

# Interior design and interactive plans with virtual and augmented reality

The platform thus becomes a vehicle for marketing and commercial development for all companies and professionals in the construction, furniture, and real estate sectors.



How It Works <a href="https://youtu.be/rbkZye1qYoo">https://youtu.be/rbkZye1qYoo</a>





SMART HOME IN YOUR SMART PHONE



# Download the App



# H3DViewer



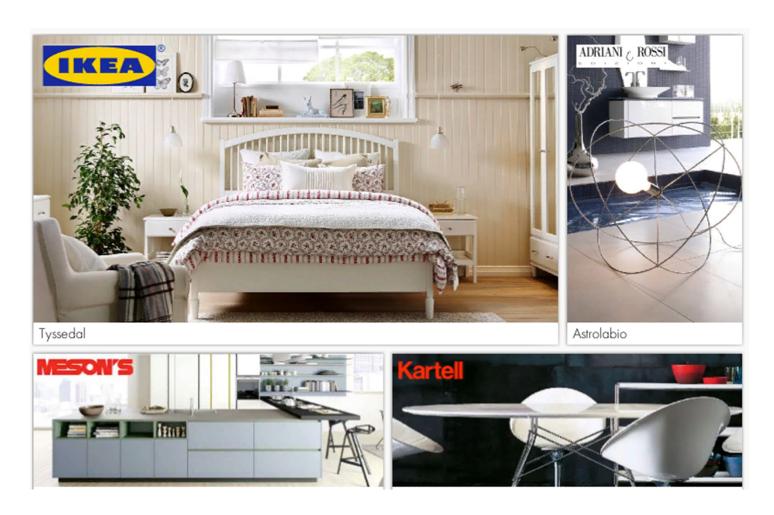








# Furniture frames catalogue and ADV





### SERVICES OFFERED

# Furniture frames catalogue and ADV

#### SELLING TO THE FORNITURE COMPANY

- Adding their products to our catalogue
- Insert advertising and reference their products
- Connect with a customer audience in a specific and delicate purchasing phase

The price of this service varies depending on both the number of products included in the catalogue and the position of the advertisements.



## SERVICES OFFERED

# Platform customization

#### WHITE-LABEL

- Color logos editor, cardboard gadgets, and floor plan realizations.
- We can customize the whole platform according to the needs of our customers.
- In the case of Intesa San Paolo, all the editors and gadgets were branded according to their requests.



This service is offered for a fee and budgeted according to the needs of the individual customer.



## SERVICES OFFERED

# Design service

#### PLAN CONVERSION

For all types of users we offer a plan conversion service from the registered architectural paper layout to our virtual 3D format.

The service is paid with three different types of

packages.

1 plan 5 plans 10+ plans € 25 € 99





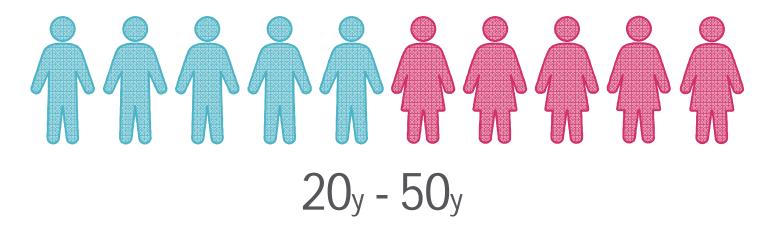
# **TARGET USERS**



#### TARGET USERS

# Consumer users – non paying

World Wide



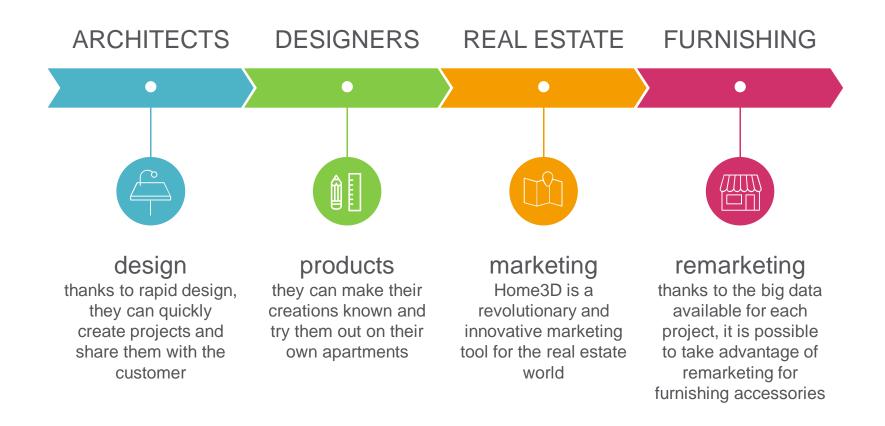
Regular digital appearances, present on social networks with a private profile and/or a Facebook page, has a smartphone and an ADSL connection.

Our target is a user in a very well defined and precise purchase phase: They're either buying a house, changing it, or renovating it.



# Business users - paying

World Wide

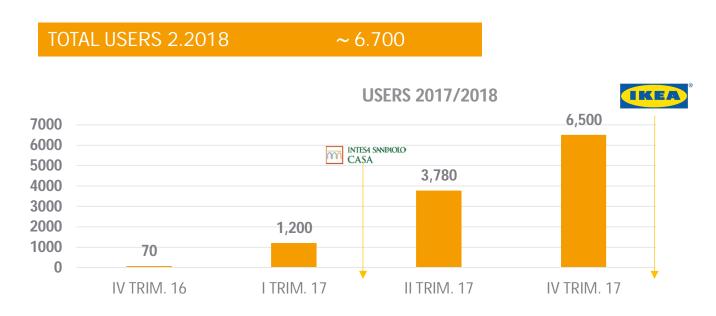




# **RESULTS ACHIEVED SO FAR**



## RESULTS ACHIEVED – NON-PAYING USERS



The achievement of the critical mass of users in the shortest possible time is the main objective of Home3D. Since the release of the project, we have recorded a steady increase in registrations and we are currently recording a position that surpasses our expectations.

