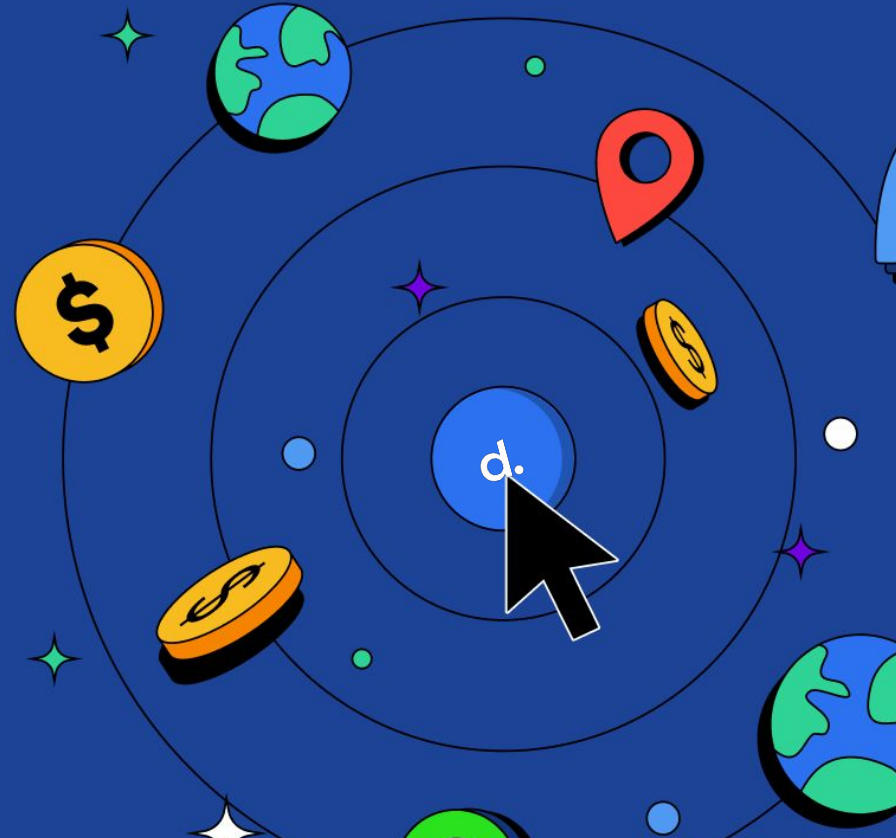


# Deel Overview



# Agenda

SPEAKER NAME & TITLE

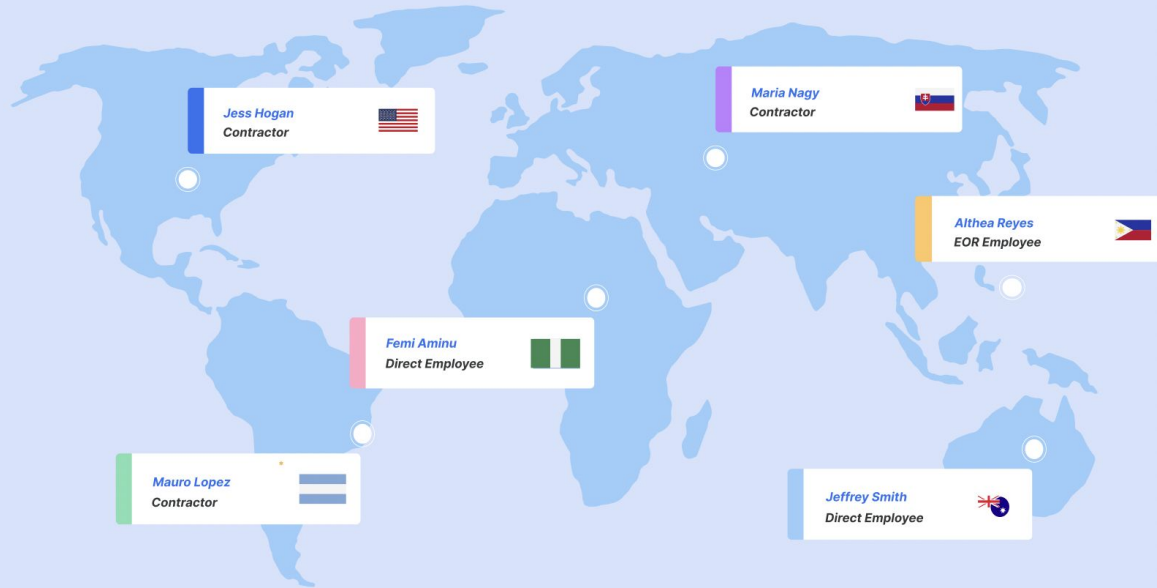
DECEMBER 1, 2022

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Introduction	3	How it works	8
The problem	4	Extra slides	17
The solution	5	Other decks	36

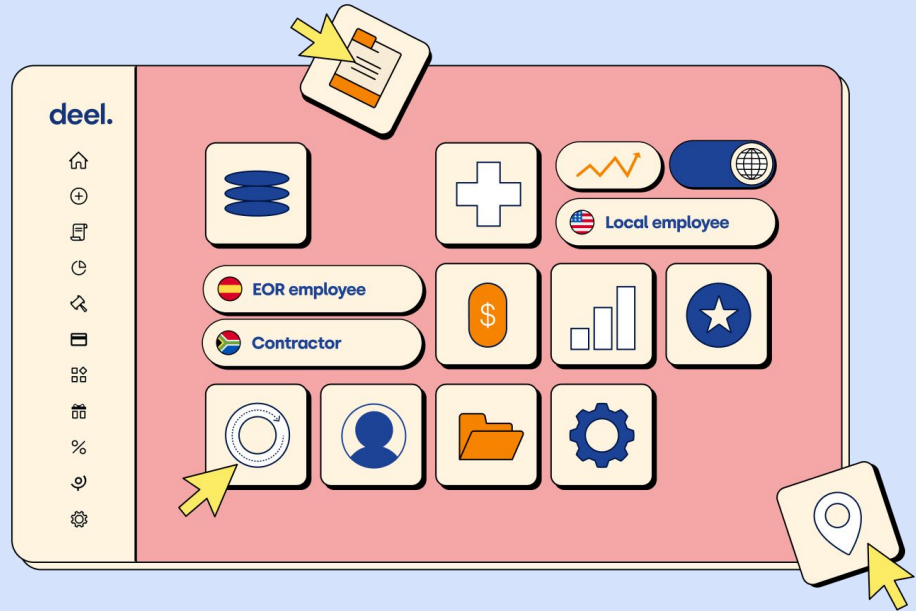
# Work's gone global

Deel's global hiring report indicates a **+145% increase in global hiring in 2022.**



# Searching for a solution

- No HR platform has been able to handle **everything, for everyone**
- Some teams use up to **16+ different platforms**



# Trusted by 15,000+ businesses

We help companies **eliminate hiring borders**—so anyone, anywhere in the world, can access new opportunities

SOLUTION

d.

5



SUPERHUMAN



Klarna.



Revolut

Trustpilot

4.8



G2

4.6



EOR Market  
leader by  
Everest Group



YC's 2023 top  
companies

6<sup>th</sup>



Forbes  
Cloud 100  
list 2022



# A single source of truth

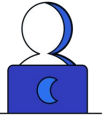
Deel's the only company to compliantly manage **everything**, for **everyone**, in one powerful platform.

THE SOLUTION

cl.

6

## Hire & Pay



Contractors



EOR employees



Direct workers



Immigration

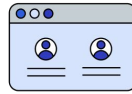


US payroll and PEO (coming soon)

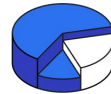


Benefits

## Manage HR



HRIS



Reporting



Equipment



WeWork



Integrations

## Stay Compliant



Fend off Misclassification (Shield)



Get legal Protection (Premium)



Background checks



Localized contracts

# The future of HR

Built by a global-first team of in-house experts

THE SOLUTION

d.

7



## Consolidate HR & Payroll for everyone

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With a global-first platform to manage every worker in every country's needs. We have local lawyers and PRMs all over the world.



## Save \$20k+ on your tech stack

---

Free for companies under 200 people. It's the only HR tool that can evolve with your business regardless your team setup.



