort by 70–80%.



# Lety 1.0 - The 100X Recruiter



# TRACTION

- Platform launched (May 2026)
- Sales starting June 2026
- Outbound emails to CEOs/COOs
- Demos scheduled daily
- 400+ daily Candidate Registrations
- 10+ Clients closed
- Aggressive Sales outbound promotion

# BUSINESS MODEL

## Hire-As-You-Go (Customised)

Plan your Views + CV Sourcing + Screening + AI-Interviews + Jobs postings.

Customers start small and scale usage as hiring grows.

### Flexible Pricing Plans

**Hire-As-You-Go !**  
Build your hiring plan. Pay only for what you use.

CV Search	0	CV Views	0
0	1,000	0	10,000
Screenings	0	Interviews	0
0	5,000	0	500
Jobs	0	Lety Licence	1
0	100	1	10

Validity Period

**1 Month** 3 Months **Save 5%** 6 Months **Save 10%** 12 Months **Save 15%**

Estimated Total Price  
**₹ 2,999**  
for 1 month (exclusive of GST)  
+ 18% GST = ₹ 3,539

Your package includes:  
1 Licence

**Pay ₹3,539 Now**

Pick at least one credit (CV Search, CV Views, Screenings, Interviews, or Jobs) to enable payment. The Lety Licence alone isn't purchasable on its own.

**“Prompt to Hire at 100X speed.”**

# Founders



## **Nobel George, Founder & CEO**

With 18 years of experience in Recruitments & global Executive Search. 7 years into Sales & Marketing. A visionary driven by goals and passion.



## **Supriya Das, Co-Founder & COO**

With over 17 years of relevant experience into Recruitments – IT & Non-IT. An Engineer from BIET, Odisha, she is a natural leader and a people's person.



## **Yash Pritwani, Tech Director**

Technology builder with 6+ years of startup experience — turning complex business problems into scalable, market-ready AI-powered products.

