

Deterministic AI for Import Compliance in the European Union

*Automated HS/TARIC classification with full legal audit trail
Built for EU customs brokers, importers and Trust & Check Trader compliance*

Customs Classification Is Broken, Slow and Risky



Too Costly

€ 1B+

lost annually across the EU

- Manual **HS/TARIC classification**
- **Fragmented** legal and tariff sources
- Dependence on **individual experts**



Too Slow

20 - 40 min

per product classification

- E-commerce import volumes growing **10–15% annually**
- Only **15–20 seconds per parcel** for risk assessment



Too Risky

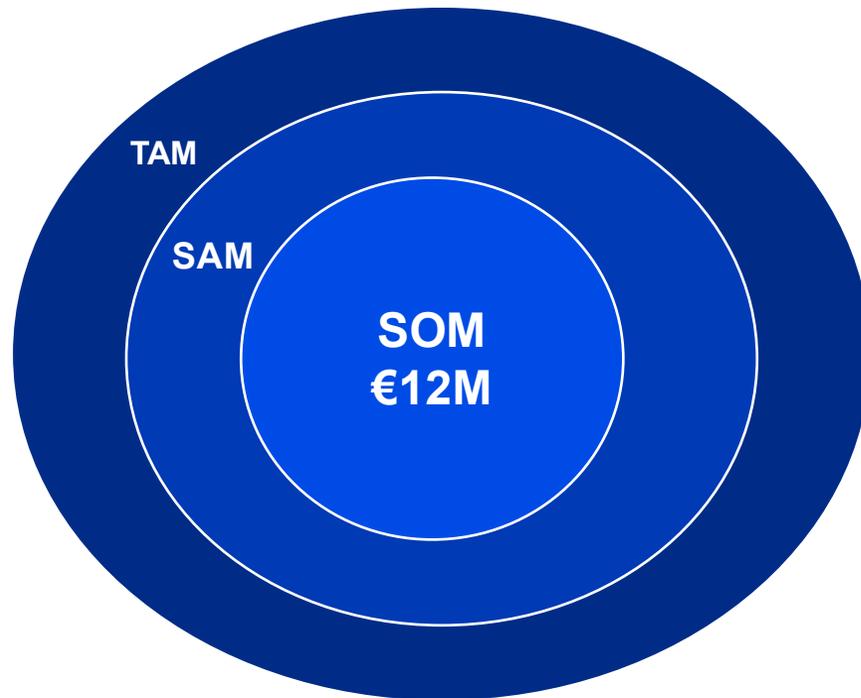
Up to 30% penalties

for incorrect classification

- **Lost public revenue**
- **Inefficient customs operations**
- **Legal uncertainty** for businesses

Estimated loss of over €1 billion annually in customs duties across the EU due to misclassification, undervaluation, and irregular trade cases

€525M Serviceable Market, Growing 11% Annually



TAM

€525M

All EU companies needing automated HS/TARIC classification

SAM

€120M

Poland + DACH brokers & mid-market importers reachable via direct GTM

SOM

€12M

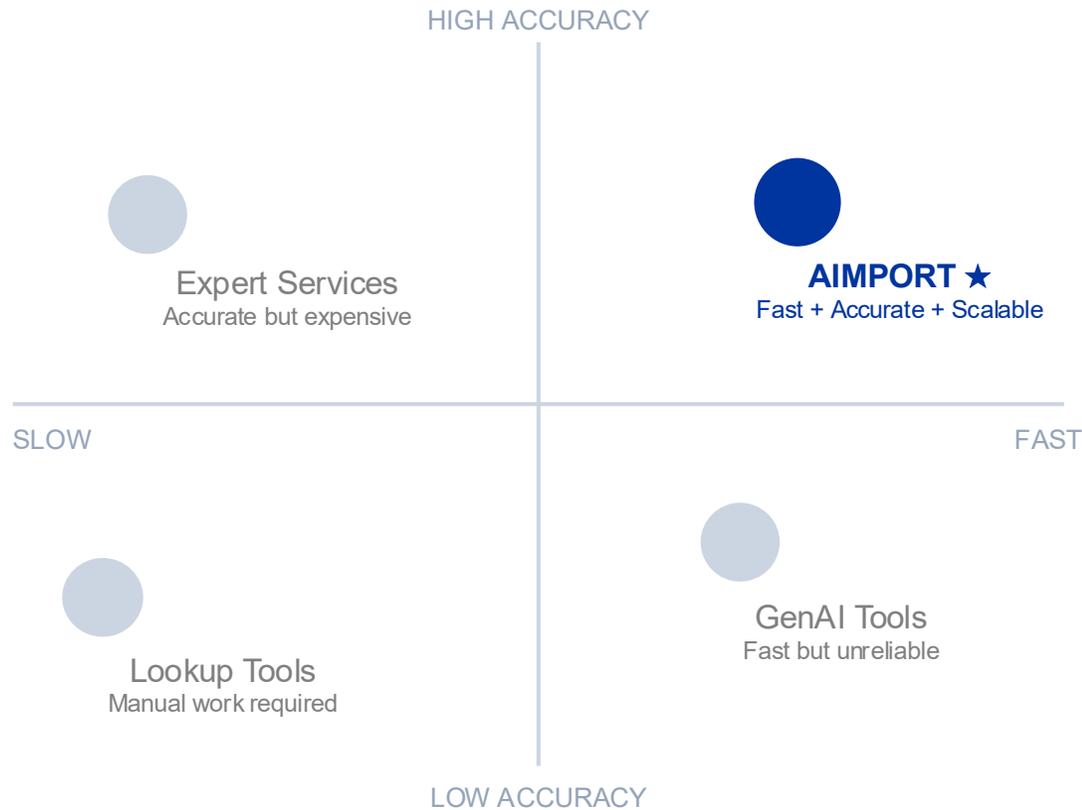
TCT 2028 catalyst creates demand spike —
5-year adoption compressed into 24 months