This organic growth is certainly due to the visibility of the project on the Intesa San Paolo Casa portal and we are looking forward to a further increase in registration with the launch of the IKEA pilot project in June 2018.



### **AWARDS & MILESTONES**

3DSign is an innovative startup incubated at Polihub, the prestigious incubator/accelerator of the Milan Polytechnic\*

1.2014 12.2016 1.2017 5.2017









Home 3D wins the "Switch 2Product," a competition that rewards ideas and prototypes of future high-potential products.

The project is presented as a preview at the Real Estate Award 2016

www.planimetrie3d.com

Official launch first release

Home3D is among the semifinalists of the Chinaltaly Challenge competition in Zhengzhou, China

\*UBI Global Ranking 2017/2018!



## AWARDS & MILESTONES



Information Technology Forum





6.2017

2.2018

2.2018

6.2018



Intesa San Paolo Casa

The partnership with a banking giant like Intesa San Paolo gave us great visibility and brought thousands of new users to the platform



HOME3D wins first prize for best innovative startup of 2018 IKEA

Finalized a collaboration agreement with IKEA for the integration of their furniture catalogues on our platform TOKYO



## **PARTNERSHIP**













# **COMPETITORS**



## COMPETITORS

			HOME=			
	floorplanner.com Free 1 proj.	homeby.me € 6 cad min 120 proj	ambiensevr.com price quote	HOME3D FREE no-limit		
Web Editor						
Mobile App				$\overline{\mathcal{Q}}$		
Cardboard VR						
Furn. catalogue / Ecommerce						
House care and facilities						
Big Data						
Remarketing						



# **ECONOMIC AND FINANCIAL FORECAST**



# REVENUE MODEL

TOTAL 31.12.17

~ 52.000 Euro

SERVICE	MIX USER / SERV.	2017	
		~5.150 <sub>User</sub>	
		~160	
25 €		4.500€	
99 €		1.000 €	
175 €		900 €	
10.000 €		15.600€	
1.500 €		31.200 €	
	# <b>T</b> 1 · ·		
	99 € 175 € 10.000 €	99 € 175 € 10.000 €	



## REVENUE FORECAST

#### **Prudential scenarios**

	SERVICE	MIX USER / SERV.	2018	2019	2020	2021	2022	%
Consumer users – non paying			8.000	96.000	186.667	440.000	700.000	
Business users - paying			338	4.061	7.896	18.612	29.610	
1 plan	25 €	3,50%	7.000 €	84.000 €	163.334 €	385.000 €	612.500 €	9%
5 plans	99 €	0,20%	1.584 €	19.008 €	36.960 €	87.120 €	138.600 €	2%
10 plans	175 €	0,10%	1.400 €	16.800 €	32.667 €	77.000 €	122.500 €	2%
white label	10.000 €	0,03%	24.000 €	288.000 €	560.001 €	1.320.000 €	2.100.000 €	29%
Catalogue insertion	1.500 €	0,40%	48.000 €	576.000 €	1.120.002 €	2.640.000 €	4.200.000 €	59%
EBITDA %					34%	44%	50%	

<sup>\*</sup> This business plan not considered the IKEA partnership



# THE TEAM



### **TEAM & BOARD**





# Alessandro De Grandi CEO & FOUNDER

Experience as an entrepreneur and successfully exited the Esaplanet project in 2010. Academic training at the Milan Polytechnic. Full Time on this project



# Samantha Breventani CFO & FOUNDER

Degree in Education and Training Sciences | Master's in Human Resource Management and Organization



# Alessio Zolla CTO

Computer engineer | Web development and architecture expert



#### Sara Cassina PR - Social Media Communication

Degree in economics and master's degree in the United States in communication | Focused on PR strategies and social media communication | Experience in Information Technology | With the project since its initiation



#### Andrea Bernasconi 3D Architect - PM

Work experience concentrated in IT development | Draws from experience in videogame design to get the most out of the latest technology assets



# WE ARE LOOKING FOR OUR 1° ROUND

## STARTING FROM 1M €

- Angel or Venture Capital with international networks
- We want to gap our cash flow needed
  - users acquisition
  - evolution developments
  - commercial network
- PROJECT: new business country in USA, UEA market



# HOW WE WILL INVEST THE COLLECTED FUNDS

#### 55% acquisition of new users

Our users are already growing organically thanks not only to the partnership with Intesa San Paolo, but also to the boost we expect from the IKEA partnership. We want to accelerate this growth, however, by investing in a suitable marketing strategy that leverages the free use of the platform by consumer users.

#### 37% evolutionary development of the platform and 3D model import

Technology requires constant maintenance and evolution: this is why we will invest in new staff and tools that keep us always in step with the most advanced standards and new technologies.

#### 13% commercial network development to accelerate revenue growth

We will invest in business consultants who can offer HOME3D to companies and forge new partnerships: the advertising model and services offered by HOME3D are innovative, and it is much easier if/when explained to the marketing directors in person by showing demos and sharing success stories. The more commercial capacity we build, the faster new companies will become part of our catalogue.





De Grandi Alessandro CEO & Co-Founder

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