## Instant access to in-house support

---

We don't rely on third parties and we have our own infrastructure in 100+ countries, which means we guarantee top-tier service.



## Unrivalled team experience

---

Unmatched automation and customizable settings for onboarding, payroll, contract changes, powerful integrations, and more.

# Hire **contractors worldwide** with the most compliant solution

## Stay compliant anywhere

---

Localized contracts, tax documents, compliance docs collection, Deel Premium add-on.

## Automate global payments

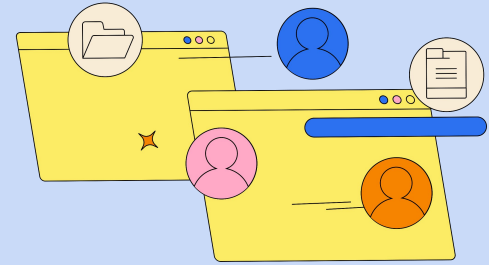
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Automated invoicing and expenses, 8+ withdrawal methods, 150+ currencies.

## A great team experience

---

Advances withdrawal, global debit card, Stock options, health insurance, and more.



### Protect against workers misclassification with [Premium](#).

Add an extra layer of protection against misclassification risk. Deel covers costs up to \$25,000 if a misclassification case arises.



# Fend off misclassification risks with **Deel Shield**

## **Avoid worker misclassification**

---

Let us classify and hire contractors in 150 countries on your behalf to eliminate your risk and lessen liability.

## **Higher protection, same flexibility**

---

Manage everything — from localized contracts and global payroll to equipment and PTO requests — all in one place.

## **A great team experience**

---

Provide contractors with an exceptional experience with 10+ payment options, multi-currency withdrawals, perks, and more.



# Hire **EOR employees** anywhere in 5 minutes, without the hassle of opening an entity

## Best hiring coverage with 100+ Deel entities

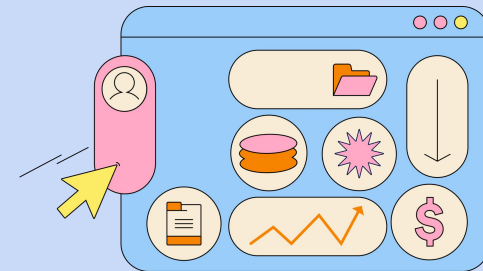
We hire the employee on your behalf in 100+ countries, while they work for you, like the rest of your team.

## Stay compliant worldwide

We handle all things compliance (contracts, minimum wage, terminations, and other local laws) for you.

## Unrivaled payroll flexibility

We handle tax deductions, pensions, benefits, and government fees for you, and give you [3x more time](#) to add payroll adjustments compared to competitors.



### Everything you need to grow your global team.

- [Get visas support in 25 countries](#)
- [Provide local health benefits](#)
- [Built-in background checks, equipment, WeWork passes](#)

# Onboard and pay **direct employees** hired through your own entities

## One platform for all countries

---

Manage payroll for any worker in one place with a worldview of your payroll data.

## In-house expertise worldwide

---

Our payroll managers handle taxes, updates to local governments, social security, and more.

## Save time with integrations

---

Track changes, understand global costs, and anticipate changes with built-in reporting.



## Work with our experts to enhance your global growth

- Open a new entity with our experts' guidance
- Conduct M&As, grant your equity compliantly, and more

# Manage everyone with the only **global-first HR platform**

## Localize onboarding for anyone

---

Every onboarding item is localized, from minimum wages to compliance documents collection.

## Save time on HR tasks

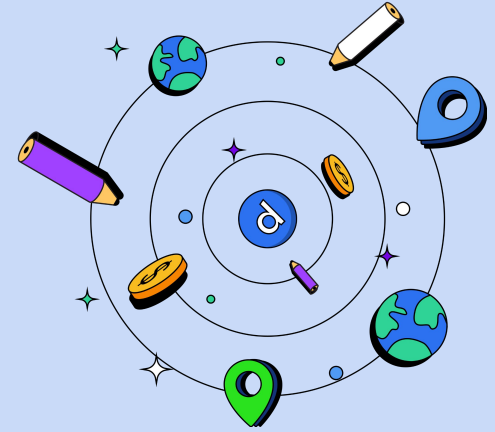
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Manage everyone with our people directory and org charts, plus automate time off, expenses, KYC, app provisioning and more.