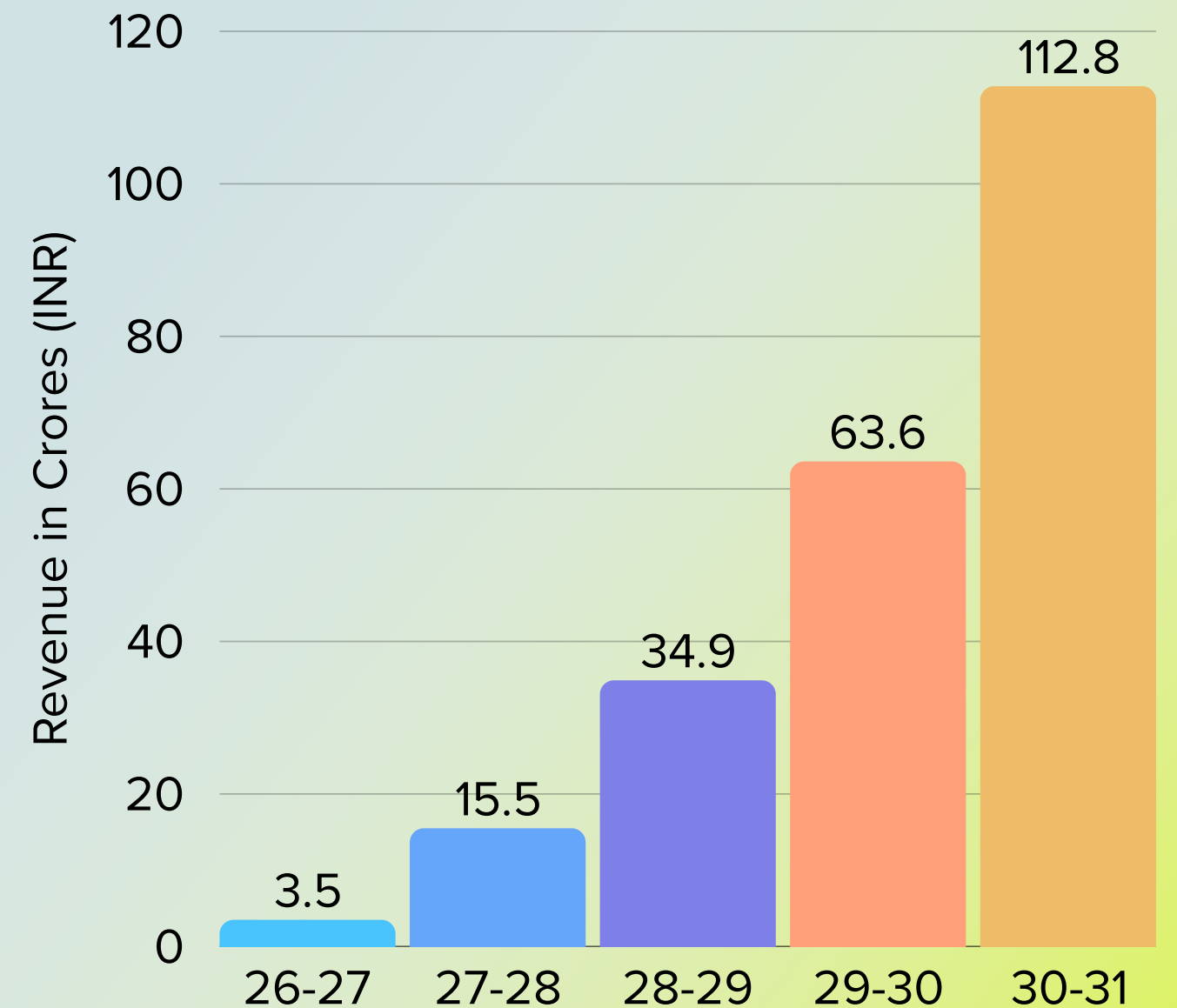
# Features Comparison

Feature	Skilley	Naukri	Eightfold	TurboHire	iMocha	Skilley
Free Gen-AI Created CV (ATS Compliant)	✓	✗	✗	✗	✗	✗
Market Intelligence (Salary / Notice)	✓	✗	~	✗	✗	✗
Immediate Joiners Prioritized	✓	✗	✗	✗	✗	✗
WhatsApp-Based Screening	✓	✗	✗	~	✗	~
Auto Interview Trigger on 75% Match	✓	✗	✗	✗	✗	✗
Auto-Multiposting to Social Channels	✓	✗	✗	✗	✗	✗
Prompt-based JD Generation	✓	✗	✗	✗	✗	✓
Employer JD Upload Option	✓	✓	✓	✓	✗	✓
AI CV-to-JD Matching	✓	✓	✓	✓	~	✓
CV Sourcing (B2B Model + Open Sources)	✓	~	~	✓	✗	✓
L1 Async Video Interview (15 questions)	✓	✗	✗	✓	~	✗
Interview Storage (30 Days)	✓	✗	✗	~	✓	~
Comprehensive Interview Report + Score	✓	✗	✗	✓	✓	✓
Search CVs or Post Jobs	✓	✓	~	✓	✗	✓
Growing Curated Candidate DB	✓	✓	~	✓	✗	~

✓ = YES, ✗ = NO, ~ = PARTIAL

# GROWTH

- Past client reactivation (140+)
- Outbound engine (1000 emails/day)
- Social Media Marketing
- MBA Colleges hiring Interviews
- Training institutes Testing Qs
- Inside sales scaling plan
- Future: partnerships + inbound



