



Bizreg

The first AI-native accounting firm in Uzbekistan

10× accountant productivity · one accountant serves 400 companies

ICT Week Uzbekistan 2026 · Startup Alley · Pre-seed round \$1M

THE PROBLEM

Accounting is a headcount business — it doesn't scale

- Every new client needs more accountant hours; growth is capped by hiring.
- Manual entry means errors, fines and slow reporting.
- In Uzbekistan the market is fragmented across thousands of small offline firms.



OUR SOLUTION

AI-native accounting: people orchestrate, AI executes

10x

productivity per accountant — AI
agents do the routine

400

companies served by one
accountant-engineer

↓ **errors**

AI validates every entry against local
tax rules

HOW IT WORKS · CLIENT JOURNEY

80,000+

companies are registered
in Uzbekistan **every year**
— and every one of them
needs what we sell

STEP 1 · ENTRY

Full legal setup

Company registration + bank account
opening — done for the client, end to
end



STEP 2 · RECURRING CORE

Tax & bookkeeping

Monthly accounting and tax filings, AI-
backed



STEP 3 · UPSELL

**Everything the business
needs next**

Consulting · visas & work permits ·
dashboards · management accounting

MARKET · UZBEKISTAN

A large market that renews itself every year — we target 20% of it

~\$2.2B

TAM / year

~371K small businesses × ~\$6K avg. annual accounting spend

~\$1.1B

SAM / year

Tashkent city + region + foreign founders — ~1/3 of GDP and an outsized share of business-services spend

\$220M

Target / year · 20% of SAM

consolidated organically and through the AI roll-up

Company estimates based on State Statistics Committee data (stat.uz, 2025: 82,386 new SMEs; 442K active businesses, 84% small business)

Three waves of capital — the third one just arrived

Company	Founded	Backing	What it proves
WAVE 1 · 2017 — OUTSOURCED ACCOUNTING GOES ONLINE			
 Pilot · USA	2017	\$325M	\$1.2B valuation (\$100M Series C '21) · clients incl. OpenAI
 Osome · Singapore	2017	\$82M	S\$26.6M revenue FY2025 — model works internationally
WAVE 2 · 2023 — AI AGENTS ENTER ACCOUNTING			
 Basis · USA	2023	\$134M+	AI agents for accountants — \$34M A (Khosla '24) → \$100M B ('25)
 Crete PA · USA	2023	\$500M	Thrive-backed AI roll-up of accounting firms with OpenAI · \$300M revenue in 2 years
WAVE 3 · 2026 — AGENT-NATIVE ACCOUNTING FIRMS (Y COMBINATOR W26)			
 Balance · UK	2026	YC W26	«Run by AI, signed off by real accountants» — conversational AI bookkeeper
 Last Accounting Co · USA	2026	YC W26	Agent-native firm: agents do the work, a certified accountant signs off
 Bizreg · Uzbekistan	2026	\$1M ask	The same wave — first in Central Asia , with registration-funnel distribution

2017 proved demand. 2023 brought the AI agents. **2026: YC funds agent-native firms — we are that wave, on an untouched market.**

TRACTION

Two weeks in — first clients already paying

2 wks

since launch

\$3K

MRR in contracted recurring revenue

~\$36K

ARR run-rate

The metric that matters at this stage: speed from launch to paying clients — on a recurring model that compounds.

GROWTH STRATEGY · AI ROLL-UP

Buy brick-and-mortar firms. Convert them to AI-native.

1

Acquire

Buy established offline accounting firms with loyal client books — at traditional-services multiples.

2

Transform

Move their clients onto our AI platform; retrain accountants into accountant-engineers.

3

Scale

10× productivity turns their thin margins into software-like margins — instantly.

The market is fragmented across thousands of small firms — **we consolidate it with an AI advantage none of them can build alone.** Thrive-backed Crete is running this exact playbook in the US with \$500M — we bring it to Central Asia first.

DEFENSIBILITY

A moat global players can't copy from afar

Deep local integrations

Didox (e-invoicing), Ijara, 1C, my.soliq.uz — our AI plugs into the rails local business actually runs on.

Local expertise, encoded

Uzbek tax code and reporting rules are built into our AI checks by practicing experts — compliance by design, not an afterthought.

First-mover data

Every client processed trains our models on local documents and edge cases competitors don't have.

Entry-point distribution

We acquire clients at registration — before any competitor even knows they exist.

TEAM

Built by operators, not first-timers



Elena Vasyukova

Co-founder · Head of Accounting & Tax practice

Finance & management-systems expert, advisor to CEOs. 20 years of experience · 14+ years running her own consulting firm: team of 20, 100+ companies under management, clients with up to ₺10B turnover, projects in 6 countries. Founder of BK «Reshenie» · lecturer in management accounting · crisis-management practitioner.



Ivan Korotaev

Co-founder

Ex-Associate Manager at KPMG · ACCA. Co-founder of fintech Debexpert.com and SaaS Latenode.com. Founder of Ustores.uz — the largest last-mile delivery service in Uzbekistan.

THE ASK

\$1M

Pre-seed round to build the product: our AI harness, own infrastructure and the engineering team that multiplies every accountant we hire or acquire.

45%

Engineering team & AI harness — the agent platform behind every accountant

20%

Own servers & infrastructure — data security and control

20%

Local integrations — Didox, Ijara, 1C, soliq

15%

Growth & operations



Let's build the accounting layer of Uzbekistan.

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