30 Seconds. Zero Hallucinations. Full Legal Audit Trail.



"Like a tax compliance engine — but for EU customs. AI understands the product. Rules decide the code."

We are the only deterministic + AI solution



	AIMPORT	Lookup	GenAI	Expert
Automated classification	✓	✗	✗	✓
Deterministic (no hallucinations)	✓	✗	✗	✓
Full GRI legal audit trail	✓	✗	✗	✗
TCT-ready documentation	✓	✗	✗	✗
Scalable without hiring	✓	✗	✓	✗
EU-native TARIC logic	✓	✓	✗	✓

SaaS Subscription + Volume Growth

01

Who Pays

Customs brokers (primary) and large importers (secondary). Both operate under EU compliance obligations — cost is non-discretionary.

€ 2.4k – 24k+

Annual contract value

02

Why They Pay

Manual classification costs €50–100 per complex filing. AIMPORT brings that to under €10 while adding audit-trail compliance brokers can't get elsewhere.

70%+

Gross margin

03

How We Grow

Brokers expand as client volumes grow. Importers upgrade tiers as SKU count rises. Revenue scales automatically without new sales motion.

< 7 months

Payback period

100%+

Target net revenue retention

Current Status & Path to Seed

Product

MVP Built

Deterministic GRI engine + AI semantic layer

Pilot

Active

In pilot conversations with customs brokers

Partnership

Pending

LNC LogisticNetwork —
TRANS4LOG June 2026

Exhibition

Booked

TRANS4LOG Hannover, 25 June 2026

MILESTONES

Q1–Q2 2026

- 1st broker customer signed
- TRANS4LOG exhibition
- TCT One-Pager with LNC

Q3 2026

- 5 customers, €86k ARR
- Pre-Seed round (€400K)
- Sales hire (M10)

Q4 2026–Q1 2027

- 10 customers, €200k ARR
- Enterprise pilot (DACH)
- Seed round preparation

Q2 2027

- Seed round close (€1.2M)
- 2 devs hired
- API beta launch

Three Founders. Maastricht University



Wojtek Pazola

Founder & Sales

- Enterprise sales background
- Poland market relationships



Leo Goerg

Founder & Product

- Experience in international trade
- Founder-led sales, partnerships, and product strategy



Stanislaw Galant

Founder & Legal

- Finance & legal structure
- Regulatory and compliance framework

Our Vision

AIMPORT

We believe that every company should be able to trade globally with confidence — without legal uncertainty, without inefficiencies, and without reliance on fragmented manual processes.

Today, customs compliance is slow, error-prone, and dependent on individual expertise. As global trade volumes continue to grow, outdated systems can no longer scale with regulatory complexity.

Our mission is to transform customs classification into a standardized, auditable, and automated process — ensuring accuracy, transparency, and legal certainty across the European Union.

We envision a future where compliance is embedded directly into operational workflows, where every HS/TARIC decision is explainable, and where businesses can scale international trade without increasing risk.

By replacing manual interpretation with deterministic logic and intelligent support, we empower customs agencies, brokers, and importers to operate faster, safer, and more efficiently.

Our North Star is a fully digital, transparent, and resilient trade compliance infrastructure for Europe — supporting fair competition, public revenue protection, and frictionless global commerce.

Our goal is to reduce classification time across EU imports by over 50% and set a new standard for compliant trade operations.