## Client Acquisition Strategy

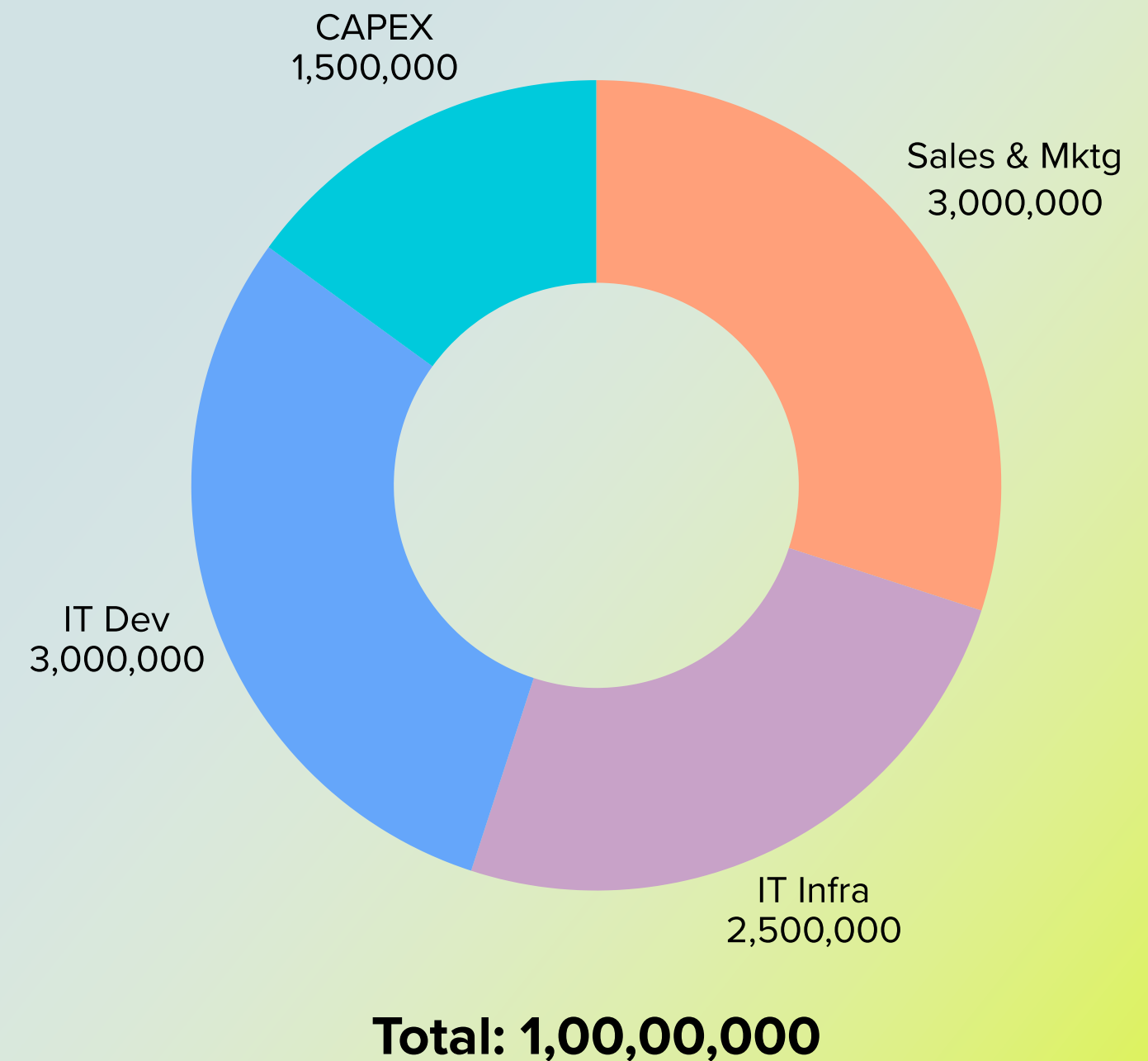
- Client categories: IT Cos, Consultancies, GCCs, Manufacturing and Healthcare
- 45 client acquisitions per month (3 pacs)
- First Monthly, then Yearly package, per Client
- 10K - 49K starting package
- Yearly packages start at 2.4 to 3.6 lacs

# Our Ask

## Investment

Currently Valued at **27.20 Cr.**,  
raising **INR 1 Cr.** for **3.7%** equity,  
as growth stage capital.

- Founders and friends & family have invested over ₹4.3 Crores into building Skilley.
- We have launched and started Sales, the technology risk is behind us.
- The ₹1 Crore we are raising now is growth capital for customer acquisition and scale.