## Get a global view of data

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Track changes, understand global costs, and anticipate changes with built-in reporting.

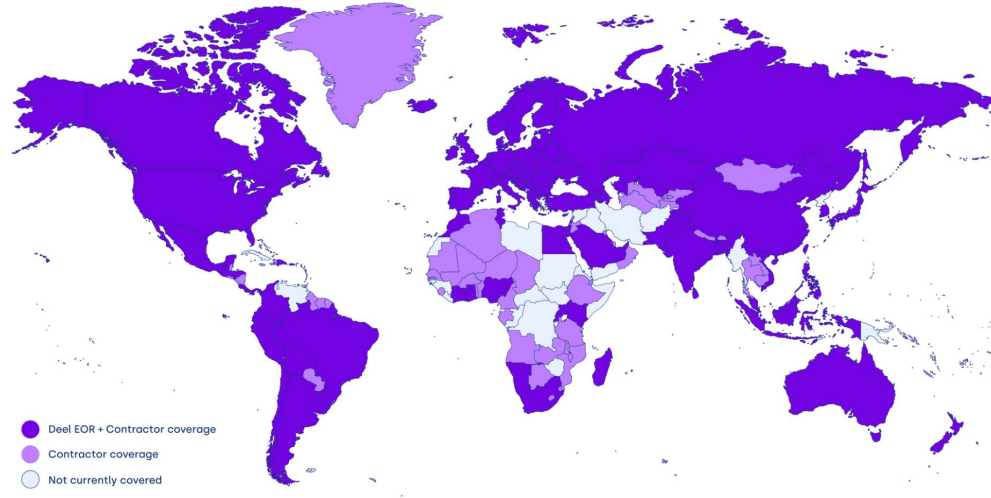


- [Pulse Surveys](#)
- [Referrals](#)
- [Connections](#)
- [1-on-1s](#)



# Coverage w/ references

deel.



- Deel EOR + Contractor coverage
- Contractor coverage
- Not currently covered

- Deel EOR + Contractor coverage

Albania, Argentina, Armenia, Australia, Austria, Azerbaijan, Bangladesh, Belarus, Belgium, Bolivia, Bosnia and Herzegovina, Brazil, Bulgaria, Canada, Chile, China, Colombia, Costa Rica, Croatia, Cyprus, Czech Republic, Denmark, Dominican Republic, Ecuador, Egypt, Estonia, Finland, France, Georgia, Germany, Ghana, Greece, Guatemala, Honduras, Hong Kong, Hungary, Iceland, India, Indonesia, Ireland, Israel, Italy, Ivory Coast, Japan, Kazakhstan, Kenya, Kosovo, Latvia, Lithuania, Luxembourg, Madagascar, Malaysia, Malta, Mauritius, Mexico, Moldova, Morocco, Namibia, Netherlands, New Zealand, Nigeria, North Macedonia, Norway, Pakistan, Panama, Peru, Philippines, Poland, Portugal, Puerto Rico, Romania, Russia, Rwanda, Saudi Arabia, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Thailand, United Arab Emirates, United Kingdom, United States, Tunisia, Turkey, Uganda, Ukraine, Uruguay, Vietnam.

- Contractor coverage

Algeria, Antarctica, Antigua and Barbuda, Argentina, Bahamas, Bahrain, Barbados, Belize, Benin, Bermuda, Bhutan, Cambodia, Cameroon, Cape Verde, Cayman Islands, China, El Salvador, Fiji, Gabon, Gibraltar, Greenland, Grenada, Guyana, Haiti, Jamaica, Jordan, Kazakhstan, Kuwait, Kyrgyzstan, Lebanon, Lesotho, Liechtenstein, Malawi, Martinique, Monaco, Mongolia, Montenegro, Mozambique, Nauru, Nepal, Nicaragua, Oman, Qatar, Réunion, Saint Lucia, Saint Vincent and the Grenadines, San Marino, Saudi Arabia, Seychelles, Sierra Leone, Swaziland, Tajikistan, Timor-Leste, Trinidad and Tobago, Uzbekistan, Zambia.