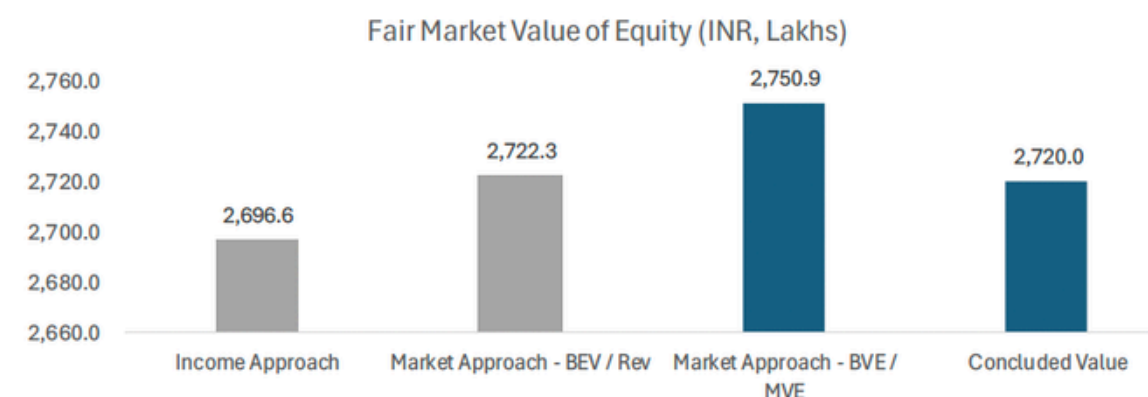


# VALUATION

## Valuation Overview

- Our valuation analysis considered and evaluated each of the three traditional approaches to value: the income approach, the market approach, and the asset approach. We relied on the income, and market approaches to value, because we believe (1) each is appropriate for the valuation analysis, and (2) sufficient information was available for their application. An asset approach was not relied on, because we did not consider it to be applicable to the analysis, since in general, an asset approach does not capture the value of a going concern and value in use.
- We employed the discounted cash flow method within the income approach. In this method, the present values of cash flows reasonably expected to be produced by the Company from its operations were summed to produce an estimate of the Company's business enterprise value on a marketable-control basis. We then subtracted the book values of interest-bearing debt, and adjusted for cash and cash equivalents to arrive at an indicated value for common equity of the Company of Rs. 2,696.6 lakhs or Rs. 27.0 crores.
- Within the market approach, we applied the guideline public company method, which employs market multiples derived from market prices of stocks of companies that are engaged in the same or similar lines of business as the Company and that are actively traded on a free and open market. We evaluated and reconciled the indicated values of common equity, those that were derived directly and those that were developed by reducing indicated business enterprise values by the book values interest-bearing debt, and cash & cash equivalents, to arrive at an indicated value for common equity of the Company of Rs. 2,722.3 lakhs or Rs. 27.2 crores.
- We also considered the book value to market value of equity multiple and determined an indicated value of common equity of the Company of Rs. 2,750.9 lakhs or Rs. 27.5 crores.

Fair Market Value of Equity   Reconciliation (All amounts in INR, Lakhs)	Indicated Value *	Weight	=	Weighted Value
Income Approach   DCF	2,696.6	50.0%	=	1,348.3
Market Approach   Guideline Public Company Method				
BEV / Revenue	2,722.3	25.0%	=	680.6
Book Value / Market Value of Equity	2,750.9	25.0%	=	687.7
<b>Fair Market Value of Equity (Rounded)</b>				<b>2,720.0</b>



- Finally, we applied a 50.0% weight to the value indications from the income approach and equal weighting of 25.0% weight to the value indications from each of the market approach indications to conclude on a fair market value of equity of Rs. 2,720.0 lakhs or Rs. 27.2 crores. We note that each of the value indications closely corroborate to each other.

## Why Us?

- Built recruitment business → 140+ Clients over 20 years
- Deep understanding of hiring problems
- Founder capital invested: ₹3.5 Cr
- Friends & Family raised: ₹75 Lakhs
- Strong execution focus
- Strong operational expertise

**We didn't start with AI. We started with the problem.**

**We have over 2,57,000+ registered  
Candidates, with over a 600+ candidates  
registering daily. 12 clients and counting.**